

Market Feasibility Analysis

Gray Gardens
200 Eatonton Highway
Gray, Jones County, Georgia 31032

Prepared For

Ms. Debi Martin
Greystone Servicing Corporation, Inc.
419 Belle Air Lane
Warrenton, Virginia 20186

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155 E. Columbus Street, Suite 220
Pickerington, Ohio 43147
Phone: (614) 833-9300
Bowennational.com

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Section A – Executive Summary

This report evaluates the continued market feasibility of the Gray Gardens rental community in Gray, 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 the existing HUD Section 8 subsidy is retained, which will effectively allow all current tenants to continue to income-qualify and remain at the property, post renovations. However, even in the unlikely event that all units were vacated and had to be re-rented simultaneously exclusively under the Tax Credit guidelines, a sufficient base of support would still exist within the Pelham market for the subject project, as evidenced by our demand estimates included in Section G. The subject project is, however, 100.0% occupied and most, if not all, current tenants will remain post renovations.

1. Project Description:

Gray Gardens, located in Gray, Jones County, Georgia, was originally built in 1981 and has operated under the Rural Development 515 (RD 515) and HUD Section 8 programs since that time. The project contains 56 general-occupancy units, and due to the presence of the Section 8 subsidy, all tenants pay up to 30% of their adjusted gross income towards shelter costs (rent and utilities). According to management, the project is currently 100.0% occupied and maintains a 25-household waiting list.

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 & HUD Section 8 programs, allowing all tenants to continue to pay up to 30% of their income toward rent. All renovations are expected to be completed in 2019. Additional details regarding the proposed project are included below, as well as in *Section B* of this report.

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Contract Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
8	One-Br.	1.0	Garden	636	60%	\$550	\$550	\$117	\$667	\$558
24	Two-Br.	1.0	Townhome	831	60%	\$569	\$569	\$101	\$670	\$670
24	Three-Br.	1.5	Townhome	1,004	60%	\$614	\$614	\$145	\$759	\$774
56	Total									

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

AMHI – Area Median Household Income (Macon, Georgia HUD Metro FMR Area, GA; 2017)

*Heated square feet

Although the pro forma gross rent for a one-bedroom unit exceeds the maximum allowable LIHTC rents, due to the subsidy received by the property and also an escrow account established by the borrower, no tenant will ever pay more than the maximum allowable LIHTC rent. *In the unlikely event the subsidy was not offered, these rents will need to be lowered to or below their corresponding maximum allowable LIHTC rents. Note that the maximum allowable LIHTC rent has been utilized throughout the remainder of this report for the subject's one-bedroom units.*

Unit amenities to be offered at the property include a range, refrigerator, microwave, central air conditioning, washer/dryer hookups, vinyl flooring, window blinds, and a patio with exterior storage closet. Community amenities will include on-site management, basketball court, 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 100.0% occupancy rate and waiting list.

2. Site Description/Evaluation:

The subject site is the existing Gray Gardens Apartments located at 200 Eatonton Highway, which is within an established and generally good to average quality portion of Gray. Surrounding land uses generally include offices, single-family homes and multifamily homes in average to good condition, as well as heavily wooded land. The subject site is clearly visible and easily accessible from U.S. Highway 229, which borders the site to the west. This arterial roadway also provides convenient access to community services located within Gray and to communities surrounding the Site PMA. Most basic area services are located within 2.0 miles of the subject site and are easily accessible given the subject's proximity to U.S. Highway 229, west of the subject site. Overall, the subject site location is considered conducive to affordable multifamily rental product, which is further evident by the 100.0% occupancy rate reported at the subject project. An in-depth site evaluation is included in *Section C* of this report.

3. Market Area Definition:

The Gray Site PMA includes the City of Gray, portions of northeast Macon and outlying unincorporated areas within Jones and Bibb Counties. The boundaries of the Site PMA generally include the Jones County border to the north; the Jones County border to the east; the Jones/Wilkinson County border, Jones/Twiggs County border and the Bibb/Twiggs County border west to Interstate 16 to the south; and U.S. Highway 23 and Interstate 16 to the west. A map illustrating these boundaries is included on page *D-2* of this report and details the farthest boundary is 19.0 miles from the site.

4. Community Demographic Data:

Overall demographic trends of the Site PMA have been positive between 2000 and 2017, with an increase in the population of nearly 4,000 and more than 1,300 new households added to the market during this time. It is projected that the population will increase by 90, or 0.2%, between 2017 and 2019, while the number of households are projected to increase by 12, or 0.1% over 2017 levels. Between 2017 and 2019, the greatest growth among household age groups is projected to be among the households between the ages of 65 and 74, with notable growth also projected to occur among households between the ages of 75 and 84. Regardless of these growth trends, approximately one-half of all households are between the ages of 25 and 54. As such, there is a large base of potential support among the various age groups for the subject project. While the overall number of renter households is projected to remain virtually unchanged over the next two years, nearly three-fourths of all renter households will make less than \$35,000 in 2019. As a result, the subject project, which will target low-income households, will have a large base of support. This has been considered in our demand estimates. Additional demographic data is included in *Section E* of this report.

Also note that based on 2010 Census data, 46.3% 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 Gray Site PMA, the majority of 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:

Over half of the Site PMA’s labor force is within the Health Care & Social Assistance, Finance & Insurance, Public Administration and Retail Trade job sectors. The proposed project will target low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will be able to draw support. As the preceding illustrates, the Jones County employment base has generally grown since the end of the recession in 2010, adding 782 (6.3%) jobs during this time. The unemployment rate in Jones County has ranged between 4.2% and 9.7%, below the state average since 2007. After reaching a peak of 9.7% in 2010, the county’s unemployment rate has declined in each of the past seven years. The latest annualized unemployment rate of 4.6% in May of 2017 represents a nine-year low. Overall, recent economic trends have been positive within the subject market and are expected to remain positive 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/subsidized units are leasable, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of the project-based Section 8 subsidy 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)	
	LIHTC with Subsidies (\$0 - \$26,800)	LIHTC w/ Subsidies (\$0 - \$26,800)	LIHTC Only Without Subsidies (\$19,131 - \$32,160)
Net Demand	2,715	2,715	863
Proposed Units/ Net Demand	0* / 2,715	56 / 2,715	56 / 863
Capture Rate	= 0.0%	= 2.1%	= 6.5%

*Assumes all subsidized (Rental Assisted) units are leasable and will remain occupied 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 2.1% (subsidized scenario) and 6.5% (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 0.0%, as all 56 units receive a direct subsidy through HUD Section 8, which is expected to be retained and all current subsidized tenants are expected to remain, post renovations.

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)

As illustrated by our overall demand estimates on the preceding page, all 56 of the subject units are considered leasable, per GDCA guidelines, as the project-based HUD Section 8 subsidy will be retained for all units post renovations. Thus, the subject’s capture rate (both overall and by bedroom type) is 0.0%. As such, we have not provided separate capture rates by bedroom type for the subject project under this scenario.



Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
LIHTC with Subsidy						
One-Bedroom (35%)	60%	8	950	0	950	0.8%
One-Bedroom	Total	8	950	0	950	0.8%
LIHTC Only						
Two-Bedroom (45%)	60%	24	1,222	0	1,222	2.0%
Two-Bedroom	Total	24	1,222	0	1,222	2.0%
Three-Bedroom (20%)	60%	24	543	0	543	4.4%
Three-Bedroom	Total	24	543	0	543	4.4%
One-Bedroom (35%)	60%	8	302	0	302	2.6%
One-Bedroom	Total	8	302	0	302	2.6%
Two-Bedroom (45%)	60%	24	388	0	388	6.2%
Two-Bedroom	Total	24	388	0	388	6.2%
Three-Bedroom (20%)	60%	24	173	0	173	13.9%
Three-Bedroom	Total	24	173	0	173	13.9%

*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 0.8% to 13.9% 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

Following renovations, the subject project will offer one- through three-bedroom units which will target general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI), under the Low-Income Housing Tax Credit (LIHTC) program. We identified and surveyed a total of three LIHTC properties within the Gray Site PMA. However, two of these three properties are age-restricted while the one remaining property, River Walk Apartments (Map ID 12), targets low-income families, similar to the subject project. The age-restricted properties are not considered competitive with the subject project and have therefore been excluded from our comparable/competitive analysis. The general-occupancy LIHTC project targets a similar population as the subject and is considered competitive. Thus, we have included this property in our comparable/competitive Tax Credit analysis.

Given the lack of comparable/competitive non-subsidized LIHTC product within the Site PMA, we identified and surveyed three non-subsidized general-occupancy LIHTC properties outside the Site PMA, but within the nearby areas of Macon and Milledgeville, Georgia. These properties offer unit types and target tenant populations/income levels which are similar to those at the subject project. Since these properties are located outside the Site PMA, they are not considered directly competitive with the subject project. Thus, these properties have been included for comparability purposes only.

The four 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	Gray Gardens	1981 / 2019	56	100.0%	-	25 H.H.	Families; 60% AMHI, RD 515 & Section 8
12	River Walk Apts.	1993	152	98.7%	21.7 Miles	None	Families; 60% AMHI
901	Edgewood Park Apts.	1996	61	100.0%	20.5 Miles	3-6 Months	Families; 50% & 60% AMHI
902	Waterford Place	2003	64*	100.0%	19.6 Miles	20 H.H.	Families; 50% & 60% AMHI
903	Pinewood Park	2006	148	100.0%	20.3 Miles	1-2 Years	Families; 30%, 50%, & 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

H.H. – Households

*Tax Credit units only

The four LIHTC projects have a combined occupancy rate of 99.5% and three of the four properties maintain a waiting list for their next available units, the longest of which is two years in duration. This indicates very strong demand for family-oriented LIHTC product such as that offered at the subject project.

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
		One-Br.	Two-Br.	Three-Br.	
Site	Gray Gardens	\$558*/60% (8)	\$670*/60% (24)	\$759/60% (24)	-
12	River Walk Apts.	-	-	\$789-\$874/60% (152/2)	None
901	Edgewood Park Apts.	\$464/50% (3/0)	\$550/50% (40/0)	\$686/60% (18/0)	None
902	Waterford Place	\$472/50% (10/0)	\$567/50% (24/0)	\$664/50% (15/0)	None
		\$472/60% (3/0)	\$567/60% (8/0)	\$664/60% (4/0)	
903	Pinewood Park	\$327/30% (3/0)	\$398/30% (7/0)	\$457/30% (6/0)	None
		\$531/50% (28/0)	\$643/50% (53/0)	\$744/50% (23/0)	
		\$627/60% (4/0)	\$732/60% (16/0)	\$919/60% (8/0)	

*900 Series Map IDs are located outside the Site PMA

*Reflective of maximum allowable LIHTC rents as proposed Section 8 contract rents exceed LIHTC rent limits

The subject's proposed gross Tax Credit rents are some of the highest in the market and region, relative to similar unit types offered among the comparable LIHTC projects. It is important to note, however, that the proposed rent for the subject's one-bedroom units is reflective of the maximum allowable LIHTC rent limit, as the subject project will effectively operate under the HUD Section 8 program and the proposed contract rent under the Section 8 program exceed LIHTC rent limit for the area. In the unlikely event this aforementioned subsidy was lost and the property had to operate exclusively under the LIHTC guidelines, the subject's proposed gross LIHTC rents would need to be lowered to a level which would be lower than those reported among the comparable LIHTC projects due to the age, inferior unit sizes and number of bathrooms offered, and inferior amenity package at the subject project, as compared to the non-subsidized LIHTC properties surveyed. In reality, however, the project-based Section 8 subsidy will remain in place post renovations, which will allow tenants of the property to continue paying up to 30% of their adjusted gross income towards rent.

Comparable/Competitive Tax Credit Summary

One non-subsidized general-occupancy LIHTC property, River Walk Apartments (Map ID 12), is offered within the Gray Site PMA. This property has an occupancy rate of 98.7%, reflective of just two (2) vacancies, while the three comparable properties located outside of the Site PMA, but within the region, are each 100.0% occupied with a waiting list, the longest of which is a duration of two years. The subject's proposed gross Tax Credit rents are considered high for the market, as they will be the highest among similar unit types offered at the comparable properties surveyed. In the unlikely event the project-based Section 8 subsidy was lost, the proposed rents would need to be lowered to a level below those currently reported among the comparable properties, as these properties are considered superior to the subject project in terms of age, unit design (square feet and number of bathrooms offered), and amenities offered. In reality, however, the subject project will retain its project-based Section 8 subsidy which will allow tenants of the property to pay up to 30% of their adjusted gross income towards rent. This will ensure the subject project remains a significant value to low-income renters within the Gray market.

Average Market Rent

As detailed throughout this report and illustrated by our Field Survey of Conventional Rentals, four market-rate rental properties were identified or surveyed in the Gray Site PMA, as well as one property outside the Site PMA, but within the 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.	Three-Br.
\$704	\$830	\$884

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.	\$704	- \$441*	\$263	/ \$550	59.6%
Two-Br.	\$830	- \$569	\$261	/ \$569	45.9%
Three-Br.	\$884	- \$614	\$270	/ \$614	44.0%

*Reflective of maximum allowable LIHTC rents as proposed Section 8 contract rent exceeds LIHTC rent limits

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 44.0% to 59.6% 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 Gray rental housing market is included in *Section H* of this report.

8. Absorption/Stabilization Estimates

According to management, the subject project is currently 100.0% occupied and a 25-household waiting list is maintained. Assuming that the project-based Section 8 subsidy will be retained post renovations, 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 56 subject units will be vacated and that all units

will have to be re-rented simultaneously, assuming the retention of the project-based Section 8 subsidy.

It is our opinion that the 56 units at the subject site will reach a stabilized occupancy of 93.0% within four months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 13 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 the project-based Section 8 subsidy will be retained following renovations. Should this subsidy not be retained, the 56 LIHTC units at the subject site would likely experience an extended absorption rate of up to eight months (six to seven units per month), as the property could no longer target households earning below \$19,131.

In reality, it is important to remember that the subject project is currently 100.0% occupied and the project-based Section 8 subsidy will be retained post renovations. Therefore, very few, if any, of the subject units are expected to be vacated during or following renovations. Thus, there will effectively be no absorption period for the subject project and the property will maintain a high occupancy rate during, and following, the renovation period.

9. Overall Conclusion:

The Gray market offers a relatively balanced supply of conventional rental product, as evidenced by our Field Survey of Conventional Rentals. Notably, only one general-occupancy LIHTC property is offered within the Site PMA. Further, this property, River Walk Apartments (Map ID 12), is currently 98.7% occupied, reflective of just two (2) vacancies, while each of the three comparable LIHTC properties located outside of the Site PMA are each 100.0% occupied with waiting lists, the longest of which is two years in duration. This demonstrates strong demand for general-occupancy LIHTC product within the market and region. The subject's proposed gross Tax Credit rents are some of the highest among similar unit types offered at the comparable properties surveyed. Considering that the comparable properties are superior to the subject project in terms of age, unit design (square feet and number of bathrooms offered), and amenities offered, the proposed Tax Credit rents would need to be lowered in the unlikely event the project-based Section 8 subsidy was lost and the property had to operate exclusively under the LIHTC program. In reality, however, the project-based Section 8 subsidy will remain in place post renovations and the unit designs and amenities offered are considered marketable, as evidenced by the subject's 100.0% occupancy rate. In addition, the proposed renovations will not add any additional unit to the

market/property and therefore are not expected to have any adverse impact on future occupancy rates among the existing affordable rental properties in the Gray market.

The subject project will also continue to be well supported demographically, as evidenced by the subject's low overall capture rate of 2.1%, assuming the retention of the project-based Section 8 subsidy. Also note, that in the unlikely event the subsidy was lost, a sufficient base of support would continue to exist for the market, based on the 6.5% capture rate for the property under this unlikely scenario. Regardless, the subject project is currently 100.0% occupied and the retention of the project-based Section 8 subsidy will ensure that most, if not all, current tenants will remain post renovations. As such, the subject's effective capture rate is 0.0%.

Based on the preceding factors, as well as additional information contained within this report, we expect the subject project will continue to represent a significant value to low-income renters within the Gray market. We have no recommendations to the subject project at this time.

SUMMARY TABLE (must be completed by the analyst and included in the executive summary)			
Development Name:	Gray Gardens	Total # Units:	56
Location:	200 Eatonton Highway, Gray, Georgia 31032	# LIHTC Units:	56
PMA Boundary:	The Jones County border to the north; the Jones County border to the east; the Jones/Wilkinson County border, Jones/Twigg County border and the Bibb/Twigg County border west to Interstate 16 to the south; and U.S. Highway 23 and Interstate 16 to the west.		
	Farthest Boundary Distance to Subject:		19.0 miles

RENTAL HOUSING STOCK (found on page H-3 & Add. A-4 & 5)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	13	1,699	17	99.0%
Market-Rate Housing	6	918	15	98.4%
Assisted/Subsidized Housing not to include LIHTC	4	489	0	100.0%
LIHTC	3	292	2	99.3%
Stabilized Comps*	4	425	2	99.5%
Properties in Construction & Lease Up	0	-	-	-

*Three (3) 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
8	One-Br.	1.0	636	\$441*	\$704	\$1.11	59.6%	\$868	\$1.02
24	Two-Br.	1.0	831	\$569	\$830	\$1.00	45.9%	\$956	\$0.93
24	Three-Br.	1.5	1,004	\$614	\$884	\$0.88	44.0%	\$1,246	\$0.87

*Reflective of maximum allowable LIHTC rents as proposed Section 8 contract rent exceeds LIHTC rent limits

DEMOGRAPHIC DATA (found page E-2 & G-5)						
	2012		2017		2019	
Renter Households	7,538	36.6%	7,536	36.7%	7,535	36.7%
Income-Qualified Renter HHs (LIHTC)*	N/A	N/A	4,277	56.8%	4,384	58.2%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

*As proposed with the retention of Section 8 subsidy

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)						
Type of Demand	Section 8 Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Renter Household Growth	107	-	107	-	-	6
Existing Households (Overburd + Substand)	2,608	-	2,608	-	-	857
Homeowner conversion (Seniors)	N/A	-	N/A	-	-	N/A
Total Primary Market Demand	2,715	-	2,715	-	-	863
Less Comparable/Competitive Supply	0	-	0	-	-	0
Adjusted Income-Qualified Renter HHs	2,715	-	2,715	-	-	863

CAPTURE RATES (found on page G-5)						
Targeted Population	Section 8 Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Capture Rate*	0.0%	-	2.1%	-	-	6.5%

*Assumes all subsidized (Rental Assisted) units are leasable and will remain occupied post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Section B - Project Description

Gray Gardens, located in Gray, Jones County, Georgia, was originally built in 1981 and has operated under the Rural Development 515 (RD 515) and HUD Section 8 programs since that time. The project contains 56 general-occupancy units, and due to the presence of the Section 8 subsidy, all tenants pay up to 30% of their adjusted gross income towards shelter costs (rent and utilities). According to management, the project is currently 100.0% occupied and maintains a 25-household waiting list.

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 & HUD Section 8 programs, allowing all tenants to continue to pay up to 30% of their income toward rent. All renovations are expected to be completed in 2019. Additional details of the subject project are as follows:

1. **PROJECT NAME:** Gray Gardens
2. **PROPERTY LOCATION:** 200 Eatonton Highway
Gray, Georgia 31032
(Jones County)
3. **PROJECT TYPE:** Rehabilitation of an existing RD 515/Section 8 project using 4% Tax-Exempt Bond financing.
4. **UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Contract Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
8	One-Br.	1.0	Garden	636	60%	\$550	\$550	\$117	\$667	\$558
24	Two-Br.	1.0	Townhome	831	60%	\$569	\$569	\$101	\$670	\$670
24	Three-Br.	1.5	Townhome	1,004	60%	\$614	\$614	\$145	\$759	\$774
56	Total									

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

AMHI – Area Median Household Income (Macon, Georgia HUD Metro FMR Area, GA; 2017)

*Heated square feet

Although the pro forma gross rent for a one-bedroom unit exceeds the maximum allowable LIHTC rents, due to the subsidy received by the property and also an escrow account established by the borrower, no tenant will ever pay more than the maximum allowable LIHTC rent. *In the unlikely event the subsidy was not offered, these rents will need to be lowered to or below their corresponding maximum allowable LIHTC rents. Note that the maximum allowable LIHTC rent has been utilized throughout the remainder of this report for the subject's one-bedroom units.*

- 5. TARGET MARKET:** General-Occupancy
- 6. PROJECT DESIGN:** 11 one- and two-story buildings.
- 7. ORIGINAL YEAR BUILT:** 1981
- 8. ANTICIPATED RENOVATION COMPLETION DATE:** 2019
- 9. UNIT AMENITIES:**
- Electric Range
 - Refrigerator
 - Microwave
 - Central Air Conditioning
 - Exterior Storage Closet
 - Vinyl Flooring
 - Window Blinds
 - Patio
 - Washer/Dryer Hookups
- 10. COMMUNITY AMENITIES:**
- On-Site Management
 - Playground
 - Basketball Court
 - Covered Pavilion/Picnic Area
- 11. RESIDENT SERVICES:**
- The subject project will not offer any on-site resident services.
- 12. UTILITY RESPONSIBILITY:**
- The costs of cold water, sewer and 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
 - Electric Water Heating
 - Electric Cooking
- 13. RENTAL ASSISTANCE:** All units operate under the HUD Section 8 program.
- 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 56-unit general-occupancy property offering one-, two- and three-bedroom units which operate under the Rural Development 515 (RD 515) and HUD Section 8 programs, with all 56 units receiving a direct subsidy through HUD Section 8. The subject project is 100.0% occupied and maintains a 25-household waiting list. The availability of the HUD Section 8 subsidy allows tenants of these units to pay up to 30% of their adjusted gross income towards rent. Assuming the retention of the project-based subsidies, we anticipate that all 56 current tenants will continue to qualify and remain at the property post renovations. 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, and the 100.0% occupancy rate reported at the subject project, 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:

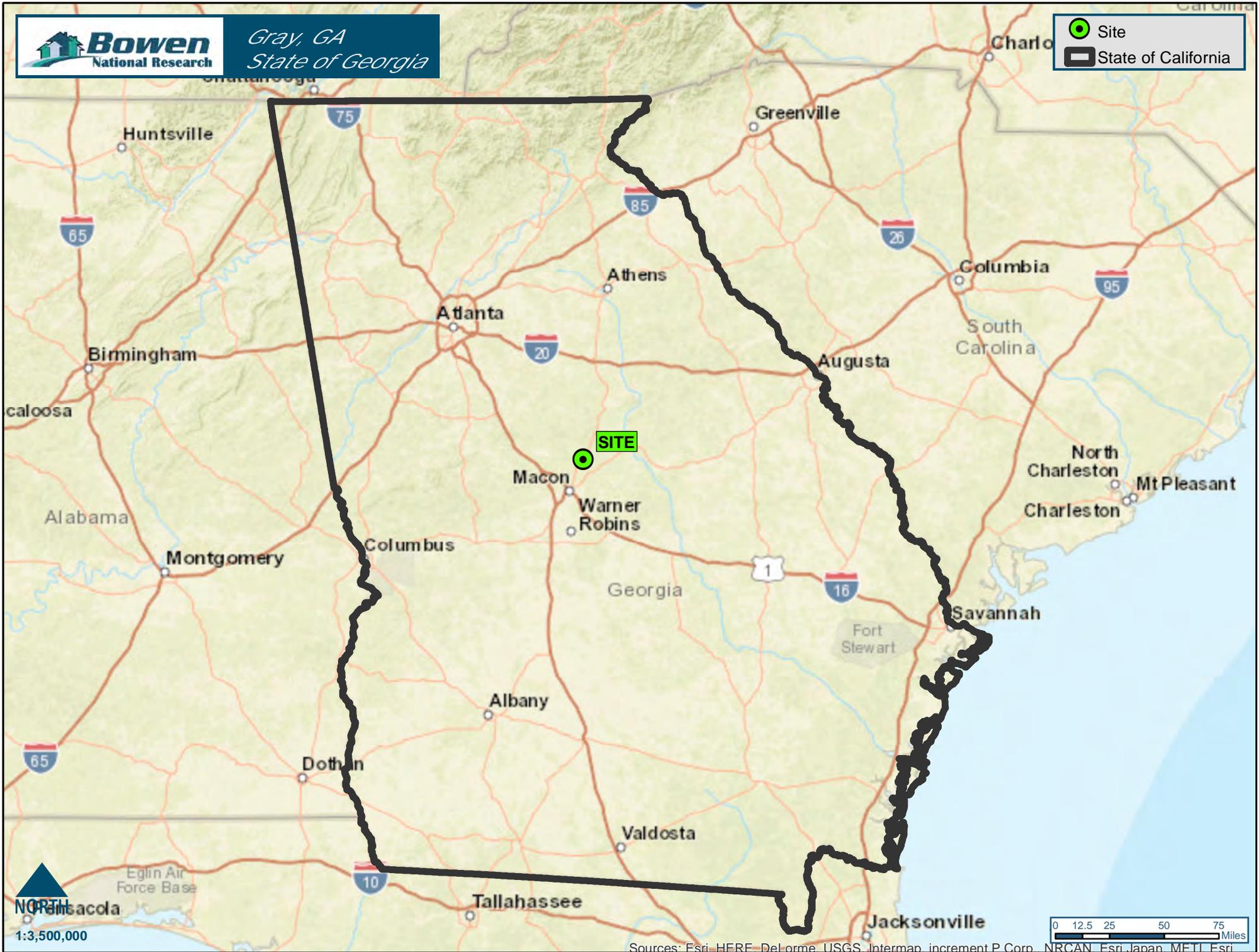
Macon, Georgia HUD Metro FMR Area (2017)

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



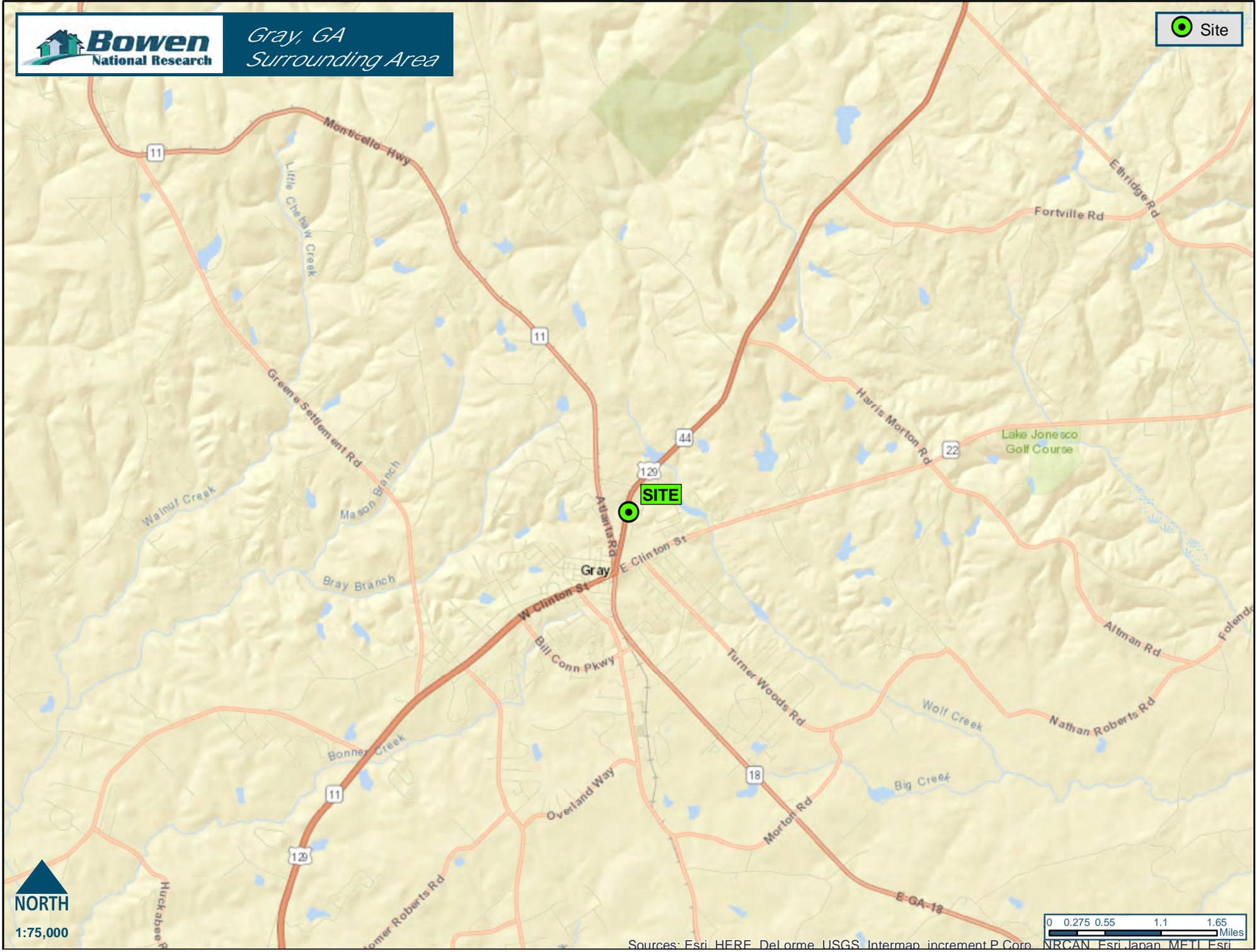
Gray, GA
State of Georgia

- Site
- State of California





Gray, GA
Surrounding Area



NORTH
1:75,000

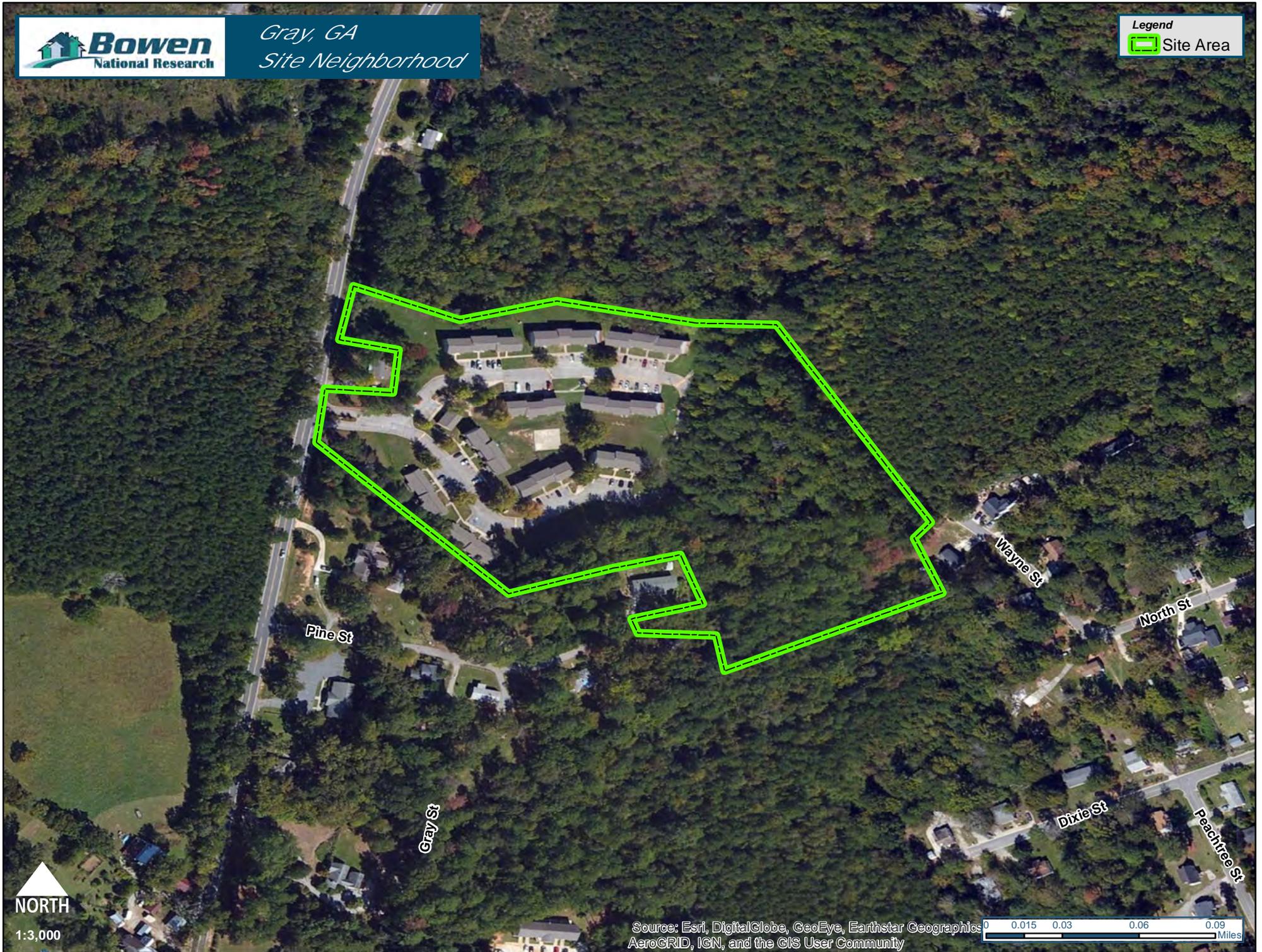
0 0.275 0.55 1.1 1.65
Miles

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



Gray, 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 Gray Gardens rental community located at 200 Eatonton Highway in the northern portion of Gray, Georgia. Located within Jones County, Gray is approximately 14.0 miles northeast 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 Gray, Georgia. Surrounding land uses include single-family homes, offices and heavily wooded land. Adjacent land uses are detailed as follows:

North -	The northern boundary of the site is defined by heavily wooded land, which naturally buffers the site from a multifamily property in fair condition. Offices, a church and heavily wooded land extend north.
East -	The eastern boundary is defined by heavily wooded land, which naturally buffers the site from single-family homes in fair condition. Extending east is State Route 22, an arterial roadway throughout the area.
South -	The southern boundary is defined by heavily wooded land, which naturally buffers the subject site from an office and a single-family home, both of which were observed to be in fair condition. A multifamily property in good condition and single-family homes situated along State Route 22 extend south.
West -	The western boundary is defined by U.S. Highway 229, a moderately traveled two-lane arterial roadway. Extending west is heavily wooded land.

Overall, the subject property fits well with the surrounding land uses and they should contribute to the continued marketability of the site. The wooded land surrounding the property is aesthetically appealing and provides a private living environment.

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 U.S. Highway 229, which borders the site to the west. The subject site also provides signage along this aforementioned roadway, which is also clearly visible upon ingress and to passerby traffic. Vehicular traffic along this roadway was observed to be moderate, which provides good passerby traffic for the subject project.

The subject site is also accessible via U.S. Highway 229. The moderate vehicular traffic experienced along this roadway allows for unimpeded ingress and egress of the subject site. Proximity to an arterial roadway such as U.S. Highway 229 allows for convenient access to area amenities and to communities surrounding Gray. 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



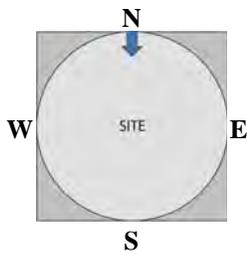
Site Entryway



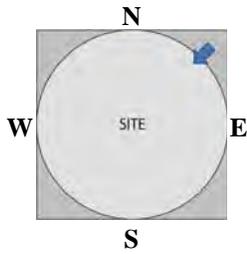
Entryway Signage



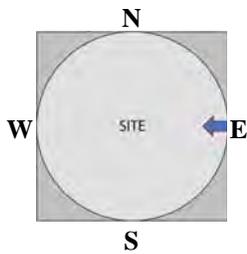
Typical Building Exterior



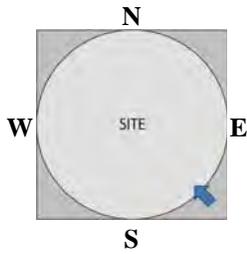
View of site from the north



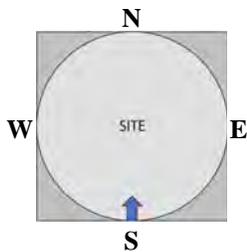
View of site from the northeast



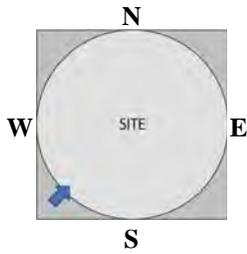
View of site from the east



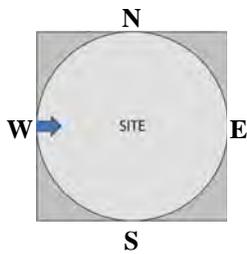
View of site from the southeast



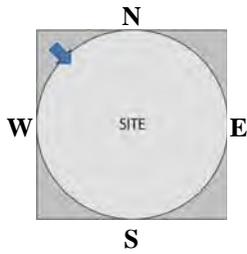
View of site from the south



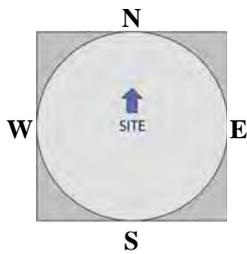
View of site from the southwest



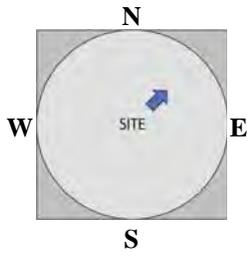
View of site from the west



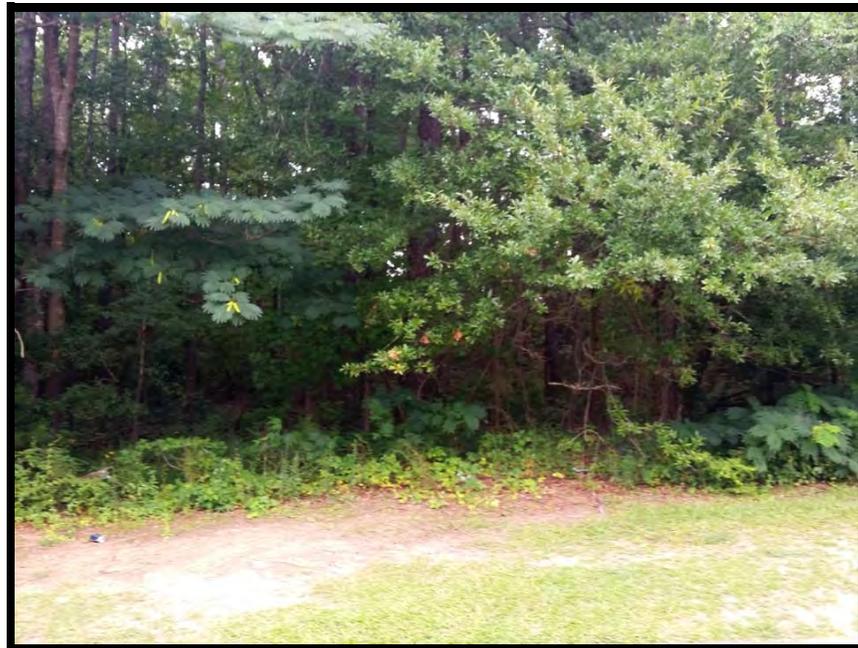
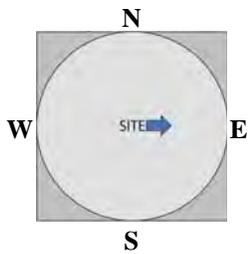
View of site from the northwest



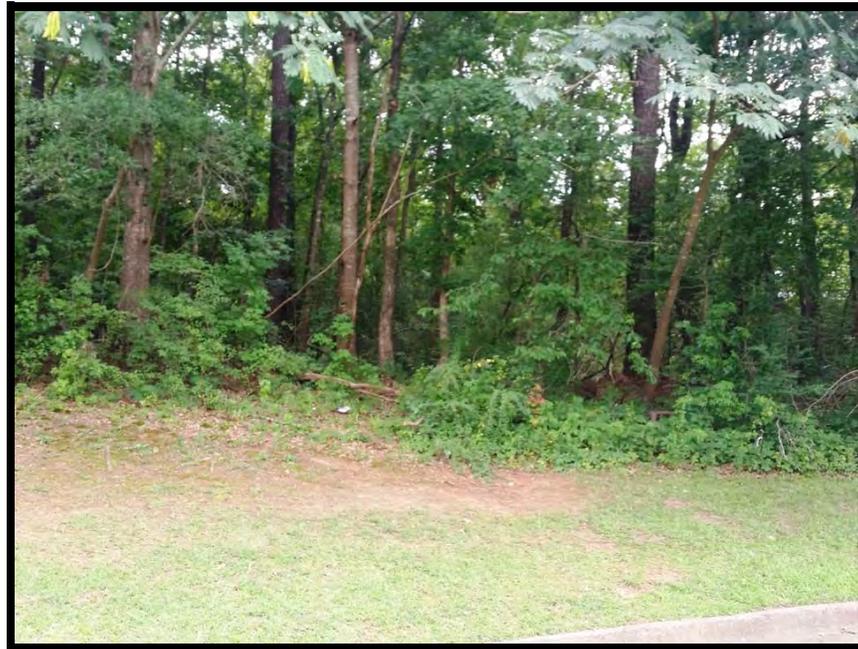
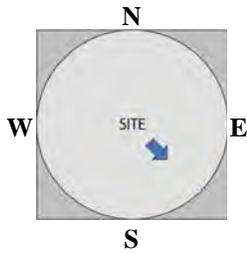
North view from site



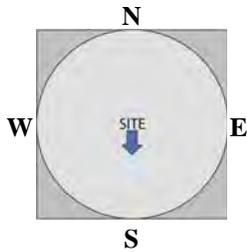
Northeast view from site



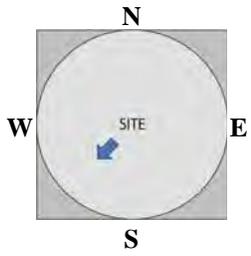
East view from site



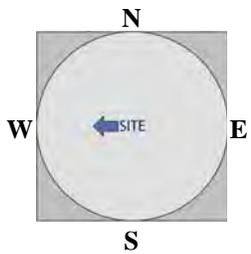
Southeast view from site



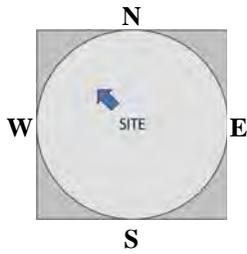
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape - North view of Eatontown Highway



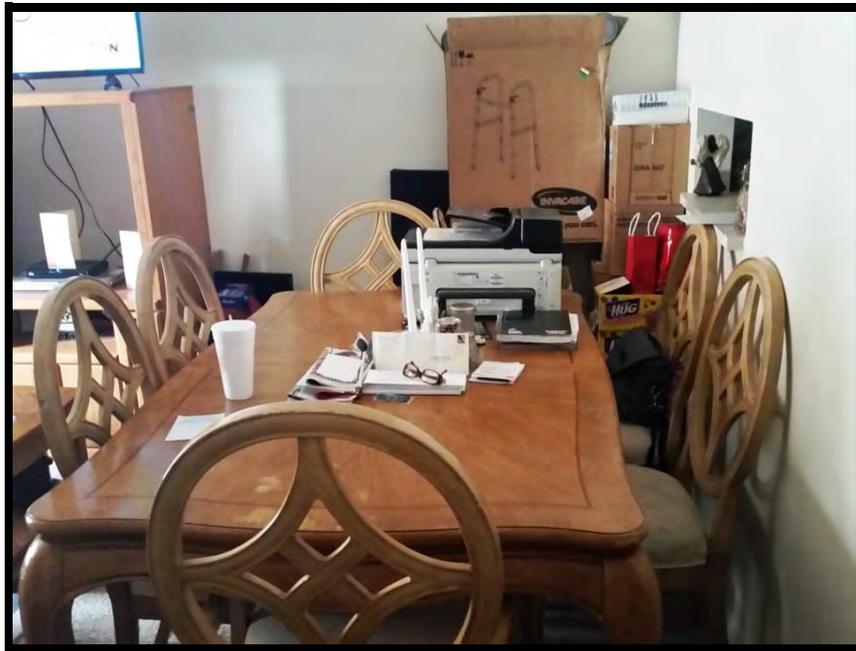
Streetscape - South view of Eatontown Highway



Exterior Storage



Typical Living Room



Typical Dining Area



Typical Kitchen (1)



Typical Kitchen (2)

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

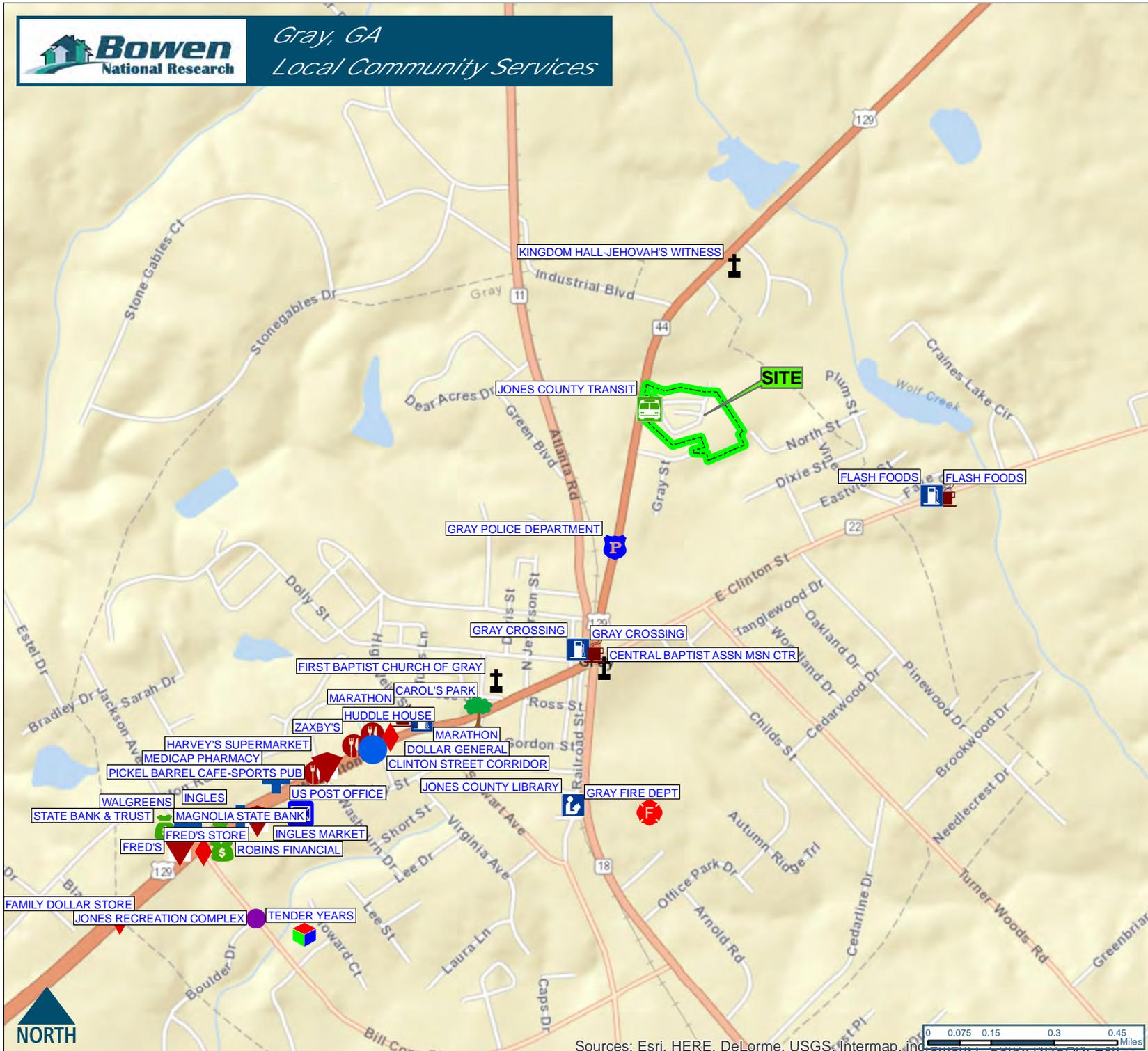
The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 229	Adjacent West
Public Bus Stop	Jones County Transit	On-Site/On-Call
Major Employers/ Employment Centers	Clinton Street Corridor Gray/Jones County Schools	1 Southwest 1.8 South
Convenience Store	Gray Crossing Marathon Flash Foods	0.5 South 0.9 Southwest 1.3 East
Grocery	Harvey's Supermarket Ingles Market Fred's	1.1 Southwest 1.5 Southwest 1.5 Southwest
Discount Department Store	Dollar General Fred's Store Family Dollar Store	0.9 Southwest 1.5 Southwest 1.6 Southwest
Shopping Center/Mall	Gray Station Shopping Center	1.1 Southwest
Schools: Elementary Middle/Junior High High	Gray Elementary School Gray Station Middle School Jones County High School	1.8 South 1.6 South 1.9 South
Hospital	Oconee Regional Medical Center	18.8 Northeast
Police	Gray Police Department	0.8 South
Fire	Gray Fire Department	1.1 South
Post Office	U.S. Post Office	1.6 Southwest
Bank	Robins Financial Magnolia State Bank State Bank & Trust	1.4 Southwest 1.4 Southwest 1.5 Southwest
Recreational Facilities	Jones Recreation Complex	1.6 Southwest
Gas Station	Gray Crossing Marathon Flash Foods	0.5 South 0.9 Southwest 1.3 East
Pharmacy	Medicap Pharmacy Walgreens Ingles	1.2 Southwest 1.4 Southwest 1.5 Southwest
Restaurant	Huddle House Zaxby's Pickel Barrel Cafe-Sports Pub	1.0 Southwest 1.0 Southwest 1.1 Southwest
Day Care	Tender Years Children's Delight Daycare	1.6 Southwest 1.8 South
Community Center	Jones Recreation Complex	1.6 Southwest
Library	Jones County Library	0.8 South
Park	Carol's Park	0.8 Southwest
Church	Kingdom Hall-Jehovah's Witness Central Baptist First Baptist Church Of Gray	0.4 Northeast 0.5 South 0.7 Southwest

The subject site is in close proximity to a variety of notable community services such as grocery stores, schools, public safety services, gas stations, pharmacies and restaurants. These services can be accessed within 2.0 miles and are generally easily accessible due to the subject's proximity to arterials such as U.S. Highway 229. Although fixed-route public transportation is not provided within the Gray area, an on-call transportation service, provided by Jones County Transit, is available upon request between the hours of 8:00 A.M. and 5:00 P.M. Monday through Friday. The availability of this service is considered beneficial to the low-income population targeted at the subject project.

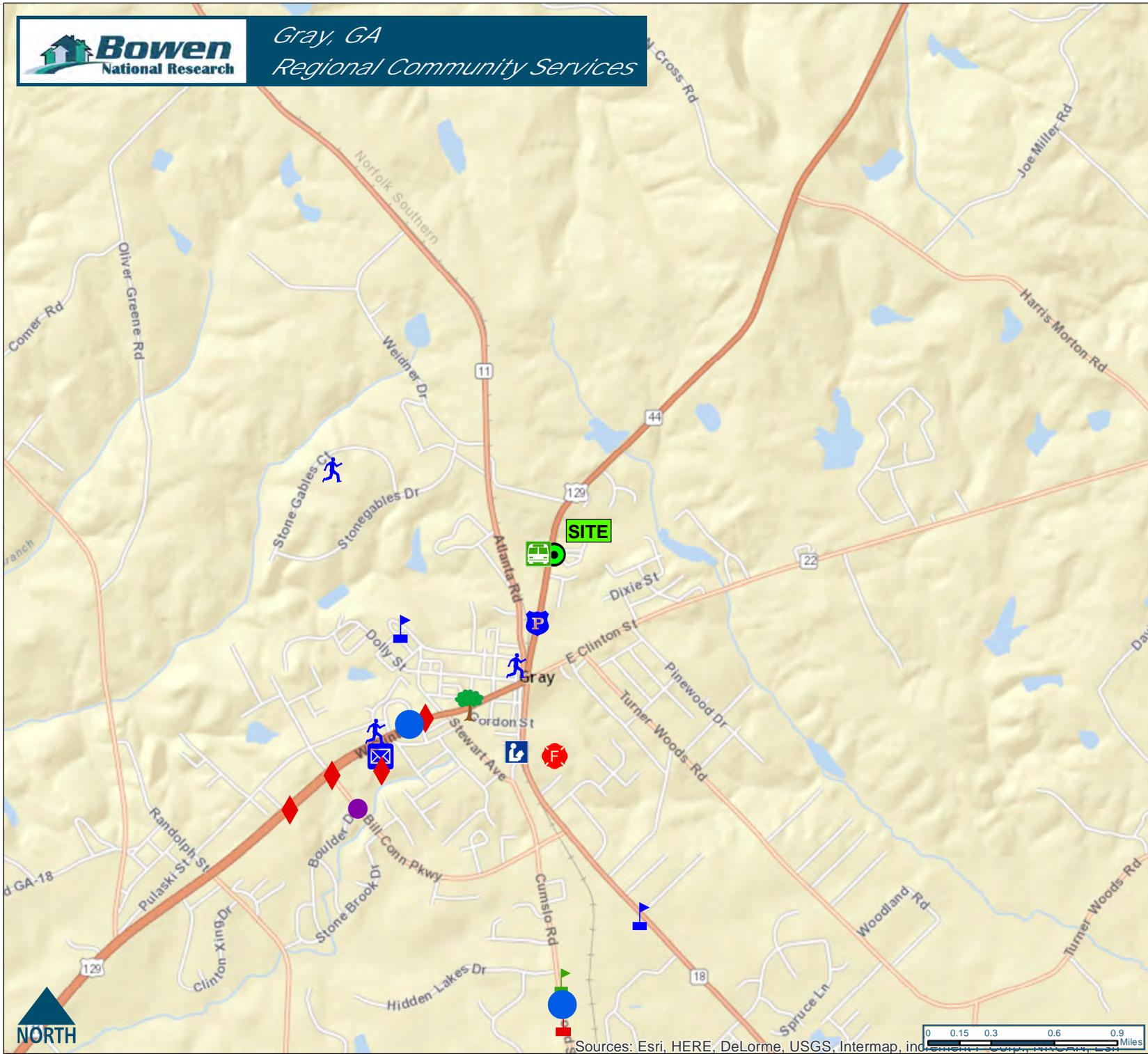
Oconee Regional Medical Center, located in Milledgeville, approximately 19.0 miles northeast of the site, is the nearest emergency medical center. Public safety services such as the Gray Police and Fire departments, however, are both located within 1.1 miles of the site. Gray/Jones County Schools serve the subject site from Pre-K through 12th grade. All applicable attendance schools are within 1.9 miles and offer bus transportation. Other area services include the Jones Recreation Complex 1.6 miles southwest and Carol's Park, located less than 1.0 mile from the site.

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



- Legend*
- Site Area
 - bank
 - child care
 - church
 - convenience store
 - fire
 - gas
 - grocery
 - library
 - park
 - pharmacy
 - police
 - post office
 - recreation center
 - restaurant
 - shopping
 - transit
 - employers_1000_5000





- Legend*
-  Site
 -  elementary school
 -  fire
 -  fitness center
 -  high school
 -  library
 -  middle school
 -  park
 -  police
 -  post office
 -  recreation center
 -  shopping
 -  transit
 -  employers_1000_5000



1:40,000

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

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 (132) for the Site PMA is above the national average (100) with an overall personal crime index of 95 and a property crime index of 151. Total crime risk (74) for Jones County is below the national average with indexes for personal and property crime of 58 and 81, respectively.

	Crime Risk Index	
	Site PMA	Jones County
Total Crime	132	74
Personal Crime	95	58
Murder	156	90
Rape	80	56
Robbery	97	44
Assault	71	52
Property Crime	151	81
Burglary	160	108
Larceny	178	84
Motor Vehicle Theft	116	53

Source: Applied Geographic Solutions

The Site PMA's crime risk index is slightly above the national average, while the county's crime risk index is slightly below the national average. Regardless, the subject property is currently 100.0% occupied with a 25-household waiting list, indicating that crime has not adversely impacted the subject project's marketability.

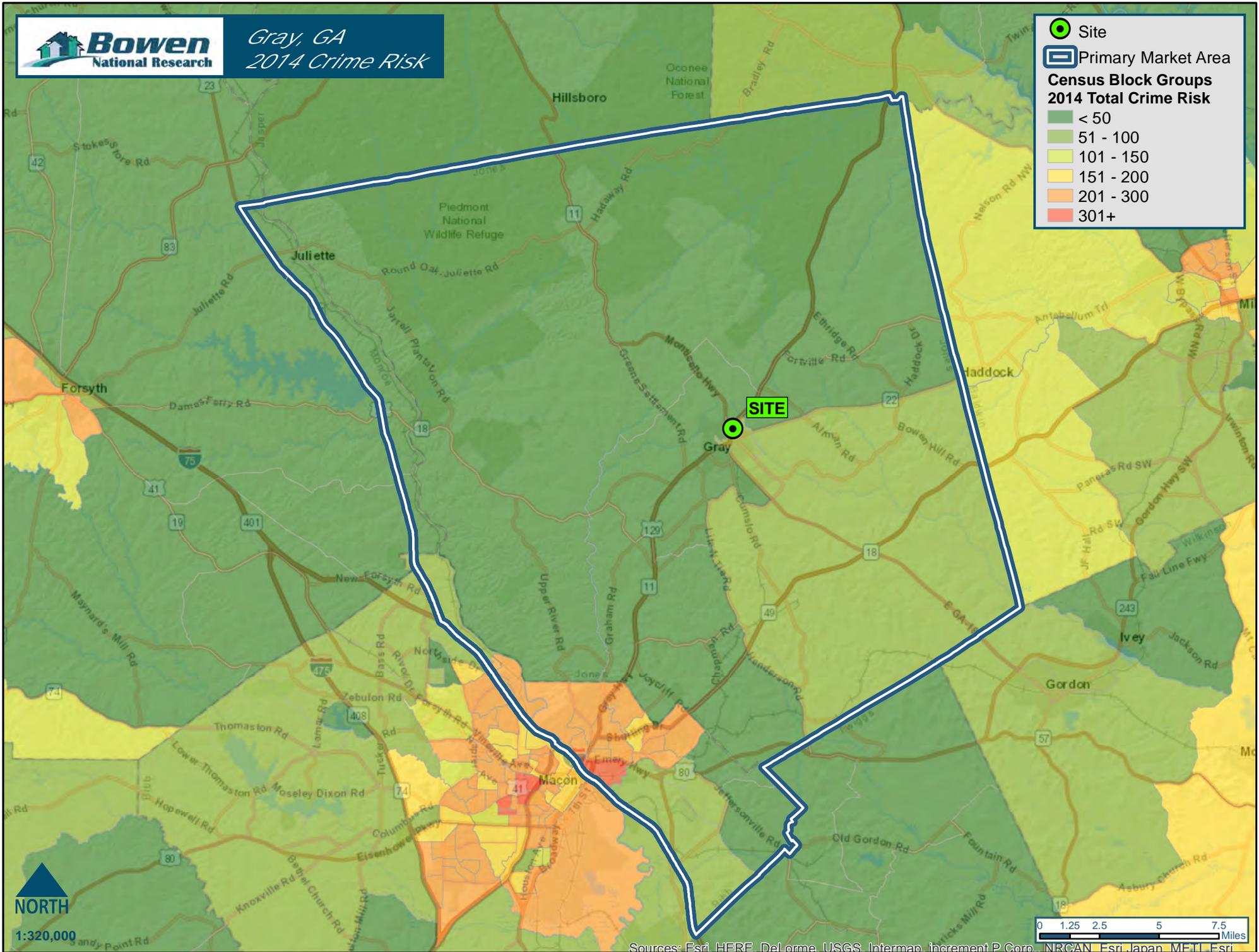
A map illustrating crime risk is on the following page.

 Site

 Primary Market Area

Census Block Groups
2014 Total Crime Risk

-  < 50
-  51 - 100
-  101 - 150
-  151 - 200
-  201 - 300
-  301+



7. OVERALL SITE EVALUATION

The subject site is the existing Gray Gardens Apartments located at 200 Eatonton Highway, which is within an established and generally good to average quality portion of Gray. Surrounding land uses generally include offices, single-family homes and multifamily homes in average to good condition, as well as heavily wooded land. The subject site is clearly visible and easily accessible from U.S. Highway 229, which borders the site to the west. This arterial roadway also provides convenient access to community services located within Gray and to communities surrounding the Site PMA. Most basic area services are located within 2.0 miles of the subject site and are easily accessible given the subject's proximity to U.S. Highway 229, west of the subject site. Overall, the subject site location is considered conducive to affordable multifamily rental product, which is further evident by the 100.0% occupancy rate reported at the subject project.

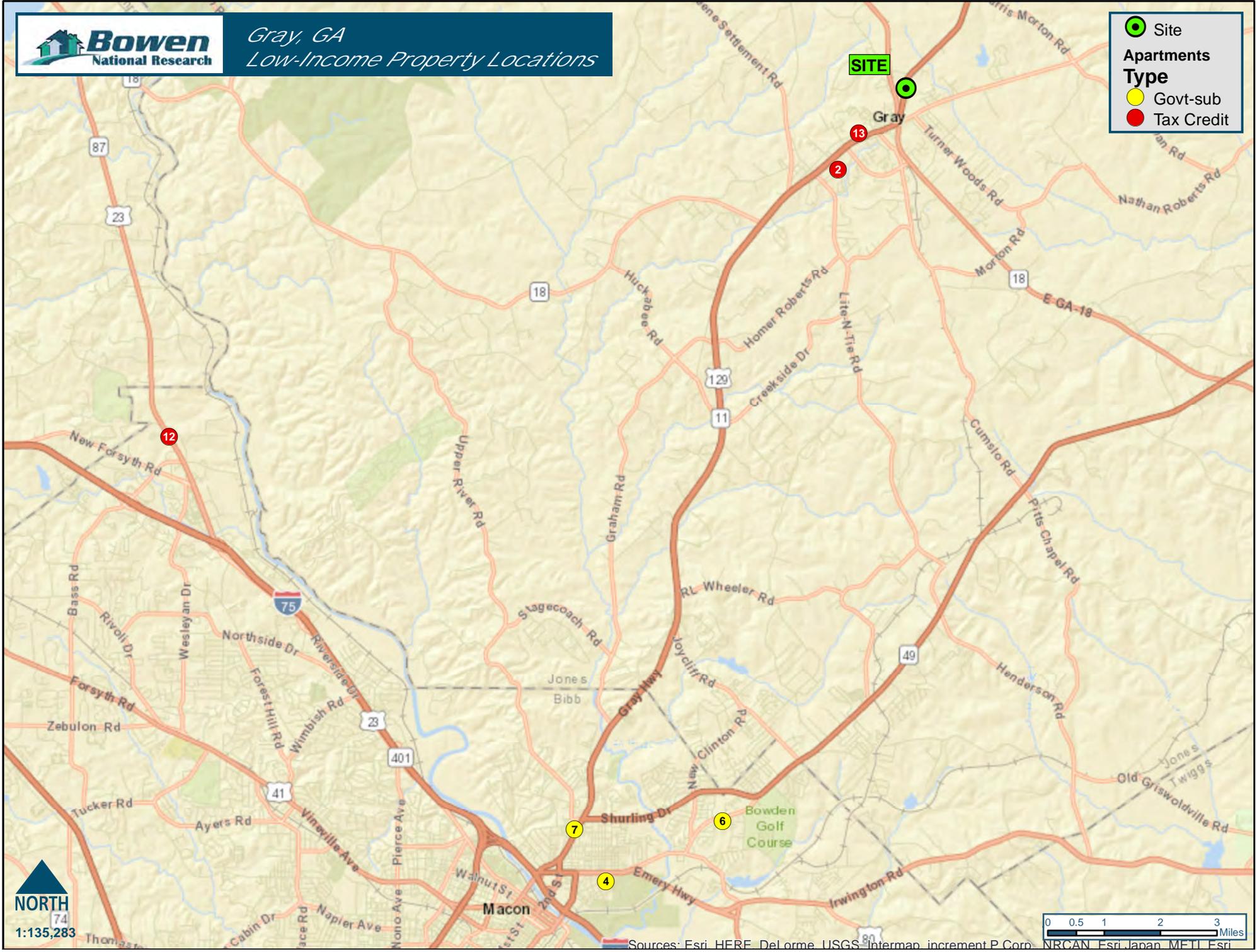
8. MAP OF LOW-INCOME RENTAL HOUSING

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.



Gray, GA
Low-Income Property Locations

● Site
Apartments Type
● Govt-sub
● Tax Credit



NORTH
74
1:135,283



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 Gray 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 Gray area. This representative further stated that while the majority of the tenants are local to the Gray area, the subject project does derive support from some of the surrounding unincorporated areas of Jones County. In addition, the subject project attracts renter households from northern portions of Macon, thus confirming the Site PMA.

The Gray Site PMA includes the City of Gray, portions of northeast Macon and outlying unincorporated areas within Jones and Bibb Counties. The boundaries of the Site PMA generally include the Jones County border to the north; the Jones County border to the east; the Jones/Wilkinson County border, Jones/Twiggs County border and the Bibb/Twiggs County border west to Interstate 16 to the south; and U.S. Highway 23 and Interstate 16 to the west.

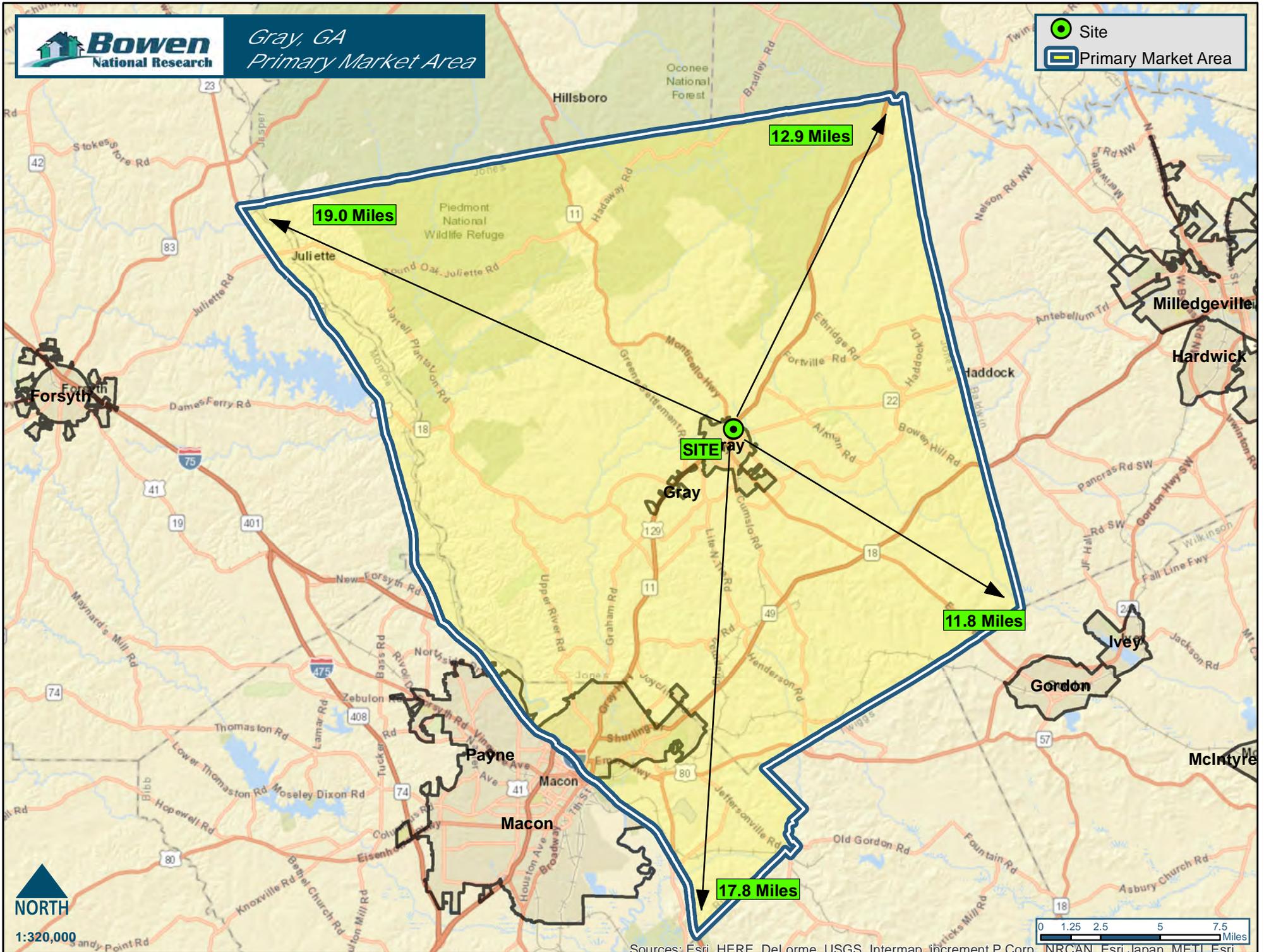
While some supplemental support for the subject project originates from outside the county, this support is considered minimal. Therefore, no secondary market area was considered in this analysis.

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



Gray, GA
Primary Market Area

● Site
▭ Primary Market Area



1:320,000



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

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	50,253	53,810	54,178	54,268
Population Change	-	3,557	368	90
Percent Change	-	7.1%	0.7%	0.2%

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

The Gray Site PMA population base increased by 3,557 between 2000 and 2010. This represents a 7.1% increase over the 2000 population, or an annual rate of 0.7%. Between 2010 and 2017, the population increased by 368, or 0.7%. It is projected that the population will increase by 90, or 0.2%, 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	15,530	28.9%	14,528	26.8%	14,433	26.6%	-96	-0.7%
20 to 24	3,118	5.8%	3,380	6.2%	3,259	6.0%	-122	-3.6%
25 to 34	6,577	12.2%	6,776	12.5%	6,822	12.6%	46	0.7%
35 to 44	6,981	13.0%	6,594	12.2%	6,583	12.1%	-11	-0.2%
45 to 54	7,884	14.7%	7,092	13.1%	6,857	12.6%	-236	-3.3%
55 to 64	6,712	12.5%	7,305	13.5%	7,338	13.5%	34	0.5%
65 to 74	4,052	7.5%	5,222	9.6%	5,506	10.1%	284	5.4%
75 & Over	2,957	5.5%	3,281	6.1%	3,471	6.4%	190	5.8%
Total	53,811	100.0%	54,178	100.0%	54,268	100.0%	90	0.2%

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

As the preceding table illustrates, over 51% of the population is expected to be between 25 and 64 years old in 2017. This age group is the primary group of renters for the subject project.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Households	19,223	20,615	20,538	20,527
Household Change	-	1,392	-77	-12
Percent Change	-	7.2%	-0.4%	-0.1%
Household Size	2.61	2.61	2.59	2.60

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

Within the Gray Site PMA, households increased by 1,392 (7.2%) between 2000 and 2010. Between 2010 and 2017, households declined by 77, or 0.4%. By 2019, there will be 20,527 households, a decline of 12 households, or 0.1% over 2017 levels. This is a decline of approximately six 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	791	3.8%	792	3.9%	777	3.8%	-16	-2.0%
25 to 34	3,054	14.8%	3,052	14.9%	3,045	14.8%	-7	-0.2%
35 to 44	3,670	17.8%	3,326	16.2%	3,287	16.0%	-40	-1.2%
45 to 54	4,418	21.4%	3,796	18.5%	3,631	17.7%	-164	-4.3%
55 to 64	4,073	19.8%	4,225	20.6%	4,200	20.5%	-24	-0.6%
65 to 74	2,607	12.6%	3,227	15.7%	3,368	16.4%	140	4.4%
75 to 84	1,498	7.3%	1,571	7.6%	1,665	8.1%	95	6.0%
85 & Over	510	2.5%	550	2.7%	553	2.7%	4	0.7%
Total	20,621	100.0%	20,538	100.0%	20,526	100.0%	-12	-0.1%

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

Between 2017 and 2019, the greatest growth among household age groups is projected to be among the households between the ages of 65 and 74, with notable growth also projected to occur among households between the ages of 75 and 84. Regardless of these growth trends, approximately one-half of all households are between the ages of 25 and 54. As such, there is a large base of potential support among the various age groups for the subject project.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	13,813	67.0%	13,003	63.3%	12,992	63.3%
Renter-Occupied	6,802	33.0%	7,536	36.7%	7,535	36.7%
Total	20,615	100.0%	20,538	100.0%	20,527	100.0%

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

In 2017, homeowners occupied 63.3% of all occupied housing units, while the remaining 36.7% were occupied by renters. The share of renters is relatively high and the 7,536 renter households 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	2,867	38.0%	2,869	38.1%	2	0.1%
2 Persons	2,086	27.7%	2,085	27.7%	-1	-0.1%
3 Persons	1,018	13.5%	1,019	13.5%	1	0.1%
4 Persons	948	12.6%	947	12.6%	0	0.0%
5 Persons+	616	8.2%	614	8.1%	-2	-0.3%
Total	7,536	100.0%	7,535	100.0%	-1	0.0%

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	2,924	22.5%	2,923	22.5%	-2	-0.1%
2 Persons	5,077	39.0%	5,074	39.1%	-4	-0.1%
3 Persons	2,180	16.8%	2,179	16.8%	0	0.0%
4 Persons	1,819	14.0%	1,816	14.0%	-3	-0.2%
5 Persons+	1,002	7.7%	1,000	7.7%	-2	-0.2%
Total	13,003	100.0%	12,992	100.0%	-11	-0.1%

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

The subject project offers one- to three-bedroom units, which enable it to accommodate most household sizes.

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

Household Income	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	4,281	20.8%	3,554	17.3%	3,656	17.8%
\$15,000 to \$24,999	2,820	13.7%	2,808	13.7%	2,853	13.9%
\$25,000 to \$34,999	2,392	11.6%	2,588	12.6%	2,703	13.2%
\$35,000 to \$49,999	3,190	15.5%	2,681	13.1%	2,438	11.9%
\$50,000 to \$74,999	3,604	17.5%	3,762	18.3%	3,764	18.3%
\$75,000 to \$99,999	1,919	9.3%	2,300	11.2%	2,276	11.1%
\$100,000 to \$149,999	1,672	8.1%	1,815	8.8%	1,812	8.8%
\$150,000 to \$199,999	445	2.2%	577	2.8%	578	2.8%
\$200,000 & Over	298	1.4%	453	2.2%	446	2.2%
Total	20,621	100.0%	20,538	100.0%	20,527	100.0%
Median Income	\$38,844		\$42,382		\$41,471	

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

In 2010, the median household income was \$38,844. This increased by 9.1% to \$42,382 in 2017. By 2019, it is projected that the median household income will be \$41,471, a decline of 2.1% over 2017.

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

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	1,095	616	408	360	209	2,688
\$15,000 to \$24,999	598	307	203	179	104	1,391
\$25,000 to \$34,999	332	226	150	131	76	915
\$35,000 to \$49,999	272	203	134	119	69	797
\$50,000 to \$74,999	226	176	115	103	58	678
\$75,000 to \$99,999	72	56	37	32	16	213
\$100,000 to \$149,999	19	15	11	10	4	59
\$150,000 to \$199,999	12	9	6	6	1	34
\$200,000 & Over	13	6	4	3	0	26
Total	2,639	1,614	1,068	943	537	6,801

Source: ESRI; Urban Decision Group

Renter Households	2017 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	1,027	673	328	307	200	2,534
\$15,000 to \$24,999	640	399	196	181	118	1,534
\$25,000 to \$34,999	428	328	160	149	96	1,161
\$35,000 to \$49,999	325	269	132	122	81	929
\$50,000 to \$74,999	268	248	121	112	75	824
\$75,000 to \$99,999	96	91	43	41	27	297
\$100,000 to \$149,999	66	63	29	28	18	203
\$150,000 to \$199,999	11	9	5	5	2	31
\$200,000 & Over	7	7	4	4	1	23
Total	2,867	2,086	1,018	948	616	7,536

Source: ESRI; Urban Decision Group

Renter Households	2019 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	1,060	692	337	315	205	2,609
\$15,000 to \$24,999	660	407	200	184	119	1,570
\$25,000 to \$34,999	413	325	159	148	95	1,140
\$35,000 to \$49,999	306	257	126	117	77	882
\$50,000 to \$74,999	257	239	117	108	72	793
\$75,000 to \$99,999	89	84	40	38	24	276
\$100,000 to \$149,999	71	68	32	31	20	222
\$150,000 to \$199,999	8	8	4	4	1	25
\$200,000 & Over	6	6	3	3	0	19
Total	2,869	2,085	1,019	947	614	7,535

Source: ESRI; Urban Decision Group

Overall demographic trends of the Site PMA have been positive between 2000 and 2017, with an increase in the population of nearly 4,000 and more than 1,300 new households added to the market during this time. It is projected that the population will increase by 90, or 0.2%, between 2017 and 2019, while the number of households are projected to increase by 12, or 0.1% over 2017 levels. Between 2017 and 2019, the greatest growth among household age groups is projected to be among the households between the ages of 65 and 74, with notable growth also projected to occur among households between the ages of 75 and 84. Regardless of these growth trends, approximately one-half of all households are between the ages of 25 and 54. As such, there is a large base of potential support among the various age groups for the subject project. While the overall number of renter households is projected to remain virtually unchanged over the next two years, nearly three-fourths of all renter households will make less than \$35,000 in 2019. As a result, the subject project, which will target low-income households, will have a large base of support. This has been considered in our demand estimates.

Section F – Economic Trends

1. LABOR FORCE PROFILE

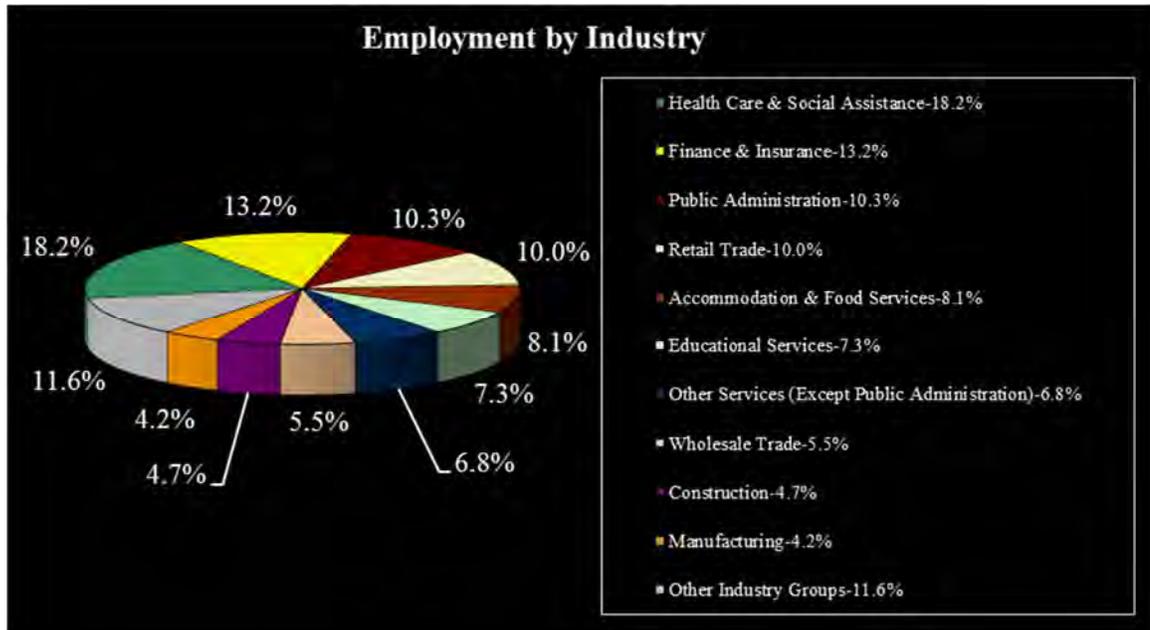
The labor force within the Gray Site PMA is based primarily in four sectors. Health Care & Social Assistance (which comprises 18.2%), Finance & Insurance, Public Administration and Retail Trade comprise nearly 52% of the Site PMA labor force. Employment in the Gray Site PMA, as of 2017, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	6	0.3%	49	0.2%	8.2
Mining	1	0.1%	34	0.2%	34.0
Utilities	4	0.2%	271	1.3%	67.8
Construction	158	8.9%	1,018	4.7%	6.4
Manufacturing	42	2.4%	915	4.2%	21.8
Wholesale Trade	63	3.5%	1,193	5.5%	18.9
Retail Trade	241	13.5%	2,157	10.0%	9.0
Transportation & Warehousing	48	2.7%	377	1.8%	7.9
Information	28	1.6%	331	1.5%	11.8
Finance & Insurance	158	8.9%	2,838	13.2%	18.0
Real Estate & Rental & Leasing	94	5.3%	258	1.2%	2.7
Professional, Scientific & Technical Services	89	5.0%	582	2.7%	6.5
Management of Companies & Enterprises	2	0.1%	4	0.0%	2.0
Administrative, Support, Waste Management & Remediation Services	62	3.5%	337	1.6%	5.4
Educational Services	44	2.5%	1,570	7.3%	35.7
Health Care & Social Assistance	173	9.7%	3,926	18.2%	22.7
Arts, Entertainment & Recreation	24	1.3%	251	1.2%	10.5
Accommodation & Food Services	116	6.5%	1,747	8.1%	15.1
Other Services (Except Public Administration)	257	14.4%	1,456	6.8%	5.7
Public Administration	120	6.7%	2,212	10.3%	18.4
Nonclassifiable	51	2.9%	10	0.0%	0.2
Total	1,781	100.0%	21,536	100.0%	12.1

*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 Macon Metropolitan Statistical Area (MSA) are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Macon MSA	Georgia
Management Occupations	\$97,080	\$114,210
Business and Financial Occupations	\$55,840	\$71,300
Computer and Mathematical Occupations	\$66,060	\$85,800
Architecture and Engineering Occupations	\$69,270	\$78,820
Community and Social Service Occupations	\$48,450	\$45,460
Art, Design, Entertainment and Sports Medicine Occupations	\$47,250	\$52,710
Healthcare Practitioners and Technical Occupations	\$68,280	\$74,310
Healthcare Support Occupations	\$26,140	\$28,330
Protective Service Occupations	\$35,390	\$36,610
Food Preparation and Serving Related Occupations	\$20,010	\$20,530
Building and Grounds Cleaning and Maintenance Occupations	\$21,460	\$25,010
Personal Care and Service Occupations	\$22,090	\$24,390
Sales and Related Occupations	\$31,610	\$38,060
Office and Administrative Support Occupations	\$32,540	\$35,470
Construction and Extraction Occupations	\$34,790	\$40,540
Installation, Maintenance and Repair Occupations	\$41,100	\$44,550
Production Occupations	\$35,150	\$33,500
Transportation and Moving Occupations	\$28,110	\$33,720

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

Most annual blue-collar salaries range from \$20,010 to \$48,450 within the Macon MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$71,306. It is important to note that most occupational types within the Macon MSA have slightly 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 occupations from which the subject project will be able to draw support.

2. MAJOR EMPLOYERS

The ten largest employers within the Jones County are summarized in the following table. 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 Macon MSA and reflected in the *Typical Wage by Occupation Type* table earlier in this section.

Industry	Business Type
Aggregates USA, LLC	Construction
Ansley Park Health and Rehabilitation	Healthcare
Ethica Health & Retirement Communities	Assisted Living
Hart County Health & Rehabilitation	Healthcare
Ingles Markets, Inc.	Retail
Lynn Haven Health & Rehabilitation	Healthcare
Reeves Construction Company	Construction
Townsend Park Health and Rehabilitation	Healthcare
Wynfield Park Health and Rehabilitation	Healthcare
Zebulon Park Health and Rehabilitation	Healthcare

Source: Georgia Labor Market Explorer: Local Area Profiles (Q3 2017)

Despite attempts to get in contact with a representative with the Development Authority of Jones County, we were unable to get an opinion on the state of the economy. However, we have done extensive online research to find more information about the Jones County economy. Recent business expansions have been found below:

- Tyson Foods announced plans to invest \$59 million to expand their distribution center in Macon in June 2017. The 159,000 square foot expansion is expected to add more than 100 jobs to the community.

WARN (layoff notices):

According to the Georgia Economic Development Corporation, there have been no WARN notices reported for Jones County since January 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.

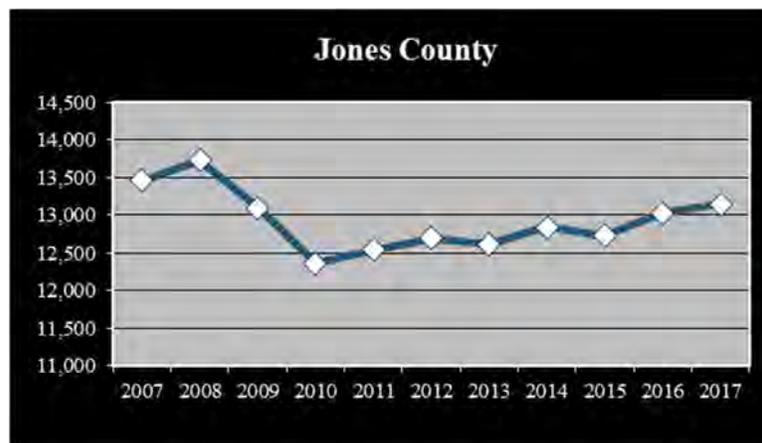
Excluding 2017, the employment base has increased by 2.6% over the past five years in Jones County, less than the Georgia state increase of 7.1%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Jones County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2007	13,460	-	4,597,640	-	146,388,400	-
2008	13,733	2.0%	4,575,010	-0.5%	146,047,748	-0.2%
2009	13,095	-4.7%	4,311,854	-5.8%	140,696,560	-3.7%
2010	12,366	-5.6%	4,202,052	-2.5%	140,469,139	-0.2%
2011	12,544	1.4%	4,263,305	1.5%	141,791,255	0.9%
2012	12,700	1.2%	4,348,083	2.0%	143,621,634	1.3%
2013	12,621	-0.6%	4,367,147	0.4%	144,996,474	1.0%
2014	12,837	1.7%	4,418,471	1.2%	147,403,607	1.7%
2015	12,731	-0.8%	4,502,021	1.9%	149,648,686	1.5%
2016	13,027	2.3%	4,656,255	3.4%	152,001,644	1.6%
2017*	13,148	0.9%	4,767,833	2.4%	152,065,874	0.0%

Source: Department of Labor; Bureau of Labor Statistics

*Through May



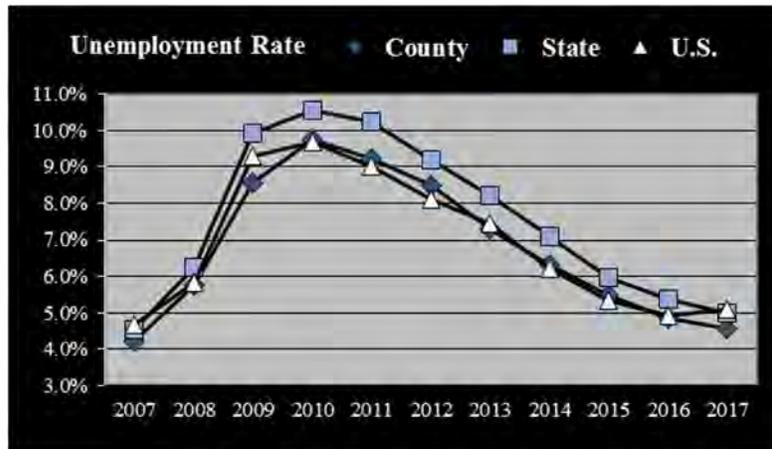
As the preceding illustrates, the Jones County employment base has generally grown since the end of the recession in 2010, adding 782 (6.3%) jobs during this time.

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

Year	Unemployment Rate		
	Jones County	Georgia	United States
2007	4.2%	4.5%	4.7%
2008	5.8%	6.2%	5.8%
2009	8.6%	9.9%	9.3%
2010	9.7%	10.6%	9.7%
2011	9.2%	10.2%	9.0%
2012	8.5%	9.2%	8.1%
2013	7.3%	8.2%	7.4%
2014	6.3%	7.1%	6.2%
2015	5.5%	6.0%	5.3%
2016	4.9%	5.4%	4.9%
2017*	4.6%	5.0%	5.1%

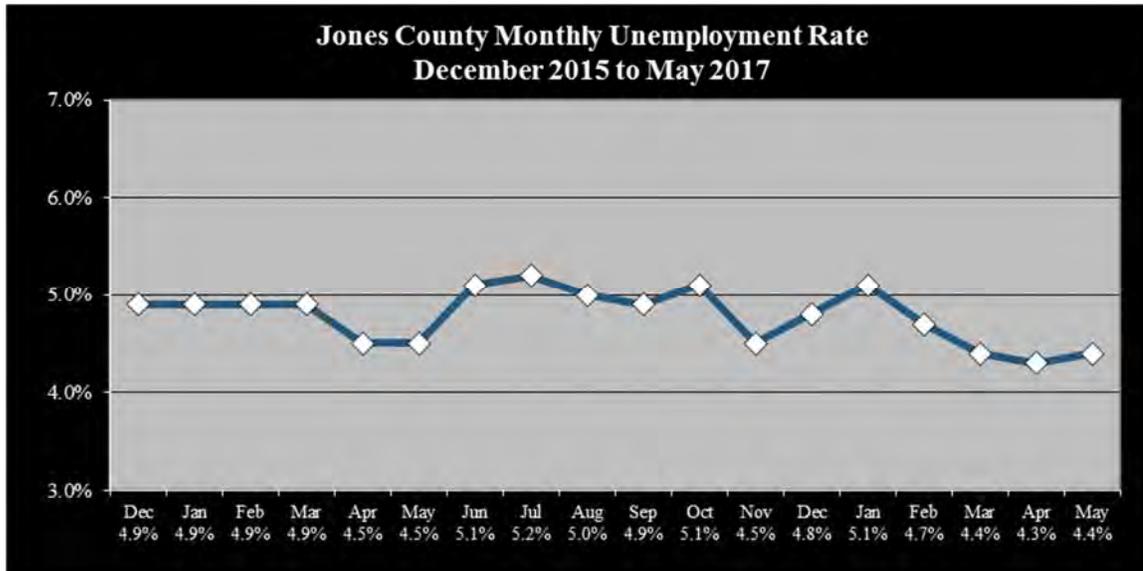
Source: Department of Labor, Bureau of Labor Statistics

*Through May



The unemployment rate in Jones County has ranged between 4.2% and 9.7%, below the state average since 2007. After reaching a peak of 9.7% in 2010, the county's unemployment rate has declined in each of the past seven years. The latest annualized unemployment rate of 4.6% in May of 2017 represents a nine-year low.

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



The county’s monthly unemployment rate has hovered around 5.0% over much of the past 18 months.

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 Jones County.

In-Place Employment Jones County			
Year	Employment	Change	Percent Change
2006	3,388	-	-
2007	3,567	179	5.3%
2008	3,654	87	2.4%
2009	3,418	-236	-6.5%
2010	3,441	23	0.7%
2011	3,389	-52	-1.5%
2012	3,500	111	3.3%
2013	4,188	688	19.7%
2014	4,249	61	1.5%
2015	4,392	143	3.4%
2016	4,619	227	5.2%

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 Jones County to be 35.5% of the total Jones County employment. This means that Jones 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

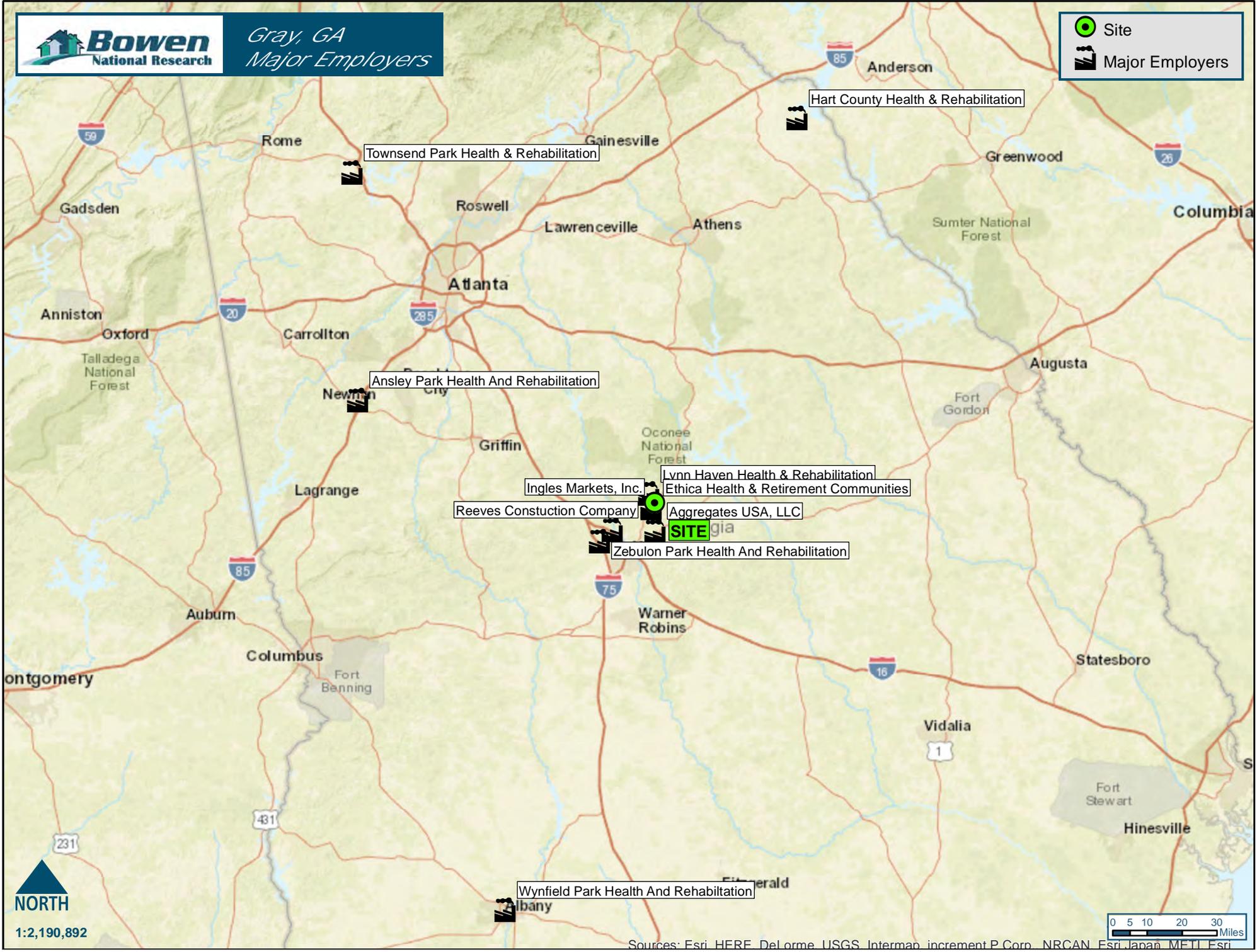
Over half of the Site PMA's labor force is within the Health Care & Social Assistance, Finance & Insurance, Public Administration and Retail Trade job sectors. The proposed project will target low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will be able to draw support. As the preceding illustrates, the Jones County employment base has generally grown since the end of the recession in 2010, adding 782 (6.3%) jobs during this time. The unemployment rate in Jones County has ranged between 4.2% and 9.7%, below the state average since 2007. After reaching a peak of 9.7% in 2010, the county's unemployment rate has declined in each of the past seven years. The latest annualized unemployment rate of 4.6% in May of 2017 represents a nine-year low. Overall, recent economic trends have been positive within the subject market and are expected to remain positive for the foreseeable future.

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

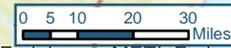


Gray, GA
Major Employers

 Site
 Major Employers




 NORTH
 1:2,190,892



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 the Macon, Georgia HUD Metro FMR Area, which has a four-person median household income of \$49,600 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	
	50%	60%
One-Person	\$17,400	\$20,880
Two-Person	\$19,850	\$23,820
Three-Person	\$22,350	\$26,820
Four-Person	\$24,800	\$29,760
Five-Person	\$26,800	\$32,160

a. Maximum Income Limits

The largest units (three-bedroom) at the subject site are expected to continue to house up to five-person family households. As such, the maximum allowable income at the subject site is **\$32,160**.

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.

Since the subject project will continue to operate under the Rural Development 515 (RD 515) and HUD Section 8 programs, the project will continue to serve households with little to no income. As such, we have conducted a capture rate analysis that considers the project to continue to operate with the retention of these subsidies.

In the unlikely event the project-based subsidies were lost and the property had to operate exclusively under the Tax Credit program, the proposed rents would need to be lowered to, or below, maximum allowable Tax Credit limits. In this scenario, the subject project would have a lowest gross rent of \$558. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,696. 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 \$19,131.

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
Tax Credit with Subsidies	\$0	\$26,800
LIHTC Only without Subsidies	\$19,131	\$32,160

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 44.7% to 56.2% (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, 4.7% 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). Additionally, there are no existing LIHTC properties operating below a stabilized occupancy 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/subsidized units are leasable, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of the project-based Section 8 subsidy 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)	
	LIHTC with Subsidies (\$0 - \$26,800)	LIHTC w/ Subsidies (\$0 - \$26,800)	LIHTC Only Without Subsidies (\$19,131 - \$32,160)
Demand From New Renter Households (Income-Appropriate)	4,384 - 4,277 = 107	4,384 - 4,277 = 107	1,737 - 1,731 = 6
+			
Demand From Existing Households (Rent Overburdened)	4,277 X 56.2% = 2,405	4,277 X 56.2% = 2,405	1,731 X 44.7% = 775
+			
Demand From Existing Households (Renters In Substandard Housing)	4,277 X 4.7% = 203	4,277 X 4.7% = 203	1,731 X 4.7% = 82
=			
Demand Subtotal	2,715	2,715	863
+			
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A
=			
Total Demand	2,715	2,715	863
-			
Supply (Directly Comparable Units Built and/or Funded Since 2015)	0	0	0
=			
Net Demand	2,715	2,715	863
Proposed Units	0*	56	56
Proposed Units/ Net Demand	0* / 2,715	56 / 2,715	56 / 863
Capture Rate	= 0.0%	= 2.1%	= 6.5%

N/A – Not Applicable

*Assumes all subsidized (Rental Assisted) units are leasable and will remain occupied 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 2.1% (subsidized scenario) and 6.5% (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 0.0%, as all 56 units receive a direct subsidy through HUD Section 8, which is expected to be retained and all current subsidized tenants are expected to remain, post renovations.

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)

As illustrated by our overall demand estimates on the preceding page, all 56 of the subject units are considered leasable, per GDCA guidelines, as the project-based HUD Section 8 subsidy will be retained for all units post renovations. Thus, the subject's capture rate (both overall and by bedroom type) is 0.0%. As such, we have not provided separate capture rates by bedroom type for the subject project under this scenario.

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
LIHTC with Subsidy										
One-Bedroom (35%)	60%	8	950	0	950	0.8%	1 Month	\$704	\$520-\$888	\$550
One-Bedroom	Total	8	950	0	950	0.8%	1 Month	-	-	-
LIHTC Only										
Two-Bedroom (45%)	60%	24	1,222	0	1,222	2.0%	3 Months	\$830	\$610-\$956	\$569
Two-Bedroom	Total	24	1,222	0	1,222	2.0%	3 Months	-	-	-
Three-Bedroom (20%)	60%	24	543	0	543	4.4%	3 Months	\$884	\$704-\$1,246	\$614
Three-Bedroom	Total	24	543	0	543	4.4%	3 Months	-	-	-
LIHTC Only										
One-Bedroom (35%)	60%	8	302	0	302	2.6%	2 Months	\$704	\$520-\$888	\$550
One-Bedroom	Total	8	302	0	302	2.6%	2 Months	-	-	-
Two-Bedroom (45%)	60%	24	388	0	388	6.2%	4 Months	\$830	\$610-\$956	\$569
Two-Bedroom	Total	24	388	0	388	6.2%	4 Months	-	-	-
Three-Bedroom (20%)	60%	24	173	0	173	13.9%	4 Months	\$884	\$704-\$1,246	\$614
Three-Bedroom	Total	24	173	0	173	13.9%	4 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 0.8% to 13.9% 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 Gray 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	20,615	87.6%	20,538	86.1%
Owner-Occupied	13,813	67.0%	13,003	63.3%
Renter-Occupied	6,802	33.0%	7,536	36.7%
Vacant	2,923	12.4%	3,308	13.9%
Total	23,538	100.0%	23,846	100.0%

Source: ESRI, Census 2010

Based on a 2017 update of the 2010 Census, of the 23,846 total housing units in the market, 13.9% were vacant. In 2017, it was estimated that homeowners occupied 63.3% of all occupied housing units, while the remaining 36.7% 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	968	33.1%
For-Sale Only	385	13.2%
Renter/Sold, Not Occ.	112	3.8%
Seasonal or Recreational	106	3.6%
Other Vacant	1,352	46.3%
Total	2,923	100.0%

Source: 2010 Census

Based on the 2010 Census, of the 2,923 vacant units in the Site PMA, 46.3% are classified as “Other Vacant” and only 33.1% 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	11,416	86.9%	2,894	43.6%
1, Attached	178	1.4%	57	0.9%
2 to 4	25	0.2%	1,193	18.0%
5 to 9	3	0.0%	880	13.3%
10 to 19	2	0.0%	509	7.7%
20 to 49	8	0.1%	151	2.3%
50+	0	0.0%	349	5.3%
Mobile Homes	1,507	11.5%	600	9.0%
Boat, RV, Vans	0	0.0%	0	0.0%
Total	13,139	100.0%	6,633	100.0%

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

More than 84.0% 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 56 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	13,113	99.8%	6,547	98.7%
Lacking Complete Kitchen	27	0.2%	86	1.3%
Total	13,140	100.0%	6,633	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	13,084	99.6%	6,524	98.4%
Lacking Complete Plumbing	56	0.4%	109	1.6%
Total	13,140	100.0%	6,633	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 0.2% and 1.3%, respectively. It is also of note that 1.6% of renter-occupied households had incomplete plumbing facilities compared with the 0.4% 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	13,061	99.4%	6,427	96.9%
1.01 Or More Occupants Per Room	79	0.6%	206	3.1%
Total	13,140	100.0%	6,633	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 3.1% of the households, compared with 0.6% 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%	7,022	53.4%	1,169	17.6%
20% to 29%	3,012	22.9%	1,042	15.7%
30% or More	3,020	23.0%	3,216	48.5%
Not Computed	84	0.6%	1,206	18.2%
Total	13,138	100.0%	6,633	100.0%

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

As the preceding illustrates, 48.5% of renter households in the market pay more than 30% of their income towards rent. This is slightly higher than the national average of 47.9%.

Conventional Rentals

We identified and personally surveyed 13 conventional housing projects containing a total of 1,699 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 99.0%, an excellent 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	6	918	15	98.4%
Tax Credit	3	292	2	99.3%
Government-Subsidized	4	489	0	100.0%
Total	13	1,699	17	99.0%

All rental housing segments in the Gray market are performing well, with none reporting an occupancy rate below 98.4%. Note that all affordable product (i.e. Tax Credit and/or government-subsidized) is performing extremely well, as such product has a combined occupancy rate of 99.7%, reflective of just two (2) vacancies. This is 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 and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	196	21.4%	5	2.6%	\$651
Two-Bedroom	1.0	131	14.3%	0	0.0%	\$1,038
Two-Bedroom	1.5	20	2.2%	0	0.0%	\$692
Two-Bedroom	2.0	360	39.2%	6	1.7%	\$854
Two-Bedroom	2.5	74	8.1%	2	2.7%	\$688
Three-Bedroom	1.5	5	0.5%	0	0.0%	\$825
Three-Bedroom	2.0	109	11.9%	2	1.8%	\$922
Three-Bedroom	2.5	23	2.5%	0	0.0%	\$958
Total Market-rate		918	100.0%	15	1.6%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	28	9.6%	0	0.0%	\$580
Two-Bedroom	2.0	105	36.0%	0	0.0%	\$674
Three-Bedroom	2.0	159	54.5%	2	1.3%	\$789
Total Tax Credit		292	100.0%	2	0.7%	-

The market-rate units are 98.4% occupied and the Tax Credit units are 99.3% occupied. These high occupancy rates are a good indication of a strong market. Also, note that the median gross Tax Credit rents reported are lower than the median gross rents reported for similar unrestricted market-rate product surveyed. This demonstrates that non-subsidized Tax Credit product likely represents a value in the Gray Site PMA.

We rated each property surveyed on a scale of "A" through "F". All 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
A-	2	368	0.5%
B+	3	494	2.6%
B-	1	56	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	72	0.0%
B+	1	68	0.0%
B	1	152	1.3%

Vacancies are the highest among properties with a quality rating of "B+". Regardless, vacancy rates do not exceed 2.6% among any quality ratings. 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 seven federally subsidized and/or Tax Credit apartment developments in the Gray Site PMA. These projects were surveyed in July 2017. They 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	Gray Garden Apts. (Site)	SEC 8 & RD 515	1981 / 2019	56	100.0%	-	\$614 (8)	\$654 (24)	\$719 (24)	-
2	Water Tower Park Senior Village	TAX	2016	72	100.0%	-	\$490 - \$585 (12)	\$578 - \$692 (60)	-	-
4	Davis Homes	P.H.	1970 / 1995	184	100.0%	-	\$534 - \$540 (18)	\$623 - \$630 (44)	\$844 - \$852 (72)	\$1,051 - \$1,202 (50)
6	Latanya Village (Family & Senior)	SEC 8	1981	50	100.0%	-	-	\$660 (4)	\$827 (30)	\$916 (16)
7	McAfee Towers	SEC 8	1971 / 2007	199	100.0%	\$543 (118)	\$588 (73)	\$655 (8)	-	-
12	River Walk Apts.	TAX	1993	152	98.7%	-	-	-	\$789 - \$874 (152)	-
13	Dulles Park	TAX	2005	68	100.0%	-	\$296 - \$580 (16)	\$330 - \$674 (45)	\$365 - \$758 (7)	-
Total				781	99.7%					

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

P.H. - Public Housing

RD - Rural Development

The seven federally subsidized and/or Tax Credit properties surveyed have a combined occupancy rate of 99.7%, including the existing subject site (Gray Gardens; Map ID 1). Many of these properties also maintain waiting lists for their next available units, further demonstrating pent-up demand for affordable rental product within the Site PMA.

HOUSING CHOICE VOUCHER HOLDERS

According to the Georgia Department of Community Affairs, there are approximately 36 Housing Choice Voucher holders within Jones County and 40 households on the waiting list for additional Voucher. This reflects the continuing need for Housing Choice Voucher assistance.

The following table identifies the properties that accept Housing Choice Vouchers as well as the approximate number of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
2	Water Tower Park Senior Village	72	3	4.2%
12	River Walk Apts.	152*	N/A	-
13	Dulles Park	68*	N/A	-
Total		72	3	4.2%

*Units not included in total
 N/A – Number not available

As the preceding table illustrates, there are a total of three (3) Voucher holders residing at the only existing non-subsidized Tax Credit property within the market that was able to provide such information. This comprises 4.2% of the 72 total non-subsidized Tax Credit units offered among this project, which is considered a low share of Voucher support. Considering that over 95% of the units offered among this property are currently occupied by non-Voucher holders, it can be concluded that the gross rents at this property are achievable within the market and that non-subsidized Tax Credit properties do not rely heavily on Voucher support. Although only one (1) non-subsidized Tax Credit property was able to provide Voucher information, it is likely that the remaining Tax Credit properties operate with a similar Voucher share.

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 - Jones 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	\$636	\$558 (60%)*
Two-Bedroom	\$734	\$670 (60%)
Three-Bedroom	\$980	\$759 (60%)

*Reflective of maximum allowable LIHTC rent limits

As the preceding table illustrates, the proposed gross rents of the subject's two- and three-bedroom units are below the payment standards set by the DCA Rental Assistance Division - Jones County. As such, those who hold Housing Choice Vouchers will likely respond to the subject development in the unlikely event the project-based Section 8 subsidy was lost. This will likely increase the base of income-appropriate renter households within the Gray Site PMA in this scenario and has been considered in our absorption estimates in *Section I* of this report. In reality, the project-based Section 8 subsidy will be retained and the property will not accept tenant-based vouchers.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with planning representatives, it was determined that there are no rental housing projects planned within the Site PMA.

Building Permit Data

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

Housing Unit Building Permits for Jones County:										
Permits	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Multifamily Permits	0	12	2	0	0	0	0	0	72	0
Single-Family Permits	226	92	55	25	17	13	14	28	30	23
Total Units	226	104	57	25	17	13	14	28	102	23

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

As the preceding illustrates, aside from the 72 permits issued in 2015, most of which were for the age-restricted Water Tower Park Senior Village (Map ID 2) rental community, there have been no multifamily permits issued within Jones County since 2009. These multifamily building permit trends suggest that the Jones County/Gray market is in need of newer multifamily product. 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

Following renovations, the subject project will offer one- through three-bedroom units which will target general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI), under the Low-Income Housing Tax Credit (LIHTC) program. We identified and surveyed a total of three LIHTC properties within the Gray Site PMA. However, two of these three properties are age-restricted while the one remaining property, River Walk Apartments (Map ID 12), targets low-income families, similar to the subject project. The age-restricted properties are not considered competitive with the subject project and have therefore been excluded from our comparable/competitive analysis. The general-occupancy LIHTC project targets a similar population as the subject and is considered competitive. Thus, we have included this property in our comparable/competitive Tax Credit analysis.

Given the lack of comparable/competitive non-subsidized LIHTC product within the Site PMA, we identified and surveyed three non-subsidized general-occupancy LIHTC properties outside the Site PMA, but within the nearby areas of Macon and Milledgeville, Georgia. These properties offer unit types and target tenant populations/income levels which are similar to those at the subject project. Since these properties are located outside the Site PMA, they are not considered directly competitive with the subject project. Thus, these properties have been included for comparability purposes only.

The four 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	Gray Gardens	1981 / 2019	56	100.0%	-	25 H.H.	Families; 60% AMHI, RD 515 & Section 8
12	River Walk Apts.	1993	152	98.7%	21.7 Miles	None	Families; 60% AMHI
901	Edgewood Park Apts.	1996	61	100.0%	20.5 Miles	3-6 Months	Families; 50% & 60% AMHI
902	Waterford Place	2003	64*	100.0%	19.6 Miles	20 H.H.	Families; 50% & 60% AMHI
903	Pinewood Park	2006	148	100.0%	20.3 Miles	1-2 Years	Families; 30%, 50%, & 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

H.H. – Households

*Tax Credit units only

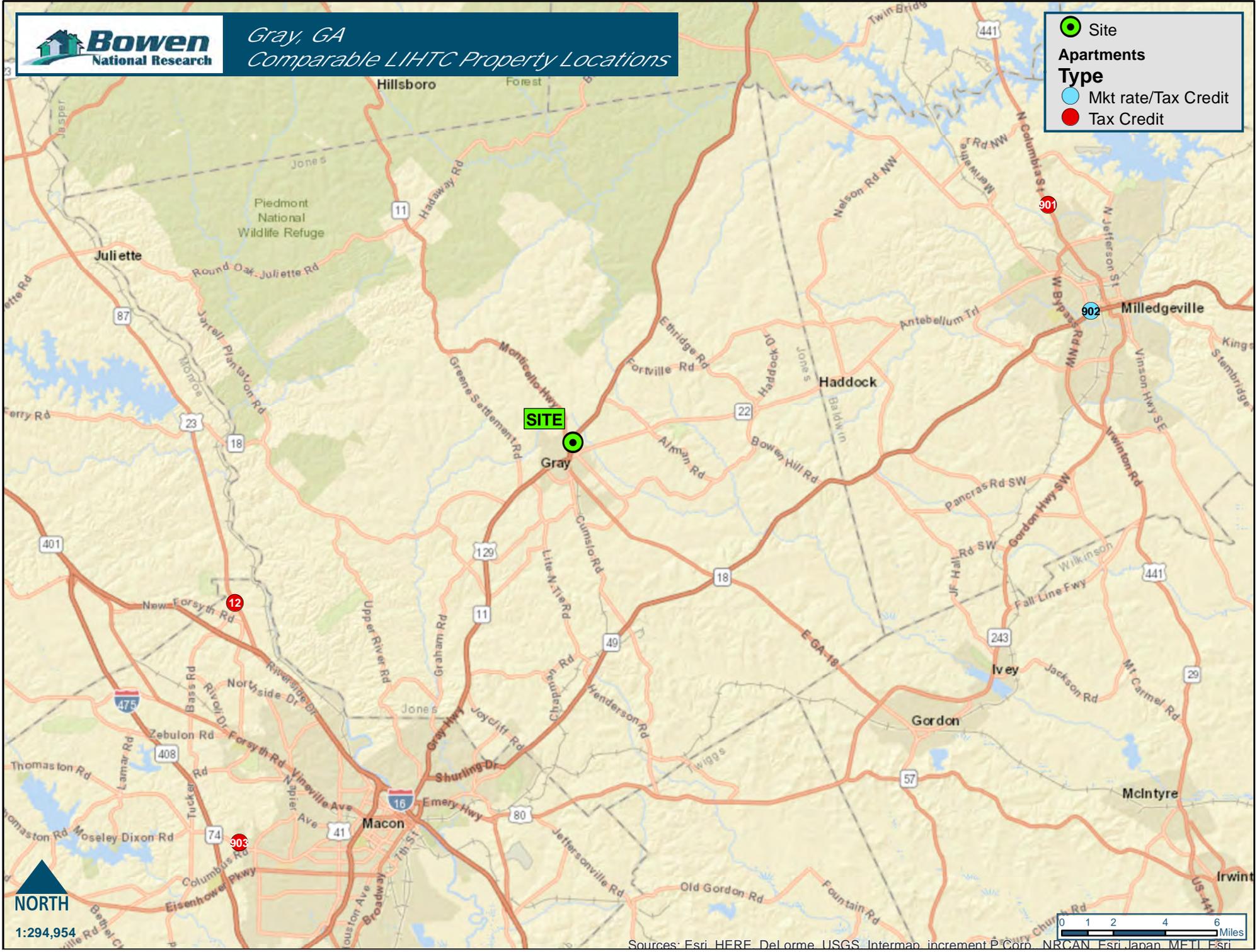
The four LIHTC projects have a combined occupancy rate of 99.5% and three of the four properties maintain a waiting list for their next available units, the longest of which is two years in duration. This indicates very strong demand for family-oriented LIHTC product such as that offered at the subject project.

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



Gray, GA
Comparable LIHTC Property Locations

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



NORTH
1:294,954



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

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	One-Br.	Two-Br.	Three-Br.	Rent Special
Site	Gray Gardens	\$558*/60% (8)	\$670/60% (24)	\$759/60% (24)	-
12	River Walk Apts.	-	-	\$789-\$874/60% (152/2)	None
901	Edgewood Park Apts.	\$464/50% (3/0)	\$550/50% (40/0)	\$686/60% (18/0)	None
902	Waterford Place	\$472/50% (10/0)	\$567/50% (24/0)	\$664/50% (15/0)	None
		\$472/60% (3/0)	\$567/60% (8/0)	\$664/60% (4/0)	
903	Pinewood Park	\$327/30% (3/0)	\$398/30% (7/0)	\$457/30% (6/0)	None
		\$531/50% (28/0)	\$643/50% (53/0)	\$744/50% (23/0)	
		\$627/60% (4/0)	\$732/60% (16/0)	\$919/60% (8/0)	

900 Series Map IDs are located outside the Site PMA

*Reflective of maximum allowable LIHTC rents as proposed Section 8 contract rents exceed LIHTC rent limits

The subject's proposed gross Tax Credit rents are some of the highest in the market and region, relative to similar unit types offered among the comparable LIHTC projects. It is important to note, however, that the proposed rent for the subject's one-bedroom units is reflective of the maximum allowable LIHTC rent limit, as the subject project will effectively operate under the HUD Section 8 program and the proposed contract rent under the Section 8 program exceed LIHTC rent limit for the area. In the unlikely event this aforementioned subsidy was lost and the property had to operate exclusively under the LIHTC guidelines, the subject's proposed gross LIHTC rents would need to be lowered to a level which would be lower than those reported among the comparable LIHTC projects due to the age, inferior unit sizes and number of bathrooms offered, and inferior amenity package at the subject project, as compared to the non-subsidized LIHTC properties surveyed. In reality, however, the project-based Section 8 subsidy will remain in place post renovations, which will allow tenants of the property to continue paying up to 30% of their adjusted gross income towards rent.

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

Weighted Average Collected Rent Of Comparable LIHTC Units*		
One-Br.	Two-Br.	Three-Br.
N/A	N/A	\$758 (60%)

*Only units targeting similar AMHI levels as the subject project

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.	N/A*	-\$441**	-	/\$441**	-
Two-Br.	N/A*	-\$569	-	/\$569	-
Three-Br.	\$758	-\$614	\$144	/\$614	23.5%

*One- and two-bedroom units not offered at the one comparable LIHTC project in PMA.

**Reflective of maximum allowable LIHTC rents as proposed Section 8 contract rents exceed LIHTC rent limits

As the preceding illustrates, the proposed subject three-bedroom rents represent rent advantages of 23.5%, in comparison to the collected rents among similar unit types at the one comparable LIHTC project located in the Site PMA. Please note however that this is in comparison to the *collected* rents and do 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 F* 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		
		One-Br.	Two-Br.	Three-Br.
Site	Gray Gardens	636	831	1,004
12	River Walk Apts.	-	-	1,371
901	Edgewood Park Apts.	650	987	1,153
902	Waterford Place	830	1,010	1,220
903	Pinewood Park	846	1,186	1,373

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Gray Gardens	1.0	1.0	1.5
12	River Walk Apts.	-	-	2.0
901	Edgewood Park Apts.	1.0	2.0	2.0
902	Waterford Place	1.0	2.0	2.0
903	Pinewood Park	1.0	2.0	2.0

900 Series Map IDs are located outside the Site PMA

The subject project offers the smallest unit sizes (square feet) and a lesser number of bathrooms within its two- and three-bedroom units as compared to similar unit types offered among the comparable LIHTC projects. Smaller unit sizes and a minimal number of bathrooms is typical, however, of older subsidized product such as that offered at the subject project. Further, the 100.0% occupancy rate reported at the

property is a clear indication that the unit sizes (square feet) and number of bathrooms offered is appropriate for and marketable to the targeted tenant population.

The following tables compare the amenities of the subject development with the other LIHTC projects in the market and region.

COMPARABLE PROPERTIES AMENITIES - GRAY, 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					B		S	Exterior Storage
902	X	X	X	X	X		X		C		X	X	X				B		S	Exterior Storage
12	X	X		X			X		C		X	X	X				B		S	Exterior Storage
901	X	X	X	X	X		X		C		X		X				B		S	
903	X	X		X	X		X		C		X	X					B		S	

MAP ID	PROJECT AMENITIES															OTHER			
	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
SITE		X					X		B							X			Covered Pavilion
902	X	X	X	X	X		X									X			
12	X	X	X	X		X	X		V							X			Nature Trails
901		X	X	X	X	X	X		V	X						X			
903	X	X	X	X		X	X						X	X		X			

◆ 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 subject project offers a limited overall amenity package as compared to those offered among the comparable LIHTC projects surveyed. Most notably, the comparable properties generally offer dishwashers, ceiling fans, carpeted floors and a club house/community space. Regardless, a more limited amenity package is not unusual for older subsidized rental product such as that offered at the subject project and the 100.0% occupancy rate is further evidence that the amenity package offered is appropriate for the targeted tenant population.

Comparable/Competitive Tax Credit Summary

One non-subsidized general-occupancy LIHTC property, River Walk Apartments (Map ID 12), is offered within the Gray Site PMA. This property has an occupancy rate of 98.7%, reflective of just two (2) vacancies, while the three comparable properties located outside of the Site PMA, but within the region, are each 100.0% occupied with a waiting list, the longest of which is a duration of two years. The subject’s proposed gross Tax Credit rents are considered high for the market, as they will be the highest among similar unit types offered at the comparable properties surveyed. In the unlikely event the project-based Section 8 subsidy was lost, the proposed rents would need to be lowered to a level below those currently reported among the comparable properties, as these properties are considered superior to the subject project in terms of age, unit design (square feet and number of bathrooms offered), and amenities offered. In reality, however, the subject project will retain its project-based Section 8 subsidy which will allow tenants of the property to pay up to 30% of their adjusted gross income towards rent. This will ensure the subject project remains a significant value to low-income renters within the Gray market.

Comparable/Competitive Housing Impact

The anticipated occupancy rates of the existing comparable Tax Credit developments in the Site PMA following the first year of occupancy at the subject site following renovations is as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2019
12	Riverwalk Apts.	98.7%	95.0% +

As illustrated above and detailed throughout this report, the one existing general-occupancy LIHTC project in the market is 98.7% occupied, reflective of just two vacancies. Note that the subject project involves renovations to an existing property which is currently 100.0% occupied and most, if not all, current tenants are expected to remain post renovations, assuming the retention of the project-based Section 8 subsidy. The proposed renovations will not add any additional units to the existing property. Based on the preceding factors, we do not expect the proposed renovations to the subject project will have any adverse impact on future occupancy rates at the one existing general-occupancy LIHTC property within the Site PMA.

One page profiles of the Comparable/Competitive 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 \$105,753. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$105,753 home is \$636, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$105,753
Mortgaged Value = 95% of Median Home Price	\$100,465
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$509
Estimated Taxes and Insurance*	\$127
Estimated Monthly Mortgage Payment	\$636

*Estimated at 25% of principal and interest

In comparison, the proposed monthly collected Tax Credit rents at the subject project range from \$441 to \$614, depending upon bedroom type and assuming maximum allowable rent limits for those unit types which have contract rents exceeding maximum allowable LIHTC rent limits. While some potential tenants of the subject project could potentially afford the cost of a typical monthly mortgage in this market, the number that could also afford the down payment, routine maintenance costs, and utility expenses associated with such a home is expected to be minimal. This is especially true when considering that the subject project will effectively operate with a project-based Section 8 subsidy available to all units, as this will allow tenants to pay up to 30% of their adjusted gross income towards rent. Thus, most (if not all) tenants will effectively pay subsidized rents lower than those previously detailed. Based on the preceding factors, 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 100.0% occupied and a 25-household waiting list is maintained. Assuming that the project-based Section 8 subsidy will be retained post renovations, 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 56 subject units will be vacated and that all units will have to be re-rented simultaneously, assuming the retention of the project-based Section 8 subsidy.

It is our opinion that the 56 units at the subject site will reach a stabilized occupancy of 93.0% within four months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 13 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 the project-based Section 8 subsidy will be retained following renovations. Should this subsidy not be retained, the 56 LIHTC units at the subject site would likely experience an extended absorption rate of up to eight months (six to seven units per month), as the property could no longer target households earning below \$19,131.

In reality, it is important to remember that the subject project is currently 100.0% occupied and the project-based Section 8 subsidy will be retained post renovations. Therefore, very few, if any, of the subject units are expected to be vacated during or following renovations. Thus, there will effectively be no absorption period for the subject project and the property will maintain a high occupancy rate during, and following, the renovation period.

Section J – Interviews

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

- Stephen Tingen, Mayor of the city of Gray, stated that there is a need for more affordable housing throughout Jones County and especially in Gray. Mr. Tingen added that it would be beneficial if some of the existing housing stock was preserved and updated to provide cleaner and safer affordable housing for low-income households in the area.
- Evelyn Mitchell, Property Manager of Gray Gardens (subject site), stated that there is definitely a need for more affordable housing for both families and seniors, as she frequently receives inquiries regarding availability. Ms. Mitchell added that most of her tenants remain at the property for a long time and she rarely exhausts her waiting list, which currently contains 25 households.

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 subject project post renovations, assuming the project is renovated and operated as detailed within this report. Changes in the project's scope of renovations, rents, amenities and/or renovation completion date may alter these findings.

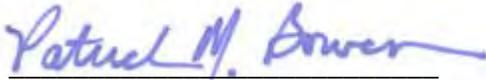
The Gray market offers a relatively balanced supply of conventional rental product, as evidenced by our Field Survey of Conventional Rentals. Notably, only one general-occupancy LIHTC property is offered within the Site PMA. Further, this property, River Walk Apartments (Map ID 12), is currently 98.7% occupied, reflective of just two (2) vacancies, while each of the three comparable LIHTC properties located outside of the Site PMA are each 100.0% occupied with waiting lists, the longest of which is two years in duration. This demonstrates strong demand for general-occupancy LIHTC product within the market and region. The subject's proposed gross Tax Credit rents are some of the highest among similar unit types offered at the comparable properties surveyed. Considering that the comparable properties are superior to the subject project in terms of age, unit design (square feet and number of bathrooms offered), and amenities offered, the proposed Tax Credit rents would need to be lowered in the unlikely event the project-based Section 8 subsidy was lost and the property had to operate exclusively under the LIHTC program. In reality, however, the project-based Section 8 subsidy will remain in place post renovations and the unit designs and amenities offered are considered marketable, as evidenced by the subject's 100.0% occupancy rate. In addition, the proposed renovations will not add any additional unit to the market/property and therefore are not expected to have any adverse impact on future occupancy rates among the existing affordable rental properties in the Gray market.

The subject project will also continue to be well supported demographically, as evidenced by the subject's low overall capture rate of 2.1%, assuming the retention of the project-based Section 8 subsidy. Also note, that in the unlikely event the subsidy was lost, a sufficient base of support would continue to exist for the market, based on the 6.5% capture rate for the property under this unlikely scenario. Regardless, the subject project is currently 100.0% occupied and the retention of the project-based Section 8 subsidy will ensure that most, if not all, current tenants will remain post renovations. As such, the subject's effective capture rate is 0.0%.

Based on the preceding factors, as well as additional information contained within this report, we expect the subject project will continue to represent a significant value to low-income renters within the Gray market. We have no recommendations to the subject project at this time.

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

GRAY, 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.

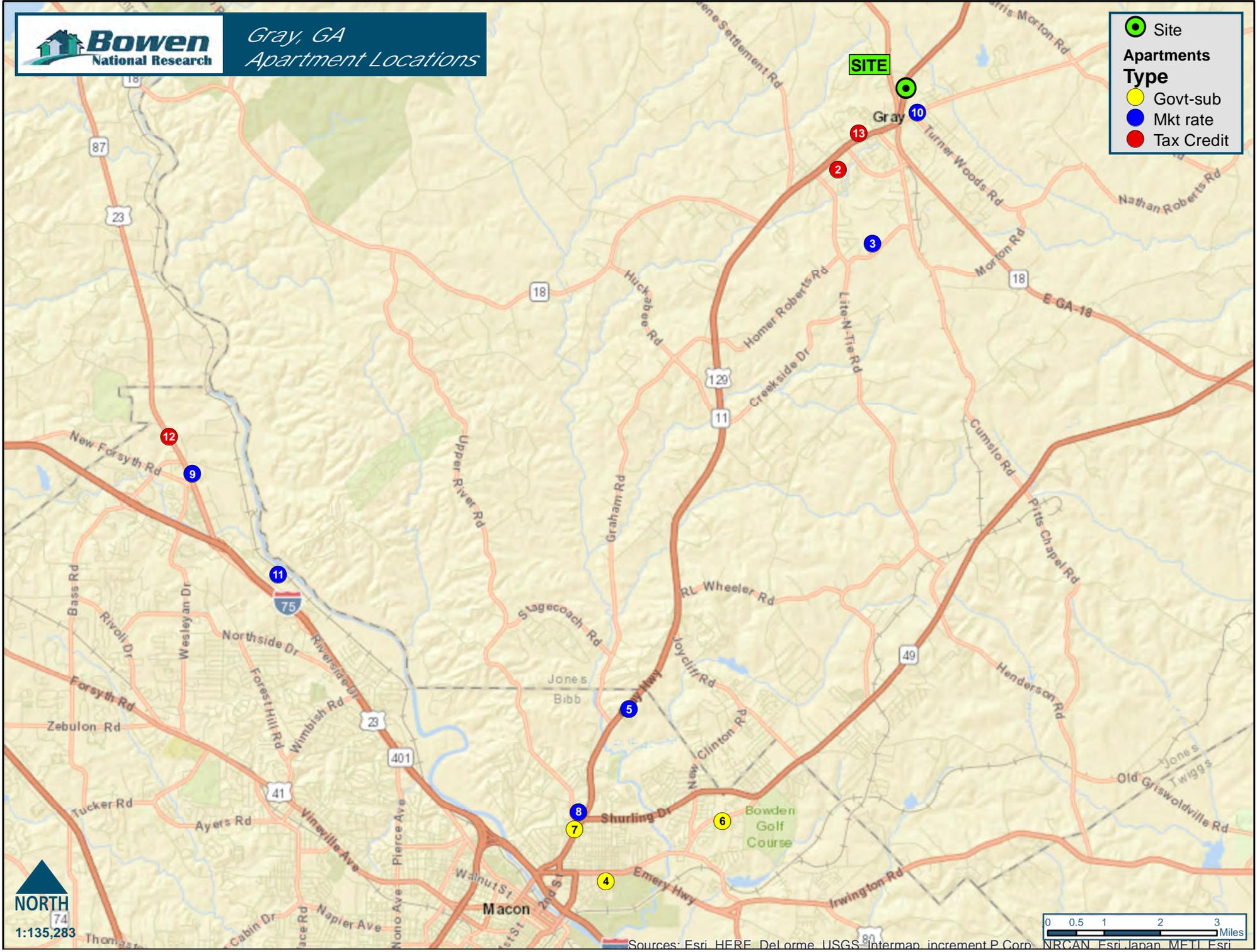


Gray, GA
Apartment Locations

● Site

Apartments Type

- Govt-sub
- Mkt rate
- Tax Credit



NORTH
1:135,283

0 0.5 1 2 3 Miles

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

MAP IDENTIFICATION LIST - GRAY, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Gray Garden Apts. (Site)	GSS	C	1981	56	0	100.0%	-
2	Water Tower Park Senior Village	TAX	A-	2016	72	0	100.0%	1.9
3	Grayson Glen	MRR	B-	1996	56	0	100.0%	2.9
4	Davis Homes	GSS	C	1970	184	0	100.0%	14.1
5	Highland Hills	MRR	B+	1971	240	10	95.8%	11.3
6	Latanya Village (Family & Senior)	GSS	C+	1981	50	0	100.0%	13.3
7	McAfee Towers	GSS	B-	1971	199	0	100.0%	13.0
8	Overlook Gardens	MRR	B+	1987	184	3	98.4%	12.9
9	Adrian on Riverside	MRR	A-	2003	224	0	100.0%	21.9
10	Legacy Park Apts.	MRR	B+	1972	70	0	100.0%	0.8
11	Vistas	MRR	A-	1986	144	2	98.6%	19.8
12	River Walk Apts.	TAX	B	1993	152	2	98.7%	21.7
13	Dulles Park	TAX	B+	2005	68	0	100.0%	1.2

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	6	918	15	98.4%	0
TAX	3	292	2	99.3%	0
GSS	4	489	0	100.0%	0

◆	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)

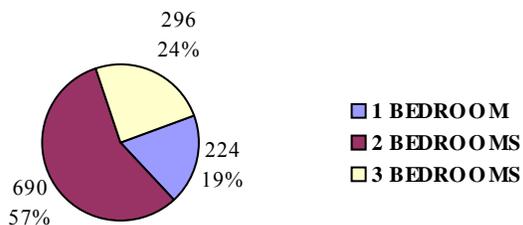
Survey Date: July 2017

DISTRIBUTION OF UNITS - GRAY, GEORGIA

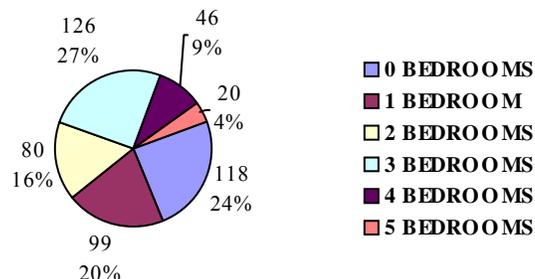
MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	196	21.4%	5	2.6%	\$651
2	1	131	14.3%	0	0.0%	\$1,038
2	1.5	20	2.2%	0	0.0%	\$692
2	2	360	39.2%	6	1.7%	\$854
2	2.5	74	8.1%	2	2.7%	\$688
3	1.5	5	0.5%	0	0.0%	\$825
3	2	109	11.9%	2	1.8%	\$922
3	2.5	23	2.5%	0	0.0%	\$958
TOTAL		918	100.0%	15	1.6%	
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	28	9.6%	0	0.0%	\$580
2	2	105	36.0%	0	0.0%	\$674
3	2	159	54.5%	2	1.3%	\$789
TOTAL		292	100.0%	2	0.7%	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
0	1	118	24.1%	0	0.0%	N.A.
1	1	99	20.2%	0	0.0%	N.A.
2	1	80	16.4%	0	0.0%	N.A.
3	1	72	14.7%	0	0.0%	N.A.
3	1.5	54	11.0%	0	0.0%	N.A.
4	1.5	15	3.1%	0	0.0%	N.A.
4	2	31	6.3%	0	0.0%	N.A.
5	1.5	10	2.0%	0	0.0%	N.A.
5	2	10	2.0%	0	0.0%	N.A.
TOTAL		489	100.0%	0	0.0%	
GRAND TOTAL		1,699	-	17	1.0%	

DISTRIBUTION OF UNITS BY BEDROOM

NON-SUBSIDIZED



SUBSIDIZED



SURVEY OF PROPERTIES - GRAY, GEORGIA

1 Gray Garden Apts. (Site)			
	Address 200 Eatonton Hwy. Gray, GA 31032	Phone (478) 986-9494 (Contact in person)	Total Units 56
	Year Built 1981 Comments HUD Section 8; RD 515,no RA; Square footage estimated	Contact Evelyn	Vacancies 0 Occupied 100.0% Floors 1, 2 Quality Rating C
			Waiting List 25 households
2 Water Tower Park Senior Village			
	Address 140 Senior Center Way Gray, GA 31032	Phone (478) 221-3055 (Contact in person)	Total Units 72
	Year Built 2016 Comments 50% & 60% AMHI; HCV (3 units); Opened 7/2016, began preleasing 3/2016; Square footage estimated	Contact Denise	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A- Senior Restricted (55+) Waiting List
			None
3 Grayson Glen			
	Address 151 India Woods Dr. Gray, GA 31032	Phone (478) 746-1421 (Contact in person)	Total Units 56
	Year Built 1996 Comments Does not accept HCV	Contact Sandy	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B- Single-Family Homes Waiting List
			None
4 Davis Homes			
	Address 905 Main St. Macon, GA 31217	Phone (478) 752-5157 (Contact in person)	Total Units 184
	Year Built 1970 Renovated 1995 Comments Public Housing; Square footage estimated	Contact Jan	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C
			Waiting List 5 years
5 Highland Hills			
	Address 2275 Gray Hwy. Macon, GA 31211	Phone (478) 254-7257 (Contact in person)	Total Units 240
	Year Built 1971 Comments HCV (approx. 48 units); Garden units have fireplace; One 4-br manager unit not included in total	Contact Johnnie	Vacancies 10 Occupied 95.8% Floors 2,3 Quality Rating B+
Rent Special 1st month's rent \$199			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 - GRAY, GEORGIA

6 Latanya Village (Family & Senior)			
	Address 2565 Millerfield Rd. Macon, GA 31217	Phone (478) 743-3244 (Contact in person)	Total Units 50
	Year Built 1981 Comments HUD Section 8; Four 2-br garden units designated senior	Contact Ms. Holmes	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C+ Senior Restricted (62+) Waiting List 4-6 months
7 McAfee Towers			
	Address 1212 Gray Hwy. Macon, GA 31208	Phone (478) 752-5157 (Contact in person)	Total Units 199
	Year Built 1971 Renovated 2007 Comments HUD Section 8; 0 & 1-br unit mix estimated	Contact Jan	Vacancies 0 Occupied 100.0% Floors 11 Quality Rating B- Senior Restricted (50+) Waiting List 5 years
8 Overlook Gardens			
	Address 1605 Clinton Rd. Macon, GA 31208	Phone (478) 743-0577 (Contact in person)	Total Units 184
	Year Built 1987 Comments Does not accept HCV; Rent range based on floor level	Contact Liz	Vacancies 3 Occupied 98.4% Floors 2 Quality Rating B+ Waiting List None
9 Adrian on Riverside			
	Address 5243 Riverside Dr. Macon, GA 31210	Phone (478) 476-4764 (Contact in person)	Total Units 224
	Year Built 2003 Comments Does not accept HCV; Rents change daily	Contact Melissa	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating A- Waiting List None
10 Legacy Park Apts.			
	Address 153 E. Clinton St. Gray, GA 31032	Phone (478) 986-3270 (Contact in person)	Total Units 70
	Year Built 1972 Renovated 1998 Comments HCV (1 unit, no longer accepts)	Contact Bryan	Vacancies 0 Occupied 100.0% Floors 1, 2 Quality Rating B+ Waiting List 12 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

SURVEY OF PROPERTIES - GRAY, GEORGIA

11 Vistas			
	Address 4150 Arkwright Rd. Macon, GA 31210	Phone (478) 477-3878 (Contact in person)	Total Units 144
	Year Built 1986	Contact Kendal	Vacancies 2
	Comments Does not accept HCV; 2nd floor units have fireplace; Rent range based on floor level; Rents change daily; Year built & unit mix estimated		Occupied 98.6%
			Floors 2
			Quality Rating A-
			Waiting List None
12 River Walk Apts.			
	Address 5578 Riverside Dr. Macon, GA 31210	Phone (478) 474-4714 (Contact in person)	Total Units 152
	Year Built 1993	Contact Sonya	Vacancies 2
	Comments 60% AMHI; Accepts HCV; Rent range based on renovated units		Occupied 98.7%
			Floors 2
			Quality Rating B
			Waiting List None
13 Dulles Park			
	Address 220 Old Clinton Rd. Gray, GA 31032	Phone (478) 986-1020 (Contact in person)	Total Units 68
	Year Built 2005	Contact Tracie	Vacancies 0
	Comments 30%, 50% & 60% AMHI; Accepts HCV; Buildings are on a hill, 2nd floor units may enter from back which is at ground level		Occupied 100.0%
			Floors 1,2
			Quality Rating B+
			Senior Restricted (55+) Waiting List 12 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 - GRAY, 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		\$373 to \$468	\$434 to \$548						
3			\$625	\$750					
5		\$563	\$633	\$773			\$603	\$853	
8		\$529 to \$549	\$604 to \$725	\$764 to \$825					
9		\$868 to \$888	\$956 to \$1100	\$1246					
10		\$520	\$610 to \$650				\$650	\$720	
11		\$740	\$824 to \$860						
12				\$715 to \$800					
13		\$194 to \$478	\$201 to \$545	\$207 to \$600					

◆	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 - GRAY, GEORGIA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
5	Highland Hills	1	840 to 922	\$627	\$0.68 to \$0.75
8	Overlook Gardens	1	733	\$631 to \$651	\$0.86 to \$0.89
9	Adrian on Riverside	1	850 to 970	\$932 to \$952	\$0.98 to \$1.10
10	Legacy Park Apts.	1	600	\$584	\$0.97
11	Vistas	1	885	\$857	\$0.97
◆ 2	Water Tower Park Senior Village	1	750	\$490 to \$585	\$0.65 to \$0.78
◆ 13	Dulles Park	1	890	\$296 to \$580	\$0.33 to \$0.65
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
3	Grayson Glen	2	1100 to 1200	\$754	\$0.63 to \$0.69
5	Highland Hills	2	1175 to 1187	\$715	\$0.60 to \$0.61
		2.5	1142 to 1298	\$688	\$0.53 to \$0.60
8	Overlook Gardens	1	971	\$733 to \$754	\$0.75 to \$0.78
		2	1094	\$793 to \$854	\$0.72 to \$0.78
9	Adrian on Riverside	1 to 2	1178 to 1386	\$1038 to \$1182	\$0.85 to \$0.88
10	Legacy Park Apts.	1.5 to 2	700 to 1000	\$692 to \$735	\$0.74 to \$0.99
11	Vistas	1	1329	\$968	\$0.73
		2	1065 to 1196	\$974 to \$1004	\$0.84 to \$0.91
◆ 2	Water Tower Park Senior Village	2	1050	\$578 to \$692	\$0.55 to \$0.66
◆ 13	Dulles Park	2	1140	\$330 to \$674	\$0.29 to \$0.59
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
3	Grayson Glen	2	1300	\$908	\$0.70
5	Highland Hills	2	1257	\$874	\$0.70
		2.5	1493 to 1798	\$958	\$0.53 to \$0.64
8	Overlook Gardens	2	1255	\$922 to \$983	\$0.73 to \$0.78
9	Adrian on Riverside	2	1438	\$1347	\$0.94
10	Legacy Park Apts.	1.5 to 2	1000	\$825	\$0.83
12	River Walk Apts.	2	1371	\$789 to \$874	\$0.58 to \$0.64
◆ 13	Dulles Park	2	1335	\$365 to \$758	\$0.27 to \$0.57

◆	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 - GRAY, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.90	\$0.78	\$0.77
TOWNHOUSE	\$0.00	\$0.67	\$0.66

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.65	\$0.60	\$0.60
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.87	\$0.75	\$0.67
TOWNHOUSE	\$0.00	\$0.67	\$0.66

TAX CREDIT UNITS - GRAY, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 13	Dulles Park	2	890	1	30%	\$194
◆ 2	Water Tower Park Senior Village	6	750	1	50%	\$373
◆ 13	Dulles Park	1	890	1	50%	\$401
◆ 2	Water Tower Park Senior Village	6	750	1	60%	\$468
◆ 13	Dulles Park	13	890	1	60%	\$478
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 13	Dulles Park	3	1140	2	30%	\$201
◆ 2	Water Tower Park Senior Village	13	1050	2	50%	\$434
◆ 13	Dulles Park	10	1140	2	50%	\$461
◆ 13	Dulles Park	32	1140	2	60%	\$545
◆ 2	Water Tower Park Senior Village	47	1050	2	60%	\$548
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 13	Dulles Park	1	1335	2	30%	\$207
◆ 13	Dulles Park	1	1335	2	50%	\$543
◆ 13	Dulles Park	5	1335	2	60%	\$600
12	River Walk Apts.	152	1371	2	60%	\$715 - \$800

◆ - Senior Restricted

QUALITY RATING - GRAY, GEORGIA

MARKET-RATE PROJECTS AND UNITS

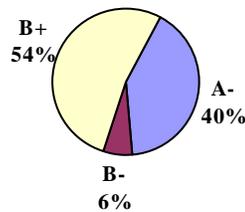
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	2	368	0.5%		\$932	\$1,038	\$1,347	
B+	3	494	2.6%		\$627	\$715	\$958	
B-	1	56	0.0%			\$754	\$908	

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

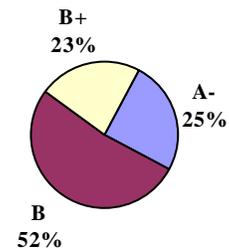
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	1	72	0.0%		\$490	\$692		
B+	1	68	0.0%		\$580	\$674	\$758	
B	1	152	1.3%				\$789	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - GRAY, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	2	310	10	3.2%	310	25.6%
1980 to 1989	2	328	5	1.5%	638	27.1%
1990 to 1999	2	208	2	1.0%	846	17.2%
2000 to 2005	2	292	0	0.0%	1138	24.1%
2006 to 2010	0	0	0	0.0%	1138	0.0%
2011	0	0	0	0.0%	1138	0.0%
2012	0	0	0	0.0%	1138	0.0%
2013	0	0	0	0.0%	1138	0.0%
2014	0	0	0	0.0%	1138	0.0%
2015	0	0	0	0.0%	1138	0.0%
2016	1	72	0	0.0%	1210	6.0%
2017**	0	0	0	0.0%	1210	0.0%
TOTAL	9	1210	17	1.4%	1210	100.0 %

YEAR RENOVATED - GRAY, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	1	70	0	0.0%	70	100.0%
2000 to 2005	0	0	0	0.0%	70	0.0%
2006 to 2010	0	0	0	0.0%	70	0.0%
2011	0	0	0	0.0%	70	0.0%
2012	0	0	0	0.0%	70	0.0%
2013	0	0	0	0.0%	70	0.0%
2014	0	0	0	0.0%	70	0.0%
2015	0	0	0	0.0%	70	0.0%
2016	0	0	0	0.0%	70	0.0%
2017**	0	0	0	0.0%	70	0.0%
TOTAL	1	70	0	0.0%	70	100.0 %

Note: The upper table (Year Built) includes all of the units included in the lower table.

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

** As of July 2017

APPLIANCES AND UNIT AMENITIES - GRAY, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	9	100.0%	1,210
REFRIGERATOR	9	100.0%	1,210
ICEMAKER	2	22.2%	368
DISHWASHER	9	100.0%	1,210
DISPOSAL	7	77.8%	1,002
MICROWAVE	3	33.3%	364
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	9	100.0%	1,210
AC - WINDOW	0	0.0%	
FLOOR COVERING	9	100.0%	1,210
WASHER/DRYER	1	11.1%	72
WASHER/DRYER HOOK-UP	9	100.0%	1,210
PATIO/DECK/BALCONY	8	88.9%	1,066
CEILING FAN	7	77.8%	900
FIREPLACE	2	22.2%	384
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	1	11.1%	224
WINDOW TREATMENTS	9	100.0%	1,210
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	1	11.1%	68

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

PROJECT AMENITIES - GRAY, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	5	55.6%	944
ON-SITE MANAGEMENT	8	88.9%	1,154
LAUNDRY	6	66.7%	1,012
CLUB HOUSE	5	55.6%	772
MEETING ROOM	2	22.2%	296
FITNESS CENTER	5	55.6%	660
JACUZZI/SAUNA	1	11.1%	224
PLAYGROUND	4	44.4%	704
COMPUTER LAB	3	33.3%	364
SPORTS COURT	4	44.4%	720
STORAGE	0	0.0%	
LAKE	1	11.1%	224
ELEVATOR	0	0.0%	
SECURITY GATE	3	33.3%	476
BUSINESS CENTER	2	22.2%	408
CAR WASH AREA	1	11.1%	224
PICNIC AREA	6	66.7%	1,012
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	1	11.1%	68

DISTRIBUTION OF UTILITIES - GRAY, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
LANDLORD			
ELECTRIC	1	199	11.7%
TENANT			
ELECTRIC	9	1,114	65.6%
GAS	3	386	22.7%
			100.0%
COOKING FUEL			
LANDLORD			
ELECTRIC	1	199	11.7%
TENANT			
ELECTRIC	9	1,114	65.6%
GAS	3	386	22.7%
			100.0%
HOT WATER			
LANDLORD			
ELECTRIC	1	199	11.7%
TENANT			
ELECTRIC	9	1,114	65.6%
GAS	3	386	22.7%
			100.0%
ELECTRIC			
LANDLORD	1	199	11.7%
TENANT	12	1,500	88.3%
			100.0%
WATER			
LANDLORD	8	1,175	69.2%
TENANT	5	524	30.8%
			100.0%
SEWER			
LANDLORD	8	1,175	69.2%
TENANT	5	524	30.8%
TRASH PICK-UP			
LANDLORD	11	1,483	87.3%
TENANT	2	216	12.7%
			100.0%

UTILITY ALLOWANCE - GRAY, 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

8 Overlook Gardens

12.9 miles to site



Address	1605 Clinton Rd. Macon, GA 31208		
Phone	(478) 743-0577	Contact	Liz
Total Units	184	Vacancies	3
		Percent Occupied	98.4%
Project Type	Market-Rate		
Year Open	1987	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Does not accept HCV; Rent range based on floor level		

Features and Utilities

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

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	48	0	733	\$0.72 - \$0.75	\$529 to \$549
2	1	G	28	0	971	\$0.62 - \$0.64	\$604 to \$625
2	2	G	48	1	1094	\$0.61 - \$0.66	\$664 to \$725
3	2	G	60	2	1255	\$0.61 - \$0.66	\$764 to \$825

9

Adrian on Riverside

21.9 miles to site



Address	5243 Riverside Dr. Macon, GA 31210		
Phone	(478) 476-4764	Contact	Melissa
Total Units	224	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2003	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A-	Neighborhood Rating	B
Remarks	Does not accept HCV; Rents change daily		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Security System, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Meeting Room, Fitness Center, Jacuzzi, Playground, Lake, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Business Center, Theater

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	
1	1	G	48	0	850 to 970	\$0.92 - \$1.02	\$868 to \$888	
2	1 to 2	G	160	0	1178 to 1386	\$0.79 - \$0.81	\$956 to \$1100	
3	2	G	16	0	1438	\$0.87	\$1246	

10 Legacy Park Apts.

0.8 miles to site



Address	153 E. Clinton St. Gray, GA 31032		
Phone	(478) 986-3270	Contact	Bryan
Total Units	70	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1972	Renovated	1998
		Floors	1, 2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	12 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	HCV (1 unit, no longer accepts)		



Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Wood Flooring, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds
Project Amenities	On-site Management, Walking Trails

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	20	0	600	\$0.87	\$520
2	1.5 to 2	T	20	0	700	\$0.93	\$650
2	1.5 to 2	G	20	0	1000	\$0.61 - \$0.65	\$610 to \$650
3	1.5 to 2	T	10	0	1000	\$0.72	\$720

11 Vistas

19.8 miles to site



Address 4150 Arkwright Rd.
Macon, GA 31210

Phone (478) 477-3878 **Contact** Kendal

Total Units 144 **Vacancies** 2 **Percent Occupied** 98.6%

Project Type Market-Rate

Year Open 1986 **Floors** 2

Concessions No Rent Specials

Parking Surface Parking

Waiting List NONE

Quality Rating A- **Neighborhood Rating** B

Remarks Offers Tennis; Does not accept HCV; 2nd floor units have fireplace; Rent range based on floor level; Rents change daily; Year built & unit mix estimated



Features and Utilities

- Utilities** No landlord paid utilities
- Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Fireplace, Blinds, Sunroom
- Project Amenities** Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Picnic Area, Coffee Bar

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	
1	1	G	35	1	885	\$0.84	\$740	
2	1	G	23	0	1329	\$0.62	\$824	
2	2	G	34	1	1196	\$0.72	\$860	
2	2	G	52	0	1065	\$0.78	\$830	

910 Bristol Park

22.8 miles to site



Address	105 Bass Plantation Dr. Macon, GA 31210		
Phone	(478) 477-1477	Contact	Melissa
Total Units	160	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2002	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; Higher rent on units with sunroom		

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, Sunroom
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Storage, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Theater

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	32	0	800	\$0.94 - \$0.98	\$755 to \$780
2	1 to 2	G	112	0	1152 to 1212	\$0.73 - \$0.76	\$845 to \$915
3	2	G	16	0	1332	\$0.80	\$1070

902 Waterford Place

19.6 miles to site



Address	131 N. Pickens St. Milledgeville, GA 31061		
Phone	(800) 548-2546	Contact	Stephanie
Total Units	80	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2003	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	20 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	Market-rate (16 units); 50% & 60% AMH (64 units); HCV (3 units); Unit mix estimated		

Features and Utilities

Utilities	Landlord pays 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, Club House, Meeting Room, Playground, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	3	0	830	\$0.58	\$485	
1	1	G	3	0	830	\$0.45	\$370	60%
1	1	G	10	0	830	\$0.45	\$370	50%
2	2	G	8	0	1010	\$0.55	\$560	
2	2	G	8	0	1010	\$0.43	\$438	60%
2	2	G	24	0	1010	\$0.43	\$438	50%
3	2	G	5	0	1220	\$0.52	\$630	
3	2	G	4	0	1220	\$0.41	\$506	60%
3	2	G	15	0	1220	\$0.41	\$506	50%

12 River Walk Apts.

21.7 miles to site



Address	5578 Riverside Dr. Macon, GA 31210		
Phone	(478) 474-4714	Contact	Sonya
Total Units	152	Vacancies	2
		Percent Occupied	98.7%
Project Type	Tax Credit		
Year Open	1993	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	60% AMHI; Accepts HCV; Rent range based on renovated units		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, 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, Picnic Area, Nature Trails

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
3	2	G	152	2	1371	\$0.52 - \$0.58	\$715 to \$800	60%

901 Edgewood Park Apts.

20.5 miles to site



Address 2671 N. Columbia St.
Milledgeville, GA 31061

Phone (478) 452-1806 **Contact** Pam

Total Units 61 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Tax Credit

Year Open 1996 **Floors** 1,3

Concessions No Rent Specials

Parking Surface Parking

Waiting List 3-6 months

Quality Rating B **Neighborhood Rating** B

Remarks 50% & 60% AMHI; HCV (3 units)

**Features and Utilities**

Utilities Landlord pays Water, Sewer, Trash
Unit Amenities Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities On-site Management, Laundry Facility, Club House, Meeting Room, Fitness Center, Playground, Sports Court, Storage, Picnic Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	3	0	650	\$0.62	\$400	50%
2	2	G	40	0	987	\$0.47	\$468	50%
3	2	G	18	0	1153	\$0.51	\$585	60%

903 Pinewood Park

20.3 miles to site



Address 4755 Mercer University Dr.
Macon, GA 31210

Phone (478) 314-1900 **Contact** Shannon

Total Units 148 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Tax Credit

Year Open 2006 **Floors** 2,3

Concessions No Rent Specials

Parking Surface Parking

Waiting List 1-2 years

Quality Rating B+ **Neighborhood Rating** B+

Remarks 30%, 50% & 60% AMHI; HCV (48 units)



Features and Utilities

Utilities Landlord pays Trash
Unit Amenities Refrigerator, 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, Fitness Center, Playground, Security Gate, Computer Lab, Picnic Area

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	4	0	846	\$0.62	\$525	60%
1	1	G	28	0	846	\$0.51	\$429	50%
1	1	G	3	0	846	\$0.27	\$225	30%
2	2	G	16	0	1186	\$0.51	\$603	60%
2	2	G	53	0	1186	\$0.43	\$514	50%
2	2	G	7	0	1186	\$0.23	\$269	30%
3	2	G	8	0	1373	\$0.55	\$761	60%
3	2	G	23	0	1373	\$0.43	\$586	50%
3	2	G	6	0	1373	\$0.22	\$299	30%

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.



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

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

RENT ROLL DETAIL

As of 06/30/2017

Parameters:

Details

Unit	Floorplan	Unit Designation	SQFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Sub Journal	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	Balance
A 1	3TH	N/A	500	Occupied	Phelps, Shanitria	03/28/2016	03/28/2016	03/31/2017	614.00	RESIDENT RENT	269.00	0.00	269.00	248.00	623.00
										SUBSIDY SUBRENT	345.00	0.00	345.00	0.00	0.00
A 2	3TH	N/A	500	Occupied	CARVER, MELANIE	11/19/2014	11/19/2014	10/31/2015	614.00	RESIDENT RENT	6.00	0.00	6.00	0.00	(3.00)
										SUBSIDY SUBRENT	608.00	0.00	608.00	0.00	(420.00)
A 3	3TH	N/A	500	Occupied	JETT, CLIFFORD	12/04/2014	12/04/2014	11/30/2015	614.00	RESIDENT RENT	303.00	0.00	303.00	0.00	2,690.00
										SUBSIDY SUBRENT	311.00	0.00	311.00	0.00	0.00
A 4	3TH	N/A	500	Occupied	PITTS, SHANDRA	06/06/2014	06/01/2015	05/31/2016	614.00	RESIDENT RENT	71.00	0.00	71.00	0.00	(463.00)
										SUBSIDY SUBRENT	543.00	0.00	543.00	0.00	0.00
A 5	3TH	N/A	500	Occupied	JOHNSON, STACY	02/02/2012	02/01/2015	01/31/2016	614.00	RESIDENT RENT	402.00	0.00	402.00	159.00	363.00
										SUBSIDY SUBRENT	212.00	0.00	212.00	0.00	45.00
A 6	3TH	N/A	500	Occupied	DENNY, TRACY	10/05/2012	10/01/2014	09/30/2015	614.00	RESIDENT RENT	242.00	0.00	242.00	50.00	(622.00)
										SUBSIDY SUBRENT	372.00	0.00	372.00	0.00	0.00
B 1	2TH	N/A	500	Occupied	WOODS, COTELLA	04/16/2014	04/01/2015	03/31/2016	569.00	RESIDENT RENT	569.00	0.00	569.00	278.00	847.00
B 2	2TH	N/A	500	Occupied	Pitts, Mytisha	06/02/2017	06/02/2017	05/31/2018	569.00	RESIDENT RENT	57.00	0.00	57.00	158.00	(2.00)
										SUBSIDY SUBRENT	512.00	0.00	512.00	0.00	495.00
B 3	2TH	N/A	500	Occupied	Pitts, Latrenda	06/03/2008	06/01/2015	05/31/2016	569.00	RESIDENT RENT	262.00	0.00	262.00	209.00	(309.00)
										SUBSIDY SUBRENT	307.00	0.00	307.00	0.00	0.00
B 4	2TH	N/A	500	Occupied	Rushin, ReShanda	07/01/2009	07/01/2015	06/30/2016	569.00	RESIDENT RENT	19.00	0.00	19.00	309.00	518.50
										SUBSIDY SUBRENT	550.00	0.00	550.00	0.00	0.00
B 5	2TH	N/A	500	Occupied	Brown, Anthony Brown	08/17/2016	08/17/2016	08/31/2017	569.00	RESIDENT RENT	28.00	0.00	28.00	129.00	22.00
										SUBSIDY SUBRENT	541.00	0.00	541.00	0.00	(263.00)
B 6	2TH	N/A	500	Occupied	Loyd, Tommie	11/01/2010	11/01/2014	10/31/2015	569.00	RESIDENT RENT	95.00	0.00	95.00	202.00	418.00
										SUBSIDY SUBRENT	474.00	0.00	474.00	0.00	0.00
C 1	3TH	N/A	500	Occupied	Burney, ALyssa	08/03/2016	08/03/2016	07/31/2017	614.00	RESIDENT RENT	199.00	0.00	199.00	71.00	(94.00)
										SUBSIDY SUBRENT	415.00	0.00	415.00	0.00	0.00
C 2	3TH	N/A	500	Occupied	Lattimore, Shanita	08/20/2007	08/01/2015	07/31/2016	614.00	RESIDENT RENT	33.00	0.00	33.00	52.00	33.00
										SUBSIDY SUBRENT	581.00	0.00	581.00	0.00	0.00
C 3	3TH	N/A	500	Occupied	HART, CATHERINE	11/13/2003	11/01/2014	10/31/2015	614.00	RESIDENT RENT	15.00	0.00	15.00	59.00	(85.00)

* Indicates amounts not included in detail totals

RENT ROLL DETAIL

As of 06/30/2017

Parameters:

Details

Unit	Floorplan	Unit Designation	SQFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Sub Journal	Trans Code	Lease Rent	Other Charges/ Credits	Total Billing	Dep On Hand	Balance
C 4	3TH	N/A	500	Occupied	Pitts, Deon	01/01/2017	01/01/2017	12/31/2017	614.00	SUBSIDY SUBRENT	599.00	0.00	599.00	0.00	0.00
										RESIDENT UTILREIMB	0.00	(120.00)	(120.00)	0.00	(162.00)
										SUBSIDY SUBRENT	614.00	0.00	734.00	0.00	1,194.00
C 5	3TH	N/A	500	Occupied	Lattomore, Latonya	12/21/2007	12/01/2014	11/30/2015	614.00	RESIDENT RENT	15.00	0.00	15.00	290.00	(92.00)
										SUBSIDY SUBRENT	599.00	0.00	599.00	0.00	(7.00)
										SUBSIDY UTAC	0.00	120.00			
C 6	3TH	N/A	500	Occupied	PITTS, JAKERRA	12/23/2014	01/01/2015	12/31/2015	614.00	RESIDENT UTILREIMB	0.00	(24.00)	(24.00)	0.00	(305.00)
										SUBSIDY SUBRENT	614.00	0.00	638.00	0.00	(58.00)
										SUBSIDY UTAC	0.00	24.00			
D 1	3TH	N/A	500	Occupied	LATTIMORE, VICTORIA	01/02/2016	01/02/2016	12/31/2016	614.00	RESIDENT UTILREIMB	0.00	(120.00)	(120.00)	50.00	845.00
										SUBSIDY SUBRENT	614.00	0.00	734.00	0.00	0.00
										SUBSIDY UTAC	0.00	120.00			
D 2	3TH	N/A	500	Occupied	STEWART, CHRISTY	08/18/2006	08/01/2015	07/31/2016	614.00	RESIDENT RENT	51.00	0.00	51.00	25.00	(162.00)
										SUBSIDY SUBRENT	563.00	0.00	563.00	0.00	0.00
										SUBSIDY UTAC	0.00	79.00			
D 3	3TH	N/A	500	Occupied	TURNER, SHANNA	06/12/2015	06/12/2015	05/31/2016	614.00	RESIDENT RENT	37.00	0.00	37.00	202.00	(37.00)
										SUBSIDY SUBRENT	577.00	0.00	577.00	0.00	0.00
										SUBSIDY UTAC	0.00	79.00			
D 4	3TH	N/A	500	Occupied	Hambrick, Chandra	02/04/2010	02/01/2015	01/31/2016	614.00	RESIDENT UTILREIMB	0.00	(79.00)	(79.00)	36.00	20.00
										SUBSIDY SUBRENT	614.00	0.00	693.00	0.00	0.00
										SUBSIDY UTAC	0.00	79.00			
D 5	3TH	N/A	500	Occupied	HUDSON, CHAD	03/03/2015	03/03/2015	02/29/2016	614.00	RESIDENT RENT	240.00	0.00	240.00	220.00	223.00
										SUBSIDY SUBRENT	374.00	0.00	374.00	0.00	0.00
										SUBSIDY UTAC	0.00	79.00			
D 6	3TH	N/A	500	Occupied	JACKSON, BELINDA	12/17/2009	12/01/2014	11/30/2015	614.00	RESIDENT UTILREIMB	0.00	(120.00)	(120.00)	50.00	(1,097.00)
										SUBSIDY SUBRENT	614.00	0.00	734.00	0.00	192.00
										SUBSIDY UTAC	0.00	120.00			
E 1	3TH	N/A	500	Occupied	AXOM, KATIE	07/26/2013	07/01/2015	06/30/2016	614.00	RESIDENT RENT	120.00	0.00	120.00	223.00	(81.00)
										SUBSIDY SUBRENT	494.00	0.00	494.00	0.00	0.00
										SUBSIDY UTAC	0.00	120.00			
E 2	3TH	N/A	500	Occupied	SUTTON, MARY	12/22/2006	12/01/2014	11/30/2015	614.00	RESIDENT UTILREIMB	0.00	(115.00)	(115.00)	84.00	(627.00)
										SUBSIDY SUBRENT	614.00	0.00	729.00	0.00	90.00
										SUBSIDY UTAC	0.00	115.00			

* Indicates amounts not included in detail totals

RENT ROLL DETAIL

As of 06/30/2017

Parameters:

Details

Unit	Floorplan	Unit Designation	SQFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Sub Journal	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	Balance
E 3	3TH	N/A	500	Occupied	Pitts, Stacey	08/19/2016	08/19/2016	08/31/2017	614.00	RESIDENT UTILREIMB	0.00	(120.00)	(120.00)	356.00	(126.00)
										SUBSIDY SUBRENT	614.00	0.00	734.00	0.00	0.00
										SUBSIDY UTAC	0.00	120.00			
E 4	3TH	N/A	500	Occupied	BURNEY, KASHAITA	08/11/2006	08/01/2015	07/31/2016	614.00	RESIDENT UTILREIMB	0.00	(120.00)	(120.00)	122.00	(65.00)
										SUBSIDY SUBRENT	614.00	0.00	734.00	0.00	0.00
										SUBSIDY UTAC	0.00	120.00			
E 5	3TH	N/A	500	Occupied	GRISWOLD, ESTER	07/23/1990	07/01/2015	06/30/2016	614.00	RESIDENT RENT	23.00	0.00	23.00	102.00	(12.00)
										SUBSIDY SUBRENT	591.00	0.00	591.00	0.00	0.00
E 6	3TH	N/A	500	Occupied	HARVEY, CONNIE	04/17/2017	04/17/2017	05/30/2017	614.00		0.00	0.00	0.00	0.00	0.00
										RESIDENT	0.00	0.00		191.00	(59.00)
										SUBSIDY	0.00	0.00		0.00	(935.00)
F 1	2TH	N/A	500	Occupied	Howell, Alicia	10/16/2008	10/01/2014	09/30/2015	569.00	RESIDENT UTILREIMB	0.00	(72.00)	(72.00)	243.00	(340.00)
										SUBSIDY SUBRENT	569.00	0.00	641.00	0.00	0.00
										SUBSIDY UTAC	0.00	72.00			
F 2	2TH	N/A	500	Occupied	PITTS, FELICIA	02/01/2012	02/01/2015	01/31/2016	569.00	RESIDENT RENT	98.00	0.00	98.00	209.00	(114.00)
										SUBSIDY SUBRENT	471.00	0.00	471.00	0.00	(110.00)
F 3	2TH	N/A	500	Occupied	HURT, SHAKURA	09/19/2014	09/01/2015	08/31/2016	569.00	RESIDENT UTILREIMB	0.00	(63.00)	(63.00)	0.00	(150.00)
										SUBSIDY SUBRENT	569.00	0.00	632.00	0.00	292.00
										SUBSIDY UTAC	0.00	63.00			
F 4	2TH	N/A	500	Occupied	Gibbs, Shametrics	02/01/2015	02/01/2015	01/31/2016	569.00	RESIDENT RENT	272.00	0.00	272.00	0.00	323.00
										SUBSIDY SUBRENT	297.00	0.00	297.00	0.00	(218.00)
F 5	2TH	N/A	500	Occupied	LUCAS, OLIVIA	04/02/2012	04/01/2015	03/31/2016	569.00	RESIDENT RENT	140.00	0.00	140.00	0.00	(12.00)
										SUBSIDY SUBRENT	429.00	0.00	429.00	0.00	0.00
F 6	2TH	N/A	500	Occupied	BOYER, RONISHA	09/12/2013	09/01/2015	08/31/2016	569.00	RESIDENT RENT	365.00	0.00	365.00	177.00	1,786.00
										SUBSIDY SUBRENT	204.00	0.00	204.00	0.00	0.00
G 1	2TH	N/A	500	Occupied	Stewart, Deandre	06/06/2016	06/06/2016	05/31/2017	569.00	RESIDENT RENT	139.00	0.00	139.00	207.00	258.00
										SUBSIDY SUBRENT	430.00	0.00	430.00	0.00	0.00
G 2	2TH	N/A	500	Occupied	LINDEMANN, BRITTANY	03/01/2016	03/01/2016	02/28/2017	569.00	RESIDENT UTILREIMB	0.00	(76.00)	(76.00)	326.00	311.00
										SUBSIDY SUBRENT	569.00	0.00	645.00	0.00	0.00
										SUBSIDY UTAC	0.00	76.00			

* Indicates amounts not included in detail totals

RENT ROLL DETAIL

As of 06/30/2017

Parameters:

Details

Unit	Floorplan	Unit Designation	SQFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Sub Journal	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	Balance
G 3	2TH	N/A	500	Occupied	Collins, Leandrea	04/05/2016	04/05/2016	03/31/2017	569.00	RESIDENT RENT	105.00	0.00	105.00	50.00	105.00
										SUBSIDY SUBRENT	464.00	0.00	464.00	0.00	0.00
G 4	2TH	N/A	500	Occupied	Mitchell, Roleeta	12/13/2015	12/13/2015	12/31/2016	569.00	RESIDENT UTILREIMB	0.00	(65.00)	(65.00)	0.00	(183.00)
										SUBSIDY SUBRENT	569.00	0.00	634.00	0.00	0.00
										SUBSIDY UTAC	0.00	65.00			
G 5	2TH	N/A	500	Occupied	Kelley, Kayla	05/15/2013	05/01/2015	04/30/2016	569.00	RESIDENT RENT	567.00	0.00	567.00	297.00	394.00
										SUBSIDY SUBRENT	2.00	0.00	2.00	0.00	1,030.00
G 6	2TH	N/A	500	Occupied	Pitts, Markesha	12/21/2015	12/21/2015	12/31/2016	569.00	RESIDENT UTILREIMB	0.00	(34.00)	(34.00)	0.00	(69.00)
										SUBSIDY SUBRENT	569.00	0.00	603.00	0.00	2,383.00
										SUBSIDY UTAC	0.00	34.00			
H 1	1A	N/A	500	Occupied	PITTS, VALORIE	10/01/2013	10/01/2014	09/30/2015	550.00	RESIDENT RENT	81.00	0.00	81.00	203.00	(57.00)
										SUBSIDY SUBRENT	469.00	0.00	469.00	0.00	0.00
H 2	1A	N/A	500	Occupied	LATTIMORE, SUSAN	06/06/2003	06/01/2015	05/31/2016	550.00	RESIDENT RENT	100.00	0.00	100.00	223.00	(105.33)
										SUBSIDY SUBRENT	450.00	0.00	450.00	0.00	0.00
H 3	1A	N/A	500	Occupied	RUTHERFORD, AUSTIN	09/01/1998	09/01/2015	08/31/2016	550.00	RESIDENT RENT	129.00	0.00	129.00	138.00	(98.00)
										SUBSIDY SUBRENT	421.00	0.00	421.00	0.00	0.00
H 4	1A	N/A	500	Occupied	AVERY, MARY	05/16/2014	05/01/2015	04/30/2016	550.00	RESIDENT RENT	227.00	0.00	227.00	206.00	144.00
										SUBSIDY SUBRENT	323.00	0.00	323.00	0.00	0.00
I 1	1A	N/A	500	Occupied	May, Lisa	02/01/2016	02/01/2016	01/31/2017	550.00	RESIDENT RENT	186.00	0.00	186.00	52.00	(256.00)
										SUBSIDY SUBRENT	364.00	0.00	364.00	0.00	0.00
I 2	1A	N/A	500	Occupied	POUNDS, WILLIE	06/08/2015	06/08/2015	05/31/2016	550.00	RESIDENT RENT	232.00	0.00	232.00	279.00	85.00
										SUBSIDY SUBRENT	318.00	0.00	318.00	0.00	0.00
I 3	1A	N/A	500	Admin/Down	VACANT				550.00		0.00 *	0.00 *			
I 4	1A	N/A	500	Occupied	PITTS, WILLIE	03/01/2014	03/01/2015	02/29/2016	550.00	RESIDENT RENT	142.00	0.00	142.00	253.00	212.00
										SUBSIDY SUBRENT	408.00	0.00	408.00	0.00	0.00
J 1	2TH	N/A	500	Occupied	ROSS, BEVERLY	10/13/1992	01/01/2015	12/31/2015	569.00	RESIDENT UTILREIMB	0.00	(76.00)	(76.00)	52.00	(8.00)
										SUBSIDY SUBRENT	569.00	0.00	645.00	0.00	849.00
										SUBSIDY UTAC	0.00	76.00			
J 2	2TH	N/A	500	Occupied	RUSSELL, WHITNEY	09/19/2014	09/01/2015	08/31/2016	569.00	RESIDENT RENT	138.00	0.00	138.00	153.00	27.00
										SUBSIDY SUBRENT	431.00	0.00	431.00	0.00	0.00
J 3	2TH	N/A	500	Occupied	Hogan, Andrea	01/30/2008	01/01/2015	12/31/2015	569.00	RESIDENT RENT	67.00	0.00	67.00	59.00	197.00

* Indicates amounts not included in detail totals

RENT ROLL DETAIL

As of 06/30/2017

Parameters:

Details

Unit	Floorplan	Unit Designation	SQFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Sub Journal	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	Balance
										SUBSIDY SUBRENT	502.00	0.00	502.00	0.00	0.00
J 4	2TH	N/A	500	Occupied	BILLINGS, KENYA	06/06/2006	06/01/2015	05/31/2016	569.00	RESIDENT RENT	283.00	0.00	283.00	232.00	(291.00)
										SUBSIDY SUBRENT	286.00	0.00	286.00	0.00	0.00
J 5	2TH	N/A	500	Occupied	Pitts, Teresa	06/03/2008	06/01/2015	05/31/2016	569.00	RESIDENT UTILREIMB	0.00	(76.00)	(76.00)	28.00	60.00
										SUBSIDY SUBRENT	569.00	0.00	645.00	0.00	0.00
										SUBSIDY UTAC	0.00	76.00			
J 6	2TH	N/A	500	Occupied	RUSSELL, BERNICE	10/09/1985	10/01/2014	09/30/2015	569.00	RESIDENT RENT	569.00	0.00	569.00	50.00	1,065.00
Totals:									32,792.00		31,628.00	0.00	31,628.00	7,312.00	

* Indicates amounts not included in detail totals

RENT ROLL DETAIL

As of 06/30/2017

Parameters:

Amt / SQFT: Market = 28,000 SQFT; Leased = 27,500 SQFT;

Floorplan	# Units	Average SQFT	Market Amt / SQFT	Average Leased	Leased Amt / SQFT	Units Occupied	Occupancy %	Units Available
1A	8	500	550.00	1.10	550.00	7	87.50	0
2TH	24	500	569.00	1.14	569.00	24	100.00	0
3TH	24	500	614.00	1.23	588.42	24	100.00	0
Totals / Averages:	56	500	585.57	1.17	575.05	55	98.21	0

Occupancy and Rents Summary for Current Date

Unit Status	# Units	Potential Rent
Occupied, no NTV	55	31,628.00
Occupied, NTV	0	-
Occupied NTV Leased	0	-
Vacant Leased	0	-
Admin/Down	1	550.00
Vacant Not Leased	0	-
Totals:	56	32,178.00

Summary Billing by Sub Journal for Current Date

Sub Journal	Amount
RESIDENT	5,616.00
SUBSIDY	26,012.00
Total:	31,628.00

Summary Billing by Transaction Code for Current Date

Code	Amount
RENT	6,896.00
SUBRENT	24,732.00
UTAC	1,280.00
UTILREIMB	(1,280.00)
Total:	31,628.00

Addendum F – Achievable Market Rent Analysis

A. INTRODUCTION

We identified four market-rate properties within the Gray Site PMA that we consider comparable in terms of age, unit size (square feet) and/or amenities offered to the subject development. In addition, we selected one property located outside the Site PMA, but within the region, located in Macon. 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 derive achievable market rents, or *Conventional Rents for Comparable Units (CRCU)*, 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 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	Gray Gardens	1981 / 2019	56	100.0%	8 (100.0%)	24 (100.0%)	24 (100.0%)
8	Overlook Gardens	1987	184	98.4%	48 (100.0%)	76 (98.7%)	60 (96.7%)
9	Adrian on Riverside	2003	224	100.0%	48 (100.0%)	160 (100.0%)	16 (100.0%)
10	Legacy Park Apts.	1972 / 1998	70	100.0%	20 (100.0%)	40 (100.0%)	10 (100.0%)
11	Vistas	1986	144	98.6%	35 (97.1%)	109 (99.1%)	-
910	Bristol Park	2002	160	100.0%	32 (100.0%)	112 (100.0%)	16 (100.0%)

Occ. – Occupancy

Map ID 910 is located outside the Site PMA

The five selected market-rate projects have a combined total of 782 units with an overall occupancy rate of 99.4%. None of the comparable properties has an occupancy rate below 98.4%. This demonstrates that these comparable properties have been well received within the market and region and will serve as accurate benchmarks with which to compare to 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 between 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	
Gray Gardens 200 Eatonton Highway Gray, GA		Overlook Gardens 1605 Clinton Rd. Macon, GA		Adrian on Riverside 5243 Riverside Dr. Macon, GA		Legacy Park Apts. 153 E. Clinton St. Gray, GA		Vistas 4150 Arkwright Rd. Macon, GA		Bristol Park 105 Bass Plantation Dr. Macon, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1 \$ Last Rent / Restricted?		\$539		\$868		\$520		\$740		\$755	
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%		100%		100%		97%		100%	
5 Effective Rent & Rent/ sq. ft	▼	\$539	0.74	\$868	1.02	\$520	0.87	\$740	0.84	\$755	0.94
B. Design, Location, Condition											
6 Structure / Stories	R/1	WU/2		WU/2		WU/1, 2		WU/2		WU/2	
7 Yr. Built/Yr. Renovated	1981/2019	1987	\$13	2003	(\$3)	1972/1998	\$15	1986	\$14	2002	(\$2)
8 Condition/Street Appeal	G	G		E	(\$15)	G		E	(\$15)	G	
9 Neighborhood	G	G		G		G		G		G	
10 Same Market?		Yes		Yes		Yes		Yes		No	
C. Unit Equipment/ Amenities											
11 # Bedrooms	1	1		1		1		1		1	
12 # Baths	1	1		1		1		1		1	
13 Unit Interior Sq. Ft.	636	733	(\$21)	850	(\$47)	600	\$8	885	(\$55)	800	(\$36)
14 Balcony/Patio	Y	Y		Y		Y		N	\$5	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/N	N/Y	(\$5)	Y/Y	(\$10)	N/Y	(\$5)	N/Y	(\$5)	N/Y	(\$5)
18 Washer/Dryer	HU	HU/L	(\$5)	HU/L	(\$5)	HU		HU/L	(\$5)	HU/L	(\$5)
19 Floor Coverings	V	C		C		W		C		C	
20 Window Coverings	B	B		B		B		B		B	
21 Secured Entry	N	N		Y	(\$3)	N		N		N	
22 Garbage Disposal	N	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23 Ceiling Fans/Storage	N/Y	Y/N		Y/Y	(\$5)	N/N	\$5	Y/N		Y/N	
D Site Equipment/ Amenities											
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)	Y	(\$5)	N		N		Y	(\$5)
27 Community Space	N	Y	(\$5)	Y	(\$5)	N		Y	(\$5)	Y	(\$5)
28 Pool/Recreation Areas	S	P/S	(\$10)	P/F/J/MT	(\$18)	WT		P/F/S	(\$15)	P/F/S/MT	(\$18)
29 Computer/Business Center	N	Y	(\$3)	Y	(\$3)	N		N		Y	(\$3)
30 Picnic Area	Y	Y		Y		N	\$3	Y		Y	
31 Playground	Y	Y		Y		N	\$3	Y		Y	
32 Social Services	N	N		N		N		N		N	
E. Utilities											
33 Heat (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		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/E		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/Sewer	Y/Y	N/N	\$38	Y/Y		Y/Y		N/N	\$38	Y/Y	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		N/N	\$15	Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D		1	8		12	5	2	2	7		9
41 Sum Adjustments B to D		\$13	(\$59)		(\$124)	\$34	(\$10)	\$19	(\$105)		(\$84)
42 Sum Utility Adjustments		\$38						\$53			
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		(\$8)	\$110	(\$124)	\$124	\$24	\$44	(\$33)	\$177	(\$84)	\$84
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$531		\$744		\$544		\$707		\$671	
45 Adj Rent/Last rent			98%		86%		105%		96%		89%
46 Estimated Market Rent	\$560	\$0.88 ← Estimated Market Rent/ Sq. Ft									

Rent Comparability Grid

Unit Type →

TWO BEDROOM TH

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Gray Gardens 200 Eatonton Highway Gray, GA		Overlook Gardens 1605 Clinton Rd. Macon, GA		Adrian on Riverside 5243 Riverside Dr. Macon, GA		Legacy Park Apts. 153 E. Clinton St. Gray, GA		Vistas 4150 Arkwright Rd. Macon, GA		Bristol Park 105 Bass Plantation Dr. Macon, GA	
A. Rents Charged	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$615		\$956		\$650		\$824		\$845	
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%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$615	0.63	\$956	0.81	\$650	0.93	\$824	0.62	\$845	0.73
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	TH/2		WU/2		TH/2		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	1981/2019		1987 \$13		2003 (\$3)		1972/1998 \$15		1986 \$14	
8	Condition/Street Appeal	G		G		E (\$15)		G		E (\$15)	
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		Yes		Yes		Yes	
11	No. of Bedrooms	2		2		2		2		2	
12	No. of Baths	1		1		1.5 (\$15)		1		1	
13	Unit Interior Sq. Ft.	831	(\$26)	971	(\$63)	1178	(\$63)	700 \$24	(\$91)	1329	(\$59)
14	Balcony/Patio	Y		Y		Y		Y	\$5	N	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N	(\$5)	N/Y	(\$5)	Y/Y	(\$10)	N/Y	(\$5)	N/Y	(\$5)
18	Washer/Dryer	HU	(\$5)	HU/L	(\$5)	HU/L	(\$5)	HU	(\$5)	HU/L	(\$5)
19	Floor Coverings	V		C		C		W		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		Y (\$3)		N		N	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	N/Y		Y/N		Y/Y	(\$5)	N/N	\$5	Y/N	
D Site Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N	(\$5)	Y	(\$5)	Y	(\$5)	N		N	(\$5)
27	Community Space	N	(\$5)	Y	(\$5)	Y	(\$5)	N		Y	(\$5)
28	Pool/Recreation Areas	S	(\$10)	P/S	(\$10)	P/F/J/MT	(\$18)	WT		P/F/S	(\$15)
29	Computer/Business Center	N	(\$3)	Y	(\$3)	Y	(\$3)	N		N	
30	Picnic Area	Y		Y		Y		N	\$3	Y	
31	Playground	Y		Y		Y		N	\$3	Y	
32	Social Services	N		N		N		N		N	
E. Utilities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	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	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y		N/N	\$47	Y/Y		Y/Y		N/N	\$47
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap	Pos	Neg		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	1	8		12	5	3	2	7		9
41	Sum Adjustments B to D	\$13	(\$64)		(\$140)	\$50	(\$25)	\$19	(\$141)		(\$107)
42	Sum Utility Adjustments	\$47						\$62			
		Net	Gross		Net	Gross		Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$4)	\$124		(\$140)	\$140		\$25	\$75	(\$60)	\$222
44	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$611		\$816		\$675		\$764		\$738	
45	Adj Rent/Last rent		99%		85%		104%		93%		87%
46	Estimated Market Rent	\$690		\$0.83 ←		Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

**THREE BEDROOM
TH**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Gray Gardens		Overlook Gardens		Adrian on Riverside		Legacy Park Apts.		Vistas		Bristol Park	
200 Eatonton Highway		1605 Clinton Rd.		5243 Riverside Dr.		153 E. Clinton St.		4150 Arkwright Rd.		105 Bass Plantation Dr.	
Gray, GA		Macon, GA		Macon, GA		Gray, GA		Macon, GA		Macon, GA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$795		\$1,246		\$720		\$830		\$1,070	
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	97%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$795	0.63	\$1,246	0.87	\$720	0.72	\$830	0.78	\$1,070	0.80
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	TH/2		WU/2		TH/2		WU/2	\$50	WU/2	
7	Yr. Built/Yr. Renovated	1981/2019		1987	\$13	2003	(\$3)	1972/1998	\$15	1986	\$14
8	Condition/Street Appeal	G		G		E	(\$15)	G		E	(\$15)
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		Yes		Yes		Yes	
11	No			No		No		No		No	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		2	\$50	3	
12	# Baths	1.5	(\$15)	2	(\$15)	1.5		2	(\$15)	2	(\$15)
13	Unit Interior Sq. Ft.	1004	(\$48)	1255	(\$83)	1438	(\$83)	1000	\$1	1065	(\$12)
14	1332	(\$63)									
14	Balcony/Patio	Y		Y		Y		N	\$5	Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N	(\$5)	N/Y	(\$5)	Y/Y	(\$10)	N/Y	(\$5)	N/Y	(\$5)
18	Washer/Dryer	HU	(\$5)	HU/L	(\$5)	HU/L	(\$5)	HU		HU/L	(\$5)
19	Floor Coverings	V		C		C		W		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		Y	(\$3)	N		N	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	N/Y		Y/N		Y/Y	(\$5)	N/N	\$5	Y/N	
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	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N	(\$5)	Y	(\$5)	Y	(\$5)	N		N	(\$5)
27	Community Space	N	(\$5)	Y	(\$5)	Y	(\$5)	N		Y	(\$5)
28	Pool/Recreation Areas	S	(\$10)	P/S	(\$10)	P/F/J/MT	(\$18)	WT		P/F/S	(\$15)
29	Computer/Business Center	N	(\$3)	Y	(\$3)	Y	(\$3)	N		N	
30	Picnic Area	Y		Y		Y		N	\$3	Y	
31	Playground	Y		Y		Y		N	\$3	Y	
32	Social Services	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/E		N/E		N/E	
34	Cooling (in rent?/ type)	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	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$57	N/N	\$57	Y/Y		N/N	\$57	Y/Y	
39	Trash/Recycling	Y/N		Y/N		Y/N		N/N	\$15	Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	1	9		13	5	2	4	8		10
41	Sum Adjustments B to D	\$13	(\$101)		(\$175)	\$27	(\$10)	\$119	(\$77)		(\$126)
42	Sum Utility Adjustments	\$57						\$72			
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$31)	\$171	(\$175)	\$175	\$17	\$37	\$114	\$268	(\$126)	\$126
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$764		\$1,071		\$737		\$944		\$944	
45	Adj Rent/Last rent		96%		86%		102%		114%		88%
46	Estimated Market Rent	\$760		\$0.76 ←		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 \$560 for a one-bedroom unit, \$690 for a two-bedroom unit and \$760 for a three-bedroom unit.

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One - Br.	60%	\$441*	\$560	21.3%
Two - Br.	60%	\$569	\$690	17.5%
Three - Br.	60%	\$614	\$760	19.2%

*Reflective of maximum allowable LIHTC rent limits as contract rent under Section 8 program exceeds LIHTC rent limits.

The proposed collected rents (assuming maximum allowable for the subject's one-bedroom units) represent market rent advantages ranging from 17.5% to 21.3%. 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, each unit at the subject project will also include a Section 8 subsidy, 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 Gray 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 2000. The selected properties were built/renovated between 1984 and 2008. 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 superior quality compared to the subject development.
9. Two 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.
11. One of the selected properties does not offer three-bedroom units. As such, we have utilized the next most comparable floor plan (two-bedroom) offered at this property as a comparable for the three-bedroom units. A positive adjustment of \$50 has been applied, however, to account for the additional defined bedroom at this property, as compared to the subject project.
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 relatively competitive with those offered among some of the selected properties, but slightly inferior to others. 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
Gray Gardens**

Project: Gray Gardens
 Developer: Hallmark

Property Summary:

Street Address:	203 Hillsboro St
City:	Monticello
County:	Jasper
Approx. Year Constructed:	1983
Target Population:	Family
Total Rentable Units:	56
Bldg. Type	Garden and Townhouse
Manager:	
Office Phone:	(706) 468-1564
Buildings:	11
Approx. # of parking spaces:	

Unit Summary:

Type	Quantity	Sq. Ft.	Bedrooms	Bathrooms
1 BR - Type A (HC)	3.00	636.00	1.00	1.00
1-BR - Type B	5.00	636.00	1.00	1.00
2 BR - Type B	24.00	831.00	2.00	1.00
3 BR - Type B	24.00	1,004.00	3.00	2.00
Totals	56		128	80

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:
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 wall mounted mailboxes 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 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
Existing property lights to be removed and abandoned, Existing utility lights to remain.

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.

Install ACC ramp w/ handrails between Office and Bldg J

Install new property monument sign board and posts at property entrance

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

Replace front and rear porches at UFAS units

0

Building Exteriors:

Storm/screen doors existing: take down prior to rehab and reinstall, limited properties have storm doors.

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 (1) regular flush mount with wheel handle hose bib per unit

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 were required. 92 windows replaced in 2016, see backup on locations

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:)

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)

Install new siding at front porch partition fences

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)

Existing return air grills to remain, replace mechanical closet doors as needed with non-louvered doors.

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

3 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

3 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

3 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 (3) 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 (2) 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.

Dishwashers - Waiver has been requested for this item

0

HVAC:

Replace air handling units, and disconnect per Capex (Energy Star Certified) (Capex indicates (-1) 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 (-1) 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 - 25% of pads

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 (4) 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

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

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

Outlet for dishwasher not needed - waivers has been requested

Circuit wiring for dishwasher not needed - waivers has been requested

Install or replace lighting at property signage

Re-label electrical panel

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

Remove and replace existing laundry sink

New electrical fixtures & devices per above electrical section

New registers/diffusers/return grilles

Install new VCT flooring

Install new 80 gal. water heater

Replace exist. Wall heater

Replace windows including sill and blinds

Repalce exhaust fans

Replace entry door including frame and hardware

Replace existing community washers and dryers, 3 washers and 3 dryers

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

Renovate existing lavatory to be ADA compliant per plans

Install 3 strobe smoke detectors in office, maintenance and Laundry

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 existing water heater: same as typical apartment scope

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

0

Unusual Conditions

Investigate building settlement @ bldg F

0
