

Market Feasibility Analysis

Satilla Villas
1100 McDonald Avenue
Woodbine, Camden County, Georgia 31569

Prepared For

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Effective Date

August 14, 2017

Job Reference Number

17-288 JW



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Section A – Executive Summary

This report evaluates the continued market feasibility of the Satilla Villas rental community in Woodbine, 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 the majority of the current tenants to continue to income-qualify and remain at the property, post renovations. However, in the unlikely event that all units were vacated and had to be re-rented simultaneously exclusively under the Tax Credit guidelines, the subject project would experience difficulties reaching and maintaining a stabilized occupancy level due to the limited amount of demographic support within the market, as evidenced by our demand estimates included in Section G. The subject project is, however, 100.0% occupied and most current tenants will remain post renovations assuming the retention of RA and that a PRA subsidy will be provided by the developer on current unassisted tenants.

1. Project Description:

Satilla Villas was originally built in 1981 and has operated under the Rural Development Section 515 (RD 515) program since that time. The project targets family (general-occupancy) households and offers 59 units, 47 of which receive RA directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). Note that one (1) two-bedroom unit is reserved for management and one (1) three-bedroom unit is reserved for a courtesy office, which have been excluded from the remainder of this analysis. This report analyzes the 57 revenue-producing subject units. According to management, all marketed units at the subject project are currently occupied with a nine-household waiting list. Note that four units are currently down for maintenance.

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 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 47 units of RA will be retained. The developer has also indicated that a PRA subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details regarding the proposed project are included on the following page, as well as in *Section B* of this report.

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
12	One-Br.	1.0	Garden	657	60%	\$403/\$561	\$493	\$135	\$628	\$699
24	Two-Br.	1.0	Garden	807	60%	\$433/\$616	\$523	\$155	\$678	\$838
21	Three-Br.	1.0	Garden	938	60%	\$453/\$671	\$543	\$181	\$724	\$969
57	Total									

Source: Greystone Servicing Corporation, Inc.; Bowen National Research, LLC
AMHI – Area Median Household Income (Camden 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, carpet and vinyl flooring, window blinds and a patio with exterior storage. Community amenities will include on-site management, a playground and a covered pavilion/picnic area. Overall, the amenity package offered at the property is limited as compared to those offered among the comparable properties but is considered appropriate for and marketable to the targeted tenant population, as indicated by the subject’s 100.0% occupancy rate on all marketed units.

2. Site Description/Evaluation:

The subject site is located within a predominantly undeveloped area of Woodbine, generally surrounded by wooded land and residential dwellings, which are conducive to affordable rental housing. The site is within close proximity to major roadways, which provide easy and convenient access throughout Woodbine and the surrounding areas of Kingsland and St. Marys. Bedell Avenue/U.S. Highway 17 in the downtown area of Woodbine serves as a major commercial corridor, providing the majority of community services, and is approximately 0.4 miles west of the site. Access is considered good, whereas visibility is considered adequate. In addition, the established nature of the site property surrounded by wooded areas creates a desirable and comfortable living space for its residents. Overall, the site neighborhood and proximity to community services should contribute to its continued marketability, which is also evidenced by the site’s 100.0% occupancy rate and wait list. An in-depth site evaluation is included in *Section C* of this report.

3. Market Area Definition:

The Woodbine Site PMA includes Woodbine and the surrounding unincorporated areas of Camden County. Specifically, the boundaries of the Site PMA generally include King Bay Road, State Route 110, Ocean Highway/U.S. Highway 17 and Fancy Bluff Creek to the north; Fancy Bluff Creek and Kings Bay Naval Base to the east; Kings Bay Road, Colerain Road, Laurel Island Parkway and State Route 40 to the south; and State Route 110, Satilla River, Owens Ferry Road and New Post Road/State Route 252 to the west. A map illustrating these boundaries is included on page *D-2* of this report and details the farthest boundary is 17.8 miles from the site.

4. Community Demographic Data:

The population and total households within the Site PMA grew significantly between 2000 and 2017, increasing by more than 25% during this time. It is projected that the population and households will increase by 320 (2.3%) and 140 (2.6%), respectively, between 2017 and 2019. During this time frame, the greatest growth among household age groups is projected to be among the households between the ages of 65 and 74, while notable growth is also expected to occur among those between the ages of 75 and 84 and between the ages of 35 and 44. These trends are indications of growing housing demand for senior- and family-oriented housing. Additional demographic data is included in *Section E* of this report.

Based on the 2010 Census, of the 819 vacant units in the Site PMA, 41.0% were classified as “Other Vacant” and only 13.4% were classified as “For Rent”. This is a good indication that the vacant housing units included in the table earlier on this page are not reflective of the long-term rental housing market within the Site PMA. Based on our Field Survey of Conventional Rentals within the Woodbine Site PMA, all rental properties surveyed are 100.0% occupied and maintain a waiting list, 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:

The subject project targets low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will continue to draw support. The Camden County employment base fluctuated over the past decade, but experienced a notable drop between 2015 and 2016. While local economic officials could not comment on the cause of the significant decline of jobs, given the nominal increase in the county's unemployment rate during this time frame, it is likely that this decline is attributed to military deployments at Kings Bay Base located in St. Marys. The unemployment rate in Camden County has ranged between 4.0% and 9.9%, generally comparable to the state average since 2007. The county's annual unemployment rate has generally declined over much of the past seven years and has hovered between 5.5% and 5.7% during the past three years. Even with the recent decline in the employment base, the local economy is generally considered to be stable. Regardless, rental housing targeting low-income households will help to serve unemployed or underemployed households. 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 - \$40,260)	RD 515/ LIHTC Without RA (\$21,531 - \$40,260)	RD 515/LIHTC w/ RA (\$0 - \$40,260)	LIHTC Only Without RA (\$21,531 - \$40,260)
Net Demand	230	56	230	56
Subject Units/ Net Demand	0* / 230	2* / 56	57 / 230	57 / 56
Capture Rate	= 0.0%	= 3.6%	= 24.8%	= > 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 such, the subject’s overall capture rate of 24.8% as proposed with the retention of RA on the majority of the units is considered achievable. Effectively, however, the subject project will have a capture rate of 3.6% for the two non-RA units which would need to be re-rented post renovations due to current tenants that would no longer income-qualify to reside at the proposed under the Tax Credit program.

In the unlikely event the subject project lost RA and operated exclusively as a Tax Credit project, its capture rate would be greater than 100.0%. This indicates that an insufficient base of demographic support would exist for the subject project in this unlikely scenario. As a result, the project would require rent reductions to insure the project could attract a sufficient base of renter households, should it operate exclusively under the Tax Credit program and all units were vacated simultaneously. Regardless, it must be reiterated that the subject project is an existing property with all marketed units occupied and maintains a waitlist. In addition, a PRA subsidy will be provided to all current unassisted tenants, which will prevent a rent increase on such tenants following renovations. As such, we expect that most current residents will remain at the renovated site. The vacancies that do materialize following renovations will likely be minimal and should be quickly filled by qualified residents in the market.

Applying the shares of demand detailed in *Section G* to the income-qualified households and existing competitive supply yields demand and capture rates for the subject units by bedroom type illustrated within the tables on the following page.



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 (25%)	60%	1**	14	0	14	7.1%
One-Bedroom	Total	1**	14	0	14	7.1%
Two-Bedroom (40%)	60%	1**	22	0	22	4.5%
Two-Bedroom	Total	1**	22	0	22	4.5%
Three-Bedroom (35%)	60%	0**	20	0	20	0.0%
Three-Bedroom	Total	0**	20	0	20	0.0%

*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.

As the preceding table illustrates, the capture rates by bedroom type range from 0.0% to 7.1% when assuming that all RA units are leasable and will remain occupied, in addition to the current tenants in the non-RA units which will continue to income-qualify to reside at the property under the Tax Credit guidelines. These capture rates are considered very low and achievable.

Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand	Supply*	Net Demand	Capture Rate
RD 515/LIHTC with Rental Assistance (RA)						
One-Bedroom (25%)	60%	12	57	0	57	21.1%
One-Bedroom	Total	12	57	0	57	21.1%
Two-Bedroom (40%)	60%	24	92	0	92	26.1%
Two-Bedroom	Total	24	92	0	92	26.1%
Three-Bedroom (35%)	60%	21	81	0	81	25.9%
Three-Bedroom	Total	21	81	0	81	25.9%
LIHTC Only						
One-Bedroom (25%)	60%	12	14	0	14	85.7%
One-Bedroom	Total	12	14	0	14	85.7%
Two-Bedroom (40%)	60%	24	22	0	22	>100.0%
Two-Bedroom	Total	24	22	0	22	>100.0%
Three-Bedroom (35%)	60%	21	20	0	20	>100.0%
Three-Bedroom	Total	21	20	0	20	>100.0%

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

The capture rates by bedroom type assuming that all subject units are vacated simultaneously with the retention of RA range from 21.1% and 26.1%. These capture rates are considered achievable, demonstrating that a sufficient base of demographic support will exist for the subject project.

In the unlikely event the subject project lost its subsidy, the capture rates by bedroom type will be at least 85.7%. These very high capture rates indicate that limited demographic support will exist for the subject project in this unlikely scenario. As such, if RA were lost, the subject project would need to charge lower rents to insure the project could attract a sufficient base of renter households if all units were vacated simultaneously.

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

7. Competitive Rental Analysis

It should be noted that there are no non-subsidized Low-Income Housing Tax Credit (LIHTC) projects within the Woodbine Site PMA. Given the lack of non-subsidized LIHTC housing within the market, we identified and surveyed five general-occupancy LIHTC communities outside of the Site PMA, but within the region in Brunswick, Kingsland and St. Marys. These five projects target households with incomes up to 50% and/or 60% of AMHI and are considered comparable. It should be noted that these five projects outside of the market are not considered competitive with the subject development, as they derive demographic support from a different geographical area. As such, these projects have been included for comparison purposes only and are summarized as follows, along with the subject project:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Satilla Villas	1981 / 2019	57	100.0%	-	9 H.H.	Families; 60% AMHI & RD 515
901	Whispering Oaks	2004	57*	100.0%	27.4 Miles	8 H.H.	Families; 50% & 60% AMHI
902	Eagle's Pointe	2003	136*	100.0%	25.1 Miles	8 H.H.	Families; 60% AMHI
904	Tara Arms Apts.	1996	81	100.0%	26.7 Miles	20 H.H.	Families; 50% & 60% AMHI
910	Royal Point Apts.	2000	144	95.8%	14.5 Miles	None	Families; 60% AMHI
914	Reserve at Sugar Mill	1998 / 2012	70	100.0%	16.9 Miles	40 H.H.	Families; 50% & 60% AMHI

OCC. – Occupancy

H.H. – Households

900 series Map IDs located outside of Site PMA

*Tax Credit units only

The five LIHTC projects have a combined occupancy rate of 98.8% (a result of only six vacant units), a very strong rate for rental housing. In fact, four of these projects are 100.0% occupied, illustrating that pent-up demand exists for additional affordable rental housing within the region.

The gross rents for the comparable LIHTC 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.	Four-Br.	
Site	Satilla Villas	\$628/60% (12)	\$678/60% (24)	\$724/60% (21)	-	-
901	Whispering Oaks	-	\$654/50% (15/0) \$790/60% (14/0)	\$727/50% (15/0) \$884/60% (7/0)	\$795/50% (3/0) \$920/60% (3/0)	None
902	Eagle's Pointe	\$670/60% (25/0)	\$786/60% (67/0)	\$880/60% (41/0)	\$966/60% (3/0)	None
904	Tara Arms Apts.	\$565/50% (28/0) \$592/60% (42/0)	\$675/50% (5/0) \$675/60% (6/0)	-	-	None
910	Royal Point Apts.	-	\$832/60% (72/3)	\$951/60% (72/3)	-	None
914	Reserve at Sugar Mill	-	\$673/50% (18/0) \$820/60% (17/0)	\$774/50% (18/0) \$944/60% (17/0)	-	None

900 series Map IDs located outside of Site PMA

The proposed subject gross rents, ranging from \$628 to \$724, will be some of the lowest LIHTC rents targeting similar income levels within the region. However, it should be noted that the comparable LIHTC projects are located in areas significantly socioeconomically different than Woodbine in terms of population, median household income, median gross rent and median home value. As such, while the proposed rents are generally lower than those offered at the comparable properties, the property would require a rent reduction in order to receive a sufficient flow of tenants if it lost its subsidy and operated exclusively under the LIHTC program. This is further evidenced by the subject project's high capture rate (illustrated earlier in this section) and limited rent advantages (illustrated in Addendum F) in this unlikely scenario. Regardless, the subject project is anticipated to retain RA on 47 of the 57 revenue-producing units post renovations, requiring such tenants to pay up to 30% of their adjusted gross income towards housing costs. As such, the subject development will continue to represent an even greater value to low-income households. In addition, a PRA subsidy will be provided by the developer to all current unassisted residents, which will prohibit a rent increase on such tenants.

Comparable/Competitive Tax Credit Summary

Based on our analysis of the 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 continue to be marketable, assuming the RA is maintained post renovations. In the unlikely event RA was lost and the subject project operated exclusively as a LIHTC project, its rents will need to be reduced in order to receive a sufficient flow of tenants. This has been considered in our absorption projections.

Average Market Rent

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

Weighted Average Collected Rent of Comparable Market-Rate Units		
One-Br.	Two-Br.	Three-Br.
\$637	\$746	\$768

The rent advantage for the subject 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.	\$637	- \$493	\$144	/ \$493	29.2%
Two-Br.	\$746	- \$523	\$223	/ \$523	42.6%
Three-Br.	\$768	- \$543	\$225	/ \$543	41.4%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 29.2% to 42.6% depending upon unit type, as compared to the weighted average collected rents of the comparable market-rate projects. Please note, however, that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include, and/or adjustments for other design characteristics, amenities, or locational differences. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development’s collected rents are available in *Addendum F* of this report.

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

8. Absorption/Stabilization Estimates

Based on our analysis, it is our opinion that the 57 revenue-producing units at the subject site will reach a stabilized occupancy of 93.0% within approximately six to seven months following renovations, assuming total displacement of existing tenants and the preservation of RA. This absorption period is based on an average absorption rate of approximately eight to nine units per month.

Regardless, it is important to remember that 47 of the 57 revenue-producing subject units will continue to receive RA following renovations, with tenants of these units continuing to pay up to 30% of their adjusted gross income towards housing costs. In addition, the PRA subsidy to be provided by the developer to any current unassisted tenant will prevent such tenants from experiencing rent increases. Therefore, in reality, the effective absorption period for the subject project will be less than one month, as most current tenants are expected to remain post renovations.

9. Overall Conclusion:

The subject project will continue to be marketable in terms of age, unit mix, location, amenities and unit sizes. This is further evidenced by the subject's 100.0% occupancy rate among all marketed units and its nine-household waiting list. Although the proposed rent levels are considered high for the Woodbine Site PMA, as evidenced by the subject's high LIHTC-only capture rate of above 100.0% and the limited market rent advantages on the majority of the subject units, the majority of the subject units are anticipated to retain RA, requiring residents to pay up to 30% of their gross adjusted incomes towards housing costs. As such, the subject project will continue to represent a substantial value to low-income renter households within the market. In addition, a PRA subsidy will be available to all current unassisted tenants, which will prevent a rent increase on such tenants.

Given that all affordable developments surveyed within the Site PMA are 100.0% occupied and maintain a wait list, the subject project will continue to offer a housing alternative to low-income renter households that is not readily available in the area. As shown in the Project-Specific Demand Analysis section of this report, with an overall capture rate of 24.8% of income-qualified renter households in the market, there is sufficient support for the subject development assuming it retains RA on the majority of units. Therefore, it is our opinion that the subject project will have minimal, if any, impact on the existing affordable developments in the Site PMA.

In the unlikely event the subject project was completely vacated and all units had to be re-rented, the subject project should reach a stabilized occupancy of 93% within approximately six to seven months, assuming it operated with its current subsidy. If the subject project lost its subsidy and had to operate exclusively under the LIHTC program, it would likely experience issues reaching and maintain a stabilized occupancy rate at its proposed rent levels.

We do not have any recommendations for the subject project as it is currently proposed with the retention of RA.

SUMMARY TABLE (must be completed by the analyst and included in the executive summary)			
Development Name:	Satilla Villas	Total # Units:	57
Location:	1100 McDonald Avenue, Woodbine, Georgia 31569	# LIHTC Units:	57
PMA Boundary:	King Bay Road, State Route 110, Ocean Highway/U.S. Highway 17 and Fancy Bluff Creek to the north; Fancy Bluff Creek and Kings Bay Naval Base to the east; Kings Bay Road, Colerain Road, Laurel Island Parkway and State Route 40 to the south; and State Route 110, Satilla River, Owens Ferry Road and New Post Road/State Route 252 to the west.		
	Farthest Boundary Distance to Subject:		17.8 Miles

RENTAL HOUSING STOCK (found on page H-3 & 6)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	3	160	0	100.0%
Market-Rate Housing	0	-	-	-
Assisted/Subsidized Housing not to include LIHTC	0	-	-	-
LIHTC	0	-	-	-
Stabilized Comps*	5	488	6	98.8%
Properties in Construction & Lease Up	0	-	-	-

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

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
12	One	1.0	657	\$493	\$637	\$0.94	29.2%	\$892	\$1.19
24	Two	1.0	807	\$523	\$746	\$0.75	42.6%	\$861	\$0.91
21	Three	1.0	938	\$543	\$768	\$0.71	41.4%	\$1,017	\$0.92

DEMOGRAPHIC DATA (found page E-2 & G-5)

	2012		2017		2019	
Renter Households	1,132	22.3%	1,321	24.8%	1,356	24.8%
Income-Qualified Renter HHs (LIHTC)*	N/A	N/A	576	43.6%	525	38.7%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

*As proposed with the retention of RA

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)

Type of Demand	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Renter Household Growth	-51	-22	-51	-	-	-22
Existing Households (Overburd + Substand)	281	78	281	-	-	78
Homeowner conversion (Seniors)	0	0	0	-	-	0
Total Primary Market Demand	230	56	230	-	-	56
Less Comparable/Competitive Supply	0	0	0	-	-	0
Adjusted Income-Qualified Renter HHs	230	56	230	-	-	56

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%	3.6%	24.8%	-	-	> 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

Satilla Villas, located in Woodbine, Camden County, Georgia, was originally built in 1981 and has operated under the Rural Development Section 515 (RD 515) program since that time. The project targets family (general-occupancy) households and offers 59 units, 47 of which receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). Note that one (1) two-bedroom unit is reserved for management and one (1) three-bedroom unit is reserved for a courtesy office, which have been excluded from the remainder of this analysis. This report analyzes the 57 revenue-producing subject units. According to management, all marketed units at the subject project are currently occupied with a nine-household waiting list. Note that four units are currently down for maintenance.

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 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 47 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:** Satilla Villas
- 2. PROPERTY LOCATION:** 1100 McDonald Avenue
Woodbine, Georgia 31569
(Camden County)
- 3. PROJECT TYPE:** Rehabilitation of an existing RD 515 project using 4% Tax-Exempt Bond financing.
- 4. UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
12	One-Br.	1.0	Garden	657	60%	\$403/\$561	\$493	\$135	\$628	\$699
24	Two-Br.	1.0	Garden	807	60%	\$433/\$616	\$523	\$155	\$678	\$838
21	Three-Br.	1.0	Garden	938	60%	\$453/\$671	\$543	\$181	\$724	\$969
57	Total									

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

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

*Heated square feet

- 5. TARGET MARKET:** General-Occupancy

6. PROJECT DESIGN: 15 single-story buildings.

7. ORIGINAL YEAR BUILT: 1981

8. ANTICIPATED RENOVATION COMPLETION DATE: 2019

9. UNIT AMENITIES:

- Electric Range
- Refrigerator
- Microwave*
- Central Air Conditioning
- Carpet/Vinyl Flooring
- Window Blinds
- Patio w/Exterior Storage Closet
- Washer/Dryer Hookups

*Amenity to be added post renovations

10. COMMUNITY AMENITIES:

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

*Amenity to be added post renovations

11. RESIDENT SERVICES:

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

12. UTILITY RESPONSIBILITY:

Tenants are responsible for all utilities and services, including the following:

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

13. RENTAL ASSISTANCE: 47 units currently receive Rental Assistance. There are currently two 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 general-occupancy property that offers 57 revenue-producing one-, two- and three-bedroom units which operate under the RD 515 program, with RA provided to 47 of the 57 subject units. All marketed units at the subject project are occupied, with a nine-household waiting list. The availability of RA requires tenants of these units to pay up to 30% of their adjusted gross income towards rent. The remaining non-RA units require tenants to pay rents between the basic and market rents under the RD 515 program, though the subject project does accept Housing Choice Vouchers within these non-RA units. Currently, the property has two units occupied by Voucher holders. Based on our review of the current tenant rent roll for the subject project, it was determined that eight of the tenants within the non-RA units 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 55 of the 57 current tenants will continue to qualify and remain at the property post renovations. Effectively, however, nearly all of the current tenants are expected to remain at the property post renovations, as the developer has indicated that a PRA subsidy will be provided to all current unassisted tenants. The availability of this subsidy will prevent a rent increase for all current unassisted tenants at the property. A current tenant rent roll for the subject project is included in *Addendum E - Rent Roll*.

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

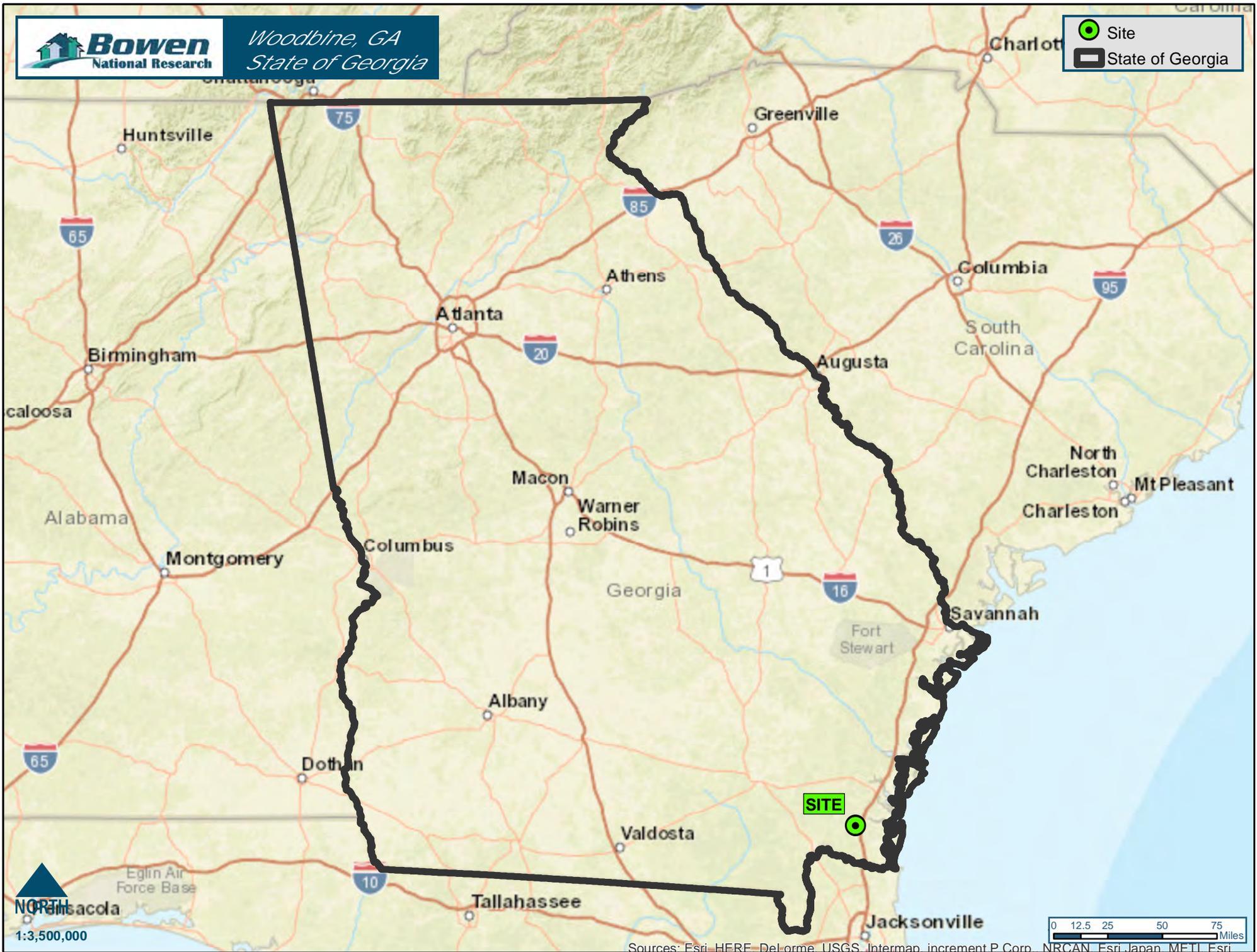
Camden County, Georgia (2017)

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



Woodbine, GA
State of Georgia

● Site
▭ State of Georgia



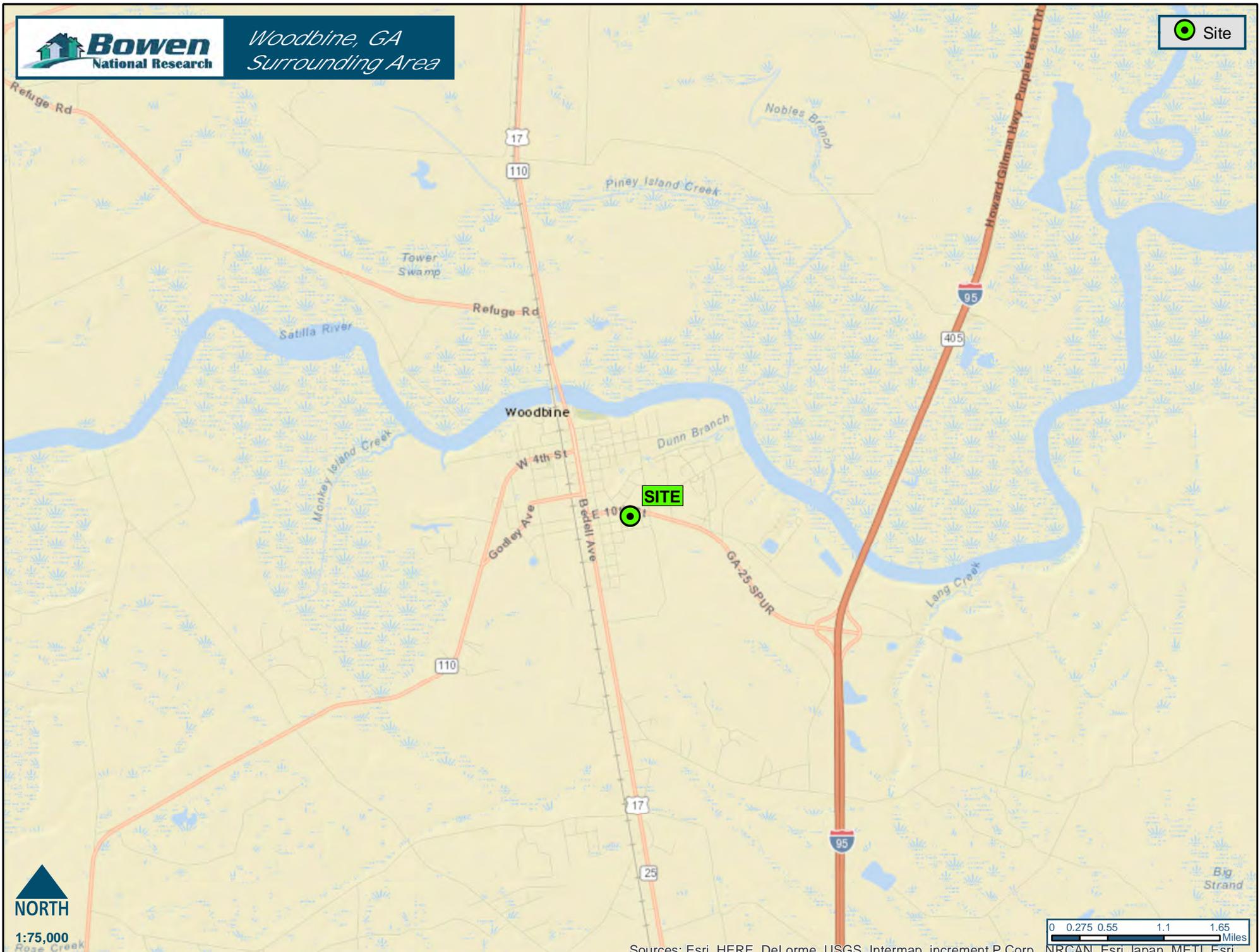
NORTH
1:3,500,000



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

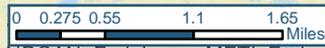


Woodbine, GA
Surrounding Area



1:75,000

Rose Creek



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



Woodbine, GA
Site Neighborhood

Legend
Site Area



Camden Ave
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 existing Satilla Villas rental community located at 1100 McDonald Avenue in the southeast portion of Woodbine, Georgia. Located within Camden County, Woodbine is approximately 47.0 miles north of Jacksonville, Florida and approximately 96.0 miles southwest of Savannah, Georgia. Heather Moore, 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 predominantly undeveloped area of Woodbine. Surrounding land uses include residential dwellings, wooded land, churches and local businesses. Adjacent land uses are detailed as follows:

North -	Wooded land borders the site to the north, followed by 10 th Street/State Route 25, a moderately traveled two-lane roadway. Wooded land continues north, along with scattered sing-family homes generally in good condition.
East -	McDonald Avenue, a lightly traveled feeder street, borders the site to the east, followed by scattered single-family homes in good condition and wooded land.
South -	Wooded land borders the site to the south. Located southwest of the site are various single-family homes in good condition, Miracle Temple Outreach Ministries church, multifamily development in fair condition and the Woodbine Housing Authority.
West -	South Court Avenue, a lightly traveled two-lane feeder street, borders the site to the west, followed by wooded land, scattered single-family homes in good condition and a Dollar General. Extending beyond is Bedell Avenue/U.S. Highway 17, a highly traveled four-lane arterial roadway.

The wooded land surrounding the site in all directions will continue to create a tranquil atmosphere, which is considered desirable among current and future tenants. The site is within close proximity to Bedell Avenue/U.S. Highway 17, a major arterial roadway in the area that provides easy and convenient access throughout the Woodbine and surrounding areas. Overall, the subject property fits well with the surrounding land uses and they should continue to contribute to its marketability.

3. VISIBILITY AND ACCESS

The subject property is located on the west side of McDonald Avenue, a lightly traveled two-lane feeder street that intersects with 10th Street/State Route 25, a moderately traveled two-lane roadway, to the north. The subject site's access point is located off of McDonald Avenue, which mitigates the heavier flow of traffic traveling along 10th Street/State Route 25. Furthermore, there are clear lines of sight provided in both directions of travel along McDonald Avenue that allow for easy and convenient ingress and egress of the site. In addition, Bedell Avenue/U.S. Highway 17, a major arterial roadway in the area, is located 0.4 mile west of the site. Overall, access is considered good. There is appropriate signage located along McDonald Avenue that is clearly visible to vehicular traffic. The site is slightly obstructed by the surrounding wooded areas; however, the subject property is an established rental community in Woodbine and, as such, the residents of Woodbine are already familiar with the site's location. Overall, visibility of the subject project is considered adequate.

According to local planning and economic officials there are no planned or proposed infrastructure projects for the immediate site neighborhood.

4. SITE PHOTOGRAPHS

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

SITE PHOTOGRAPHS



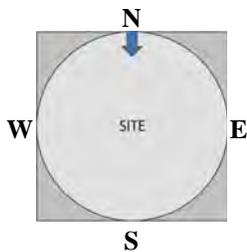
Site Entryway



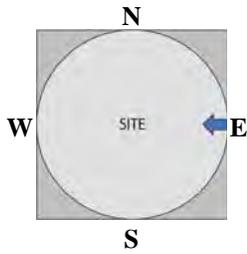
Entryway Signage



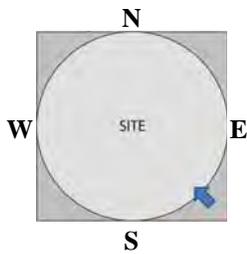
Typical Building Exterior



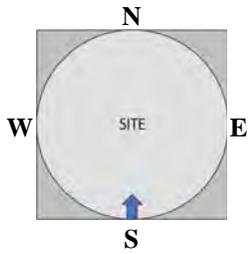
View of site from the north



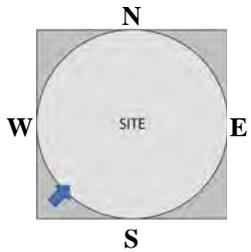
View of site from the east



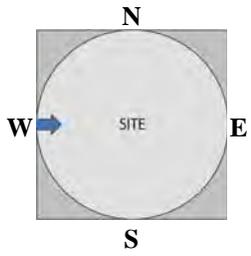
View of site from the southeast



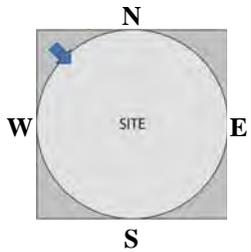
View of site from the south



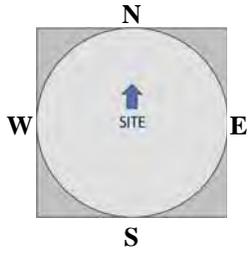
View of site from the southwest



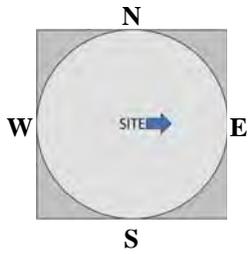
View of site from the west



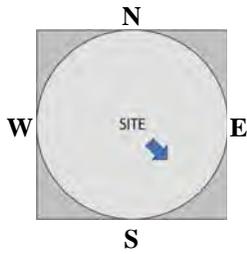
View of site from the northwest



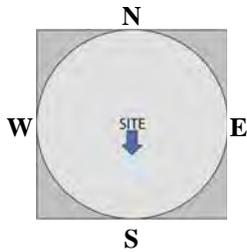
North view from site



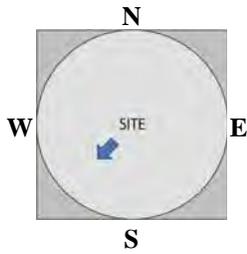
East view from site



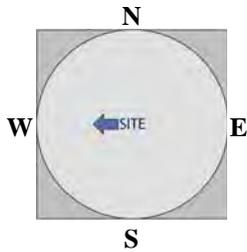
Southeast view from site



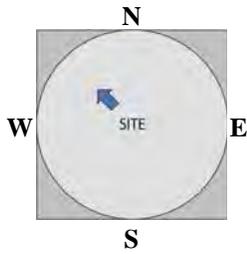
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: West view of 10th Street/State Route 25



Streetscape: East view of 10th Street/State Route 25



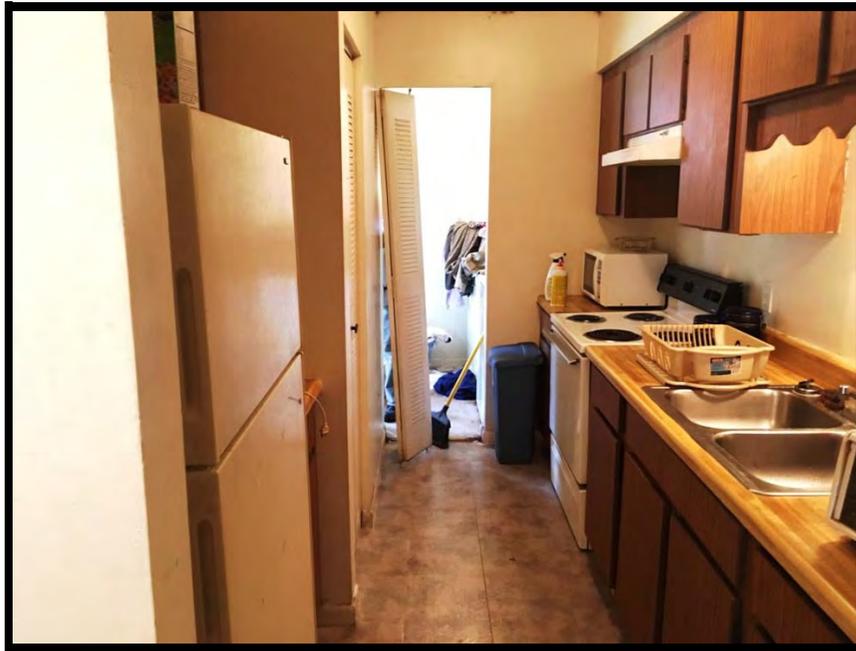
Streetscape: South view of McDonald Street



Streetscape: East view of East 11th Street



Typical One-Bedroom: Living Room



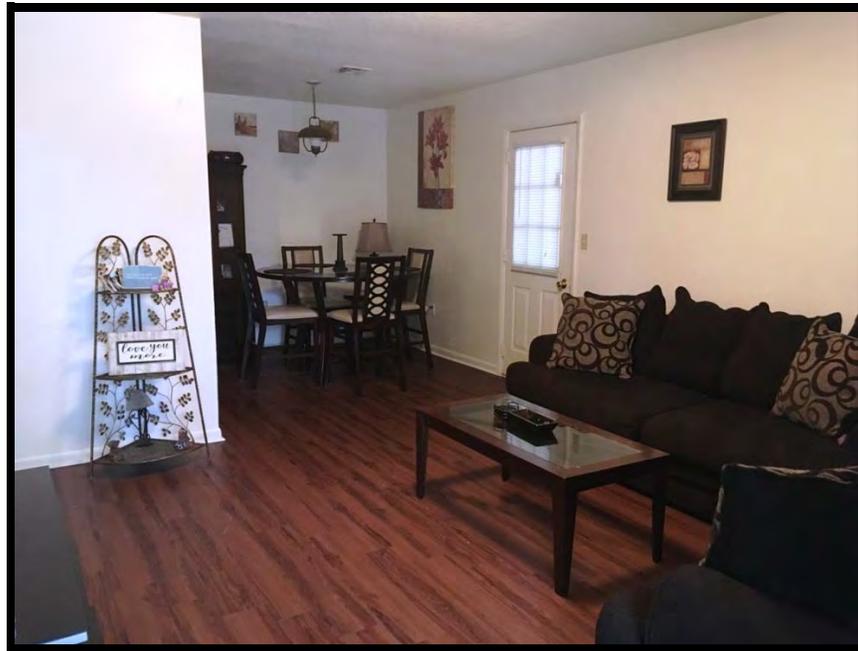
Typical One-Bedroom: Kitchen



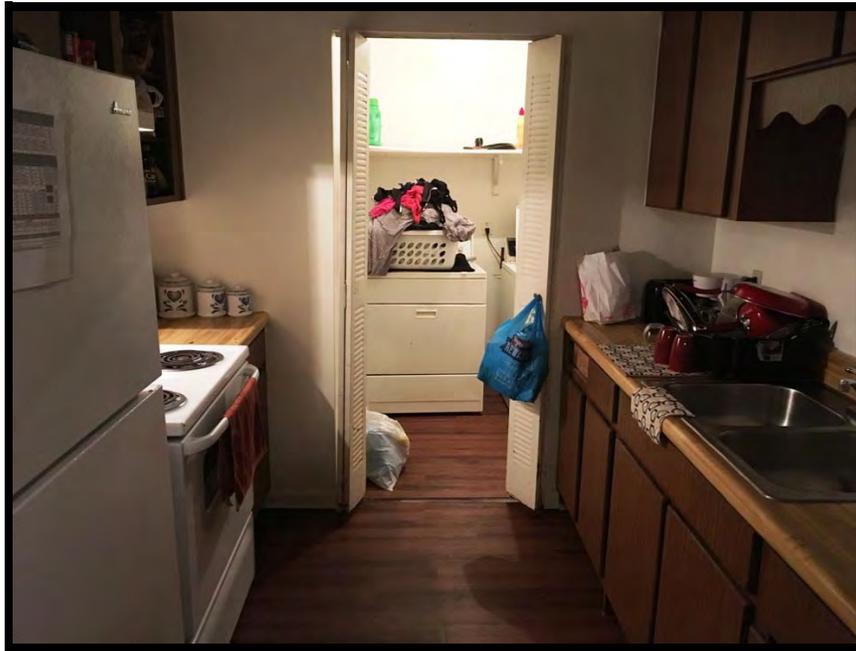
Typical One-Bedroom: Bedroom



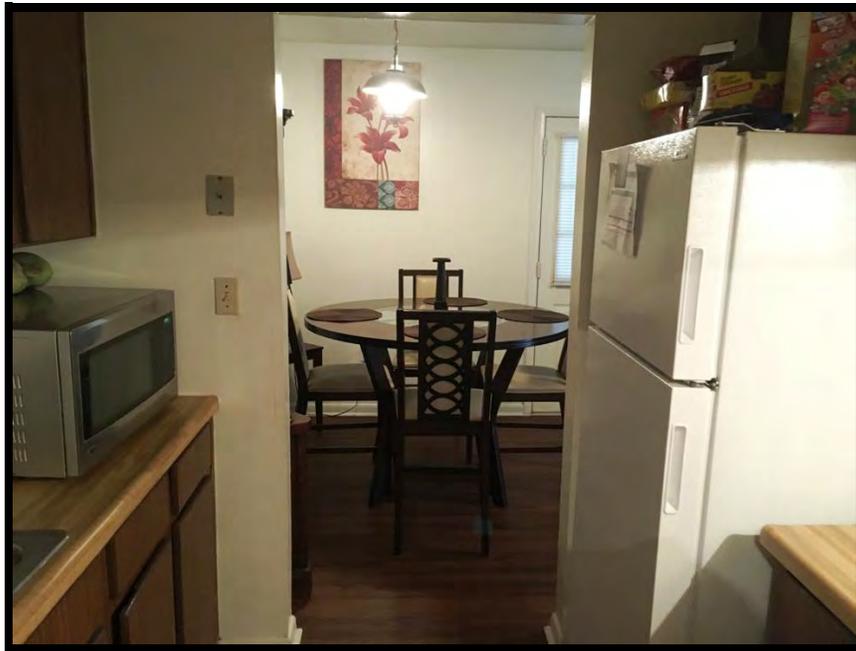
Typical One-Bedroom: Bathroom



Typical Two-Bedroom: Living Room



Typical Two-Bedroom: Kitchen (view 1)



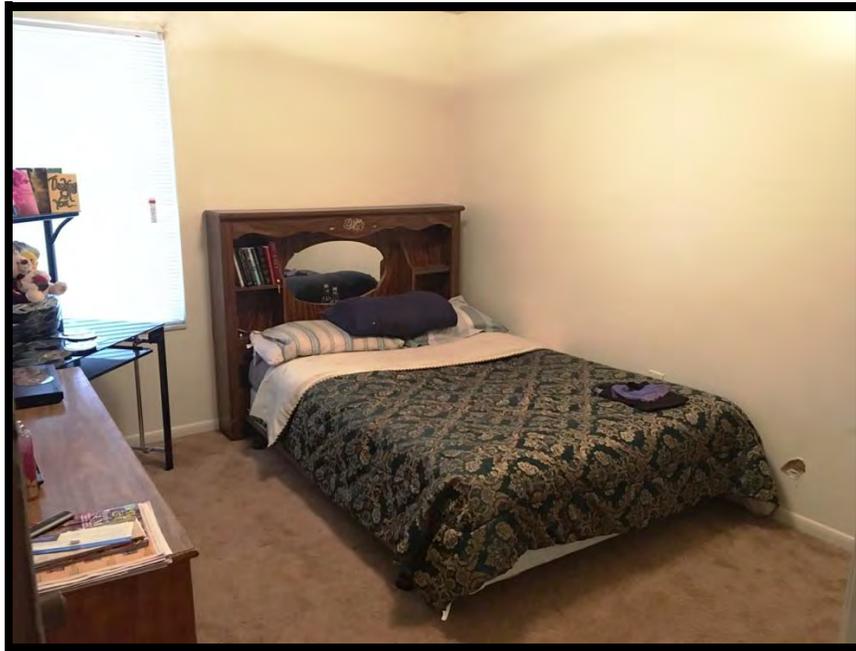
Typical Two-Bedroom: Kitchen (view 2)



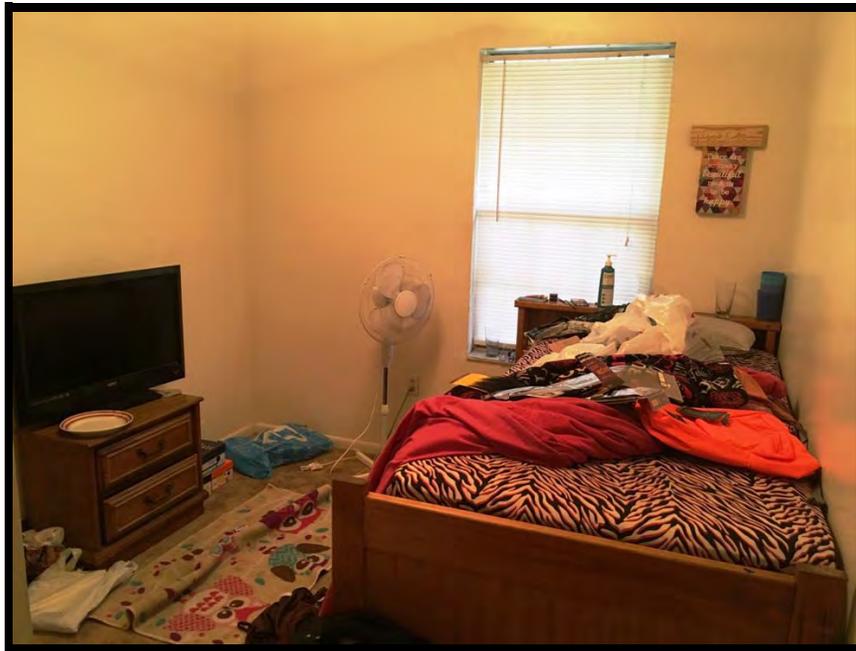
Typical Two-Bedroom: Dining Area



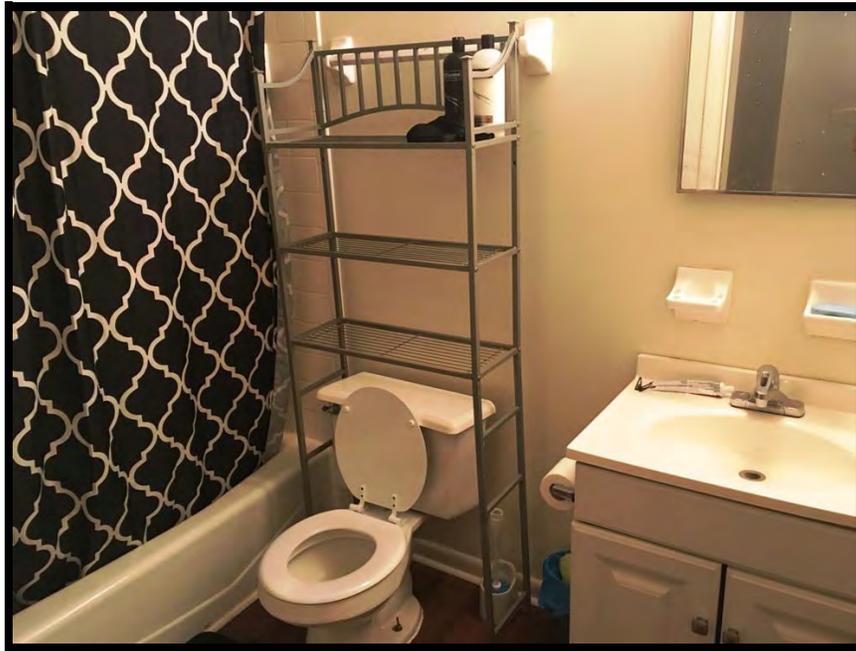
Typical Two-Bedroom: Washer/Dryer Hookup



Typical Two-Bedroom: Master Bedroom



Typical Two-Bedroom: Spare Bedroom



Typical Two-Bedroom: Bathroom



Typical Three-Bedroom: Living Room



Typical Three-Bedroom: Kitchen



Typical Three-Bedroom: Master Bedroom



Typical Three-Bedroom: Spare Bedroom (1)



Typical Three-Bedroom: Spare Bedroom (2)



Typical Three-Bedroom: Bathroom

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

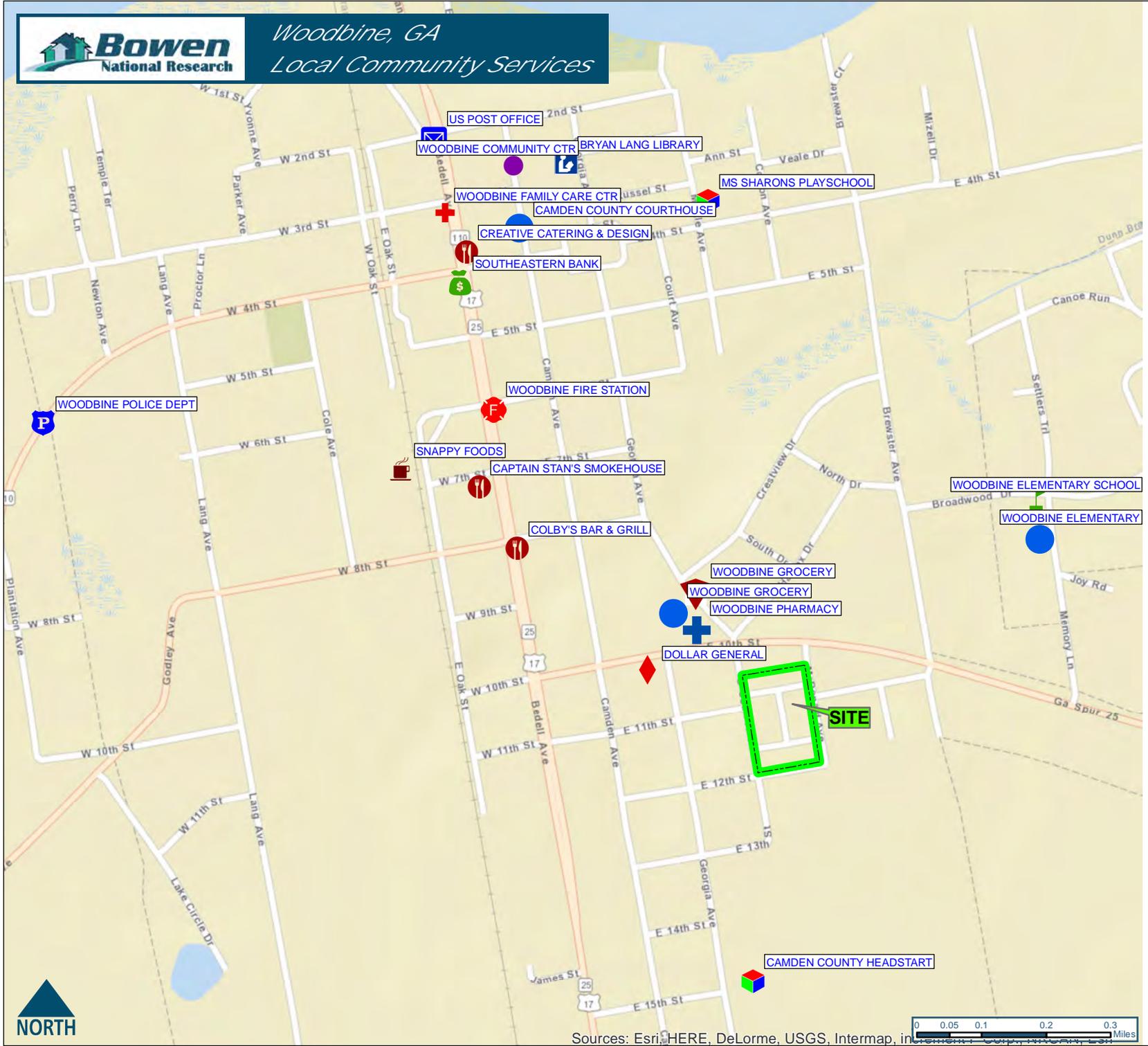
Community Services	Name	Driving Distance From Site (Miles)
Major Highways	10 th Street/State Route 25 Bedell Avenue/U.S. Highway 17 Interstate 95	0.1 North 0.4 West 2.2 Southeast
Public Bus Stop	N/A	-
Major Employers/ Employment Centers	Woodbine Grocery Woodbine Elementary Camden County Courthouse	0.3 Northwest 0.6 Northeast 0.9 Northwest
Convenience Store	Snappy Foods	0.7 Northwest
Grocery	Woodbine Grocery	0.3 Northwest
Discount Department Store	Dollar General Walmart Supercenter	0.3 West 15.6 Southeast
Shopping Center/Mall	Camden Corners	14.1 Southeast
Schools: Elementary Middle/Junior High High	Woodbine Elementary Camden Middle School Camden High School	0.6 Northeast 14.5 Southeast 12.5 Southeast
Hospital	Southeast Georgia Health System-Camden	16.0 Southeast
Medical Center	Woodbine Family Care Center	1.0 Northwest
Police	Woodbine Police Department	1.5 West
Fire	Woodbine Fire Department	0.8 Northwest
Post Office	U.S Post Office	1.1 Northwest
Bank	Southeastern Bank	0.9 Northwest
Gas Station	Sunshine Travel Plaza Chevron	1.9 Southeast 2.0 Southeast
Pharmacy	Woodbine Pharmacy	0.3 Northwest
Restaurant	Colby's Bar & Grill Captain Stan's Smokehouse Creative Catering & Design	0.6 Northwest 0.7 Northwest 0.9 Northwest
Day Care	Camden County Headstart Ms. Sharon's Playschool	0.5 South 0.9 North
Community Center	Woodbine Community Center Camden County Recreation Center	0.9 Northwest 12.6 Southeast
Library	Bryan Lang Library	0.9 Northwest
Park	Kingsland Lion Park	12.5 South

The subject site is located in the southeast portion of Woodbine, less than 1.0 mile from the downtown area where the majority of community services are located. The site has easy and convenient access to local community services, as most are located along Bedell Avenue/U.S. Highway 17, 0.4 miles west, which includes restaurants, gas stations, banks and employment opportunities. Note that there are additional community services located in Kingsland, approximately 10.0 miles south of the site, and can easily be accessed via Bedell Avenue/U.S. Highway 17 or Interstate 95.

Woodbine is located within the Camden County School District that offers 14 schools in the county. The site is located nearest to Woodbine Elementary School (0.6 miles northeast), Camden Middle School (14.5 miles southeast) and Camden High School (12.5 miles southeast).

Woodbine Community Center is a popular venue to the residents of Woodbine. The community center was formerly the historic Woodbine School, and was renovated to host community space for activities and special occasions. The facility is located 0.9 miles northwest of the site and offers classroom space, and an auditorium with a stage and a cafeteria, all of which may be rented out to the residents of Woodbine. Every weekend, the community center hosts various live music shows for the local residents and tourists. In addition, Kingsland Lion Park is located 12.5 miles south of the site and offers a multitude of recreational activities such as a playground, baseball field and picnic tables. The Camden County Recreation Center is also located 12.6 miles southeast of the site, directly behind the Camden High School in Kingsland. The recreation center offers a swimming pool, a variety of sports fields, aerobics room, locker rooms, community space and other recreational opportunities.

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



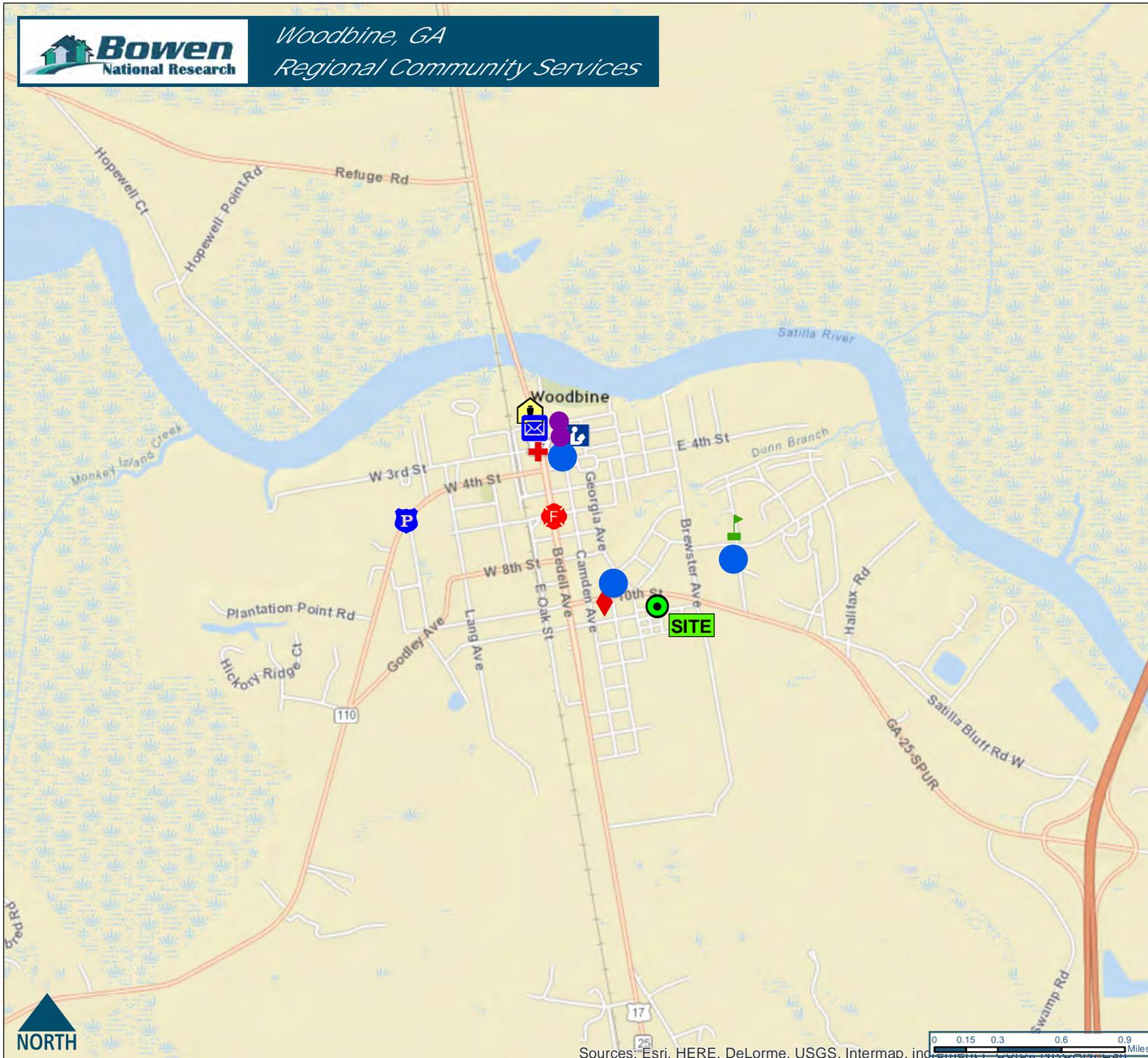
Legend

- Site Area
- Bank
- Child Care
- Convenience Store
- Elementary School
- Fire
- Grocery
- Library
- Medical Center
- Pharmacy
- Police
- Post Office
- Recreation Center
- Restaurant
- Shopping
- Employer 1000-5000



Legend

-  Site
-  Elementary School
-  Fire
-  Library
-  Medical Center
-  Museum
-  Police
-  Post Office
-  Recreation Center
-  Shopping
-  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 (55) for the Site PMA is below the national average with an overall personal crime index of 45 and a property crime index of 59. Total crime risk (65) for Camden County is below the national average with indexes for personal and property crime of 59 and 66, respectively.

	Crime Risk Index	
	Site PMA	Camden County
Total Crime	55	65
Personal Crime	45	59
Murder	58	65
Rape	47	66
Robbery	22	32
Assault	58	71
Property Crime	59	66
Burglary	76	78
Larceny	75	83
Motor Vehicle Theft	26	36

Source: Applied Geographic Solutions

As the preceding table illustrates, the crime risk indices for both the Site PMA (55) and Camden County (65) are well below the national average (100). As such, the perception of crime, or lack thereof, will continue to have a positive impact on the subject site's marketability.

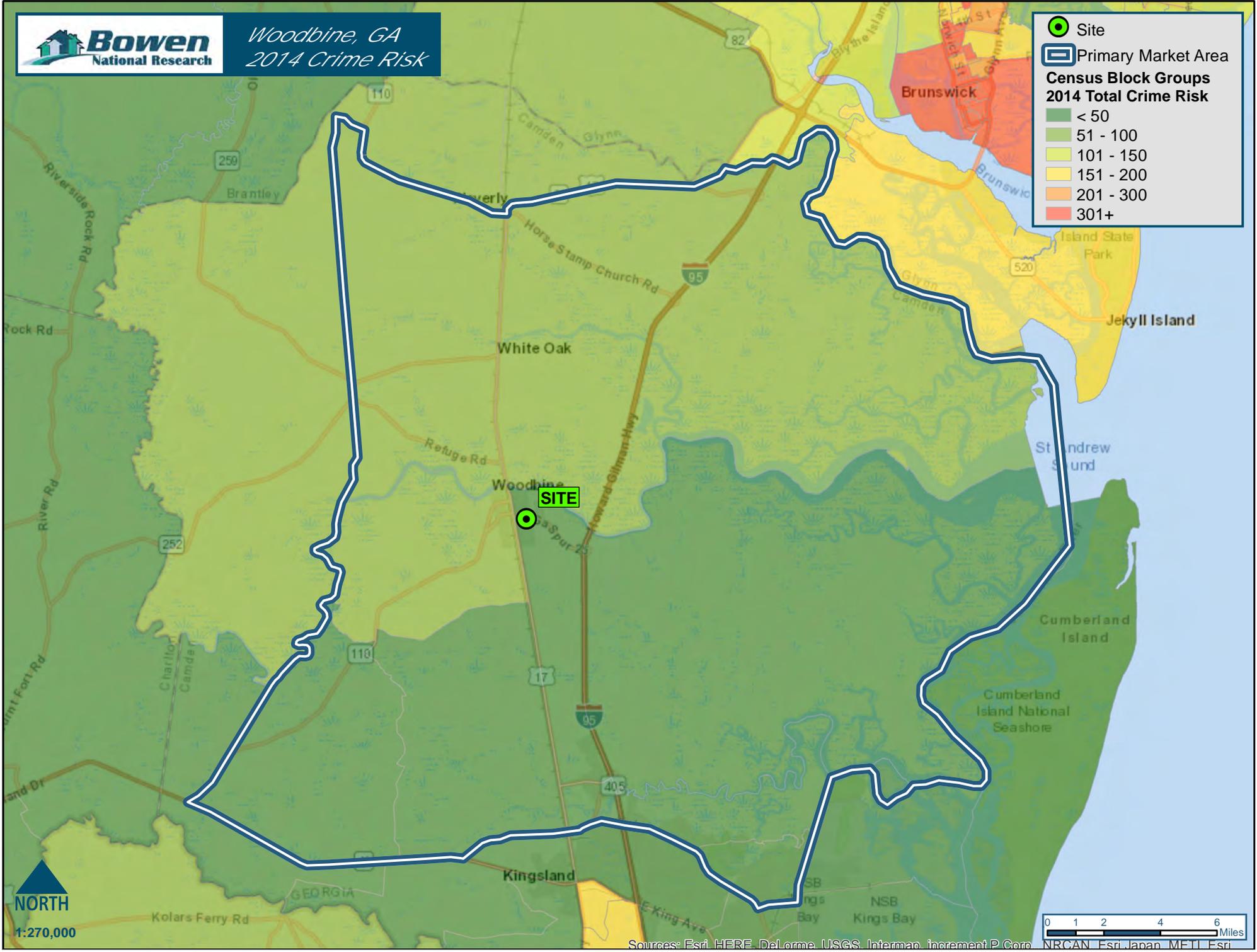
A map illustrating crime risk is on the following page.

● Site

▭ Primary Market Area

**Census Block Groups
2014 Total Crime Risk**

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



NORTH
1:270,000

0 1 2 4 6 Miles

7. OVERALL SITE EVALUATION

The subject site is located within a predominantly undeveloped area of Woodbine, generally surrounded by wooded land and residential dwellings, which are conducive to affordable rental housing. The site is within close proximity to major roadways, which provide easy and convenient access throughout Woodbine and the surrounding areas of Kingsland and St. Marys. Bedell Avenue/U.S. Highway 17 in the downtown area of Woodbine serves as a major commercial corridor, providing the majority of community services, and is approximately 0.4 miles west of the site. Access is considered good, whereas visibility is considered adequate. In addition, the established nature of the site property surrounded by wooded areas creates a desirable and comfortable living space for its residents. Overall, the site neighborhood and proximity to community services should contribute to its continued marketability, which is also evidenced by the site's 100.0% occupancy rate and wait list.

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.) surveyed in the Site PMA is included on the following page.



Woodbine, GA
Low-Income Property Locations

● Site
● Apartments
● Type
● Govt-sub

SITE

NORTH
1:100,000



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

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 be drawn from. It is also the geographic area expected to generate the most demographic support for the subject development. The Woodbine 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 Woodbine Site PMA includes Woodbine and the surrounding unincorporated areas of Camden County. Specifically, the boundaries of the Site PMA generally include King Bay Road, State Route 110, Ocean Highway/U.S. Highway 17 and Fancy Bluff Creek to the north; Fancy Bluff Creek and Kings Bay Naval Base to the east; Kings Bay Road, Colerain Road, Laurel Island Parkway and State Route 40 to the south; and State Route 110, Satilla River, Owens Ferry Road and New Post Road/State Route 252 to the west.

LaWanna Webster, Property Manager of Satilla Villas (subject site), stated that the majority of her property's tenants are from Woodbine and the immediate surrounding areas. Ms. Webster stated that many of the tenants have been at the property since it opened, over 30 years ago, and therefore, she does not experience much turnover. Ms. Webster stated that most of the tenant's drive to Brunswick for employment; however, the property does not receive much, if any, support from outside of the Site PMA.

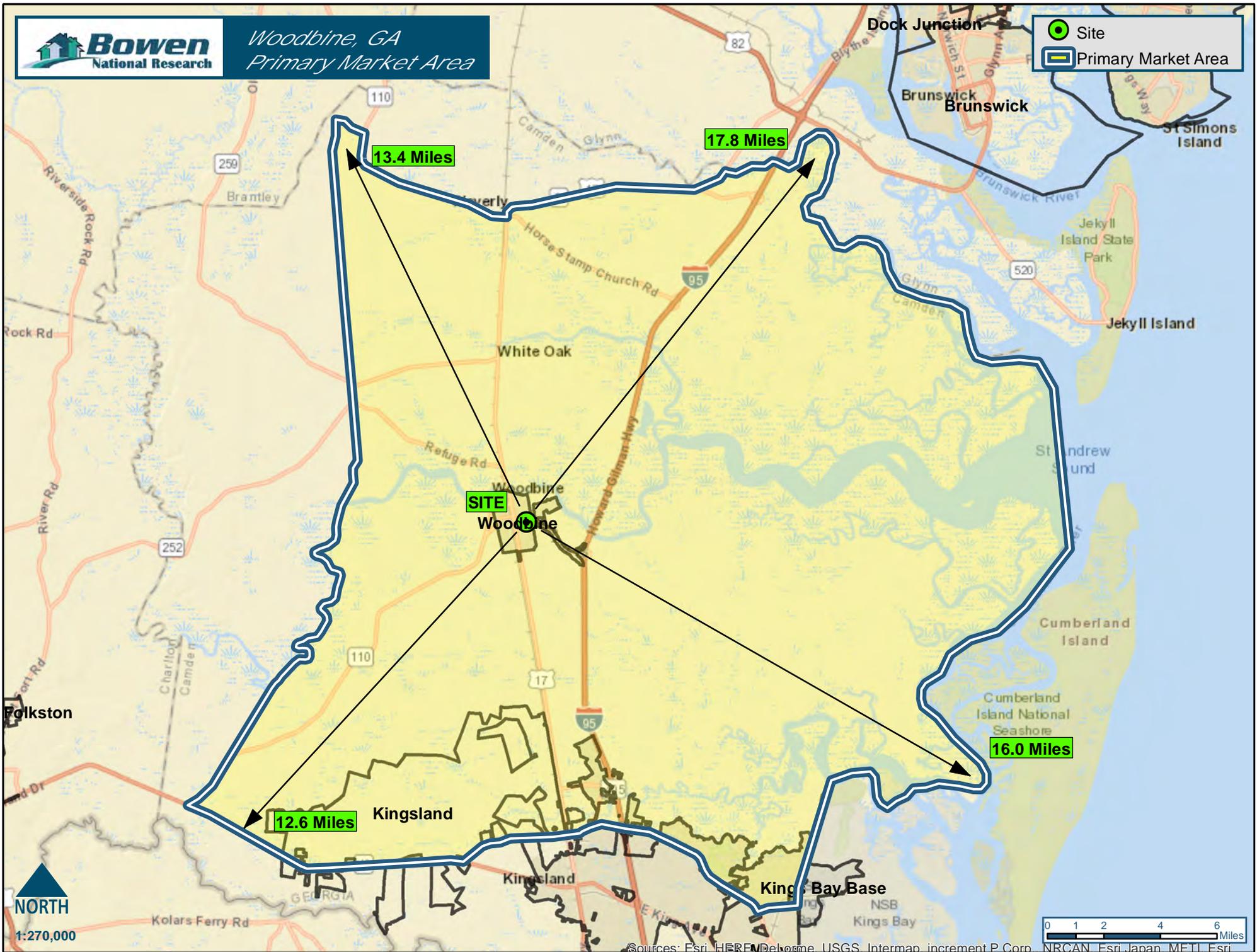
A small portion of support may originate from some of the outlying areas of the Site PMA; we have not, however, considered a secondary market area in this report.

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



Woodbine, GA
Primary Market Area

● Site
▭ Primary Market Area



NORTH
1:270,000



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

Section E – Community Demographic Data

1. POPULATION TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Population	10,564	13,369	14,105	14,425
Population Change	-	2,805	736	320
Percent Change	-	26.6%	5.5%	2.3%

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

The Woodbine Site PMA population base increased by 2,805 between 2000 and 2010. This represents a 26.6% increase over the 2000 population, or an annual rate of 2.4%. Between 2010 and 2017, the population increased by 736, or 5.5%. It is projected that the population will increase by 320, or 2.3%, 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	3,801	28.4%	3,657	25.9%	3,731	25.9%	74	2.0%
20 to 24	773	5.8%	828	5.9%	783	5.4%	-44	-5.4%
25 to 34	1,607	12.0%	1,841	13.0%	1,872	13.0%	31	1.7%
35 to 44	1,846	13.8%	1,796	12.7%	1,853	12.8%	56	3.1%
45 to 54	2,177	16.3%	1,977	14.0%	1,928	13.4%	-49	-2.5%
55 to 64	1,611	12.1%	1,978	14.0%	2,042	14.2%	64	3.2%
65 to 74	1,004	7.5%	1,297	9.2%	1,402	9.7%	105	8.1%
75 & Over	548	4.1%	731	5.2%	814	5.6%	83	11.3%
Total	13,367	100.0%	14,105	100.0%	14,425	100.0%	320	2.3%

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

As the preceding table illustrates, nearly 54% of the population is expected to be between 25 and 64 years old in 2017. This age group is the primary group of current and potential support for the subject project.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Households	3,729	4,974	5,330	5,469
Household Change	-	1,245	356	140
Percent Change	-	33.4%	7.2%	2.6%
Household Size	2.83	2.69	2.61	2.60

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

Within the Woodbine Site PMA, households increased by 1,245 (33.4%) between 2000 and 2010. Between 2010 and 2017, households increased by 356 or 7.2%. By 2019, there will be 5,469 households, an increase of 140 households, or 2.6%, from 2017. This is an increase of approximately 70 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	182	3.7%	164	3.1%	159	2.9%	-5	-2.9%
25 to 34	676	13.6%	756	14.2%	765	14.0%	9	1.2%
35 to 44	977	19.6%	934	17.5%	959	17.5%	25	2.7%
45 to 54	1,201	24.1%	1,060	19.9%	1,029	18.8%	-31	-2.9%
55 to 64	929	18.7%	1,116	20.9%	1,145	20.9%	28	2.5%
65 to 74	645	12.9%	816	15.3%	878	16.1%	62	7.6%
75 to 84	282	5.7%	388	7.3%	430	7.9%	42	10.9%
85 & Over	89	1.8%	97	1.8%	105	1.9%	8	8.8%
Total	4,981	100.0%	5,331	100.0%	5,470	100.0%	139	2.6%

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

Between 2017 and 2019, the greatest growth among household age groups is projected to be among those between the ages of 65 and 74, while notable growth is also expected to occur among those between the ages of 75 and 84 and between the ages of 35 and 44. These trends are indications of a growing housing demand for senior- and family-oriented housing.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	3,918	78.8%	4,008	75.2%	4,113	75.2%
Renter-Occupied	1,056	21.2%	1,321	24.8%	1,356	24.8%
Total	4,974	100.0%	5,330	100.0%	5,469	100.0%

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

In 2017, homeowners occupied 75.2% of all occupied housing units, while the remaining 24.8% were occupied by renters. The 1,321 renter households represent a good base of potential support for the subject development.

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)	2,797	56.1%	2,655	49.7%	2,666	48.7%
Owner-Occupied (Age 62+)	1,129	22.7%	1,359	25.5%	1,450	26.5%
Renter-Occupied (<Age 62)	890	17.9%	1,047	19.6%	1,052	19.2%
Renter-Occupied (Age 62+)	167	3.4%	277	5.2%	306	5.6%
Total	4,983	100.0%	5,338	100.0%	5,475	100.0%

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

Currently, 5.2% of all occupied housing units within the Site PMA are occupied by renters age 62 and older.

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

Persons Per Renter Household	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	327	24.8%	336	24.7%	8	2.6%
2 Persons	347	26.3%	355	26.2%	8	2.3%
3 Persons	259	19.6%	266	19.6%	8	2.9%
4 Persons	168	12.7%	171	12.6%	3	1.9%
5 Persons+	221	16.7%	228	16.8%	8	3.4%
Total	1,321	100.0%	1,356	100.0%	35	2.6%

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

Persons Per Owner Household	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	735	18.3%	750	18.2%	15	2.0%
2 Persons	1,555	38.8%	1,596	38.8%	42	2.7%
3 Persons	721	18.0%	739	18.0%	18	2.5%
4 Persons	610	15.2%	628	15.3%	18	3.0%
5 Persons+	388	9.7%	400	9.7%	12	3.1%
Total	4,009	100.0%	4,114	100.0%	104	2.6%

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

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

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

Household Income	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	877	17.6%	692	13.0%	763	13.9%
\$15,000 to \$24,999	435	8.7%	556	10.4%	577	10.5%
\$25,000 to \$34,999	423	8.5%	443	8.3%	436	8.0%
\$35,000 to \$49,999	785	15.8%	675	12.7%	694	12.7%
\$50,000 to \$74,999	1,073	21.5%	1,103	20.7%	1,114	20.4%
\$75,000 to \$99,999	578	11.6%	890	16.7%	893	16.3%
\$100,000 to \$149,999	648	13.0%	597	11.2%	614	11.2%
\$150,000 to \$199,999	129	2.6%	242	4.5%	243	4.4%
\$200,000 & Over	33	0.7%	134	2.5%	136	2.5%
Total	4,981	100.0%	5,331	100.0%	5,470	100.0%
Median Income	\$49,436		\$56,790		\$55,956	

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

In 2010, the median household income was \$49,436. This increased by 14.9% to \$56,790 in 2017. By 2019, it is projected that the median household income will be \$55,956, a decline of 1.5% from 2017.

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

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	112	104	43	45	41	345
\$15,000 to \$24,999	58	54	23	23	21	179
\$25,000 to \$34,999	19	19	7	7	7	59
\$35,000 to \$49,999	33	44	17	17	15	126
\$50,000 to \$74,999	56	75	31	32	26	220
\$75,000 to \$99,999	27	34	14	14	12	101
\$100,000 to \$149,999	7	9	3	3	3	25
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	1	0	0	0	0	1
Total	313	339	138	141	125	1,056

Source: ESRI; Urban Decision Group

Renter Households	2017 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	75	62	46	31	41	254
\$15,000 to \$24,999	53	46	35	21	29	184
\$25,000 to \$34,999	10	16	12	8	10	55
\$35,000 to \$49,999	57	62	47	30	39	235
\$50,000 to \$74,999	38	57	43	28	37	203
\$75,000 to \$99,999	85	90	67	43	58	343
\$100,000 to \$149,999	8	14	9	7	8	46
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	327	347	259	168	221	1,321

Source: ESRI; Urban Decision Group

Renter Households	2019 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	68	61	46	30	40	245
\$15,000 to \$24,999	42	39	30	18	26	155
\$25,000 to \$34,999	7	11	9	5	7	40
\$35,000 to \$49,999	58	65	49	31	42	245
\$50,000 to \$74,999	31	46	35	23	30	166
\$75,000 to \$99,999	122	119	89	57	77	464
\$100,000 to \$149,999	7	13	8	6	7	41
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	336	355	266	171	228	1,356

Source: ESRI; Urban Decision Group

The population and total households within the Site PMA grew significantly between 2000 and 2017, increasing by more than 25% during this time. It is projected that the population and households will increase by 320 (2.3%) and 140 (2.6%), respectively, between 2017 and 2019. During this time frame, the greatest growth among household age groups is projected to be among the households between the ages of 65 and 74, while notable growth is also expected to occur among those between the ages of 75 and 84 and between the ages of 35 and 44. These trends are indications of growing housing demand for senior- and family-oriented housing.

Section F – Economic Trends

1. LABOR FORCE PROFILE

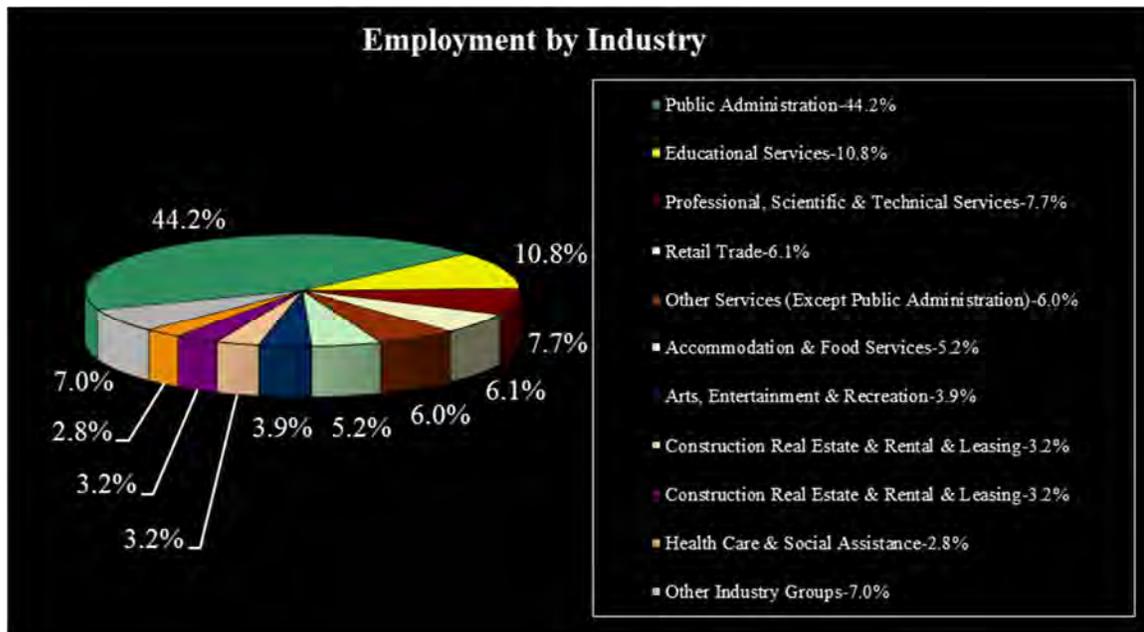
The labor force within the Woodbine Site PMA is based primarily in two sectors. Public Administration (which comprises 44.2%) and Educational Services comprise nearly 55% of the Site PMA labor force. Employment in the Woodbine Site PMA, as of 2017, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	3	0.8%	13	0.4%	4.3
Mining	0	0.0%	0	0.0%	0.0
Utilities	0	0.0%	0	0.0%	0.0
Construction	35	9.3%	102	3.2%	2.9
Manufacturing	3	0.8%	6	0.2%	2.0
Wholesale Trade	11	2.9%	42	1.3%	3.8
Retail Trade	39	10.4%	193	6.1%	4.9
Transportation & Warehousing	13	3.5%	45	1.4%	3.5
Information	6	1.6%	49	1.5%	8.2
Finance & Insurance	18	4.8%	16	0.5%	0.9
Real Estate & Rental & Leasing	20	5.3%	102	3.2%	5.1
Professional, Scientific & Technical Services	19	5.1%	243	7.7%	12.8
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	14	3.7%	51	1.6%	3.6
Educational Services	11	2.9%	341	10.8%	31.0
Health Care & Social Assistance	16	4.3%	88	2.8%	5.5
Arts, Entertainment & Recreation	5	1.3%	123	3.9%	24.6
Accommodation & Food Services	20	5.3%	164	5.2%	8.2
Other Services (Except Public Administration)	59	15.7%	190	6.0%	3.2
Public Administration	76	20.3%	1,399	44.2%	18.4
Nonclassifiable	7	1.9%	0	0.0%	0.0
Total	375	100.0%	3,167	100.0%	8.4

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

Typical Wage by Occupation Type		
Occupation Type	South Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$87,480	\$114,210
Business and Financial Occupations	\$56,040	\$71,300
Computer and Mathematical Occupations	\$65,030	\$85,800
Architecture and Engineering Occupations	\$67,370	\$78,820
Community and Social Service Occupations	\$36,620	\$45,460
Art, Design, Entertainment and Sports Medicine Occupations	\$38,050	\$52,710
Healthcare Practitioners and Technical Occupations	\$67,840	\$74,310
Healthcare Support Occupations	\$24,050	\$28,330
Protective Service Occupations	\$32,530	\$36,610
Food Preparation and Serving Related Occupations	\$19,990	\$20,530
Building and Grounds Cleaning and Maintenance Occupations	\$22,980	\$25,010
Personal Care and Service Occupations	\$22,270	\$24,390
Sales and Related Occupations	\$27,190	\$38,060
Office and Administrative Support Occupations	\$30,840	\$35,470
Construction and Extraction Occupations	\$33,540	\$40,540
Installation, Maintenance and Repair Occupations	\$39,830	\$44,550
Production Occupations	\$30,640	\$33,500
Transportation and Moving Occupations	\$29,830	\$33,720

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

Most annual blue-collar salaries range from \$19,990 to \$39,830 within the South Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$68,752. It is important to note that most occupational types within the South Georgia Nonmetropolitan Area have lower typical wages than the State of Georgia's typical wages. The area employment base has a significant number of wage-appropriate occupations from which the subject project will continue to draw support.

2. MAJOR EMPLOYERS

The ten largest employers within Camden County are summarized as follows. Note that the year established and salary range were 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 South Georgia Nonmetropolitan Area and reflected in the *Typical Wage by Occupation Type* table earlier in this section.

Employer Name	Business Type
Naval Submarine Base Kings Bay	Military
Camden County School System	Education
Express Scripts	Healthcare
Lockheed Missile and Space	Manufacturer
Camden County Government	Government
Walmart	Retail
Southeast Georgia Health System Camden Campus	Healthcare
Kings Bay Support Services	Military
Winn Dixie	Retail
Publix	Grocery

Source: Camden Chamber of Commerce & Camden County Joint Development Authority

According to a representative with the Camden County Joint Development Authority, the local economy is stable. A renewal in tourism traffic is aiding in retail sales and the hospitality industry. Several industrial projects are in the concept development stages and some new small retail shops have opened throughout the Camden County area. Several road improvement projects are also underway. Summaries of some notable and recent economic development activity within the Camden County area are as follows:

- In September 2014, The Kingsland City Council approved plans for the Epic Adventures Resort Kingsland, which is expected to create 2,350 jobs over a three to four-year span. The resort would include a hotel, conference center, water park, go-cart track, miniature golf, zip-line and ropes course, outdoor amphitheater, bowling lanes, restaurants, theaters, shops and various other businesses. The anticipated construction start date for this project was unavailable at the time of this report, but the plans are in the regulatory approval stages of the environmental impact as of March 2017.

- In December 2015, the Federal Aviation Administration held a public meeting in Camden County to discuss the Spaceport Camden project and to answer any questions or concerns about the potential project. Spaceport Camden has been in the pipeline since 2012 and would be located off Interstate 95 at Exit 7. In addition to this location within Camden County, NASA is also considering a potential location in Orlando, Florida. As of January 2016, The Federal Aviation Administration received comments and letters and started to conduct an Environmental Impact Study (EIS). County officials expect regulatory reviews to continue through 2017, but are hopeful Spaceport Camden will be a fully FAA licensed launch site by 2018.

Infrastructure Projects

- In April 2017, TDS Telecom (TDS) announced the availability of 1GB high-speed internet service for commercial customers in St. Marys.
- The Colerain Road/Laurel Island Boulevard widening project is underway from St. Marys Road to Interstate 95.
- In September 2015, Georgia Power broke ground at the Kings Bay Naval Submarine Base in St. Marys on a new 30-megawatt solar facility. The solar project was completed in September of 2016 and involved a total investment of \$75 million.

WARN (layoff notices):

According to the Georgia Department of Economic Development, there have been no WARN notices of large-scale layoffs/closures reported for Camden 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.

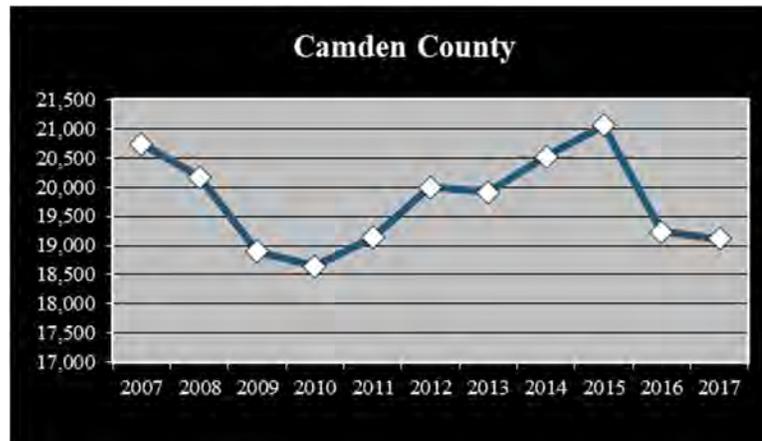
Excluding 2017, the employment base has declined by 3.8% over the past five years in Camden County, while the state of Georgia increased by 7.1%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Camden County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2007	20,742	-	4,597,640	-	146,388,400	-
2008	20,178	-2.7%	4,575,010	-0.5%	146,047,748	-0.2%
2009	18,902	-6.3%	4,311,854	-5.8%	140,696,560	-3.7%
2010	18,643	-1.4%	4,202,052	-2.5%	140,469,139	-0.2%
2011	19,133	2.6%	4,263,305	1.5%	141,791,255	0.9%
2012	20,003	4.5%	4,348,083	2.0%	143,621,634	1.3%
2013	19,907	-0.5%	4,367,147	0.4%	144,996,474	1.0%
2014	20,525	3.1%	4,418,471	1.2%	147,403,607	1.7%
2015	21,062	2.6%	4,502,021	1.9%	149,648,686	1.5%
2016	19,236	-8.7%	4,656,255	3.4%	152,001,644	1.6%
2017*	19,115	-0.6%	4,767,833	2.4%	152,065,874	0.0%

Source: Department of Labor; Bureau of Labor Statistics

*Through May



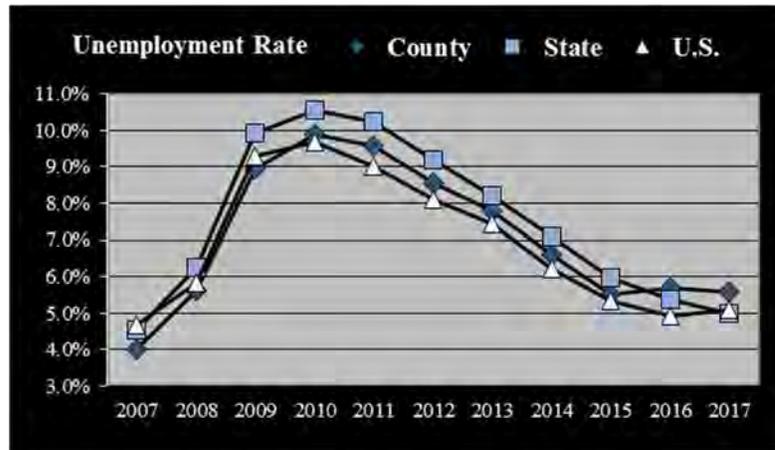
As the preceding illustrates, the Camden County employment base fluctuated over the past decade, but experienced a notable drop between 2015 and 2016. According to a representative with the Camden County Joint Development Authority, there have been various small business closings within the past couple years in the county. It is also important to point out that, despite the significant decline in the employment base, the county's unemployment rate experienced a nominal increase during the same time period (as illustrated on the following page). This likely indicates that the jobs lost within the county may have been associated with military deployments at Kings Bay Base located in St. Marys.

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

Year	Unemployment Rate		
	Camden County	Georgia	United States
2007	4.0%	4.5%	4.7%
2008	5.6%	6.2%	5.8%
2009	8.9%	9.9%	9.3%
2010	9.9%	10.6%	9.7%
2011	9.6%	10.2%	9.0%
2012	8.6%	9.2%	8.1%
2013	7.8%	8.2%	7.4%
2014	6.6%	7.1%	6.2%
2015	5.5%	6.0%	5.3%
2016	5.7%	5.4%	4.9%
2017*	5.6%	5.0%	5.1%

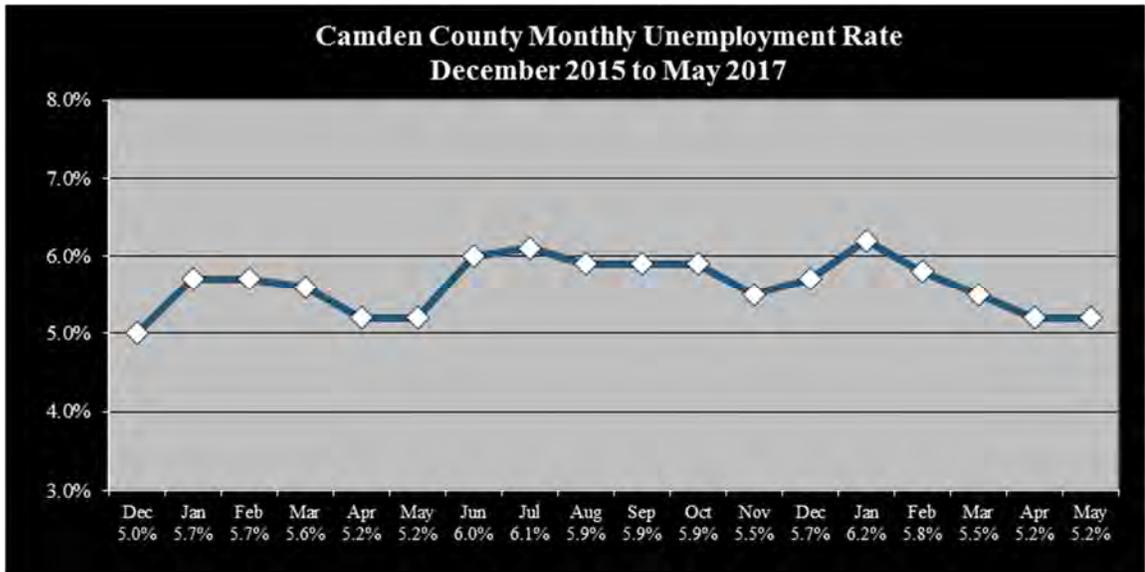
Source: Department of Labor, Bureau of Labor Statistics

*Through May



The unemployment rate in Camden County has ranged between 4.0% and 9.9%, generally comparable to the state average since 2007. The county's annual unemployment rate has generally declined over much of the past seven years and has hovered between 5.5% and 5.7% during the past three years.

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



The county’s monthly unemployment rate has generally fluctuated between 5.0% and 6.0% during the past 18 months.

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

In-Place Employment Camden County			
Year	Employment	Change	Percent Change
2006	15,196	-	-
2007	15,643	447	2.9%
2008	15,038	-605	-3.9%
2009	14,127	-911	-6.1%
2010	13,362	-765	-5.4%
2011	13,828	466	3.5%
2012	14,331	503	3.6%
2013	14,439	108	0.8%
2014	15,328	889	6.2%
2015	16,109	781	5.1%
2016	13,772	-2,337	-14.5%

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 Camden County to be 71.6% of the total Camden County employment. This means that Camden County has more employed persons staying in the county for daytime employment than those who work outside of the county. This will continue to contribute to the site’s marketability, as it is likely that many of its residents have minimal commute times to their place of employment.

4. ECONOMIC FORECAST

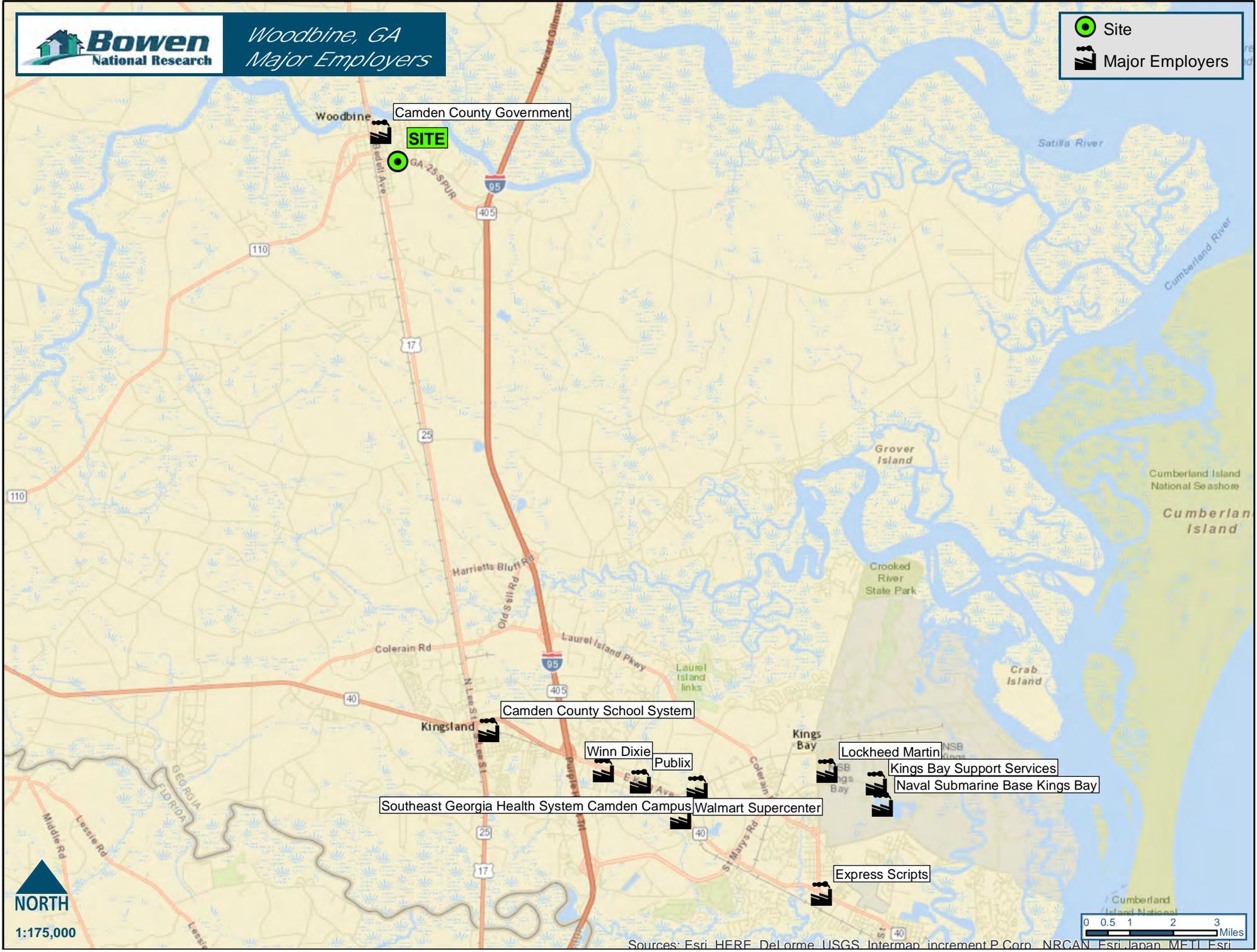
The subject project targets low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will continue to draw support. The Camden County employment base fluctuated over the past decade, but experienced a notable drop between 2015 and 2016. While local economic officials could not comment on the cause of the significant decline of jobs, given the nominal increase in the county's unemployment rate during this time frame, it is likely that this decline is attributed to military deployments at Kings Bay Base located in St. Marys. The unemployment rate in Camden County has ranged between 4.0% and 9.9%, generally comparable to the state average since 2007. The county's annual unemployment rate has generally declined over much of the past seven years and has hovered between 5.5% and 5.7% during the past three years. Even with the recent decline in the employment base, the local economy is generally considered to be stable. Regardless, rental housing targeting low-income households will help to serve unemployed or underemployed households.

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

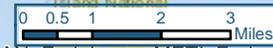


Woodbine, GA Major Employers

- Site
- Major Employers



NORTH
1:175,000



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 (RD 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 Camden County, which has a four-person median household income of \$62,100 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	\$26,100
Two-Person	\$29,820
Three-Person	\$33,540
Four-Person	\$37,260
Five-Person	\$40,260

a. Maximum Income Limits

The largest units (three-bedroom) at the subject site are expected to continue to house up to five-person family households. As such, the maximum allowable income at the subject site is **\$40,260**.

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 (LIHTC) units will have a lowest gross rent of \$628. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,456. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$21,531**.

Since the subject project will retain RA through Rural Development on 47 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	\$40,260
LIHTC Only without RA	\$21,531	\$40,260

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 35.5% to 45.8% (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, 3.0% 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.*

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

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

Net Demand

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

There are no LIHTC properties that were funded and/or built during the projection period (2015 to current) within the Site PMA. Additionally, there are no existing LIHTC properties within the market. As such, there were no existing LIHTC properties included as part of supply in our demand analysis.

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

Demand Component	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$40,260)	RD 515/ LIHTC Without RA (\$21,531 - \$40,260)	RD 515/LIHTC w/ RA (\$0 - \$40,260)	LIHTC Only Without RA (\$21,531 - \$40,260)
Demand From New Renter Households (Income-Appropriate)	525 - 576 = -51	180 - 202 = -22	525 - 576 = -51	180 - 202 = -22
+				
Demand From Existing Households (Rent Overburdened)	576 X 45.8% = 264	202 X 35.5% = 72	576 X 45.8% = 264	202 X 35.5% = 72
+				
Demand From Existing Households (Renters In Substandard Housing)	576 X 3.0% = 17	202 X 3.0% = 6	576 X 3.0% = 17	202 X 3.0% = 6
=				
Demand Subtotal	230	56	230	56
+				
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	230	56	230	56
-				
Supply (Directly Comparable Units Built and/or Funded Since 2015)	0	0	0	0
=				
Net Demand	230	56	230	56
Subject Units	0*	2*	57	57
Subject Units/ Net Demand	0* / 230	2 / 56	57 / 230	57 / 56
Capture Rate	= 0.0%	= 3.6%	= 24.8%	= > 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 such, the subject's overall capture rate of 24.8% as proposed with the retention of RA on the majority of the units is considered achievable. Effectively, however, the subject project will have a capture rate of 3.6% for the two non-RA units which would need to be re-rented post renovations due to current tenants that would no longer income-qualify to reside at the proposed under the Tax Credit program.

In the unlikely event the subject project lost RA and operated exclusively as a Tax Credit project, its capture rate would be greater than 100.0%. This indicates that an insufficient base of demographic support would exist for the subject project in this unlikely scenario. As a result, the project would require rent reductions to insure the project could attract a sufficient base of renter households, should it operate exclusively under the LIHTC program and all units were vacated simultaneously. Regardless, it must be reiterated that the subject project is an existing property with all marketed units occupied and maintains a waitlist. In addition, a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants, which

will prevent a rent increase on such tenants following renovations. As such, we expect that most current residents will remain at the renovated site. The vacancies that do materialize following renovations will likely be minimal and should be quickly filled by qualified residents in the market.

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

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	25.0%
Two-Bedroom	40.0%
Three-Bedroom+	35.0%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the subject units by bedroom type and targeted income level. 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 (25%)	60%	1**	14	0	14	7.1%	<1 Month	\$637	\$485-\$892	\$493
One-Bedroom	Total	1**	14	0	14	7.1%	<1 Month	\$637	\$485-\$892	\$493
Two-Bedroom (40%)	60%	1**	22	0	22	4.5%	<1 Month	\$746	\$565-\$861	\$523
Two-Bedroom	Total	1**	22	0	22	4.5%	<1 Month	\$746	\$565-\$861	\$523
Three-Bedroom (35%)	60%	0**	20	0	20	0.0%	-	\$768	\$625-\$1,017	\$543
Three-Bedroom	Total	0**	20	0	20	0.0%	-	\$768	\$625-\$1,017	\$543

*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*.

As the preceding table illustrates, the capture rates by bedroom type range from 0.0% to 7.1% when assuming that all RA units are leasable and will remain occupied, in addition to the current tenants in the non-RA units which will continue to income-qualify to reside at the property under the Tax Credit guidelines. These capture rates are considered very low and achievable.

Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand	Supply*	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
RD 515/LIHTC with Rental Assistance (RA)										
One-Bedroom (25%)	60%	12	57	0	57	21.1%	1-2 Months	\$637	\$485-\$892	\$493
One-Bedroom	Total	12	57	0	57	21.1%	1-2 Months	\$637	\$485-\$892	\$493
Two-Bedroom (40%)	60%	24	92	0	92	26.1%	2-3 Months	\$746	\$565-\$861	\$523
Two-Bedroom	Total	24	92	0	92	26.1%	2-3 Months	\$746	\$565-\$861	\$523
Three-Bedroom (35%)	60%	21	81	0	81	25.9%	2 Months	\$768	\$625-\$1,017	\$543
Three-Bedroom	Total	21	81	0	81	25.9%	2 Months	\$768	\$625-\$1,017	\$543
LIHTC Only										
One-Bedroom (25%)	60%	12	14	0	14	85.7%	>12 Months	\$637	\$485-\$892	\$493
One-Bedroom	Total	12	14	0	14	85.7%	>12 Months	\$637	\$485-\$892	\$493
Two-Bedroom (40%)	60%	24	22	0	22	>100.0%	>12 Months	\$746	\$565-\$861	\$523
Two-Bedroom	Total	24	22	0	22	>100.0%	>12 Months	\$746	\$565-\$861	\$523
Three-Bedroom (35%)	60%	21	20	0	20	>100.0%	>12 Months	\$768	\$625-\$1,017	\$543
Three-Bedroom	Total	21	20	0	20	>100.0%	>12 Months	\$768	\$625-\$1,017	\$543

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

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

The capture rates by bedroom type assuming that all subject units are vacated simultaneously with the retention of RA range from 21.1% and 26.1%. These capture rates are considered achievable, demonstrating that a sufficient base of demographic support will exist for the subject project.

In the unlikely event the subject project lost its subsidy, the capture rates by bedroom type will be at least 85.7%. These very high capture rates indicate that limited demographic support will exist for the subject project in this unlikely scenario. As such, if RA were lost, the subject project would need to charge lower rents to insure the project could attract a sufficient base of renter households if all units were vacated simultaneously.

Section H – Rental Housing Analysis (Supply)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Woodbine 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	4,974	85.9%	5,330	85.1%
Owner-Occupied	3,918	78.8%	4,008	75.2%
Renter-Occupied	1,056	21.2%	1,321	24.8%
Vacant	819	14.1%	932	14.9%
Total	5,793	100.0%	6,261	100.0%

Source: ESRI, Census 2010

Based on a 2017 update of the 2010 Census, of the 5,793 total housing units in the market, 14.1% were vacant. In 2017, it was estimated that homeowners occupied 75.2% of all occupied housing units, while the remaining 24.8% were occupied by renters. The share of renters is considered typical for a rural market, such as the Woodbine Site PMA, and the 1,321 renter households in 2017 represent a sufficient base of current and 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	110	13.4%
For-Sale Only	119	14.5%
Renter/Sold, Not Occ.	30	3.8%
Seasonal or Recreational	224	27.3%
Other Vacant	336	41.0%
Total	819	100.0%

Source: 2010 Census

Based on the 2010 Census, of the 819 vacant units in the Site PMA, 41.0% were classified as “Other Vacant” and only 13.4% were classified as “For Rent”. This is a good indication that the vacant housing units included in the table earlier on this page are not reflective of the long-term rental housing market within the Site PMA. Regardless, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental market within the Site PMA.

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

Units in Structure	Owner		Renter	
	Number	Percent	Number	Percent
1, Detached	2,969	81.3%	657	54.2%
1, Attached	163	4.5%	115	9.5%
2 to 4	8	0.2%	154	12.7%
5 to 9	0	0.0%	37	3.1%
10 to 19	0	0.0%	48	4.0%
20 to 49	0	0.0%	16	1.3%
50+	5	0.1%	12	1.0%
Mobile Homes	499	13.7%	174	14.3%
Boat, RV, Vans	9	0.2%	0	0.0%
Total	3,653	100.0%	1,213	100.0%

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

As the preceding table illustrates, over 90% of renter-occupied housing consists of single-family/mobile home and two to four-unit rentals, whereas only 6.3% consist of structures with 10 or more units. As such, this demonstrates that there is a limited amount of conventional rental housing units in the market. Therefore, the subject project will continue to provide a rental housing alternative that is currently limited in the Site PMA.

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

	Kitchen Characteristics			
	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
Complete Kitchen	3,648	99.9%	1,205	99.4%
Lacking Complete Kitchen	5	0.1%	7	0.6%
Total	3,653	100.0%	1,212	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	3,648	99.9%	1,212	100.0%
Lacking Complete Plumbing	5	0.1%	0	0.0%
Total	3,653	100.0%	1,212	100.0%

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

Based on the 2011-2015 ACS estimates, the percentage of owner- and renter-occupied housing with incomplete kitchen facilities was 0.1% and 0.6%, respectively. It is also of note that 0.0% of renter-occupied housing had incomplete plumbing facilities, compared with 0.1% of owner-occupied housing.

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	3,639	99.6%	1,177	97.0%
1.01 Or More Occupants Per Room	15	0.4%	36	3.0%
Total	3,654	100.0%	1,213	100.0%

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

The number of renter-occupied housing units with 1.01 or more occupants per room and considered overcrowded was 3.0% of the households, compared with 0.4% of owner-occupied housing.

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%	1,946	53.3%	360	29.7%
20% to 29%	686	18.8%	328	27.0%
30% or More	939	25.7%	440	36.3%
Not Computed	82	2.2%	85	7.0%
Total	3,653	100.0%	1,213	100.0%

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

As the preceding illustrates, 36.3% of renter households in the market pay more than 30% of their income towards rent. This is lower than the national average of 47.9%.

Conventional Rentals (Market)

Due to the rural nature of the market, we identified and personally surveyed only three conventional housing projects (including the subject project), all of which are government-subsidized operating under the Rural Development Section 515 (RD 515) program, containing a total of 160 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. The following table summarizes these surveyed properties within the market:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Government-Subsidized	3	160	0	100.0%
Total	3	160	0	100.0%

As the preceding table illustrates, all government-subsidized rental projects surveyed within the market are 100.0% occupied and maintain a waitlist. This illustrates that pent-up demand exists for additional very low-income rental housing within the market. The subject project will continue to accommodate a portion of this unmet demand.

Non-subsidized Apartments (Region)

As already noted, the Woodbine apartment market offers a limited range of rental product. In fact, there were no conventional non-subsidized (market-rate and Tax Credit) multifamily rental housing communities identified within the Site PMA. As such, it was necessary to identify and survey non-subsidized product outside of the Site PMA, but within the region in Brunswick, St. Marys and Kingsland. The six market-rate properties surveyed located outside the Site PMA, Greenbriar Townhomes (Map ID 905), Ingleside Apartments (Map ID 908), Willow Way Apartments (Map ID 912), Camden Way (Map ID 918), Harbor Pines Apartments (Map ID 919) and Park Place Apartments (Map ID 923), were built between 1982 and 1992. The five non-subsidized Tax Credit properties surveyed located outside of the Site PMA, Whispering Oaks (Map ID 901), Eagle’s Pointe (Map ID 902), Tara Arms Apartments (Map ID 904), Royal Point Apartments (Map ID 910) and Reserve at Sugar Mill (Map ID 914), were built between 1996 and 2004. The six market-rate projects comprise a total of 735 units and have a combined occupancy rate of 98.8%, while the five non-subsidized Tax Credit projects consist of 535 units and have a combined occupancy of 98.9%. These strong overall occupancy rates at the aforementioned properties indicate that they have been well received within the region and will serve as accurate benchmarks with which to compare to the subject project.

2. SUMMARY OF ASSISTED PROJECTS

As noted, we surveyed three federally subsidized apartment developments in the Woodbine Site PMA. These projects were surveyed in July 2017 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built	Total Units	Occup.	Gross Rent (Unit Mix)		
						One-Br.	Two-Br.	Three-Br.
1	Satilla Villas (Site)	RD 515	1981	53 + 4*	100.0%	\$520 - \$678 (12)	\$577 - \$760 (21)	\$626 - \$844 (20)
2	Hilltop Terrace I	RD 515	1979	53	100.0%	\$472 - \$632 (10)	\$521 - \$707 (26)	\$562 - \$778 (17)
3	Hilltop Terrace II	RD 515	1988	54	100.0%	\$450 - \$566 (46)	\$503 - \$625 (8)	-
Total				160	100.0%			

Note : Contact names and method of contact, as well as amenities and other features are listed in the field survey
 OCCUP. - Occupancy
 RD - Rural Development
 *Units under construction

As noted, the three government-subsidized projects surveyed in the market are 100.0% occupied and maintain waiting lists. This illustrates that significant pent-up demand exists for additional affordable rental housing within the market.

HOUSING CHOICE VOUCHER HOLDERS

According to the Georgia Department of Community Affairs, there are approximately 162 Housing Choice Voucher holders within Camden County and 230 households on the waiting list for additional Voucher. This reflects the continuing need for Housing Choice Voucher assistance.

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 Tax Credit project. Established by the Georgia Department of Community Affairs (DCA) Rental Assistance Division - Camden 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
One-Bedroom	\$618	\$628
Two-Bedroom	\$814	\$678
Three-Bedroom	\$1,130	\$724

As the preceding table illustrates, the proposed gross rents are below or slightly above (\$10) the payment standards set by the DCA Rental Assistance Division - Camden County. As such, those who hold Housing Choice Vouchers will likely respond to the non-Rental Assistance (RA) units at the subject development. This will likely increase the base of income-appropriate renter households within the Woodbine Site PMA for the non-RA units at the subject project and has been considered in our absorption estimates in Section I – *Absorption & Stabilization* of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

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

Building Permit Data

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

Housing Unit Building Permits for Camden County:										
Permits	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Multifamily Permits	0	64	396	0	0	50	0	0	0	0
Single-Family Permits	379	231	181	96	90	62	69	126	140	215
Total Units	379	295	577	96	90	112	69	126	140	215

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

As the preceding illustrates, there have been no multifamily building permits issued in Camden County since 2012. Given the projected growth among renter households within the market, as illustrated in Section E of this report, and the limited number of multifamily building permits issued, illustrates that there will continue to be a need for rental housing within the region. This is further illustrated by the combined occupancy rate of 100.0% of the surveyed rental developments within the Woodbine Site PMA. Although the subject project will not add any new units to the market during renovations, the proposed renovations will provide some much needed updated/modern rental units within this market.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

As noted, there are no non-subsidized Low-Income Housing Tax Credit (LIHTC) projects within the Woodbine Site PMA. Given the lack of non-subsidized LIHTC housing within the market, we identified and surveyed five general-occupancy LIHTC communities outside of the Site PMA, but within the region in Brunswick, Kingsland and St. Marys. These five projects target households with incomes up to 50% and/or 60% of Area Median Household Income (AMHI) and are considered comparable. It should be noted that these five projects outside of the market are not considered competitive with the subject development, as they derive demographic support from a different geographical area. As such, these projects have been included for comparison purposes only and are summarized as follows, along with the subject project:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Satilla Villas	1981 / 2019	57	100.0%	-	9 H.H.	Families; 60% AMHI & RD 515
901	Whispering Oaks	2004	57*	100.0%	27.4 Miles	8 H.H.	Families; 50% & 60% AMHI
902	Eagle's Pointe	2003	136*	100.0%	25.1 Miles	8 H.H.	Families; 60% AMHI
904	Tara Arms Apts.	1996	81	100.0%	26.7 Miles	20 H.H.	Families; 50% & 60% AMHI
910	Royal Point Apts.	2000	144	95.8%	14.5 Miles	None	Families; 60% AMHI
914	Reserve at Sugar Mill	1998 / 2012	70	100.0%	16.9 Miles	40 H.H.	Families; 50% & 60% AMHI

OCC. – Occupancy

H.H. – Households

900 series Map IDs located outside of Site PMA

*Tax Credit units only

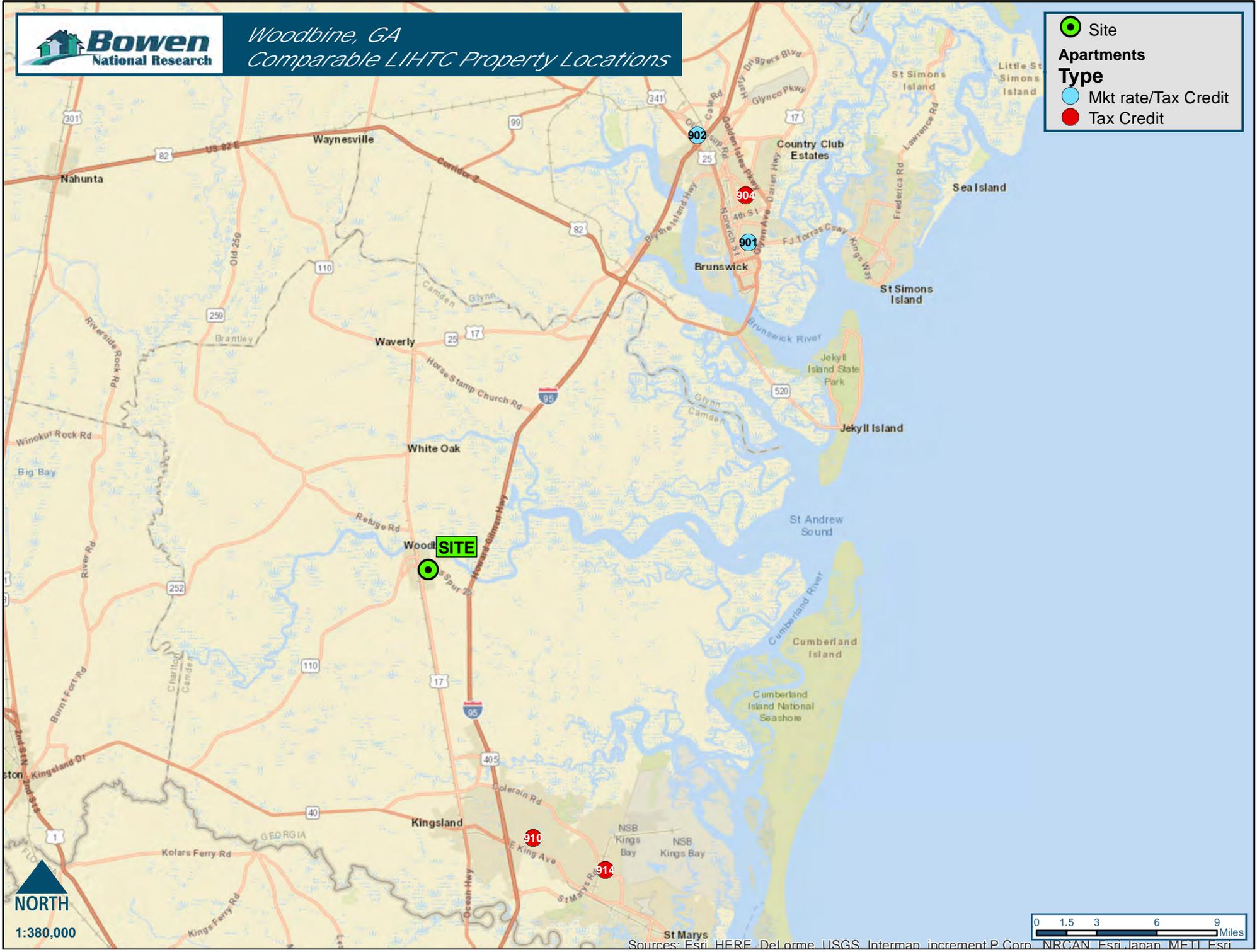
The five LIHTC projects have a combined occupancy rate of 98.8% (a result of only six vacant units), a very strong rate for rental housing. In fact, four of these projects are 100.0% occupied, illustrating that pent-up demand exists for additional affordable rental housing within the region.

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



Woodbine, GA
Comparable LIHTC Property Locations

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



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

The gross rents for the comparable LIHTC 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.	Four-Br.	
Site	Satilla Villas	\$628/60% (12)	\$678/60% (24)	\$724/60% (21)	-	-
901	Whispering Oaks	-	\$654/50% (15/0) \$790/60% (14/0)	\$727/50% (15/0) \$884/60% (7/0)	\$795/50% (3/0) \$920/60% (3/0)	None
902	Eagle's Pointe	\$670/60% (25/0)	\$786/60% (67/0)	\$880/60% (41/0)	\$966/60% (3/0)	None
904	Tara Arms Apts.	\$565/50% (28/0) \$592/60% (42/0)	\$675/50% (5/0) \$675/60% (6/0)	-	-	None
910	Royal Point Apts.	-	\$832/60% (72/3)	\$951/60% (72/3)	-	None
914	Reserve at Sugar Mill	-	\$673/50% (18/0) \$820/60% (17/0)	\$774/50% (18/0) \$944/60% (17/0)	-	None

900 series Map IDs located outside of Site PMA

The proposed subject gross rents, ranging from \$628 to \$724, will be some of the lowest LIHTC rents targeting similar income levels within the region. However, it should be noted that the comparable LIHTC projects are located in areas significantly socioeconomically different than Woodbine in terms of population, median household income, median gross rent and median home value. As such, while the proposed rents are generally lower than those offered at the comparable properties, the property would require a rent reduction in order to receive a sufficient flow of tenants if it lost its subsidy and operated exclusively under the LIHTC program. This is further evidenced by the subject project's high capture rate and limited rent advantages in this unlikely scenario, as illustrated in Section G and Addendum F of this report, respectively. Regardless, the subject project is anticipated to retain RA on 47 of the 57 revenue-producing units post renovations, requiring such tenants to pay up to 30% of their adjusted gross income towards housing costs. As such, the subject development will continue to represent an even greater value to low-income households. In addition, a Private Rental Assistance (PRA) subsidy will be provided by the developer to all current unassisted residents, which will prohibit a rent increase on such tenants.

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

Weighted Average Collected Rent of Comparable LIHTC Units*		
One-Br.	Two-Br.	Three-Br.
\$583	\$699	\$797

*Only units targeting similar AMHI levels as the subject project

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

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$583	- \$493	\$90	/ \$493	18.3%
Two-Br.	\$699	- \$523	\$176	/ \$523	33.7%
Three-Br.	\$797	- \$543	\$254	/ \$543	46.8%

As the preceding illustrates, the proposed subject rents represent rent advantages of between 18.3% and 46.8% as compared to the weighted average collected rents of the comparable LIHTC unit types. Please note, however, that this is in comparison to the *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the subject development's collected rents are available in Addendum F of this report.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Satilla Villas	657	807	938	-
901	Whispering Oaks	-	1,130	1,260	1,550
902	Eagle's Pointe	809	1,074	1,197	1,448
904	Tara Arms Apts.	645	800	-	-
910	Royal Point Apts.	-	990	1,189	-
914	Reserve at Sugar Mill	-	964 - 984	1,184	-

900 series Map IDs located outside of Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Satilla Villas	1.0	1.0	1.0	-
901	Whispering Oaks	-	2.0	2.0	2.0
902	Eagle's Pointe	1.0	2.0	2.0	2.0
904	Tara Arms Apts.	1.0	1.0	-	-
910	Royal Point Apts.	-	2.0	2.0	-
914	Reserve at Sugar Mill	-	2.0	2.0	-

900 series Map IDs located outside of Site PMA

The subject development will continue to offer some of the smallest unit sizes (square feet) and a lesser number of bathrooms within the two- and three-bedroom units when compared to those offered at the comparable LIHTC projects within the region. However, the unit sizes and number of bathrooms offered is considered typical of older subsidized rental product. In addition, the subject's 100.0% occupancy rate is a clear indication that the subject's unit designs are appropriate for and marketable to the targeted tenant population.

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

COMPARABLE PROPERTIES AMENITIES - WOODBINE, GEORGIA

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

MAP ID	PROJECT AMENITIES															OTHER				
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY		PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER	
SITE		X						X								X				Covered Pavilion
901	X	X	X	X		X		X					X	X		X				
902	X		X			X		X		X			X			X				
904		X	X		X											X				Salon
910	X	X	X	X		X		X		X						X				
914		X		X		X		X					X		X	X				CCTV; Splash Pad

◆ 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

After renovations are complete and additions are made, the subject project's amenities package will continue to be inferior than those offered at the comparable LIHTC projects within the region. In terms of unit amenities, while the subject development will be the only LIHTC project to include microwave ovens and exterior storage relative to the selected comparable properties, it will be one of two to lack dishwashers and ceiling fans. Regarding project amenities, the subject development will be the only LIHTC development to lack a laundry facility or in-unit washer/dryer appliances, and one of two to not offer a community room/clubhouse and a fitness center. However, the lack of the aforementioned amenities has not had an adverse impact on the subject's marketability, as evidenced by its 100.0% occupancy rate and waitlist.

Comparable Tax Credit Summary

Based on our analysis of the 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 continue to be marketable, assuming the RA is maintained post renovations. In the unlikely event RA was lost and the subject project operated exclusively as a LIHTC project, its rents will need to be reduced in order to receive a sufficient flow of tenants. This has been considered in our absorption projections.

Comparable Housing Impact

As previously noted, there are no comparable non-subsidized LIHTC projects within the Site PMA.

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

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$161,961. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$161,961 home is \$975, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$161,961
Mortgaged Value = 95% of Median Home Price	\$153,863
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$780
Estimated Taxes and Insurance*	\$195
Estimated Monthly Mortgage Payment	\$975

*Estimated at 25% of principal and interest

In comparison, the proposed monthly collected Tax Credit and market-rate rents at the subject project range from \$493 to \$543, depending upon bedroom type. As such, the cost of a typical monthly mortgage in the area is at least \$432 more than renting at the subject project. Considering the higher cost of homeownership and the fact that most current and potential tenants of the subject project are likely unable to afford the cost of a typical down payment, utility costs, and/or routine maintenance costs associated with such a home, we do not anticipate any competitive impact on or from the homebuyer market.

Section I – Absorption & Stabilization Rates

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

According to management, all marketed units at the subject project are currently occupied with a nine-household waiting list. Based on our review of the most current tenant rent roll and assuming that Rental Assistance (RA) will be retained on the majority of the property and a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants, it is anticipated that few 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 of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 57 revenue-producing subject units will be vacated and that all units will have to be re-rented simultaneously, assuming the retention of RA on 47 of the subject units.

It is our opinion that the 57 revenue-producing units at the subject site will reach a stabilized occupancy of 93.0% within approximately six to seven months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately eight to nine units per month. Our absorption projections assume that the renovations will be completed as outlined in this report. Changes to the project's rents, amenities, scope of renovations, or other features may invalidate our findings. We assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Finally, these absorption projections also assume that RA will be retained following renovations. Should RA not be retained, the subject site would likely experience difficulties reaching and maintaining a stable occupancy level due to the limited amount of demographic support that will exist at its proposed rent levels. In this unlikely scenario, the subject project will need to charge lower rents to insure the project could attract a sufficient base of renter households.

Regardless, it is important to remember that 47 of the 57 revenue-producing subject units will continue to receive RA following renovations, with tenants of these units continuing to pay up to 30% of their adjusted gross income towards housing costs. In addition, the PRA subsidy to be provided by the developer to any current unassisted tenant will prevent such tenants from experiencing rent increases. Therefore, in reality, the effective absorption period for the subject project will be less than one month, as most current tenants are expected to remain post renovations.

Section J – Interviews

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

- Elaine Cook, Deputy City Clerk at the Woodbine City Hall, stated that there is a need for additional affordable housing options in the town of Woodbine. Ms. Cook commented that the area is primarily comprised of small older homes, and there are not many options for affordable housing. Ms. Cook stated that there is a need for both senior and family units, however, it is her opinion that two- and three-bedroom units would be in higher demand.
- Mr. Ken Walker, City Manager for the city of Woodbine, believes there is a need for more affordable housing for seniors in the Woodbine area. The need is for a minimal number of units, because Woodbine is a small community. Mr. Walker stated that the existing senior affordable housing is in great need of renovations and updating.
- LaWanna Webster, Property Manager at Satilla Villas (subject site), stated that there is definitely a need for more affordable housing, both family and senior. Ms. Webster stated that a lot of her property's tenants have been at the property since it opened over 30 years ago, and therefore, she does not have much turnover for new potential renters.

Section K – Conclusions & Recommendations

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the 57 revenue-producing units offered at the existing Satilla Villas rental community in Woodbine, Georgia, following renovations utilizing financing from the 4% Tax Exempt Bond program. Changes in the project's scope of renovations, rents, amenities and/or renovation completion date may alter these findings.

The subject project will continue to be marketable in terms of age, unit mix, location, amenities and unit sizes. This is further evidenced by the subject's 100.0% occupancy rate among all marketed units and its nine-household waiting list. Although the proposed rent levels are considered high for the Woodbine Site PMA, as evidenced by the subject's high LIHTC-only capture rate of above 100.0% and the limited market rent advantages on the majority of the subject units, the majority of the subject units are anticipated to retain Rental Assistance (RA), requiring residents to pay up to 30% of their gross adjusted incomes towards housing costs. As such, the subject project will continue to represent a substantial value to low-income renter households within the market. In addition, a Private Rental Assistance (PRA) subsidy will be available to all current unassisted tenants, which will prevent a rent increase on such tenants.

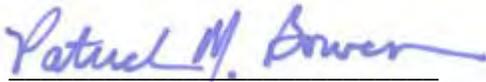
Given that all affordable developments surveyed within the Site PMA are 100.0% occupied and maintain a wait list, the subject project will continue to offer a housing alternative to low-income renter households that is not readily available in the area. As shown in the Project-Specific Demand Analysis section of this report, with an overall capture rate of 24.8% of income-qualified renter households in the market, there is sufficient support for the subject development assuming it retains RA on the majority of units. Therefore, it is our opinion that the subject project will have minimal, if any, impact on the existing affordable developments in the Site PMA.

In the unlikely event the subject project was completely vacated and all units had to be re-rented, the subject project should reach a stabilized occupancy of 93% within approximately six to seven months, assuming it operated with its current subsidy. If the subject project lost its subsidy and had to operate exclusively under the LIHTC program, it would likely experience issues reaching and maintain a stabilized occupancy rate at its proposed rent levels.

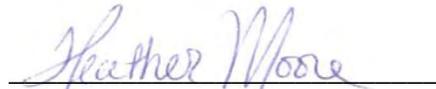
We do not have any recommendations for the subject project as it is currently proposed with the retention of RA.

Section L - Signed Statement

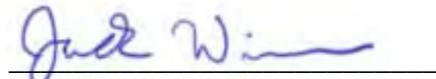
I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any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



Patrick M. Bowen
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Date: August 14, 2017



Heather Moore
Market Analyst
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Date: August 14, 2017



Jack Wiseman
Market Analyst
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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

Heather Moore, Market Analyst, has been with Bowen National Research since the fall of 2010. She has evaluated the rental market in cities throughout the United States and is able to provide detailed site-specific analysis. Ms. Moore has a Bachelors of Arts in Marketing from Urbana University.

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

WOODBINE, 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.



Woodbine, GA Apartment Locations

● Site
● Apartments
● Type
● Govt-sub

SITE

NORTH
1:100,000



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

MAP IDENTIFICATION LIST - WOODBINE, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Satilla Villas (Site)	GSS	C+	1981	53	0	100.0%	-
2	Hilltop Terrace I	GSS	C+	1979	53	0	100.0%	10.3
3	Hilltop Terrace II	GSS	C+	1988	54	0	100.0%	10.3

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
GSS	3	160	0	100.0%	4

Total units does not include units under construction.

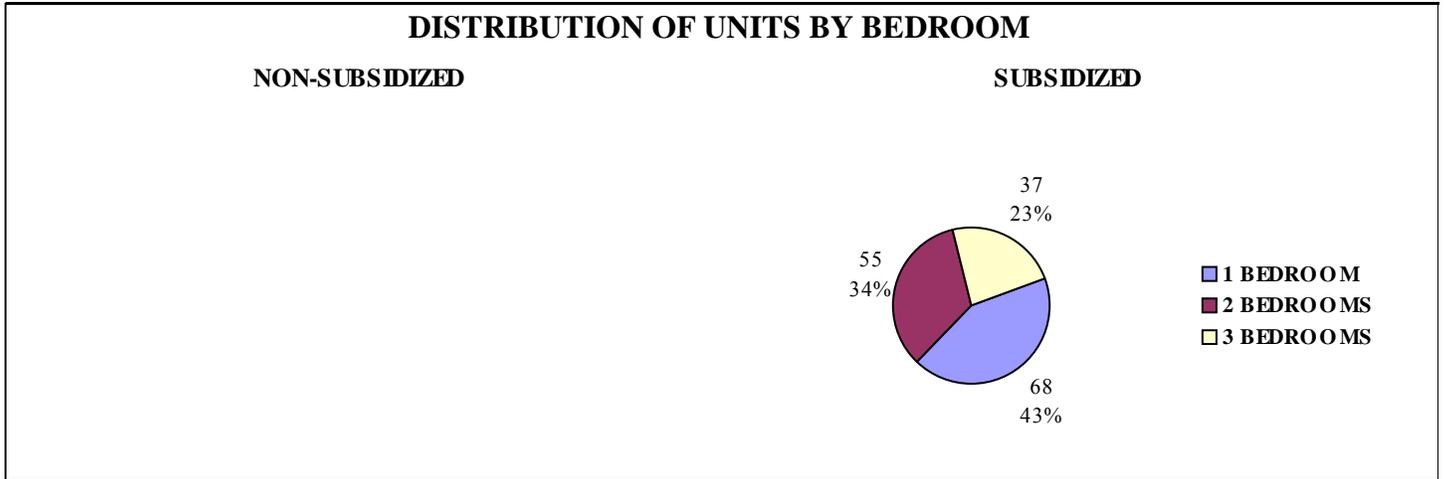
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)

Survey Date: July 2017

DISTRIBUTION OF UNITS - WOODBINE, GEORGIA

GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
1	1	68	42.5%	0	0.0%	N.A.
2	1	55	34.4%	0	0.0%	N.A.
3	1	37	23.1%	0	0.0%	N.A.
TOTAL		160	100.0%	0	0.0%	
4 UNITS UNDER CONSTRUCTION						
GRAND TOTAL		160	-	0	0.0%	



SURVEY OF PROPERTIES - WOODBINE, GEORGIA

1 Satilla Villas (Site)			
	Address 1100 McDonald Ave. Woodbine, GA 31569	Phone (912) 576-5702 (Contact in person)	Total Units 53
	Year Built 1981	Contact Elizabeth	Vacancies 0
	Comments RD 515, has RA (47 units); HCV (2 units); One 2-br & one 3-br manager unit not included in total; Vacancies due to no maintenance available to turn units		Occupied 100.0%
			Floors 1
			Quality Rating C+
			Waiting List 9 households
2 Hilltop Terrace I			
	Address 4059 MLK Blvd. Kingsland, GA 31548	Phone (912) 729-4399 (Contact in person)	Total Units 53
	Year Built 1979	Contact Joy	Vacancies 0
	Comments RD 515, has RA (34 units); Accepts HCV (0 currently); One 2-br manager & one 3-br courtesy officer unit not included in total		Occupied 100.0%
			Floors 1
			Quality Rating C+
			Waiting List 11 households
3 Hilltop Terrace II			
	Address 4059 MLK Blvd. Kingsland, GA 31548	Phone (912) 729-4399 (Contact in person)	Total Units 54
	Year Built 1988	Contact Joy	Vacancies 0
	Comments RD 515, has RA (50 units); Accepts HCV (0 currently); One 2-br manager unit not included in total		Occupied 100.0%
			Floors 1
			Quality Rating C+
			Senior Restricted (62+) Waiting List 12 households

Project Type

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

Survey Date: July 2017

DISTRIBUTION OF UTILITIES - WOODBINE, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	3	160	100.0%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	3	160	100.0%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	3	160	100.0%
			100.0%
ELECTRIC			
TENANT			
	3	160	100.0%
			100.0%
WATER			
LANDLORD	2	107	66.9%
TENANT	1	53	33.1%
			100.0%
SEWER			
LANDLORD	2	107	66.9%
TENANT	1	53	33.1%
TRASH PICK-UP			
LANDLORD	2	107	66.9%
TENANT	1	53	33.1%
			100.0%

UTILITY ALLOWANCE - WOODBINE, 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

905 Greenbriar Townhomes

11.8 miles to site



Address	244 S. Orange Edwards Blvd. Kingsland, GA 31548		
Phone	(912) 673-6596	Contact	Theresa
Total Units	68	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1992	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	18 households		
Quality Rating	C-	Neighborhood Rating	B
Remarks	Does not accept HCV		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Playground

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
2	2	T	8	0	1200	\$0.61	\$735
3	2	T	60	0	1200	\$0.61	\$735

908 Ingleside Apts.

13.0 miles to site



Address	1078 Clarks Bluff Rd. Kingsland, GA 31548		
Phone	(912) 227-0313	Contact	Mike
Total Units	89	Vacancies	5
		Percent Occupied	94.4%
Project Type	Market-Rate		
Year Open	1982	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	C+	Neighborhood Rating	B
Remarks	Does not accept HCV; Duplexes		

Features and Utilities

Utilities No landlord paid utilities
Unit Amenities Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds
Project Amenities On-site Management, Lake

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	16	0	800	\$0.61	\$485
2	1	G	30	2	985	\$0.57	\$565
3	1	G	25	1	1000	\$0.63	\$625
3	1.5	T	8	1	1120	\$0.58	\$645
4	2	G	10	1	1150	\$0.65	\$750

912 Willow Way Apts.

14.3 miles to site



Address	149 N. Gross Rd. Kingsland, GA 31548		
Phone	(912) 576-5116	Contact	Margaret
Total Units	60	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1986	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	50 households		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Does not accept HCV; Furnished 1-br available for additional cost; 1 & 2-br has washer/dryer hookups & patio		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Disposal, Microwave, Window AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Furnished Units
Project Amenities	On-site Management, Laundry Facility

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
0	1	G	12	0	300	\$1.58	\$475
1	1	G	24	0	600	\$1.00	\$600
2	1	G	14	0	865	\$0.75	\$650
2	2	G	10	0	895	\$0.77	\$685

918 Camden Way

14.3 miles to site



Address	145 N. Gross Rd. Kingsland, GA 31548		
Phone	(912) 729-4116	Contact	Lisa
Total Units	118	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1987	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; All units, except studios have washer/dryer hookups & patio; Random units have ceiling fan		



Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Disposal, Window AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Laundry Facility

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
0	1	G	14	0	300	\$1.68	\$505
1	1	G	78	0	600	\$0.99	\$595
2	1 to 2	G	21	0	865	\$0.76 - \$0.80	\$655 to \$695
3	2	G	5	0	1152	\$0.67	\$775

919 Harbor Pine Apts.

19.6 miles to site



Address	2000 Harbor Pines Dr. St. Marys, GA 31558		
Phone	(912) 882-7330	Contact	Mike
Total Units	200	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1989	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; 1-br include washer/dryer; 2 & 3-br have ceiling fan		

Features and Utilities

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

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	44	0	650	\$0.92	\$600
2	2	G	112	0	950	\$0.78	\$741
3	2	G	44	0	1150	\$0.72	\$825

923 Park Place Apts.

18.1 miles to site



Address	11919 Colerain Rd. St. Marys, GA 31558		
Phone	(912) 673-6001	Contact	Megan
Total Units	200	Vacancies	4
		Percent Occupied	98.0%
Project Type	Market-Rate		
Year Open	1989	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; Rents change daily; 2 & 3-br have washer/dryer hookups & exterior storage; Rent range based on unit location		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Playground, Tennis Court(s), Sports Court, Lake, Picnic Area, Dog Park

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	32	1	750	\$1.19	\$892
2	1 to 2	G	144	3	950	\$0.91 - \$1.03	\$861 to \$976
3	2	G	24	0	1100	\$0.92 - \$1.08	\$1017 to \$1184

901 Whispering Oaks

27.4 miles to site



Address	100 Whispering Oaks Dr. Brunswick, GA 31520		
Phone	(912) 261-1392	Contact	Tracy
Total Units	72	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2004	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	8 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Market-rate (15 units); 50% & 60% AMHI (57 units); HCV (37 units)		



Features and Utilities

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

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
2	2	G	6	0	1130	\$0.62	\$700	
2	2	G	14	0	1130	\$0.59	\$661	60%
2	2	G	15	0	1130	\$0.46	\$525	50%
3	2	G	7	0	1260	\$0.63	\$800	
3	2	G	7	0	1260	\$0.58	\$726	60%
3	2	G	15	0	1260	\$0.45	\$569	50%
4	2	G	2	0	1550	\$0.56	\$875	
4	2	G	3	0	1550	\$0.47	\$725	60%
4	2	G	3	0	1550	\$0.39	\$600	50%

902 Eagle's Pointe

25.1 miles to site



Address	104 Eagle's Pointe Dr. Brunswick, GA 31525		
Phone	(912) 265-8030	Contact	Rebecca
Total Units	168	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2003	Floors	3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	8 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Market-rate (32 units); 60% AMHI (136 units); HCV (25 units)		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, Laundry Facility, Fitness Center, Playground, Sports Court, Lake, Security Gate, Car Wash Area, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	17	0	809	\$0.88	\$715	
1	1	G	25	0	809	\$0.70	\$568	60%
2	2	G	5	0	1074	\$0.79	\$845	
2	2	G	67	0	1074	\$0.61	\$657	60%
3	2	G	7	0	1197	\$0.80	\$959	
3	2	G	41	0	1197	\$0.60	\$722	60%
4	2	G	3	0	1448	\$0.74	\$1069	
4	2	G	3	0	1448	\$0.53	\$771	60%

904 Tara Arms Apts.

26.7 miles to site



Address	2525 Tara Ln. Brunswick, GA 31520		
Phone	(912) 261-2400	Contact	Hannaah
Total Units	81	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1996	Floors	3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	20 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (24 units); HOME Funds (34 units at 50% AMHI); One manager unit not included in total		

Features and Utilities

Utilities	Landlord pays Electric, Electric Heat, Electric HotWater, for Cooking Heat, Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Window AC, Carpet, Blinds
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Picnic Area, Salon

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	42	0	645	\$0.92	\$592	60%
1	1	G	28	0	645	\$0.88	\$565	50%
2	1	G	6	0	800	\$0.84	\$675	60%
2	1	G	5	0	800	\$0.84	\$675	50%

910 Royal Point Apts.

14.5 miles to site



Address	301 N. Gross Rd. Kingsland, GA 31548		
Phone	(912) 729-7135	Contact	Cynthia
Total Units	144	Vacancies	6
		Percent Occupied	95.8%
Project Type	Tax Credit		
Year Open	2000	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	60% AMHI; HCV (25 units)		

Features and Utilities

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

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	2	G	72	3	990	\$0.76	\$750	60%
3	2	G	72	3	1189	\$0.71	\$850	60%

914 Reserve at Sugar Mill

16.9 miles to site



Address	11115 Colerain Rd. St. Marys, GA 31558		
Phone	(912) 673-6588	Contact	Cheramy
Total Units	70	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1998	Renovated	2012
		Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	40 households		
Quality Rating	A-	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (10 units)		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Club House, Fitness Center, Playground, Lake, Computer Lab, Picnic Area, Social Services, CCTV; Splash Pad

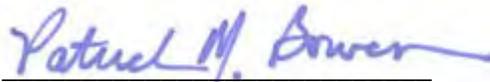
Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
2	2	G	17	0	964 to 984	\$0.70 - \$0.72	\$691	60%
2	2	G	18	0	964	\$0.56	\$544	50%
3	2	G	17	0	1184	\$0.66	\$786	60%
3	2	G	18	0	1184	\$0.52	\$616	50%

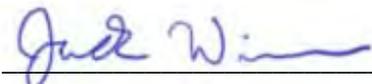
Addendum C – NCHMA Member Certification & Checklist

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

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



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

Addendum C – Market Study Index

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

Addendum D – Methodologies, Disclaimers & Sources

1. PURPOSE

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

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

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

3. REPORT LIMITATIONS

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

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

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

4. SOURCES

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

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

Addendum E:
RENT ROLL

PROJECT WORKSHEET FOR CREDIT AND RENTAL ASSISTANCE

(SERVICING OFFICE USE ONLY)

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

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

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

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

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

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

30. _____
Date

31. _____
Signature - Borrower or Borrower's Representativ

*Includes previous Plan I S 8.

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

Addendum F – Achievable Market Rent Analysis

A. INTRODUCTION

Given the lack of market-rate product within the Site PMA, we identified and surveyed six market-rate properties outside of the Site PMA, but within the region in Kingsland and St. Marys that we consider comparable to the subject development based on, but not limited to bedroom types offered, amenities and age. Note, adjustments for the differences between the Woodbine market and Kingsland and St. Marys markets have been made. These selected properties are used to derive market rent for a project with characteristics similar to the subject development. It is important to note that for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to derive achievable market rents, or *Conventional Rents for Comparable Units*, that can be achieved in the open market for the subject units without maximum income and rent restrictions.

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

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

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

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

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

The subject development and the six selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)				
					Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Satilla Villas	1981 / 2019	57	100.0%	-	12 (100.0%)	24 (100.0%)	21 (100.0%)	-
905	Greenbriar Townhomes	1992	68	100.0%	-	-	8 (100.0%)	60 (100.0%)	-
908	Ingleside Apts.	1982	89	94.4%	-	16 (100.0%)	30 (93.3%)	33 (93.9%)	10 (90.0%)
912	Willow Way Apts.	1986	60	100.0%	12 (100.0%)	24 (100.0%)	24 (100.0%)	-	-
918	Camden Way	1987	118	100.0%	14 (100.0%)	78 (100.0%)	21 (100.0%)	5 (100.0%)	-
919	Harbor Pine Apts.	1989	200	100.0%	-	44 (100.0%)	112 (100.0%)	44 (100.0%)	-
923	Park Place Apts.	1989	200	98.0%	-	32 (96.9%)	144 (97.9%)	24 (100.0%)	-

Occ. – Occupancy

900 series Map IDs located outside of Site PMA

The six selected market-rate projects have a combined total of 735 units with an overall occupancy rate of 98.8%, a very strong rate for rental housing. This demonstrates that these comparable properties have been well received within the region and will serve as accurate benchmarks with which to compare to the subject project.

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

Rent Comparability Grid

Unit Type →

ONE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Satilla Villas		Ingleside Apts.		Willow Way Apts.		Camden Way		Harbor Pine Apts.		Park Place Apts.	
1100 McDonald Avenue		1078 Clarks Bluff Rd.		149 N. Gross Rd.		145 N. Gross Rd.		2000 Harbor Pines Dr.		11919 Colerain Rd.	
Woodbine, GA		Kingsland, GA		Kingsland, GA		Kingsland, GA		St. Marys, GA		St. Marys, GA	
Data		Data		Data		Data		Data		Data	
on		on		on		on		on		on	
Subject		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data		Data		Data		Data		Data	
1	\$ Last Rent / Restricted?	\$485		\$600		\$595		\$600		\$892	
2	Date Surveyed	May-17		Jul-17		Jul-17		Jul-17		Jul-17	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		97%	
5	Effective Rent & Rent/ sq. ft	\$485	0.61	\$600	1.00	\$595	0.99	\$600	0.92	\$892	1.19
B. Design, Location, Condition		Data		Data		Data		Data		Data	
6	Structure / Stories	R/1		R/1		R/1		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1981/2019		1982	\$18	1986	\$14	1987	\$13	1989	\$11
8	Condition/Street Appeal	G		F	\$15	F	\$15	G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	No	(\$49)	No	(\$60)	No	(\$60)	No	(\$60)	No	(\$89)
C. Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	657		800	(\$33)	600	\$13	600	\$13	650	\$2
14	Balcony/Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/Wall	C		C		W	\$5	W	\$5	C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N		N/Y	(\$5)	Y/N		N/N	\$5	N/Y	(\$5)
18	Washer/Dryer	HU		HU		HU/L	(\$5)	HU/L	(\$5)	W/D	(\$25)
19	Floor Coverings	C/V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	N/Y		N/N	\$5	Y/N		N/N	\$5	N/N	\$5
D Site Equipment/ Amenities		Data		Data		Data		Data		Data	
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	N		N		N		N		Y	(\$5)
28	Pool/Recreation Areas	N		N		N		N		P/S	(\$13)
29	Computer/Business Center	N		N		N		N		N	
30	Picnic Area	Y	\$3	N	\$3	N	\$3	N	\$3	N	\$3
31	Playground	Y		N	\$3	N	\$3	N	\$3	Y	
32	Social Services	N		N		N		N		N	
E. Utilities		Data		Data		Data		Data		Data	
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		Y/Y	(\$38)	Y/Y	(\$38)	N/N	
39	Trash/Recycling	N/N		N/N		Y/N	(\$15)	Y/N	(\$15)	N/N	
F. Adjustments Recap		Pos		Neg		Pos		Neg		Pos	
40	# Adjustments B to D	5	3	6	3	7	3	4	6	3	5
41	Sum Adjustments B to D	\$44	(\$87)	\$53	(\$70)	\$47	(\$70)	\$21	(\$113)	\$21	(\$139)
42	Sum Utility Adjustments				(\$53)		(\$53)				
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$43)	\$131	(\$70)	\$176	(\$76)	\$170	(\$92)	\$134	(\$118)	\$160
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$442		\$530		\$519		\$508		\$774	
45	Adj Rent/Last rent		91%		88%		87%		85%		87%
46	Estimated Market Rent	\$505	\$0.77	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type →

TWO BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Satilla Villas		Ingleside Apts.		Willow Way Apts.		Camden Way		Harbor Pine Apts.		Park Place Apts.	
1100 McDonald Avenue		1078 Clarks Bluff Rd.		149 N. Gross Rd.		145 N. Gross Rd.		2000 Harbor Pines Dr.		11919 Colerain Rd.	
Woodbine, GA		Kingsland, GA		Kingsland, GA		Kingsland, GA		St. Marys, GA		St. Marys, GA	
Data		Data		Data		Data		Data		Data	
on		on		on		on		on		on	
Subject		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data		Data		Data		Data		Data	
1	\$ Last Rent / Restricted?	\$565		\$650		\$655		\$741		\$861	
2	Date Surveyed	May-17		Jul-17		Jul-17		Jul-17		Jul-17	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	93%		100%		100%		100%		98%	
5	Effective Rent & Rent/ sq. ft	\$565	0.57	\$650	0.75	\$655	0.76	\$741	0.78	\$861	0.91
B. Design, Location, Condition		Data		Data		Data		Data		Data	
6	Structure / Stories	R/1		R/1		R/1		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1981/2019		1982	\$18	1986	\$14	1987	\$13	1989	\$11
8	Condition/Street Appeal	G		F	\$15	F	\$15	G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	No	(\$57)	No	(\$65)	No	(\$66)	No	(\$74)	No	(\$86)
C. Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1		1		1		2	(\$30)	1	
13	Unit Interior Sq. Ft.	807	(\$33)	985	(\$33)	865	(\$11)	865	(\$11)	950	(\$27)
14	Balcony/Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/Wall	C		C		W	\$5	W	\$5	C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N	(\$5)	N/Y	(\$5)	Y/N	\$5	N/N	\$5	N/Y	(\$5)
18	Washer/Dryer	HU		HU		HU/L	(\$5)	HU/L	(\$5)	HU	
19	Floor Coverings	C/V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	N/Y	\$5	N/N	\$5	Y/N	\$5	N/N	\$5	Y/N	(\$5)
D Site Equipment/ Amenities		Data		Data		Data		Data		Data	
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	N		N		N		N	(\$5)	N	
28	Pool/Recreation Areas	N		N		N		N	(\$13)	P/F/S	(\$18)
29	Computer/Business Center	N		N		N		N		N	
30	Picnic Area	Y	\$3	N	\$3	N	\$3	N	\$3	N	\$3
31	Playground	Y	\$3	N	\$3	N	\$3	Y		Y	
32	Social Services	N		N		N		N		N	
E. Utilities		Data		Data		Data		Data		Data	
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		Y/Y	(\$47)	Y/Y	(\$47)	N/N	
39	Trash/Recycling	N/N		N/N		Y/N	(\$15)	Y/N	(\$15)	N/N	
F. Adjustments Recap		Pos		Neg		Pos		Neg		Pos	
40	# Adjustments B to D	5	3	5	4	6	4	2	7	2	7
41	Sum Adjustments B to D	\$44	(\$95)	\$40	(\$86)	\$34	(\$87)	\$14	(\$159)	\$16	(\$151)
42	Sum Utility Adjustments				(\$62)		(\$62)				
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$51)	\$139	(\$108)	\$188	(\$115)	\$183	(\$145)	\$173	(\$135)	\$167
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$514		\$542		\$540		\$596		\$726	
45	Adj Rent/Last rent		91%		83%		82%		80%		84%
46	Estimated Market Rent	\$555	\$0.69	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type →

THREE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Satilla Villas		Greenbriar Townhomes		Ingleside Apts.		Camden Way		Harbor Pine Apts.		Park Place Apts.	
1100 McDonald Avenue		244 S. Orange Edwards Blvd.		1078 Clarks Bluff Rd.		145 N. Gross Rd.		2000 Harbor Pines Dr.		11919 Colerain Rd.	
Woodbine, GA		Kingsland, GA		Kingsland, GA		Kingsland, GA		St. Marys, GA		St. Marys, GA	
Data		Data		Data		Data		Data		Data	
on		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
Subject		Data		Data		Data		Data		Data	
A.	Rents Charged										
1	\$ Last Rent / Restricted?	\$735		\$625		\$775		\$825		\$1,017	
2	Date Surveyed	Jul-17		May-17		Jul-17		Jul-17		Jul-17	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		96%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$735	0.61	\$625	0.63	\$775	0.67	\$825	0.72	\$1,017	0.92
B.	Design, Location, Condition										
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	R/1		R/1		R/1		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1981/2019		1982	\$18	1987	\$13	1989	\$11	1989	\$11
8	Condition/Street Appeal	G		F	\$15	G		G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	No	(\$74)	No	(\$63)	No	(\$78)	No	(\$83)	No	(\$102)
C.	Unit Equipment/ Amenities										
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3		3	
12	# Baths	1	(\$30)	1		2	(\$30)	2	(\$30)	2	(\$30)
13	Unit Interior Sq. Ft.	938	(\$47)	1000	(\$11)	1152	(\$38)	1150	(\$38)	1100	(\$29)
14	Balcony/Patio	Y	\$5	Y		Y		Y		N	\$5
15	AC: Central/Wall	C		C		W	\$5	C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N	(\$5)	N/Y	(\$5)	N/N	\$5	N/Y	(\$5)	N/Y	(\$5)
18	Washer/Dryer	HU	(\$5)	HU/L		HU/L	(\$5)	HU		HU/L	(\$5)
19	Floor Coverings	C/V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	N/Y	\$5	N/N	\$5	N/N	\$5	Y/N		Y/Y	(\$5)
D.	Site Equipment/ Amenities										
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	N		N		N		Y	(\$5)	N	
28	Pool/Recreation Areas	N	(\$10)	N		N		P/S	(\$13)	P/F/S	(\$18)
29	Computer/Business Center	N		N		N		N		N	
30	Picnic Area	Y	\$3	N	\$3	N	\$3	N	\$3	Y	
31	Playground	Y		Y	\$3	N	\$3	Y		Y	
32	Social Services	N		N		N		N		N	
E.	Utilities										
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		Y/Y	(\$57)	N/N		N/N	
39	Trash/Recycling	N/N		N/N		Y/N	(\$15)	N/N		N/N	
F.	Adjustments Recap										
		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	5	6	5	3	6	5	2	7	2	8
41	Sum Adjustments B to D	\$36	(\$171)	\$44	(\$79)	\$34	(\$156)	\$14	(\$179)	\$16	(\$199)
42	Sum Utility Adjustments						(\$72)				
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$135)	\$207	(\$35)	\$123	(\$194)	\$262	(\$165)	\$193	(\$183)	\$215
G.	Adjusted & Market Rents										
		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$600		\$590		\$581		\$660		\$834	
45	Adj Rent/Last rent		82%		94%		75%		80%		82%
46	Estimated Market Rent	\$625	\$0.67 ←	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 *CRCU*) for units similar to the subject development are \$505 for a one-bedroom unit, \$555 for a two-bedroom unit and \$625 for a three-bedroom unit.

Bedroom Type	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	\$493	\$505	2.4%
Two-Br.	\$523	\$555	5.8%
Three-Br.	\$543	\$625	13.1%

Typically, Tax Credit rents should represent around a 10.0% market rent advantage in order to be viewed as a value within a market. Tax Credit rents that represent a value can help to insure a steady flow of tenants that will allow the project to operate at a stabilized occupancy rate. As illustrated in the preceding table, the majority of the proposed collected LIHTC rents represent limited rent advantages. However, 47 of the 57 revenue-producing subject units will continue to operate with Rental Assistance (RA) following renovations, requiring residents to pay up to 30% of their adjusted gross income towards housing costs. Further, a Private Rental Assistance (PRA) subsidy will be provided by the developer, which will prevent rent increases on current unassisted tenants at the property. In the unlikely event the subject project lost its subsidy and had to operate exclusively under the LIHTC program, the majority of its rents will need to be reduced in order for it to stabilize within a reasonable time period.

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.

7. Upon completion of renovations, the subject project will have an effective age of a project built in 2000. The selected properties were built between 1982 and 1992. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.

8. It is anticipated that the subject project will have an improved appearance, once renovations are complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
10. As previously stated, all of the selected properties are located outside of the Woodbine Site PMA in Kingsland and St. Marys. The Kingsland and St. Marys markets are significantly larger than Woodbine in terms of population, community services and apartment selections. Given the difference in markets, the rents that are achievable in Kingsland and St. Marys will not directly translate to the Woodbine market. Therefore, we have adjusted each collected rent at these comparable projects by approximately 10.0% to account for these market differences.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$30 per full 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 generally similar to those offered at 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 will offer a project amenities package generally superior than those offered at the selected properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

Addendum G:
Executed Engagement Letter



July 20, 2017

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

Dear Ms. Eastwood,

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

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

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

Continued)

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

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

Pricing

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

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

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

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

Delivery

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

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

Thank you for contacting us.



Patrick M. Bowen
Bowen National Research



Authorized Signer
Greystone Affordable Housing Initiatives LLC



Printed Name

Date: 7/20/17

Addendum H:

Scope of Renovations

Scope of Work
Satilla Villas

Project: Satilla Villas
Developer: Hallmark Inc.

Property Summary:

Street Address:	1100 Mcdonald Avenue
City:	Woodbine
County:	Camden County
Approx. Year Constructed:	1981
Target Population:	Elderly
Total Rentable Units:	58+1 Manager
Bldg. Type	Single Story Garden Style
Manager:	Joy Holden
Office Phone:	(912) 729-4399
Buildings:	15
Approx. # of parking spaces:	100

Unit Summary:

Type	Quantity	Sq. Ft.	Bedrooms	Bathrooms
1-BR - Type B	12.00	657.00	1.00	1.00
2 BR - Type A (HC)	2.00	807.00	2.00	1.00
2 BR - Type B	22.00	807.00	2.00	1.00
2 BR - Manager	1.00	866.00	2.00	1.00
3 BR - Type A (HC)	1.00	938.00	3.00	1.00
3 BR - Type B	21.00	938.00	3.00	1.00
Totals	59		128	59

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 (Brick Columns to Remain)
- 1-1/2" overlay at parking lot and drive repair as indicated on drawings
- Stripe parking lots
- Install HC reserve parking signage
- Landscaping allowance: (Trim exist. Shrubs and trees as directed, add mulch, redo beds, add additional plantings per drawings.)
- Remove and replace existing dumpster enclosure per drawings (6' Vinyl panels)
- Remove and replace existing dumpster pads and apron per drawings, add bollards (apron: min 10 ft from front of dumpster.)
- Install new mail pedestals at existing location
- Remove existing playground and install new playground (w/ ADA new sidewalk to accessible route)
- Provide positive drainage away from all buildings (Per allowance)

Repair chainlink site fencing: (10% replacement)
Remove existing wood fence installed in front of chain link fence
Install new gate at fence behind Bldg O
Grading between Bldg A&B
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 per plans
See Electrical section for site lighting
Repair wood maintenance fencing & shed: (50% replacement)
Pressure wash roads and walkways at completion of construction
Remove trees at Bldg L&I
Remove existing wood fence installed in front of chain link fence

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Concrete:

Replace damaged sidewalks/curb walks throughout per plans
Construct wheelchair accessible curb ramps
New ADA compliant sidewalk to new amenities
Provide new ADA compliant Sidewalk to existing amenities
Replace concrete approach into office/laundry
Install new concrete pad at mailbox location per plans
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 per plans
Investigate structural issues at buildings F & I
Replace front and rear porches at UFAS units

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Building Exteriors:

Replace metal entry doors: door, frame, peep, ADA thresholds & hardware (deadbolt+lever pass) (Energy Star Certified)
Exterior storage door repair, new metal door, frame, threshold & Hardware
Install apartment signage in existing location at front of units
Remove exterior hose bibs/ Install (1) regular flush mount with wheel handle hose bib per unit
Paint existing gang meter cans
Tuck point all brick surfaces
Pressure wash all brick surfaces
Replace apt and community bldg. windows with low E energy efficient windows, include screens (Energy Star Certified). Windows must be compliant with egress regulations.
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, Building. D, Building. E, Building. G, Building. H, Building. I, Building. J, Building. K, Building. N, Building. O,)
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)

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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 B

2 BR - Type A (HC)

2 BR - Type B

2 BR - Manager

3 BR - Type A (HC)

3 BR - Type B

3 BR - Type A (HC)

3 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 B

2 BR - Type A (HC)

2 BR - Type B

2 BR - Manager

3 BR - Type A (HC)

3 BR - Type B

3 BR - Type A (HC)

3 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.

Cabinets and Vanities w/ Formica or P-Lam countertop

1-BR - Type B

2 BR - Type A (HC)

2 BR - Type B

2 BR - Manager

3 BR - Type A (HC)

3 BR - Type B

3 BR - Type A (HC)

3 BR - Type B

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

Replace refrigerators with Energy Star certified model per Capex (Capex indicates (12) Refrigerators were recently replaced and have been removed from the scope.)

Replace 30" range and grease shield (rear wall and side walls as required) per capex. (front control at HC units) (Capex indicates (12) Ranges were recently replaced and have been removed from the scope.) (Ranges are 0)

Install fire suppression systems over ranges. (Range Queens)

Install Microhoods to match existing venting over range.

General reframing to allow for water heater or general requirements in standard units.

Dishwasher - Waiver requested for this item

Asbestos found in 12x12 in white with gray specks VCT, encapsulate or include abatement where walls are moved.

Asbestos found in 12x12 in stone gray pattern floor tile , encapsulate or include abatement where walls are moved.

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HVAC:

Replace air handling units, and disconnect per Capex (Energy Star Certified) (Capex indicates (5) Air handlers were recently replaced and have been removed from the scope.) (AHU's are 0)

Replace Condensing unit with a 15 SEER unit with a 8.5 HSPF rating and new suction lines (Energy Star Certified) (Capex indicates (5) 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

New registers/diffusers/return grilles

Flush all condensate drains to remove debris

Clean interiors of ductwork
Level existing concrete a/c pads as needed
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Plumbing:

Replace toilets with water sense labeled (1.28 GPF) toilets w/ elongated bowl. (All toilets to be Comfort Height)
Replace 100% of tub/showers and surround (3 piece fiberglass)-Waiver requested for 1-piece (provide age in place backing and grab bars at tub entry)
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 (22) 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
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Electrical

Electrical switches and outlets to receive new decorative cover plates (Arch faults if mandated by AHJ installed via Change Order)
Replace bath exhaust fans & ducts to exterior with 70cfm Energy Star efficient fan(wire w/ bath light, unit must be on timer)
New energy star light fixtures and bulbs at all locations to include exterior building lights, exit, and emergency lights. Provide energy star E-26 screw in type CFL bulbs for standard unit fixtures, (80% Fluorescent or LED)
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
Replace Site Lighting Throughout Site
Install or replace lighting at property signage
Re-label electrical panel
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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.
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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
Install 2 strobe smoke detectors in office and computer room

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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 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

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Unusual Conditions

Building settlement at buildings I and G

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