

# Market Feasibility Analysis

Quail Village  
199 Memorial Drive  
Reidsville, Tattnall County, Georgia 30453

*Prepared For*

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*Effective Date*

August 14, 2017

*Job Reference Number*

17-305 PB



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## Section A – Executive Summary

This report evaluates the continued market feasibility of the Quail Village rental community in Reidsville, Georgia, following renovations utilizing financing from the 4% Tax-Exempt Bond program. Based on the findings contained in this report, we believe a market will continue to exist for the subject project, assuming it is renovated and operated as proposed in this report. This assumes that Rental Assistance (RA) and a Private Rental Assistance (PRA) subsidy is provided, which will effectively allow all current tenants to continue to income-qualify and remain at the property, post renovations. In the unlikely event that all units were vacated and had to be re-rented simultaneously under the LIHTC program, the subject project would likely experience a slow absorption. This is due to the limited base of age- and income-qualified households in this 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:

Quail Village, located in Reidsville, Tattall County, Georgia, was originally built in 1994 and has operated under the Rural Development 515 (RD 515) program since that time, though the subject project operates concurrently under LIHTC program guidelines restricted to households at 50% of AMHI. The project contains 30 senior age 62+ units, 29 of which receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). According to management, the project is currently 100% occupied and maintains a three-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 senior age 62+ households with incomes up to 60% of Area Median Household Income (AMHI). Notably, the project will continue to operate under the RD 515 program and all 29 units of RA will be retained. The developer has also indicated that a Private Rental Assistance (PRA) subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details regarding the proposed project are as follows, as well as in *Section B* of this report.

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
26	One-Br.	1.0	Garden	653	60%	\$436/\$591	\$429	\$123	\$552	\$525
4	Two-Br.	1.0	Garden	803	60%	\$450/\$605	\$443	\$160	\$603	\$631
30	Total									

Source: Greystone Servicing Corporation, Inc.; Bowen National Research, LLC  
AMHI – Area Median Household Income (Tattall County, GA; 2017)

\*Heated square feet

Unit amenities to be offered at the property include a range, refrigerator, microwave, central air conditioning, washer/dryer hookups, vinyl flooring, window blinds, patio, exterior storage, and emergency call systems. Community amenities will include on-site management, a community room, laundry facility, covered pavilion/picnic area, and computer center. 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 high occupancy rate of 100.0%.

## **2. Site Description/Evaluation:**

The subject site is located within a partially developed area of Reidsville. The residential dwellings north of the site are of good quality and are expected to positively contribute to the site's marketability. In addition, the medical centers and multiple specialty medical offices within the site neighborhood largely benefit the targeted senior population. The wooded land bordering the site to the west provides a semi-private living experience and buffers the site from some subpar residential dwellings. Visibility is considered good as the site is clearly visible from surrounding roadways. Ingress and egress are convenient due to the light traffic within the site neighborhood and it is not anticipated that there will be any traffic disruptions. The subject site has easy access to State Route 57 and U.S. Highway 280, which are arterial roadways and commercial corridors in the Reidsville area. Proximity to area community services will benefit the subject site as most area services are within 1.0 mile, including numerous medical offices and a hospital. Overall, the surrounding land uses and proximity to community services will continue to have a positive impact on the marketability of the site. An in-depth site evaluation is included in *Section C* of this report.

## **3. Market Area Definition:**

The Reidsville Site PMA includes all of Reidsville, Collins and Manassas and some outlying unincorporated areas of Tattnell County. The boundaries of the Site PMA include Ronald Lane Road, County Road 29 and County Road 36 to the north; the Tattnell County line to the east; County Road 249, State Route 147 and State Route 178 to the south; and the Tattnell County line to the west. A map illustrating these boundaries is included on page *D-2* of this report and details the farthest boundary is 9.8 miles from the site.

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

The overall Reidsville Site PMA population and household trends were very positive since 2000, particularly between 2000 and 2010, when the population grew by more than 40% and the number of households grew by more than 20%. Although at a slower pace, the population grew by 4.6% between 2010 and 2017, while the number of households grew by 14.2% during this same time. It is projected that the population will increase by 229, or 2.1%, between 2017 and 2019, while the number of households is projected to increase by 91 households, or 2.5%

over 2017 levels. Between 2017 and 2019, all of projected household growth in the Site PMA is expected to occur among households age 55 and older. The subject project's one- and two-bedroom units will enable the subject project to accommodate most senior household sizes that will contribute to the project's ongoing marketability. The number of older adult renter households are projected to experience modest increases over the next couple of years. The overall senior demographic characteristics and trends will have a positive impact on the demand for senior-oriented housing and add to the demand for the subject project. Additional demographic data is included in *Section E* of this report.

Also note that based on 2010 Census data, 27.7% of the vacant housing units in the market were classified as "Other Vacant", which encompasses foreclosed, dilapidated and abandoned housing. Based on our Field Survey of Conventional Rentals within the Reidsville 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:**

Nearly two-thirds of the Site PMA's labor force is within the Public Administration, Educational Services, Health Care & Social Assistance and Retail Trade job sectors. The proposed project will target low-income senior households. The area employment base has a significant number of wage-appropriate occupations from which the proposed subject project will be able to draw support. The estimated 9,000 employed persons in the county as of May 2017 represents a six-year high. After reaching a high of 9.1% in 2010, the county's unemployment rate has declined in each of the past seven years. The recent economic trends within the market and county have been positive. Overall, the local economy has been generally positive 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 units are leasable (and will remain occupied) and also accounts for any current tenants which will continue to income-qualify to reside at the property under the Tax Credit guidelines, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of Rental Assistance (RA) and the unlikely scenario the property had to operate exclusively under the Tax Credit guidelines. The following is a summary of our demand calculations.*

Demand Component	Percent Of Median Household Income			
	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$22,440)	RD 515/ LIHTC Without RA (\$16,560 - \$22,440)	RD 515/LIHTC w/ RA (\$0 - \$22,440)	LIHTC Only Without RA (\$16,560 - \$22,440)
Net Demand	122	20	122	25
Proposed Units/ Net Demand	0* / 122	1 / 20	30 / 122	30 / 25
Capture Rate	= 0.0%	= 5.0%	= 24.5%	= 100.0%+

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

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As the preceding illustrates, the capture rates for the subject project to continue to operate under the RD 515 program are low, while the capture rate for the project to operate exclusively under the LIHTC program exceeds the GDCA threshold of 35% for projects in rural markets. While this would suggest that there is insufficient support in this market for the subject project under the non-subsidized (LIHTC only) scenario, it must be reiterated that the subject project is an existing property which is currently 100.0% occupied. As such, a sufficient base of support clearly exists within the market for the subject project, assuming RA is retained, despite the subject's overall capture rate in excess of 100.0% under this scenario. It is also important to note that the preceding demand estimates effectively only consider age- and income-qualified renter households based on new renter growth and those which are existing but rent overburdened and/or living in substandard housing.

When considering that the subject project is an existing property which does not need to rely on support from new renter growth, and the fact that the property likely receives a larger share of senior homeowner support than that included in the preceding table, due to the high share of very low-income (earning below \$25,000) senior homeowners in this market, a larger base of potential support for the subject project is believed to exist within the market than that reflected by our demand estimates. In fact, when considering both renters and homeowners, a total of 525 age- and income-qualified households exist in the market, assuming RA is retained. This is further evidence that a sufficient base of support exists within the market for the subject project. It is also of note that the subject project offers the only age-restricted LIHTC product in the subject market. This will allow the property to attract a larger than typical share of the age- and income-qualified households in this market, as such households have very few rental options from which to choose. Regardless, RA will be retained and the developer will provide a Private Rental Assistance (PRA) subsidy which will prevent a rent increase on all current unassisted tenants. Thus, most, if not all, current tenants are expected to remain post renovations. As such, the subject project has an effective capture rate of 0.0%.

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

*Scenario One (Less units to remain occupied post renovations)*

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (50%)	60%	1***	10	0	10	10.0%
<b>One-Bedroom</b>	<b>Total</b>	<b>1***</b>	<b>10</b>	<b>0</b>	<b>10</b>	<b>10.0%</b>
<hr/>						
Two-Bedroom (50%)	60%	0***	10	0	10	-
<b>Two-Bedroom</b>	<b>Total</b>	<b>0***</b>	<b>10</b>	<b>0</b>	<b>10</b>	<b>-</b>

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

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

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

*Scenario Two (Entire Property)*

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
<b>RD 515/LIHTC with Rental Assistance (RA)</b>						
One-Bedroom (50%)	60%	26	61	0	61	42.6%
<b>One-Bedroom</b>	<b>Total</b>	<b>26</b>	<b>61</b>	<b>0</b>	<b>61</b>	<b>42.6%</b>
<hr/>						
Two-Bedroom (50%)	60%	4	61	0	61	6.5%
<b>Two-Bedroom</b>	<b>Total</b>	<b>4</b>	<b>61</b>	<b>0</b>	<b>61</b>	<b>6.5%</b>
<b>LIHTC Only</b>						
One-Bedroom (50%)	60%	26	12	0	12	100.0%+
<b>One-Bedroom</b>	<b>Total</b>	<b>26</b>	<b>12</b>	<b>0</b>	<b>12</b>	<b>100.0%+</b>
<hr/>						
Two-Bedroom (50%)	60%	4	12	0	12	33.3%
<b>Two-Bedroom</b>	<b>Total</b>	<b>4</b>	<b>12</b>	<b>0</b>	<b>12</b>	<b>33.3%</b>

\*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.

As the preceding tables illustrate, the capture rates by bedroom type for the one-bedroom units without Rental Assistance exceed 100%, assuming the project will operate under the LIHTC program. Typically, this would suggest that an insufficient base of support exists in the market for a particular property. However, the subject project is an existing property which is currently 100% occupied, clear evidence that sufficient support for the subject project exists within this market, assuming the retention of RA. Further, the developer will also provide a PRA subsidy which will prevent a rent increase on all current unassisted residents. Thus, most, if not all, current tenants will remain post renovations, resulting in a lower effective capture rate for the property, as previously detailed. Detailed demand calculations are provided in *Section G* of this report.

## 7. Competitive Rental Analysis

### Tax Credit Units

The subject project will include 30 Low-Income Housing Tax Credit (LIHTC) units, of which 29 will also operate with Rental Assistance. We did not identify any non-subsidized Low-Income Housing Tax Credit projects within the PMA. As a result, we identified and surveyed three LIHTC projects outside the PMA but within the region that serve as a base of comparison for the proposed subject project.

These competitive properties and the subject development are summarized as follows.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	<b>Quail Village</b>	<b>1994 / 2019</b>	<b>30</b>	<b>100.0%</b>	-	<b>3 H.H.</b>	<b>Seniors 62+; 60% AMHI &amp; RD 515</b>
901	Lakeview	2005	72	100.0%	16.0 Miles	2 & 3-Br: 8 H.H.	Families; 30%, 50%, & 60% AMHI
903	Chateau	2004	55*	100.0%	21.4 Miles	5 H.H.	Families; 30%, 50%, & 60% AMHI
909	Faith Crossing Apts.	2012	64	98.4%	20.3 Miles	None	Seniors 55+; 50% & 60% AMHI

OCC. – Occupancy

H.H. - Households

\*Tax Credit units only

The three LIHTC projects have a combined occupancy rate of 99.5%, indicating a very strong demand for affordable housing in the region. In fact, of the 191 LIHTC units surveyed in the region, only one is vacant. Two of the three projects have wait lists. The renovations to the subject project will help to preserve affordable rental housing that has limited availability in the Site PMA and the region.

The gross rents for the competing 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	<b>Quail Village</b>	<b>\$525/60% (26)</b>	<b>\$603/60% (4)</b>	-	-
901	Lakeview	\$293/30% (1/0) \$505/50% (5/0) \$582/60% (4/0)	\$379-\$380/30% (4/0) \$609-\$612/50% (14/0) \$709-\$712/60% (16/0)	\$460-\$461/30% (3/0) \$738-\$742/50% (12/0) \$848-\$862/60% (13/0)	None
903	Chateau	\$327/30% (3/0) \$517/50% (10/0) \$537/60% (3/0)	\$392/30% (2/0) \$569/50% (15/0) \$599/60% (7/0)	\$643/50% (10/0) \$668/60% (5/0)	None
909	Faith Crossing Apts.	\$437/50% (3/0) \$467/60% (5/0)	\$514/50% (10/0) \$534/60% (46/1)	-	None

900 series Map IDs are located outside the Site PMA

The proposed subject gross rents, ranging from \$525 to \$603, will fall within the rent range of other LIHTC units targeting similar income levels in the region.

Comparable/Competitive Tax Credit Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the region, it is our opinion that the subject development will be competitive with these properties. The proposed rents fall in line with other LIHTC rents in the region and the subject’s design and amenities are appropriate for the target market.

Average Market Rent

As detailed throughout this report and illustrated by our Field Survey of Conventional Rentals, no conventional comparable unrestricted market-rate rental properties were identified or surveyed in the Reidsville Site PMA. However, we did survey five properties outside the Site PMA in the nearby region that offer similar market-rate units, as compared to those proposed at the subject site. The following table illustrates the weighted average *collected* rents of the comparable market-rate projects by bedroom type, for units similar to those offered at the subject site.

Weighted Average Collected Rent of Comparable Market-Rate Units	
One-Br.	Two-Br.
\$480	\$589

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.	\$480	- \$429	\$51	/ \$429	11.9%
Two-Br.	\$589	- \$443	\$146	/ \$443	33.0%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 11.9% to 33.0% 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 Reidsville rental housing market is included in *Section H* of this report.

## **8. Absorption/Stabilization Estimates**

According to management, the subject project is currently 100% occupied and maintains a wait list. Based on our review of the most current tenant rent roll and assuming that a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants, it is anticipated that few, if any, of the current tenants will move from the project following renovations. Furthermore, it is important to note that the renovations at the subject site will not necessitate the displacement of current residents and the project will be renovated in such a way to minimize off-site relocation. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 30 subject units will be vacated and that all units will have to be re-rented simultaneously.

Assuming the subject project continues to operate with Rental Assistance on 29 of its 30 units, we believe the subject project would not have difficulty achieving a stabilized occupancy rate of 93% within three months. Should the project lose its Rental Assistance and operate exclusively under the LIHTC program, it would likely have an extended absorption period closer to 18 months (based on an absorption rate of around two units per month). This extended absorption period is attributed to the fact that there is a relatively small base of senior renter households in the market that would qualify for the subject units exclusively under the LIHTC program.

## **9. Overall Conclusion:**

Based on the findings reported in our market study, it is our opinion that a market exists for the 30 units proposed at the subject site, assuming it is renovated and operated as detailed in this report. Changes in the project's scope of renovations, rent, amenities or renovation completion date may alter these findings.

The project will be competitive within the market area in terms of unit amenities and unit sizes, and the proposed rents will be perceived as appropriate in the marketplace. We do not have any recommendations for the subject project.

Given the limited number of affordable developments within the Site PMA, the renovated subject project will offer a housing alternative to low-income households that is not readily available in the area. As shown in the Project Specific Demand Analysis section of this report, the capture rate for the subject project is low when accounting for Rental Assistance currently offered at the project. Without Rental Assistance, the capture rate exceeds 100% as a Tax Credit only property. Therefore, the Rental Assistance will be essential to the subject project's ongoing viability.

Because the subject project will not involve introducing any new units into the market, the subject project will not have any adverse impact on the existing and planned Tax Credit developments in the Site PMA.

SUMMARY TABLE (must be completed by the analyst and included in the executive summary)			
Development Name:	Quail Village	Total # Units:	30
Location:	199 Memorial Drive, Reidsville, Georgia 30453	# LIHTC Units:	30
PMA Boundary:	Ronald Lane Road, County Road 29 and County Road 36 to the north; the Tattnall County line to the east; County Road 249, State Route 147 and State Route 178 to the south; and the Tattnall County line to the west.		
		Farthest Boundary Distance to Subject:	9.8 Miles

RENTAL HOUSING STOCK (found on page H-3 & Add. A-4 & 5)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	4	94	2	97.9%
Market-Rate Housing	1	28	1	96.4%
Assisted/Subsidized Housing not to include LIHTC	3	66	1	98.5%
<b>LIHTC*</b>	0	0	-	-
Stabilized Comps**	3	191	1	99.5%
Properties in Construction & Lease Up	0	-	-	-

\*Non-subsidized

\*\*All comps located out of market due to lack of comparable product in Site PMA

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
26	One-Br.	1.0	653	\$429	\$480	\$0.51	11.9%	\$500	\$0.52
4	Two-Br.	1.0	803	\$443	\$589	\$0.60	33.0%	\$700	\$0.81

DEMOGRAPHIC DATA (found page E-2 & G-5)						
	2012		2017		2019	
Renter Households (62+)	198	20.2%	237	20.4%	252	20.4%
Income-Qualified Renter HHs (LIHTC)*	N/A	N/A	169	71.3%	182	72.2%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

\*As proposed with the retention of RA

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)						
Type of Demand	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Renter Household Growth	13	-2	13	-	-	-3
Existing Households (Overburd + Substand)	107	22	107	-	-	28
Homeowner conversion (Seniors)	2	0	2	-	-	0
<b>Total Primary Market Demand</b>	122	20	122	-	-	25
Less Comparable/Competitive Supply	0	0	0	-	-	0
<b>Adjusted Income-Qualified Renter HHs</b>	122	20	122	-	-	25

CAPTURE RATES (found on page G-5)						
Targeted Population	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Capture Rate	0.0%*	5.0%*	24.5%*	-	-	100.0%+

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

## Section B - Project Description

Quail Village, located in Reidsville, Tattnall County, Georgia, was originally built in 1994 and has operated under the Rural Development 515 (RD 515) program since that time, though the subject project operates concurrently under LIHTC program guidelines restricted to households at 50% of AMHI. The project contains 30 senior age 62+ units, 29 of which receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). According to management, the project is currently 100% occupied and maintains a three-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 senior age 62+ households with incomes up to 60% of Area Median Household Income (AMHI). Notably, the project will continue to operate under the RD 515 program and all 29 units of RA will be retained. The developer has also indicated that a Private Rental Assistance (PRA) subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details of the subject project are as follows:

1. **PROJECT NAME:** Quail Village
2. **PROPERTY LOCATION:** 199 Memorial Drive  
Reidsville, Georgia 30453  
(Tattnall County)
3. **PROJECT TYPE:** Rehabilitation of an existing RD 515 project using 4% Tax-Exempt Bond financing.
4. **UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
26	One-Br.	1.0	Garden	653	60%	\$436/\$591	\$429	\$123	\$552	\$525
4	Two-Br.	1.0	Garden	803	60%	\$450/\$605	\$443	\$160	\$603	\$631
30	Total									

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

AMHI – Area Median Household Income (Tattnall County, 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 rents have been utilized throughout the remainder of this report.*

- 5. TARGET MARKET:** Senior Age 62+
- 6. PROJECT DESIGN:** Five (5) single-story buildings.
- 7. ORIGINAL YEAR BUILT:** 1994
- 8. ANTICIPATED RENOVATION COMPLETION DATE:** 2019
- 9. UNIT AMENITIES:**
- Electric Range
  - Refrigerator
  - Microwave Oven
  - Central Air Conditioning
  - Exterior Storage Closet
  - Vinyl Flooring
  - Window Blinds
  - Patio
  - Emergency Call System
  - Washer/Dryer Hookups
- 10. COMMUNITY AMENITIES:**
- On-Site Management
  - Community Room
  - Computer Center
  - Laundry Facility
  - Covered Pavilion/Picnic Area
- 11. RESIDENT SERVICES:**
- The subject project will not offer any on-site resident services.
- 12. UTILITY RESPONSIBILITY:**
- Tenants will be responsible for all utilities and services, including the following:
- Electric Heating
  - General Electric
  - Cold Water/Sewer
  - Electric Water Heating
  - Electric Cooking
  - Trash Collection
- 13. RENTAL ASSISTANCE:** 29 units currently receive Rental Assistance. There are currently no units occupied by a Housing Choice Voucher holder.
- 14. PARKING:**
- An unassigned surface parking lot is available to the tenants at no additional cost.

## **15. CURRENT PROJECT STATUS:**

The subject project is an existing 30-unit general-occupancy property offering one- and two-bedroom units which operate under the Rural Development 515 (RD 515) program, with Rental Assistance (RA) provided to 29 of the 30 subject units. The subject project is 100.0% occupied and maintains a three-household waiting list. The availability of RA allows tenants of these units to pay up to 30% of their adjusted gross income towards rent. The remaining non-RA unit requires tenants to pay rents between the basic and market rents under the RD 515 program, though the subject project does accept Housing Choice Vouchers within these non-RA units. Currently, the property does not have any units occupied by Voucher holders. Based on our review of the current tenant rent roll for the subject project, it was determined that only one of the 30 current units are occupied by tenants that would continue to income-qualify under the LIHTC guidelines, post renovations. Assuming the retention of RA and the continued acceptance of Housing Choice Vouchers, we anticipate that all 30 current households will continue to qualify and remain at the property post renovations. Effectively, all current tenants are expected to remain at the property post renovations, as the developer has indicated that a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants. The availability of this subsidy will prevent a rent increase for all current unassisted tenants at the property. A current tenant rent roll for the subject project is included in *Addendum E, Rent Roll*.

Floor and site plans for the existing subject project were not available for review at the time this report was prepared. We conducted, however, an on-site visit and evaluation of unit interiors of select units, the exterior of the subject buildings and property grounds. Based on our evaluation, 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:**

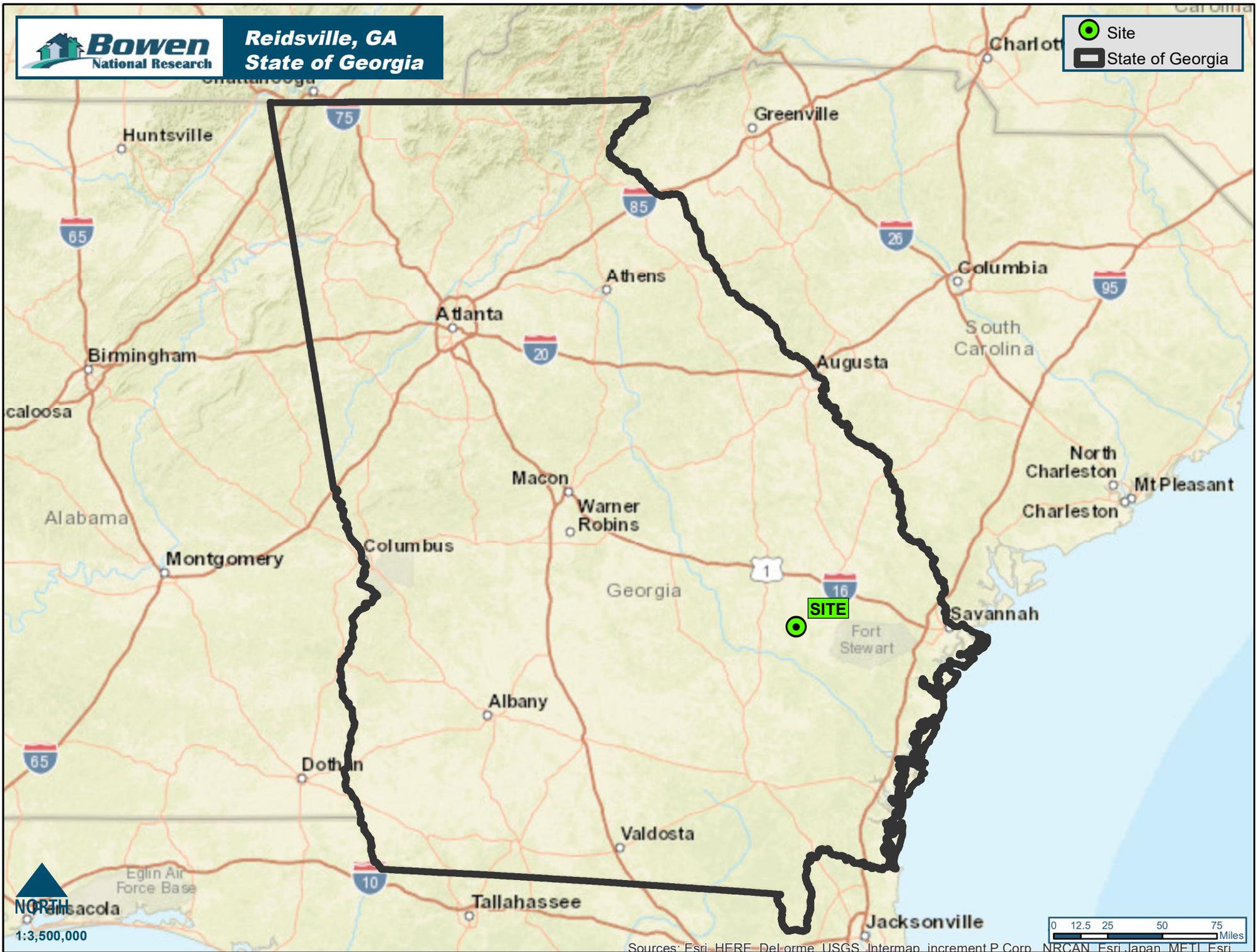
Tattnall County, Georgia (2017)

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



**Reidsville, GA**  
**State of Georgia**

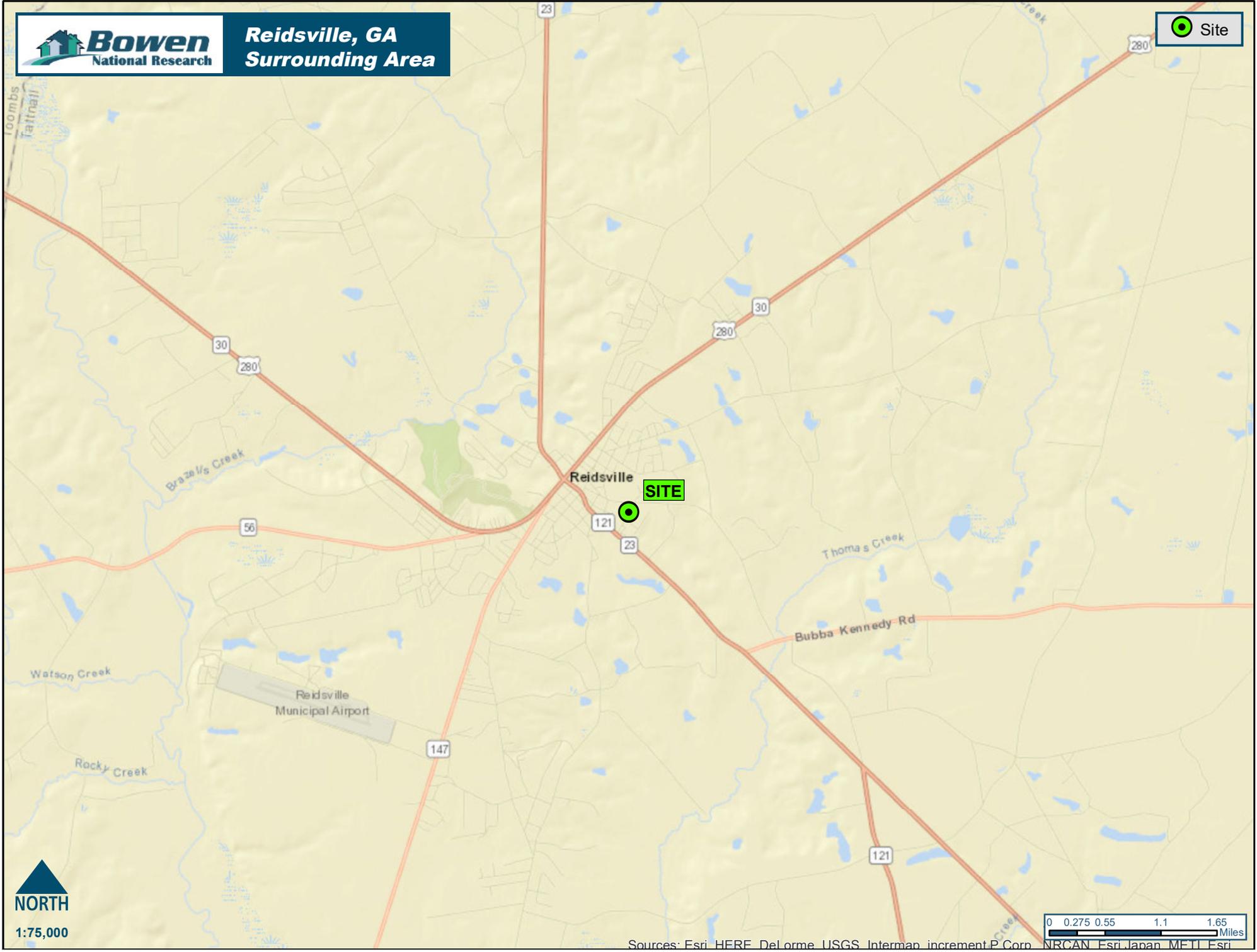
● Site  
▭ State of Georgia



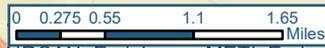
Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



# Reidsville, GA Surrounding Area



  
**NORTH**  
1:75,000

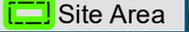


Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

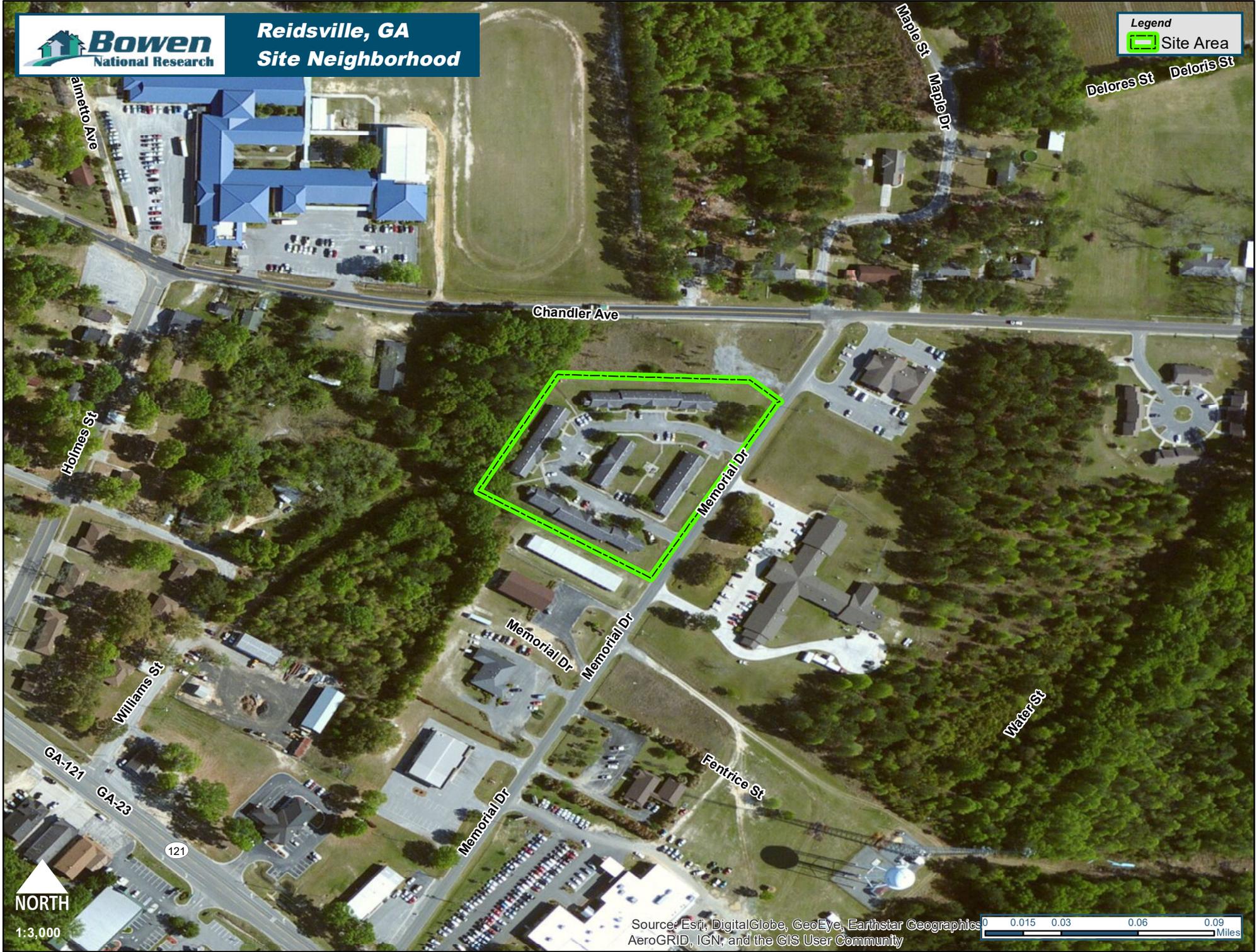


# Reidsville, GA Site Neighborhood

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 Quail Village apartment community located at 199 Memorial Drive in the eastern portion of Reidsville, Georgia. Located within Tattnall County, Reidsville is approximately 109.0 miles southeast of Macon, Georgia and approximately 66.0 miles west of Savannah, Georgia. Garth Semple, 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 a partially developed area of Reidsville. Surrounding land uses include single-family homes, health centers and medical offices, a storage facility, insurance company, elementary school, and undeveloped vacant land. Adjacent land uses are detailed as follows:

<b>North -</b>	Perimeter fencing followed by moderately wooded undeveloped land defines the northern border of the site. Continuing north is Chandler Avenue, a two-lane generally residential roadway with light vehicular traffic. One-story single-family homes with brick exterior and Reidsville Elementary School extend farther north of the site. All structures north of the site were observed to be in good condition.
<b>East -</b>	The eastern boundary of the site is defined by Memorial Drive, a two-lane roadway with light vehicular traffic. Continuing east are two medical centers, Tattnall Health Center and Pineland Behavioral Health Center, both observed to be in good condition. Undeveloped wooded land extends farther east.
<b>South -</b>	Perimeter fencing followed by All Safe Storage facility defines the southern border of the site. Continuing south is the East Georgia Health Care Center, Optim Medical Center, and Farm Bureau Insurance, all which were observed to be in good condition.
<b>West -</b>	Undeveloped wooded land defines the western boundary of the site and extends for a considerable distance. One-story single-family dwellings, generally in subpar condition, extends farther west.

The subject site is located within a partially developed area of Reidsville and surrounding land uses generally consist of single-family homes, health centers and medical offices, a storage facility, bank, elementary school, and undeveloped vacant land. The quality of the surrounding residential dwellings and wooded land surrounding a portion of the property provide an appealing living environment conducive to the targeted senior population. The residential dwellings mentioned in subpar condition west of the site are buffered by heavily wooded land and are not expected to affect the marketability of the site. In addition, there are two pharmacies and multiple specialty medical centers within the site neighborhood. Overall, the subject project should continue to fit well with the surrounding land uses and they should contribute to the ongoing marketability of the site.

### **3. VISIBILITY AND ACCESS**

The subject site is situated along the northwest side of Memorial Drive, a lightly traveled two-lane roadway. The subject site derives access from the aforementioned roadway and maintains full frontage as well. Views are generally unobstructed from surrounding roadways. Access is good as vehicular traffic in the site neighborhood is light and ingress and egress are expected to be convenient due to the light traffic. The site's proximity to State Route 57 and U.S. Highway 280 will enhance accessibility of the subject site, as these roadways serve as a commercial corridors and arterial roadways in Reidsville and are accessed 0.2 miles southwest and 0.8 miles northwest of the site, respectively. There is no fixed-route public transportation in Reidsville; however, CSI or Concerted Services, Incorporated offers limited transportation by appointment for seniors within Tattnall County. Overall, visibility is considered fair and access 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**



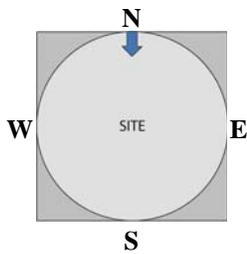
Site Entryway



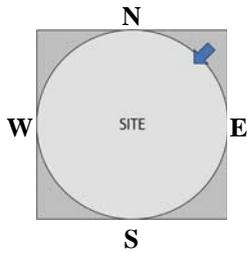
Entryway Signage



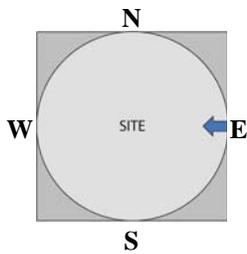
Typical Building Exterior



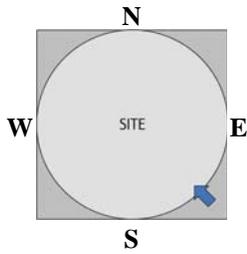
View of site from the north



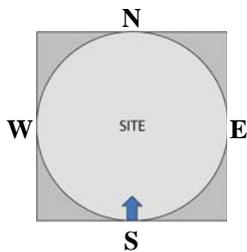
View of site from the northeast



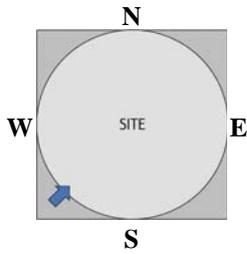
View of site from the east



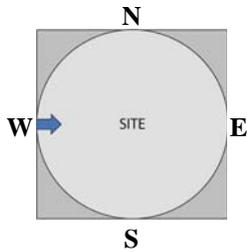
View of site from the southeast



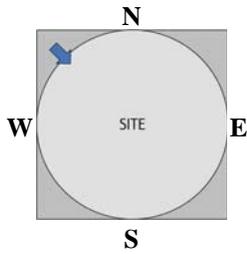
View of site from the south



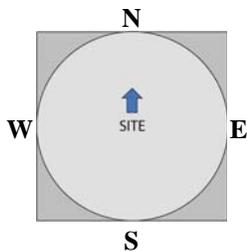
View of site from the southwest



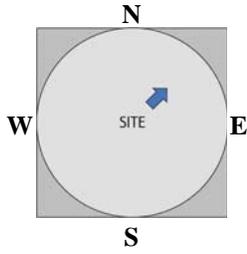
View of site from the west



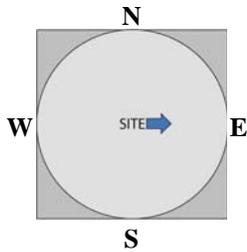
View of site from the northwest



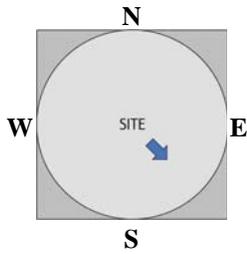
North view from site



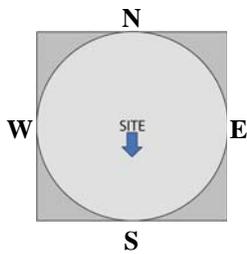
Northeast view from site



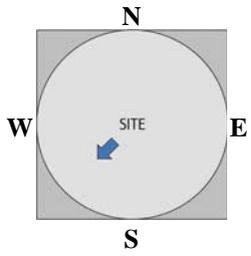
East view from site



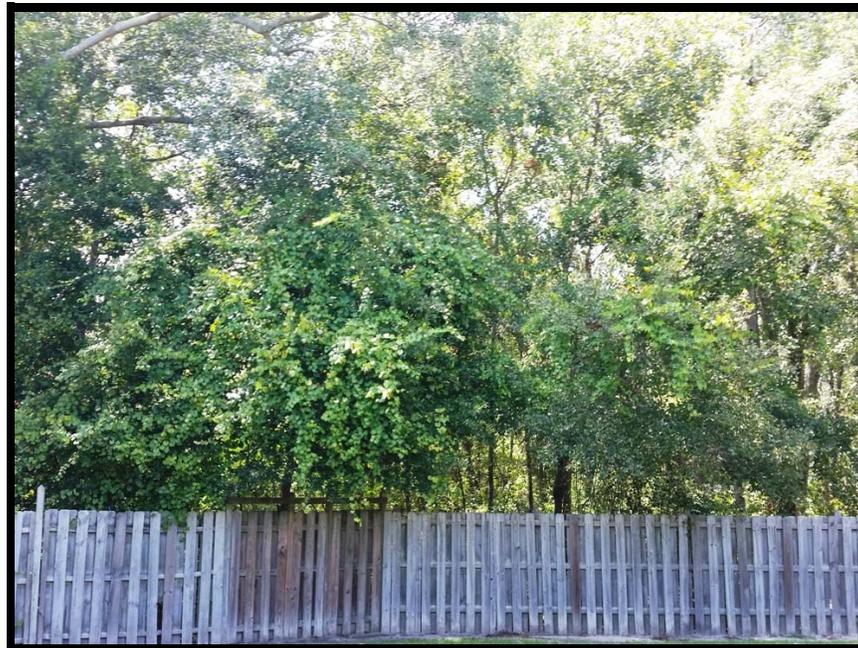
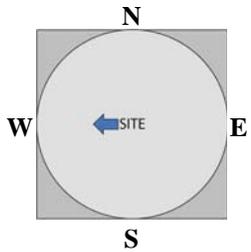
Southeast view from site



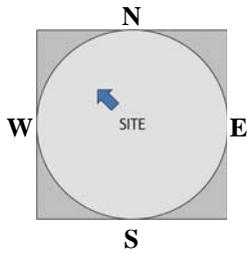
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: Southwest view of Memorial Drive



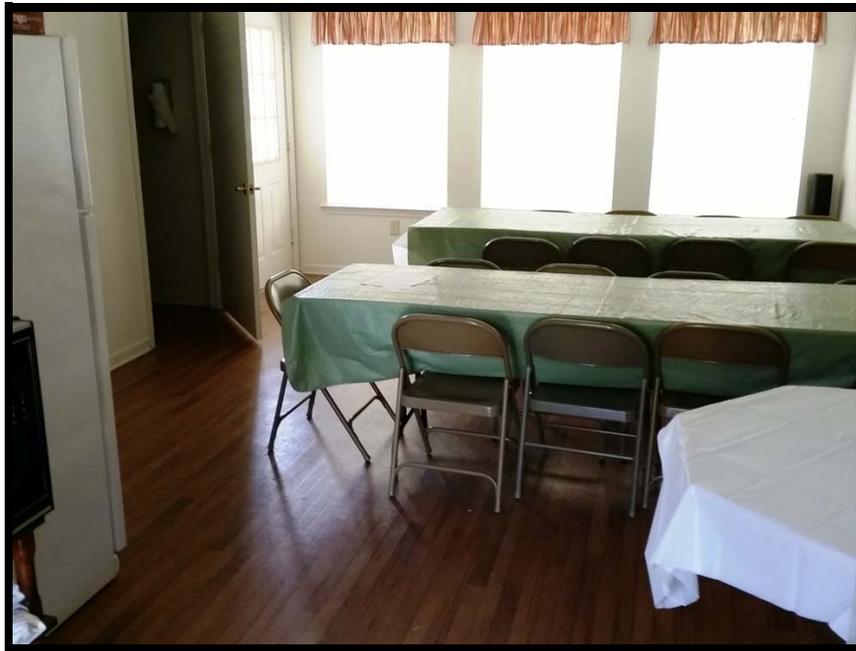
Streetscape: Northeast view of Memorial Drive



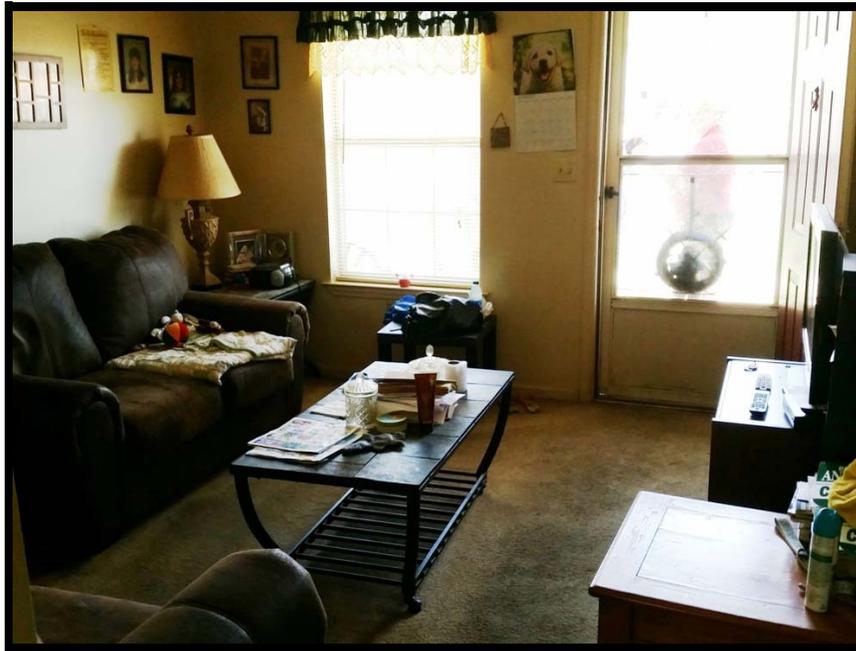
Recreation Area



Laundry Facility



Community Room



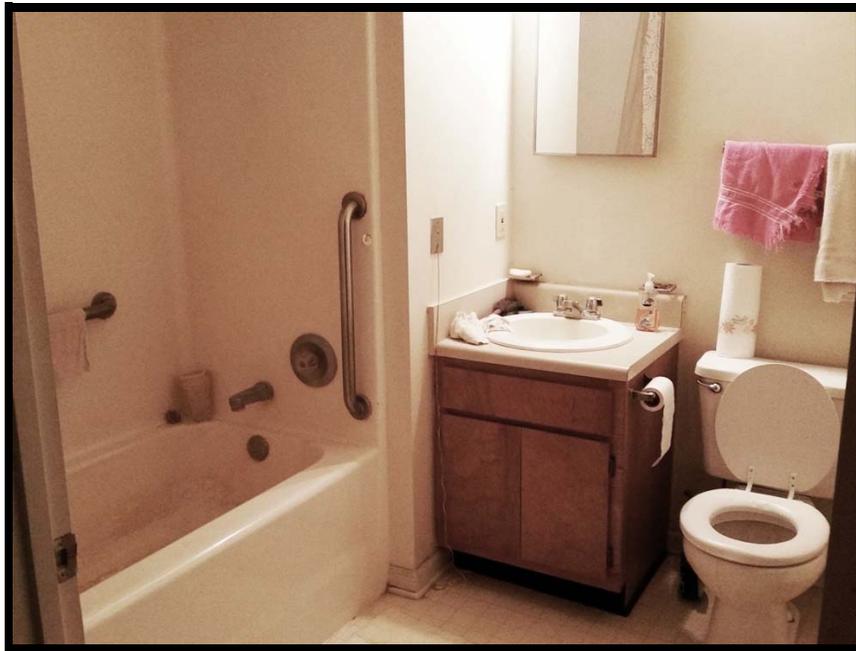
Typical One-Bedroom Unit - Living Room



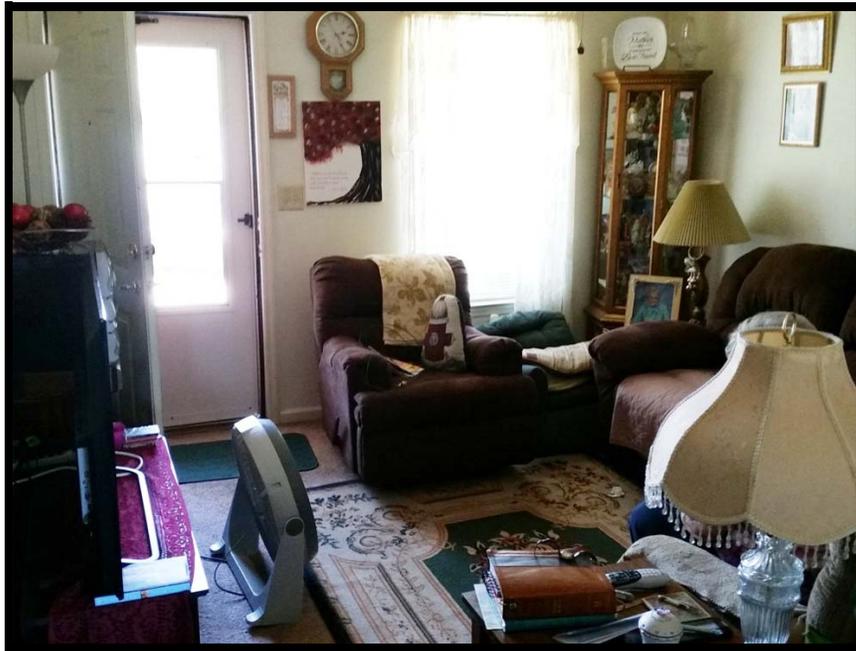
Typical One-Bedroom Unit - Kitchen



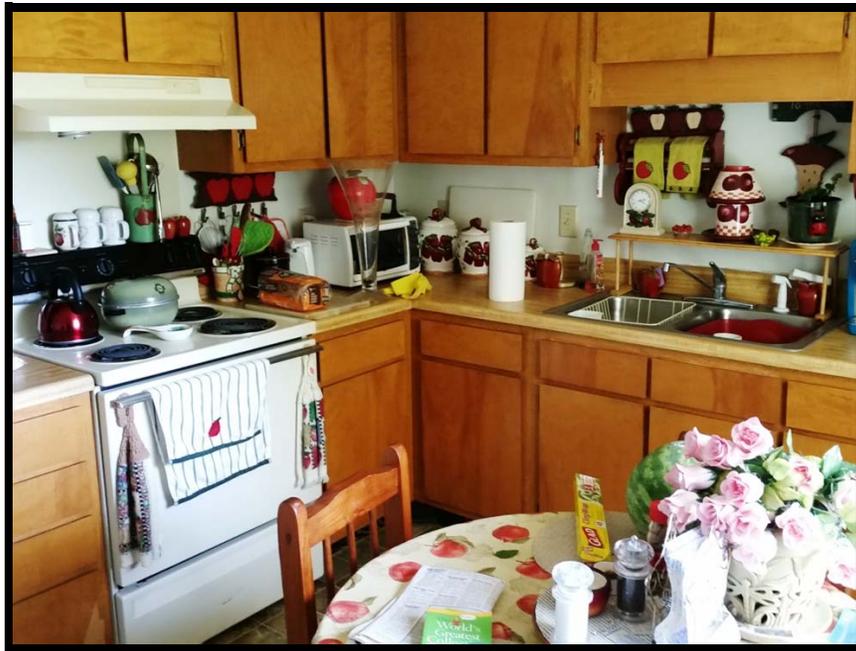
Typical One-Bedroom Unit - Bedroom



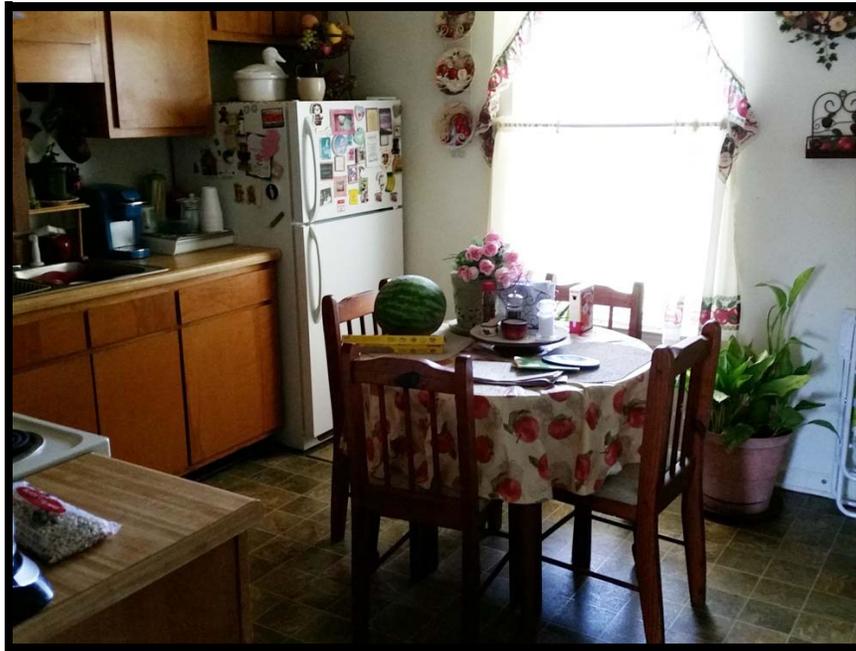
Typical One-Bedroom Unit - Bathroom



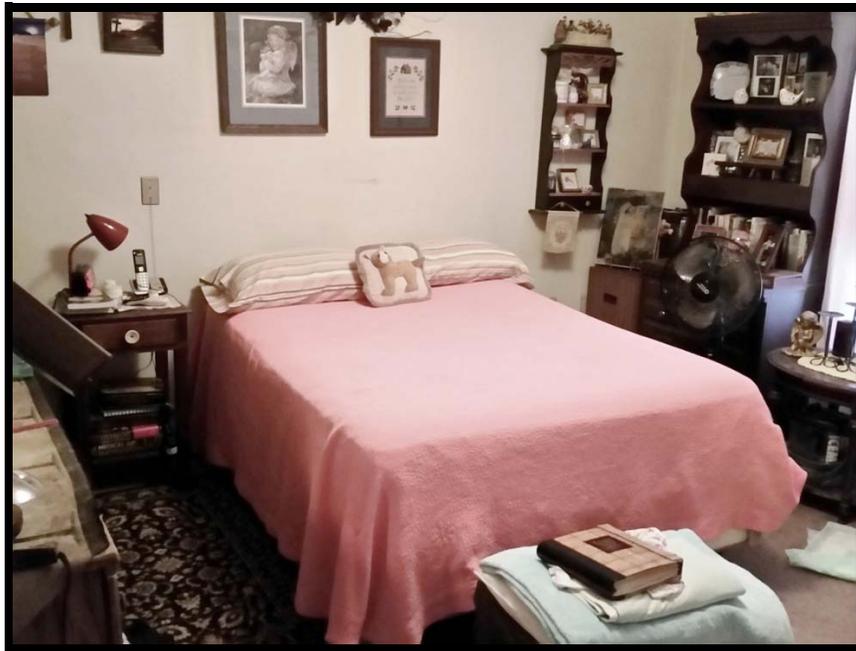
Typical Two-Bedroom Unit - Living Room



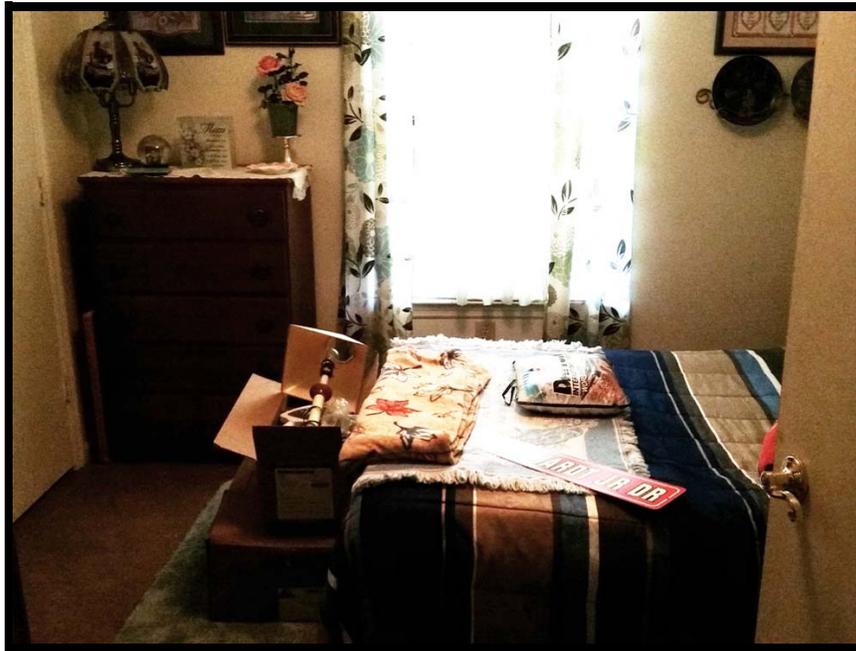
Typical Two-Bedroom Unit - Kitchen



Typical Two-Bedroom Unit - Dining Area



Typical Two-Bedroom Unit - Master Bedroom



Typical Two-Bedroom Unit - Spare Bedroom (View 1)



Typical Two-Bedroom Unit - Spare Bedroom (View 2)



Typical Two-Bedroom Unit - Bathroom



Typical Unit Back Patio Storage Closet

## **5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE**

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

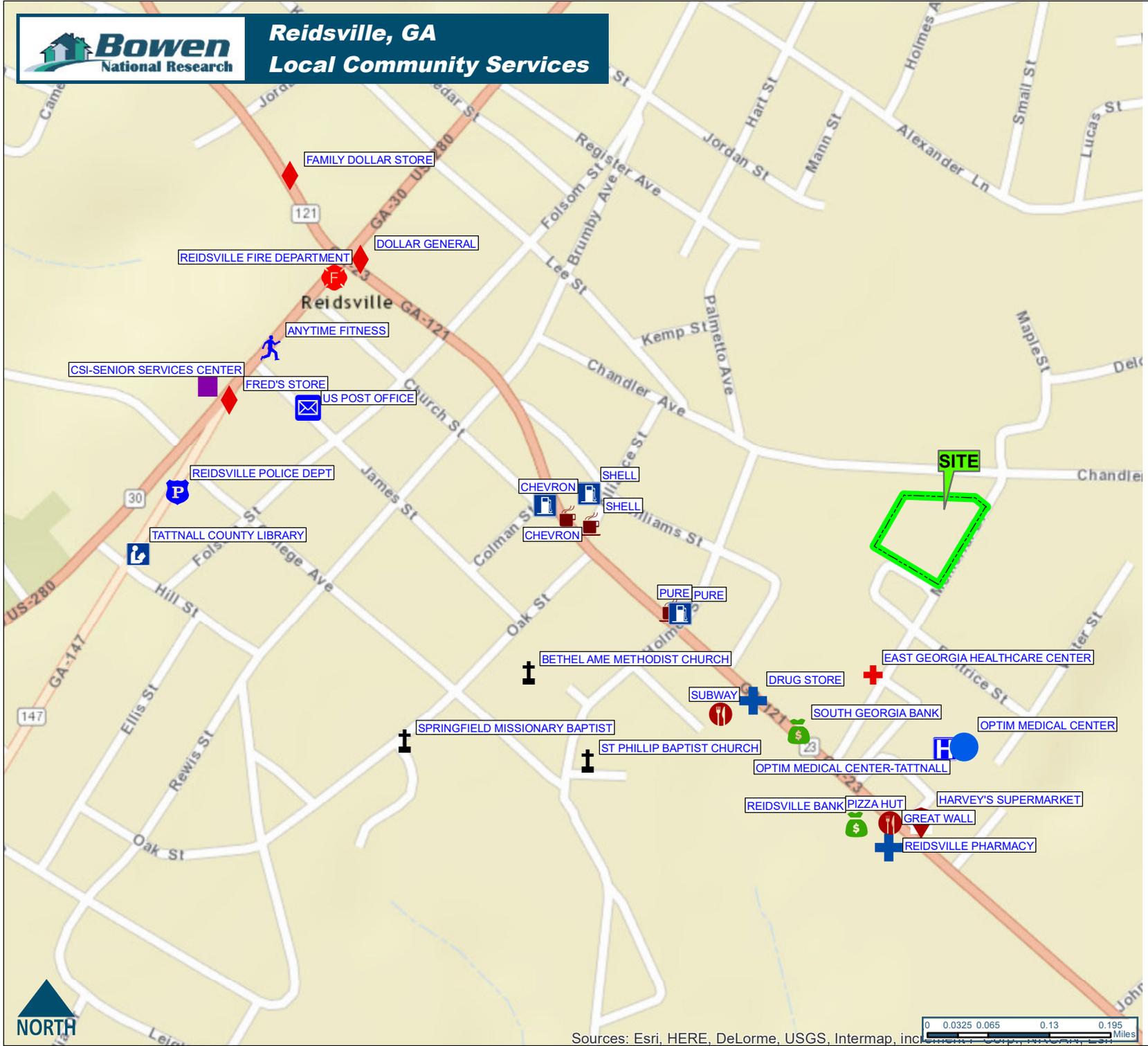
Community Services	Name	Driving Distance From Site (Miles)
Major Highway(s)	State Route 57	0.2 Southwest
	U.S. Highway 280	0.8 Northwest
Public Bus Stop	N/A	N/A
Major Employers/ Employment Centers	Optim Medical Center	0.3 South
	Georgia State Prison	7.5 Southwest
Convenience Store	Pure	0.4 Southwest
	Shell	0.4 West
	Chevron	0.5 West
Grocery	Harvey's Supermarket	0.3 South
Discount Department Store	Dollar General	0.6 Northwest
	Family Dollar	0.7 Northwest
	Fred's Store	0.8 Northwest
Shopping Center/Mall	Reidsville Shopping Center	0.4 South
Hospital	Optimal Medical Center-Tattnall	0.3 South
Medical Center	East Georgia Healthcare Center	0.2 South
Police	Reidsville Police Department	0.9 West
Fire	Reidsville Fire Department	0.7 Northwest
Post Office	U.S. Post Office	0.7 Northwest
Bank	South Georgia Bank	0.3 Southwest
	Reidsville Bank	0.4 South
Senior Center	CSI-Senior Center	1.0 Northwest
Recreational Facilities	Reidsville Recreation	2.0 West
Fitness Center	Anytime Fitness	0.7 Northwest
Gas Station	Pure	0.4 Southwest
	Shell	0.4 West
	Chevron	0.5 West
Pharmacy	Drug Store	0.3 Southwest
	Reidsville Pharmacy	0.4 South
Restaurant	Pizza Hut	0.4 South
	Great Wall	0.4 South
	Subway	0.5 Southwest
Day Care	N/A	N/A
Library	Tattnall County Library	0.9 West
Community Center	Reidsville Recreation	2.0 West
Park	Gordonia Altamaha State Park	1.9 West
Church	St. Phillip Baptist Church	0.6 Southwest
	Bethel AME Methodist Church	0.6 West
	Springfield Missionary Church	0.7 Southwest

N/A – Not Applicable

The subject site is within proximity of various basic community services, many of them within 1.0 mile. Convenience stores, discount shopping, restaurants, banks, a grocery store, and pharmacies are all located within 0.8 mile of the site. Numerous churches and a public library are located less than 1.0 mile from the subject site.

Public safety services are provided by the Reidsville Police and Fire departments, located within 0.9 miles of the site. CSI or Concerted Services, Incorporated offers a senior center with activities, congregate meals, limited transportation, and health screening to residents of Tattall County located 1.0 mile northwest of the site. The nearest full-service hospital is the Optimal Medical Center-Tattall, located 0.3 miles south of the site. There are numerous specialty medical centers and pharmacies within proximity of the site including, East Georgia Healthcare Center and Drug Store Pharmacy located within 0.3 miles of the site. The Reidsville Recreation Department, which offers a community center and sports fields, is located 2.0 miles west of the site. The proximity to these community services and public safety services will positively impact the marketability of the site, as many community services are available within 1.0 mile.

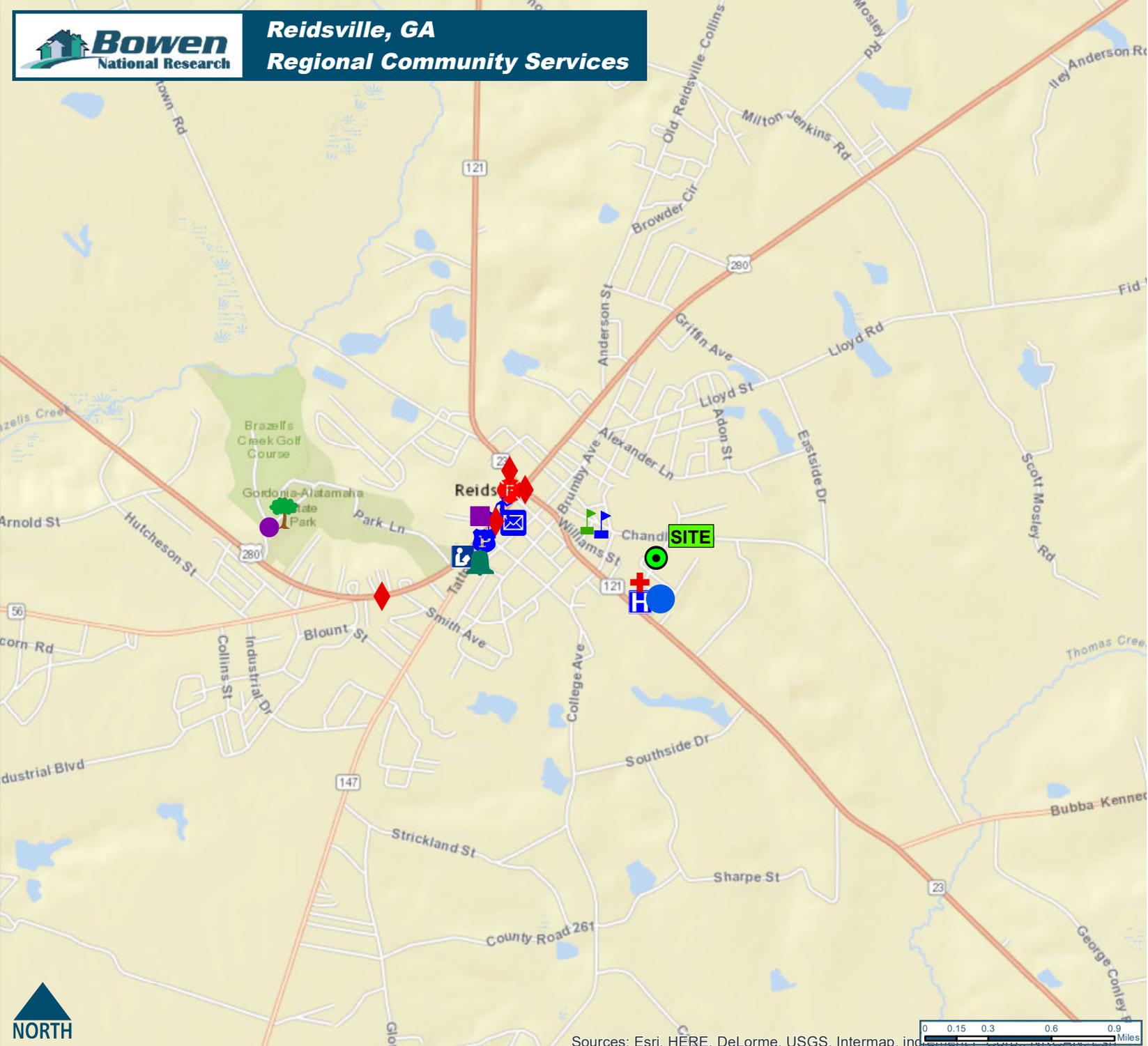
Maps illustrating the location of community services are on the following pages.



### Legend

- Site Area
- Bank
- Church
- Convenience Store
- Fire
- Fitness Center
- Gas
- Grocery
- Hospital
- Library
- Medical Center
- Pharmacy
- Police
- Post Office
- Restaurant
- Senior Services
- Shopping
- Employer 1000-5000





**Legend**

-  Site
-  Elementary School
-  Fire
-  Fitness Center
-  Hospital
-  Library
-  Medical Center
-  Middle School
-  Park
-  Police
-  Post Office
-  Recreation Center
-  Senior Services
-  Shopping
-  University
-  Employer 1000-5000



## 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 (35) for the Site PMA is below the national average with an overall personal crime index of 42 and a property crime index of 23. Total crime risk (46) for Tattnell County is below the national average with indexes for personal and property crime of 49 and 37, respectively.

	Crime Risk Index	
	Site PMA	Tattnell County
<b>Total Crime</b>	<b>35</b>	<b>46</b>
<b>Personal Crime</b>	<b>42</b>	<b>49</b>
Murder	131	108
Rape	12	27
Robbery	18	35
Assault	30	43
<b>Property Crime</b>	<b>23</b>	<b>37</b>
Burglary	37	58
Larceny	19	36
Motor Vehicle Theft	15	17

Source: Applied Geographic Solutions

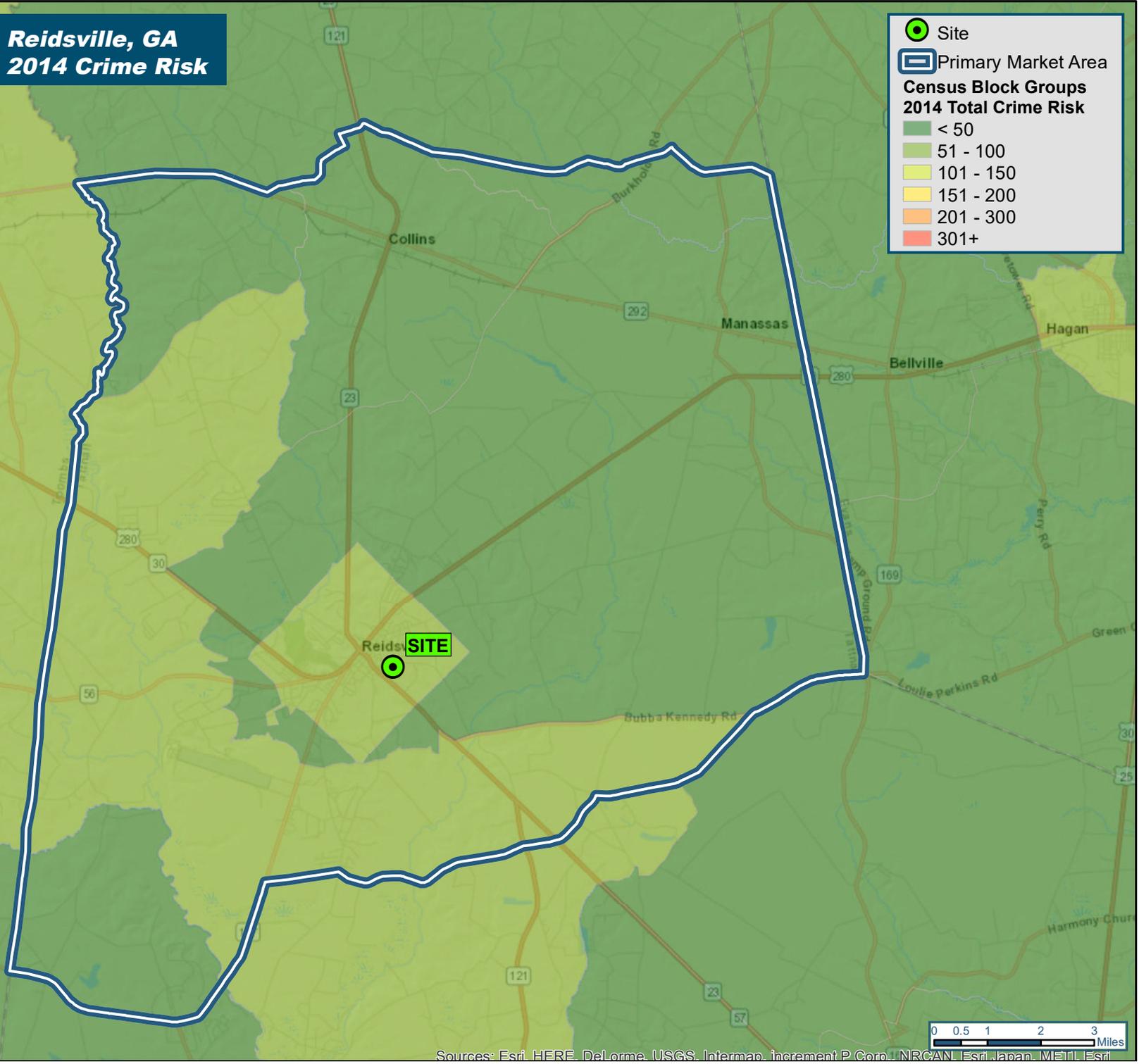
Given the extremely low crime risk of the Site PMA and the subject project's 100% occupancy rate, we do not anticipate that crime will adversely impact the marketability of the subject project.

A map illustrating crime risk is on the following page.

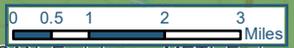


# Reidsville, GA 2014 Crime Risk

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



NORTH  
1:160,000



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

## **7. OVERALL SITE EVALUATION**

The subject site is located within a partially developed area of Reidsville. The residential dwellings north of the site are of good quality and are expected to positively contribute to the site's marketability. In addition, the medical centers and multiple specialty medical offices within the site neighborhood largely benefit the targeted senior population. The wooded land bordering the site to the west provides a semi-private living experience and buffers the site from some subpar residential dwellings. Visibility is considered good as the site is clearly visible from surrounding roadways. Ingress and egress are convenient due to the light traffic within the site neighborhood and it is not anticipated that there will be any traffic disruptions. The subject site has easy access to State Route 57 and U.S. Highway 280, which are arterial roadways and commercial corridors in the Reidsville area. Proximity to area community services will benefit the subject site as most area services are within 1.0 mile, including numerous medical offices and a hospital. Overall, the surrounding land uses and proximity to community services will continue to have a positive impact on the marketability of the site.

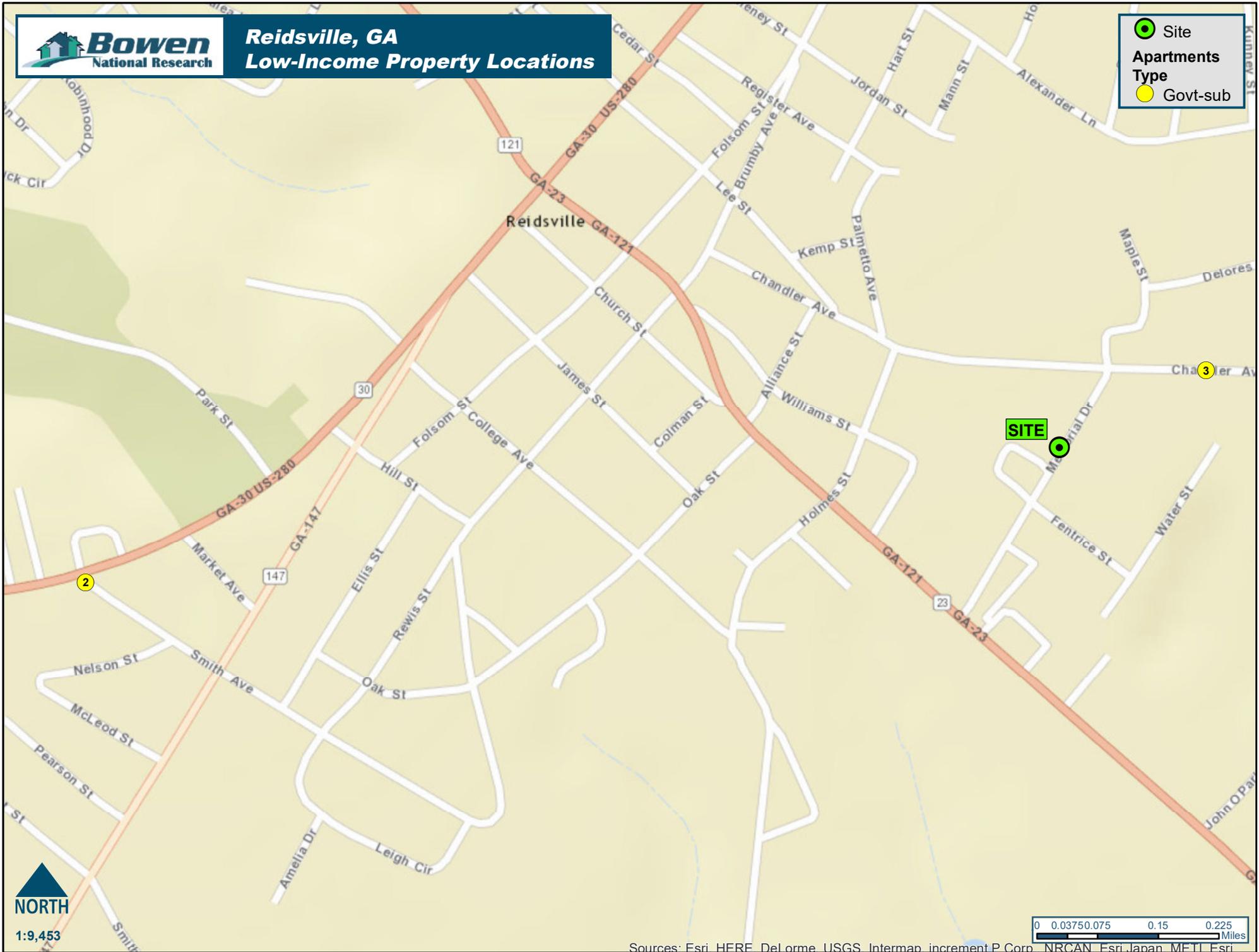
## **8. MAP OF LOW-INCOME RENTAL HOUSING**

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.



# Reidsville, GA Low-Income Property Locations

● Site  
● Apartments  
● Type  
● Govt-sub



## Section D – Primary Market Area Delineation

The Site Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to originate. It is also the geographic area expected to generate the most demographic support for the subject development. The Reidsville Site PMA was determined through interviews with management at the subject site 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.

The Reidsville Site PMA includes all of Reidsville, Collins and Manassas and some outlying unincorporated areas of Tattnell County. The boundaries of the Site PMA include Ronald Lane Road, County Road 29 and County Road 36 to the north; the Tattnell County line to the east; County Road 249, State Route 147 and State Route 178 to the south; and the Tattnell County line to the west.

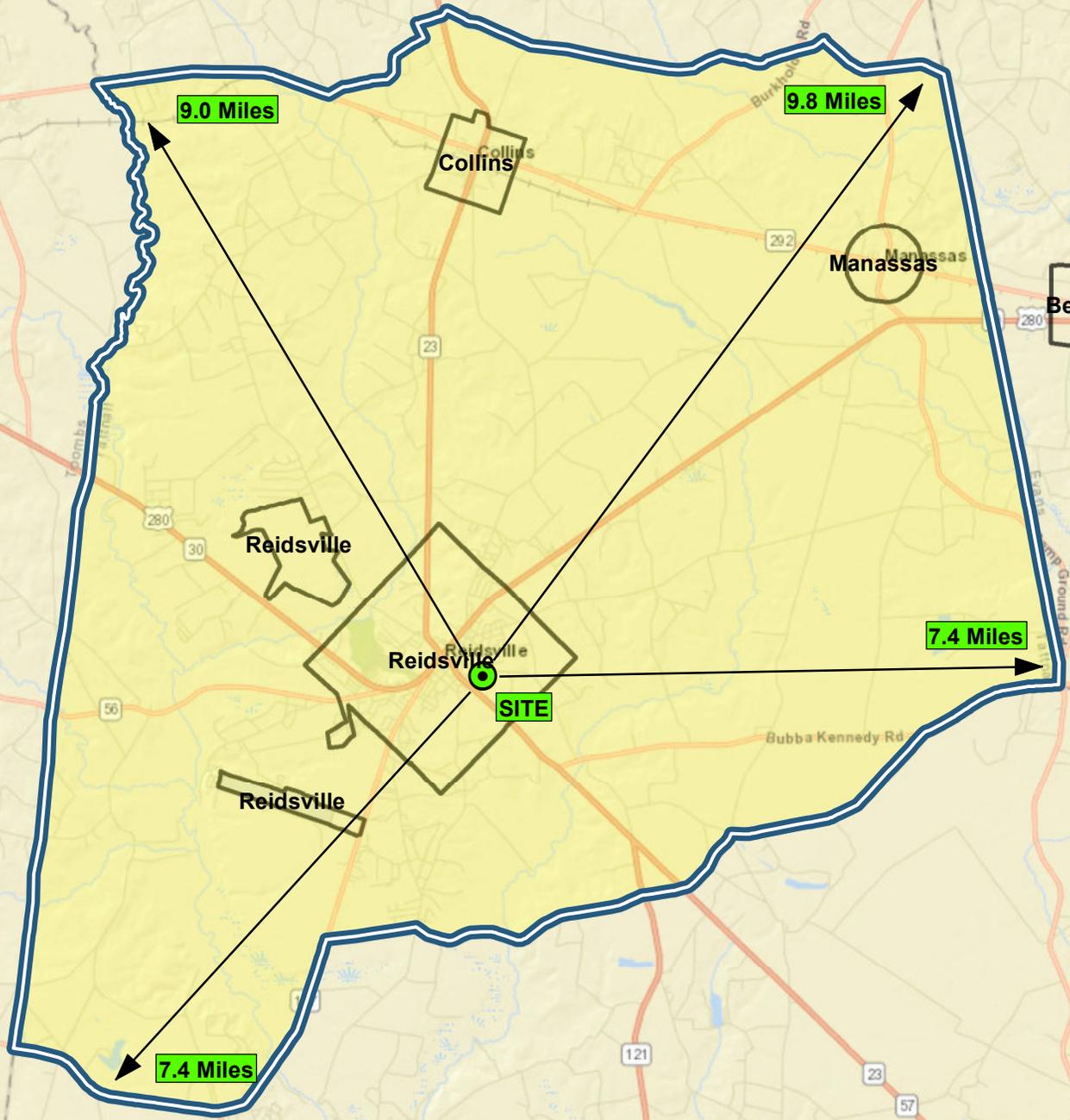
Sue Burnette, Property Manager with Quail Village (the subject site), stated the majority of her tenants are from Reidsville and nearby surrounding areas of Tattnell County. Ms. Burnette confirmed the boundaries of the Site PMA, most specifically the county boundaries to the east/west and stated that Collins and Manassas should be included in the PMA.

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



# Reidsville, GA Primary Market Area

● Site  
▭ Primary Market Area



NORTH  
1:160,000

## 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	7,469	10,604	11,091	11,320
Population Change	-	3,135	487	229
Percent Change	-	42.0%	4.6%	2.1%

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

The Reidsville Site PMA population base increased by 3,135 between 2000 and 2010. This represents a 42.0% increase over the 2000 population, or an annual rate of 3.6%. Between 2010 and 2017, the population increased by 487, or 4.6%. It is projected that the population will increase by 229, or 2.1%, between 2017 and 2019.

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

Population by Age	2010 (Census)		2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	2,501	23.6%	2,676	24.1%	2,729	24.1%	52	2.0%
20 to 24	820	7.7%	862	7.8%	849	7.5%	-13	-1.5%
25 to 34	1,766	16.7%	1,758	15.8%	1,759	15.5%	2	0.1%
35 to 44	1,640	15.5%	1,649	14.9%	1,657	14.6%	8	0.5%
45 to 54	1,692	16.0%	1,514	13.7%	1,511	13.3%	-4	-0.2%
55 to 64	1,093	10.3%	1,258	11.3%	1,335	11.8%	77	6.1%
65 to 74	709	6.7%	882	8.0%	931	8.2%	48	5.5%
75 & Over	384	3.6%	492	4.4%	550	4.9%	58	11.8%
Total	10,605	100.0%	11,091	100.0%	11,320	100.0%	229	2.1%

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

As the preceding table illustrates, nearly 24% of the population is age 55 and older and over 12% is age 65 and older in 2017. These age groups are the primary group of renters for the subject project.

The following compares the PMA's elderly (age 62+) and non-elderly population.

Population Type	Year		
	2010 (Census)	2017 (Estimated)	2019 (Projected)
Elderly (Age 62+)	1,403	1,718	1,853
Non-Elderly	9,201	9,373	9,467
Total	10,604	11,091	11,320

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

The elderly population is projected to increase by 135, or 7.9%, between 2017 and 2019. This increase among the targeted age cohort will likely increase the demand of senior-oriented housing.

## 2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Households	2,653	3,202	3,658	3,749
Household Change	-	549	456	91
Percent Change	-	20.7%	14.2%	2.5%
Household Size	2.82	3.31	2.58	2.58

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

Within the Reidsville Site PMA, households increased by 549 (20.7%) between 2000 and 2010. Between 2010 and 2017, households increased by 456 or 14.2%. By 2019, there will be 3,749 households, an increase of 91 households, or 2.5% over 2017 levels. This is an increase of approximately 46 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	143	4.5%	148	4.1%	147	3.9%	-1	-0.8%
25 to 34	478	14.9%	536	14.6%	535	14.3%	-1	-0.1%
35 to 44	549	17.1%	635	17.4%	635	16.9%	0	0.0%
45 to 54	715	22.3%	684	18.7%	677	18.1%	-7	-1.0%
55 to 64	568	17.7%	704	19.3%	739	19.7%	34	4.9%
65 to 74	454	14.2%	587	16.0%	614	16.4%	28	4.7%
75 to 84	216	6.7%	285	7.8%	321	8.6%	36	12.5%
85 & Over	79	2.5%	79	2.2%	81	2.2%	3	3.3%
Total	3,202	100.0%	3,658	100.0%	3,749	100.0%	92	2.5%

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

Between 2017 and 2019, all of projected household growth in the Site PMA is expected to occur among households age 55 and older.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	2,048	64.0%	2,233	61.1%	2,295	61.2%
Renter-Occupied	1,154	36.0%	1,425	38.9%	1,454	38.8%
Total	3,202	100.0%	3,658	100.0%	3,749	100.0%

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

In 2017, homeowners occupied 61.1% of all occupied housing units, while the remaining 38.9% were occupied by renters. The share of renters is relatively high.

Households by tenure for those age 55 and older in 2010, 2017 (estimated) and 2019 (projected) are distributed as follows:

Tenure Age 55+	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	982	74.6%	1,290	78.0%	1,367	78.1%
Renter-Occupied	335	25.4%	363	22.0%	384	21.9%
Total	1,317	100.0%	1,653	100.0%	1,752	100.0%

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

A total of 363 (22.0%) of all households age 55 and older within the Site PMA were renters in 2017.

Households by tenure for those age 62 and older in 2010, 2017 (estimated) and 2019 (projected) are distributed as follows:

Tenure Age 62+	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	664	71.9%	926	79.6%	983	79.6%
Renter-Occupied	259	28.1%	237	20.4%	252	20.4%
Total	923	100.0%	1,162	100.0%	1,235	100.0%

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

A total of 237 (20.4%) of all households age 62 and older within the Site PMA were renters in 2017. This group of senior renters is projected to grow slightly over the next couple of years, adding to the continued demand of the subject project.

Households by tenure are distributed as follows:

Distribution of Households	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied (<Age 62)	1,386	43.2%	1,314	35.9%	1,317	35.1%
Owner-Occupied (Age 62+)	664	20.7%	926	25.3%	983	26.2%
Renter-Occupied (<Age 62)	896	28.0%	1,188	32.4%	1,201	32.0%
Renter-Occupied (Age 62+)	259	8.1%	237	6.5%	252	6.7%
Total	3,205	100.0%	3,664	100.0%	3,754	100.0%

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

Currently, 6.5% of all occupied housing units within the Site PMA are occupied by renters age 62 and older.

The household sizes by tenure for age 55 and older within the Site PMA, based on the 2017 estimates and 2019 projections, were distributed as follows:

Persons Per Renter Household Age 55+	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	256	70.6%	265	68.8%	8	3.3%
2 Persons	26	7.1%	29	7.6%	4	14.0%
3 Persons	30	8.2%	33	8.7%	4	12.1%
4 Persons	20	5.6%	23	5.9%	2	11.9%
5 Persons+	31	8.5%	34	8.9%	4	11.7%
Total	363	100.0%	384	100.0%	22	6.0%

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

Persons Per Owner Household Age 55+	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	415	32.1%	438	32.0%	23	5.6%
2 Persons	403	31.2%	428	31.3%	25	6.3%
3 Persons	205	15.9%	218	15.9%	12	6.0%
4 Persons	153	11.8%	162	11.9%	10	6.3%
5 Persons+	115	8.9%	122	8.9%	7	6.3%
Total	1,290	100.0%	1,367	100.0%	78	6.0%

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

The subject senior project primarily attracts one-and two-bedroom units, which comprise more than three-fourths of the age 55+ renter households in the Site PMA.

The household sizes by tenure for age 62 and older within the Site PMA, based on the 2017 estimates and 2019 projections, were distributed as follows:

Persons Per Renter Household Age 62+	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	170	71.6%	175	69.3%	5	3.1%
2 Persons	16	6.9%	19	7.6%	3	17.1%
3 Persons	20	8.3%	23	9.0%	3	16.3%
4 Persons	13	5.4%	14	5.7%	2	12.5%
5 Persons+	18	7.8%	21	8.4%	3	15.2%
Total	237	100.0%	252	100.0%	16	6.6%

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

Persons Per Owner Household Age 62+	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	345	37.3%	365	37.1%	20	5.8%
2 Persons	266	28.7%	284	28.9%	18	6.8%
3 Persons	136	14.7%	145	14.7%	8	6.2%
4 Persons	102	11.0%	108	11.0%	6	5.9%
5 Persons+	76	8.3%	81	8.3%	5	6.3%
Total	926	100.0%	983	100.0%	57	6.2%

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

The subject project's one- and two-bedroom units will enable the subject project to accommodate most senior household sizes that will contribute to the project's ongoing marketability.

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

Household Income	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	879	27.5%	977	26.7%	1,048	27.9%
\$15,000 to \$24,999	522	16.3%	506	13.8%	493	13.1%
\$25,000 to \$34,999	477	14.9%	381	10.4%	372	9.9%
\$35,000 to \$49,999	472	14.7%	579	15.8%	620	16.5%
\$50,000 to \$74,999	375	11.7%	556	15.2%	561	15.0%
\$75,000 to \$99,999	362	11.3%	398	10.9%	396	10.6%
\$100,000 to \$149,999	77	2.4%	168	4.6%	165	4.4%
\$150,000 to \$199,999	23	0.7%	65	1.8%	66	1.8%
\$200,000 & Over	15	0.5%	28	0.8%	29	0.8%
Total	3,202	100.0%	3,658	100.0%	3,749	100.0%
Median Income	\$29,193		\$34,061		\$33,994	

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

In 2010, the median household income was \$29,193. This increased by 16.7% to \$34,061 in 2017. By 2019, it is projected that the median household income will be \$33,994, a decline of 0.2% from 2017.

The distribution of households by income age 55 and older within the Reidsville Site PMA is summarized as follows:

Household Income 55+	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	361	27.4%	470	28.4%	519	29.6%
\$15,000 to \$24,999	269	20.4%	296	17.9%	292	16.7%
\$25,000 to \$34,999	210	15.9%	170	10.3%	169	9.6%
\$35,000 to \$49,999	178	13.5%	260	15.7%	290	16.6%
\$50,000 to \$74,999	135	10.3%	215	13.0%	230	13.1%
\$75,000 to \$99,999	124	9.4%	151	9.1%	157	9.0%
\$100,000 to \$149,999	25	1.9%	50	3.0%	51	2.9%
\$150,000 to \$199,999	9	0.7%	27	1.6%	29	1.7%
\$200,000 & Over	6	0.5%	14	0.9%	15	0.8%
Total	1,317	100.0%	1,653	100.0%	1,752	100.0%
Median Income	\$26,357		\$28,567		\$28,821	

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

In 2010, the median household income for households age 55 and older was \$26,357. This increased by 8.4% to \$28,567 in 2017. By 2019, it is projected that the median household income will be \$28,821, an increase of 0.9% over 2017.

The distribution of households by income age 62 and older within the Reidsville Site PMA is summarized as follows:

Household Income 62+	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	243	26.3%	331	28.4%	366	29.6%
\$15,000 to \$24,999	219	23.7%	244	21.0%	239	19.3%
\$25,000 to \$34,999	157	17.0%	124	10.7%	121	9.8%
\$35,000 to \$49,999	120	13.0%	184	15.8%	209	16.9%
\$50,000 to \$74,999	88	9.5%	140	12.1%	153	12.4%
\$75,000 to \$99,999	76	8.2%	86	7.4%	91	7.4%
\$100,000 to \$149,999	15	1.6%	32	2.7%	33	2.7%
\$150,000 to \$199,999	4	0.4%	14	1.2%	15	1.2%
\$200,000 & Over	1	0.1%	8	0.7%	9	0.7%
Total	923	100.0%	1,162	100.0%	1,235	100.0%
Median Income	\$24,977		\$25,565		\$26,071	

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

In 2010, the median household income for households age 62 and older was \$24,977. This increased by 2.4% to \$25,565 in 2017. By 2019, it is projected that the median household income will be \$26,071, an increase of 2.0% over 2017.

The following tables illustrate renter household income by household size for age 55 and older for 2010, 2017 and 2019 for the Reidsville Site PMA:

Renter Age 55+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	112	5	7	8	6	138
\$15,000 to \$24,999	65	2	4	5	4	80
\$25,000 to \$34,999	41	1	3	3	2	50
\$35,000 to \$49,999	36	2	3	3	2	46
\$50,000 to \$74,999	11	0	0	0	0	11
\$75,000 to \$99,999	7	0	0	0	0	7
\$100,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	2	0	0	0	0	2
\$200,000 & Over	1	0	0	0	0	1
Total	275	10	17	19	14	335

Source: ESRI; Urban Decision Group

Renter Age 55+ Households	2017 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	131	13	15	11	18	188
\$15,000 to \$24,999	55	5	6	4	8	78
\$25,000 to \$34,999	15	2	2	2	0	21
\$35,000 to \$49,999	26	2	3	2	3	37
\$50,000 to \$74,999	18	2	2	1	2	25
\$75,000 to \$99,999	10	1	1	0	0	12
\$100,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	1	0	0	0	0	1
\$200,000 & Over	1	0	0	0	0	1
Total	256	26	30	20	31	363

Source: ESRI; Urban Decision Group

Renter Age 55+ Households	2019 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	144	16	18	12	21	211
\$15,000 to \$24,999	50	6	6	4	8	73
\$25,000 to \$34,999	14	2	2	2	0	20
\$35,000 to \$49,999	27	3	4	2	4	40
\$50,000 to \$74,999	17	2	2	2	1	24
\$75,000 to \$99,999	11	2	2	1	0	15
\$100,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	265	29	33	23	34	384

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 55 and older for 2010, 2017 and 2019 for the Reidsville Site PMA:

Owner Age 55+ Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	71	72	28	31	21	223
\$15,000 to \$24,999	70	57	21	24	17	189
\$25,000 to \$34,999	56	50	19	21	14	160
\$35,000 to \$49,999	42	44	16	19	11	132
\$50,000 to \$74,999	40	40	15	17	12	124
\$75,000 to \$99,999	36	38	14	17	12	117
\$100,000 to \$149,999	8	9	3	4	1	25
\$150,000 to \$199,999	2	3	1	1	0	7
\$200,000 & Over	1	2	1	1	0	5
Total	326	315	118	135	88	982

Source: ESRI; Urban Decision Group

Owner Age 55+ Households	2017 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	93	87	45	33	24	282
\$15,000 to \$24,999	79	64	32	24	19	218
\$25,000 to \$34,999	49	45	23	18	14	149
\$35,000 to \$49,999	72	70	35	27	19	223
\$50,000 to \$74,999	56	61	31	23	18	190
\$75,000 to \$99,999	40	45	23	17	13	139
\$100,000 to \$149,999	13	17	8	6	5	50
\$150,000 to \$199,999	8	9	4	3	2	26
\$200,000 & Over	4	4	3	2	0	13
Total	415	403	205	153	115	1,290

Source: ESRI; Urban Decision Group

Owner Age 55+ Households	2019 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	101	95	49	36	27	308
\$15,000 to \$24,999	78	65	33	24	19	219
\$25,000 to \$34,999	48	46	23	18	13	148
\$35,000 to \$49,999	81	78	40	30	22	250
\$50,000 to \$74,999	61	66	34	25	19	206
\$75,000 to \$99,999	41	46	24	18	14	142
\$100,000 to \$149,999	14	18	8	7	5	51
\$150,000 to \$199,999	9	10	5	4	2	29
\$200,000 & Over	4	5	3	2	1	14
Total	438	428	218	162	122	1,367

Source: ESRI; Urban Decision Group

The following tables illustrate renter household income by household size for age 62 and older for 2010, 2017 and 2019 for the Reidsville Site PMA:

Renter Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	81	4	6	7	4	102
\$15,000 to \$24,999	57	2	3	4	4	70
\$25,000 to \$34,999	33	1	2	2	2	40
\$35,000 to \$49,999	26	1	2	2	2	33
\$50,000 to \$74,999	8	0	0	0	0	8
\$75,000 to \$99,999	5	0	0	0	0	5
\$100,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	1	0	0	0	0	1
\$200,000 & Over	0	0	0	0	0	0
Total	211	8	13	15	12	259

Source: ESRI; Urban Decision Group

Renter Age 62+ Households	2017 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	85	9	10	8	12	124
\$15,000 to \$24,999	43	4	5	3	5	60
\$25,000 to \$34,999	9	1	1	1	0	12
\$35,000 to \$49,999	16	1	2	1	1	22
\$50,000 to \$74,999	11	1	1	0	0	13
\$75,000 to \$99,999	5	0	0	0	0	6
\$100,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	170	16	20	13	18	237

Source: ESRI; Urban Decision Group

Renter Age 62+ Households	2019 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	94	10	13	9	14	140
\$15,000 to \$24,999	38	5	5	3	5	56
\$25,000 to \$34,999	9	1	1	1	0	12
\$35,000 to \$49,999	17	2	3	1	2	25
\$50,000 to \$74,999	10	1	1	1	0	12
\$75,000 to \$99,999	6	1	1	0	0	7
\$100,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	175	19	23	14	21	252

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 62 and older for 2010, 2017 and 2019 for the Reidsville Site PMA:

Owner Age 62+ Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	53	41	16	18	13	141
\$15,000 to \$24,999	61	42	15	18	13	149
\$25,000 to \$34,999	46	34	13	14	10	117
\$35,000 to \$49,999	32	27	10	11	7	87
\$50,000 to \$74,999	30	23	9	10	8	80
\$75,000 to \$99,999	26	21	8	9	7	71
\$100,000 to \$149,999	6	5	2	2	0	15
\$150,000 to \$199,999	1	2	0	0	0	3
\$200,000 & Over	0	1	0	0	0	1
Total	255	196	73	82	58	664

Source: ESRI; Urban Decision Group

Owner Age 62+ Households	2017 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	79	59	30	22	17	207
\$15,000 to \$24,999	73	50	26	19	15	184
\$25,000 to \$34,999	42	32	16	13	10	112
\$35,000 to \$49,999	60	47	24	18	13	162
\$50,000 to \$74,999	44	38	19	15	12	127
\$75,000 to \$99,999	28	23	12	9	7	80
\$100,000 to \$149,999	10	10	5	3	3	32
\$150,000 to \$199,999	6	4	2	2	0	14
\$200,000 & Over	3	2	2	1	0	8
Total	345	266	136	102	76	926

Source: ESRI; Urban Decision Group

Owner Age 62+ Households	2019 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	86	64	33	24	18	226
\$15,000 to \$24,999	72	51	26	19	15	183
\$25,000 to \$34,999	41	31	15	12	9	109
\$35,000 to \$49,999	69	53	27	21	15	184
\$50,000 to \$74,999	49	41	22	16	13	140
\$75,000 to \$99,999	29	24	13	10	8	83
\$100,000 to \$149,999	11	11	5	4	3	33
\$150,000 to \$199,999	6	5	2	2	0	15
\$200,000 & Over	3	3	2	1	0	9
Total	365	284	145	108	81	983

Source: ESRI; Urban Decision Group

The overall Reidsville Site PMA population and household trends were very positive since 2000, particularly between 2000 and 2010, when the population grew by more than 40% and the number of households grew by more than 20%. Although at a slower pace, the population grew by 4.6% between 2010 and 2017, while the number of households grew by 14.2% during this same time. It is projected that the population will increase by 229, or 2.1%, between 2017 and 2019, while the number of households is projected to increase by 91 households, or 2.5% over 2017 levels. Between 2017 and 2019, all of projected household growth in the Site PMA is expected to occur among households age 55 and older. The subject project's one- and two-bedroom units will enable the subject project to accommodate most senior household sizes that will contribute to the project's ongoing marketability. The number of older adult renter households are projected to experience modest increases over the next couple of years. The overall senior demographic characteristics and trends will have a positive impact on the demand for senior-oriented housing and add to the demand for the subject project.

## Section F – Economic Trends

### 1. LABOR FORCE PROFILE

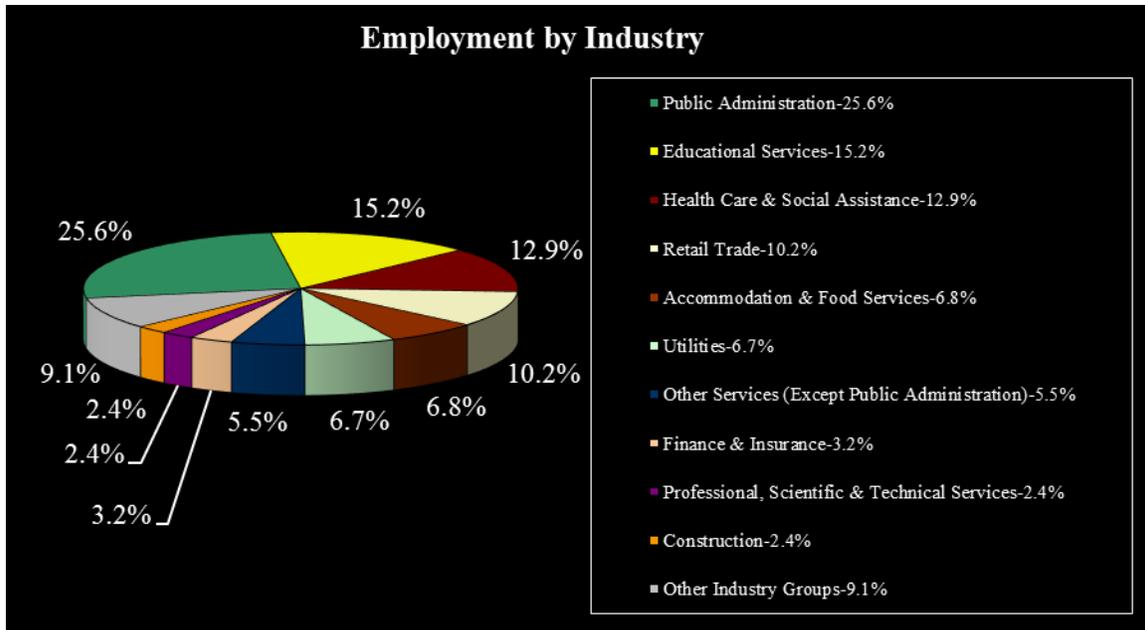
The labor force within the Reidsville Site PMA is based primarily in four sectors. Public Administration (which comprises 25.6%), Educational Services, Health Care & Social Assistance and Retail Trade comprise nearly 64% of the Site PMA labor force. Employment in the Reidsville Site PMA, as of 2017, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	4	1.4%	19	0.8%	4.8
Mining	0	0.0%	0	0.0%	0.0
Utilities	4	1.4%	154	6.7%	38.5
Construction	9	3.1%	54	2.4%	6.0
Manufacturing	4	1.4%	40	1.7%	10.0
Wholesale Trade	5	1.7%	18	0.8%	3.6
Retail Trade	36	12.3%	234	10.2%	6.5
Transportation & Warehousing	9	3.1%	40	1.7%	4.4
Information	7	2.4%	27	1.2%	3.9
Finance & Insurance	37	12.7%	73	3.2%	2.0
Real Estate & Rental & Leasing	9	3.1%	42	1.8%	4.7
Professional, Scientific & Technical Services	13	4.5%	56	2.4%	4.3
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	0	0.0%	0	0.0%	0.0
Educational Services	9	3.1%	349	15.2%	38.8
Health Care & Social Assistance	17	5.8%	295	12.9%	17.4
Arts, Entertainment & Recreation	6	2.1%	22	1.0%	3.7
Accommodation & Food Services	17	5.8%	156	6.8%	9.2
Other Services (Except Public Administration)	49	16.8%	125	5.5%	2.6
Public Administration	50	17.1%	586	25.6%	11.7
Nonclassifiable	7	2.4%	0	0.0%	0.0
Total	292	100.0%	2,290	100.0%	7.8

\*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 East Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	East Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$80,370	\$114,210
Business and Financial Occupations	\$60,360	\$71,300
Computer and Mathematical Occupations	\$57,770	\$85,800
Architecture and Engineering Occupations	\$58,790	\$78,820
Community and Social Service Occupations	\$39,700	\$45,460
Art, Design, Entertainment and Sports Medicine Occupations	\$40,510	\$52,710
Healthcare Practitioners and Technical Occupations	\$60,190	\$74,310
Healthcare Support Occupations	\$23,090	\$28,330
Protective Service Occupations	\$31,120	\$36,610
Food Preparation and Serving Related Occupations	\$19,340	\$20,530
Building and Grounds Cleaning and Maintenance Occupations	\$21,990	\$25,010
Personal Care and Service Occupations	\$20,840	\$24,390
Sales and Related Occupations	\$27,090	\$38,060
Office and Administrative Support Occupations	\$29,480	\$35,470
Construction and Extraction Occupations	\$33,420	\$40,540
Installation, Maintenance and Repair Occupations	\$37,000	\$44,550
Production Occupations	\$29,080	\$33,500
Transportation and Moving Occupations	\$31,480	\$33,720

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

Most annual blue-collar salaries range from \$19,340 to \$40,510 within the East Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$63,496. It is important to note that most occupational types within the East Georgia Nonmetropolitan Area have slightly lower typical wages than the State of Georgia's typical wages. The proposed project will target low-income senior households. The area employment base has a significant number of wage-appropriate occupations from which the proposed subject project will be able to draw support.

## 2. MAJOR EMPLOYERS

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

Employer Name	Business Type
C R of Glenvue	Skilled Nursing
Canoochee Electric Membership Corp	Energy Company
Claxton Poultry Corporation	Poultry Farm
Georgia Department of Corrections	Correctional Facility
Mascot Pecan Shelling Co, Inc.	Pecan Processer/Pecan Products
Onshore Technology Services, Inc.	Rural IT Sourcing
Rotary Corp	Manufacturer Outdoor Power Equipment Parts
Rusty Pig Restaurant	Restaurant
Duramatic Products Co	Manufacturer Outdoor Power Equipment Parts
Optim Medical Center	General Medical/Surgical Hospital

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

According to a representative with the Tattnall County government, the economy is stable and has been holding stable since the downturn of the textile manufacturing approximately 20 years ago, when the county lost about 500 jobs. Since then, the county economy has not changed much. There are three state prisons in the county which employ a large majority of the residents. The county is strong in agriculture, with produce, cattle and poultry farms. Tattnall County is largest grower of the Vidalia onion. The local farms also grow carrots on a large-scale. This has increased the amount of land that they now dedicate to growing carrots.

Approximately two years ago a new company, Onshore Outsourcing, located in Glenville, began with 25 employees and now has 150 employees. These are well paying jobs. The company is focused on growing a highly skilled Information Technology (IT) workforce in rural communities and paying them to provide IT resource solutions for any business.

WARN (layoff notices):

According to the Georgia Department of Economic Development, there have been no WARN notices or large-scale layoffs/closures reported for Tattall County since January 2016. This is a good indication of the strength and stability of the local economy.

**3. EMPLOYMENT TRENDS**

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

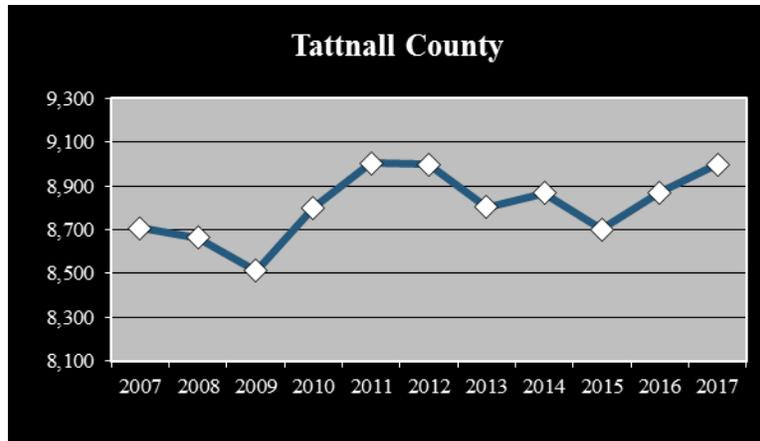
Excluding 2017, the employment base has declined by 1.4% over the past five years in Tattall County, while the state of Georgia increased by 7.1%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Tattall County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2007	8,708	-	4,597,640	-	146,388,400	-
2008	8,665	-0.5%	4,575,010	-0.5%	146,047,748	-0.2%
2009	8,513	-1.8%	4,311,854	-5.8%	140,696,560	-3.7%
2010	8,802	3.4%	4,202,052	-2.5%	140,469,139	-0.2%
2011	9,005	2.3%	4,263,305	1.5%	141,791,255	0.9%
2012	8,997	-0.1%	4,348,083	2.0%	143,621,634	1.3%
2013	8,803	-2.2%	4,367,147	0.4%	144,996,474	1.0%
2014	8,867	0.7%	4,418,471	1.2%	147,403,607	1.7%
2015	8,703	-1.8%	4,502,021	1.9%	149,648,686	1.5%
2016	8,869	1.9%	4,656,255	3.4%	152,001,644	1.6%
2017*	9,000	1.5%	4,767,833	2.4%	152,065,874	0.0%

Source: Department of Labor; Bureau of Labor Statistics

\*Through May



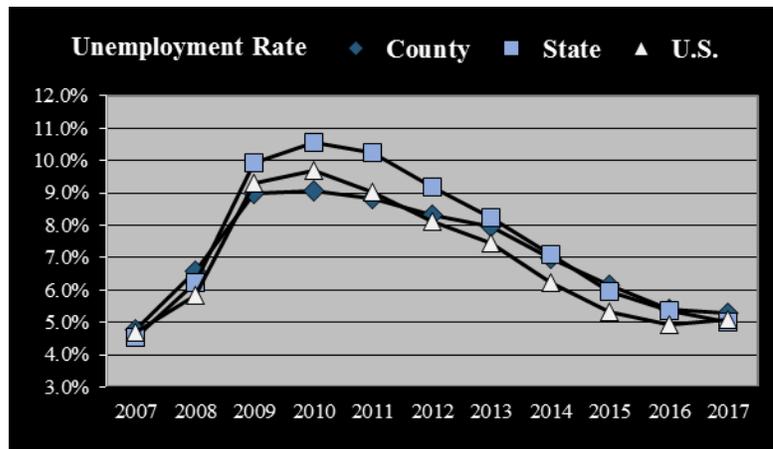
As the preceding illustrates, the Tattnall County employment base has fluctuated over much of the past 10 years, but has generally trended upward. The estimated 9,000 employed persons in the county as of May 2017 represents a six-year high.

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

Year	Unemployment Rate		
	Tattnall County	Georgia	United States
2007	4.8%	4.5%	4.7%
2008	6.6%	6.2%	5.8%
2009	9.0%	9.9%	9.3%
2010	9.1%	10.6%	9.7%
2011	8.8%	10.2%	9.0%
2012	8.3%	9.2%	8.1%
2013	8.0%	8.2%	7.4%
2014	7.0%	7.1%	6.2%
2015	6.2%	6.0%	5.3%
2016	5.4%	5.4%	4.9%
2017*	5.3%	5.0%	5.1%

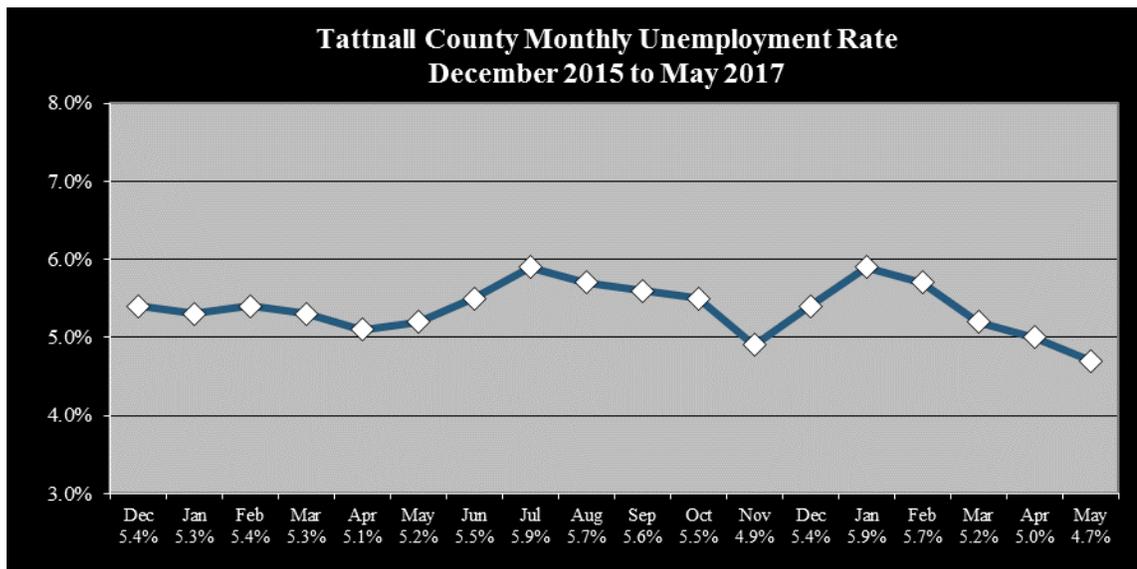
Source: Department of Labor, Bureau of Labor Statistics

\*Through May



The unemployment rate in Tattnall County has ranged between 4.8% and 9.1%, generally comparable to the state average since 2007. After reaching a high of 9.1% in 2010, the county’s unemployment rate has declined in each of the past seven years.

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



The county’s monthly unemployment rate has remained generally stable over much of the past 18 months and has remained below 6.0% during this time.

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 Tattnall County.

In-Place Employment Tattnall County			
Year	Employment	Change	Percent Change
2006	5,623	-	-
2007	5,648	25	0.4%
2008	5,630	-18	-0.3%
2009	5,646	16	0.3%
2010	5,623	-23	-0.4%
2011	5,770	147	2.6%
2012	5,758	-12	-0.2%
2013	5,701	-57	-1.0%
2014	5,789	88	1.5%
2015	5,816	27	0.5%
2016	5,771	-45	-0.8%

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 Tattnall County to be 65.1% of the total Tattnall County employment. This means that Tattnall County has more employed persons leaving the county for daytime employment than those who work in the county.

#### 4. **ECONOMIC FORECAST**

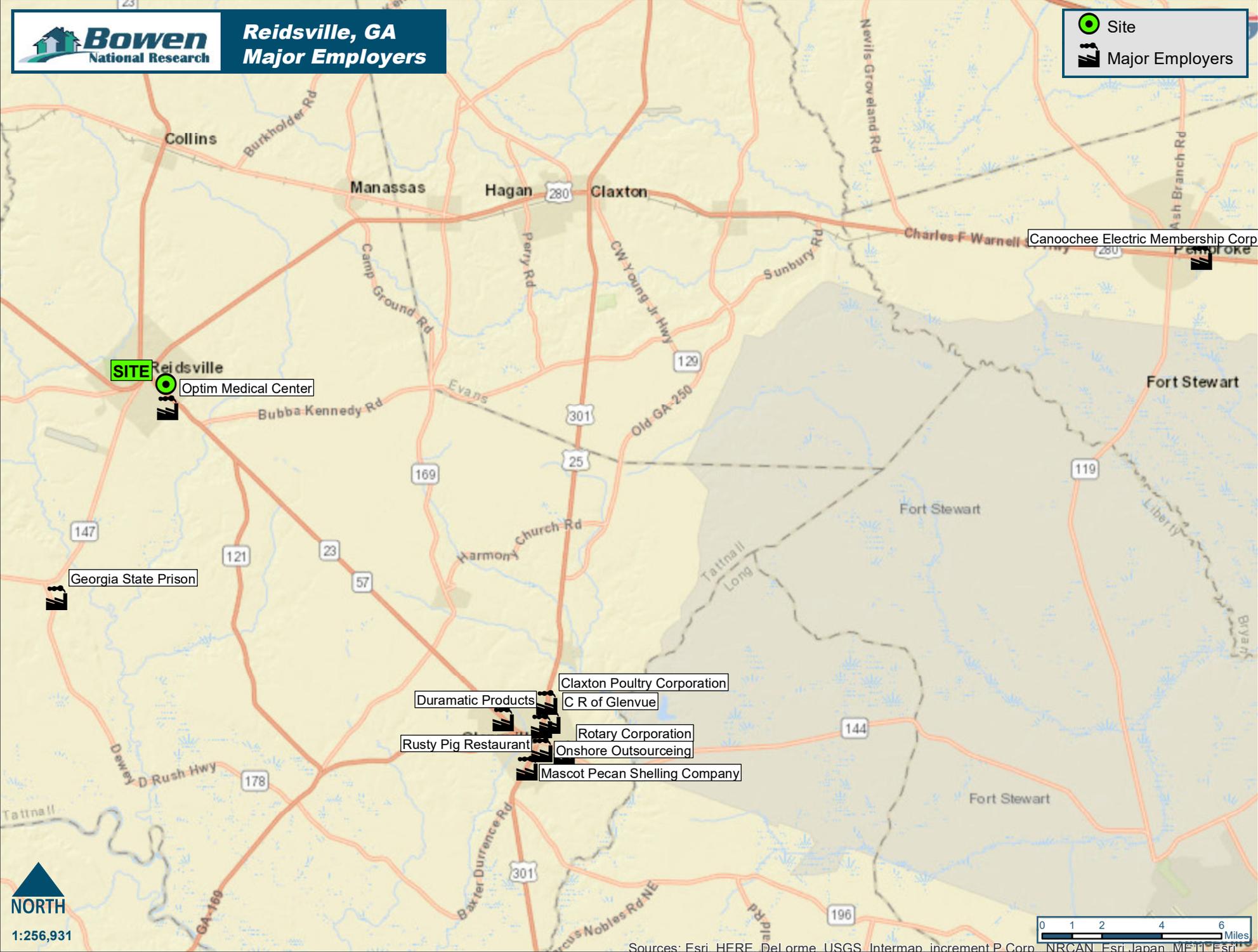
Nearly two-thirds of the Site PMA's labor force is within the Public Administration, Educational Services, Health Care & Social Assistance and Retail Trade job sectors. The proposed project will target low-income senior households. The area employment base has a significant number of wage-appropriate occupations from which the proposed subject project will be able to draw support. The estimated 9,000 employed persons in the county as of May 2017 represents a six-year high. After reaching a high of 9.1% in 2010, the county's unemployment rate has declined in each of the past seven years. The recent economic trends within the market and county have been positive. Overall, the local economy has been generally positive and are expected to remain positive for the foreseeable future.

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



# Reidsville, GA Major Employers

- Site
- Major Employers



**NORTH**  
1:256,931



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 Tattnall County, which has a four-person median household income of \$46,700 for 2017. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size at 60% of AMHI.

Household Size	Maximum Allowable Income
	60%
One-Person	\$19,620
Two-Person	\$22,440

#### a. Maximum Income Limits

The largest units (two-bedroom) at the subject site are expected to continue to house up to two-person senior households age 62 and older. As such, the maximum allowable income at the subject site is **\$22,440**.

#### b. Minimum Income Requirements

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

The proposed Low-Income Housing Tax Credit units will have a lowest gross rent of \$552 (at 60% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,624. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$16,560.

Since the subject project will retain RA through Rural Development on 29 units, the project will continue to serve households with little to no income. As such, we have also conducted a capture rate analysis that considers the project to continue to operate with RA.

**c. Income-Appropriate Range**

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

Unit Type	Income Range	
	Minimum	Maximum
Rural Development/Tax Credit with RA	\$0	\$22,440
LIHTC Only without RA	\$16,560	\$22,440

**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 49.7% to 53.2% (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, 10.0% 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.*

Based on interviews with local apartment managers, it is not uncommon for a senior project to attract a notable share of homeowners to a senior rental project. We have conservatively assumed that no more than 2.5% of senior homeowners would convert to renters in a given year.

- 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.**

To determine the Net Supply number for each bedroom and income category, the analyst will prepare a Competitive Analysis Chart that will provide a unit breakdown of the competitive properties and list each unit type. All properties determined to be competitive with the proposed development will be included in the Supply Analysis to be used in determining Net Supply in the Primary Market Area. In cases where the analyst believes the projects are not competitive with the subject units, the analyst will include a detailed description for each property and unit type explaining why the units were excluded from the market supply calculation. (e.g., the property is on the periphery of the market area, is a market-rate property; or otherwise only partially compares to the proposed subject).

We did not identify any LIHTC properties that were funded and/or built during the projection period (2015 to current). There were no non-subsidized LIHTC units in the Site PMA or any of this project under construction or planned. Therefore, there was no product to deduct from our demand estimates.

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

Demand Component	Percent Of Median Household Income			
	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$22,440)	RD 515/ LIHTC Without RA (\$16,560 - \$22,440)	RD 515/LIHTC w/ RA (\$0 - \$22,440)	LIHTC Only Without RA (\$16,560 - \$22,440)
Demand From New Renter Households (Income-Appropriate)	182 - 169 = 13	33 - 35 = -2	182 - 169 = 13	43 - 46 = -3
+				
Demand From Existing Households (Rent Overburdened)	169 X 53.2% = 90	35 X 49.7% = 18	169 X 53.2% = 90	46 X 49.7% = 23
+				
Demand From Existing Households (Renters In Substandard Housing)	169 X 10.0% = 17	35 X 10.0% = 4	169 X 10.0% = 17	46 X 10.0% = 5
=				
Demand Subtotal	120	20	120	25
+				
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	343 x 2.5% = 2**	108 x 2.5% = 0*	343 x 2.5% = 2**	128 x 2.5% = 0*
=				
Total Demand	122	20	122	25
-				
Supply (Directly Comparable Units Built and/or Funded Since 2015)	0	0	0	0
=				
Net Demand	122	20	122	25
Proposed Units	0*	1*	30	30
Proposed Units/ Net Demand	0* / 122	1 / 20	30 / 122	30 / 25
Capture Rate	= 0.0%	= 5.0%	= 24.5%	= 100.0%+

N/A – Not Applicable

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

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As the preceding illustrates, the capture rates for the subject project to continue to operate under the RD 515 program are low, while the capture rate for the project to operate exclusively under the LIHTC program exceeds the GDCA threshold of 35% for projects in rural markets. While this would suggest that there is insufficient support in this market for the subject project under the non-subsidized (LIHTC only) scenario, it must be reiterated that the subject project is an existing property which is currently 100.0% occupied. As such, a sufficient base of support clearly exists within the market for the subject project, assuming RA is retained, despite the subject's overall capture rate in excess of 100.0% under this scenario. It is also important to note that the preceding demand estimates effectively only consider age- and income-qualified renter households based on new renter growth and those which are existing but rent overburdened and/or living in substandard housing.

When considering that the subject project is an existing property which does not need to rely on support from new renter growth, and the fact that the property likely receives a larger share of senior homeowner support than that included in the preceding table, due to the high share of very low-income (earning below \$25,000) senior homeowners in this market, a larger base of potential support for the subject project is believed to exist within the market than that reflected by our demand estimates. In fact, when considering both renters and homeowners, a total of 525 age- and income-qualified households exist in the market, assuming RA is retained. This is further evidence that a sufficient base of support exists within the market for the subject project. It is also of note that the subject project offers the only age-restricted LIHTC product in the subject market. This will allow the property to attract a larger than typical share of the age- and income-qualified households in this market, as such households have very few rental options from which to choose. Regardless, RA will be retained and the developer will provide a Private Rental Assistance (PRA) subsidy which will prevent a rent increase on all current unassisted tenants. Thus, most, if not all, current tenants are expected to remain post renovations. As such, the subject project has an effective capture rate of 0.0%.

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	50%
Two-Bedroom	50%
Total	100.0%

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

*Scenario One (Less units to remain occupied post renovations)*

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
One-Bedroom (50%)	60%	1***	10	0	10	10.0%	1 Month	\$480	\$450-\$500	\$429
<b>One-Bedroom</b>	<b>Total</b>	<b>1***</b>	<b>10</b>	<b>0</b>	<b>10</b>	<b>10.0%</b>	<b>1 Month</b>	-	-	-
Two-Bedroom (50%)	60%	0***	10	0	10	-	-	\$589	\$550-\$700	\$443
<b>Two-Bedroom</b>	<b>Total</b>	<b>0***</b>	<b>10</b>	<b>0</b>	<b>10</b>	-	-	-	-	-

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

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

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

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

*Scenario Two (Entire Property)*

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
<b>RD 515/LIHTC with Rental Assistance (RA)</b>										
One-Bedroom (50%)	60%	26	61	0	61	42.6%	3 Months	\$480	\$450-\$500	\$429
<b>One-Bedroom</b>	<b>Total</b>	<b>26</b>	<b>61</b>	<b>0</b>	<b>61</b>	<b>42.6%</b>	<b>3 Months</b>	-	-	-
Two-Bedroom (50%)	60%	4	61	0	61	6.5%	2 Months	\$589	\$550-\$700	\$443
<b>Two-Bedroom</b>	<b>Total</b>	<b>4</b>	<b>61</b>	<b>0</b>	<b>61</b>	<b>6.5%</b>	<b>2 Months</b>	-	-	-
<b>LIHTC Only</b>										
One-Bedroom (50%)	60%	26	12	0	12	100.0%+	18 Months	\$480	\$450-\$500	\$429
<b>One-Bedroom</b>	<b>Total</b>	<b>26</b>	<b>12</b>	<b>0</b>	<b>12</b>	<b>100.0%+</b>	<b>18 Months</b>	-	-	-
Two-Bedroom (50%)	60%	4	12	0	12	33.3%	4 Months	\$589	\$550-\$700	\$443
<b>Two-Bedroom</b>	<b>Total</b>	<b>4</b>	<b>12</b>	<b>0</b>	<b>12</b>	<b>33.3%</b>	<b>4 Months</b>	-	-	-

\*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*.

As the preceding tables illustrate, the capture rates by bedroom type for the one-bedroom units without Rental Assistance exceed 100%, assuming the project will operate under the LIHTC program. Typically, this would suggest that an insufficient base of support exists in the market for a particular property. However, the subject project is an existing property which is currently 100% occupied, clear evidence that sufficient support for the subject project exists within this market, assuming the retention of RA. Further, the developer will also provide a PRA subsidy which will prevent a rent increase on all current unassisted residents. Thus, most, if not all, current tenants will remain post renovations, resulting in a lower effective capture rate for the property, as previously detailed.

## Section H – Rental Housing Analysis (Supply)

### 1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Reidsville 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	3,202	81.6%	3,658	81.7%
Owner-Occupied	2,048	64.0%	2,233	61.1%
Renter-Occupied	1,154	36.0%	1,425	38.9%
Vacant	723	18.4%	818	18.3%
Total	3,925	100.0%	4,476	100.0%

Source: ESRI, Census 2010

Based on a 2017 update of the 2010 Census, of the 4,476 total housing units in the market, 18.3% were vacant. In 2017, it was estimated that homeowners occupied 61.1% of all occupied housing units, while the remaining 38.9% were occupied by renters. The share of renters is considered high and the 1,425 renter households represent a good base of potential support in the market for the subject development.

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

Vacant Units	Number	Percent
For Rent	258	35.7%
For-Sale Only	50	6.9%
Renter/Sold, Not Occ.	83	11.5%
Seasonal or Recreational	132	18.3%
Other Vacant	200	27.7%
Total	723	100.0%

Source: 2010 Census

Based on the 2010 Census, of the 723 vacant units in the Site PMA, 46.0% are classified as “Seasonal or Recreational”, or “other vacant”. This is a good indication that the vacant housing units included in the table on the preceding 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	1,088	49.0%	449	42.3%
1, Attached	16	0.7%	6	0.6%
2 to 4	0	0.0%	198	18.6%
5 to 9	0	0.0%	29	2.7%
10 to 19	0	0.0%	7	0.7%
20 to 49	0	0.0%	13	1.2%
50+	0	0.0%	0	0.0%
Mobile Homes	1,115	50.2%	360	33.9%
Boat, RV, Vans	0	0.0%	0	0.0%
Total	2,219	100.0%	1,062	100.0%

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

Over 76% of all renter-occupied housing units are single-family or mobile homes.

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	2,188	98.5%	1,062	100.0%
Lacking Complete Kitchen	33	1.5%	0	0.0%
Total	2,221	100.0%	1,062	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	2,218	99.9%	1,058	99.5%
Lacking Complete Plumbing	2	0.1%	5	0.5%
Total	2,220	100.0%	1,063	100.0%

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

Based on the 2011-2015 ACS estimates, the percentage of owner- and renter-occupied housing with incomplete kitchen facilities was 1.5% and 0.0%, respectively, while 0.5% of renter-occupied households had incomplete plumbing facilities compared with the 0.1% 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	2,174	97.9%	962	90.5%
1.01 Or More Occupants Per Room	46	2.1%	101	9.5%
Total	2,220	100.0%	1,063	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 9.5% of the households, compared with 2.1% 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%	1,073	48.3%	260	24.5%
20% to 29%	507	22.8%	199	18.7%
30% or More	598	26.9%	434	40.9%
Not Computed	43	1.9%	169	15.9%
Total	2,221	100.0%	1,062	100.0%

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

As the preceding illustrates, 47.5% of renter households in the market pay more than 30% of their income towards rent. This is nearly identical to the national average of 47.9%.

### Conventional Rentals

We identified and personally surveyed four conventional housing projects containing a total of 94 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 97.9%, a high rate for rental housing. Among these projects, one are non-subsidized (market-rate and Tax Credit) projects containing 28 units. These non-subsidized units are 96.4% occupied.. The remaining three projects contain 66 government-subsidized units, which are 98.5% occupied.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	1	28	1	96.4%
Tax Credit/Government-Subsidized	1	30	0	100.0%
Government-Subsidized	2	36	1	97.2%
Total	4	94	2	97.9%

All surveyed multifamily rental housing segments are performing well, with occupancy levels of 96.4% or higher. The only LIHTC units in the market have a concurrent subsidy. These units are 100% occupied.

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	12	42.9%	0	0.0%	\$492
Two-Bedroom	1.0	14	50.0%	1	7.1%	\$544
Three-Bedroom	1.0	2	7.1%	0	0.0%	\$773
<b>Total Market-rate</b>		<b>28</b>	<b>100.0%</b>	<b>1</b>	<b>3.6%</b>	-

The market-rate units are 96.4% occupied. There are no Tax Credit units in the field survey of the 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
B	1	28	3.6%

The only market-rate project in the Site PMA has a B quality rating. Once renovated, the subject project will have an improved quality that should enhance the subject project's marketability.

## 2. SUMMARY OF ASSISTED PROJECTS

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

Map I.D.	Project Name	Type	Year Built	Total Units	Occup.	Gross Rent (Unit Mix)				
						Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
1	Quail Village (Site)	TAX & RD 515	1994	30	100.0%	-	\$538 - \$693 (26)	\$579 - \$734 (4)	-	-
2	Quail Run	RD 515	1985	24	100.0%	-	\$552 - \$686 (8)	\$666 - \$825 (16)	-	-
3	Chandler Avenue Apts.	SEC 811	2003	12	91.7%	-	SUB (12)	-	-	-
<b>Total</b>				<b>66</b>	<b>98.5%</b>					

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

OCCUP. - Occupancy

TAX - Tax Credit

SEC - Section

RD - Rural Development

The overall occupancy is 98.5% for these projects, indicating strong market demand. The proposed project offers Rental Assistance on all but one unit; therefore, it will likely have some competitive interaction with the preceding projects.

### HOUSING CHOICE VOUCHER HOLDERS

According to the Georgia Department of Community Affairs, there are approximately 16 Housing Choice Voucher holders within Tattnall County and 21 people on the waiting list for an additional Voucher. This reflects the continuing need for Housing Choice Voucher assistance.

There are no non-subsidized Tax Credit properties within the Site PMA. Therefore, we cannot assess voucher use among this type of affordable rental housing.

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 - Tattnall 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	\$502	\$552 (60%)
Two-Bedroom	\$586	\$603 (60%)

As the preceding table illustrates, the proposed gross rents are slightly above the Payment Standards set by the Georgia Department of Community Affairs (DCA) Rental Assistance Division - Tattnall County. As such, those who hold Housing Choice Vouchers may not respond to the non-Rental Assistance (RA) units at the subject development.

**3. PLANNED MULTIFAMILY DEVELOPMENT**

Based on our interviews with local 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 Tattnall County for the past ten years:

Housing Unit Building Permits for Tattnall County:										
Permits	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Multifamily Permits	0	0	0	0	0	0	0	0	0	0
Single-Family Permits	53	53	39	21	23	18	21	17	20	24
Total Units	53	53	39	21	23	18	21	17	20	24

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

The minimal residential building permit activity in the county has exclusively involved single-family units.

**4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES**

Tax Credit Units

The subject project will include 30 Low-Income Housing Tax Credit (LIHTC) units, of which 29 will also operate with Rental Assistance. We did not identify any non-subsidized Low-Income Housing Tax Credit projects within the PMA. As a result, we identified and surveyed three LIHTC projects outside the PMA but within the region that serve as a base of comparison for the proposed subject project.

These competitive properties and the subject development are summarized as follows.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>Quail Village</b>	<b>1994 / 2019</b>	<b>30</b>	<b>100.0%</b>	<b>-</b>	<b>3 H.H.</b>	<b>Seniors 62+; 60% AMHI &amp; RD 515</b>
901	Lakeview	2005	72	100.0%	16.0 Miles	2 & 3-Br: 8 H.H.	Families; 30%, 50%, & 60% AMHI
903	Chateau	2004	55*	100.0%	21.4 Miles	5 H.H.	Families; 30%, 50%, & 60% AMHI
909	Faith Crossing Apts.	2012	64	98.4%	20.3 Miles	None	Seniors 55+; 50% & 60% AMHI

OCC. – Occupancy  
H.H. - Households  
\*Tax Credit units only

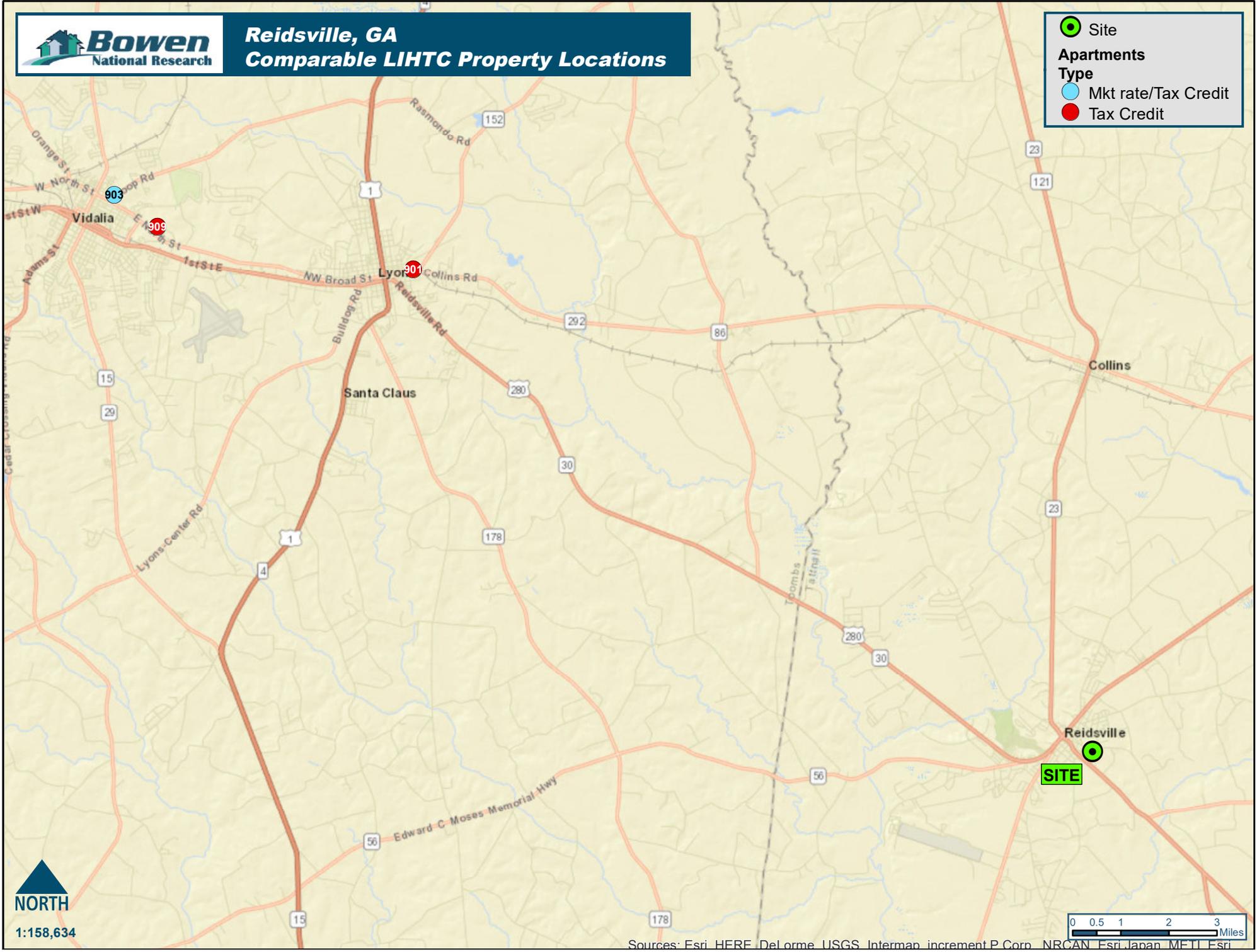
The three LIHTC projects have a combined occupancy rate of 99.5%, indicating a very strong demand for affordable housing in the region. In fact, of the 191 LIHTC units surveyed in the region, only one is vacant. Two of the three projects have wait lists. The renovations to the subject project will help to preserve affordable rental housing that has limited availability in the Site PMA and the region.

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

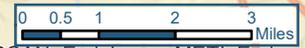


# Reidsville, GA Comparable LIHTC Property Locations

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



**NORTH**  
1:158,634



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

The gross rents for the competing 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	Quail Village	\$525/60% (26)	\$603/60% (4)	-	-
901	Lakeview	\$293/30% (1/0) \$505/50% (5/0) \$582/60% (4/0)	\$379-\$380/30% (4/0) \$609-\$612/50% (14/0) \$709-\$712/60% (16/0)	\$460-\$461/30% (3/0) \$738-\$742/50% (12/0) \$848-\$862/60% (13/0)	None
903	Chateau	\$327/30% (3/0) \$517/50% (10/0) \$537/60% (3/0)	\$392/30% (2/0) \$569/50% (15/0) \$599/60% (7/0)	\$643/50% (10/0) \$668/60% (5/0)	None
909	Faith Crossing Apts.	\$437/50% (3/0) \$467/60% (5/0)	\$514/50% (10/0) \$534/60% (46/1)	-	None

900 series Map IDs are located outside the Site PMA

The proposed subject gross rents, ranging from \$525 to \$603, will fall within the rent range of other LIHTC units targeting similar income levels in the region.

Per Georgia DCA guidelines, 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	% AMHI	Difference	Proposed Rent	% AMHI	Rent Advantage
One-Br.	\$417	- \$429	60%	-\$12	/ \$429	60%	-2.8%
Two-Br.	\$434	- \$443	60%	-\$10	/ \$443	60%	-2.3%

The proposed LIHTC rents at the site are nearly identical to the weighted average rent of the comparable LIHTC projects.

Please note that these are weighted averages of *collected* rents 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 gross rents is provided in Addendum F.

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 tables.

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>Quail Village</b>	<b>653</b>	<b>803</b>	<b>-</b>
901	Lakeview	686	950 - 987	1,102 - 1,160
903	Chateau	783	1,025	1,180
909	Faith Crossing Apts.	762	1,078	-

900 series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>Quail Village</b>	<b>1.0</b>	<b>1.0</b>	<b>-</b>
901	Lakeview	1.0	2.0	2.0
903	Chateau	1.0	2.0	2.0
909	Faith Crossing Apts.	1.0	2.0	-

900 series Map IDs are located outside the Site PMA

While the subject project's unit sizes and number of bathrooms are generally inferior to the comparable LIHTC supply, they are appropriate for the targeted low-income market within the Site PMA. As such, the proposed development will be competitive with the existing LIHTC projects in the market based on unit size (square footage) and the number of baths offered.

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

# COMPARABLE PROPERTIES AMENITIES - REIDSVILLE, 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	X	S	Exterior Storage
903	X	X	X	X	X		X		C		X	X					B		S	Exterior Storage
901	X	X	X	X	X		X		C		X	X	X				B		S	
◆ 909	X	X	X	X	X	X	X		C		X	X	X				B	X	S	Exterior Storage

MAP ID	PROJECT AMENITIES																		
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER	OTHER
◆ SITE		X	X		X									X		X			Covered Pavilion
903		X	X	X		X		X		B						X			
901		X	X	X	X	X		X					X			X	X		Walking Trail
◆ 909		X	X		A	X				P		X		X		X	X		Shuffleboard

◆ 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 amenity packages included at the subject development will be very competitive with the existing low-income projects in the market. While the subject project lacks amenities such as icemaker, dishwasher, garbage disposal, ceiling fan, and fitness center, the subject development does not appear to lack any amenities that would hinder its ability to operate as a Low-Income Housing Tax Credit project.

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the region, it is our opinion that the subject development will be competitive with these properties. The proposed rents fall in line with other LIHTC rents in the region and the subject’s design and amenities are appropriate for the target market.

There are no competitive LIHTC projects in the Site PMA. Therefore, the subject project will not impact any of the rental housing alternatives in 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 \$70,291. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$70,291 home is \$423, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$70,291
Mortgaged Value = 95% of Median Home Price	\$66,776
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$338
Estimated Taxes and Insurance*	\$85
Estimated Monthly Mortgage Payment	\$423

\*Estimated at 25% of principal and interest

In comparison, the proposed collected rents for the subject property range from \$429 to \$443 per month. While this is comparable to the typical mortgage in the market, it is anticipated that a home priced around \$70,000 will have additional homeowner costs associated with repairs, modernization, and upkeep that will not be affordable to most low-income households. Therefore, 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% occupied and maintains a wait list. Based on our review of the most current tenant rent roll and assuming that a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants, it is anticipated that few, if any, of the current tenants will move from the project following renovations. Furthermore, it is important to note that the renovations at the subject site will not necessitate the displacement of current residents and the project will be renovated in such a way to minimize off-site relocation. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 30 subject units will be vacated and that all units will have to be re-rented simultaneously.

Assuming the subject project continues to operate with Rental Assistance on 29 of its 30 units, we believe the subject project would not have difficulty achieving a stabilized occupancy rate of 93% within three months. Should the project lose its Rental Assistance and operate exclusively under the LIHTC program, it would likely have an extended absorption period closer to 18 months (based on an absorption rate of around two units per month). This extended absorption period is attributed to the fact that there is a relatively small base of senior renter households in the market that would qualify for the subject units exclusively under the LIHTC program.

Our absorption projections assume that no other projects targeting a similar age or 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.

## Section J – Interviews

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

- Frank Murphy, the Tattnall County Manager, stated that he feels the whole county is in need of rental housing. He rents some single-family homes in the area and gets calls all the time from people looking for rental housing, and they end up leaving the area because they can find no place to live locally. Mr. Murphy also stated that he feels the senior affordable housing in the area could use some updating, and probably could use some new housing for seniors also.
- Sue Burnnett, Property Manager with Quail Village (the subject site), stated that she feels there is a need for more affordable housing for seniors in Reidsville and Tattnall County. Ms. Burnnett stated she gets interest and applicants regularly and feels one-bedroom units are in highest demand. Ms. Burnnett stated she is unaware of the percentage of her residents who transitioned from homeownership.

## Section K – Conclusions & Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 30 units proposed at the subject site, assuming it is renovated and operated as detailed in this report. Changes in the project's scope of renovations, rent, amenities or renovation completion date may alter these findings.

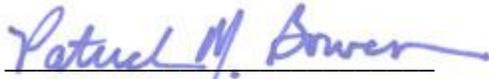
The project will be competitive within the market area in terms of unit amenities and unit sizes, and the proposed rents will be perceived as appropriate in the marketplace. We do not have any recommendations for the subject project.

Given the limited number of affordable developments within the Site PMA, the renovated subject project will offer a housing alternative to low-income households that is not readily available in the area. As shown in the Project Specific Demand Analysis section of this report, the capture rate for the subject project is low when accounting for Rental Assistance currently offered at the project. Without Rental Assistance, the capture rate exceeds 100% as a Tax Credit only property. Therefore, the Rental Assistance will be essential to the subject project's ongoing viability.

Because the subject project will not involve introducing any new units into the market, the subject project will not have any adverse impact on the existing and planned Tax Credit developments in the Site PMA.

## 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.



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Date: August 14, 2017



Garth Semple  
Market Analyst  
[garths@bowennational.com](mailto:garths@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

### REIDSVILLE, 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.

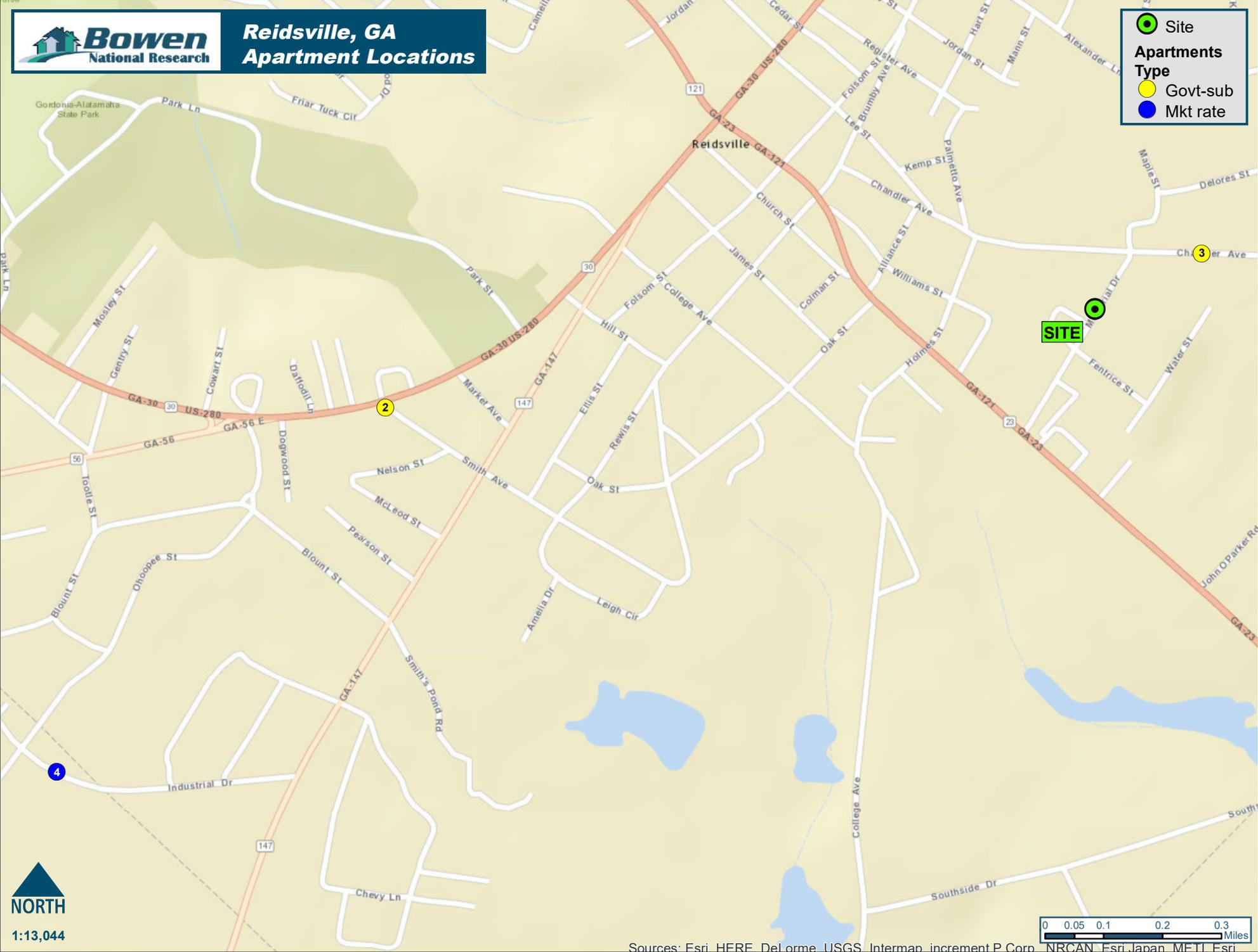
- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

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.



# Reidsville, GA Apartment Locations

 Site  
**Apartments Type**  
 Govt-sub  
 Mkt rate



  
 NORTH  
 1:13,044



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

# MAP IDENTIFICATION LIST - REIDSVILLE, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Quail Village (Site)	TGS	B	1994	30	0	100.0%	-
2	Quail Run	GSS	B	1985	24	0	100.0%	1.4
3	Chandler Avenue Apts.	GSS	B	2003	12	1	91.7%	0.2
4	San Reid	MRR	B	1974	28	1	96.4%	2.1

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	1	28	1	96.4%	0
TGS	1	30	0	100.0%	0
GSS	2	36	1	97.2%	0

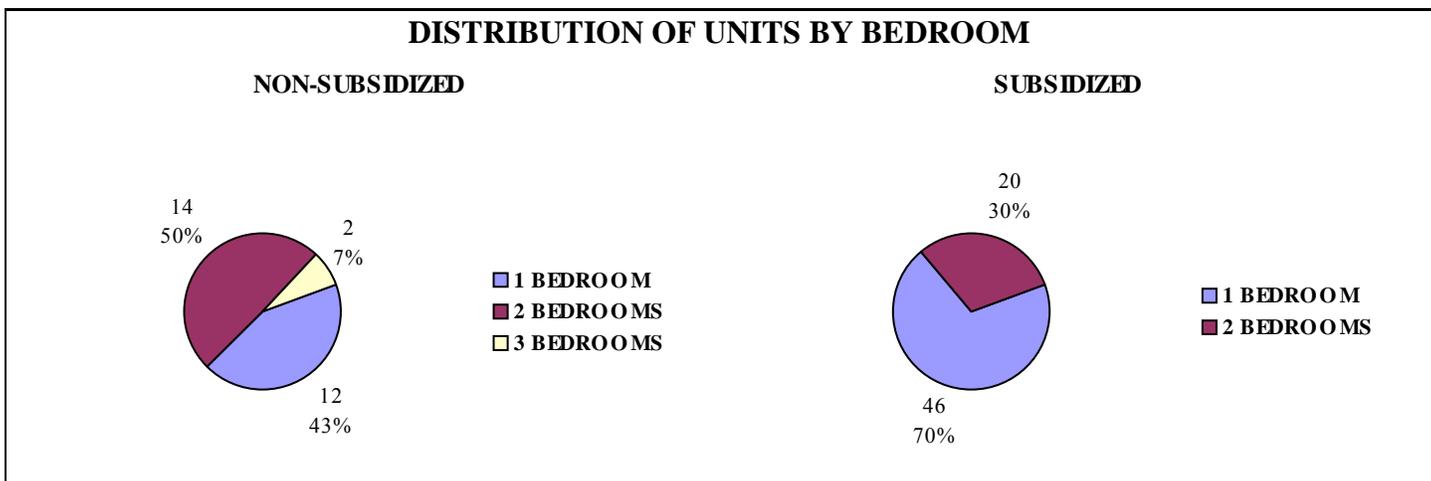
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

\* - Drive Distance (Miles)

Survey Date: July 2017

# DISTRIBUTION OF UNITS - REIDSVILLE, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	12	42.9%	0	0.0%	\$492
2	1	14	50.0%	1	7.1%	\$544
3	1	2	7.1%	0	0.0%	\$773
<b>TOTAL</b>		<b>28</b>	<b>100.0%</b>	<b>1</b>	<b>3.6%</b>	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	26	86.7%	0	0.0%	N.A.
2	1	4	13.3%	0	0.0%	N.A.
<b>TOTAL</b>		<b>30</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	20	55.6%	1	5.0%	N.A.
2	1.5	16	44.4%	0	0.0%	N.A.
<b>TOTAL</b>		<b>36</b>	<b>100.0%</b>	<b>1</b>	<b>2.8%</b>	
<b>GRAND TOTAL</b>		<b>94</b>	<b>-</b>	<b>2</b>	<b>2.1%</b>	



# SURVEY OF PROPERTIES - REIDSVILLE, GEORGIA

1 Quail Village (Site)			
	<b>Address</b> 199 Memorial Dr. Reidsville, GA 30453	<b>Phone</b> (912) 557-4521 (Contact in person)	<b>Total Units</b> 30
	<b>Year Built</b> 1994 <b>Comments</b> 50% AMHI; RD 515, has RA (29 units); Accepts HCV (0 currently)	<b>Contact</b> Sue	<b>Vacancies</b> 0 <b>Occupied</b> 100.0% <b>Floors</b> 1 <b>Quality Rating</b> B <b>Senior Restricted (62+)</b> <b>Waiting List</b> 3 households
2 Quail Run			
	<b>Address</b> 100 Smith St. Reidsville, GA 30453	<b>Phone</b> (912) 557-6293 (Contact in person)	<b>Total Units</b> 24
	<b>Year Built</b> 1985 <b>Comments</b> RD 515, has RA (24 units)	<b>Contact</b> Terry	<b>Vacancies</b> 0 <b>Occupied</b> 100.0% <b>Floors</b> 1,2 <b>Quality Rating</b> B <b>Waiting List</b> 2 households
3 Chandler Avenue Apts.			
	<b>Address</b> 210 Chandler Ave. Reidsville, GA 30458	<b>Phone</b> (912) 557-8880 (Contact in person)	<b>Total Units</b> 12
	<b>Year Built</b> 2003 <b>Comments</b> HUD Section 811 PRAC; 100% homeless & mentally disabled; Square footage estimated	<b>Contact</b> Stormy	<b>Vacancies</b> 1 <b>Occupied</b> 91.7% <b>Floors</b> 1 <b>Quality Rating</b> B <b>Waiting List</b> None
4 San Reid			
	<b>Address</b> 196 Industrial Dr. Reidsville, GA 30453	<b>Phone</b> (844) 274-7321 (Contact in person)	<b>Total Units</b> 28
	<b>Year Built</b> 1974 <b>Comments</b> Accepts HCV (0 currently); Year built & square footage estimated	<b>Contact</b> Luke	<b>Vacancies</b> 1 <b>Occupied</b> 96.4% <b>Floors</b> 2 <b>Quality Rating</b> B <b>Waiting List</b> 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

# COLLECTED RENTS - REIDSVILLE, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
4		\$375	\$400	\$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 - REIDSVILLE, GEORGIA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
4	San Reid	1	800	\$492	\$0.62
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
4	San Reid	1	1100	\$544	\$0.49
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
4	San Reid	1	1300	\$773	\$0.59

◆	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 - REIDSVILLE, GEORGIA

<b>MARKET-RATE</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.62	\$0.49	\$0.59
TOWNHOUSE	\$0.00	\$0.00	\$0.00

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

<b>COMBINED</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.62	\$0.49	\$0.59
TOWNHOUSE	\$0.00	\$0.00	\$0.00

# TAX CREDIT UNITS - REIDSVILLE, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 1	Quail Village (Site)	26	653	1	50%	\$436 - \$591
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 1	Quail Village (Site)	4	803	1	50%	\$450 - \$605

◆ - Senior Restricted

# QUALITY RATING - REIDSVILLE, GEORGIA

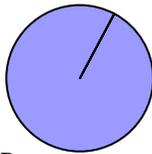
## MARKET-RATE PROJECTS AND UNITS

QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
B	1	28	3.6%		\$492	\$544	\$773	

## DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS

TAX CREDIT UNITS



**B**  
100%

## YEAR BUILT - REIDSVILLE, GEORGIA \*

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	1	28	1	3.6%	28	100.0%
1980 to 1989	0	0	0	0.0%	28	0.0%
1990 to 1999	0	0	0	0.0%	28	0.0%
2000 to 2005	0	0	0	0.0%	28	0.0%
2006 to 2010	0	0	0	0.0%	28	0.0%
2011	0	0	0	0.0%	28	0.0%
2012	0	0	0	0.0%	28	0.0%
2013	0	0	0	0.0%	28	0.0%
2014	0	0	0	0.0%	28	0.0%
2015	0	0	0	0.0%	28	0.0%
2016	0	0	0	0.0%	28	0.0%
2017**	0	0	0	0.0%	28	0.0%
<b>TOTAL</b>	<b>1</b>	<b>28</b>	<b>1</b>	<b>3.6%</b>	<b>28</b>	<b>100.0 %</b>

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

\*\* As of July 2017

Survey Date: July 2017

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## APPLIANCES AND UNIT AMENITIES - REIDSVILLE, GEORGIA

<b>APPLIANCES</b>			
<b>APPLIANCE</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS*</b>
RANGE	1	100.0%	28
REFRIGERATOR	1	100.0%	28
ICEMAKER	0	0.0%	
DISHWASHER	0	0.0%	
DISPOSAL	0	0.0%	
MICROWAVE	0	0.0%	
<b>UNIT AMENITIES</b>			
<b>AMENITY</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS*</b>
AC - CENTRAL	1	100.0%	28
AC - WINDOW	0	0.0%	
FLOOR COVERING	1	100.0%	28
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	1	100.0%	28
PATIO/DECK/BALCONY	0	0.0%	
CEILING FAN	0	0.0%	
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	1	100.0%	28
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	0	0.0%	

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

# PROJECT AMENITIES - REIDSVILLE, GEORGIA

<b>PROJECT AMENITIES</b>			
<b>AMENITY</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS</b>
POOL	0	0.0%	
ON-SITE MANAGEMENT	1	100.0%	28
LAUNDRY	0	0.0%	
CLUB HOUSE	0	0.0%	
MEETING ROOM	0	0.0%	
FITNESS CENTER	0	0.0%	
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	0	0.0%	
COMPUTER LAB	0	0.0%	
SPORTS COURT	0	0.0%	
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	0	0.0%	
SECURITY GATE	0	0.0%	
BUSINESS CENTER	0	0.0%	
CAR WASH AREA	0	0.0%	
PICNIC AREA	0	0.0%	
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	0	0.0%	

# DISTRIBUTION OF UTILITIES - REIDSVILLE, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
<b>HEAT</b>			
TENANT			
ELECTRIC	4	94	100.0%
			100.0%
<b>COOKING FUEL</b>			
TENANT			
ELECTRIC	4	94	100.0%
			100.0%
<b>HOT WATER</b>			
TENANT			
ELECTRIC	4	94	100.0%
			100.0%
<b>ELECTRIC</b>			
TENANT	4	94	100.0%
			100.0%
<b>WATER</b>			
LANDLORD	1	12	12.8%
TENANT	3	82	87.2%
			100.0%
<b>SEWER</b>			
LANDLORD	1	12	12.8%
TENANT	3	82	87.2%
<b>TRASH PICK-UP</b>			
LANDLORD	2	42	44.7%
TENANT	2	52	55.3%
			100.0%

# UTILITY ALLOWANCE - REIDSVILLE, 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

**904 400 Randolph Dr.**

20.3 miles to site



**Address** 400 Randolph Dr.  
Vidalia, GA 30474

**Phone** (912) 537-8885 **Contact** Summer

**Total Units** 24 **Vacancies** 0 **Percent Occupied** 100.0%

**Project Type** Market-Rate

**Year Open** 1984 **Floors** 1,2

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** NONE

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

**Remarks** Does not accept HCV; Select units have dishwashers



### Features and Utilities

**Utilities** No landlord paid utilities

**Unit Amenities** Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Fireplace, Blinds, Exterior Storage

**Project Amenities**

### Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	4	0	907	\$0.50	\$450
2	1	T	8	0	1200	\$0.46	\$550
3	1.5	T	12	0	1728	\$0.38	\$650

**907 Wilkes Townhouses**

21.4 miles to site



**Address** 707 Loop Rd.  
Vidalia, GA 30474

**Phone** (912) 537-3141 **Contact** Mike

**Total Units** 50 **Vacancies** 0 **Percent Occupied** 100.0%

**Project Type** Market-Rate

**Year Open** 1985 **Floors** 2

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** NONE

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

**Remarks** Does not accept HCV; Square footage estimated



**Features and Utilities**

**Utilities** No landlord paid utilities

**Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds

**Project Amenities**

**Unit Configuration**

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1.5	T	6	0	960	\$0.52	\$500
2	1.5	T	42	0	1100	\$0.50	\$550
3	1.5	T	2	0	1300	\$0.46	\$600

**908 Church Street Apts.**

21.8 miles to site



<b>Address</b>	503 Church St. Vidalia, GA 30474		
<b>Phone</b>	(912) 538-8575	<b>Contact</b>	Gary
<b>Total Units</b>	8	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Market-Rate		
<b>Year Open</b>	1974	<b>Floors</b>	1
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	NONE		
<b>Quality Rating</b>	B-	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Accepts HCV; Year built estimated		



**Features and Utilities**

**Utilities** Landlord pays Trash  
**Unit Amenities** Refrigerator, Range, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds  
**Project Amenities**

**Unit Configuration**

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	1	G	8	0	800	\$0.81	\$650

**910 155 Hardwood Way**

25.8 miles to site



**Address** 155 Hardwood Way  
Vidalia, GA 30474

**Phone** (912) 403-9592 **Contact** Shirley

**Total Units** 4 **Vacancies** 0 **Percent Occupied** 100.0%

**Project Type** Market-Rate

**Year Open** 2011 **Floors** 1

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** NONE

**Quality Rating** B- **Neighborhood Rating** B

**Remarks** Does not accept HCV

### Features and Utilities

**Utilities** Landlord pays Water, Sewer, Trash  
**Unit Amenities** Refrigerator, Range, Microwave, Central AC, Wood Flooring, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds  
**Project Amenities**

### Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	2	G	4	0	1000	\$0.63	\$625

**912 Elise**

20.9 miles to site



**Address** 114 Maple Dr.  
Vidalia, GA 30474

**Phone** (912) 293-0625 **Contact** Dennis

**Total Units** 12 **Vacancies** 0 **Percent Occupied** 100.0%

**Project Type** Market-Rate

**Year Open** 2010 **Floors** 1

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** NONE

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

**Remarks** Does not accept HCV



### Features and Utilities

**Utilities** No landlord paid utilities

**Unit Amenities** Refrigerator, Range, Central AC, Patio/Deck/Balcony, Blinds

**Project Amenities**

### Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	2	G	12	0	1150	\$0.61	\$700

**903 Chateau**

21.4 miles to site



<b>Address</b>	706 Loop Rd. Vidalia, GA 30474		
<b>Phone</b>	(912) 537-1973	<b>Contact</b>	Wakanda
<b>Total Units</b>	56	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Market-Rate & Tax Credit		
<b>Year Open</b>	2004	<b>Floors</b>	2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	5 households		
<b>Quality Rating</b>	B	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Market-rate (1 unit); 30%, 50% & 60% AMHI (55 units); HCV (10 units)		

**Features and Utilities**

<b>Utilities</b>	No landlord paid utilities
<b>Unit Amenities</b>	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds, Exterior Storage
<b>Project Amenities</b>	On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Picnic Area

**Unit Configuration**

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	3	0	783	\$0.54	\$420	60%
1	1	G	10	0	783	\$0.51	\$400	50%
1	1	G	3	0	783	\$0.27	\$210	30%
2	2	G	7	0	1025	\$0.44	\$455	60%
2	2	G	15	0	1025	\$0.41	\$425	50%
2	2	G	2	0	1025	\$0.24	\$248	30%
3	2	G	1	0	1180	\$0.47	\$555	
3	2	G	5	0	1180	\$0.42	\$495	60%
3	2	G	10	0	1180	\$0.40	\$470	50%

**901 Lakeview**

16.0 miles to site



<b>Address</b>	136 N 10th St. Lyons, GA 30436		
<b>Phone</b>	(912) 526-5988	<b>Contact</b>	Sandy
<b>Total Units</b>	72	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Tax Credit		
<b>Year Open</b>	2005	<b>Floors</b>	2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	2 & 3-br: 8 HH		
<b>Quality Rating</b>	B+	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	30%, 50% & 60% AMHI; HCV (2 units); Unit mix estimated by manager		

**Features and Utilities**

<b>Utilities</b>	Landlord pays Trash
<b>Unit Amenities</b>	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
<b>Project Amenities</b>	On-site Management, Laundry Facility, Club House, Meeting Room, Fitness Center, Playground, Computer Lab, Picnic Area, Social Services, Walking Trail

**Unit Configuration**

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	4	0	686	\$0.70	\$480	60%
1	1	G	5	0	686	\$0.59	\$403	50%
1	1	G	1	0	686	\$0.28	\$191	30%
2	2	T	8	0	987	\$0.59	\$580	60%
2	2	T	7	0	987	\$0.49	\$480	50%
2	2	T	2	0	987	\$0.25	\$248	30%
2	2	G	8	0	950	\$0.61	\$580	60%
2	2	G	7	0	950	\$0.51	\$480	50%
2	2	G	2	0	950	\$0.26	\$250	30%
3	2	T	6	0	1160	\$0.60	\$700	60%
3	2	T	6	0	1160	\$0.50	\$580	50%
3	2	T	1	0	1160	\$0.26	\$299	30%
3	2	G	7	0	1102	\$0.63	\$690	60%
3	2	G	6	0	1102	\$0.53	\$580	50%
3	2	G	2	0	1102	\$0.27	\$302	30%

**909 Faith Crossing Apts.**

20.3 miles to site



<b>Address</b>	123 Agan Dr. Vidalia, GA 30475		
<b>Phone</b>	(912) 537-2055	<b>Contact</b>	Angela
<b>Total Units</b>	64	<b>Vacancies</b>	1
		<b>Percent Occupied</b>	98.4%
<b>Project Type</b>	Tax Credit		
<b>Year Open</b>	2012	<b>Floors</b>	2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	NONE		
<b>Quality Rating</b>	B+	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	50% & 60% AMHI; HCV (5 units)		

**Features and Utilities**

<b>Utilities</b>	Landlord pays Trash
<b>Unit Amenities</b>	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, E-Call Button, Exterior Storage
<b>Project Amenities</b>	On-site Management, Laundry Facility, Meeting Room, Fitness Center, Sports Court, Elevator, Computer Lab, Picnic Area, Social Services, Shuffleboard

**Unit Configuration**

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	5	0	762	\$0.48	\$365	60%
1	1	G	3	0	762	\$0.44	\$335	50%
2	2	G	46	1	1078	\$0.38	\$405	60%
2	2	G	10	0	1078	\$0.36	\$385	50%

## Addendum C – NCHMA Member Certification & Checklist

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

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



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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)
<b>Executive Summary</b>		
1.	Executive Summary	A
<b>Project Description</b>		
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
<b>Location and Market Area</b>		
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)
<b>Employment and Economy</b>		
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
<b>Demographic Characteristics</b>		
24.	Population and household estimates and projections	E
25.	Area building permits	H
26.	Distribution of income	E
27.	Households by tenure	E
<b>Competitive Environment</b>		
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
<b>Analysis/Conclusions</b>		
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)**

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

## **Addendum D – Methodologies, Disclaimers & Sources**

### **1. PURPOSE**

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

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

### **2. METHODOLOGIES**

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

### **3. REPORT LIMITATIONS**

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

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

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

### **4. SOURCES**

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

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

**Addendum E:**  
**RENT ROLL**

**PROJECT WORKSHEET FOR CREDIT AND RENTAL ASSISTANCE**

(SERVICING OFFICE USE ONLY)

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

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

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

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

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

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

**30 .** \_\_\_\_\_  
**Date**

**31 .** \_\_\_\_\_  
**Signature - Borrower or Borrower's Representativ**

\*Includes previous Plan I S 8.

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





## Addendum F – Achievable Market Rent Analysis

### A. INTRODUCTION

While there were no comparable market-rate projects within the Site PMA, we identified five market-rate properties within the region that we consider comparable in terms of unit and project amenities to the subject development. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>Quail Village</b>	<b>1994 / 2019</b>	<b>30</b>	<b>100.0%</b>	<b>26 (100.0%)</b>	<b>4 (100.0%)</b>	<b>-</b>
904	400 Randolph Dr.	1984	24	100.0%	4 (100.0%)	8 (100.0%)	12 (100.0%)
907	Wilkes Townhouses	1985	50	100.0%	6 (100.0%)	42 (100.0%)	2 (100.0%)
908	Church Street Apts.	1974	8	100.0%	-	8 (100.0%)	-
910	155 Hardwood Way	2011	4	100.0%	-	4 (100.0%)	-
912	Elise	2010	12	100.0%	-	12 (100.0%)	-

Occ. – Occupancy

The five selected market-rate projects have a combined total of 98 units with an overall occupancy rate of 100.0%.

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

**Rent Comparability Grid**

Unit Type →

**ONE BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Quail Village		400 Randolph Dr.		Wilkes Townhouses		Church Street Apts.		155 Hardwood Way		Elise	
199 Memorial Drive		400 Randolph Dr.		707 Loop Rd.		503 Church St.		155 Hardwood Way		114 Maple Dr.	
Reidsville, GA		Vidalia, GA		Vidalia, GA		Vidalia, GA		Vidalia, GA		Vidalia, GA	
<b>A.</b>	<b>Rents Charged</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1	\$ Last Rent / Restricted?	\$450		\$500		\$650		\$625		\$700	
2	Date Surveyed	Jul-17		May-17		May-17		May-17		May-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	\$450	0.50	\$500	0.52	\$650	0.81	\$625	0.63	\$700	0.61
<b>B.</b>	<b>Design, Location, Condition</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	R/1		TH/2		R/1		R/1		R/1	
7	Yr. Built/Yr. Renovated	1994/2019		1984	\$23	1985	\$22	1974	\$33	2011	(\$4)
8	Condition/Street Appeal	G		F	\$15	G		G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	No	(\$23)	No	(\$25)	No	(\$33)	No	(\$31)	No	(\$35)
<b>C.</b>	<b>Unit Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	1		1		2	(\$50)	2	(\$50)	2	(\$50)
12	# Baths	1		1.5	(\$15)	1		2	(\$30)	2	(\$30)
13	Unit Interior Sq. Ft.	653	(\$39)	907	(\$47)	800	(\$22)	1000	(\$53)	1150	(\$75)
14	Balcony/Patio	Y		Y		Y		Y		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/N	\$5	Y/Y	(\$10)	N/N	\$5	Y/N	\$5
18	Washer/Dryer	HU/L	\$5	HU	\$5	W/D	(\$25)	HU	\$5	HU	\$5
19	Floor Coverings	V		C		C		W		N	\$10
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		Y	(\$5)	N		N	
23	Ceiling Fans/E-Call System	N/Y		Y/N		Y/N		N/N	\$5	Y/N	\$5
<b>D.</b>	<b>Site Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
26	Security Features	N		N		N		N		N	
27	Community Space	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
28	Pool/Recreation Areas	N		N		N		N		N	
29	Computer/Business Center	Y	\$3	N	\$3	N	\$3	N	\$3	N	\$3
30	Picnic Area/Storage	Y/Y	\$3	N/Y	\$3	N/N	\$8	N/N	\$8	N/N	\$8
31	Library	N		N		N		N		N	
32	Social Services	N		N		N		N		N	
<b>E.</b>	<b>Utilities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
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	N/N		N/N		N/N		N/N		Y/Y	(\$38)
39	Trash/Recycling	N/N		N/N		Y/N	(\$15)	Y/N	(\$15)	N/N	
<b>F.</b>	<b>Adjustments Recap</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	8	2	5	6	8	3	5	5	8	5
41	Sum Adjustments B to D	\$64	(\$62)	\$43	(\$127)	\$69	(\$105)	\$26	(\$168)	\$56	(\$193)
42	Sum Utility Adjustments						(\$15)		(\$53)		
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	\$2	\$126	(\$84)	\$170	(\$51)	\$189	(\$195)	\$247	(\$137)	\$249
<b>G.</b>	<b>Adjusted &amp; Market Rents</b>	<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$452		\$416		\$599		\$430		\$563	
45	Adj Rent/Last rent		101%		83%		92%		69%		80%
46	Estimated Market Rent	\$490		\$0.75		← Estimated Market Rent/ Sq. Ft					

**Rent Comparability Grid**

Unit Type →

**TWO BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Quail Village		400 Randolph Dr.		Wilkes Townhouses		Church Street Apts.		155 Hardwood Way		Elise	
199 Memorial Drive		400 Randolph Dr.		707 Loop Rd.		503 Church St.		155 Hardwood Way		114 Maple Dr.	
Reidsville, GA		Vidalia, GA		Vidalia, GA		Vidalia, GA		Vidalia, GA		Vidalia, GA	
<b>A.</b>	<b>Rents Charged</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1	\$ Last Rent / Restricted?	\$550		\$550		\$650		\$625		\$700	
2	Date Surveyed	Jul-17		May-17		May-17		May-17		May-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	\$550	0.46	\$550	0.50	\$650	0.81	\$625	0.63	\$700	0.61
<b>B.</b>	<b>Design, Location, Condition</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	R/1		TH/2		R/1		R/1		R/1	
7	Yr. Built/Yr. Renovated	1994/2019		1984 \$23		1985 \$22		1974 \$33		2011 (\$4)	
8	Condition/Street Appeal	G		G		G		G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	No	(\$28)	No	(\$28)	No	(\$33)	No	(\$31)	No	(\$35)
<b>C.</b>	<b>Unit Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1		1.5	(\$15)	1		2	(\$30)	2	(\$30)
13	Unit Interior Sq. Ft.	803	(\$58)	1200	(\$43)	1100	(\$43)	800 \$0		1000 (\$29)	
14	Balcony/Patio	Y		Y		Y		Y		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/N	\$5	Y/Y	(\$10)	N/N	\$5	Y/N	\$5
18	Washer/Dryer	HU/L	\$5	HU	\$5	W/D	(\$25)	HU	\$5	HU	\$5
19	Floor Coverings	V		C		C		C		W	\$10
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		Y	(\$5)	N		N	
23	Ceiling Fans/E-Call System	N/Y		Y/N		Y/N		N/N	\$5	Y/N	\$5
<b>D.</b>	<b>Site Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
26	Security Features	N		N		N		N		N	
27	Community Space	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
28	Pool/Recreation Areas	N		N		N		N		N	
29	Computer/Business Center	Y	\$3	N	\$3	N	\$3	N	\$3	N	\$3
30	Picnic Area/Storage	Y/Y	\$3	N/Y	\$3	N/N	\$8	N/N	\$8	N/N	\$8
31	Library	N		N		N		N		N	
32	Social Services	N		N		N		N		N	
<b>E.</b>	<b>Utilities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
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	N/N		N/N		N/N		N/N		Y/Y	(\$47)
39	Trash/Recycling	N/N		N/N		N/N		Y/N	(\$15)	Y/N	(\$15)
<b>F.</b>	<b>Adjustments Recap</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	7	2	5	6	9	1	5	4	8	4
41	Sum Adjustments B to D	\$49	(\$86)	\$43	(\$126)	\$69	(\$33)	\$26	(\$94)	\$56	(\$119)
42	Sum Utility Adjustments						(\$15)		(\$62)		
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	(\$37)	\$135	(\$83)	\$169	\$21	\$117	(\$130)	\$182	(\$63)	\$175
<b>G.</b>	<b>Adjusted &amp; Market Rents</b>	<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$513		\$467		\$671		\$495		\$637	
45	Adj Rent/Last rent		93%		85%		103%		79%		91%
46	Estimated Market Rent	\$555		\$0.69							

← 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 \$490 for a one-bedroom unit and \$555 for a two-bedroom unit.

Bedroom Type	Proposed Collected Rent	% AMHI	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$429	60%	\$490	12.4%
Two-Bedroom	\$443	60%	\$555	20.2%

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. The proposed collected rents represent market rent advantages ranging from 12.4% to 20.2%. As such, the proposed rents should represent a very good value for the local market. This is considered in our absorption rate estimates.

**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 a more modern effective age. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
  
8. One of the comparable properties is considered slightly inferior to the renovated subject project. As a result, we adjusted the rent of this project by \$15 to reflect its inferior quality.
  
10. The subject project is located in Reidsville, while the comparable properties are all located in Vidalia. Given that Vidalia has higher household incomes, housing values and other attributes superior to Reidsville, we have adjusted the comparable properties by 5%.

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 similar to the selected properties. We have made, however, adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The subject project offers a project amenities package that is generally similar to the selected comparable 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](mailto: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	
<b>Total Price</b>					

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 4<sup>th</sup>, 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 14<sup>th</sup>. 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 2<sup>nd</sup>.

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  
Quail Village**

Project: Quail Village  
Developer: Hallmark

**Property Summary:**  
Street Address: 199 Memorial Dr,  
City: Reidsville  
County: Tattnall County  
Approx. Year Constructed: 1995  
Target Population: Elderly  
Total Rentable Units: 30  
Bldg. Type: Single Story Garden Style  
Manager:  
Office Phone: (912) 537-3501  
Buildings: 5  
Approx. # of parking spaces 44

**Unit Summary:**

Type	Quantity	Sq. Ft.	Bedrooms	Bathrooms
1 BR - Type A (HC)	1.00	653.00	1.00	1.00
1-BR - Type B	25.00	653.00	1.00	1.00
2 BR - Type A (HC)	1.00	803.00	2.00	1.00
2 BR - Type B	3.00	803.00	2.00	1.00
<b>Totals</b>	<b>30</b>		<b>34</b>	<b>30</b>

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

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

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

**Scope of Work:**

**Site Work:**

- New site development sign (New board and posts)
- 1-1/2" overlay at parking lot and drive repair as indicated on drawings
- Stripe parking lots
- Install HC reserve parking signage
- Landscaping allowance: (Trim exist. Shrubs and trees as directed, add mulch, redo beds, add additional plantings per drawings.)
- Remove and replace existing dumpster enclosure per drawings (6' Vinyl panels)
- Remove and replace existing dumpster pads and apron per drawings, add bollards (apron: min 10 ft from front of dumpster. )
- Install new mail pedestals at existing location
- Provide positive drainage away from all buildings (Per Allowance)
- Replace or repair site fencing: (15% replacement)
- Install new steel handrails at sidewalk per plan
- 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 plans
- Pressure wash roads and walkways at completion of construction

**Concrete:**

- Replace damaged sidewalks/curb walks throughout
- Construct wheelchair accessible curb ramps as identified on plans

New ADA compliant sidewalk to new amenities from all Ground floor units.  
Provide new ADA compliant Sidewalk to existing amenities from all ground floor units  
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 plans  
Provide accessible route from All ground floor units to All other ground floor units and amenities.  
Remove concrete stairs in front of building B and rework for ADA path  
Install new concrete sidewalks between bldgs. A & E and bldgs. E & C  
0

**Building Exteriors:**

Storm/screen doors existing: take down and provide to owner  
Replace metal entry doors: door, frame, peep, thresholds ( ADA thresholds ground floor units only) & 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  
Tuck point all brick surfaces  
Pressure wash all brick surfaces  
Replace apt and community bldg. windows with low E energy efficient windows, include screens (Energy Star Certified). Windows must be compliant with egress regulations.  
No existing shutters  
Remove existing siding and replace with vinyl siding (Install building wrap over existing substrate)  
No wall sheathing replacement included, any replacement will be handled via change order  
Replace soffit and fascia with vinyl to match wall siding  
Replace existing and/or provide new gutters and downspouts as needed at front, back, and sides of buildings  
Replace roofing with 30 year Architectural shingles and 15# felt as indicated by Capex (Capex indicates the following roofs were recently replaced and will not be included for replacement: Building. C. )  
With roof replacement, replace all vent caps and boots  
No roof sheathing replacement included, any replacement will be handled via change order  
Replace rear patio door (includes frame and hardware)  
0

**Building Interiors:**

Retain and store any of the following that are in good condition: Appliances, HVAC units, Cabinetry, Steel doors, Water heaters, and etc. (OPTION)  
General Demo: doors per plans, trim, cabinets, plumbing, hvac, applicances, etc.  
Replace interior bifold doors with 6-panel masonite or flat panel to match existing doors that remain (include frame & hardware).  
Replace all interior door hardware and install new door stops (Round wall mounted)  
Install louvered door at mechanical closet where indicated.  
Install new draft stops in the attic space if none existing  
Install additional blown cellulose insulation to achieve an R-38 rating in the attics of all buildings.  
Remove and replace all blinds with new 1" mini-blinds  
Drywall repair for trade cuts and Tub repair with moisture resistant drywall  
**Drywall repair allowance per apartment. (Trade cuts and Tub drywall repair carried separate from allowance)**  
**Painting interiors & ceiling, doors and trim (Low VOC) (one color/one sheen)**  
1 BR - Type A (HC)  
1-BR - Type B  
2 BR - Type A (HC)  
2 BR - Type B  
**Install Luxury vinyl floors throughout entire unit including stairs with tread cap (LVT to be 12mil with 15 year residential warranty and waterproof)**  
1 BR - Type A (HC)  
1-BR - Type B  
2 BR - Type A (HC)  
2 BR - Type B  
Replace shoe mold where new vinyl or LVT floors are provided  
**Replace Kitchen Cabinets (base, wall, pantry, c.top,)**  
**Replace Bath Vanities, (base, c.top,) and Wall hungs over toilet where they currently exist. Full vanities in ground floor units shall be breakaway fronts**  
Cabinets and Vanities w/ Formica or P-Lam countertop Cabinets in ground floor units shall be breakaway fronts  
1 BR - Type A (HC)  
1-BR - Type B  
2 BR - Type A (HC)  
2 BR - Type B  
Full vanities in ground floor units shall be breakaway fronts

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 (2) Refrigerators were recently replaced and have been removed from the scope.)  
Replace 30" range and grease shield per capex. (front control at HC units) (Capex indicates (4) Ranges were recently replaced and have been removed from the scope.) (Ranges are Electric)  
Install fire suppression systems over ranges. (Range Queens)  
Install Microhoods to match existing venting over range.  
General reframing to allow for water heater or general requirements in standard units.  
Dishwasher not required - Elerly propoerty  
Reverse door swings as needed for FFHA requirements  
0

**HVAC:**

Replace air handling units, and disconnect per Capex (Energy Star Certified) (Capex indicates (0) Air handlers were recently replaced and have been removed from the scope.) (AHU's are Electric)  
Replace Condensing unit with a 15 SEER unit with a 8.5 HSPF rating and new suction lines (Energy Star Certified) (Capex indicates (0) condensing units 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. Thermostats in ground floor units shall be lowered to FFHA regulations  
New registers/diffusers/return grilles  
Flush all condensate drains to remove debris  
Clean interiors of ductwork  
Level existing concrete a/c pads as needed  
0

**Plumbing:**

Replace toilets with water sense labeled (1.28 GPF) toilets w/ elongated bowl. (Toilets on first floor to be Comfort height.)  
Replace 100% of tub/showers and surround (3 piece fiberglass)-Waiver requested for 1-piece (provide age in place backing on all ground floor tubs)  
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 (0) 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) (All switches and outlets in ground floor units must)  
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% Flourescent or LED)  
New GFI outlets in kitchens/bath/exteriors (Exteriors include new cover)  
Install hardwired smoke detectors w/ battery backup per Code (3ft Away from HVAC grills and Bath door)  
New TV Cable at LR's and BR's. Cable junction to be consolidated to one accessible exterior location for provider access.  
Replace all entry lights  
Dishwasher circuit not required - Elerly propoerty  
Dishwasher outlet not required - Elerly propoerty  
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  
Laundry equipment is leased, do not remove and replace.  
Replace exist. PTAC unit

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### Office / Storage

Install LVT throughout Office  
New shoe mold  
New electrical fixtures & devices per above electrical section  
Paint throughout  
Drywall patch  
New interior & exterior doors & hardware as indicated in matrix  
Follow interior & exterior replacement for HC unit items, when item currently exists in common spaces (doors, cabinets, appliances, etc.)  
No Kitchen existing in office  
Replace exist. PTAC unit  
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

0

### Community Room

Install new sheet vinyl flooring  
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 new computer desk countertop (with 120 power outlet and data drops at desk)  
Follow interior & exterior replacement for HC unit items, when item currently exists in common spaces (doors, cabinets, appliances, etc.)  
Kitchen sink and cabinets existing in community room; no appliances

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