

Market Feasibility Analysis

Chester Apartments
400 Wynne Avenue
Chester, Dodge County, Georgia 31012

Prepared For

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Effective Date

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Section A – Executive Summary

This report evaluates the continued market feasibility of the Chester Apartments rental community in Chester, Georgia, following renovations utilizing financing from the 4% Tax-Exempt Bond program. Based on the findings contained in this report, we believe a market will continue to exist for the subject project, assuming it is renovated and operated as proposed in this report. This assumes that Rental Assistance (RA) and a Private Rental Assistance (PRA) subsidy is provided, which will effectively allow all current tenants to continue to income-qualify and remain at the property, post renovations. In the unlikely event that all units were vacated and had to be re-rented simultaneously, a market would continue to exist, under both the subsidized and non-subsidized (LIHTC only) scenarios, as evidenced by our demand estimates included in Section G. The subject project is, however, 91.3% occupied with only two (2) vacant units and most, if not all, current tenants will remain post renovations.

1. Project Description:

Chester Apartments, located in Chester, Dodge County, Georgia, was originally built in 1985 and has operated under the Rural Development 515 (RD 515) program since that time. The project contains 24 general-occupancy units, 17 of which receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). Note that one (1) two-bedroom unit is reserved for management, which has been excluded from the remainder of this analysis. This report analyzes the 23 revenue-producing subject units. According to management, the project is currently 91.3% occupied, reflective of just two (2) vacancies.

The proposed Tax Credit renovations, which will be financed through the 4% Tax-Exempt Bond program, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target general-occupancy households with incomes up to 60% of Area Median Household Income (AMHI). Notably, the project will continue to operate under the RD 515 program and all 17 units of RA will be retained. The developer has also indicated that a Private Rental Assistance (PRA) subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details regarding the proposed project are included on the following page, as well as in *Section B* of this report.

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
12	One-Br.	1.0	Garden	674	60%	\$384/\$515	\$421	\$107	\$528	\$555
11	Two-Br.	1.5	Townhome	910	60%	\$412/\$544	\$470	\$141	\$611	\$666
23	Total									

Source: Greystone Servicing Corporation, Inc.; Bowen National Research, LLC

AMHI – Area Median Household Income (Dodge County, GA; 2017)

*Heated square feet

Unit amenities to be offered at the property include a range, refrigerator, microwave, dishwasher, central air conditioning, washer/dryer hookups, vinyl flooring, window blinds, and a patio. Community amenities will include on-site management, covered pavilion/picnic area, and a playground. Overall, the amenity package offered at the property is limited as compared to those offered among the comparable properties but is considered appropriate for and marketable to the targeted tenant population, as indicated by the subject’s occupancy rate of 91.3%, reflective of just two (2) vacant units.

2. Site Description/Evaluation:

The subject site is the existing Chester Apartments located at 400 Wynn Avenue, which is within an established and generally good to average quality portion of Chester. Surrounding land uses generally include single-family homes in average to good condition, as well as vacant and wooded land. The subject site is clearly visible and easily accessible from Wynn Avenue, which borders the site to the north. This aforementioned roadway also provides direct access to and from Main Street/State Route 126, a primary arterial and commercial/retail corridor within the Chester area. Most basic area services are located within 1.0 mile of the subject site, however, the community services available in Chester are rather limited. Area services are easily accessible given the subject’s proximity to Main Street/State Route 126 and State Route 257, both of which are located east of the subject site. Many additional community services are found in surrounding communities such as Cochran and Eastman, which are located approximately 13.0 miles and 15.0 miles from the site, respectively. Overall, the subject site location is considered conducive to affordable multifamily rental product, which is further evident by the subject’s performance, as it is currently operating with only two vacant units. An in-depth site evaluation is included in *Section C* of this report.

3. Market Area Definition:

The Chester Site PMA includes all of the towns of Chester, Dexter, Rentz, Cadwell, Eastman and Cochran and some of the outlying unincorporated areas of Dodge County. The boundaries of the Site PMA include Interstate 16 to the north; U.S. Highway 441, JJ Club, 5 Points, Pat Mullis, Airport and Lester Saunders roads to the east; State Route 46 and the town boundaries of Eastman to the south; and State Route 26, U.S. Highway 23 and the town boundaries of Cochran to the west. A map illustrating these boundaries is included on page *D-2* of this report and details the farthest boundary is 16.1 miles from the site.

4. Community Demographic Data:

Overall population and total household growth trends have been positive between 2000 and 2017. It is projected that the population will increase by 28, or 0.1%, between 2017 and 2019, while the number of households will increase by 18, or 0.2% over 2017 levels. Approximately one-half of the households in the market are between the ages of 25 and 54, which is the primary group of households that would respond to the project. The number of renter households is projected to increase slightly between 2017 and 2019. The overall demographic trends are projected to remain positive over the next couple of years, which will add to the demand for housing in the subject market and provide a positive environment for the continued success of the subject project. Additional demographic data is included in *Section E* of this report.

Also note that based on 2010 Census data, 47.7% of the vacant housing units in the market were classified as “Other Vacant”, which encompasses foreclosed, dilapidated and abandoned housing. Based on our Field Survey of Conventional Rentals within the Chester Site PMA, the many of the rental properties are operating at strong occupancy levels and maintain waiting lists, illustrating that foreclosed and abandoned properties have not had any adverse impact on the overall rental housing market. It is also of note that no such structures were observed within the immediate site neighborhood. As such, it can be concluded that foreclosed/abandoned homes will not have any tangible impact on the subject's marketability.

5. Economic Data:

Educational Services, Retail Trade, Health Care & Social Assistance and Public Administration comprise nearly two-thirds of the Site PMA labor force. The subject project will target low-income households. The area employment base has a significant number of wage-appropriate households from which the proposed subject project will be able to draw support. After losing approximately 20% of its employment base between 2008 and 2010, the local economy appears to have started to stabilize and experienced modest growth in the past 18 months. The county's unemployment rate has declined in each of the past six full years and the latest unemployment rate of 6.3%, as of May of 2017, represents a nine-year low. As such, local economic trends appear to be stable and it is believed the local market will experience slow but positive growth for the foreseeable future. Additional economic data is included in *Section F* of this report.

6. Project-Specific Affordability and Demand Analysis:

Two demand scenarios have been analyzed for the subject project. Scenario one assumes all rental assisted units are leasable (and will remain occupied) and also accounts for any current tenants which will continue to income-qualify to reside at the property under the Tax Credit guidelines, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of Rental Assistance (RA) and the unlikely scenario the property had to operate exclusively under the Tax Credit guidelines. The following is a summary of our demand calculations.

Demand Component	Percent Of Median Household Income			
	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$26,640)	RD 515/ LIHTC Without RA (\$18,103 - \$26,640)	RD 515/LIHTC w/ RA (\$0 - \$26,640)	LIHTC Only Without RA (\$18,103 - \$26,640)
Net Demand	1,137	108	1,137	108
Proposed Units/ Net Demand	0* / 1,137	5 / 108	23 / 1,137	23 / 108
Capture Rate	= 0.0%	= 4.6%	= 2.0%	= 21.3%

*Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the subject’s overall capture rates of 2.0% (subsidized scenario) and 21.3% (Tax Credit only scenario) are both considered achievable and demonstrate a sufficient base of support for the subject project under either scenario. Effectively, however, the subject project will have a capture rate of 4.6% for the five (5) non-RA units which would need to be re-rented post renovations due to current tenants no longer income-qualifying to reside at the property under the Tax Credit program. This is considered an achievable capture rate within the Chester Site PMA, especially when considering the lack of non-subsidized family-oriented LIHTC product in the market.

Applying the shares of demand detailed in *Section G* to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type as follows:

Scenario One (Less units to remain occupied post renovations)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (35%)	60%	4***	38	0	38	10.5%
One-Bedroom	Total	4***	38	0	38	10.5%
Two-Bedroom (45%)	60%	1***	64	0	64	1.6%
Two-Bedroom	Total	1***	64	0	64	1.6%

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

***Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (35%)	60%	12	398	0	398	3.0%
One-Bedroom	Total	12	398	0	398	3.0%
Two-Bedroom (45%)	60%	11	512	0	512	2.1%
Two-Bedroom	Total	11	512	0	512	2.1%
One-Bedroom (35%)	60%	12	38	0	38	31.6%
One-Bedroom	Total	12	38	0	38	31.6%
Two-Bedroom (45%)	60%	11	64	0	64	17.2%
Two-Bedroom	Total	11	64	0	64	17.2%

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

The capture rates by bedroom type and AMHI level range from 1.6% to 31.6% depending upon scenario and unit type. These capture rates are all considered achievable within the Site PMA utilizing this methodology and demonstrate a sufficient base of support for the subject project under all scenarios.

Detailed demand calculations are provided in *Section G* of this report.

7. Competitive Rental Analysis

Tax Credit Units

The subject project will offer one- and two-bedroom units targeting family (general-occupancy) households earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program following renovations. There are no existing non-subsidized general-occupancy LIHTC properties within the Chester Site PMA.

Due to the lack of conventional non-subsidized LIHTC product within the Site PMA, we also identified and surveyed three LIHTC properties outside the Site PMA in the nearby towns of Warner Robbins and Hawkinsville, Georgia. These

properties offer one- and two-bedroom units targeting households earning up to 60% of AMHI, similar to the subject project. Since these properties are located outside the Site PMA, they are not considered competitive and have been included for comparability purposes only.

The three comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in *Addendum B, Comparable Property Profiles*.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Chester Apartments	1985 / 2019	23	91.3%	-	None	Families; 60% AMHI & RD 515
902	Austin Pointe	1999	72	100.0%	41.0 Miles	4 H.H.	Families; 60% AMHI
906	Pacific Park	2001	128*	100.0%	40.5 Miles	56 H.H.	Families; 50% & 60% AMHI
910	Cotton Mill Lofts Apts.	2012	32	100.0%	21.4 Miles	None	Families; 50% & 60% AMHI

900 Map IDs are located outside the Site PMA.

OCC. – Occupancy

H.H. - Households

*Tax Credit units only

The three comparable LIHTC projects have a combined occupancy rate of 100.0% and two of the three maintain a waiting list for their next available units, the longest of which contains 56 households. This is a clear indication of pent-up demand for general-occupancy LIHTC product such as that offered at the subject site.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

		Gross Rent/Percent of AMHI (Number of Units/Vacancies)					
Map I.D.	Project Name	Studio	One-Br.	Two-Br.	Three-Br.	Rent Special	
Site	Chester Apartments	-	\$528/60% (12)	\$611/60% (11)	-	-	
902	Austin Pointe	-	\$636/60% (16/0)	\$739/60% (32/0)	\$833/60% (24/0)	None	
906	Pacific Park	-	\$574/50% (8/0) \$669/60% (24/0)	\$667/50% (12/0) \$772/60% (53/0)	\$757/50% (8/0) \$867/60% (23/0)	None	
910	Cotton Mill Lofts Apts.	\$390/50% (1/0) \$450/60% (2/0)	\$439/50% (1/0) \$509/60% (10/0)	\$487/50% (3/0) \$567/60% (15/0)	-	None	

900 Map IDs are located outside the Site PMA.

The subject's proposed gross Tax Credit rents will be some of the lowest when compared with those reported among the comparable LIHTC projects. This will provide the subject with a market advantage. In addition, a total of 17 of the 23 revenue-producing units will continue to operate with RA, requiring tenants to pay up to 30% of their gross adjusted income towards housing costs. As such, the subject development will continue to represent an even greater value to low-income renters within the Chester Site PMA.

Comparable/Competitive Tax Credit Summary

The Chester market offers a limited supply of non-subsidized LIHTC product, as no such properties were identified within the market. Thus, all three of the comparable LIHTC projects surveyed are located outside the Site PMA in the surrounding areas of Warner Robbins and Hawkinsville, Georgia. All three of those comparable LIHTC properties are 100.0% occupied and two of the three maintain a waiting list for their next available units, the longest of which contains 56 households. The subject’s proposed gross Tax Credit rents will be some of the lowest in the region, relative to those reported among similar unit types at these comparable LIHTC projects. The lower proposed gross rents are considered appropriate, considering that the subject project generally offers the smallest unit sizes (square feet) and an inferior project amenity package as compared to those offered among the comparable properties surveyed in the region. It is important to reiterate, however, that the subject project is an existing property which is currently reporting only two (2) vacancies. This demonstrates that the unit designs and amenities offered are appropriate for and marketable to the targeted tenant population within the Chester Site PMA.

Average Market Rent

As detailed throughout this report and illustrated by our Field Survey of Conventional Rentals, only one (1) conventional unrestricted market-rate rental property was identified in the Chester Site PMA. However, we did survey five properties outside the Site PMA in the nearby region that offer similar market-rate units, as compared to those proposed at the subject site. The following table illustrates the weighted average *collected* rents of the comparable market-rate projects by bedroom type, for units similar to those offered at the subject site.

Weighted Average Collected Rent of Comparable Market-Rate Units	
One-Br.	Two-Br.
\$717	\$869

The rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$717	- \$421	\$296	/ \$421	70.3%
Two-Br.	\$869	- \$470	\$399	/ \$470	84.9%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 70.3% to 84.9% depending upon unit type, as compared to the weighted average collected rents of the comparable market-rate projects. Please note, however, that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include, and/or adjustments for other design characteristics, amenities, or locational differences. Therefore, caution

must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in *Addendum F* of this report.

An in-depth analysis of the Chester rental housing market is included in *Section H* of this report.

8. Absorption/Stabilization Estimates

Based on our analysis, it is our opinion that the 23 units at the subject site will reach a stabilized occupancy of 93.0% within three months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately seven units per month.

Regardless, it is important to remember that 17 of the 24 subject units will continue to receive RA following renovations, with tenants of these units continuing to pay up to 30% of their adjusted gross income towards housing costs. In addition, the Private Rental Assistance (PRA) subsidy to be provided by the developer to any current unassisted tenant will prevent such tenants from experiencing rent increases. Therefore, in reality, only one of the two currently vacant units will need to be rented immediately following renovations in order to reach a stabilized occupancy of 93.0%.

9. Overall Conclusion:

The Chester Site PMA is very rural in nature and offers a very limited supply of conventional rental product. Notably, eight of the nine properties surveyed in the market (including the subject site) are affordable (Tax Credit and/or Government-Subsidized) properties. These eight properties are 96.5% occupied and some of the properties maintain a waiting list for their next available units. This indicates that while affordable rental product is in high demand, there is less of a market for non-subsidized product within the Chester Site PMA. This coincides with the fact that nearly 62.0% of all renter households in this market earn less than \$25,000. The subject's proposed gross Tax Credit rents are in line with those reported among the comparable properties surveyed in the market and region. However, as indicated by our demand estimates and the currently vacant units reported among the affordable rental properties in the market, it is unlikely that the subject project would be able maintain a stabilized occupancy rate at the proposed rent levels, without the retention of RA. The subject project is considered marketable in the way of unit design (square feet and number of bathrooms offered) and amenities offered.

In addition to being competitively positioned, a good base of demographic support will continue to exist for the subject project within the Chester market. This is evident by the low overall capture rate of 2.0% for the subject project, assuming the retention of RA.

We do not have any recommendation for the proposed subject project.

SUMMARY TABLE (must be completed by the analyst and included in the executive summary)			
Development Name:	Chester Apartments	Total # Units:	24
Location:	400 Wynne Avenue, Chester, Georgia 31012	# LIHTC Units:	23
PMA Boundary:	Interstate 16 to the north; U.S. Highway 441, JJ Club, 5 Points, Pat Mullis, Airport and Lester Saunders roads to the east; State Route 46 and the town boundaries of Eastman to the south; and State Route 26, U.S. Highway 23 and the town boundaries of Cochran to the west.		
	Farthest Boundary Distance to Subject:		16.1 Miles

RENTAL HOUSING STOCK (found on page H-3 & Add. A-4 & 5)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	344	11	96.8%
Market-Rate Housing	1	27	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	8	317	11	93.4%
LIHTC	0	-	-	-
Stabilized Comps*	3	232	0	100.0%
Properties in Construction & Lease Up	0	-	-	-

*All comps located out of market due to lack of comparable product in Site 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
12	One-Br.	1.0	674	\$421	\$717	\$1.06	70.3%	\$813	\$1.00
11	Two-Br.	1.5	910	\$470	\$869	\$0.95	84.9%	\$865	\$0.88

DEMOGRAPHIC DATA (found page E-2 & G-5)						
	2012		2017		2019	
Renter Households	3,785	35.7%	3,790	35.6%	3,792	35.6%
Income-Qualified Renter HHs (LIHTC)*	N/A	N/A	2,412	63.6%	2,452	64.7%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

*As proposed with the retention of RA

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)						
Type of Demand	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Renter Household Growth	40	-55	40	-	-	-55
Existing Households (Overburd + Substand)	1,097	163	1,097	-	-	163
Homeowner conversion (Seniors)	N/A	N/A	N/A	-	-	N/A
Total Primary Market Demand	1,137	108	1,137	-	-	108
Less Comparable/Competitive Supply	0	0	0	-	-	0
Adjusted Income-Qualified Renter HHs	1,137	108	1,137	-	-	108

CAPTURE RATES (found on page G-5)						
Targeted Population	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Capture Rate*	0.0%	4.6%	2.0%	-	-	21.3%

*Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Section B - Project Description

Chester Apartments, located in Chester, Dodge County, Georgia, was originally built in 1985 and has operated under the Rural Development 515 (RD 515) program since that time. The project contains 24 general-occupancy units, 17 of which receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). Note that one (1) two-bedroom unit is reserved for management, which has been excluded from the remainder of this analysis. This report analyzes the 23 revenue-producing subject units. According to management, the project is currently 91.3% occupied, reflective of just two (2) vacancies.

The proposed Tax Credit renovations, which will be financed through the 4% Tax-Exempt Bond program, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target general-occupancy households with incomes up to 60% of Area Median Household Income (AMHI). Notably, the project will continue to operate under the RD 515 program and all 17 units of RA will be retained. The developer has also indicated that a Private Rental Assistance (PRA) subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details of the subject project are as follows:

1. **PROJECT NAME:** Chester Apartments
2. **PROPERTY LOCATION:** 400 Wynne Avenue
Chester, Georgia 31012
(Dodge County)
3. **PROJECT TYPE:** Rehabilitation of an existing RD 515 project using 4% Tax-Exempt Bond financing.

4. UNIT CONFIGURATION AND RENTS:

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
12	One-Br.	1.0	Garden	674	60%	\$384/\$515	\$421	\$107	\$528	\$555
11	Two-Br.	1.5	Townhome	910	60%	\$412/\$544	\$470	\$141	\$611	\$666
23	Total									

Source: Greystone Servicing Corporation, Inc.; Bowen National Research, LLC

AMHI – Area Median Household Income (Dodge County, GA; 2017)

*Heated square feet

5. **TARGET MARKET:** General-Occupancy
6. **PROJECT DESIGN:** Five (5) one- and two-story buildings.

7. ORIGINAL YEAR BUILT: 1985

8. ANTICIPATED RENOVATION COMPLETION DATE: 2019

9. UNIT AMENITIES:

- Electric Range
- Refrigerator
- Microwave
- Central Air Conditioning
- Dishwasher
- Vinyl Flooring
- Window Blinds
- Patio
- Washer/Dryer Hookups

10. COMMUNITY AMENITIES:

- On-Site Management
- Playground
- Covered Pavilion/Picnic Area

11. RESIDENT SERVICES:

The subject project will not offer any on-site resident services.

12. UTILITY RESPONSIBILITY:

The cost of trash collection will be included in the rent, while tenants will be responsible for all other utilities and services, including the following:

- Electric Heating
- General Electric
- Cold Water
- Electric Water Heating
- Electric Cooking
- Sewer

13. RENTAL ASSISTANCE:

17 units currently receive Rental Assistance. There is currently one (1) unit occupied by a Housing Choice Voucher holder.

14. PARKING:

An unassigned surface parking lot is available to the tenants at no additional cost.

15. CURRENT PROJECT STATUS:

The subject project is an existing general-occupancy property that offers 23 revenue-producing one- and two-bedroom units which operate under the RD 515 program, with RA provided to 17 of the 23 subject units. The subject project is 91.3% occupied, reflective of just two vacancies. The availability of RA allows tenants of these units to pay up to 30% of their adjusted gross income towards rent. The remaining non-RA units require tenants to pay rents between the basic and market rents under the RD 515 program. Currently, one (1) unit at the property is occupied by a Voucher holder. Based on our review of the current tenant rent roll for the subject project, it was determined that one (1) of the five current non-RA tenants would continue to income-qualify under the LIHTC guidelines, post renovations. Assuming the retention of RA, we anticipate that 18 of the 23 current tenants will continue to qualify and remain at the property post renovations. Effectively, however, nearly all of the current tenants are expected to remain at the property post renovations, as the developer has indicated that a PRA subsidy will be provided to all current unassisted tenants. The availability of this subsidy will prevent a rent increase for all current unassisted tenants at the property. A current tenant rent roll for the subject project is included in *Addendum E - Rent Roll*.

Floor and site plans for the existing subject project were not available for review at the time this report was prepared. We conducted, however, an on-site visit and evaluation of unit interiors of select units, the exterior of the subject buildings and property grounds. Based on our evaluation, the subject floor plans and buildings appear to be sufficient. The proposed renovations are expected to improve the general aesthetic appeal of the subject property and improve its overall marketability. A detailed scope of renovations to be completed at the subject project is included in *Addendum H - Scope of Renovations*.

16. STATISTICAL AREA:

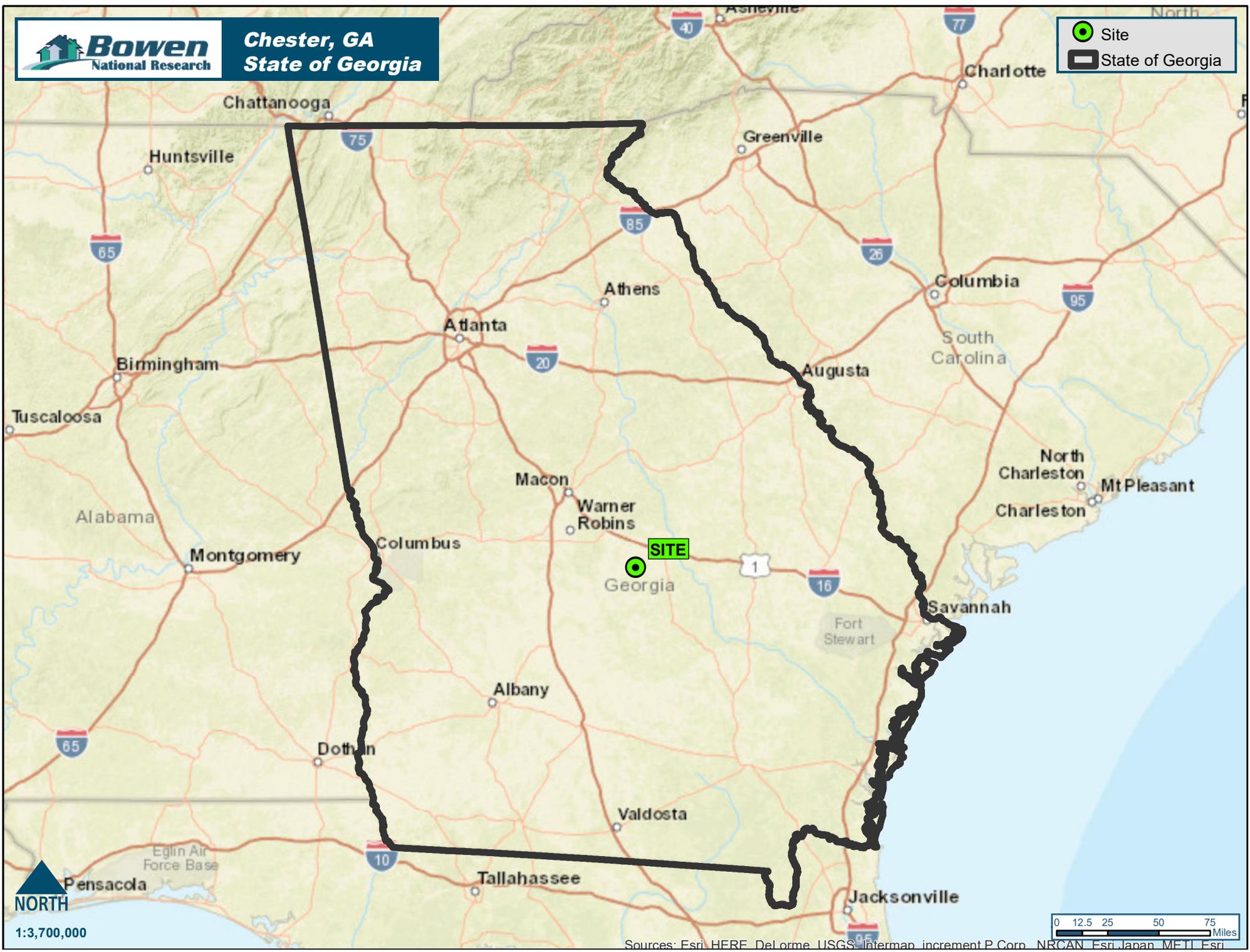
Dodge County, Georgia (2017)

A state map, an area map and a map illustrating the site neighborhood are on the following pages.



Chester, GA
State of Georgia

● Site
▭ State of Georgia



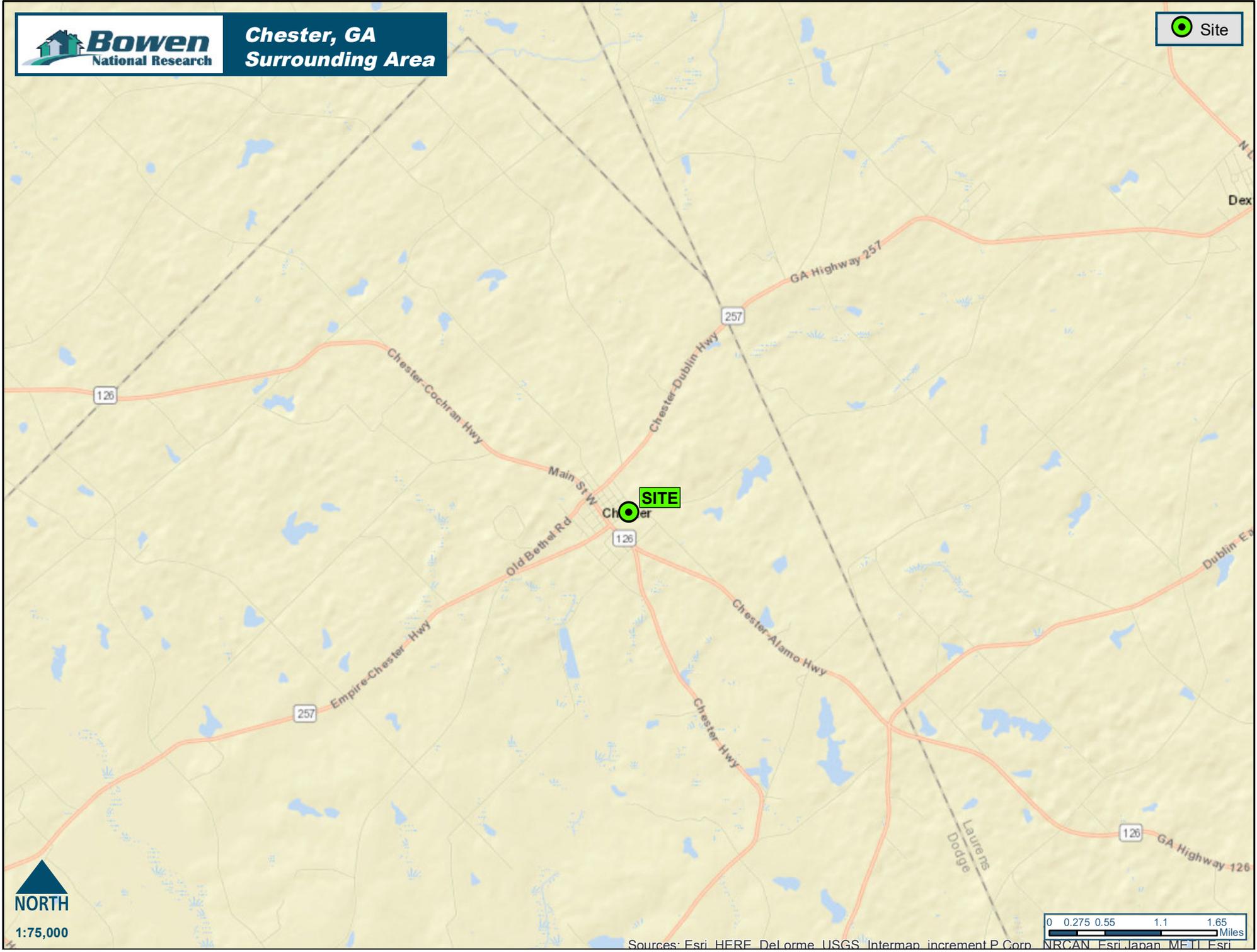
NORTH
1:3,700,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



Chester, GA Surrounding Area



NORTH
1:75,000

0 0.275 0.55 1.1 1.65 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



Chester, GA Site Neighborhood

Legend
Site Area



NORTH
1:3,000

Source: Esri, DigitalGlobe, GeoEye, Earthstar Geographics, AeroGRID, IGN, and the GIS User Community
0 0.015 0.03 0.06 0.09 Miles

Section C – Site Description And Evaluation

1. LOCATION

The subject site is the existing Chester Apartments located at 400 Wynne Avenue in the central portion of Chester, Georgia. Located within Dodge County, Chester is approximately 54.0 miles southeast of Macon, Georgia. Jeff Peters, an employee of Bowen National Research, inspected the site and area apartments during the week of July 31, 2017.

2. SURROUNDING LAND USES

The subject site is within an established area of Chester, Georgia. Surrounding land uses include single-family homes and wooded land. Adjacent land uses are detailed as follows:

North -	The northern boundary is defined by Wynne Avenue, a lightly traveled two-lane roadway. A single-family home in fair condition, a Dollar General and additional single-family homes in fair condition extend north.
East -	The eastern boundary is defined by heavily wooded land and Wynn Avenue which becomes Old Railroad Bed Road east of the site. Extending east is heavily wooded land.
South -	The southern boundary is defined by heavily wooded land and undeveloped land. Single-family homes, wooded land and agricultural land extend south.
West -	The western boundary is defined by heavily wooded land, which extends to Main Street/State Route 126, a moderately traveled two-lane arterial roadway. Single-family homes in fair condition, a church and a baseball field extend west.

The wooded land surrounding most of the site will provide a semi-private living environment at the subject site, conducive to rental housing. Overall, the subject property fits well with the surrounding land uses and they should contribute to the continued marketability of the site.

3. **VISIBILITY AND ACCESS**

The subject site is comprised of one- and two-story buildings which are clearly visible upon ingress, given the subject's frontage along Wynn Avenue, which borders the site to the north. The subject site also provides signage along this aforementioned roadway, which is also clearly visible upon ingress. Vehicular traffic along Wynn Avenue was observed to be light, however, which results in relatively minimal passerby traffic for the subject project. Regardless, the subject project is currently operating with only two (2) vacancies, indicating that visibility does not have an adverse impact on the marketability of the property.

The subject site is also accessible via Wynn Avenue. The light vehicular traffic experienced along this roadway allows for unimpeded ingress and egress of the subject site. Wynn Avenue also provides direct access to and from Main Street/State Route 126, an arterial roadway and commercial corridor within the Chester area. Based on the preceding factors, accessibility of the subject project is considered good.

According to area planning and zoning officials, no notable roads or other infrastructure projects are underway or planned for the immediate site area.

4. **SITE PHOTOGRAPHS**

Photographs of the subject site are on located on the following pages.

SITE PHOTOGRAPHS



Site Entryway



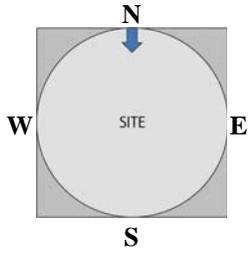
Entryway Signage



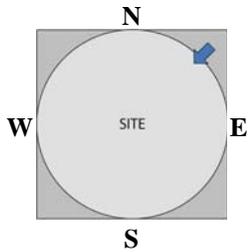
Typical Building Exterior - One-story



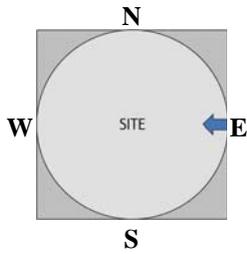
Typical Building Exterior - Two-story



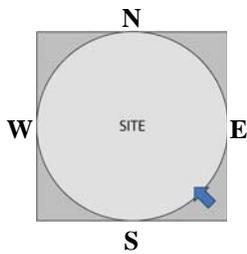
View of site from the north



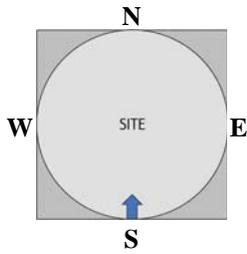
View of site from the northeast



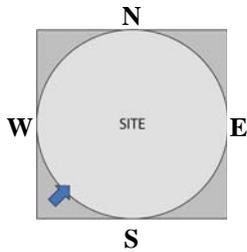
View of site from the east



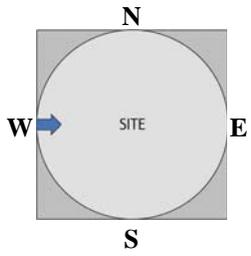
View of site from the southeast



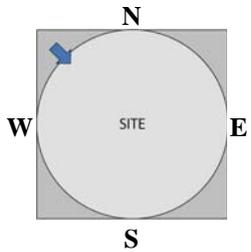
View of site from the south



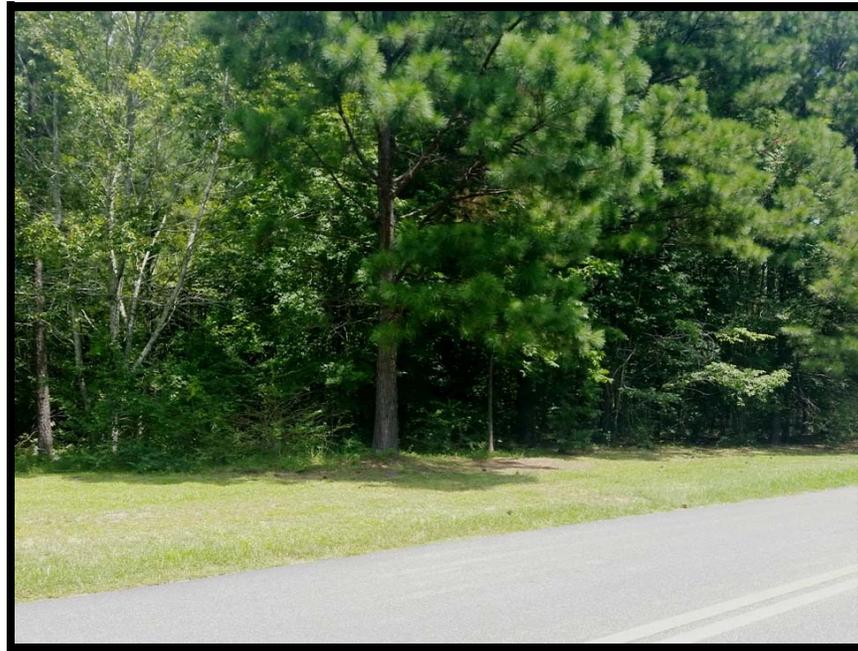
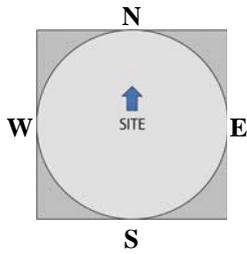
View of site from the southwest



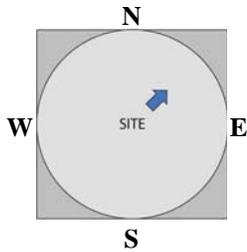
View of site from the west



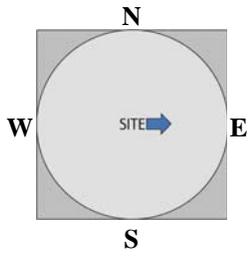
View of site from the northwest



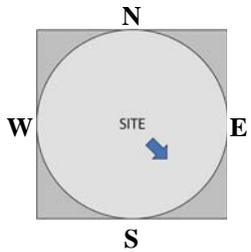
North view from site



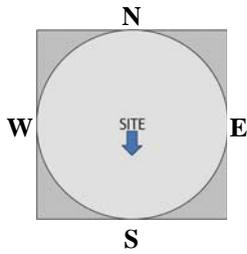
Northeast view from site



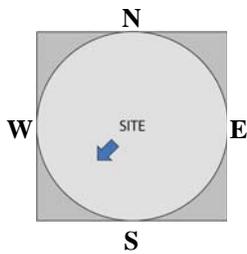
East view from site



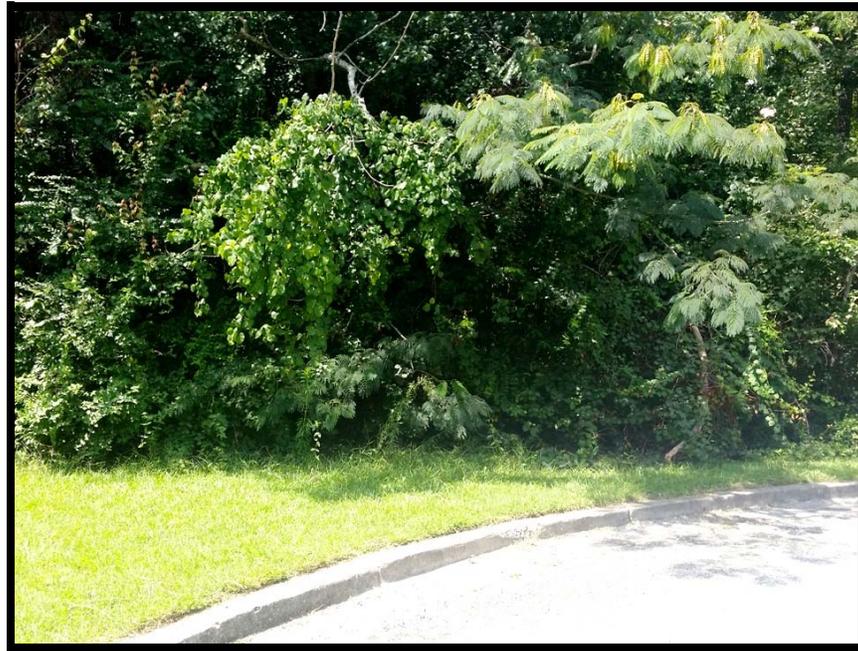
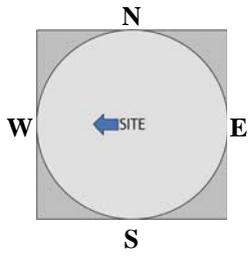
Southeast view from site



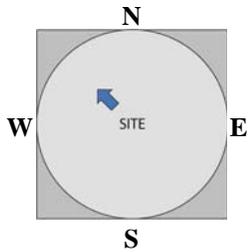
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape - West view of Wynne Avenue



Streetscape - East view of Wynne Avenue



Exterior Storage



Typical Kitchen



Typical Dining Area



Typical Living Room



Typical Master Bedroom



Typical Spare Bedroom



Typical Full Bathroom

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	State Route 126	0.2 West
	State Route 257	0.4 West
Public Bus Stop	N/A	N/A
Major Employers/ Employment Centers	Walmart	12.8 West
	Bleckley Memorial Hospital	13.3 West
Convenience Store	Quikstop	0.4 West
Grocery	Chester Food Mart	0.2 West
	Walmart	12.8 West
Discount Department Store	Dollar General	0.3 North
Shopping Center/Mall	Dublin Shopping Center	18.6 East
Schools:		
Elementary	Chester Elementary School	0.3 South
Middle/Junior High	Dodge County Middle School	15.1 South
High	Dodge County High School	15.5 South
Hospital	Bleckley Memorial Hospital	13.3 West
Police	Cochran Police Department	13.5 West
Fire	Chester Fire Department	0.3 West
Post Office	U.S. Post Office	0.3 West
Bank	Colony Bank	0.2 West
	Knight State Bank	6.1 East
Gas Station	Quikstop	0.4 West
Pharmacy	Walmart	12.8 West
Restaurant	Pit Stop Cafe	0.2 West
	Chester Diner	0.3 West
	Quikstop	0.4 West
Day Care	Vicky's Daycare	14.1 West
Park	Chester Baseball Field	0.4 West
Church	Chester Baptist	0.2 Northwest
	Church Of God	0.4 West
	Chester Baptist Church	0.5 West

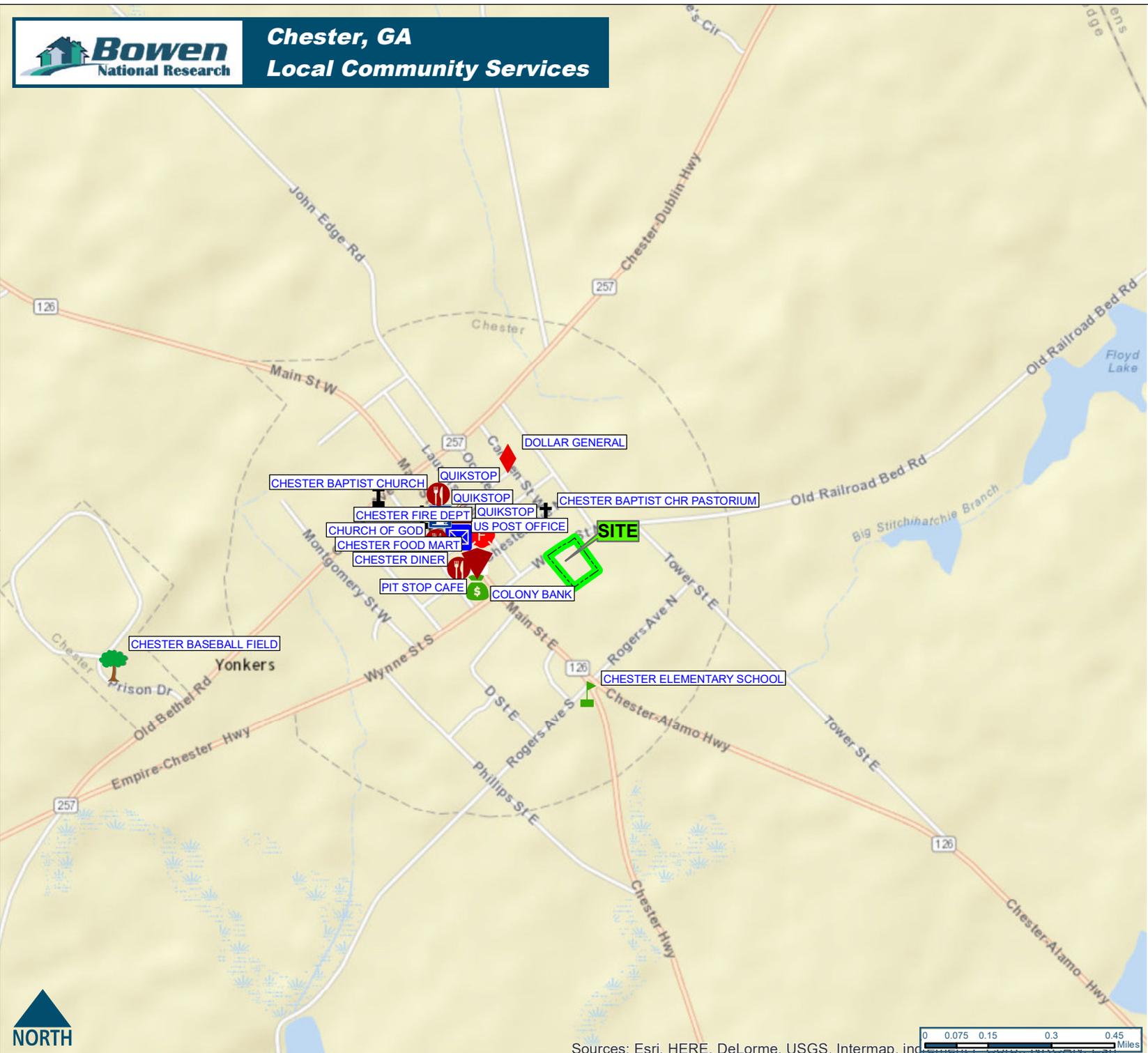
The subject site is in close proximity to a variety of notable community services that Chester has to offer such as grocery stores, schools, public safety services, gas stations and restaurants. These services can be accessed within 1.0 miles and are generally easily accessible due to the subject's proximity to downtown Chester. Due to the rural nature of Chester, there are limited community services offered in addition to the previously mentioned services. It is of note that a Walmart, which includes a pharmacy, is located 12.8 miles west of the subject site.

Bleckley Memorial Hospital, located in Cochran, approximately 13.3 miles west of the site, is the nearest emergency medical center. Public safety services such as the Cochran Police Department and Chester Fire Departments, however, are both located within 13.5 miles of the site. Dodge County Schools serve the subject site from Pre-K through 12th grade. All applicable attendance schools are within 15.5 miles.

Maps illustrating the location of community services are on the following pages.



Chester, GA Local Community Services



Legend

- Site Area
- bank
- church
- convenience store
- elementary school
- fire
- gas
- grocery
- park
- post office
- restaurant
- shopping



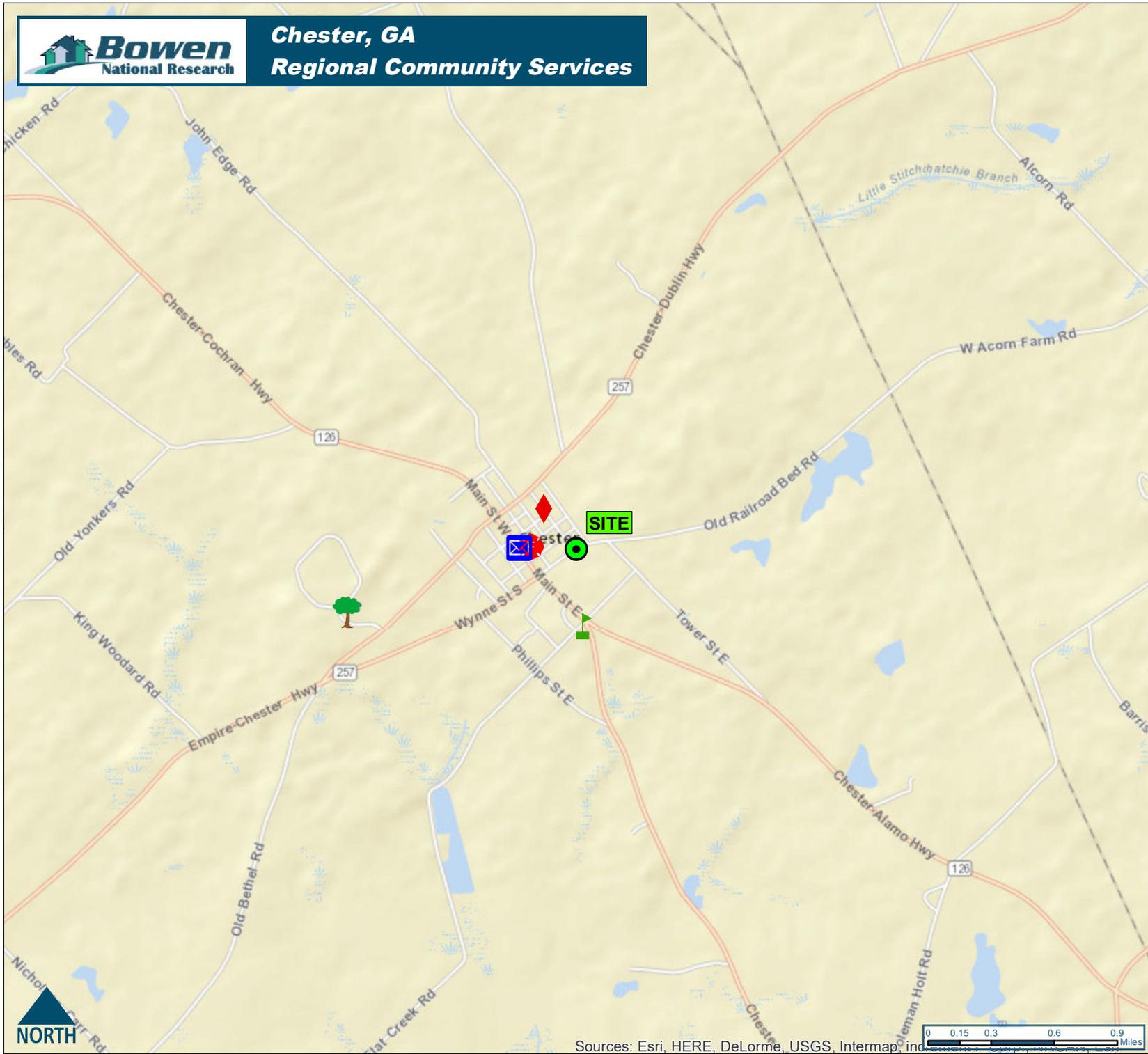
Sources: Esri, HERE, DeLorme, USGS, Intermap, inc



1:20,000

Legend

-  Site
-  elementary school
-  fire
-  park
-  post office
-  shopping



6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk (67) for the Site PMA is below the national average (100) with an overall personal crime index of 67 and a property crime index of 58. Total crime risk (52) for Dodge County is also below the national average with indexes for personal and property crime of 52 and 46, respectively.

	Crime Risk Index	
	Site PMA	Dodge County
Total Crime	67	52
Personal Crime	67	52
Murder	89	81
Rape	79	50
Robbery	28	19
Assault	78	65
Property Crime	58	46
Burglary	88	66
Larceny	62	49
Motor Vehicle Theft	28	25

Source: Applied Geographic Solutions

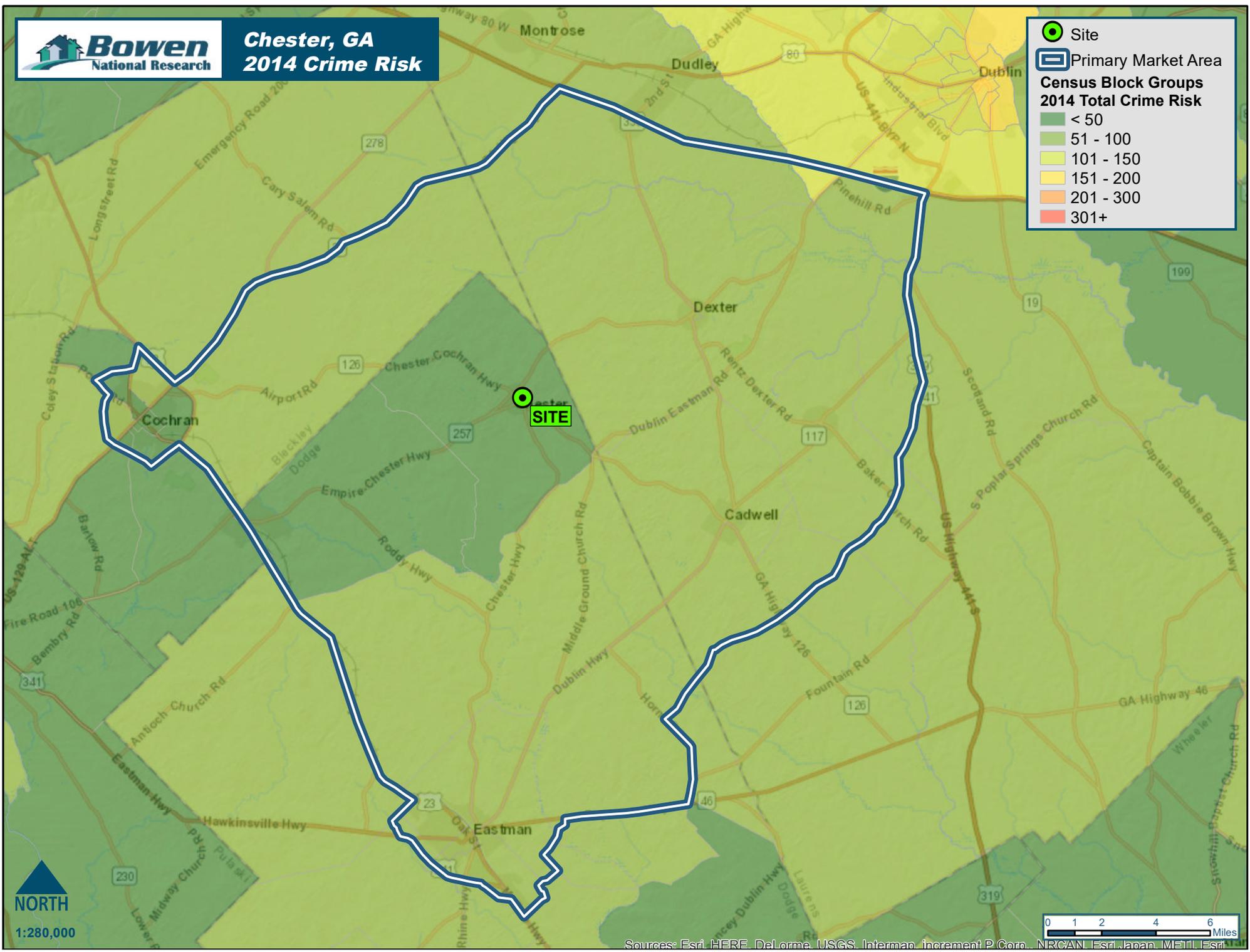
The Site PMA's crime risk index is well below the national average. Therefore, the subject project and its market should not be perceived as an area that would be impacted by crime.

A map illustrating crime risk is on the following page.



Chester, GA 2014 Crime Risk

- Site
- Primary Market Area
- Census Block Groups
- 2014 Total Crime Risk
 - < 50
 - 51 - 100
 - 101 - 150
 - 151 - 200
 - 201 - 300
 - 301+



NORTH
1:280,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

7. OVERALL SITE EVALUATION

The subject site is the existing Chester Apartments located at 400 Wynn Avenue, which is within an established and generally good to average quality portion of Chester. Surrounding land uses generally include single-family homes in average to good condition, as well as vacant and wooded land. The subject site is clearly visible and easily accessible from Wynn Avenue, which borders the site to the north. This aforementioned roadway also provides direct access to and from Main Street/State Route 126, a primary arterial and commercial/retail corridor within the Chester area. Most basic area services are located within 1.0 mile of the subject site, however, the community services available in Chester are rather limited. Area services are easily accessible given the subject's proximity to Main Street/State Route 126 and State Route 257, both of which are located east of the subject site. Many additional community services are found in surrounding communities such as Cochran and Eastman, which are located approximately 13.0 miles and 15.0 miles from the site, respectively. Overall, the subject site location is considered conducive to affordable multifamily rental product, which is further evident by the subject's performance, as it is currently operating with only two vacant units.

8. MAP OF LOW-INCOME RENTAL HOUSING

A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.

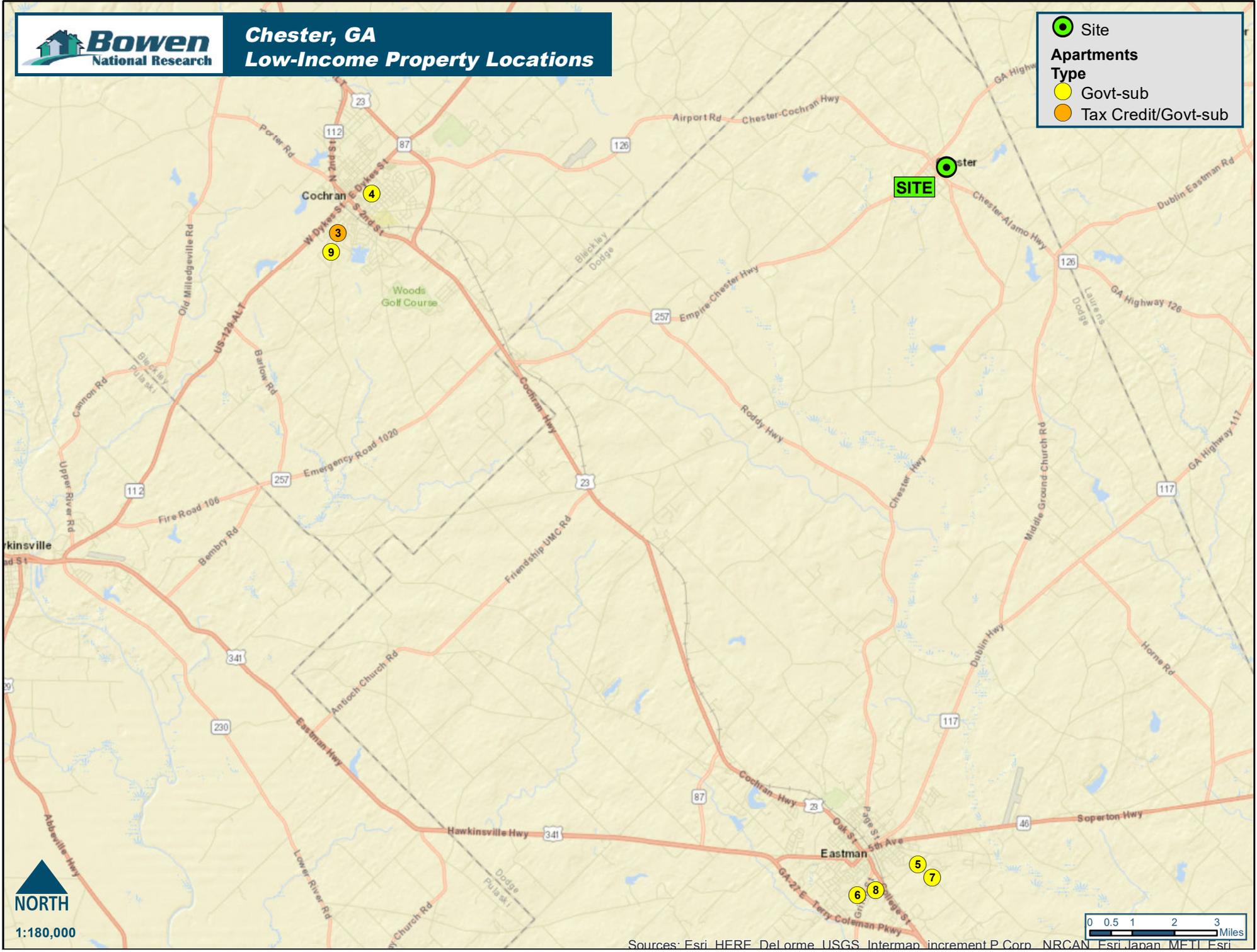


Chester, GA Low-Income Property Locations

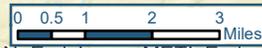
Site
● Site

Apartments Type

- Govt-sub
- Tax Credit/Govt-sub



NORTH
1:180,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

Section D – Primary Market Area Delineation

The Primary Market Area (PMA) is the geographical area from which most of the support for the subject development is expected to continue to originate. The Chester Site PMA was determined through interviews with management at the subject site, area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

Management at the subject site stated that the majority of the site's tenants originate from the immediate Chester area. This representative further stated that while the majority of the tenants are local to the Chester area, the subject project does derive support from some of the surrounding unincorporated areas of Dodge County, as well as the surrounding communities of Eastman and Cochran.

The Chester Site PMA includes all of the towns of Chester, Dexter, Rentz, Cadwell, Eastman and Cochran and some of the outlying unincorporated areas of Dodge County. The boundaries of the Site PMA include Interstate 16 to the north; U.S. Highway 441, JJ Club, 5 Points, Pat Mullis, Airport and Lester Saunders roads to the east; State Route 46 and the town boundaries of Eastman to the south; and State Route 26, U.S. Highway 23 and the town boundaries of Cochran to the west.

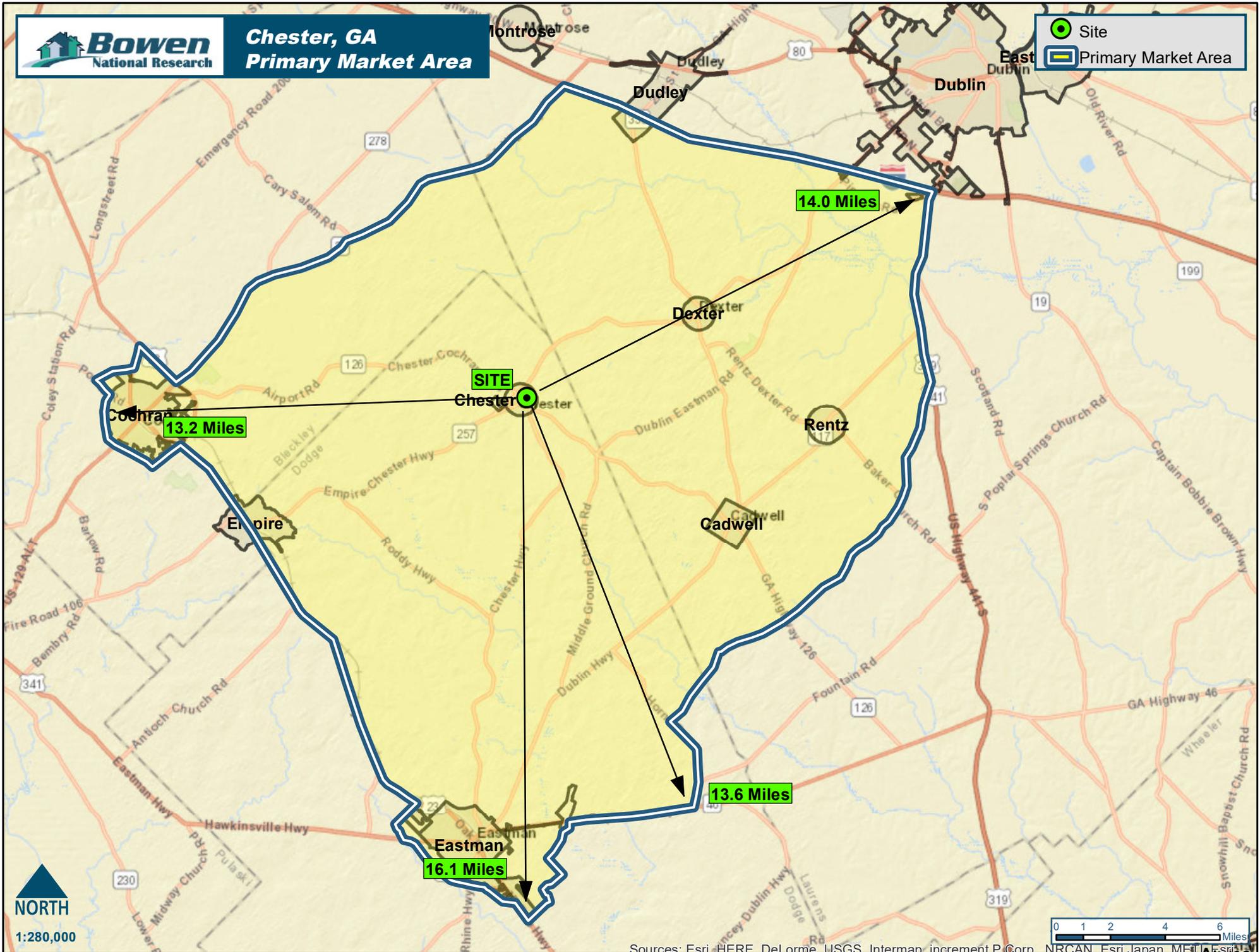
While some supplemental support for the subject project likely originates from outside the county, this support is considered minimal. Therefore, no secondary market area was considered in this analysis.

A map delineating the boundaries of the Site PMA is included on the following page.



Chester, GA Primary Market Area

- Site
- Primary Market Area



Section E – Community Demographic Data

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2017 (estimated) and 2019 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Population	25,683	29,265	29,337	29,365
Population Change	-	3,582	72	28
Percent Change	-	13.9%	0.2%	0.1%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Chester Site PMA population base increased by 3,582 between 2000 and 2010. This represents a 13.9% increase over the 2000 population, or an annual rate of 1.3%. Between 2010 and 2017, the population increased by 72, or 0.2%. It is projected that the population will increase by 28, or 0.1%, between 2017 and 2019.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	8,274	28.3%	7,776	26.5%	7,783	26.5%	8	0.1%
20 to 24	2,223	7.6%	2,145	7.3%	2,040	6.9%	-105	-4.9%
25 to 34	3,541	12.1%	3,732	12.7%	3,653	12.4%	-79	-2.1%
35 to 44	3,771	12.9%	3,628	12.4%	3,619	12.3%	-8	-0.2%
45 to 54	4,041	13.8%	3,806	13.0%	3,752	12.8%	-54	-1.4%
55 to 64	3,368	11.5%	3,625	12.4%	3,663	12.5%	38	1.0%
65 to 74	2,253	7.7%	2,758	9.4%	2,885	9.8%	127	4.6%
75 & Over	1,796	6.1%	1,869	6.4%	1,970	6.7%	101	5.4%
Total	29,267	100.0%	29,337	100.0%	29,365	100.0%	28	0.1%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, over 50% of the population is estimated to be between 25 and 64 years old in 2017. This age group is the primary group of support for the subject site.

2. HOUSEHOLD TRENDS

Household trends within the Chester Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Households	9,507	10,456	10,637	10,655
Household Change	-	949	181	18
Percent Change	-	10.0%	1.7%	0.2%
Household Size	2.70	2.80	2.46	2.46

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Chester Site PMA, households increased by 949 (10.0%) between 2000 and 2010. Between 2010 and 2017, households increased by 181, or 1.7%. By 2019, there will be 10,655 households, an increase of 18 households, or 0.2% over 2017 levels. This is an increase of approximately 9 households annually over the next two years.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	497	4.8%	443	4.2%	427	4.0%	-16	-3.6%
25 to 34	1,403	13.4%	1,498	14.1%	1,461	13.7%	-38	-2.5%
35 to 44	1,843	17.6%	1,731	16.3%	1,710	16.1%	-21	-1.2%
45 to 54	2,198	21.0%	1,983	18.6%	1,942	18.2%	-40	-2.0%
55 to 64	1,945	18.6%	2,047	19.2%	2,054	19.3%	8	0.4%
65 to 74	1,437	13.7%	1,717	16.1%	1,782	16.7%	65	3.8%
75 to 84	862	8.2%	877	8.2%	933	8.8%	56	6.4%
85 & Over	271	2.6%	339	3.2%	344	3.2%	5	1.4%
Total	10,456	100.0%	10,636	100.0%	10,654	100.0%	18	0.2%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Between 2017 and 2019, all of the growth is projected to occur among households ages 55 and older. The greatest growth among household age groups during this time is projected to be among the households between the ages of 65 and 74. Approximately one-half of the households in the market are between the ages of 25 and 54, which is the primary group of households that would respond to the project.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,116	68.1%	6,847	64.4%	6,863	64.4%
Renter-Occupied	3,340	31.9%	3,790	35.6%	3,792	35.6%
Total	10,456	100.0%	10,637	100.0%	10,655	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2017, homeowners occupied 64.4% of all occupied housing units, while the remaining 35.6% were occupied by renters. The 3,790 renter households in the PMA in 2017 represent a good base of potential support for the subject development.

The household sizes by tenure within the Site PMA, based on the 2017 estimates and 2019 projections, were distributed as follows:

Persons Per Renter Household	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,429	37.7%	1,430	37.7%	1	0.1%
2 Persons	1,053	27.8%	1,054	27.8%	1	0.1%
3 Persons	565	14.9%	566	14.9%	1	0.1%
4 Persons	405	10.7%	406	10.7%	1	0.1%
5 Persons+	338	8.9%	337	8.9%	-1	-0.1%
Total	3,790	100.0%	3,793	100.0%	3	0.1%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Persons Per Owner Household	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,537	22.5%	1,542	22.5%	5	0.3%
2 Persons	2,924	42.7%	2,933	42.7%	9	0.3%
3 Persons	967	14.1%	970	14.1%	3	0.4%
4 Persons	948	13.8%	951	13.9%	3	0.3%
5 Persons+	471	6.9%	468	6.8%	-3	-0.6%
Total	6,847	100.0%	6,863	100.0%	17	0.2%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The subject project includes one- and two-bedroom units, which primarily house one- to three-person households. These household sizes represent over 80% of the renter households in the market, representing a good base of potential support for the site.

The distribution of households by income within the Chester Site PMA is summarized as follows:

Household Income	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	2,354	22.5%	2,474	23.3%	2,581	24.2%
\$15,000 to \$24,999	1,679	16.1%	1,607	15.1%	1,582	14.8%
\$25,000 to \$34,999	1,176	11.2%	1,108	10.4%	1,045	9.8%
\$35,000 to \$49,999	1,405	13.4%	1,403	13.2%	1,389	13.0%
\$50,000 to \$74,999	1,724	16.5%	1,909	17.9%	1,903	17.9%
\$75,000 to \$99,999	891	8.5%	1,054	9.9%	1,061	10.0%
\$100,000 to \$149,999	785	7.5%	803	7.5%	815	7.6%
\$150,000 to \$199,999	196	1.9%	162	1.5%	165	1.5%
\$200,000 & Over	246	2.4%	118	1.1%	115	1.1%
Total	10,456	100.0%	10,637	100.0%	10,656	100.0%
Median Income	\$35,203		\$36,390		\$36,296	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$35,203. This increased by 3.4% to \$36,390 in 2017. By 2019, it is projected that the median household income will be \$36,296, a decline of 0.3% over 2017.

The following tables illustrate renter household income by household size for 2010, 2017 and 2019 for the Chester Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	535	288	203	120	83	1,229
\$15,000 to \$24,999	317	181	126	75	54	753
\$25,000 to \$34,999	158	100	71	42	29	400
\$35,000 to \$49,999	133	94	65	40	28	360
\$50,000 to \$74,999	151	108	76	46	31	412
\$75,000 to \$99,999	47	35	25	14	9	130
\$100,000 to \$149,999	12	10	7	4	1	34
\$150,000 to \$199,999	4	3	3	0	0	10
\$200,000 & Over	4	4	3	1	0	12
Total	1,361	823	579	342	235	3,340

Source: ESRI; Urban Decision Group

Renter Households	2017 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	660	448	241	174	144	1,667
\$15,000 to \$24,999	260	183	100	70	60	673
\$25,000 to \$34,999	159	121	65	47	40	431
\$35,000 to \$49,999	161	130	69	50	41	451
\$50,000 to \$74,999	83	73	39	28	23	246
\$75,000 to \$99,999	73	65	36	25	21	221
\$100,000 to \$149,999	30	28	15	11	8	92
\$150,000 to \$199,999	3	3	0	0	0	6
\$200,000 & Over	1	1	0	0	0	2
Total	1,429	1,053	565	405	338	3,790

Source: ESRI; Urban Decision Group

Renter Households	2019 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	709	479	258	185	154	1,786
\$15,000 to \$24,999	229	166	89	63	53	600
\$25,000 to \$34,999	147	112	61	44	36	400
\$35,000 to \$49,999	164	133	72	52	44	464
\$50,000 to \$74,999	68	60	32	23	20	203
\$75,000 to \$99,999	76	68	37	26	22	230
\$100,000 to \$149,999	33	31	16	12	9	101
\$150,000 to \$199,999	4	3	0	0	0	7
\$200,000 & Over	1	1	0	0	0	2
Total	1,430	1,054	566	406	337	3,793

Source: ESRI; Urban Decision Group

Overall population and total household growth trends have been positive between 2000 and 2017. It is projected that the population will increase by 28, or 0.1%, between 2017 and 2019, while the number of households will increase by 18, or 0.2% over 2017 levels. Approximately one-half of the households in the market are between the ages of 25 and 54, which is the primary group of households that would respond to the project. The number of renter households is projected to increase slightly between 2017 and 2019. The overall demographic trends are projected to remain positive over the next couple of years, which will add to the demand for housing in the subject market and provide a positive environment for the continued success of the subject project.

Section F – Economic Trends

1. LABOR FORCE PROFILE

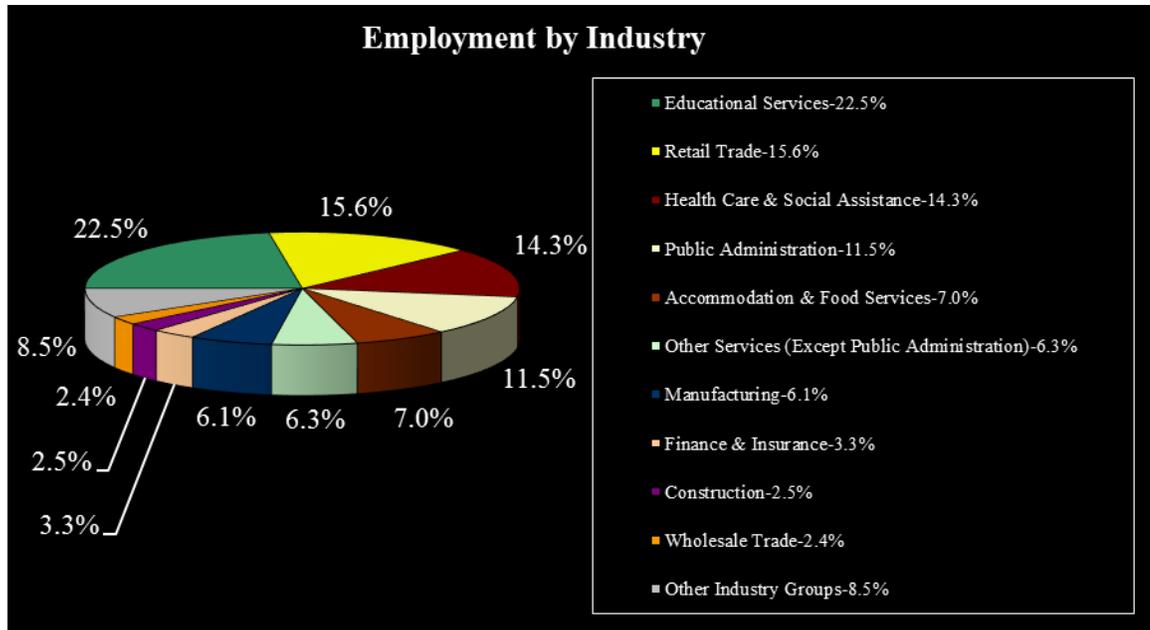
The labor force within the Chester Site PMA is based primarily in four sectors. Educational Services (which comprises 22.5%), Retail Trade, Health Care & Social Assistance and Public Administration comprise approximately 64% of the Site PMA labor force. Employment in the Chester Site PMA, as of 2017, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	16	1.5%	48	0.5%	3.0
Mining	1	0.1%	3	0.0%	3.0
Utilities	2	0.2%	60	0.6%	30.0
Construction	44	4.1%	252	2.5%	5.7
Manufacturing	24	2.3%	625	6.1%	26.0
Wholesale Trade	33	3.1%	240	2.4%	7.3
Retail Trade	175	16.4%	1,589	15.6%	9.1
Transportation & Warehousing	27	2.5%	173	1.7%	6.4
Information	19	1.8%	140	1.4%	7.4
Finance & Insurance	88	8.3%	334	3.3%	3.8
Real Estate & Rental & Leasing	29	2.7%	113	1.1%	3.9
Professional, Scientific & Technical Services	50	4.7%	169	1.7%	3.4
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	26	2.4%	108	1.1%	4.2
Educational Services	38	3.6%	2,292	22.5%	60.3
Health Care & Social Assistance	102	9.6%	1,452	14.3%	14.2
Arts, Entertainment & Recreation	11	1.0%	42	0.4%	3.8
Accommodation & Food Services	59	5.5%	707	7.0%	12.0
Other Services (Except Public Administration)	204	19.1%	644	6.3%	3.2
Public Administration	105	9.8%	1,173	11.5%	11.2
Nonclassifiable	13	1.2%	5	0.0%	0.4
Total	1,066	100.0%	10,169	100.0%	9.5

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



Typical wages by job category for the Middle Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Middle Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$82,950	\$114,210
Business and Financial Occupations	\$57,470	\$71,300
Computer and Mathematical Occupations	\$64,230	\$85,800
Architecture and Engineering Occupations	\$69,540	\$78,820
Community and Social Service Occupations	\$41,040	\$45,460
Art, Design, Entertainment and Sports Medicine Occupations	\$41,560	\$52,710
Healthcare Practitioners and Technical Occupations	\$61,700	\$74,310
Healthcare Support Occupations	\$24,640	\$28,330
Protective Service Occupations	\$33,720	\$36,610
Food Preparation and Serving Related Occupations	\$19,080	\$20,530
Building and Grounds Cleaning and Maintenance Occupations	\$22,320	\$25,010
Personal Care and Service Occupations	\$22,190	\$24,390
Sales and Related Occupations	\$27,970	\$38,060
Office and Administrative Support Occupations	\$30,680	\$35,470
Construction and Extraction Occupations	\$35,960	\$40,540
Installation, Maintenance and Repair Occupations	\$39,180	\$44,550
Production Occupations	\$34,500	\$33,500
Transportation and Moving Occupations	\$28,450	\$33,720

Source: U.S. Department of Labor, Bureau of Statistics

Most annual blue-collar salaries range from \$19,080 to \$41,560 within the Middle Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$67,178. It is important to note that most occupational types within the Middle

Georgia Nonmetropolitan Area have lower typical wages than the state of Georgia's typical wages. The proposed project will target low-income households. The area employment base has a significant number of wage-appropriate households from which the subject project will be able to draw support.

2. MAJOR EMPLOYERS

The 10 largest employers within Dodge County are summarized in the table below. Note that the year established and salary range was not readily available for these top employers. However, these employers are well-established in the market and likely offer salaries/wages typical of those reported for the Middle Georgia Nonmetropolitan Area and reflected in the *Typical Wage by Occupation Type* table earlier in this section.

Industry	Business Type
Arconic Architectural Products, LLC	Manufacturer
Eastman Healthcare & Rehab, LLC	Healthcare
Dodge State Prison	Government
Dodge County School System	Education
Heart of Georgia Dynamics, Inc.	Metal Finishing
Hospice Care Options, Inc.	Healthcare
Dodge County Hospital	Healthcare
Mondi Bags USA, LLC	Packaging and Paper Company
Southern Home Care Services, Inc.	Healthcare
Walmart	Retail/Grocery

Source: Georgia Labor Market Explorer: Local Area Profiles (3rd Quarter 2016)

According to a representative with the Eastman-Dodge County Development Authority, the Eastman-Dodge County economy is improving at a very quick pace and new jobs will be coming to the area.

- In 2016 Kencoa Aerospace purchased Heart of Georgia Metal Crafters and plan to hire 400 people by 2021.
- Due to the large growth of commercial aerospace and military programs, both Aremac Heat Treating and Valence Surface Technologies have seen an increase of approximately 15% in their employment in the past year. Both companies have locations in Eastman.
- Roughly 1,500 persons live in the city of Chester of which roughly 1,000 of those persons are inmates at the Dodge State Prison located in Chester. The prison was built in 1983 and employs around 250 person with wages ranging from \$11 an hour to \$18 an hour for correction officers to licensed practical nurses. Wages for the warden could not be found.

WARN (layoff notices):

According to the Georgia Department of Economic Development there have been no WARN notices reported for the Dodge County area since 1/2016.

3. EMPLOYMENT TRENDS

The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

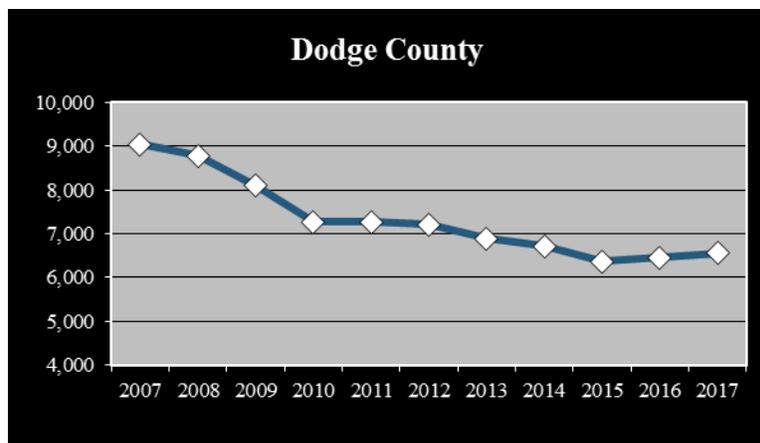
Excluding 2017, the employment base has declined by 10.6% over the past five years in Dodge County, while the state of Georgia increased by 7.1%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Dodge County, Georgia and the United States.

Year	Total Employment					
	Dodge County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2007	9,051	-	4,597,640	-	146,388,400	-
2008	8,788	-2.9%	4,575,010	-0.5%	146,047,748	-0.2%
2009	8,104	-7.8%	4,311,854	-5.8%	140,696,560	-3.7%
2010	7,271	-10.3%	4,202,052	-2.5%	140,469,139	-0.2%
2011	7,274	0.0%	4,263,305	1.5%	141,791,255	0.9%
2012	7,212	-0.8%	4,348,083	2.0%	143,621,634	1.3%
2013	6,898	-4.4%	4,367,147	0.4%	144,996,474	1.0%
2014	6,712	-2.7%	4,418,471	1.2%	147,403,607	1.7%
2015	6,373	-5.1%	4,502,021	1.9%	149,648,686	1.5%
2016	6,450	1.2%	4,656,255	3.4%	152,001,644	1.6%
2017*	6,562	1.7%	4,767,833	2.4%	152,065,874	0.0%

Source: Department of Labor; Bureau of Labor Statistics

*Through May



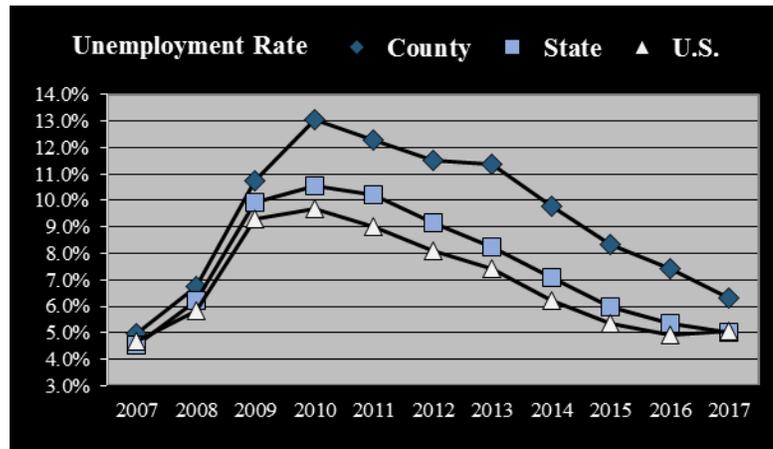
As the preceding illustrates, the Dodge County employment base has declined for much of the past decade. However, it appears to have stabilized in recent years and experienced modest growth in 2016 and through the first half of 2017.

Unemployment rates for Dodge County, Georgia and the United States are illustrated as follows:

Unemployment Rate			
Year	Dodge County	Georgia	United States
2007	5.0%	4.5%	4.7%
2008	6.7%	6.2%	5.8%
2009	10.7%	9.9%	9.3%
2010	13.0%	10.6%	9.7%
2011	12.3%	10.2%	9.0%
2012	11.5%	9.2%	8.1%
2013	11.4%	8.2%	7.4%
2014	9.8%	7.1%	6.2%
2015	8.4%	6.0%	5.3%
2016	7.4%	5.4%	4.9%
2017*	6.3%	5.0%	5.1%

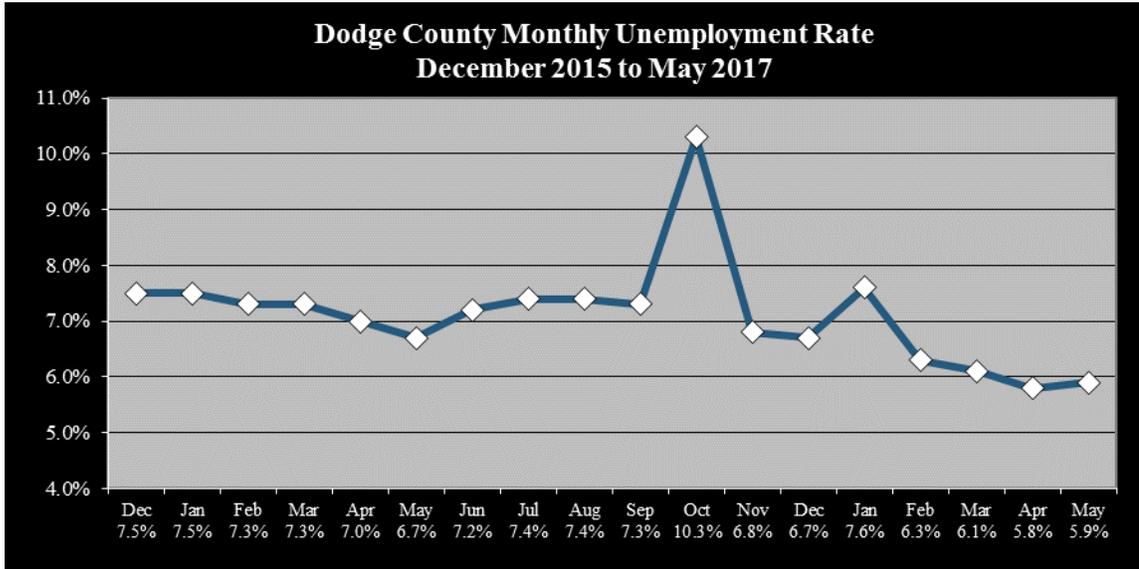
Source: Department of Labor, Bureau of Labor Statistics

*Through May



The unemployment rate in Dodge County has ranged between 5.0% and 13.0%. After reaching a peak of 13.0% in 2010, it has declined in each of the past six years. The 6.3% unemployment rate as of May 2017 represents a nine-year low.

The following table illustrates the monthly unemployment rate in Dodge County for the most recent 18-month period for which data is currently available.



With very few exceptions, the county’s monthly unemployment rate has remained generally stable, though it has declined through the first few months of 2017.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Dodge County.

In-Place Employment Dodge County			
Year	Employment	Change	Percent Change
2006	6,521	-	-
2007	6,451	-70	-1.1%
2008	6,236	-215	-3.3%
2009	5,701	-535	-8.6%
2010	5,544	-157	-2.8%
2011	5,515	-29	-0.5%
2012	5,367	-148	-2.7%
2013	5,183	-184	-3.4%
2014	5,087	-96	-1.9%
2015	4,960	-127	-2.5%
2016	5,021	61	1.2%

Source: Department of Labor, Bureau of Labor Statistics

Data for 2016, the most recent year that year-end figures are available, indicates in-place employment in Dodge County to be 77.8% of the total Dodge County employment. This means that Dodge County has more employed persons leaving the county for daytime employment than those who work in the county. A high share of employed persons leaving the county for employment could have an adverse impact on residency with increasing energy costs.

4. ECONOMIC FORECAST

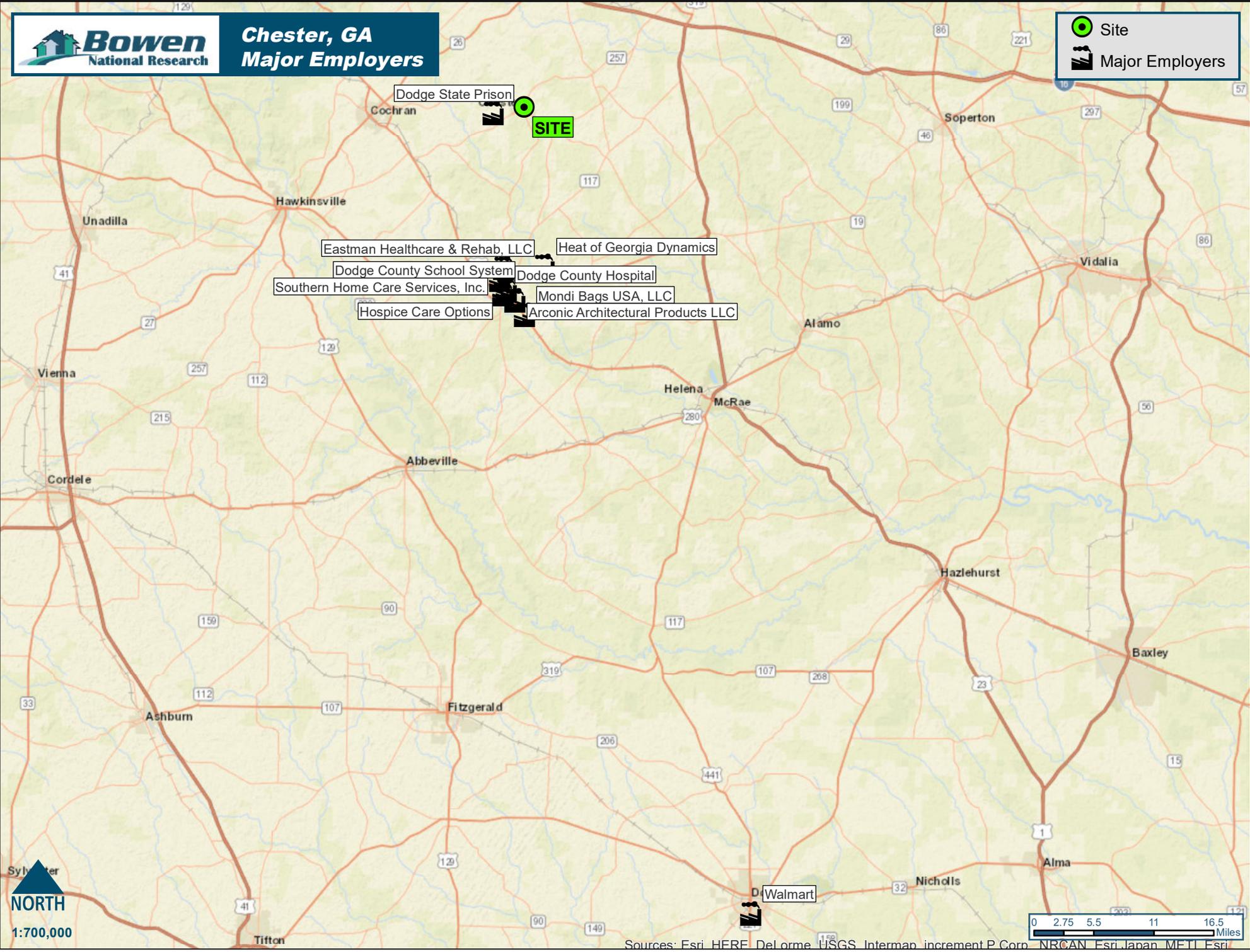
Educational Services, Retail Trade, Health Care & Social Assistance and Public Administration comprise nearly two-thirds of the Site PMA labor force. The subject project will target low-income households. The area employment base has a significant number of wage-appropriate households from which the proposed subject project will be able to draw support. After losing approximately 20% of its employment base between 2008 and 2010, the local economy appears to have started to stabilize and experienced modest growth in the past 18 months. The county's unemployment rate has declined in each of the past six full years and the latest unemployment rate of 6.3%, as of May of 2017, represents a nine-year low. As such, local economic trends appear to be stable and it is believed the local market will experience slow but positive growth for the foreseeable future.

A map illustrating notable employment centers is on the following page.



Chester, GA Major Employers

- Site
- Major Employers



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

Section G – Project-Specific Demand Analysis

The subject project currently operates under the income and rent requirements of the RD Section 515 program. While the project will be renovated with 4% Tax-Exempt Bond financing, it is expected to follow the same household eligibility requirements that are currently in effect. Regardless, we have provided various demand scenarios that evaluate the depth of continued support for the project under the RD program and in the event the project had to operate exclusively under the 4% Tax-Exempt Bond program.

1. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the subject project's potential.

Under the Tax Credit program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within Dodge County, which has a four-person median household income of \$49,300 for 2017. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size at 60% of AMHI.

Household Size	Maximum Allowable Income
	60%
One-Person	\$20,760
Two-Person	\$23,700
Three-Person	\$26,640

a. Maximum Income Limits

The largest units (two-bedroom) at the subject site are expected to continue to house up to three-person family households. As such, the maximum allowable income at the subject site is **\$26,640**.

b. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to GDCA/GHFA market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while older person (age 55 and older) and elderly (age 62 and older) projects should utilize a 40% rent-to-income ratio.

The proposed Low-Income Housing Tax Credit units will have a lowest gross rent of \$528 (at 60% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,336. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$18,103**.

Since the subject project will retain RA through Rural Development on a portion of the subject units, the project will continue to serve households with little to no income. As such, we have also conducted a capture rate analysis that assumes the project will continue to operate with RA available to a portion of the property.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required to live at the renovated subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate under the RD 515 program and under the Tax Credit program separately.

Unit Type	Income Range	
	Minimum	Maximum
Rural Development/Tax Credit with RA	\$0	\$26,640
LIHTC Only without RA	\$18,103	\$26,640

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority:

- a. Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using current renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households.*

b. Demand from Existing Households: The second source of demand should be projected from:

- **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent.*

Based on Table B25074 of the American Community Survey (ACS) 2011-2015 5-year estimates, approximately 25.4% to 40.4% (depending upon targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing.*

Based on Table B25016 of the American Community Survey (ACS) 2011-2015 5-year estimates, 5.1% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.

- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study.*

Not applicable, as the subject project will not be age-restricted.

- c. **Other:** *DCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of competitive vacant and/or units constructed in the past two years (2015/2016) is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2015 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **DCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from DCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. 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.**

There are no general-occupancy LIHTC properties that were funded and/or built during the projection period (2015 to current) within the Site PMA. Additionally, there are no existing LIHTC properties operating below a stabilized occupancy rate of 90.0% within the Site PMA. As such, there were no existing LIHTC properties included as part of supply in our demand analysis.

Two demand scenarios have been analyzed for the subject project. Scenario one assumes all rental assisted units are leasable (and will remain occupied) and also accounts for any current tenants which will continue to income-qualify to reside at the property under the Tax Credit guidelines, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of Rental Assistance (RA) and the unlikely scenario the property had to operate exclusively under the Tax Credit guidelines. The following is a summary of our demand calculations.

Demand Component	Percent Of Median Household Income			
	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$26,640)	RD 515/ LIHTC Without RA (\$18,103 - \$26,640)	RD 515/LIHTC w/ RA (\$0 - \$26,640)	LIHTC Only Without RA (\$18,103 - \$26,640)
Demand From New Renter Households (Income-Appropriate)	2,452 - 2,412 = 40	480 - 535 = -55	2,452 - 2,412 = 40	480 - 535 = -55
+				
Demand From Existing Households (Rent Overburdened)	2,412 X 40.4% = 974	535 X 25.4% = 136	2,412 X 40.4% = 974	535 X 25.4% = 136
+				
Demand From Existing Households (Renters In Substandard Housing)	2,412 X 5.1% = 123	535 X 5.1% = 27	2,412 X 5.1% = 123	535 X 5.1% = 27
=				
Demand Subtotal	1,137	108	1,137	108
+				
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	1,137	108	1,137	108
-				
Supply (Directly Comparable Units Built and/or Funded Since 2015)	0	0	0	0
=				
Net Demand	1,137	108	1,137	108
Proposed Units	0*	5*	23	23
Proposed Units/ Net Demand	0* / 1,137	5 / 108	23 / 1,137	23 / 108
Capture Rate	= 0.0%	= 4.6%	= 2.0%	= 21.3%

N/A – Not Applicable

*Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the subject's overall capture rates of 2.0% (subsidized scenario) and 21.3% (Tax Credit only scenario) are both considered achievable and demonstrate a sufficient base of support for the subject project under either scenario. Effectively, however, the subject project will have a capture rate of 4.6% for the five (5) non-RA units which would need to be re-rented post renovations due to current tenants no longer income-qualifying to reside at the property under the Tax Credit program. This is considered an achievable capture rate within the Chester Site PMA, especially when considering the lack of non-subsidized family-oriented LIHTC product in the market.

Based on the distribution of households by household size, our survey of conventional apartments and the distribution of bedroom types in balanced markets, the estimated shares of demand by bedroom type for the Site PMA are distributed as follows.

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	35.0%
Two-Bedroom	45.0%
Three-Bedroom+	20.0%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows. Note the following demand estimates by bedroom type have also been provided for each of the scenarios previously detailed in this section of the report.

Scenario One (Less units to remain occupied post renovations)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
One-Bedroom (35%)	60%	4***	38	0	38	10.5%	2 Months	\$717	\$595-\$825	\$421
One-Bedroom	Total	4***	38	0	38	10.5%	2 Months	-	-	-
Two-Bedroom (45%)	60%	1***	64	0	64	1.6%	1 Month	\$869	\$680-\$950	\$470
Two-Bedroom	Total	1***	64	0	64	1.6%	1 Month	-	-	-

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

***Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in *Addendum F*.

Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
RD 515/LIHTC with Rental Assistance (RA)										
One-Bedroom (35%)	60%	12	398	0	398	3.0%	2 Months	\$717	\$595-\$825	\$421
One-Bedroom	Total	12	398	0	398	3.0%	2 Months	-	-	-
Two-Bedroom (45%)	60%	11	512	0	512	2.1%	2 Months	\$869	\$680-\$950	\$470
Two-Bedroom	Total	11	512	0	512	2.1%	2 Months	-	-	-
LIHTC Only										
One-Bedroom (35%)	60%	12	38	0	38	31.6%	4 Months	\$717	\$595-\$825	\$421
One-Bedroom	Total	12	38	0	38	31.6%	4 Months	-	-	-
Two-Bedroom (45%)	60%	11	64	0	64	17.2%	3 Months	\$869	\$680-\$950	\$470
Two-Bedroom	Total	11	64	0	64	17.2%	3 Months	-	-	-

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in *Addendum F*.

The capture rates by bedroom type and AMHI level range from 1.6% to 31.6% depending upon scenario and unit type. These capture rates are all considered achievable within the Site PMA utilizing this methodology and demonstrate a sufficient base of support for the subject project under all scenarios.

Section H – Rental Housing Analysis (Supply)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Chester Site PMA in 2010 and 2017 (estimated) are summarized in the following table:

Housing Type	2010 (Census)		2017 (Estimated)	
	Housing Units	Percent	Housing Units	Percent
Total Occupied	10,456	84.8%	10,637	83.1%
Owner-Occupied	7,116	68.1%	6,847	64.4%
Renter-Occupied	3,340	31.9%	3,790	35.6%
Vacant	1,878	15.2%	2,158	16.9%
Total	12,334	100.0%	12,795	100.0%

Source: ESRI, Census 2010

Based on a 2017 update of the 2010 Census, of the 12,795 total housing units in the market, 16.9% were vacant. In 2017, it was estimated that homeowners occupied 64.4% of all occupied housing units, while the remaining 35.6% were occupied by renters. Note that the number of renter households increased within the Site PMA between 2010 and 2017, while the number of homeowners decreased. This is a good indication of increased demand for rental product within this market.

The following table illustrates the status of vacant units within the Site PMA for 2010.

Vacant Units	Number	Percent
For Rent	531	28.3%
For-Sale Only	148	7.9%
Renter/Sold, Not Occ.	47	2.5%
Seasonal or Recreational	257	13.7%
Other Vacant	895	47.7%
Total	1,878	100.0%

Source: 2010 Census

Based on the 2010 Census, of the 1,878 vacant units in the Site PMA, 47.7% are classified as “Other Vacant” and only 28.3% were classified as “For Rent”. This is a good indication that the vacant housing units included in the table earlier on this page are not reflective of the long-term rental housing market within the Site PMA. Regardless, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental market within the Site PMA.

The estimated distribution of occupied housing by units in a structure and tenure is detailed within the following table.

Units in Structure	Owner		Renter	
	Number	Percent	Number	Percent
1, Detached	5,035	73.8%	1,637	52.6%
1, Attached	23	0.3%	13	0.4%
2 to 4	30	0.4%	303	9.7%
5 to 9	0	0.0%	150	4.8%
10 to 19	1	0.0%	65	2.1%
20 to 49	0	0.0%	26	0.8%
50+	1	0.0%	23	0.7%
Mobile Homes	1,720	25.2%	896	28.8%
Boat, RV, Vans	14	0.2%	0	0.0%
Total	6,824	100.0%	3,113	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

More than 96.0% of all renter-occupied units within the Site PMA are comprised within structures containing less than 10 units. Thus, the majority of rental product in this market is non-conventional rental product. The subject project which contains 23 total units will therefore continue to provide a conventional rental alternative that has very limited supply within the Site PMA.

The following tables demonstrate the share of substandard housing found in the Site PMA, based on the presence or absence of kitchen and bathroom facilities:

	Kitchen Characteristics			
	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
Complete Kitchen	6,752	98.9%	2,998	96.3%
Lacking Complete Kitchen	73	1.1%	114	3.7%
Total	6,825	100.0%	3,112	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

	Bathroom Characteristics			
	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
Complete Plumbing	6,781	99.4%	3,057	98.2%
Lacking Complete Plumbing	43	0.6%	55	1.8%
Total	6,824	100.0%	3,112	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

Based on the 2011-2015 ACS estimates, the percentage of owner- and renter-occupied housing with incomplete kitchen facilities was 1.1% and 3.7%, respectively. It is also of note that 1.8% of renter-occupied households had incomplete plumbing facilities compared with the 0.6% of owner-occupied households.

The following table illustrates the percentage of households that are living in crowded quarters, as defined by the presence of 1.01 or more occupants per room.

	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
1.0 Or Less Occupants Per Room	6,677	97.8%	3,008	96.7%
1.01 Or More Occupants Per Room	147	2.2%	104	3.3%
Total	6,824	100.0%	3,112	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

The number of renter-occupied housing units with 1.01 or more occupants per room and considered overcrowded was 3.3% of the households, compared with 2.2% of owner-occupied households.

Owner and renter cost as a percent of income is illustrated in the following table:

Percentage of Income	Owner		Renter	
	Number	Percent	Number	Percent
Less Than 20%	4,093	60.0%	556	17.9%
20% to 29%	1,371	20.1%	558	17.9%
30% or More	1,254	18.4%	1,015	32.6%
Not Computed	105	1.5%	983	31.6%
Total	6,823	100.0%	3,112	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

As the preceding illustrates, 32.6% of renter households in the market pay more than 30% of their income towards rent. This is lower than the national average of 47.9%.

Conventional Rentals

We identified and personally surveyed nine conventional housing projects containing a total of 344 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 96.8%, a very good rate for rental housing. Each rental housing segment surveyed is summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	1	27	0	100.0%
Tax Credit/Government-Subsidized	1	45	2	95.6%
Government-Subsidized	7	272	9	96.7%
Total	9	344	11	96.8%

The majority of rental product surveyed in the Site PMA is affordable (i.e. Tax Credit and/or Government-Subsidized), as such product comprises more than 92.0% of the rental units surveyed. The combined occupancy rate among all segments is 96.8%, a good indication of strong demand for rental housing among all affordability levels within the Site PMA.

The following table summarizes the breakdown of market-rate units surveyed within the Site PMA.

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Two-Bedroom	1.0	27	100.0%	0	0.0%	\$497
Total Market-rate		27	100.0%	0	0.0%	-

The market-rate units are 100.0% occupied and there are no non-subsidized Tax Credit units in the market. The subject project will help preserve affordable rental housing in a market with a very limited supply.

We rated each market-rate property surveyed on a scale of "A" through "F". All market-rate properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
C+	1	27	0.0%

The only non-subsidized project surveyed in the market is a market-rate project with a quality rating of "C+", which is currently 100.0% occupied. Regardless, the subject project is expected to have an improved overall quality/condition upon completion of renovations, which will contribute to the subject's continued marketability.

2. SUMMARY OF ASSISTED PROJECTS

There are a total of eight federally subsidized and/or Tax Credit apartment developments in the Chester Site PMA. These projects were surveyed in July 2017 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)				
						Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
1	Chester Apts. (Site)	RD 515	1985	23	91.3%	-	\$486 - \$617 (12)	\$544 - \$676 (11)	-	-
3	Pecan Point	TAX & RD 515	1998 / 2013	45 + 4*	95.6%	-	\$516 - \$602 (16)	\$562 - \$694 (29)	-	-
4	McVay Heights	RD 515	1973	23	100.0%	-	\$544 - \$704 (4)	\$562 - \$722 (19)	-	-
5	Heritage Villas of Eastman	RD 515	1984	30	96.7%	-	\$503 - \$518 (12)	\$546 - \$861 (18)	-	-
6	Imperial Pines Apts.	RD 515	1983	24	95.8%	-	\$526 - \$654 (8)	\$575 - \$742 (8)	\$623 - \$789 (8)	-
7	Dodge Court Apts.	SEC 8	1981	56	91.1%	-	\$499 (12)	\$552 (36)	\$658 (8)	-
8	Eastman Gardens (Family & Senior)	SEC 8	1987	65	100.0%	-	\$527 - \$535 (56)	\$573 (6)	\$676 (3)	-
9	Limestone Apts.	SEC 8	1985	51	100.0%	-	\$428 (25)	\$565 (16)	\$793 (10)	-
Total				317	96.5%					

Note : Contact names and method of contact, as well as amenities and other features are listed in the field survey

OCCUP. - Occupancy

TAX - Tax Credit

SEC - Section

RD - Rural Development

*Units under construction

The eight federally subsidized and/or Tax Credit properties surveyed report a combined occupancy rate of 96.5%, including the existing subject site (Chester Apartments; Map ID 1) and some of these properties maintain a waiting list for their next available units, indicating affordable product such as that offered at the subject site is well received within the Chester market.

HOUSING CHOICE VOUCHER HOLDERS

According to the Georgia Department of Community Affairs, there are approximately 72 Housing Choice Voucher holders within Dodge County and 104 people on the waiting list for an additional Voucher. This reflects the continuing need for Housing Choice Voucher assistance.

Note that there are no non-subsidized properties in the Chester market with which to compare the current share of Voucher holders in the area. Regardless, most of the units at the subject project will offer Rental Assistance (RA) and the remaining units will be eligible for Voucher holders.

If the rents do not exceed the Payment Standards established by the local/regional housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Georgia Department of Community Affairs (DCA) Rental Assistance Division - Dodge County, the regional Payment Standards, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$508	\$528 (60%)
Two-Bedroom	\$664	\$611 (60%)

As the preceding table illustrates, the proposed gross rents for the subject’s one-bedroom units are above the Payment Standards set by the Georgia Department of Community Affairs (DCA) Rental Assistance Division – Dodge County, while the proposed gross rents for the subject’s two-bedroom units are below the Payment Standards. As such, those who hold Housing Choice Vouchers will likely respond to the non-Rental Assistance (RA) two-bedroom units at the subject development. This will likely increase the base of income-appropriate renter households within the Chester Site PMA for the non-RA units at the subject project and has been considered in our absorption estimates in *Section I* of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with local building and planning representatives, it was determined that there are no multifamily projects planned for the area.

Building Permit Data

The following tables illustrate single-family and multifamily building permits issued within Dodge County for the past ten years:

Housing Unit Building Permits for Dodge County:										
Permits	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Multifamily Permits	3	0	4	0	0	3	0	0	0	0
Single-Family Permits	33	22	15	12	13	13	9	8	9	11
Total Units	36	22	19	12	13	16	9	8	9	11

Source: SOCDs Building Permits Database at <http://socds.huduser.org/permits/index.html>

As the preceding illustrates, there have been no multifamily building permits issued in Dodge County since 2009. Given the limited number of multifamily building permits issued, it is likely that there will continue to be a need for rental housing

within the region. This is further illustrated by the combined occupancy rate of 96.8% of the surveyed rental developments within the Chester Site PMA. Although the subject project will not add any new units to the market during renovations, the proposed renovations will provide some much needed updated/modern rental units within this market.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

The subject project will offer one- and two-bedroom units targeting family (general-occupancy) households earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program following renovations. There are no existing non-subsidized general-occupancy LIHTC properties within the Chester Site PMA.

Due to the lack of conventional non-subsidized LIHTC product within the Site PMA, we also identified and surveyed three LIHTC properties outside the Site PMA in the nearby towns of Warner Robbins and Hawkinsville, Georgia. These properties offer one- and two-bedroom units targeting households earning up to 60% of AMHI, similar to the subject project. Since these properties are located outside the Site PMA, they are not considered competitive and have been included for comparability purposes only.

The three comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in *Addendum B, Comparable Property Profiles*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Chester Apartments	1985 / 2019	23	91.3%	-	None	Families; 60% AMHI & RD 515
902	Austin Pointe	1999	72	100.0%	41.0 Miles	4 H.H.	Families; 60% AMHI
906	Pacific Park	2001	128*	100.0%	40.5 Miles	56 H.H.	Families; 50% & 60% AMHI
910	Cotton Mill Lofts Apts.	2012	32	100.0%	21.4 Miles	None	Families; 50% & 60% AMHI

900 Map IDs are located outside the Site PMA.

OCC. – Occupancy

H.H. - Households

*Tax Credit units only

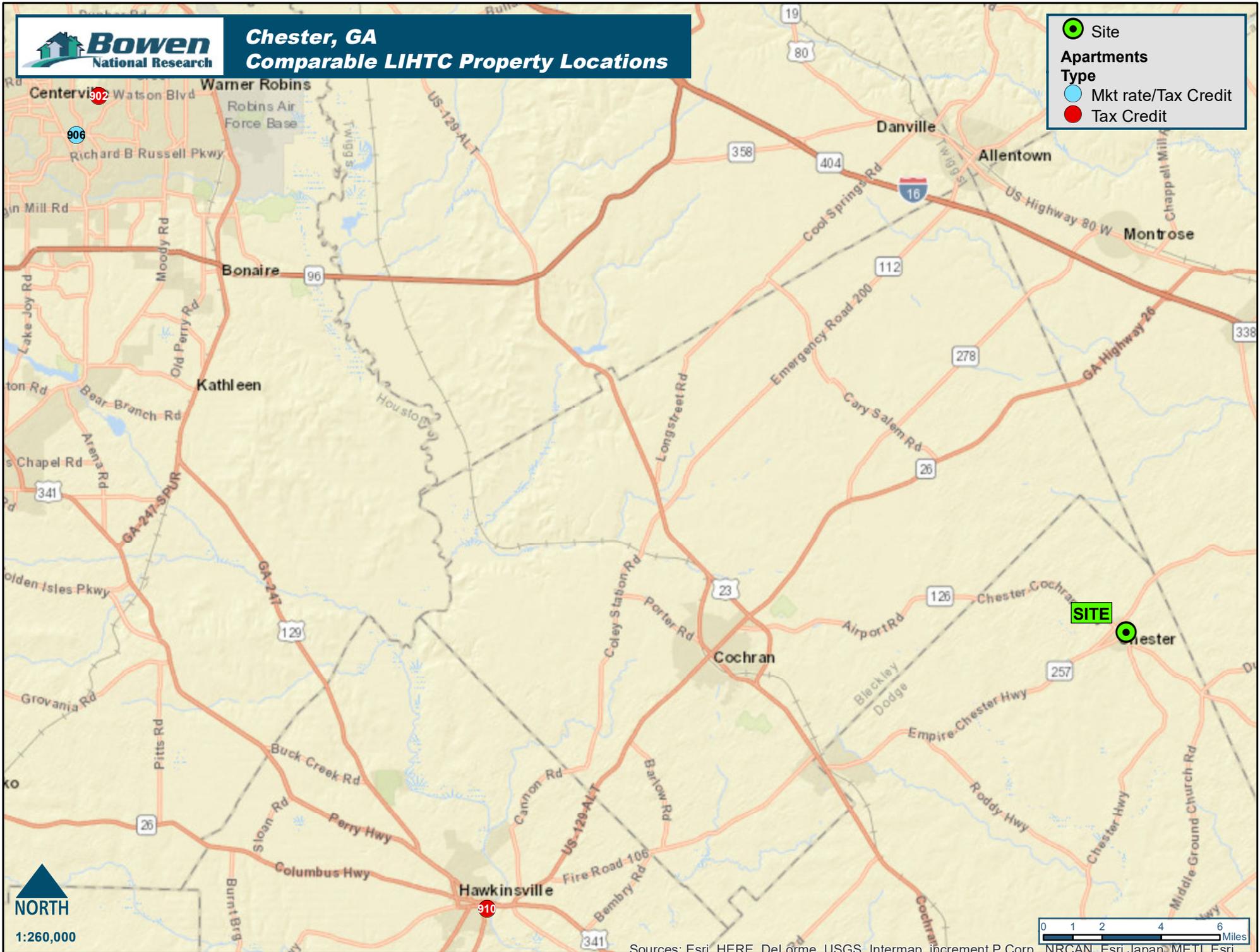
The three comparable LIHTC projects have a combined occupancy rate of 100.0% and two of the three maintain a waiting list for their next available units, the longest of which contains 56 households. This is a clear indication of pent-up demand for general-occupancy LIHTC product such as that offered at the subject site.

The map on the following page illustrates the location of the comparable Tax Credit properties relative to the subject site location.



Chester, GA Comparable LIHTC Property Locations

- Site
- Apartments Type
- Mkt rate/Tax Credit
- Tax Credit



The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		Studio	One-Br.	Two-Br.	Three-Br.	
Site	Chester Apartments	-	\$528/60% (12)	\$611/60% (11)	-	-
902	Austin Pointe	-	\$636/60% (16/0)	\$739/60% (32/0)	\$833/60% (24/0)	None
906	Pacific Park	-	\$574/50% (8/0) \$669/60% (24/0)	\$667/50% (12/0) \$772/60% (53/0)	\$757/50% (8/0) \$867/60% (23/0)	None
910	Cotton Mill Lofts Apts.	\$390/50% (1/0) \$450/60% (2/0)	\$439/50% (1/0) \$509/60% (10/0)	\$487/50% (3/0) \$567/60% (15/0)	-	None

900 Map IDs are located outside the Site PMA.

The subject's proposed gross Tax Credit rents will be some of the lowest when compared with those reported among the comparable LIHTC projects. This will provide the subject with a market advantage. In addition, a total of 17 of the 23 revenue-producing units will continue to operate with RA, requiring tenants to pay up to 30% of their gross adjusted income towards housing costs. As such, the subject development will continue to represent an even greater value to low-income renters within the Chester Site PMA.

The following table illustrates the weighted average *collected* rents of the comparable LIHTC projects by bedroom type.

Weighted Average Collected Rent Of Comparable LIHTC Units*	
One-Br.	Two-Br.
\$542	\$621

*Only unit types directly comparable to the subject units

The rent advantage for the proposed units is calculated as follows (average weighted market rent - proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$542	- \$421	\$121	/ \$421	28.7%
Two-Br.	\$621	- \$470	\$151	/ \$470	32.1%

As the preceding illustrates, the proposed subject's one- and two-bedroom rents represent rent advantages of 28.7% and 32.1%, respectively, as compared to the weighted average collected rent of the comparable LIHTC unit types surveyed. Please note however that this is in comparison to the *collected* rents and does not reflect differences in the utility structure that gross rents include. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in *Addendum E* of this report.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the market are compared with the subject development in the following table:

Map I.D.	Project Name	Square Footage			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Chester Apartments	-	674	910	-
902	Austin Pointe	-	817	998	1,208
906	Pacific Park	-	879	1,055	1,339
910	Cotton Mill Lofts Apts.	400	500 - 700	1,075	-

900 Map IDs are located outside the Site PMA.

Map I.D.	Project Name	Number of Baths			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Chester Apartments	-	1.0	1.5	-
902	Austin Pointe	-	1.0	1.0	1.0
906	Pacific Park	-	1.0	1.0	2.0
910	Cotton Mill Lofts Apts.	1.0	1.0	2.0	-

900 Map IDs are located outside the Site PMA.

The subject project generally offers the smallest one- and two-bedroom units among the comparable properties in terms of square footage. The unit sizes (square feet) and number of bathrooms offered is considered typical of older subsidized rental product, however. In addition, the subject's high occupancy rate is a clear indication that the subject's unit designs are appropriate for and marketable to the targeted tenant population.

The following tables compare the amenities of the subject development with the comparable LIHTC projects surveyed in the region.

COMPARABLE PROPERTIES AMENITIES - CHESTER, GEORGIA

MAP ID	APPLIANCES						UNIT AMENITIES													
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING	OTHER
SITE	X	X		X		X	X		>		X	X					B		S	
906	X	X	X	X	X		X		C		X		X				B		S	
902	X	X	X	X	X		X		C		X	X					B		S	
910	X	X		X			X		C		X	X	X				B		S	

MAP ID	PROJECT AMENITIES																		
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER	OTHER
SITE		X						X								X			Covered Pavilion
906	X	X	X	X		X		X	X				X			X			
902	X	X	X	X				X	X	B						X			
910		X	X		X	X							X		X	X			Walking Trails

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional

Window Treatments
B - Blinds
C - Curtains
D - Drapes

Parking
A - Attached
C - Carport
D - Detached
O - On Street
S - Surface
G - Parking Garage
(o) - Optional
(s) - Some

Sports Courts
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

Floor Covering
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

Community Space
A - Activity Room
L - Lounge/Gathering Room
T - Training Room

The unit amenity package offered at the subject project is relatively competitive with those offered among the comparable LIHTC projects surveyed. The inclusion of a microwave within each unit, will likely provide the subject with a competitive advantage as the comparable properties do not offer microwaves. The project amenity package is limited, relative to those offered among the comparable properties. Most notably, the subject project does not offer a swimming pool or club house/community space, features which some of the comparable properties offer. Nonetheless, the subject's high occupancy rate is clear indication that the amenity package offered is appropriate for and marketable to the targeted tenant population within the Site PMA.

Comparable/Competitive Tax Credit Summary

The Chester market offers a limited supply of non-subsidized LIHTC product, as no such properties were identified within the market. Thus, all three of the comparable LIHTC projects surveyed are located outside the Site PMA in the surrounding areas of Warner Robbins and Hawkinsville, Georgia. All three of those comparable LIHTC properties are 100.0% occupied and two of the three maintain a waiting list for their next available units, the longest of which contains 56 households. The subject's proposed gross Tax Credit rents will be some of the lowest in the region, relative to those reported among similar unit types at these comparable LIHTC projects. The lower proposed gross rents are considered appropriate, considering that the subject project generally offers the smallest unit sizes (square feet) and an inferior project amenity package as compared to those offered among the comparable properties surveyed in the region. It is important to reiterate, however, that the subject project is an existing property which is currently reporting only two (2) vacancies. This demonstrates that the unit designs and amenities offered are appropriate for and marketable to the targeted tenant population within the Chester Site PMA.

One page profiles of the Comparable Tax Credit properties are included in *Addendum B* of this report.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$83,936. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for an \$83,936 home is \$505, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$83,936
Mortgaged Value = 95% of Median Home Price	\$79,739
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$404
Estimated Taxes and Insurance*	\$101
Estimated Monthly Mortgage Payment	\$505

*Estimated at 25% of principal and interest



In comparison, the proposed monthly collected Tax Credit rents at the subject project range from \$421 to \$470, depending upon bedroom type. As such, the cost of a typical monthly mortgage in the area is at least \$35 more than renting at the subject project. Considering the higher cost of homeownership and the fact that most potential tenants of the subject project will likely be unable to afford the cost of a typical down payment, utility costs, and/or routine maintenance costs associated with such a home, we do not anticipate any competitive impact on or from the homebuyer market.

Section I – Absorption & Stabilization Rates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA/GHFA guidelines that assume a 2019 renovation completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2019.

According to management, the subject project is currently 91.3% occupied, reflective of just two vacancies. Based on our review of the most current tenant rent roll and assuming that Rental Assistance (RA) will be retained on a portion of the property and a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants, it is anticipated that few, if any, of the current tenants will move from the project following renovations. Furthermore, it is important to note that the renovations at the subject site will not necessitate the displacement of current residents and the project will be renovated in such a way to minimize off-site relocation. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 23 subject units will be vacated and that all units will have to be re-rented simultaneously, assuming the retention of RA on 17 of the 23 subject units.

It is our opinion that the 23 units at the subject site will reach a stabilized occupancy of 93.0% within three months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately seven units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. Changes to the project's rents, amenities, scope of renovations, or other features may invalidate our findings. We assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Finally, these absorption projections also assume that RA will be retained following renovations. Should RA not be retained, the 23 LIHTC units at the subject site would likely have an extended absorption period of up to four months (five units per month) as this would no longer allow the subject project to target households earning below \$18,103, assuming the project operates at the proposed LIHTC rent levels evaluated in this report.

Section J – Interviews

The following are summaries of interviews conducted with various local sources regarding the need for affordable housing within the Chester Site PMA.

- Ms. Betty Johnson, the Property Manager of Eastman Gardens (Map ID 8), stated that she feels there is a need for more affordable housing for families in the area. The government-subsidized property that she manages only offers 12 units targeting families and she currently maintains a waiting list of 20 households waiting for a general-occupancy unit to become available.
- According to Charles Williams, President/Economic Developer of Dodge County, there is a need for more affordable housing in the Chester area and throughout Dodge County. Mr. Williams attributed the need to the improving economy as it is attracting more households to the area and many of them maintain low-income occupations, increasing the need for more affordable housing.
- Wendy Moore, Property Manager of Chester Apartments (subject site), stated that there is definitely a need for more affordable housing in the Chester area. Ms. Moore added that although she is currently reporting two vacancies, she is confident they will be filled quickly and that her government-subsidized property typically operates at an occupancy rate of 100.0%.

Section K – Conclusions & Recommendations

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the 23 revenue-producing units offered at the existing Chester Apartments in Chester, Georgia, following renovations utilizing financing from the 4% Tax Exempt Bond program. Changes in the project's scope of renovations, rents, amenities and/or renovation completion date may alter these findings.

The Chester Site PMA is very rural in nature and offers a very limited supply of conventional rental product. Notably, eight of the nine properties surveyed in the market (including the subject site) are affordable (Tax Credit and/or Government-Subsidized) properties. These eight properties are 96.5% occupied and some of the properties maintain a waiting list for their next available units. This indicates that while affordable rental product is in high demand, there is less of a market for non-subsidized product within the Chester Site PMA. This coincides with the fact that nearly 62.0% of all renter households in this market earn less than \$25,000. The subject's proposed gross Tax Credit rents are in line with those reported among the comparable properties surveyed in the market and region. However, as indicated by our demand estimates and the currently vacant units reported among the affordable rental properties in the market, it is unlikely that the subject project would be able maintain a stabilized occupancy rate at the proposed rent levels, without the retention of RA. The subject project is considered marketable in the way of unit design (square feet and number of bathrooms offered) and amenities offered.

In addition to being competitively positioned, a good base of demographic support will continue to exist for the subject project within the Chester market. This is evident by the low overall capture rate of 2.0% for the subject project, assuming the retention of RA.

We do not have any recommendation for the proposed subject project.

Section L - Signed Statement

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GA-DCA market study manual and GA-DCA Qualified Action Plan.



Patrick M. Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: August 14, 2017



Jeff Peters
Market Analyst
jeffp@bowennational.com
Date: August 14, 2017

Section M – Market Study Representation

The Georgia Department of Community Affairs (DCA) may rely on the representation made in the market study and that the market study is assignable to other lenders that are parties to the DCA loan transaction.

Section N - Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations at Bowen National Research. Ms. Johnson is involved in the day-to-day communication with clients. She has been involved in extensive market research in a variety of project types since 2006. Ms. Johnson has the ability to research, find, analyze and manipulate data in a multitude of ways. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Luke Mortensen, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Mortensen received his Bachelor's Degree in Sports Leadership and Management from Miami University.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

Garth Semple, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Semple graduated from Elizabethtown College and has a Bachelor of Arts degree in Sociology.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

CHESTER, GEORGIA

The following section is a field survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site.

The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Properties surveyed by name, address, telephone number, project type, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives, and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here. Note that projects are organized by project type.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Listings for unit and project amenities, parking options, optional charges, utilities (including responsibility), and appliances.
- Collected rent by unit type and bedrooms.
- Unit size by unit type and bedrooms.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- An analysis of units, vacancies, and median rent. Where applicable, non-subsidized units are distributed separately.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.

- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.

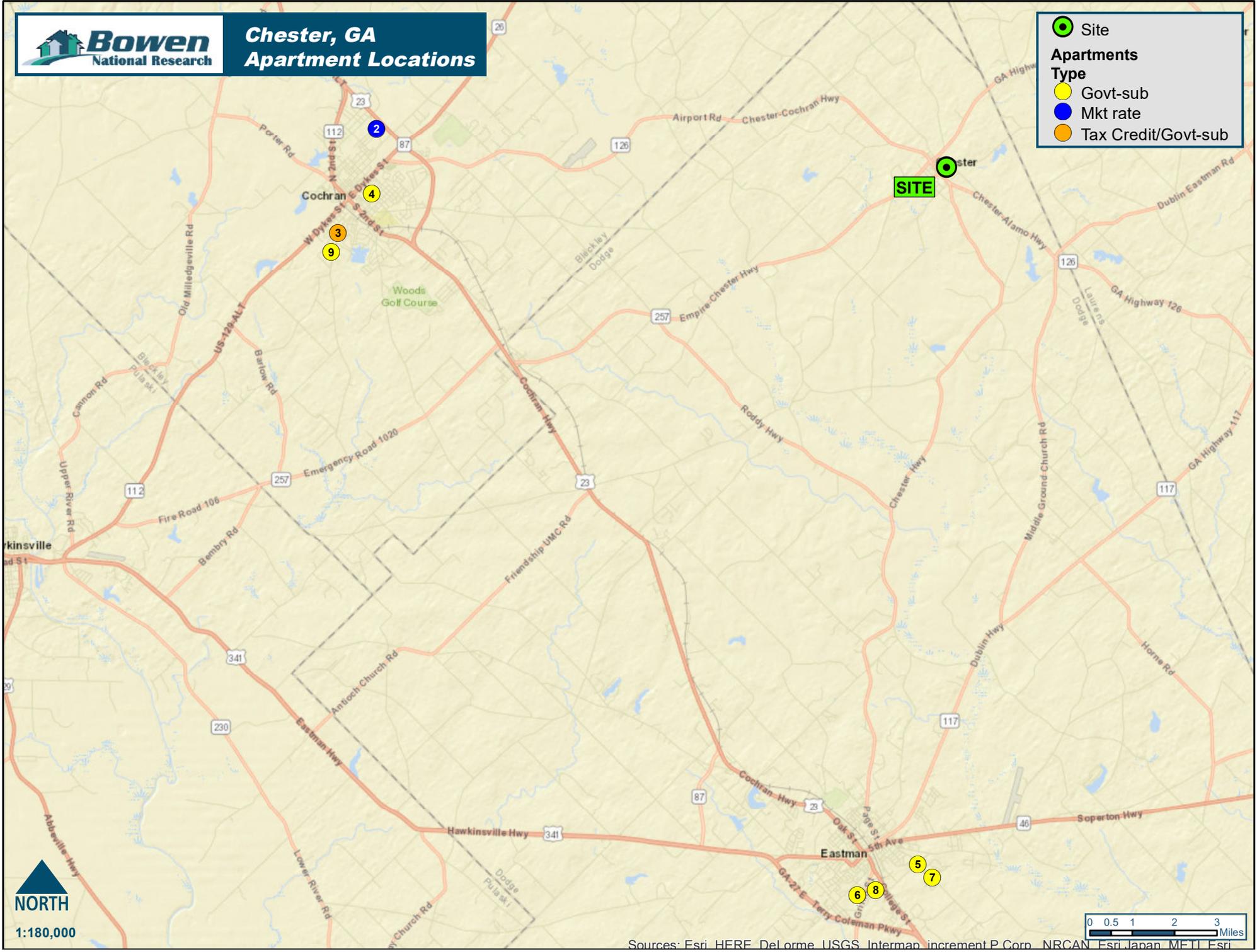


Chester, GA Apartment Locations

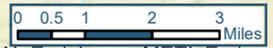
Site
● Site

Apartments Type

- Govt-sub
- Mkt rate
- Tax Credit/Govt-sub



NORTH
1:180,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

MAP IDENTIFICATION LIST - CHESTER, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Chester Apts. (Site)	GSS	C+	1985	23	2	91.3%	-
2	Deer Run	MRR	C+	1940	27	0	100.0%	13.2
3	Pecan Point	TGS	B+	1998	45	2	95.6%	13.8
4	McVay Heights	GSS	B	1973	23	0	100.0%	12.9
5	Heritage Villas of Eastman	GSS	B-	1984	30	1	96.7%	15.9
6	Imperial Pines Apts.	GSS	C	1983	24	1	95.8%	16.4
7	Dodge Court Apts.	GSS	B-	1981	56	5	91.1%	16.1
8	Eastman Gardens (Family & Senior)	GSS	B-	1987	65	0	100.0%	16.3
9	Limestone Apts.	GSS	C+	1985	51	0	100.0%	14.1

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	1	27	0	100.0%	0
TGS	1	45	2	95.6%	4
GSS	7	272	9	96.7%	0

Total units does not include units under construction.

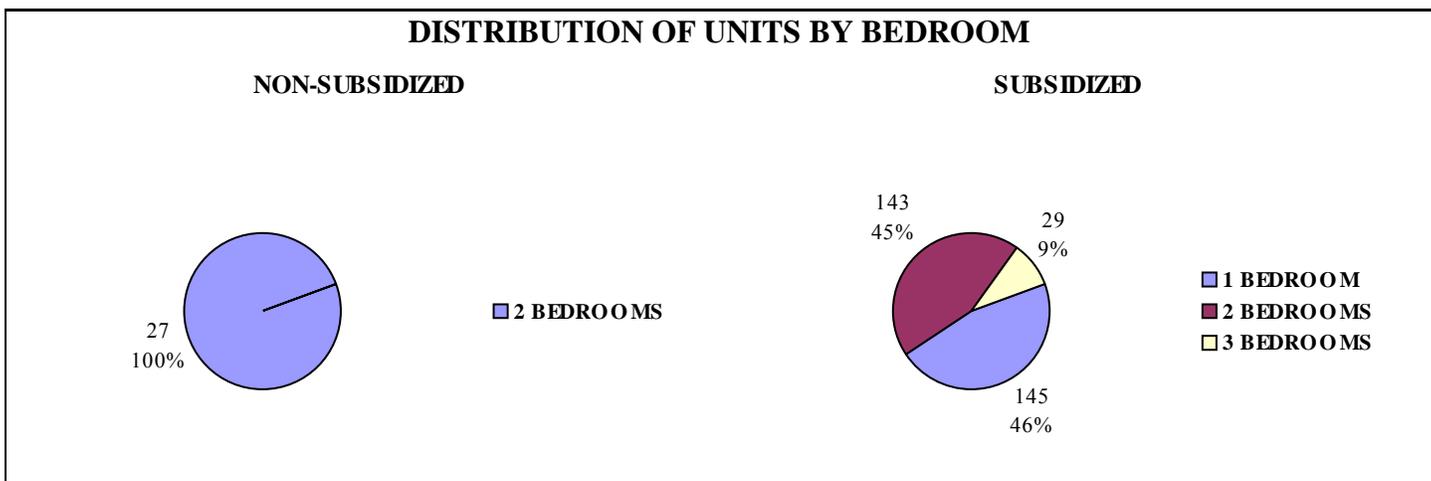
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)

Survey Date: July 2017

DISTRIBUTION OF UNITS - CHESTER, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
2	1	27	100.0%	0	0.0%	\$497
TOTAL		27	100.0%	0	0.0%	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	16	35.6%	0	0.0%	N.A.
2	1	29	64.4%	2	6.9%	N.A.
TOTAL		45	100.0%	2	4.4%	
4 UNITS UNDER CONSTRUCTION						
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
1	1	129	47.4%	5	3.9%	N.A.
2	1	58	21.3%	3	5.2%	N.A.
2	1.5	38	14.0%	1	2.6%	N.A.
2	2	18	6.6%	0	0.0%	N.A.
3	1	18	6.6%	0	0.0%	N.A.
3	1.5	11	4.0%	0	0.0%	N.A.
TOTAL		272	100.0%	9	3.3%	
GRAND TOTAL		344	-	11	3.2%	



SURVEY OF PROPERTIES - CHESTER, GEORGIA

1 Chester Apts. (Site)			
	Address 400 Wynne Ave. Chester, GA 31012	Phone (478) 358-4323 (Contact in person)	Total Units 23
	Year Built 1985 Comments RD 515, has RA (17 units); HCV (1 unit); One 2-br manager unit not included in total	Contact Wendy	Vacancies 2 Occupied 91.3% Floors 1,2 Quality Rating C+
			Waiting List None
2 Deer Run			
	Address 163 Lucas Rd. Cochran, GA 31014	Phone (478) 218-2600 (Contact in person)	Total Units 27
	Year Built 1940 Comments Accepts HCV; Duplexes; Square footage estimated	Contact Joe	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating C+
			Waiting List None
3 Pecan Point			
	Address 100 Pecan Point Cir. Cochran, GA 31014	Phone (478) 934-4301 (Contact in person)	Total Units 45
	Year Built 1998 Renovated 2013 Comments 60% AMHI; RD 515, has RA (38 units); Accepts HCV; Four 2-br unit not in service due to fire; Year built & square footage estimated	Contact Wendy	Vacancies 2 Occupied 95.6% Floors 2 Quality Rating B+
			Waiting List None
4 McVay Heights			
	Address 178 NE Peter St. Cochran, GA 31014	Phone (478) 934-6643 (Contact in person)	Total Units 23
	Year Built 1973 Comments RD 515, has RA (18 units); HCV (5 units); Year built & square footage estimated	Contact Crystal	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B
			Waiting List 2 households
5 Heritage Villas of Eastman			
	Address 820 Ward St. Eastman, GA 31023	Phone (478) 374-7241 (Contact in person)	Total Units 30
	Year Built 1984 Comments RD 515, has RA (15 units); HCV (1 unit); Year built estimated	Contact Krystal	Vacancies 1 Occupied 96.7% Floors 1,2 Quality Rating B-
			Waiting List None

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: July 2017

SURVEY OF PROPERTIES - CHESTER, GEORGIA

6 Imperial Pines Apts.			
	Address 201 E. Plaza Dr. Eastman, GA 31023	Phone (478) 374-6326 (Contact in person)	Total Units 24
	Year Built 1983 Comments RD 515, has RA (19 units); HCV (1 unit); Square footage estimated	Contact Melody	Vacancies 1 Occupied 95.8% Floors 2 Quality Rating C
			Waiting List None
7 Dodge Court Apts.			
	Address 926 Ward St. Eastman, GA 31023	Phone (478) 374-7903 (Contact in person)	Total Units 56
	Year Built 1981 Comments HUD Section 8	Contact Judy	Vacancies 5 Occupied 91.1% Floors 1,2 Quality Rating B-
			Waiting List None
8 Eastman Gardens (Family & Senior)			
	Address 525 Plaza Ave. Eastman, GA 31023	Phone (478) 374-4656 (Contact in person)	Total Units 65
	Year Built 1987 Comments HUD Section 8; 13 family units have gas stove & washer/dryer hookups; Senior units have E-call button	Contact Betty	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B- Senior Restricted (65+) Waiting List 24 households
9 Limestone Apts.			
	Address 172 Limestone Rd. Cochran, GA 31014	Phone (478) 934-6374 (Contact in person)	Total Units 51
	Year Built 1985 Comments HUD Section 8; Square footage estimated	Contact Cynthia	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating C+
			Waiting List 6 households

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: July 2017

COLLECTED RENTS - CHESTER, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
2			\$375 to \$500						

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: July 2017

PRICE PER SQUARE FOOT - CHESTER, GEORGIA

TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Deer Run	1	750 to 900	\$497 to \$622	\$0.66 to \$0.69

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: July 2017

AVERAGE GROSS RENT PER SQUARE FOOT - CHESTER, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.00	\$0.68	\$0.00
TOWNHOUSE	\$0.00	\$0.00	\$0.00

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.00	\$0.00	\$0.00
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.00	\$0.68	\$0.00
TOWNHOUSE	\$0.00	\$0.00	\$0.00

TAX CREDIT UNITS - CHESTER, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
3	Pecan Point	16	900	1	60%	\$399 - \$485
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
3	Pecan Point	29	1200	1	60%	\$418 - \$550

QUALITY RATING - CHESTER, GEORGIA

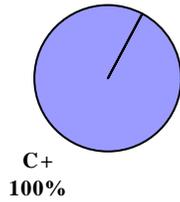
MARKET-RATE PROJECTS AND UNITS

QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
C+	1	27	0.0%			\$497		

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS

TAX CREDIT UNITS



YEAR BUILT - CHESTER, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	1	27	0	0.0%	27	100.0%
1970 to 1979	0	0	0	0.0%	27	0.0%
1980 to 1989	0	0	0	0.0%	27	0.0%
1990 to 1999	0	0	0	0.0%	27	0.0%
2000 to 2005	0	0	0	0.0%	27	0.0%
2006 to 2010	0	0	0	0.0%	27	0.0%
2011	0	0	0	0.0%	27	0.0%
2012	0	0	0	0.0%	27	0.0%
2013	0	0	0	0.0%	27	0.0%
2014	0	0	0	0.0%	27	0.0%
2015	0	0	0	0.0%	27	0.0%
2016	0	0	0	0.0%	27	0.0%
2017**	0	0	0	0.0%	27	0.0%
TOTAL	1	27	0	0.0%	27	100.0 %

* Only Market-Rate and Tax Credit projects. Does not include government-subsidized projects.

** As of July 2017

Survey Date: July 2017

APPLIANCES AND UNIT AMENITIES - CHESTER, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	1	100.0%	27
REFRIGERATOR	1	100.0%	27
ICEMAKER	0	0.0%	
DISHWASHER	1	100.0%	27
DISPOSAL	0	0.0%	
MICROWAVE	0	0.0%	
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	1	100.0%	27
AC - WINDOW	0	0.0%	
FLOOR COVERING	1	100.0%	27
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	1	100.0%	27
PATIO/DECK/BALCONY	1	100.0%	27
CEILING FAN	0	0.0%	
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	1	100.0%	27
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	0	0.0%	

* - Does not include units where appliances/amenities are optional; Only includes market-rate or non-government subsidized Tax Credit.

PROJECT AMENITIES - CHESTER, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	0	0.0%	
ON-SITE MANAGEMENT	0	0.0%	
LAUNDRY	0	0.0%	
CLUB HOUSE	0	0.0%	
MEETING ROOM	0	0.0%	
FITNESS CENTER	0	0.0%	
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	0	0.0%	
COMPUTER LAB	0	0.0%	
SPORTS COURT	0	0.0%	
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	0	0.0%	
SECURITY GATE	0	0.0%	
BUSINESS CENTER	0	0.0%	
CAR WASH AREA	0	0.0%	
PICNIC AREA	0	0.0%	
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	0	0.0%	

DISTRIBUTION OF UTILITIES - CHESTER, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	5	172	50.0%
GAS	4	172	50.0%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	7	261	75.9%
GAS	2	83	24.1%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	4	142	41.3%
GAS	5	202	58.7%
			100.0%
ELECTRIC			
TENANT	9	344	100.0%
			100.0%
WATER			
LANDLORD	5	198	57.6%
TENANT	4	146	42.4%
			100.0%
SEWER			
LANDLORD	5	198	57.6%
TENANT	4	146	42.4%
TRASH PICK-UP			
LANDLORD	6	221	64.2%
TENANT	3	123	35.8%
			100.0%

UTILITY ALLOWANCE - CHESTER, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$6	\$8		\$2	\$3	\$9	\$2	\$5	\$23	\$17	\$19	\$15	\$20
1	GARDEN	\$8	\$12		\$2	\$5	\$14	\$3	\$7	\$31	\$18	\$20	\$15	\$20
1	TOWNHOUSE	\$9	\$13		\$2	\$5	\$14	\$3	\$7	\$33	\$18	\$20	\$15	\$20
2	GARDEN	\$10	\$15		\$3	\$6	\$18	\$4	\$9	\$40	\$22	\$25	\$15	\$20
2	TOWNHOUSE	\$11	\$16		\$3	\$6	\$18	\$4	\$9	\$42	\$22	\$25	\$15	\$20
3	GARDEN	\$12	\$18		\$4	\$8	\$23	\$5	\$11	\$49	\$27	\$30	\$15	\$20
3	TOWNHOUSE	\$13	\$20		\$4	\$8	\$23	\$5	\$11	\$51	\$27	\$30	\$15	\$20
4	GARDEN	\$15	\$24		\$5	\$9	\$28	\$6	\$15	\$61	\$32	\$35	\$15	\$20
4	TOWNHOUSE	\$17	\$26		\$5	\$9	\$28	\$6	\$15	\$66	\$32	\$35	\$15	\$20

GA-Southern Region (1/2017)

Survey Date: July 2017

ADDENDUM B

COMPARABLE PROPERTY PROFILES

903 Houston Lake

39.6 miles to site



Address	2350 Houston Lake Rd. Perry, GA 31047		
Phone	(478) 987-4521	Contact	Angel
Total Units	300	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2008	Floors	2,3
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A	Neighborhood Rating	A
Remarks	Does not accept HCV; Unit mix estimated		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Storage, Lake, Security Gate, Car Wash Area, Picnic Area, Walking Trail

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	44	0	825 to 915	\$0.86 - \$0.91	\$749 to \$789
2	1 to 2	G	180	0	1031 to 1230	\$0.72 - \$0.82	\$849 to \$889
3	2	G	76	0	1362 to 1488	\$0.68 - \$0.70	\$949 to \$1009

904 Hampton Place

42.5 miles to site



Address	395 Perry Pkwy. Perry, GA 31069		
Phone	(478) 987-8179	Contact	Courtney
Total Units	152	Vacancies	3
		Percent Occupied	98.0%
Project Type	Market-Rate		
Year Open	1999	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Does not accept HCV		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	48	2	747	\$0.88 - \$0.90	\$655 to \$670
2	1 to 2	G	104	1	982 to 1069	\$0.88 - \$0.89	\$865 to \$950

905 Winslow Place

43.7 miles to site



Address	200 Bristol St. Perry, GA 31069		
Phone	(478) 218-2875	Contact	Jessie
Total Units	88	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1988	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; Larger 2-br have a sunroom (8 units)		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Playground, Sports Court

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	32	0	745	\$0.80	\$595
2	1	G	24	0	978	\$0.70	\$680
2	2	G	8	0	1140	\$0.63	\$720
2	2	G	24	0	1045	\$0.67	\$705

907 Galleria Park

42.1 miles to site



Address	100 Robins West Pkwy. Warner Robins, GA 31088		
Phone	(478) 953-5236	Contact	Daniel
Total Units	152	Vacancies	5
		Percent Occupied	96.7%
Project Type	Market-Rate		
Year Open	1995	Floors	3
Concessions	\$150 of 1st month's rent-3rd floor only		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	A
Remarks	Does not accept HCV; Rent range based on floor level & vaulted ceilings		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Tennis Court(s), Sports Court, Car Wash Area, Picnic Area, Courtesy Officer

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	36	1	815	\$0.99 - \$1.01	\$805 to \$825
2	1 to 2	G	88	3	1051 to 1150	\$0.79 - \$0.82	\$830 to \$945
3	2	G	28	1	1362	\$0.68 - \$0.74	\$930 to \$1010

908 Bradford Place

43.0 miles to site



Address	115 Tom Chapman Blvd. Warner Robins, GA 31088		
Phone	(478) 953-5969	Contact	Britney
Total Units	200	Vacancies	4
		Percent Occupied	98.0%
Project Type	Market-Rate		
Year Open	1998	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A-	Neighborhood Rating	A
Remarks	Does not accept HCV; Rents change daily; Larger 1 & 2-br units have sunrooms		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Security System, Blinds, Sunrooms
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Jacuzzi, Playground, Tennis Court(s), Sports Court, Storage, Security Gate, Computer Lab, Car Wash Area, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	48	1	800 to 900	\$0.83 - \$0.89	\$715 to \$750
2	1 to 2	G	128	2	1117 to 1253	\$0.72 - \$0.73	\$815 to \$905
3	2	G	24	1	1332	\$0.80 - \$0.81	\$1070 to \$1080

906 Pacific Park

40.5 miles to site



Address	1205 Leverett Rd. Warner Robins, GA 31088		
Phone	(478) 923-4886	Contact	Carol
Total Units	159	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2001	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	56 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Market-rate (31 units); 50% & 60% AMHI (128 units); HCV (approx 33 units)		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Tennis Court(s), Sports Court, Security Gate, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	8	0	879	\$0.66	\$580	
1	1	G	24	0	879	\$0.66	\$580	60%
1	1	G	8	0	879	\$0.55	\$485	50%
2	1	G	15	0	1055	\$0.63	\$660	
2	1	G	53	0	1055	\$0.63	\$660	60%
2	1	G	12	0	1055	\$0.53	\$555	50%
3	2	G	8	0	1339	\$0.55	\$730	
3	2	G	23	0	1339	\$0.55	\$730	60%
3	2	G	8	0	1339	\$0.46	\$620	50%

902 Austin Pointe

41.0 miles to site



Address	115 Austin Ave. Warner Robins, GA 31088		
Phone	(478) 273-2694	Contact	Tanyia
Total Units	72	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1999	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	4 households		
Quality Rating	A-	Neighborhood Rating	B
Remarks	60% AMHI; Accepts HCV		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Playground, Tennis Court(s), Sports Court, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	16	0	817	\$0.65	\$534	60%
2	1	G	32	0	998	\$0.61	\$610	60%
3	1	G	24	0	1208	\$0.56	\$675	60%

910 Cotton Mill Lofts Apts.

21.4 miles to site



Address	95 S. Houston St. Hawkinsville, GA 31036		
Phone	(478) 783-4885	Contact	Kenya
Total Units	32	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	2012	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	50% & 60% AMHI; Accepts HCV (0 currently); Adaptive reuse, built in 1900; Unit mix by AMHI estimated		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash, Internet
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Fitness Center, Computer Lab, Picnic Area, Social Services, Walking Trails

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
0	1	G	2	0	400	\$1.06	\$425	60%
0	1	G	1	0	400	\$0.91	\$365	50%
1	1	G	10	0	500 to 700	\$0.66 - \$0.93	\$465	60%
1	1	G	1	0	500 to 700	\$0.56 - \$0.79	\$395	50%
2	2	G	15	0	1075	\$0.47	\$505	60%
2	2	G	3	0	1075	\$0.40	\$425	50%

Addendum C – NCHMA Member Certification & Checklist

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

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



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Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com>.

Addendum C – Market Study Index

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated ‘N/A’ or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a ‘VAR’ (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary	A
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	B
3.	Utilities (and utility sources) included in rent	B
4.	Project design description	B
5.	Unit and project amenities; parking	B
6.	Public programs included	B
7.	Target population description	B
8.	Date of construction/preliminary completion	B
9.	If rehabilitation, existing unit breakdown and rents	B
10.	Reference to review/status of project plans	B
Location and Market Area		
11.	Market area/secondary market area description	D
12.	Concise description of the site and adjacent parcels	C
13.	Description of site characteristics	C
14.	Site photos/maps	C
15.	Map of community services	C
16.	Visibility and accessibility evaluation	C
17.	Crime Information	C

CHECKLIST (Continued)

		Section (s)
Employment and Economy		
18.	Employment by industry	F
19.	Historical unemployment rate	F
20.	Area major employers	F
21.	Five-year employment growth	F
22.	Typical wages by occupation	F
23.	Discussion of commuting patterns of area workers	F
Demographic Characteristics		
24.	Population and household estimates and projections	E
25.	Area building permits	H
26.	Distribution of income	E
27.	Households by tenure	E
Competitive Environment		
28.	Comparable property profiles	Addendum B
29.	Map of comparable properties	H
30.	Comparable property photographs	H
31.	Existing rental housing evaluation	H
32.	Comparable property discussion	H
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	H
34.	Comparison of subject property to comparable properties	H
35.	Availability of Housing Choice Vouchers	H
36.	Identification of waiting lists	H
37.	Description of overall rental market including share of market-rate and affordable properties	H
38.	List of existing LIHTC properties	H
39.	Discussion of future changes in housing stock	H
40.	Discussion of availability and cost of other affordable housing options including homeownership	H
41.	Tax Credit and other planned or under construction rental communities in market area	H
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	G
43.	Calculation and analysis of Penetration Rate	N/A
44.	Evaluation of proposed rent levels	H & Addendum F
45.	Derivation of Achievable Market Rent and Market Advantage	Addendum F
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	A
48.	Market strengths and weaknesses impacting project	A
49.	Recommendations and/or modification to project discussion	K
50.	Discussion of subject property's impact on existing housing	H
51.	Absorption projection with issues impacting performance	I
52.	Discussion of risks or other mitigating circumstances impacting project projection	A
53.	Interviews with area housing stakeholders	J

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Addendum A
56.	Certifications	L
57.	Statement of qualifications	N
58.	Sources of data not otherwise identified	Addendum D
59.	Utility allowance schedule	Addendum A

Addendum D – Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of an existing apartment project in Georgia following renovations under the 4% Tax-Exempt Bond program. Currently, the project is a Rural Development Section 515 (RD Section 515) project. When applicable, we have incorporated the market study requirements as outlined in exhibits 4-10 and 4-11 of the Rural Development Handbook.

This market feasibility analysis complies with the requirements established by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority (GDCA/GHFA) and conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects, and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the subject project is identified. The PMA is generally described as the smallest geographic area from which most of the support for the subject project originates. PMAs are not defined by a radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in the socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors, including, but not limited to:

- A detailed demographic and socioeconomic evaluation
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
- A drive-time analysis for the site
- Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the subject development. An in-depth evaluation of these two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the subject property renovations are complete and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- An analysis of the subject project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows GDCA's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.
- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the subject unit. This analysis is done for each bedroom type offered at the site.

Please note that non-numbered items in this report are not required by GDCA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the continued market feasibility of the subject project.

3. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; however, Bowen National Research makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions or conclusions in, or the use of, this study.

Any reproduction or duplication of this report without the expressed approval of Greystone Servicing Corporation, Inc. or Bowen National Research is strictly prohibited.

4. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources, which are cited throughout this report, include the following:

- The 2000 and 2010 Census on Housing
- American Community Survey
- Urban Decision Group (UDG)
- ESRI
- Area Chamber of Commerce
- Georgia Department of Community Affairs
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives

Addendum E:
RENT ROLL

PROJECT WORKSHEET FOR CREDIT AND RENTAL ASSISTANCE

(SERVICING OFFICE USE ONLY)

PART I	1. Date Received in the Servicing Office:	
2. Borrower Name:	3. Case Number :	4. Project Number :
5. Location of Project:	6. Report for the month of :	
7. Kind of Loan :	8. Plan of Operation:	
RRH	Full Profit	Plan II
RCH	Plan I	Plan II RA
LH	Section 8*	Plan RA
Direct RRH	Plan II (w/Sec. 8)	

9. Loan No.:	10. Loan Paymt.:	11. Overage/ Surcharge:	12. Total Due:	RENTAL ASSISTANCE	
				18. RA Agreement Number(s):	19. No. of Units Receiving RA This Month:
		Late Fees :	13.	20. Obligation Balance Brought Forward:	
		Total Payment Due:	14.		
		Less #21:	15.	21. Rental Assistance Requested this month:	
		Net Payment Due:	16.		
		Net Payment Remitted:	17.	22. Remaining Obligation Balance :	

Use Only for Projects with New Construction	23.		Section 8 Units x	24.	=	25.	
Section 8 Units when HUD rent exceeds note rate rent .	26.		Section 8 Units x :	27.	=	28.	
				<i>HUD Rent</i>			
				<i>RHS Note Rate Rent</i>		29.	
ADDITIONAL PAYMENT TO RESERVE ACCOUNT							

In accordance with Rural Housing Service formula and procedures, all rental units are occupied by households who have executed Form 1944-8 , "Tenant Certification" and are farm workers if this is the Labor Housing Project or if this is the Rental Housing Project, have incomes within the limitations as set forth in Rural Development regulations or the Project has written permission from RHS to rent to ineligible occupants on a temporary basis.

I certify that the statements made above and in Part II are true to the best of my knowledge and belief and are made in good faith.

WARNING: Section 1001 of Title 18, United States code provides; "Whoever, in any matter within the jurisdiction of any department or agency of the United States knowingly and willfully falsifies, conceals or covers up by any trick, scheme, or device a material fact, or makes false, fictitious or fraudulent statements or representation, or makes or uses any false writing or document knowing the same or contain any false, fictitious or fraudulent statement or entry, shall be fined under this title or imprisoned not more than 5 years, or both.

30. _____
Date

31. _____
Signature - Borrower or Borrower's Representativ

*Includes previous Plan I S 8.

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this collection is 0575-0033. The time required to complete this information collection is estimated to average 40 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

Addendum F – Achievable Market Rent Analysis

A. INTRODUCTION

As detailed throughout Section H and evidenced by our Field Survey of Conventional Rentals (Addendum A), the Chester market offers a very limited supply of conventional market-rate product. In fact, only one market-rate property was surveyed in the Site PMA. As such, it was necessary to survey comparable market-rate product outside the Site PMA in order to establish a base of comparison for the subject project. Thus, we surveyed a total of five market-rate properties located in the surrounding towns of Perry and Warner Robbins, Georgia that offer unit types similar to those offered at the subject project. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, midrise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the subject project does not have a washer or dryer and a selected property does, then we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the subject project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Chester Apartments	1985 / 2019	23	91.3%	12 (83.3%)	11 (100.0%)	-
903	Houston Lake	2008	300	100.0%	44 (100.0%)	180 (100.0%)	76 (100.0%)
904	Hampton Place	1999	152	98.0%	48 (95.8%)	104 (99.0%)	-
905	Winslow Place	1988	88	100.0%	32 (100.0%)	56 (100.0%)	-
907	Galleria Park	1995	152	96.7%	36 (97.2%)	88 (96.6%)	28 (96.4%)
908	Bradford Place	1998	200	98.0%	48 (97.9%)	128 (98.4%)	24 (95.8%)

Occ. – Occupancy
900 Map IDs are located outside the Site PMA.

The five selected market-rate projects have a combined total of 892 units with an overall occupancy rate of 98.7%. None of the comparable properties has an occupancy rate below 96.7%. The high occupancy rates reported indicate that each of these selected properties is well-received within the market and region and will serve as accurate benchmarks with which to compare the subject project.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist among the selected properties and the subject development.

Rent Comparability Grid

Unit Type →

ONE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Chester Apartments		Houston Lake		Hampton Place		Winslow Place		Galleria Park		Bradford Place	
400 Wayne Avenue		2350 Houston Lake Rd.		395 Perry Pkwy.		200 Bristol St.		100 Robins West Pkwy.		115 Tom Chapman Blvd.	
Chester, GA		Perry, GA		Perry, GA		Perry, GA		Warner Robins, GA		Warner Robins, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1 \$ Last Rent / Restricted?		\$749		\$663		\$595		\$813		\$715	
2 Date Surveyed		Jul-17		Jul-17		Jul-17		Jul-17		Jul-17	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		100%		96%		100%		97%		98%	
5 Effective Rent & Rent/ sq. ft	▼	\$749	0.91	\$663	0.89	\$595	0.80	\$813	1.00	\$715	0.89
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6 Structure / Stories	WU/1,2	WU/2,3		WU/2		WU/2		WU/3		WU/2	
7 Yr. Built/Yr. Renovated	1985/2019	2008	(\$6)	1999	\$3	1988	\$14	1995	\$7	1998	\$4
8 Condition/Street Appeal	G	E	(\$15)	G		G		G		E	(\$15)
9 Neighborhood	G	E	(\$10)	G		G		E	(\$10)	E	(\$10)
10 Same Market?		No	(\$37)	No	(\$33)	No	(\$30)	No	(\$41)	No	(\$36)
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11 # Bedrooms	1	1		1		1		1		1	
12 # Baths	1	1		1		1		1		1	
13 Unit Interior Sq. Ft.	674	825	(\$34)	747	(\$16)	745	(\$16)	815	(\$32)	800	(\$28)
14 Balcony/Patio	Y	Y		Y		Y		Y		Y	
15 AC: Central/Wall	C	C		C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	Y/Y	Y/Y		Y/Y		N/Y	\$5	Y/Y		N/Y	\$5
18 Washer/Dryer	HU	HU/L	(\$5)	HU/L	(\$5)	HU/L	(\$5)	HU/L	(\$5)	HU/L	(\$5)
19 Floor Coverings	V	C		C		C		C		C	
20 Window Coverings	B	B		B		B		B		B	
21 Secured Entry	N	N		N		N		N		Y	(\$3)
22 Garbage Disposal	N	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23 Ceiling Fans/Storage	N/N	Y/Y	(\$10)	Y/N	(\$5)	Y/Y	(\$10)	Y/N	(\$5)	Y/N	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24 Parking (\$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	Y		Y		Y		Y		Y	
26 Security Features	N	Y	(\$5)	N		N		Y	(\$5)	Y	(\$5)
27 Community Space	N	Y	(\$5)	Y	(\$5)	N		Y	(\$5)	Y	(\$5)
28 Pool/Recreation Areas	N	P/F/S/WT	(\$21)	P/F/S	(\$18)	P/F/S	(\$18)	P/F/S	(\$18)	P/F/S/J	(\$21)
29 Computer/Business Center	N	N		N		N		N		Y	(\$3)
30 Picnic Area	Y	Y		N	\$3	N	\$3	Y		Y	
31 Playground	Y	Y		Y		Y		Y		Y	
32 Social Services	N	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33 Heat (in rent?/ type)	N/E	N/E		N/G		N/E		N/G		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/G		N/E		N/G		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/Sewer	N/N	N/N		N/N		Y/Y	(\$38)	N/N		N/N	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		N/N	\$15	N/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D			11	2	7	3	6	1	9	2	12
41 Sum Adjustments B to D			(\$153)	\$6	(\$87)	\$22	(\$84)	\$7	(\$126)	\$9	(\$141)
42 Sum Utility Adjustments							(\$38)	\$15		\$15	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		(\$153)	\$153	(\$81)	\$93	(\$100)	\$144	(\$104)	\$148	(\$117)	\$165
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$596		\$582		\$495		\$709		\$598	
45 Adj Rent/Last rent			80%		88%		83%		87%		84%
46 Estimated Market Rent	\$580	\$0.86									

← Estimated Market Rent/ Sq. Ft

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grid, it was determined that the current achievable market rent (aka *Conventional Rents for Comparable Units-CRCU*) for units similar to the subject development are \$580 for a one-bedroom unit and \$665 for a two-bedroom townhome unit.

Bedroom Type	Proposed Collected Rent	% AMHI	Achievable Market Rent	Market Rent Advantage
One-Br.	\$421	60%	\$580	27.4%
Two-Br.	\$470	60%	\$665	29.3%

The proposed collected rents represent market rent advantages ranging from 27.4% to 29.3%. Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure that the project will have a sufficient flow of tenants. As such, the proposed rents should represent excellent values for the local market. Additionally, 17 of the 23 revenue-producing subject units will continue to operate with RA, allowing residents to pay up to 30% of their gross adjusted incomes towards housing costs. Therefore, the subject project will continue to represent even greater values to low-income renters within the Chester Site PMA.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. Upon completion of renovations, the subject project will have an effective age of a project built in 2002. The selected properties were built between 1988 and 2008. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.

8. It is anticipated that the subject project will have an improved appearance, once renovations are complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
9. Three of the selected properties are located in more desirable neighborhoods than the subject project. As such, we have made an adjustment to account for differences in neighborhood desirability among these projects and the subject project.
10. Due to the lack of comparable market-rate product within the Site PMA, four of the five selected market-rate comparables are located outside the Site PMA, in the towns of Perry and Warner Robbins, Georgia. Based on American Community Survey (ACS) data, the Warner Robbins and Perry markets are considered superior to the subject market based on ACS data. Therefore, a negative adjustment of 5% has been applied to each of the comparable properties located in these markets.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package which is slightly inferior to those offered among the selected properties. We have made, however, adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the selected properties do not offer.
- 24.-32. The subject project offers an inferior project amenities package as compared to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

Addendum G:
Executed Engagement Letter



July 20, 2017

Ms. Tanya Eastwood
 Greystone Affordable Housing Initiatives LLC
 4025 Lake Boone Trail, Suite 209
 Raleigh, NC 27607-2986
 Sent via email: vanessa.finn@greyco.com

Dear Ms. Eastwood,

Thank you for the opportunity to provide a proposal to conduct multiple market feasibility studies for existing affordable housing projects located in various cities in Georgia. **Each market study will comply with market study guidelines set by the Georgia Department of Community Affairs (GDCA) and by the USDA.**

Below is a listing of the studies requested. Please check the box next to the sites for which you are in need of a market study.

Property Name	Address	City	County	Population	Fee
Plantation I, Plantation II, Plantation III	201 Casey Drive	Richmond Hill	Bryan	Family	
Wildwood Villas I	50 Wildwood Circle	Statesboro	Bulloch	Family	
Wildwood Villas II	54 Wildwood Circle	Statesboro	Bulloch	Senior	
Hilltop Terrace I	4059 Martin Luther King Jr Boulevard	Kingsland	Camden	Family	
Hilltop Terrace II	4059 Martin Luther King Jr Boulevard	Kingsland	Camden	Senior	
Cumberland Village	116 Martha Drive	St Mary's	Camden	Family	
Satilla Villas	1100 Mcdonald Avenue	Woodbine	Camden	Family	
Quail Hollow I	888 Carswell Street	Homerville	Clinch	Senior	
Quail Hollow II	962 Carswell Street	Homerville	Clinch	Family	
Hunters Run	701 Lupo Lane	Douglas	Coffee	Senior	
The Forest I & The Forest II	582 26th Avenue SE	Moultrie	Colquitt	Senior	
The Forest III	2701 5th Street SE	Moultrie	Colquitt	Family	
Chester	400 Wynne Avenue	Chester	Dodge	Family	
Spring Hollow	800 Ash Street Extension	Springfield	Effingham	Family	
Gray Gardens	200 Eatonton Highway	Gray	Jones	Family	
Sandalwood Terrace	23 Fourth Street Northwest	Ludowici	Long	Senior	
Piedmont Hills	1001 West Main Street	Forsyth	Monroe	Family	
Arrowhead	369 Broad Street	Hawkinsville	Pulaski	Family	
Quail Village	199 Memorial Drive	Reidsville	Tattnall	Senior	

Continued)

Property Name	Address	City	County	Population	Fee
Meadow Crossing	408 Spinks Drive	Omega	Tift	Family	
The Grove	303 Jerriel Street	Vidalia	Toombs	Senior	
Yester Oaks	51 Yester Oaks Drive	Lafayette	Walker	Family	
Hillcrest	1503 John Collins Road NE	Pelham	Mitchell	Family	
Total Price					

The purpose of each study is to provide a detailed market analysis focusing on such items as unit-mix, proposed affordable rental levels compared to market rate rents, achievable Tax Credit and market-rate rents, absorption rate to achieve stabilized occupancy, competitive amenity package, market penetration, unit configuration, and a competitive analysis.

Pricing

Because of the amount of studies being ordered concurrently, the fee for each study will not exceed [REDACTED] if the site stands alone and there is no overlap with another county, or [REDACTED] if the site is within the same county as another, or [REDACTED] if the site is located in the same town as another. The total cost of all studies combined will not exceed [REDACTED]. Our fees include all expenses and out of pocket costs. *The fees are payable within 30 days of completion of each market study. Accounts not paid within the terms outlined are subject to a late fee of 1.5% interest per month past due.*

In order to commence work on this assignment, we will require an advance payment of \$[REDACTED] (20.0% of the total cost). Upon the receipt of this signed proposal, we will immediately commence work on this assignment.

Cancellation Policy: If research has begun, the following is a summary of the percentage of the total cost to be billed based upon the work completed at the time of cancellation:

- In-house research and phone calls: 25.0%
- Fieldwork/Site Work completed: 50.0%
- Partial Writing/Analysis: 75.0%
- Full Analysis Completed: 100.0%

Delivery

Per your request, we will deliver a draft of the first market study by August 4th, which will allow you to review and comment on the contents of the report. Subsequently, we will incorporate any modifications you requested in the first study into all remaining studies. All studies will be delivered no later than August 14th. These delivery data are contingent upon all associated parties providing the necessary information (i.e. site contact information, scope of renovations, proposed rents and utility allowances, rent rolls, etc.) for each subject project by no later than August 2nd.

Please sign and return this contract via email, and we will commence work on each report immediately.

Thank you for contacting us.



Patrick M. Bowen
Bowen National Research



Authorized Signer
Greystone Affordable Housing Initiatives LLC



Printed Name

Date: 7/20/17

Addendum H:

Scope of Renovations

**Scope of Work
Chester**

Project: Chester
 Developer: Hallmark

Property Summary:
 Street Address: 400 Wynne Avenue
 City: Chester
 County: Dodge County
 Approx. Year Constructed: 1989
 Target Population: Family
 Total Rentable Units: 24
 Bldg. Type: Townhouses
 Manager:
 Office Phone: (706) 468-1564
 Buildings: 5
 Approx. # of parking spaces:

Unit Summary:

Type	Quantity	Sq. Ft.	Bedrooms	Bathrooms
1 BR - Type A (HC)	2.00	674.00	1.00	1.00
1-BR - Type B	10.00	674.00	1.00	1.00
2 BR - Type B	12.00	910.00	2.00	1.00
Totals	24		36	24

The following Preliminary Scope of Work ("SOW") as prepared this 17th day of May 2017 by Greystone Affordable Development LLC ("GAD") is being presented to Hallmark Management, Inc and its successors, affiliates, or assigned "Owner" for review and approval. The included SOW has been prepared based on preliminary information provided to GAD by the Owner regarding the above referenced property.

The work described herein shall be completed in accordance with all regulations and requirements set forth by USDA Rural Housing Service ("RHS") and the Georgia Department of Community Affairs ("DCA"). The documents utilized and referred to during the preparation of this SOW include the 2017 DCA Qualified Allocation Plan and Multifamily Finance Guidelines, and applicable RHS guidelines, to the extent that it pertains to "moderate preservation or rehabilitation". All work shall also comply with all regulatory agencies, lenders, and additional items as prescribed by the developer, as well as any applicable local and state codes, ordinances, and amendments in the jurisdiction of the "Property" or "Owner".

The following SOW described within this document illustrates items typically required by participating governing agencies and GAHI standard SOW items. As efforts continue, GAD will utilize the required Environmental Studies, Capital Needs Assessments, and SOW item comparison to current Capital Expenditure information specific to the above referenced property. The review and comparison of these documents are necessary to ensure that proper action is taken to remediate any existing environmental concerns and to analyze the Estimated Useful Life for the various items that have been recently purchases/installed by Property Management and then to determine the condition and Remaining Useful Life of such items to substantiate or negate the need for item replacements and/or incorporation into the SOW.

Scope of Work :

- | Site Work: |
|---|
| New site development sign (Sign Board Only) |
| 1-1/2" overlay at parking lot and drive repair as indicated on drawings |
| Stripe parking lots |
| Install HC reserve parking signage |
| Landscaping allowance: (Trim exist. Shrubs and trees as directed, add mulch, redo beds, add additional plantings per drawings.) |
| Remove and replace existing dumpster enclosure per drawings (6' Vinyl panels) |
| Remove and replace existing dumpster pads and apron per drawings, add bollards (apron: min 10 ft from front of dumpster.) |
| Install new mail pedestals at existing location |
| Remove existing playground and install new playground (w/ ADA new sidewalk to accessible route) |
| Provide positive drainage away from all buildings (Per Allowance) |
| Install new steel handrails at sidewalk per plan |
| Remove 4 trees in front of units 11-14 |
| Camera and jet wash sewer lines |
| Install new 6 post pavilion, include BBQ Grill and picnic table |
| Replace office directional sign 2'x3'. |

Steel Handrails at walks/ramps over 1:20 slope as identified on the plans

See Electrical section for site lighting

All existing sanitary sewer, storm sewer, water service, fire service, electrical, cable, or gas mains are presumed to be free of obstructions and currently functioning properly. Any discovered issues shall be inspected and required measures will be performed to restore proper drainage and will be reflected on a change order. If more than 50% of the utility line is identified as failed, the entire system must be replaced.

Concrete:

Replace damaged sidewalks/curb walks throughout as identified on the plans

Construct wheelchair accessible curb ramps

New ADA compliant sidewalk to new amenities

Provide new ADA compliant Sidewalk to existing amenities

Pour new 5ft observation pad at playground and ADA bench

Install new slab and foundation for Pavillion

Demo existing slab and repair as necessary for plumbing modifications at accessible units and at office bathroom

Pour Concrete slabs at accessible parking spaces to meet 2%

Repair concrete curbs as required as identified on the plans

Install new accessible sidewalk from sidewalk of Bldg C to OLM

0

Building Exteriors:

Replace metal entry doors: door, frame, peep, threshold & hardware(deadbolt+lever pass) (Energy Star Certified)

Exterior storage door repair, new metal door, frame, threshold & Hardware

Install apartment signage in existing location at front of units

Remove exterior hose bibs/ Install new keyed hose bibs, two per building

Paint existing gang meter cans

Tuck point all brick surfaces

Pressure wash all brick surfaces

Replace apt and community bldg. windows with low E energy efficient windows, include screens (Energy Star Certified). Windows must be compliant with egress regulations.

No shutters existing

Remove existing siding and replace with vinyl siding (Install building wrap over existing substrate)

No wall sheathing replacement included, any replacement will be handled via change order

Replace soffit and fascia with vinyl to match wall siding

Replace existing and/or provide new gutters and downspouts as needed at front, back, and sides of buildings

Replace roofing with 30 year Architectural shingles and 15# felt as indicated by Capex (Capex indicates the following roofs were recently replaced and will not be included for replacement: Building. A and Office,)

With roof replacement, replace all vent caps and boots

No roof sheathing replacement included, any replacement will be handled via change order

Replace rear patio door (includes frame and hardware)

0

Building Interiors:

Retain and store any of the following that are in good condition: Appliances, HVAC units, Cabinetry, Steel doors, Water heaters, and etc. (OPTION)

General Demo: doors per plans, trim, cabinets, plumbing, hvac, appliances, etc.

Replace interior bifold doors with 6-panel masonite or flat panel to match existing doors that remain (include frame & hardware).

Replace all interior door hardware and install new door stops (Round wall mounted)

Install louvered door at mechanical closet where indicated.

Install new draft stops in the attic space if none existing

Install additional blown cellulose insulation to achieve an R-38 rating in the attics of all buildings.

Remove and replace all blinds with new 1" mini-blinds

Drywall repair for trade cuts and Tub repair with moisture resistant drywall

Drywall repair allowance per apartment. (Trade cuts and Tub drywall repair carried separate from allowance)

Painting interiors & ceiling, doors and trim (Low VOC) (one color/one sheen)

1 BR - Type A (HC)

1-BR - Type B

2 BR - Type B

Install Luxury vinyl floors throughout entire unit including stairs with tread cap (material per specification)

1 BR - Type A (HC)

1-BR - Type B

2 BR - Type B

Replace shoe mold where new vinyl or LVT floors are provided

Allowance for subfloor sheathing replacement (10% replacement)

Replace Kitchen Cabinets (base, wall, pantry, c.top,)

Replace Bath Vanities, (base, c.top,) and Wall hungs over toilet where they currently exist.

Cabinets and Vanities w/ Formica or P-Lam countertop

1 BR - Type A (HC)

1-BR - Type B

2 BR - Type B

Replace towel bars w/ 18" min., shower rod, wall mounted toilet paper, med cabinets w/ 16" x 20" mirrors, and vanity mirror.

Replace refrigerators with Energy Star certified model per Capex (Capex indicates (13) Refrigerators were recently replaced and have been removed from the scope.)

Replace 30" range and grease shield (rear wall and side walls as required) per capex. (front control at HC units) (Capex indicates (11) Ranges were recently replaced and have been removed from the scope.) (Ranges are 0)

Install fire suppression systems over ranges. (Range Queens)

Install Microhoods to match existing venting over range.

Investigate clearance of drywall stair bulkhead for 2BR TH units

Replace vanity cabinet, top and bowl at 1/2 bath (TH units only)

0

HVAC:

Replace air handling units, and disconnect per Capex (Energy Star Certified) (Capex indicates (4) Air handlers were recently replaced and have been removed from the scope.)

Replace Condensing unit with a 15 SEER unit with a 8.5 HSPF rating and new suction lines (Energy Star Certified) (Capex indicates (4) Air handlers were recently replaced and have been removed from the scope.)"

Vent condensate lines to exteriors or to floor drain as allowed by AHJ

New Programmable thermostats

New registers/diffusers/return grilles

Flush all condensate drains to remove debris

Clean interiors of ductwork

Level existing concrete a/c pads as needed

0

Plumbing:

Replace toilets with water sense labeled (1.28 GPF) toilets w/ elongated bowl.

Replace 100% of tub/showers and surround (3 piece fiberglass)-Waiver requested for 1-piece

New tub control, water sense showerhead, diverter and drain at all tubs

Replace electric water heaters with 0.95 energy efficient rated water heater as well as associated piping, disconnect, pan on all floors (Energy Star) (Capex indicates (7) water heaters were recently replaced and have been removed from the scope.)

Install new Kitchen and Lavatory sinks. Lavatory sinks are to be water sense labeled

Replace existing washer boxes, trim ring, and valves in units

Repair or install new unit water shut off for each unit

Install hammer arresters at washer boxes

If pressure reducing valve exists install expansion tanks at water heaters

Install new trim and hose connections at W/D hook ups in unit

0

Electrical

Electrical switches and outlets to receive new decorative cover plates (Arch faults if mandated by AHJ installed via Change Order)

Replace bath exhaust fans & ducts to exterior with 70cfm Energy Star efficient fan(wire w/ bath light, unit must be on timer)

New energy star light fixtures and bulbs at all locations to include exterior building lights, exit, and emergency lights. Provide energy star E-26 screw in type CFL bulbs for standard unit fixtures, (80% Fluorescent or LED)

GFI outlets in kitchens&bath (Exteriors include new cover)
Install hardwired smoke detectors w/ battery backup per Code (3ft Away from HVAC grills and Bath door)
New TV Cable at LR's and BR's run with CAT 5/6 cable. Cable junction to be consolidated to one accessible exterior location for provider access.
Replace all entry lights
Install or replace lighting at property signage
Re-label electrical panel
Repair/Replace pull switches, alarms, and lights for accessible units
0

Type A (Handicap) Unit Conversion

Provide HDCP Apt. (see also all general items above for typ. Apts.):

General demo/construction for clearances
Grab bars at toilet
Handheld shower with slide bar
Provide UFAS/ADA compliant cabinets (include in general count)
Pipe wrap at kitchen and bath sinks
Install remote switch for hood fan/light
Install hardwired smoke/strobe detector with battery back up in (2) apt.
Repair non functional call systems.
Plumbing/Elect./HVAC/Appliance handicap packages
New Accessible tub/shower units w/ bars & seats
Provide compliant flooring, transitions, and thresholds
Provide compliant interior & exterior Doors/Frames/hardware and hallway access per drawings.
Repair drywall per reframing requirements
Install new wire shelving at closets, include additional brackets.
0

Laundry Room

Remove and replace existing washer boxes including valves, trim ring, and outlet.
Provide and install new permanent folding table
New electrical fixtures & devices per above electrical section
New registers/diffusers/return grilles
Install new VCT flooring
Install new 80 gal. water heater
New Wall heater
Replace windows including sill and blinds
New exhaust fans
Replace entry door including frame and hardware
Replace existing community washers and dryers, 1 washer and 1 dryer
0

Office

Install LVT throughout Office
New shoe mold
New electrical fixtures & devices per above electrical section
Paint throughout
Drywall patch
New interior & exterior doors & hardware as indicated in matrix
Follow interior & exterior replacement for HC unit items, when item currently exists in common spaces (doors, cabinets, appliances, etc.)
No Kitchen existing in office
Replace interior bifold doors with 6-panel masonite or flat panel to match existing doors that remain (include frame & hardware).
Repalce windows including new sills and blinds
Replace furnace/air handler and A/C at office
Install new furnace, condensing unit and duct work at OLM building
0

Unusual Conditions

0