

John Wall and Associates

Market Analysis

The Grove at Woodford
Family
Tax Credit (Sec. 42) Apartments

Toccoa, Georgia
Stephens County

Prepared For:
The Grove at Woodford, L.P.

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PCN: 18-023



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Foreword

Qualifications Statement

John Wall and Associates specializes in market analysis, data mapping, and analysis of troubled properties. The firm began in 1983 concentrating on work in the Southeastern United States. In 1990, the office expanded its work to the entire United States.

John Wall and Associates has done over 2,600 market analyses, the majority of these being for apartment projects (both conventional and affordable). However, the firm is equipped for, and has done many other types of real estate market analyses, data mapping, troubled property analysis, shopping center master plans, industrial park master plans, housing and demographic studies, land planning projects, site analysis, location analysis and GIS projects. Clients include private developers, government officials, syndicators and lending institutions.

John Wall and Associates is a charter member of the National Council of Housing Market Analysts (NCHMA). All market analysts in our office have successfully passed the NCHMA peer review process and possess their HUD MAP certificates.

Bob Rogers has a BS in Business from Penn State University, and an MBA from the University of Tennessee. He has been a market analyst with John Wall and Associates since 1992. He has served as Vice Chair and Co-Chair of the NCHMA Standards Committee (from 2004 to 2010). As Co-Chair, he led the revision of the NCHMA market study model content and market study terms. He was lead author for NCHMA's "Selecting Comparable Properties" best practices paper and also NCHMA's "Field Work" white paper. In 2007, he wrote "Ten Things Developers

Should Know About Market Studies" for *Affordable Housing Finance Magazine*. In 2014 Mr. Rogers authored the draft NCHMA paper "Senior Housing Options".

Joe Burriss has a Bachelor of Science degree in Marketing from Clemson University, and has been a market analyst with John Wall and Associates since 1999. He has successfully completed the National Council of Housing Market Analysts (NCHMA) peer review process, and has served as a member of the council's membership committee. In addition to performing market analysis, Mr. Burriss maintains many of the firm's client relationships and is responsible for business development.

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The market analyst will receive no fees contingent upon approval of the development by any agency or lending institution, before or after the fact, and the market analyst will have no interest in the housing development.

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Certification of Physical Inspection

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that

information has been used in the full assessment of the need and demand for new rental units.

Required 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 of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

To the best of my knowledge, the market can (cannot) support the development as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the development or relationship with the ownership entity and my compensation is not contingent on this development being funded

DCA may rely on the representation made in the market study provided, and the document is assignable to other lenders that are parties to the DCA loan transaction.

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This market study has been prepared by John Wall and Associates, 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, and Model Content Standards for the Content of Market Studies*. 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.

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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 www.housingonline.com).

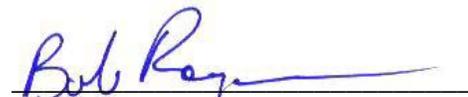
Submitted and attested to by:



Joe Burriss, Principal

5-10-18

Date



Bob Rogers, Principal

5-10-18

Date

Table of Contents

A.	Executive Summary	8	I.5	Selection of Comps.....	60
A.1	Development Description	8	I.6	Long Term Occupancy.....	60
A.2	Site Description/Evaluation	9	I.7	New “Supply”	60
A.3	Market Area Definition	9	I.8	Average Market Rent and Rent Differential.....	62
A.4	Community Demographic Data	9	I.9	Information on Other DCA properties.....	63
A.5	Economic Data.....	10	I.10	Rental Trends in the Market Area	63
A.6	Development Specific Affordability and Demand Analysis... 11		I.11	Impact of Foreclosed, Abandoned, etc. Properties.....	65
A.7	Competitive Rental Analysis	12	I.12	Primary Housing Voids	65
A.8	Absorption/Stabilization Estimate	12	I.13	Long Term Impact.....	65
A.9	Overall Conclusion.....	12	I.14	Building Permits Issued	65
A.10	DCA Summary Table.....	14	J.	Absorption & Stabilization Rates	67
A.11	Demand	15	K.	Interviews	68
A.12	NCHMA Capture Rate	16	K.1	Apartment Managers	68
B.	Development Description	17	K.2	Economic Development.....	68
B.1	Development Location.....	17	L.	Conclusions and Recommendations	69
B.2	Construction Type.....	17	M.	Signed Statement Requirements	70
B.3	Occupancy	17	N.	Market Study Representation	71
B.4	Target Income Group	17	O.	Crime Appendix	72
B.5	Special Population	17	P.	NCHMA Market Study Index/Checklist	73
B.6	Structure Type.....	17	Q.	Business References	74
B.7	Unit Sizes, Rents and Targeting.....	17	R.	Résumés	75
B.8	Development Amenities	17			
B.9	Unit Amenities.....	17			
B.10	Rehab	17			
B.11	Utilities Included	18			
B.12	Projected Certificate of Occupancy Date.....	18			
C.	Site Evaluation	19			
C.1	Date of Site Visit	19			
C.2	Physical Features of Site and Adjacent Parcels	19			
C.3	Surrounding Roads, Transportation, Amenities, Employment, Community Services	19			
C.4	Site and Neighborhood Photos	21			
C.5	Site Location Map.....	24			
C.6	Land Uses of the Immediate Area	26			
C.7	Public Safety Issues.....	27			
C.8	Multifamily Residential Developments.....	28			
C.9	Road and infrastructure Improvements	29			
C.10	Ingress, Egress, and Visibility.....	29			
C.11	Observed Visible Environmental or Other Concerns	29			
C.12	Conclusion	29			
D.	Market Area	30			
E.	Market Area Determination	31			
E.1	Driving Times and Place of Work.....	31			
E.2	Market Area Definition	31			
F.	Demographic Analysis	32			
F.1	Population	32			
F.2	Households.....	33			
G.	Employment Trends	39			
G.1	Total Jobs.....	39			
G.2	Jobs by Industry and Occupation	40			
G.3	Major Employers	42			
G.4	Employment (Civilian Labor Force)	42			
G.5	Employment Concentrations Map	43			
G.6	Economic Summary	44			
H.	Development-Specific Affordability & Demand Analysis ..	46			
H.1	Income Restrictions.....	46			
H.2	Affordability.....	48			
H.3	Demand	52			
H.4	Demand for New Units.....	55			
H.5	Capture Rate Analysis Chart	56			
I.	Competitive Analysis (Existing Competitive Rental Environment)	57			
I.1	Survey of Apartments	57			
I.2	Additional information on competitive environment	58			
I.3	Apartment Locations Map	59			
I.4	Amenity Analysis.....	60			

Table of Tables

Table 1—Unit Mix 8

Table 2—Percent of Renter Households in Appropriate Income
Ranges for the Market Area..... 10

Table 3—Number of Renter Households in Appropriate Income
Ranges for the Market Area..... 11

Table 4—Capture Rates by AMI Targeting..... 11

Table 4a—Capture Rates by Bedroom..... 12

Table 5—DCA Summary Table..... 14

Table 6—Demand 15

Table 7—Market Bedroom Mix..... 15

Table 8—NCHMA Capture Rate 16

Table 9—Unit Sizes, Rents and Targeting..... 17

Table 10—Community Amenities 25

Table 11—Crimes Reported to Police..... 27

Table 12—Workers’ Travel Time to Work for the Market Area (Time
in Minutes) 31

Table 13—Population Trends..... 32

Table 14—Persons by Age..... 32

Table 15—Race and Hispanic Origin..... 33

Table 16—Household Trends..... 34

Table 17—Occupied Housing Units by Tenure 34

Table 18—Population 34

Table 19—Households..... 35

Table 20—Population and Household Projections..... 35

Table 21—Housing Units by Persons in Unit..... 37

Table 22—Number of Households in Various Income Ranges..... 38

Table 23—Covered Employment 39

Table 24—Occupation of Employed Persons Age 16 Years And Over .. 40

Table 25—Industry of Employed Persons Age 16 Years And Over..... 41

Table 26—Major Employers 42

Table 27—Employment Trends 42

Table 28—Median Wages by Industry 44

Table 29—Maximum Income Limit (HUD FY 2017) 46

Table 30—Minimum Incomes Required and Gross Rents 47

Table 31—Qualifying Income Ranges by Bedrooms and Persons Per
Household 48

Table 32—Qualifying and Proposed and Programmatic Rent
Summary..... 48

Table 33—Number of Specified Households in Various Income
Ranges by Tenure 49

Table 34—Percent of Renter Households in Appropriate Income
Ranges for the Market Area..... 50

Table 35—New Renter Households in Each Income Range for the
Market Area..... 52

Table 36—Percentage of Income Paid For Gross Rent (Renter
Households in Specified Housing Units) 53

Table 37—Rent Overburdened Households in Each Income Range
for the Market Area 53

Table 38—Substandard Occupied Units..... 54

Table 39—Substandard Conditions in Each Income Range for the
Market Area..... 54

Table 40—Demand for New Units..... 55

Table 41—Capture Rate by Unit Size (Bedrooms) and Targeting..... 56

Table 42—List of Apartments Surveyed 57

Table 43—Comparison of Comparables to Subject 57

Table 44—Schedule of Rents, Number of Units, and Vacancies for
Apartment Units..... 58

Table 45—Apartment Units Built or Proposed Since the Base Year..... 60

Table 46—Market Rent Advantage 62

Table 47—Tenure by Bedrooms 63

Table 48—Building Permits Issued 65

Table of Maps

Regional Locator Map..... 6

Area Locator Map..... 7

Site and Neighborhood Photos and Adjacent Land Uses Map..... 20

Site Location Map..... 24

Neighborhood Map..... 26

Apartment Locations Map 28

Market Area Map 30

Tenure Map..... 36

Employment Concentrations Map..... 43

Median Household Income Map..... 51

Apartment Locations Map 59

Nearest Comparables Property Map..... 61

Median Home Value Map 64

Median Gross Rent Map..... 66

Introduction

Purpose

The purpose of this report is to analyze the apartment market for a specific site in Toccoa, Georgia.

Scope

Considered in this report are market depth, bedroom mix, rental rates, unit size, and amenities. These items are investigated principally through a field survey conducted by John Wall and Associates. Unless otherwise noted, all charts and statistics are the result of this survey.

In general, only complexes of 30 units or more built since 1980 are considered in the field survey. Older or smaller developments are sometimes surveyed when it helps the analysis. Developments with rent subsidized units are included, if relevant, and noted.

Methodology

Three separate approaches to the analysis are used in this report; each is a check on the other. By using three generally accepted approaches, reasonable conclusions can be drawn. The three approaches used are:

- (1) Statistical
- (2) Like-Kind Comparison
- (3) Interviews

Regional Locator Map



The Statistical approach uses Census data and local statistics; 2010 is used as a base year. The population that would qualify for the proposed units is obtained from these figures.

The Like-Kind Comparison approach collects data on developments similar in nature to that which is being proposed and analyzes how they are doing. This approach assesses their strong points, as well as weak points, and compares them with the subject.

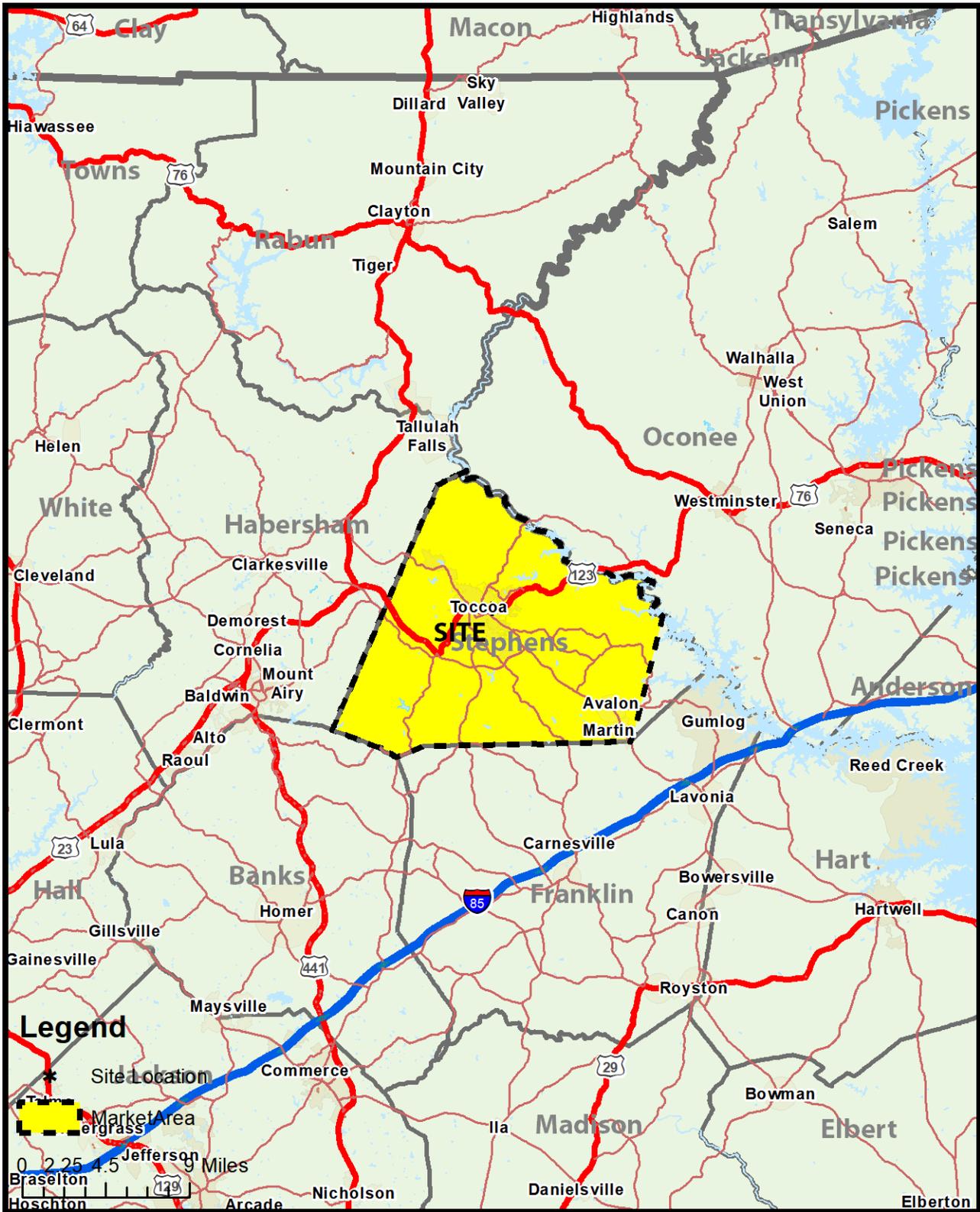
The last section, Interviews, assesses key individuals' special knowledge about the market area. While certainly subjective and limited in perspective, their collective knowledge, gathered and assessed, can offer valuable information.

Taken individually, these three approaches give a somewhat restricted view of the market. However, by examining them together, knowledge sufficient to draw reasonable conclusions can be achieved.

Limitations

This market study was written according to the Client's *Market Study Guide*. To the extent this guide differs from the NCHMA *Standard Definitions of Key Terms or Model Content Standards*, the client's guide has prevailed.

Area Locator Map



A. Executive Summary

The projected completion date of the proposed development is on or before 12/31/2020.

The market area consists of Census tracts 9701, 9702 (90%), 9703.01, 9703.02, and 9704 (95%) in Stephens County.

The proposed development consists of 60 units of new construction.

The proposed development is for family households with incomes at 50% and 60% of AMI. Rents range from \$385 to \$595.

A.1 Development Description

- **Address:**

1093 East Doyle Street

- **Construction and occupancy types:**

New construction

Townhouse

Family

- **Unit mix including bedrooms, bathrooms, square footage, income targeting, rents, and utility allowance:**

Table 1—Unit Mix

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population	
50%	1	1	3	769	385	96	481	Tax Credit	
50%	2	2	2	976	440	118	558	Tax Credit	
50%	2	2.5	4	1,075	440	118	558	Tax Credit	
50%	3	2	1	1,229	490	146	636	Tax Credit	
50%	3	2.5	2	1,422	490	146	636	Tax Credit	
60%	1	1	3	769	385	96	481	Tax Credit	
60%	2	2.5	26	1,075	520	118	638	Tax Credit	
60%	3	2.5	19	1,422	595	146	741	Tax Credit	
Total Units			60						
Tax Credit Units			60						
PBRA Units			0						
Mkt. Rate Units			0						

- **Any additional subsidies available including project based rental assistance:**

There are none.

- **Brief description of proposed amenities and how they compare to existing properties:**

- **Development Amenities:**

Laundry room, clubhouse/community center, playground, covered picnic pavilion, and computer room.

- **Unit Amenities:**

Refrigerator, range/oven, microwave, dishwasher, HVAC, patio, and blinds.

- **Utilities Included:**

Trash.

Compared to Fern Point, the subject lacks a fitness center and garden plot. The subject's amenities are typical of modern tax credit apartments.

A.2 Site Description/Evaluation

- **A brief description of physical features of the site and adjacent parcels:**

The site slopes down to a creek. There are mature trees and mobile homes on it.

- **A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural):**

The neighborhood is residential. It is primarily single family homes.

- **A discussion of site access and visibility:**

Access is from Doyle Street. Visibility is good from Hayes Street, Doyle Street, and Hillcrest Drive.

- **Any significant positive or negative aspects of the subject site:**

The neighborhood is a nice residential area. The current use of the site is detracting from the neighborhood, which will be improved by the proposed apartments.

- **Discussion of public safety, including comments on local perceptions, maps, or statistic of crime in the area:**

See section C.7. The site does not appear to be in a problematic area.

- **A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.**

The site is well located with respect to shopping, medical care, employment, etc. Public transportation available in Stephens County includes taxi cab, ride sharing, and Stephens County senior center (for seniors).

- **An overall conclusion of the site's appropriateness for the proposed development:**

The site is well suited for the proposed apartments.

A.3 Market Area Definition

- **A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property:**

The market area consists of Census tracts 9701, 9702 (90%), 9703.01, 9703.02, and 9704 (95%) in Stephens County. The boundary is the census tract boundaries. The boundary varies from 7 to 10 miles from the site.

A.4 Community Demographic Data

- **Current and projected household and population counts for the primary market area:**

2010 population = 25,254; 2018 population = 25,795; 2020 population = 25,930
2010 households = 9,929; 2018 households = 10,175; 2020 households = 10,236

- **Household tenure:**

30.6% of the households in the market area rent.

- **Household income:**

Table 2—Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Tx. Cr.	
Lower Limit		16,490		16,490		16,490	
Upper Limit		26,800		32,160		32,160	
	Mkt. Area Households	%	#	%	#	%	#
Renter occupied:							
Less than \$5,000	227	—	0	—	0	—	0
\$5,000 to \$9,999	344	—	0	—	0	—	0
\$10,000 to \$14,999	317	—	0	—	0	—	0
\$15,000 to \$19,999	167	0.70	117	0.70	117	0.70	117
\$20,000 to \$24,999	353	1.00	353	1.00	353	1.00	353
\$25,000 to \$34,999	467	0.18	84	0.72	334	0.72	334
\$35,000 to \$49,999	287	—	0	—	0	—	0
\$50,000 to \$74,999	173	—	0	—	0	—	0
\$75,000 to \$99,999	117	—	0	—	0	—	0
\$100,000 to \$149,999	29	—	0	—	0	—	0
\$150,000 or more	27	—	0	—	0	—	0
Total	2,507		554		805		805
Percent in Range			22.1%		32.1%		32.1%

- **Impact of foreclosed, abandoned and vacant, single and multifamily homes, and commercial properties in the PMA on the proposed development:**

There are no signs of any abandonment or foreclosure that would impact the subject.

A.5 Economic Data

- **Trends in employment for the county and/or region:**

Employment has been slightly increasing.

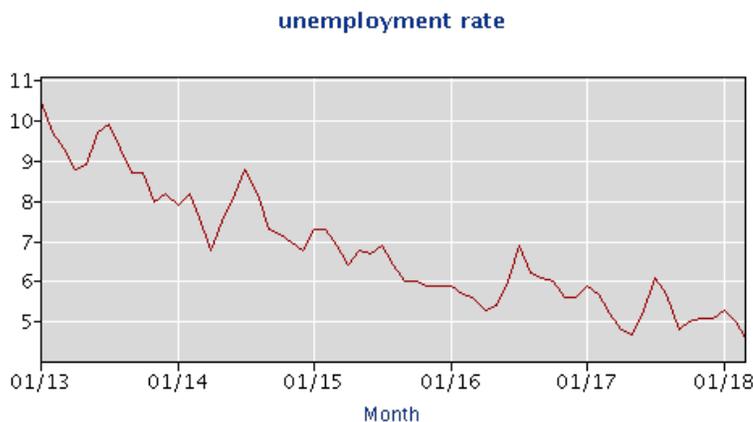
- **Employment by sector:**

The largest sector of employment is:
Educational services, and health care and social assistance — 27.4%

- **Unemployment trends:**

Over the last 12 months, the unemployment rate has been between 4.7% and 6.1%. For 2017, the average rate was 5.3% while for 2016 the average rate was 5.9%.

- **Unemployment trends for the past 5 years:**



- **Recent or planned major employment contractions or expansions:**

According to Tim Martin, executive director of the Stephens County Development Authority, 2017 was a good year on the local industrial front. He said there were 223 new jobs created in Stephens County. This includes ASI Southeast with a \$16-million expansion and 50 new employees. Overall, corporate investment last year exceeded \$36 million. Government and business leaders believe the recently completed Big A sewer expansion project will spur industrial and retail growth. So far no companies have announced openings or expansions in Stephens County in 2018.

According to the 2017 and 2018 Georgia WARN lists, no companies in Stephens County have announced layoffs or closings in the past year.

- **Overall conclusion regarding the stability of the county’s overall economic environment:**

Toccoa seems to be relatively stable from an economic perspective. The current economic environment will not negatively impact the demand for additional or renovated rental housing.

A.6 Development Specific Affordability and Demand Analysis

- **Number renter households income qualified for the proposed development:**

Table 3—Number of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Tx. Cr.	
Lower Limit		16,490		16,490		16,490	
Upper Limit		26,800		32,160		32,160	
	Mkt. Area						
Renter occupied:	Households	%	#	%	#	%	#
Less than \$5,000	227	—	0	—	0	—	0
\$5,000 to \$9,999	344	—	0	—	0	—	0
\$10,000 to \$14,999	317	—	0	—	0	—	0
\$15,000 to \$19,999	167	0.70	117	0.70	117	0.70	117
\$20,000 to \$24,999	353	1.00	353	1.00	353	1.00	353
\$25,000 to \$34,999	467	0.18	84	0.72	334	0.72	334
\$35,000 to \$49,999	287	—	0	—	0	—	0
\$50,000 to \$74,999	173	—	0	—	0	—	0
\$75,000 to \$99,999	117	—	0	—	0	—	0
\$100,000 to \$149,999	29	—	0	—	0	—	0
\$150,000 or more	27	—	0	—	0	—	0
Total	2,507		554		805		805
Percent in Range			22.1%		32.1%		32.1%

- **Overall estimate of demand:**

Overall demand is 285.

- **Capture rates**

- **Overall:**

21.1%

- **LIHTC units:**

21.1%

Table 4—Capture Rates by AMI Targeting

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate
50% AMI	16490-26800	12	209	0	209	5.7%
60% AMI	16490-32160	48	285	0	285	16.8%
All TC	16490-32160	60	285	0	285	21.1%

Table 4a—Capture Rates by Bedroom

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate
1 BR	16490-19325	3	63	0	63	4.8%
2 BR	19130-23200	6	105	0	105	5.7%
3 BR	21810-26800	3	42	0	42	7.1%
4 BR	0-29900	0	0	0	0	—
1 BR	16490-23190	3	86	0	86	3.5%
2 BR	21870-27840	26	143	0	143	18.2%
3 BR	25410-32160	19	57	0	57	33.3%
4 BR	0-35880	0	0	0	0	—

○ **Conclusion regarding the achievability of these capture rates:**

The capture rates are achievable.

A.7 Competitive Rental Analysis

● **Analysis of the competitive properties in the PMA**

○ **Number of properties:**

6 properties were surveyed, including two outside the PMA.

○ **Rent bands for each bedroom type proposed:**

1BR = \$245 to \$720

2BR = \$287 to \$830

3BR = \$322 to \$900

○ **Weighted average market rents:**

1BR = \$479

2BR = \$654

3BR = \$895

A.8 Absorption/Stabilization Estimate

● **Number of units expected to be leased per month:**

The subject should be able to lease 15 units per month.

● **Number of units to be leased by AMI targeting:**

50% AMI = 12

60% AMI = 48

● **Number of months required for the development to reach 93% occupancy:**

The subject should be able to lease up in 4 months.

A.9 Overall Conclusion

Narrative detailing key conclusions of the report:

- The **site** appears suitable for the development. It is currently an old mobile home park.
- The **neighborhood** is compatible with the development. The immediate neighborhood is entirely residential. It is mostly well kept single family homes.

- The **location** is well suited to the development. It is convenient to shopping, goods and services.
- The **population and household growth** in the market area is slight.
- The **economy** seems to have stopped losing jobs.
- The **demand** for the development is reasonable.
- The **capture rates** for the development are reasonable. The overall tax credit capture rate is 21.1%.
- The **most comparable** LIHTC apartment property is Fern Point. All of the market rate apartments in Toccoa are old and run down. The closest comparable market rate units are outside the market area in Clarkesville, Georgia (Cameron at Clarkesville).
- Total **vacancy rate** of the most comparable project (Fern Point) is 2.1%.
- The **average LIHTC vacancy rate** reported at comparable developments is 2.4%.
- The overall **vacancy rate** among non-PBRA apartments surveyed is 1.8%.
- There are no **concessions** in the comparables.
- The **rents**, given prevailing rents, vacancy rates, and concessions in the market area, are good.
- The proposed **bedroom mix** is reasonable for the market.
- The **unit sizes** are reasonable for the proposal.
- The subject's **amenities** are good.
- The subject's **value** should be perceived as good.
- The subject's **affordability** is good, especially for the 60% units.
- The manager of the only LIHTC in Toccoa was **interviewed** and felt the subject should be successful.
- The proposal would have no long term **impact** on existing LIHTC developments.

A.9.1 Recommendations

None

A.9.2 Notes

None

A.9.2.1 Strengths

Attractive neighborhood

Proximity to goods, services, and amenities

A.9.2.2 Weaknesses

None

A.9.3 Conclusion

The development, as proposed, should be successful.

A.10 DCA Summary Table

Table 5—DCA Summary Table

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		The Grove at Woodford						Total # Units:		60
Location:		Toccoa						# LIHTC Units:		60
PMA Boundary:		See map on page 30				Farthest Boundary Distance to Subject		10 miles		
RENTAL HOUSING STOCK (found in Apartment Inventory)										
Type					# Properties	Total Units	Vacant Units	Average Occupancy		
All Rental Housing					6	252	3	98.8		
Market-Rate Housing					3	116	0	100		
Assisted/Subsidized Housing not to include LIHTC					1	24	1	95.8		
LIHTC					2	112	2	98.2		
Stabilized Comps					1	48	1	97.9		
Properties in Construction & Lease Up					0	0	0	N/A		
Subject Development					Average Market Rent			Highest Comp Rent		
# Units	# BR's	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advtg.	Per Unit	Per SF	
3	1	1	769	385	479	0.62	24.4%	720	0.91	
2	2	2	976	440	654	0.67	48.6%	830	0.77	
4	2	2.5	1,075	440	654	0.61	48.6%	830	0.77	
1	3	2	1,229	490	895	0.73	82.7%	900	0.80	
2	3	2.5	1,422	490	895	0.63	82.7%	900	0.80	
3	1	1	769	385	479	0.62	24.4%	720	0.91	
26	2	2.5	1,075	520	654	0.61	25.8%	830	0.77	
19	3	2.5	1,422	595	895	0.63	50.4%	900	0.80	
Demographic Data (found on page 14, 32)										
					2014		2019		2021	
Renter Households					2,726	31%	2,662	31%	2,644	31%
Income-Qualified Renter HHs (LIHTC)					875	32%	854	32%	848	32%
Targeted Income-Qualified Renter Household Demand (found on page 15)										
Type of Demand					30%	50%	60%	mkt-rate	Other: _	Overall
Renter Household Growth						0	0			0
Existing HH (Overburden)						290	257			257
Existing HH (Substandard)						19	28			28
Less Comparable/Competitive Supply						0	0			0
Adjusted Income-qualified Renter HHs						209	285			285
CAPTURE RATES (found on page 16)										
Targeted Population					30%	50%	60%	mkt-rate	Other: _	Overall
Capture Rate						5.7%	16.8%			21.1%

A.11 Demand

Table 6—Demand

	50% AMI: \$16,490 to \$26,800	60% AMI: \$16,490 to \$32,160	Overall Tax Credit: \$16,490 to \$32,160
New Housing Units Required	0	0	0
Rent Overburden Households	190	257	257
Substandard Units	19	28	28
Demand	209	285	285
Less New Supply	0	0	0
Net Demand	209	285	285

A.11.1 Market Bedroom Mix

The following bedroom mix will keep the market in balance over the long term. Diversity among projects is necessary for a healthy market.

Table 7—Market Bedroom Mix

Bedrooms	Mix
1	30%
2	50%
3	20%
4	0%
Total	100%

A.11.2 Absorption

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 4 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy. With advance marketing and preleasing, the absorption period could be less.

A.12 NCHMA Capture Rate

NCHMA defines capture rate as:

The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to achieve the stabilized level of occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The capture rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the primary market area. See penetration rate for rate for entire market area.

This definition varies from the capture rate used above.

Table 8—NCHMA Capture Rate

	Income Qualified Renter Households	Proposal	Capture Rate
50% AMI: \$16,490 to \$26,800	554	12	2.2%
60% AMI: \$16,490 to \$32,160	805	48	6.0%
Overall Tax Credit: \$16,490 to \$32,160	805	60	7.5%

B. Development Description

The development description is provided by the developer.

B.1 Development Location

The site is on the west side of Toccoa, Georgia. It is located at 1093 East Doyle Street.

B.2 Construction Type

New construction

B.3 Occupancy

The proposal is for occupancy by family households.

B.4 Target Income Group

Low income

B.5 Special Population

5% of units designed for mobility impaired and 2% designed for sensory impaired.

B.6 Structure Type

Townhouse; the subject has one community and eight residential buildings. The residential buildings have two floors.

Floor plans and elevations were not available at the time the study was conducted.

B.7 Unit Sizes, Rents and Targeting

Table 9—Unit Sizes, Rents and Targeting

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	3	769	385	96	481	Tax Credit
50%	2	2	2	976	440	118	558	Tax Credit
50%	2	2.5	4	1,075	440	118	558	Tax Credit
50%	3	2	1	1,229	490	146	636	Tax Credit
50%	3	2.5	2	1,422	490	146	636	Tax Credit
60%	1	1	3	769	385	96	481	Tax Credit
60%	2	2.5	26	1,075	520	118	638	Tax Credit
60%	3	2.5	19	1,422	595	146	741	Tax Credit
	Total Units		60					
	Tax Credit Units		60					
	PBRA Units		0					
	Mkt. Rate Units		0					

These *pro forma* rents will be evaluated in terms of the market in the Supply section of the study.

B.8 Development Amenities

Laundry room, clubhouse/community center, playground, covered picnic pavilion, and computer room.

B.9 Unit Amenities

Refrigerator, range/oven, microwave, dishwasher, HVAC, patio, and blinds.

B.10 Rehab

This is not applicable.

B.11 Utilities Included

Trash.

B.12 Projected Certificate of Occupancy Date

It is anticipated that the subject will have its final certificates of occupancy on or before 12/31/2020.

C. Site Evaluation

C.1 Date of Site Visit

Bob Rogers visited the site on May 6, 2018.

C.2 Physical Features of Site and Adjacent Parcels

- **Physical features:**

The site slopes down to a creek. There are mature trees on it.

- **Adjacent parcels:**

N: A creek, then single family homes

E: Single family homes

S: Woods

W: Single family homes

- **Condition of surrounding land uses:**

The homes in the area around the site appear to be well maintained.

- **Positive and Negative Attributes:**

Positive: Attractive neighborhood; proximity to goods, services, and amenities.

Negative: None

C.3 Surrounding Roads, Transportation, Amenities, Employment, Community Services

The roads that touch the site are: Hayes Street, East Doyle Street Extension, and Hillcrest Drive. The site has easy access to downtown and all the amenities, employment, and community services in Toccoa. Public transportation available in Stephens County includes taxi cab, ride sharing, and Stephens County senior center (for seniors).

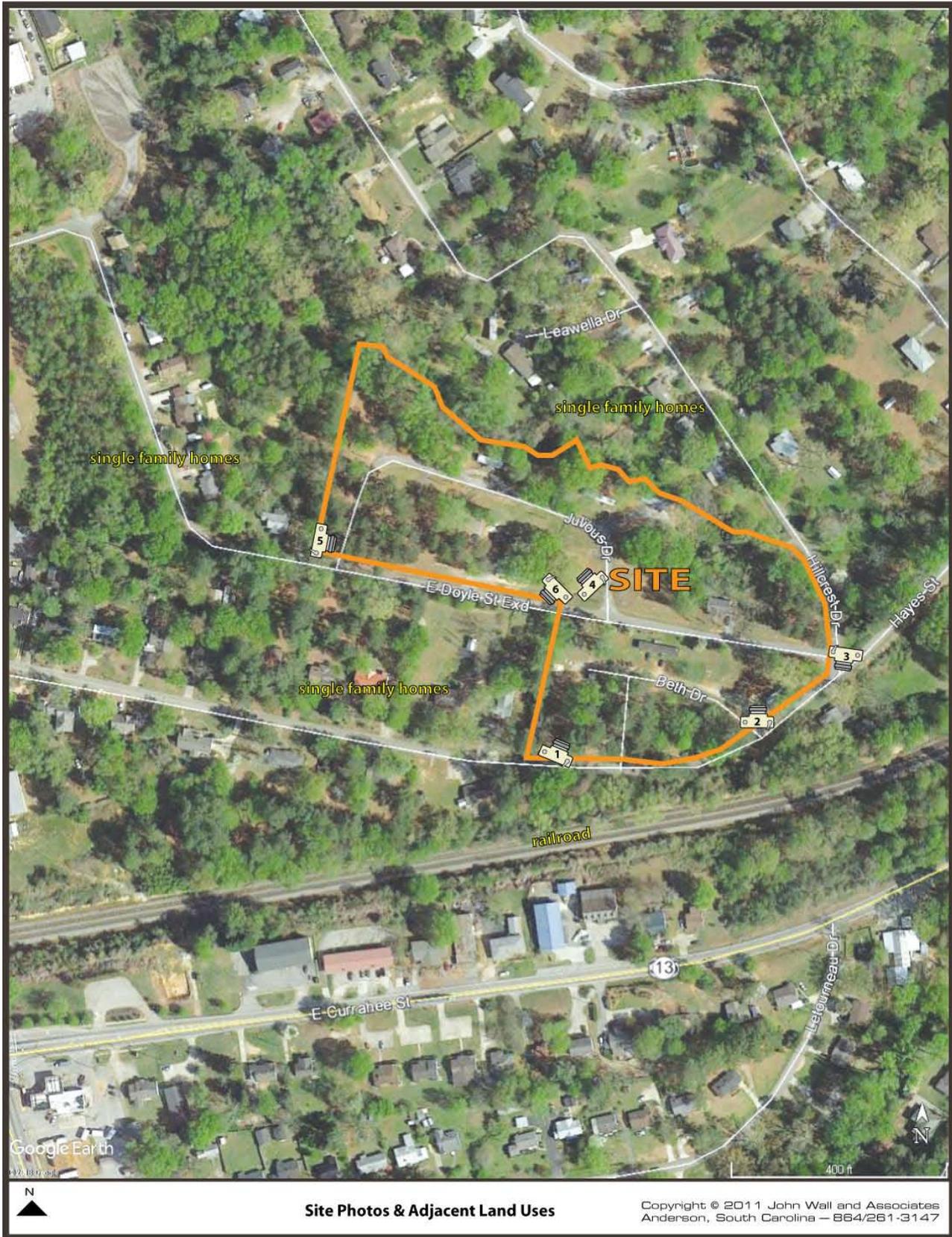
N: The area north of the site is primarily residential.

E: There is a little residential to the east, and then the county airport and a number of industrial facilities.

S: Most of the town is south of the site. Walmart is about three miles south of the site.

W: Downtown Toccoa is less than a mile west of the site. Toccoa Falls College is about three miles northwest.

Site and Neighborhood Photos and Adjacent Land Uses Map



C.4 Site and Neighborhood Photos



Photo 1—The site on Hayes Street



Photo 2—The site on Hayes Street



Photo 3—Neighborhood home



Photo 4—The site on Doyle Street Extension



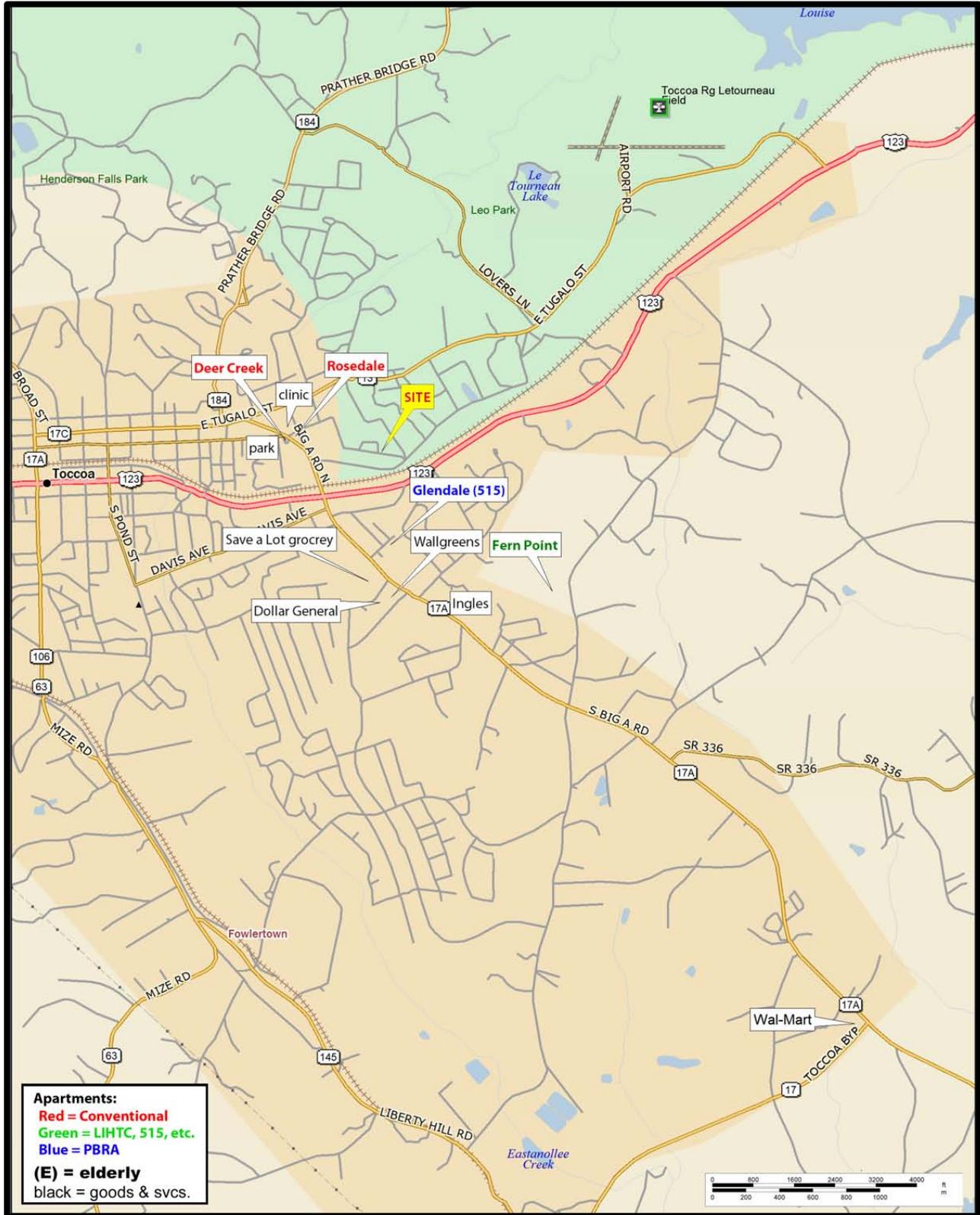
Photo 5—The site on the left side of Doyle St. Extension



Photo 6—Adjacent property

C.5 Site Location Map

Site Location Map



- **Listing of closest shopping areas, schools, employment centers, medical facilities and other important amenities with distance to site:**

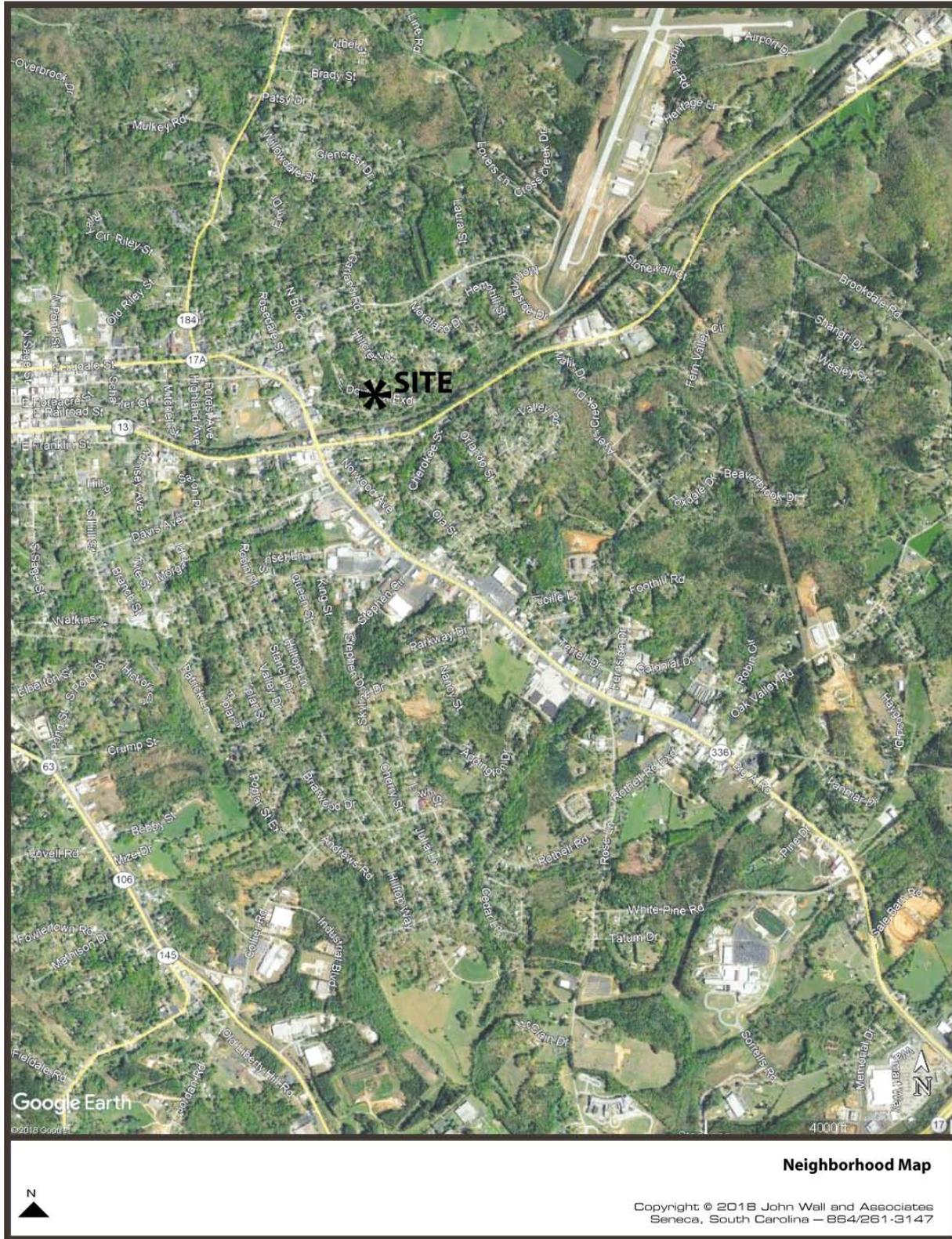
Table 10—Community Amenities

Amenity	Distance
Clinic	½ mile
Park	½ mile
Elem. School	1 mile
Walgreens	½ mile
Ingles supermarket	1 mile
Walmart	2.7 miles

See map on previous page.

C.6 Land Uses of the Immediate Area

Neighborhood Map



C.7 Public Safety Issues

According to the FBI, in 2016 the following crimes were reported to police:

Table 11—Crimes Reported to Police

	City	County
Population:	8,252	—
Violent Crime	34	35
Murder	1	1
Rape	2	7
Robbery	8	3
Assault	23	24
Property Crime	456	312
Burglary	54	77
Larceny	390	229
Motor Vehicle Theft	12	6
Arson	0	0

Source: 2016 Crime in the U.S.

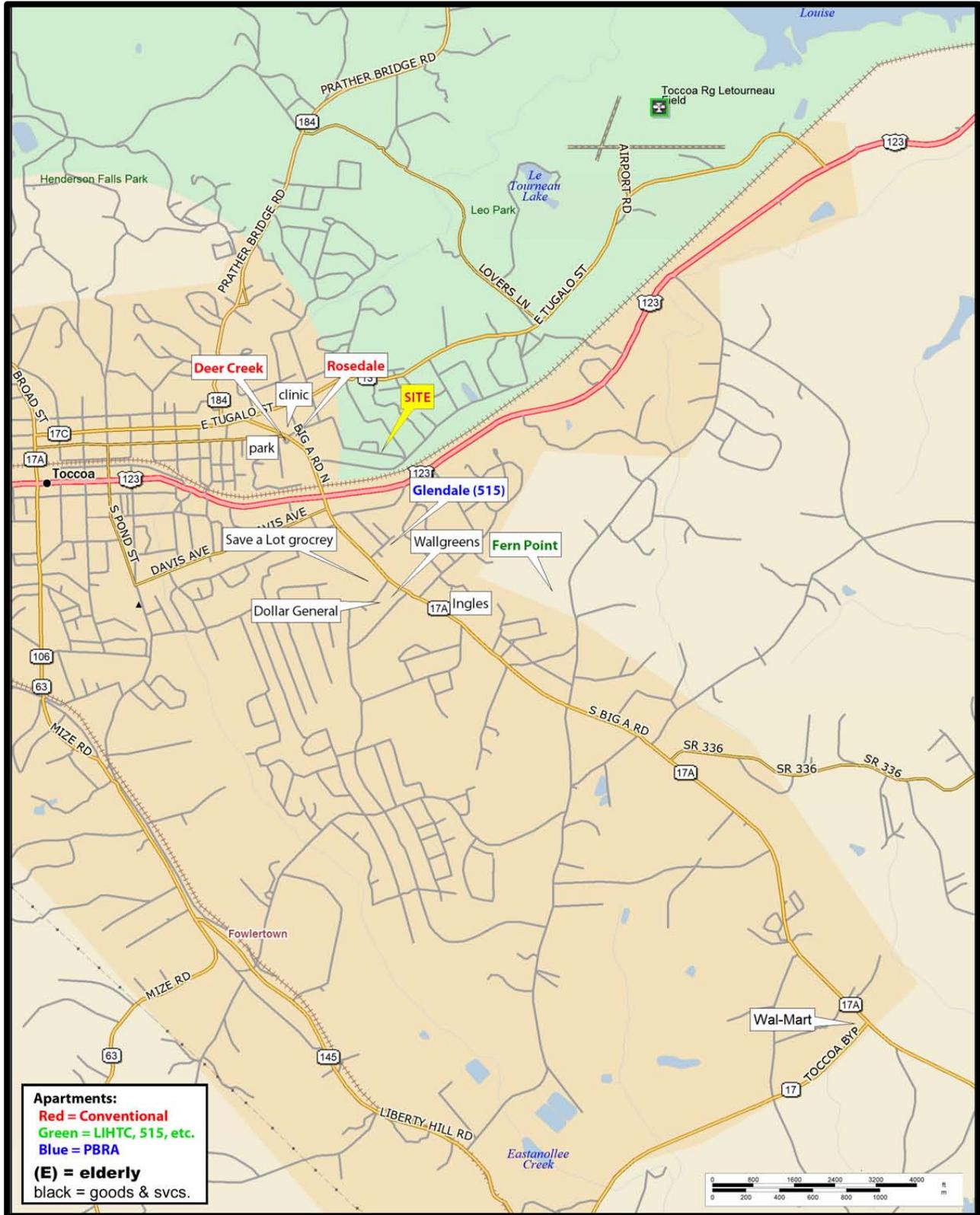
<https://ucr.fbi.gov/crime-in-the-u.s/2016/crime-in-the-u.s.-2016/tables/table-6/table-6.xls>

<https://ucr.fbi.gov/crime-in-the-u.s/2016/crime-in-the-u.s.-2016/tables/table-8/table-8.xls>

A crime map is in the appendix. The site does not appear to be in a problematic area.

C.8 Multifamily Residential Developments

Apartment Locations Map



C.9 Road and infrastructure Improvements

No major road or infrastructure projects were noted in the immediate area that would have direct impact on the subject.

C.10 Ingress, Egress, and Visibility

The site has good visibility from Hayes Street, East Doyle Street Extension, and Hillcrest Drive. The site will have access from East Doyle Street.

C.11 Observed Visible Environmental or Other Concerns

There were no other visible environmental or other concerns.

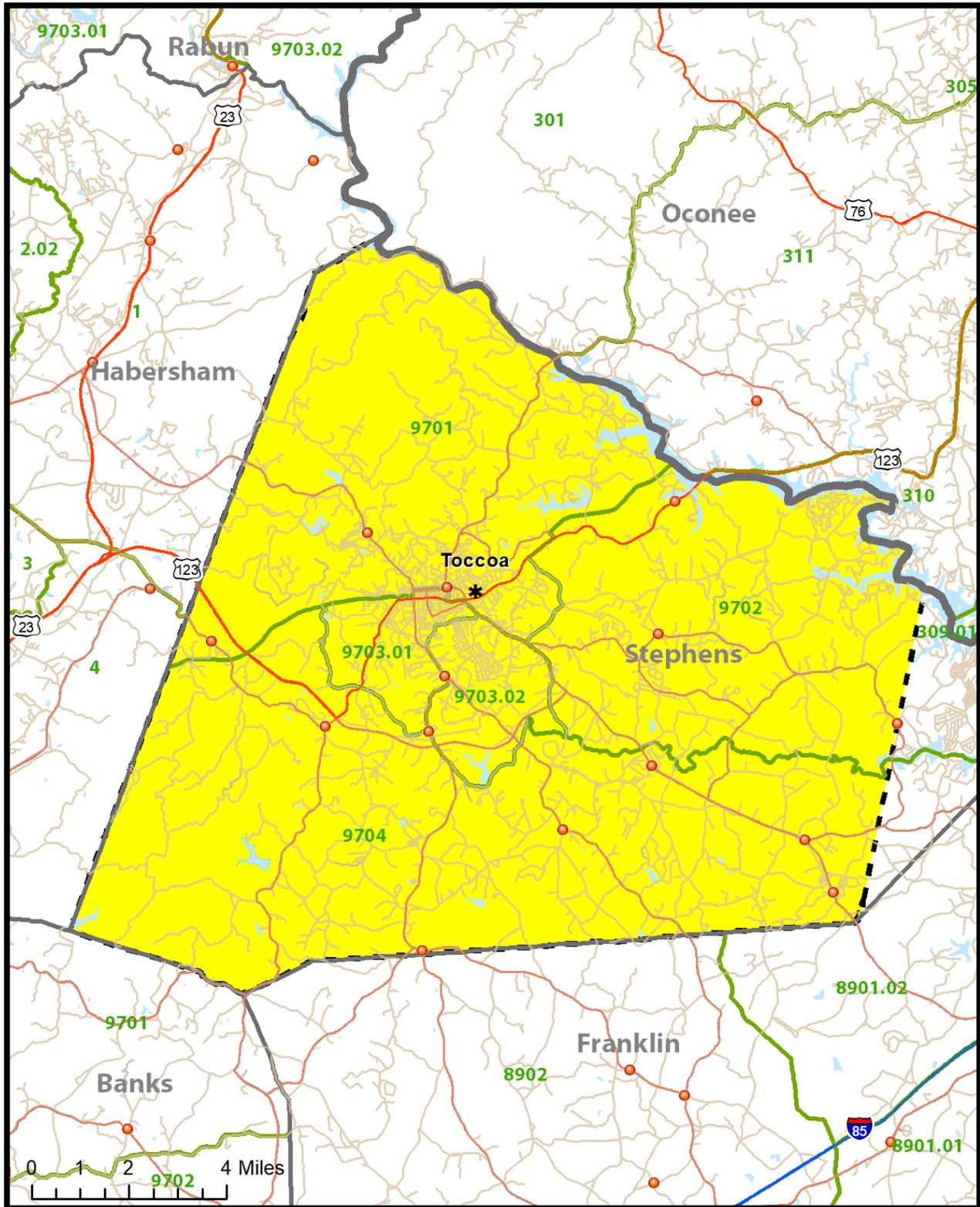
C.12 Conclusion

The site is well-suited for the proposed development.

The marketing plan should accommodate the site being in a residential area away from major streets.

D. Market Area

Market Area Map



E. Market Area Determination

The market area is the community where the development will be located and only those outlying rural areas that will be significantly impacted by the development, generally excluding other significant established communities. The market area is considered to be the area from which most of the prospective tenants will be drawn. Some people will move into the market area from nearby towns, while others will move away. These households are accounted for in the “Household Trends” section. The border of the market area is based on travel time, commuting patterns, the gravity model, physical boundaries, and the distribution of renters in the area. The analyst visits the area before the market area definition is finalized.

Housing alternatives and local perspective will be presented in the Development Comparisons section of this report.

E.1 Driving Times and Place of Work

Commuter time to work is shown below:

Table 12—Workers’ Travel Time to Work for the Market Area (Time in Minutes)

	State	%	County	%	Market Area	%	City	%
Total:	4,130,939		9,609		9,226		2,817	
Less than 5 minutes	98,521	2.4%	312	3.2%	303	3.3%	119	4.2%
5 to 9 minutes	336,571	8.1%	1,606	16.7%	1,567	17.0%	779	27.7%
10 to 14 minutes	538,763	13.0%	2,169	22.6%	2,086	22.6%	710	25.2%
15 to 19 minutes	643,206	15.6%	1,896	19.7%	1,808	19.6%	416	14.8%
20 to 24 minutes	609,415	14.8%	815	8.5%	775	8.4%	107	3.8%
25 to 29 minutes	246,685	6.0%	502	5.2%	482	5.2%	167	5.9%
30 to 34 minutes	589,816	14.3%	872	9.1%	840	9.1%	338	12.0%
35 to 39 minutes	129,602	3.1%	191	2.0%	182	2.0%	29	1.0%
40 to 44 minutes	159,145	3.9%	31	0.3%	30	0.3%	7	0.2%
45 to 59 minutes	389,636	9.4%	583	6.1%	550	6.0%	48	1.7%
60 to 89 minutes	279,473	6.8%	390	4.1%	374	4.1%	39	1.4%
90 or more minutes	110,106	2.7%	242	2.5%	230	2.5%	58	2.1%

Source: 2015-5yr ACS (Census)

E.2 Market Area Definition

The market area for this report has been defined as Census tracts 9701, 9702 (90%), 9703.01, 9703.02, and 9704 (95%) in Stephens County (2010 Census). The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

E.2.1 Secondary Market Area

The secondary market area for this report has been defined as Stephens County. Demand will neither be calculated for, nor derived from, the secondary market area.

F. Demographic Analysis

F.1 Population

F.1.1 Population Trends

The following table shows the population in the state, county, market area, and city for five years that the Census Bureau provides data.

Table 13—Population Trends

Year	State	County	Market Area	City
2008	9,468,815	25,876	25,001	8,644
2009	9,600,612	25,964	25,061	8,578
2010	9,714,569	26,003	25,082	8,507
2011	9,810,417	25,910	24,967	8,423
2012	9,907,756	25,741	24,786	8,327
2013	10,006,693	25,620	24,656	8,302

Sources: 2010, 2011, 2012, 2013, 2014, and 2015 5yr ACS (Census)

F.1.2 Age

Population is shown below for several age categories. The percent figures are presented in such a way as to easily compare the market area to the state, which is a “norm.” This will point out any peculiarities in the market area.

Table 14—Persons by Age

	State	%	County	%	Market Area	%	City	%
Total	9,687,653		26,175		25,254		8,491	
Under 20	2,781,629	28.7%	6,743	25.8%	6,511	25.8%	2,217	26.1%
20 to 34	2,015,640	20.8%	4,565	17.4%	4,421	17.5%	1,560	18.4%
35 to 54	2,788,792	28.8%	6,935	26.5%	6,674	26.4%	2,099	24.7%
55 to 61	783,421	8.1%	2,543	9.7%	2,443	9.7%	754	8.9%
62 to 64	286,136	3.0%	1,041	4.0%	1,001	4.0%	311	3.7%
65 plus	1,032,035	10.7%	4,348	16.6%	4,201	16.6%	1,550	18.3%
55 plus	2,101,592	21.7%	7,932	30.3%	7,645	30.3%	2,615	30.8%
62 plus	1,318,171	13.6%	5,389	20.6%	5,202	20.6%	1,861	21.9%

Source: 2010 Census

F.1.3 Race and Hispanic Origin

The racial composition of the market area does not factor into the demand for units; the information below is provided for reference.

Note that “Hispanic” is not a racial category. “White,” “Black,” and “Other” represent 100% of the population. Some people in each of those categories also consider themselves “Hispanic.” The percent figures allow for a comparison between the state (“norm”) and the market area.

Table 15—Race and Hispanic Origin

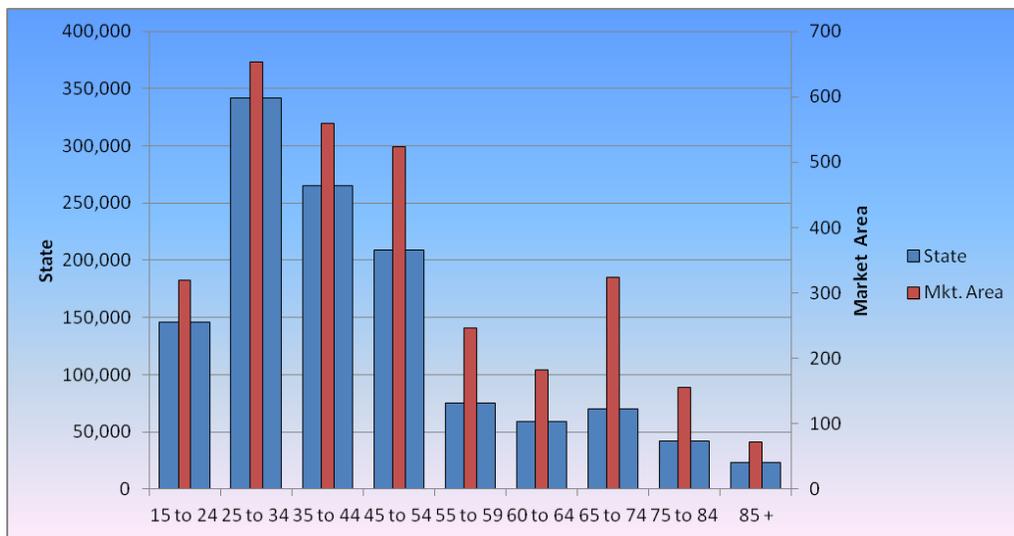
	State	%	County	%	Market Area	%	City	%
Total	9,687,653		26,175		25,254		8,491	
Not Hispanic or Latino	8,833,964	91.2%	25,542	97.6%	24,645	97.6%	8,283	97.6%
White	5,413,920	55.9%	22,006	84.1%	21,185	83.9%	6,107	71.9%
Black or African American	2,910,800	30.0%	2,821	10.8%	2,762	10.9%	1,843	21.7%
American Indian	21,279	0.2%	68	0.3%	66	0.3%	27	0.3%
Asian	311,692	3.2%	175	0.7%	173	0.7%	94	1.1%
Native Hawaiian	5,152	0.1%	13	0.0%	12	0.0%	0	0.0%
Some Other Race	19,141	0.2%	32	0.1%	31	0.1%	14	0.2%
Two or More Races	151,980	1.6%	427	1.6%	415	1.6%	198	2.3%
Hispanic or Latino	853,689	8.8%	633	2.4%	610	2.4%	208	2.4%
White	373,520	3.9%	280	1.1%	270	1.1%	102	1.2%
Black or African American	39,635	0.4%	24	0.1%	23	0.1%	9	0.1%
American Indian	10,872	0.1%	9	0.0%	9	0.0%	6	0.1%
Asian	2,775	0.0%	3	0.0%	3	0.0%	2	0.0%
Native Hawaiian	1,647	0.0%	2	0.0%	2	0.0%	0	0.0%
Some Other Race	369,731	3.8%	225	0.9%	216	0.9%	66	0.8%
Two or More Races	55,509	0.6%	90	0.3%	87	0.3%	23	0.3%

Source: 2010 Census

Note that the “Native Hawaiian” category above also includes “Other Pacific Islander” and the “American Indian” category also includes “Alaska Native.”

F.2 Households

Renter Households by Age of Householder



Source: 2010 Census

The graph above shows the relative distribution of households by age in the market area as compared to the state.

F.2.1 Household Trends

The following table shows the number of households in the state, county, market area, and city for several years that the Census Bureau provides data.

Table 16—Household Trends

Year	State	County	Market Area	City
2008	3,468,704	9,307	8,968	3,222
2009	3,490,754	9,175	8,845	3,241
2010	3,508,477	9,346	9,005	3,106
2011	3,518,097	9,227	8,890	2,990
2012	3,540,690	9,260	8,913	2,966
2013	3,574,362	9,198	8,839	2,828

Sources: 2010, 2011, 2012, 2013, 2014, and 2015 5yr ACS (Census)

F.2.2 Household Tenure

The table below shows how many units are occupied by owners and by renters. The percent of the households in the market area that are occupied by renters will be used later in determining the demand for new rental housing.

Table 17—Occupied Housing Units by Tenure

	State	%	County	%	Market Area	%	City	%
Households	3,585,584	—	10,289	—	9,929	—	3,562	—
Owner	2,354,402	65.7%	7,182	69.8%	6,892	69.4%	1,891	53.1%
Renter	1,231,182	34.3%	3,107	30.2%	3,037	30.6%	1,671	46.9%

Source: 2010 Census

From the table above, it can be seen that 30.6% of the households in the market area rent. This percentage will be used later in the report to calculate the number of general occupancy units necessary to accommodate household growth.

F.2.3 Projections

Population projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Table 18—Population

ACS Year	Market Area	Change	Percent Change
2010	25,001	—	—
2011	25,061	60	0.2%
2012	25,082	21	0.1%
2013	24,967	-115	-0.5%
2014	24,786	-181	-0.7%

Sources: 2010, 2011, 2012, 2013, and 2014 5yr ACS (Census)

As seen in the table above, the percent change ranges from -0.7% to 0.2%. Excluding the highest and lowest observed values, the average is -0.3%. This value will be used to project future changes.

Household projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Table 19—Households

ACS Year	Market Area	Change	Percent Change
2010	8,968	—	—
2011	8,845	-123	-1.4%
2012	9,005	160	1.8%
2013	8,890	-115	-1.3%
2014	8,913	23	0.3%

Sources: 2010, 2011, 2012, 2013, and 2014 5yr ACS (Census)

As seen in the table above, the percent change ranges from -1.4% to 1.8%. Excluding the highest and lowest observed values, the average is -0.3%. This value will be used to project future changes.

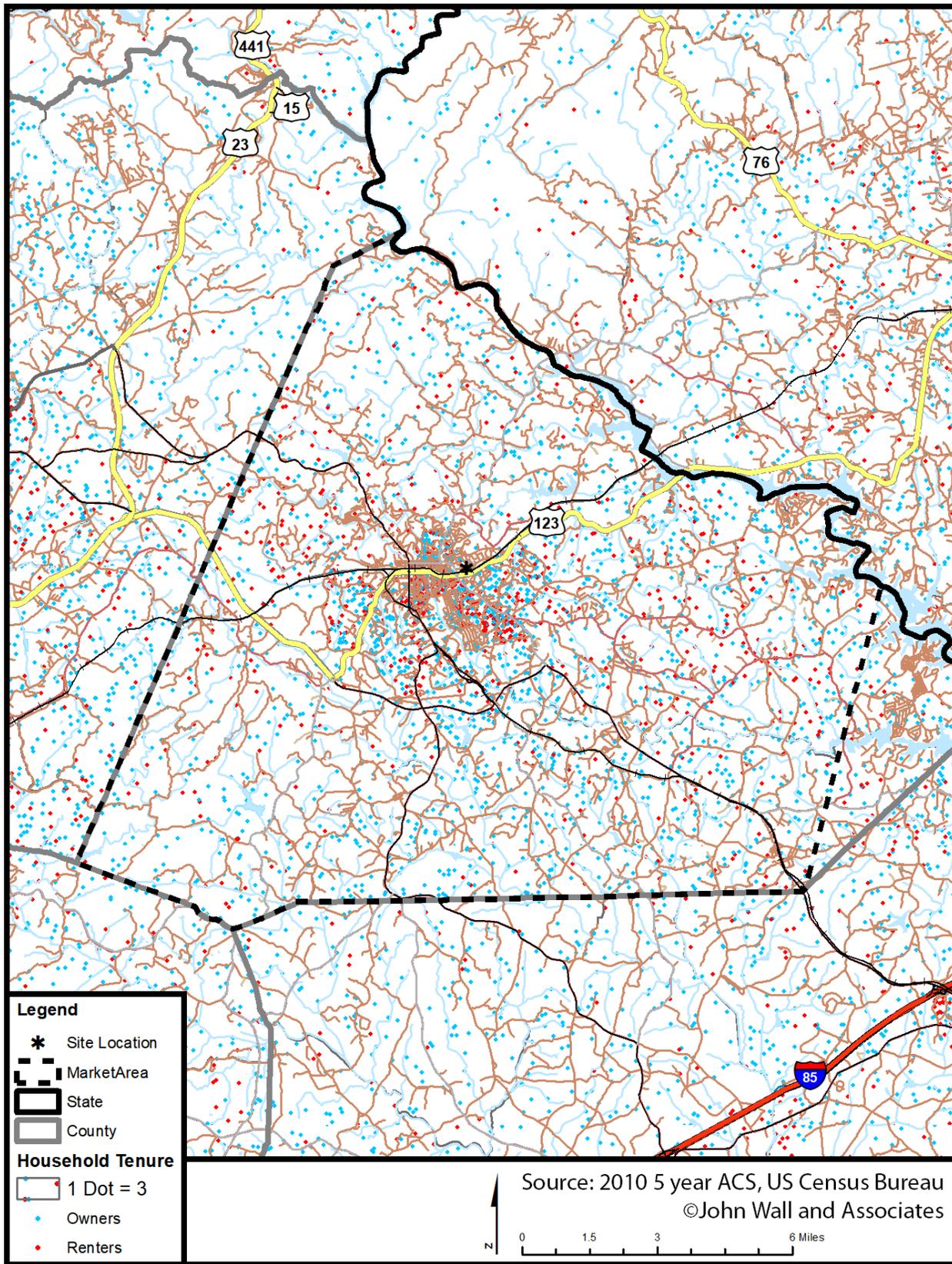
The average percent change figures calculated above are used to generate the projections that follow.

Table 20—Population and Household Projections

Projections	Population	Annual Change	Households	Annual Change
2016	24,490	-99	8,793	-40
2017	24,417	-73	8,763	-30
2018	24,344	-73	8,733	-30
2019	24,271	-73	8,703	-30
2020	24,198	-73	8,673	-30
2021	24,125	-73	8,644	-29
2018 to 2020	-146	-73	-60	-30

Source: John Wall and Associates from figures above

Tenure Map



F.2.4 Household Size

Household size is another characteristic that needs to be examined. The household size of those presently renting can be used as a strong indicator of the bedroom mix required. Renters and owners have been shown separately in the tables below because the make-up of owner-occupied units is significantly different from that of renters. A comparison of the percent figures for the market area and the state (“norm”) is often of interest.

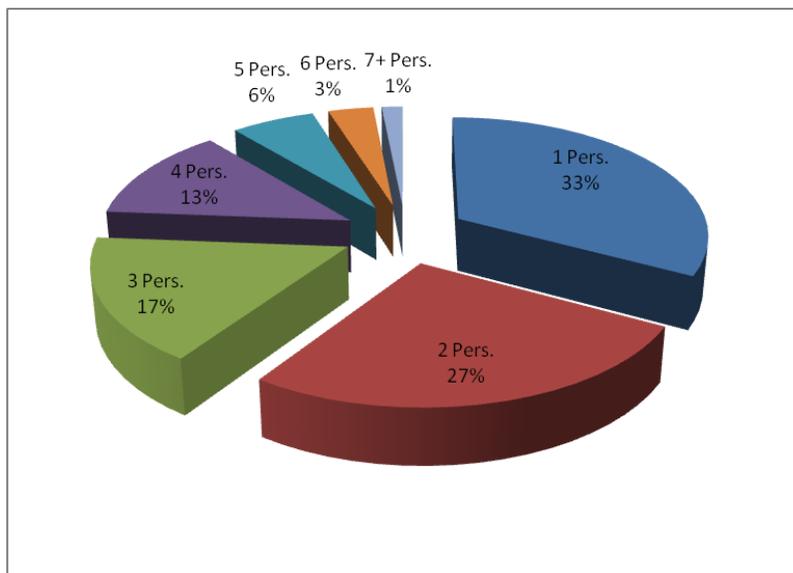
Table 21—Housing Units by Persons in Unit

	State		County		Market Area		City	
Owner occupied:	2,354,402	—	7,182	—	6,892	—	1,891	—
1-person	498,417	21.2%	1,631	22.7%	1,571	22.8%	508	26.9%
2-person	821,066	34.9%	2,903	40.4%	2,782	40.4%	746	39.5%
3-person	417,477	17.7%	1,179	16.4%	1,130	16.4%	304	16.1%
4-person	360,504	15.3%	866	12.1%	830	12.0%	196	10.4%
5-person	159,076	6.8%	379	5.3%	364	5.3%	82	4.3%
6-person	60,144	2.6%	131	1.8%	126	1.8%	32	1.7%
7-or-more	37,718	1.6%	93	1.3%	89	1.3%	23	1.2%
Renter occupied:	1,231,182	—	3,107	—	3,037	—	1,671	—
1-person	411,057	33.4%	1,016	32.7%	998	32.9%	601	36.0%
2-person	309,072	25.1%	829	26.7%	810	26.7%	445	26.6%
3-person	203,417	16.5%	521	16.8%	508	16.7%	282	16.9%
4-person	155,014	12.6%	395	12.7%	385	12.7%	197	11.8%
5-person	84,999	6.9%	193	6.2%	188	6.2%	74	4.4%
6-person	37,976	3.1%	105	3.4%	102	3.4%	48	2.9%
7-or-more	29,647	2.4%	48	1.5%	47	1.5%	24	1.4%

Source: 2010 Census

The percent and number of large (5 or more persons) households in the market is an important fact to consider in developments with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand. In the market area, 11.1% of the renter households are large, compared to 12.4% in the state.

Renter Persons Per Unit For The Market Area



F.2.5 Household Incomes

The table below shows the number of households (both renter and owner) that fall within various income ranges for the market area.

Table 22—Number of Households in Various Income Ranges

	State	%	County	%	Market Area	%	City	%
Total:	3,574,362		9,198		8,839		2,828	
Less than \$10,000	309,272	8.7%	965	10.5%	928	10.5%	343	12.1%
\$10,000 to \$14,999	203,138	5.7%	683	7.4%	661	7.5%	236	8.3%
\$15,000 to \$19,999	196,729	5.5%	507	5.5%	492	5.6%	212	7.5%
\$20,000 to \$24,999	203,990	5.7%	691	7.5%	678	7.7%	292	10.3%
\$25,000 to \$29,999	189,444	5.3%	623	6.8%	598	6.8%	197	7.0%
\$30,000 to \$34,999	191,684	5.4%	805	8.8%	774	8.8%	253	8.9%
\$35,000 to \$39,999	176,305	4.9%	290	3.2%	273	3.1%	35	1.2%
\$40,000 to \$44,999	176,083	4.9%	547	5.9%	522	5.9%	134	4.7%
\$45,000 to \$49,999	151,180	4.2%	356	3.9%	343	3.9%	88	3.1%
\$50,000 to \$59,999	287,912	8.1%	797	8.7%	765	8.7%	237	8.4%
\$60,000 to \$74,999	354,485	9.9%	897	9.8%	856	9.7%	248	8.8%
\$75,000 to \$99,999	407,295	11.4%	913	9.9%	871	9.9%	205	7.2%
\$100,000 to \$124,999	264,418	7.4%	461	5.0%	445	5.0%	141	5.0%
\$125,000 to \$149,999	154,213	4.3%	270	2.9%	256	2.9%	14	0.5%
\$150,000 to \$199,999	155,790	4.4%	265	2.9%	256	2.9%	132	4.7%
\$200,000 or more	152,424	4.3%	128	1.4%	122	1.4%	61	2.2%

Source: 2015-5yr ACS (Census)

G. Employment Trends

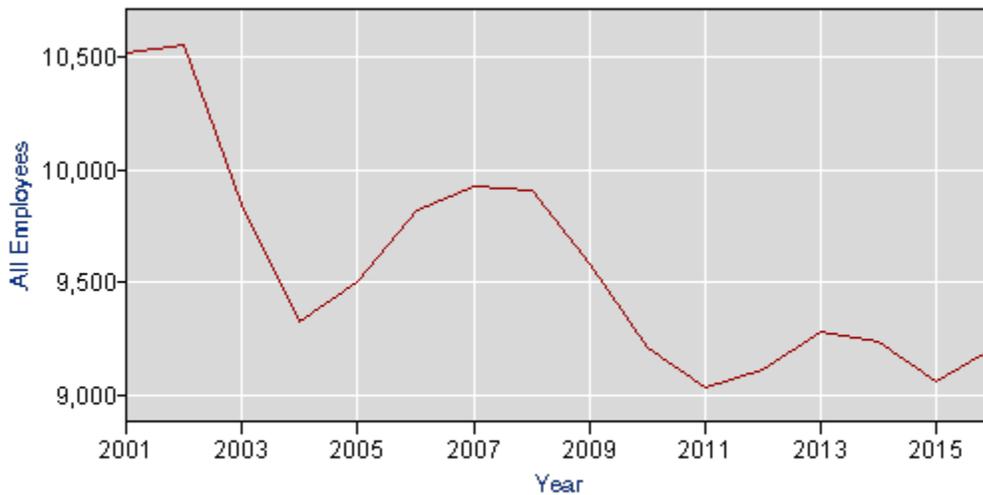
The economy of the market area will have an impact on the need for apartment units.

G.1 Total Jobs

The following table shows how many people were employed in the county. These employed persons do not necessarily live in the county, so the trends are useful to determining the economic health of the area.

Table 23—Covered Employment

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2001	10,317	10,307	10,371	10,508	10,485	10,502	10,371	10,432	10,704	10,651	10,705	10,797	10,513
2002	10,506	10,547	10,537	10,588	10,675	10,672	10,296	10,581	10,570	10,548	10,557	10,564	10,553
2003	9,931	9,938	9,948	9,927	9,968	10,017	9,769	9,831	9,899	9,752	9,666	9,538	9,849
2004	9,408	9,361	9,425	9,405	9,370	9,462	9,280	9,259	9,235	9,246	9,219	9,266	9,328
2005	9,237	9,297	9,311	9,419	9,523	9,596	9,515	9,629	9,509	9,625	9,652	9,754	9,506
2006	9,604	9,650	9,745	9,952	10,102	10,015	9,746	9,865	9,807	9,786	9,829	9,721	9,819
2007	9,811	9,780	9,889	9,994	10,118	10,021	9,882	9,897	9,905	9,939	9,963	9,945	9,929
2008	9,760	9,906	9,975	9,951	9,992	10,044	9,935	9,947	9,860	9,919	9,839	9,756	9,907
2009	9,733	9,771	9,745	9,743	9,720	9,485	9,507	9,461	9,720	9,394	9,365	9,363	9,584
2010	9,114	9,221	9,324	9,271	9,392	9,282	9,118	9,035	9,170	9,227	9,248	9,171	9,214
2011	8,916	9,119	9,130	9,219	9,292	9,145	8,994	8,947	8,996	8,991	8,985	8,777	9,043
2012	8,925	9,135	9,129	9,148	9,180	9,151	9,009	8,955	9,048	9,242	9,256	9,186	9,114
2013	9,155	9,151	9,152	9,390	9,383	9,312	9,208	9,157	9,378	9,442	9,421	9,312	9,288
2014	9,141	9,240	9,415	9,510	9,473	9,259	9,162	9,102	9,097	9,151	9,238	9,150	9,245
2015	8,933	8,963	8,988	9,064	9,147	9,209	8,913	9,008	9,078	9,125	9,210	9,192	9,069
2016	9,060	9,441	9,187	9,268	9,279	9,263	9,145	9,175	9,216	9,241	9,238	9,084	9,216
2017	8,935 (P)	9,012 (P)	9,067 (P)	9,098 (P)	9,136 (P)	9,158 (P)	9,133 (P)	9,176 (P)	9,174 (P)				



Source: <http://data.bls.gov/pdq/querytool.jsp?survey=en>

G.2 Jobs by Industry and Occupation

Table 24—Occupation of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total	4,388,274		10,224		9,811		3,028	
Management, business, science, and arts occupations:	1,577,444	36%	2,645	26%	2,525	26%	760	25%
Management, business, and financial occupations:	658,351	15%	804	8%	761	8%	262	9%
Management occupations	444,846	10%	688	7%	650	7%	216	7%
Business and financial operations occupations	213,505	5%	116	1%	112	1%	46	2%
Computer, engineering, and science occupations:	222,043	5%	182	2%	173	2%	41	1%
Computer and mathematical occupations	122,527	3%	19	0%	18	0%	0	0%
Architecture and engineering occupations	68,028	2%	128	1%	121	1%	41	1%
Life, physical, and social science occupations	31,488	1%	35	0%	34	0%	0	0%
Education, legal, community service, arts, and media occupations:	468,749	11%	942	9%	899	9%	206	7%
Community and social service occupations	65,632	1%	83	1%	81	1%	42	1%
Legal occupations	44,964	1%	0	0%	0	0%	0	0%
Education, training, and library occupations	282,171	6%	771	8%	733	7%	137	5%
Arts, design, entertainment, sports, and media occupations	75,982	2%	88	1%	85	1%	27	1%
Healthcare practitioners and technical occupations:	228,301	5%	717	7%	693	7%	251	8%
Health diagnosing and treating practitioners and other technical occupations	149,238	3%	397	4%	385	4%	189	6%
Health technologists and technicians	79,063	2%	320	3%	307	3%	62	2%
Service occupations:	743,402	17%	1,975	19%	1,895	19%	626	21%
Healthcare support occupations	87,884	2%	290	3%	278	3%	132	4%
Protective service occupations:	99,720	2%	268	3%	254	3%	43	1%
Fire fighting and prevention, and other protective service workers including supervisors	50,920	1%	100	1%	93	1%	0	0%
Law enforcement workers including supervisors	48,800	1%	168	2%	161	2%	43	1%
Food preparation and serving related occupations	252,386	6%	605	6%	584	6%	275	9%
Building and grounds cleaning and maintenance occupations	173,397	4%	507	5%	485	5%	108	4%
Personal care and service occupations	130,015	3%	305	3%	294	3%	68	2%
Sales and office occupations:	1,087,692	25%	2,331	23%	2,247	23%	757	25%
Sales and related occupations	507,786	12%	855	8%	826	8%	299	10%
Office and administrative support occupations	579,906	13%	1,476	14%	1,420	14%	458	15%
Natural resources, construction, and maintenance occupations:	401,570	9%	1,083	11%	1,048	11%	220	7%
Farming, fishing, and forestry occupations	25,966	1%	58	1%	56	1%	0	0%
Construction and extraction occupations	216,190	5%	494	5%	474	5%	52	2%
Installation, maintenance, and repair occupations	159,414	4%	531	5%	518	5%	168	6%
Production, transportation, and material moving occupations:	578,166	13%	2,190	21%	2,095	21%	665	22%
Production occupations	271,570	6%	1,380	13%	1,336	14%	550	18%
Transportation occupations	176,818	4%	379	4%	356	4%	37	1%
Material moving occupations	129,778	3%	431	4%	405	4%	78	3%

Source: 2015-5yr ACS (Census)

Occupation for the State and Market Area

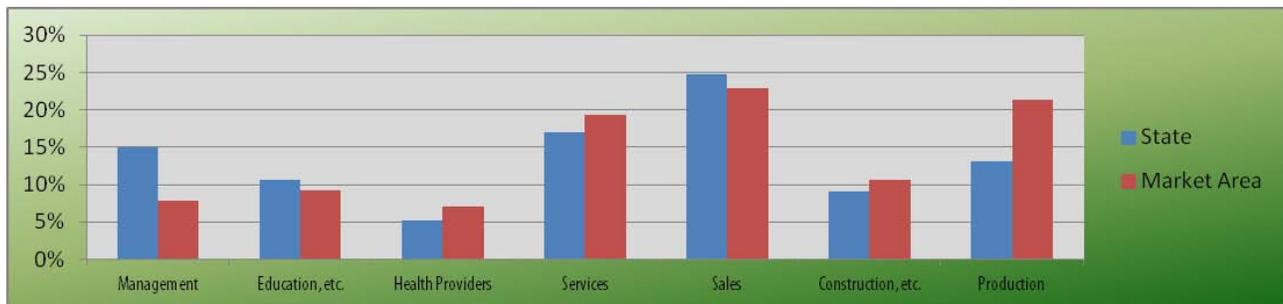


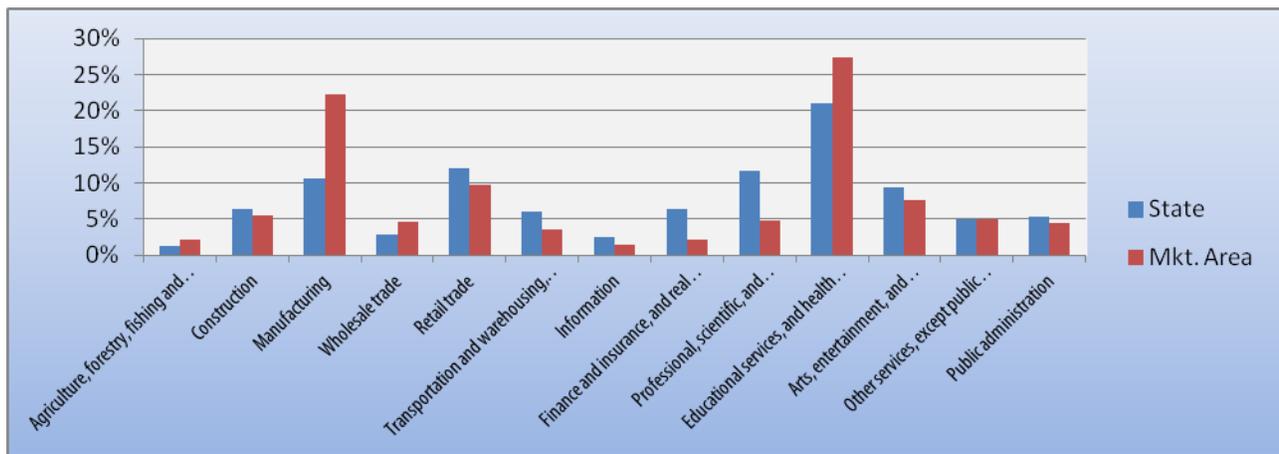
Table 25—Industry of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total:	4,388,274		10,224		9,811		3,028	
Agriculture, forestry, fishing and hunting, and mining:	51,966	1%	216	2%	207	2%	45	1%
Agriculture, forestry, fishing and hunting	46,732	1%	205	2%	196	2%	34	1%
Mining, quarrying, and oil and gas extraction	5,234	0%	11	0%	11	0%	11	0%
Construction	278,360	6%	554	5%	532	5%	89	3%
Manufacturing	468,172	11%	2,272	22%	2,177	22%	803	27%
Wholesale trade	125,340	3%	470	5%	449	5%	96	3%
Retail trade	524,336	12%	994	10%	953	10%	290	10%
Transportation and warehousing, and utilities:	263,016	6%	362	4%	343	3%	107	4%
Transportation and warehousing	222,614	5%	248	2%	233	2%	59	2%
Utilities	40,402	1%	114	1%	111	1%	48	2%
Information	110,166	3%	148	1%	145	1%	57	2%
Finance and insurance, and real estate and rental and leasing:	276,796	6%	210	2%	202	2%	46	2%
Finance and insurance	192,934	4%	132	1%	129	1%	46	2%
Real estate and rental and leasing	83,862	2%	78	1%	73	1%	0	0%
Professional, scientific, and management, and administrative and waste management services:	508,301	12%	499	5%	472	5%	64	2%
Professional, scientific, and technical services	296,948	7%	149	1%	141	1%	30	1%
Management of companies and enterprises	3,948	0%	0	0%	0	0%	0	0%
Administrative and support and waste management services	207,405	5%	350	3%	331	3%	34	1%
Educational services, and health care and social assistance:	920,476	21%	2,798	27%	2,689	27%	752	25%
Educational services	415,328	9%	1,309	13%	1,255	13%	222	7%
Health care and social assistance	505,148	12%	1,489	15%	1,433	15%	530	18%
Arts, entertainment, and recreation, and accommodation and food services:	409,392	9%	762	7%	738	8%	357	12%
Arts, entertainment, and recreation	67,741	2%	126	1%	120	1%	31	1%
Accommodation and food services	341,651	8%	636	6%	618	6%	326	11%
Other services, except public administration	220,306	5%	496	5%	478	5%	196	6%
Public administration	231,647	5%	443	4%	428	4%	126	4%

Source: 2015-5yr ACS (Census)

Note: Bold numbers represent category totals and add to 100%

Industry for the State and Market Area



Source: 2015-5yr ACS (Census)

G.3 Major Employers

Table 26—Major Employers

The following is a list of major manufacturing employers in the county:

Company	Employees
Patterson Pump	361
GEM Southeast (Division of ITR)	276
Sage Automotive Interiors	196
Eaton Corp.	150
GEM Industries	115
Global Partitions	113
American Woodmark Corp.	112

Source: Stephens County Development Authority

G.3.1 New or Planned Changes in Workforce

If there are any, they will be discussed in the Interviews section of the report.

G.4 Employment (Civilian Labor Force)

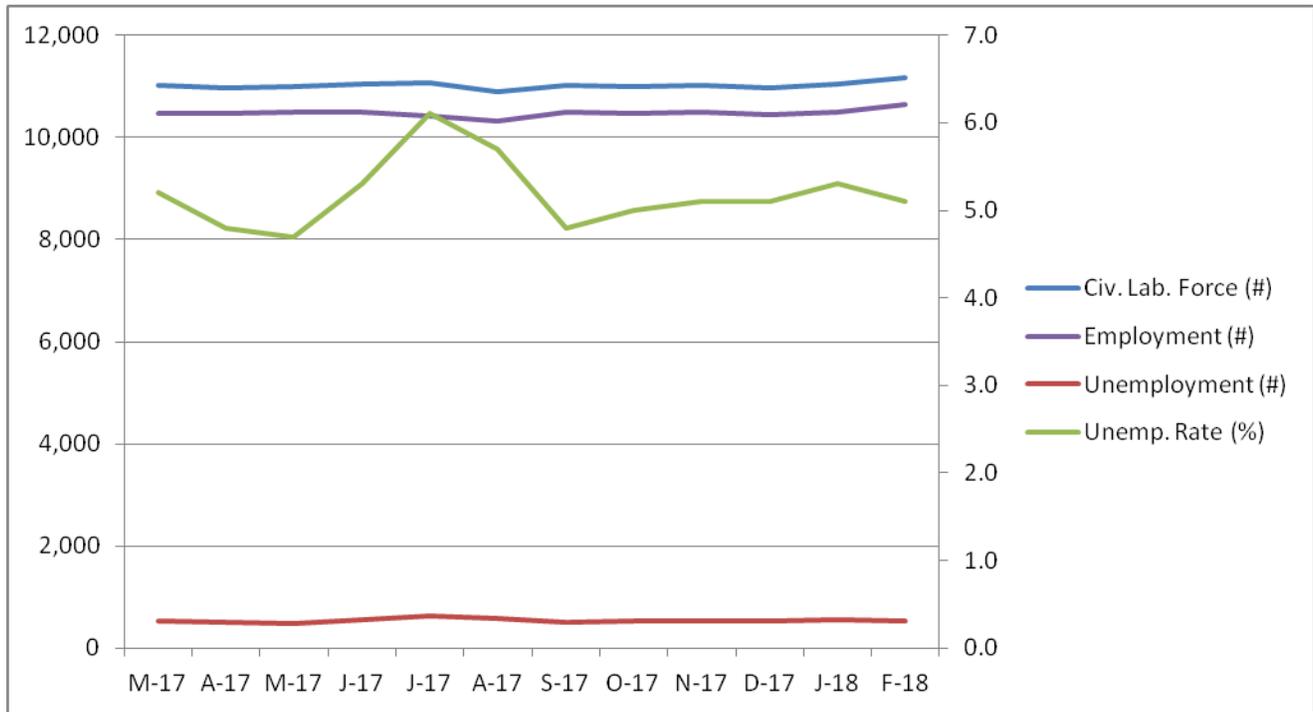
In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county level. This table also shows the change in the size of the labor force, an indicator of change in housing requirements for the county.

Table 27—Employment Trends

Year	Civilian Labor Force	Unemployment	Rate (%)	Employment	Employment Change		Annual Change	
					Number	Pct.	Number	Pct.
2000	13,182	458	3.6	12,724	—	—	—	—
2015	10,813	660	6.5	10,153	-2,571	-20.2%	-171	-1.7%
2016	11,011	613	5.9	10,398	245	2.4%	245	2.4%
2017	10,991	553	5.3	10,438	40	0.4%	40	0.4%
M-17	11,012	544	5.2	10,468	30	0.3%		
A-17	10,974	503	4.8	10,471	3	0.0%		
M-17	10,986	493	4.7	10,493	22	0.2%		
J-17	11,049	556	5.3	10,493	0	0.0%		
J-17	11,058	636	6.1	10,422	-71	-0.7%		
A-17	10,894	587	5.7	10,307	-115	-1.1%		
S-17	11,010	504	4.8	10,506	199	1.9%		
O-17	10,991	523	5.0	10,468	-38	-0.4%		
N-17	11,023	535	5.1	10,488	20	0.2%		
D-17	10,980	533	5.1	10,447	-41	-0.4%		
J-18	11,052	556	5.3	10,496	49	0.5%		
F-18	11,177	542	5.1	10,635	139	1.3%		

Source: State Employment Security Commission

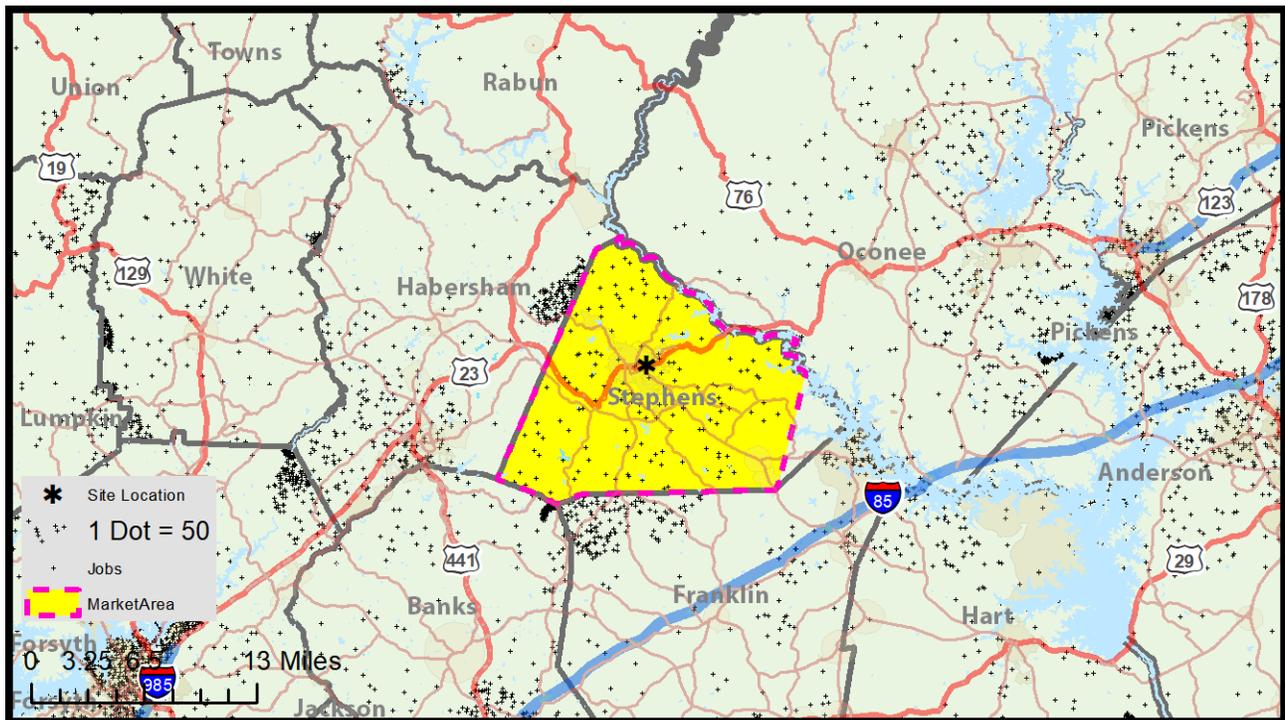
County Employment Trends



Source: State Employment Security Commission

G.5 Employment Concentrations Map

Employment Concentrations Map



G.6 Economic Summary

The largest number of persons in the market area is employed in the "Management, professional, and related occupations" occupation category and in the "Educational services, and health care and social assistance" industry category.

A change in the size of labor force frequently indicates a corresponding change in the need for housing. The size of the labor force has been increasing over the past several years.

Employment has been increasing over the past several years. For the past 12 months, it has continued to increase.

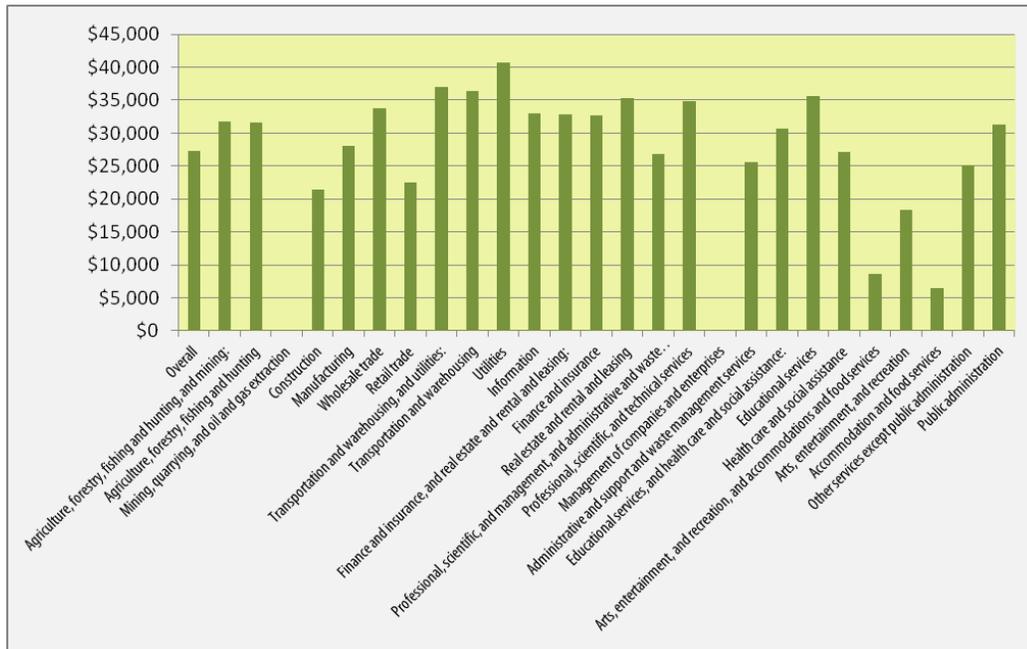
Table 28—Median Wages by Industry

	State	County	City
Overall	\$31,853	\$27,269	\$26,219
Agriculture, forestry, fishing and hunting, and mining:	\$25,188	\$31,781	\$105,156
Agriculture, forestry, fishing and hunting	\$23,211	\$31,592	—
Mining, quarrying, and oil and gas extraction	\$41,627	—	—
Construction	\$29,754	\$21,429	\$9,250
Manufacturing	\$36,645	\$28,088	\$27,200
Wholesale trade	\$41,449	\$33,750	\$55,000
Retail trade	\$21,536	\$22,449	\$21,077
Transportation and warehousing, and utilities:	\$41,378	\$36,964	\$28,850
Transportation and warehousing	\$39,991	\$36,369	\$18,125
Utilities	\$52,109	\$40,758	\$29,900
Information	\$54,890	\$33,047	\$32,773
Finance and insurance, and real estate and rental and leasing:	\$43,708	\$32,895	\$22,639
Finance and insurance	\$48,825	\$32,697	\$22,639
Real estate and rental and leasing	\$35,436	\$35,313	—
Professional, scientific, and management, and administrative and waste management services:	\$40,756	\$26,807	\$33,409
Professional, scientific, and technical services	\$59,545	\$34,830	—
Management of companies and enterprises	\$62,799	—	—
Administrative and support and waste management services	\$23,358	\$25,566	\$70,139
Educational services, and health care and social assistance:	\$34,347	\$30,707	\$31,491
Educational services	\$37,052	\$35,650	\$39,815
Health care and social assistance	\$32,285	\$27,173	\$30,549
Arts, entertainment, and recreation, and accommodations and food services:	\$14,215	\$8,667	\$4,922
Arts, entertainment, and recreation	\$18,000	\$18,281	\$4,327
Accommodation and food services	\$13,726	\$6,452	\$4,981
Other services except public administration	\$22,105	\$25,132	\$21,277
Public administration	\$42,757	\$31,217	\$40,147

Source: 2015-5yr ACS (Census)

Note: Dashes indicate data suppressed by Census Bureau; no data is available for the market area.

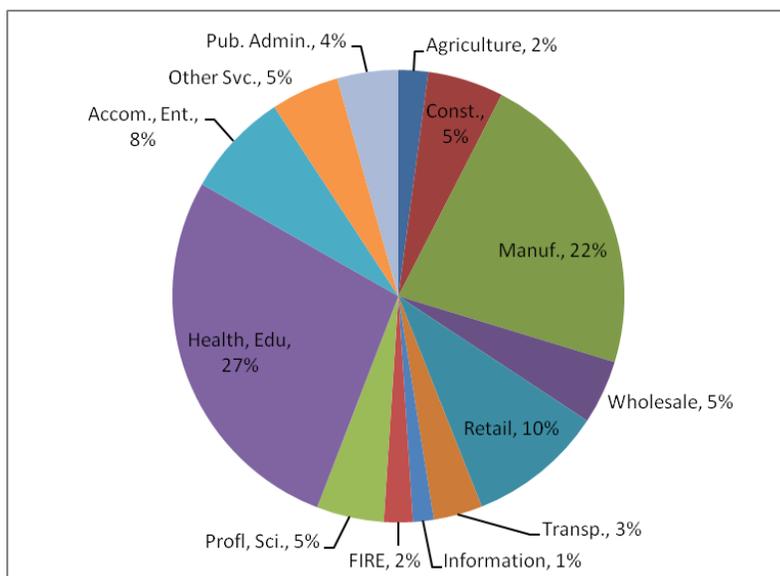
Wages by Industry for the County



2010-5yr ACS (Census)

A downturn in the economy and thus a corresponding increase in unemployment will impact LIHTC properties without rental assistance. LIHTC properties without rental assistance require tenants who either earn enough money to afford the rent or have a rent subsidy voucher. When there is an increase in unemployment, there will be households where one or more employed persons become unemployed. Some households that could afford to live in the proposed units will no longer have enough income. By the same token, there will be other households that previously had incomes that were too high to live in the proposed units that will now be income qualified.

Percent of Workers by Industry for the Market Area



Source: 2015-5yr ACS (Census)

H. Development-Specific Affordability & Demand Analysis

Several economic factors need to be examined in a housing market study. Most important is the number of households that would qualify for apartments on the basis of their incomes. A variety of circumstances regarding restrictions and affordability are outlined below.

These minimum and maximum incomes are used to establish the income range for households entering the development. Only households whose incomes fall within the range are considered as a source of demand.

Income data have been shown separately for owner and renter households. Only the renter household income data are used for determining demand for rental units.

Gross rent includes utilities, but it excludes payments of rental assistance by federal, state, and local entities. In this study, gross rent is always monthly.

H.1 Income Restrictions

H.1.1 Establishing Tax Credit Qualifying Income Ranges

It is critical to establish the number of households that qualify for apartments under the tax credit program based on their incomes. The income ranges are established in two stages. First, the maximum incomes allowable are calculated by applying the tax credit guidelines. Then, minimum incomes required are calculated. According to United States Code, either 20% of the units must be occupied by households who earn under 50% of the area median gross income (AMI), OR 40% of the units must be occupied by households who earn under 60% of the AMI. Sometimes units are restricted for even lower income households. In many cases, the developer has chosen to restrict the rents for 100% of the units to be for low income households.

Table 29—Maximum Income Limit (HUD FY 2017)

Pers.	VLIL	50%	60%
1	18,050	18,050	21,660
2	20,600	20,600	24,720
3	23,200	23,200	27,840
4	25,750	25,750	30,900
5	27,850	27,850	33,420
6	29,900	29,900	35,880
7	31,950	31,950	38,340
8	34,000	34,000	40,800

Source: *Very Low Income (50%) Limit and 60% limit: HUD, Low and Very-Low Income Limits by Family Size*

Others: John Wall and Associates, derived from HUD figures

The table above shows the maximum tax credit allowable incomes for households moving into the subject based on household size and the percent of area median gross income (AMI).

After establishing the maximum income, the lower income limit will be determined. The lower limit is the income a household must have in order to be able to afford the rent and utilities. The realistic lower limit of the income range is determined by the following formula:

$$\text{Gross rent} \div 35\% \text{ [or } 30\% \text{ or } 40\%, \text{ as described in the subsections above]} \times 12 \text{ months} = \text{annual income}$$

This provides for up to 35% [or 30% or 40%] of adjusted annual income (AAI) to be used for rent plus utilities.

The proposed gross rents, as supplied by the client, and the minimum incomes required to maintain 35% [or 30% or 40%] or less of income spent on gross rent are:

Table 30—Minimum Incomes Required and Gross Rents

	Bedrooms	Number of Units	Net Rent	Gross Rent	Minimum Income Required	Target Population
50%	1	3	385	481	\$16,491	Tax Credit
50%	2	2	440	558	\$19,131	Tax Credit
50%	2	4	440	558	\$19,131	Tax Credit
50%	3	1	490	636	\$21,806	Tax Credit
50%	3	2	490	636	\$21,806	Tax Credit
60%	1	3	385	481	\$16,491	Tax Credit
60%	2	26	520	638	\$21,874	Tax Credit
60%	3	19	595	741	\$25,406	Tax Credit

Source: John Wall and Associates from data provided by client

From the tables above, the practical lower income limits for units *without* rental assistance can be established. Units *with* rental assistance will use \$0 as their lower income limit.

When the minimum incomes required are combined with the maximum tax credit limits, the income *ranges* for households entering the development can be established. Only households whose incomes fall within the ranges can be considered as a source of demand. Note that *both* the income limits *and* the amount of spread in the ranges are important.

H.1.2 Households Not Receiving Rental Assistance

Most households do not receive rental assistance. With respect to estimating which households may consider the subject a possible housing choice, we will evaluate the gross rent as a percent of their income according to the following formula:

$$\text{gross rent} \div X\% \times 12 \text{ months} = \text{annual income}$$

X% in the formula will vary, depending on the circumstance, as outlined in the next two sections.

H.1.3 Households Qualifying for Tax Credit Units

Households who earn less than a defined percentage (usually 50% or 60%) of the county or MSA median income as adjusted by HUD (AMI) qualify for low income housing tax credit (LIHTC) units. Therefore, feasibility for developments expecting to receive tax credits will be based in part on the incomes required to support the tax credit rents.

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income.

H.2 Affordability

The most important information from the tables above is summarized in the table below. Income requirements for any PBRA units will be calculated for the contract rent.

Table 31—Qualifying Income Ranges by Bedrooms and Persons Per Household

AMI	Bedrooms	Persons	Gross Rent	Income Based Lower Limit	Spread Between Limits	Upper Limit
50%	1	1	481	16,490	1,560	18,050
50%	1	2	481	16,490	4,110	20,600
50%	2	2	558	19,130	1,470	20,600
50%	2	3	558	19,130	4,070	23,200
50%	2	4	558	19,130	6,620	25,750
50%	3	3	636	21,810	1,390	23,200
50%	3	4	636	21,810	3,940	25,750
50%	3	5	636	21,810	6,040	27,850
50%	3	6	636	21,810	8,090	29,900
60%	1	1	481	16,490	5,170	21,660
60%	1	2	481	16,490	8,230	24,720
60%	2	2	638	21,870	2,850	24,720
60%	2	3	638	21,870	5,970	27,840
60%	2	4	638	21,870	9,030	30,900
60%	3	3	741	25,410	2,430	27,840
60%	3	4	741	25,410	5,490	30,900
60%	3	5	741	25,410	8,010	33,420
60%	3	6	741	25,410	10,470	35,880

Sources: Gross rents: client; Limits: tables on prior pages; Spread: calculated from data in table

H.2.1 Upper Income Determination

DCA requires using 1.5 persons per bedroom, rounded up to the nearest whole person for the upper income limit determination.

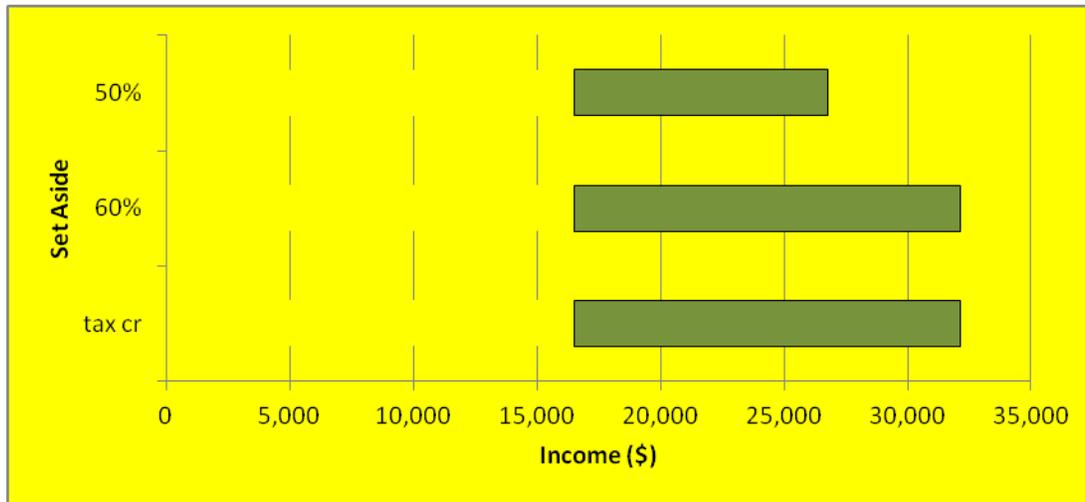
H.2.2 Programmatic and Pro Forma Rent Analysis

The table below shows a comparison of programmatic rent and pro forma rent.

Table 32—Qualifying and Proposed and Programmatic Rent Summary

	1-BR	2-BR	2-BR	3-BR	3-BR
50% Units					
Number of Units	3	2	4	1	2
Max Allowable Gross Rent	\$483	\$580	\$580	\$670	\$670
Pro Forma Gross Rent	\$481	\$558	\$558	\$636	\$636
Difference (\$)	\$2	\$22	\$22	\$34	\$34
Difference (%)	0.4%	3.8%	3.8%	5.1%	5.1%
60% Units					
Number of Units	3	26	—	19	—
Max Allowable Gross Rent	\$579	\$696	\$696	\$804	\$804
Pro Forma Gross Rent	\$481	\$638	\$0	\$741	\$0
Difference (\$)	\$98	\$58	\$696	\$63	\$804
Difference (%)	16.9%	8.3%	100.0%	7.8%	100.0%

Targeted Income Ranges



An income range of \$16,490 to \$26,800 is reasonable for the 50% AMI units.

An income range of \$16,490 to \$32,160 is reasonable for the 60% AMI units.

An income range of \$16,490 to \$32,160 is reasonable for the tax credit units (overall).

H.2.3 Households with Qualified Incomes

The table below shows income levels for renters and owners separately. The number and percent of income qualified *renter* households is calculated from this table.

Table 33—Number of Specified Households in Various Income Ranges by Tenure

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,263,697		6,618		6,332		1,610	
Less than \$5,000	52,329	2.3%	238	3.6%	223	3.5%	28	1.7%
\$5,000 to \$9,999	49,760	2.2%	139	2.1%	134	2.1%	19	1.2%
\$10,000 to \$14,999	83,758	3.7%	355	5.4%	344	5.4%	99	6.1%
\$15,000 to \$19,999	89,364	3.9%	339	5.1%	325	5.1%	70	4.3%
\$20,000 to \$24,999	96,883	4.3%	336	5.1%	325	5.1%	116	7.2%
\$25,000 to \$34,999	199,285	8.8%	943	14.2%	905	14.3%	282	17.5%
\$35,000 to \$49,999	297,953	13.2%	896	13.5%	851	13.4%	131	8.1%
\$50,000 to \$74,999	441,689	19.5%	1,514	22.9%	1,448	22.9%	387	24.0%
\$75,000 to \$99,999	314,994	13.9%	792	12.0%	754	11.9%	150	9.3%
\$100,000 to \$149,999	356,801	15.8%	702	10.6%	673	10.6%	135	8.4%
\$150,000 or more	280,881	12.4%	364	5.5%	352	5.6%	193	12.0%
Renter occupied:	1,310,665		2,580		2,507		1,218	
Less than \$5,000	102,866	7.8%	231	9.0%	227	9.1%	161	13.2%
\$5,000 to \$9,999	104,317	8.0%	357	13.8%	344	13.7%	135	11.1%
\$10,000 to \$14,999	119,380	9.1%	328	12.7%	317	12.6%	137	11.2%
\$15,000 to \$19,999	107,365	8.2%	168	6.5%	167	6.7%	142	11.7%
\$20,000 to \$24,999	107,107	8.2%	355	13.8%	353	14.1%	176	14.4%
\$25,000 to \$34,999	181,843	13.9%	485	18.8%	467	18.6%	168	13.8%
\$35,000 to \$49,999	205,615	15.7%	297	11.5%	287	11.4%	126	10.3%
\$50,000 to \$74,999	200,708	15.3%	180	7.0%	173	6.9%	98	8.0%
\$75,000 to \$99,999	92,301	7.0%	121	4.7%	117	4.7%	55	4.5%
\$100,000 to \$149,999	61,830	4.7%	29	1.1%	29	1.2%	20	1.6%
\$150,000 or more	27,333	2.1%	29	1.1%	27	1.1%	0	0.0%

Source: 2015-5yr ACS (Census)

The percent of renter households in the appropriate income ranges will be applied to the renter household growth figures to determine the number of new renter households that will be income qualified to move into each of the different unit types the subject will offer.

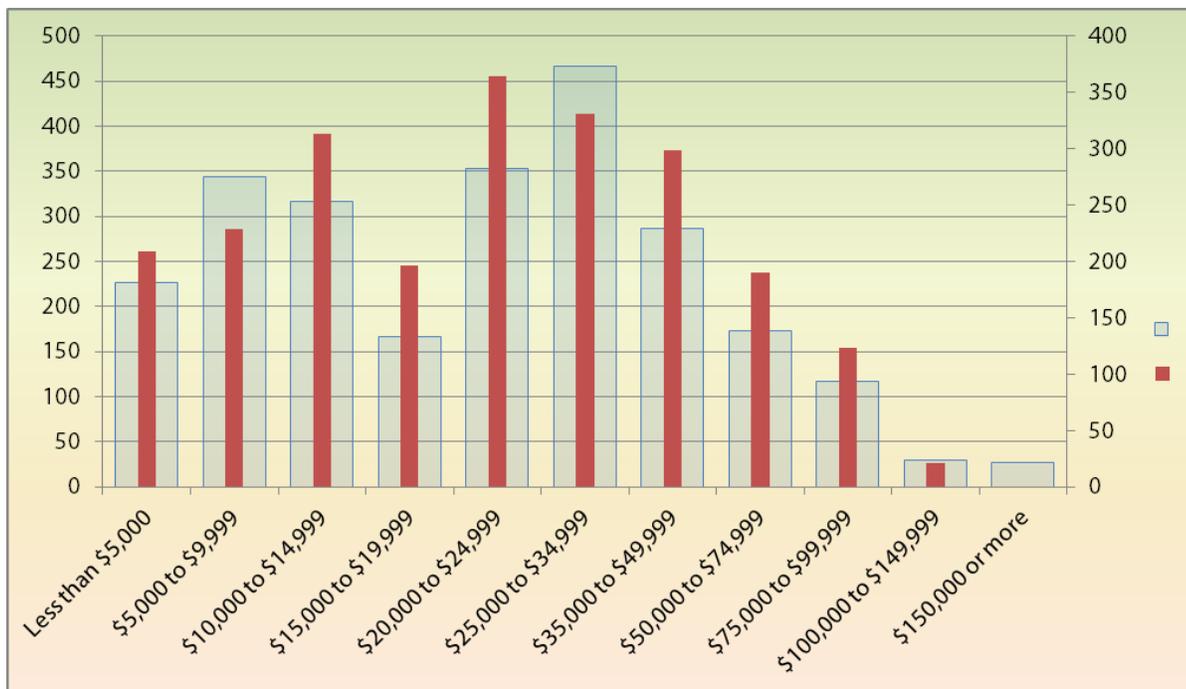
Table 34—Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Tx. Cr.	
Lower Limit		16,490		16,490		16,490	
Upper Limit		26,800		32,160		32,160	
	Mkt. Area Households	%	#	%	#	%	#
Renter occupied:							
Less than \$5,000	227	—	0	—	0	—	0
\$5,000 to \$9,999	344	—	0	—	0	—	0
\$10,000 to \$14,999	317	—	0	—	0	—	0
\$15,000 to \$19,999	167	0.70	117	0.70	117	0.70	117
\$20,000 to \$24,999	353	1.00	353	1.00	353	1.00	353
\$25,000 to \$34,999	467	0.18	84	0.72	334	0.72	334
\$35,000 to \$49,999	287	—	0	—	0	—	0
\$50,000 to \$74,999	173	—	0	—	0	—	0
\$75,000 to \$99,999	117	—	0	—	0	—	0
\$100,000 to \$149,999	29	—	0	—	0	—	0
\$150,000 or more	27	—	0	—	0	—	0
Total	2,507		554		805		805
Percent in Range			22.1%		32.1%		32.1%

Source: John Wall and Associates from figures above

The table above shows how many renter households are in each income range. The number and percent are given in the last two rows (e.g., 554, or 22.1% of the renter households in the market area are in the 50% range.)

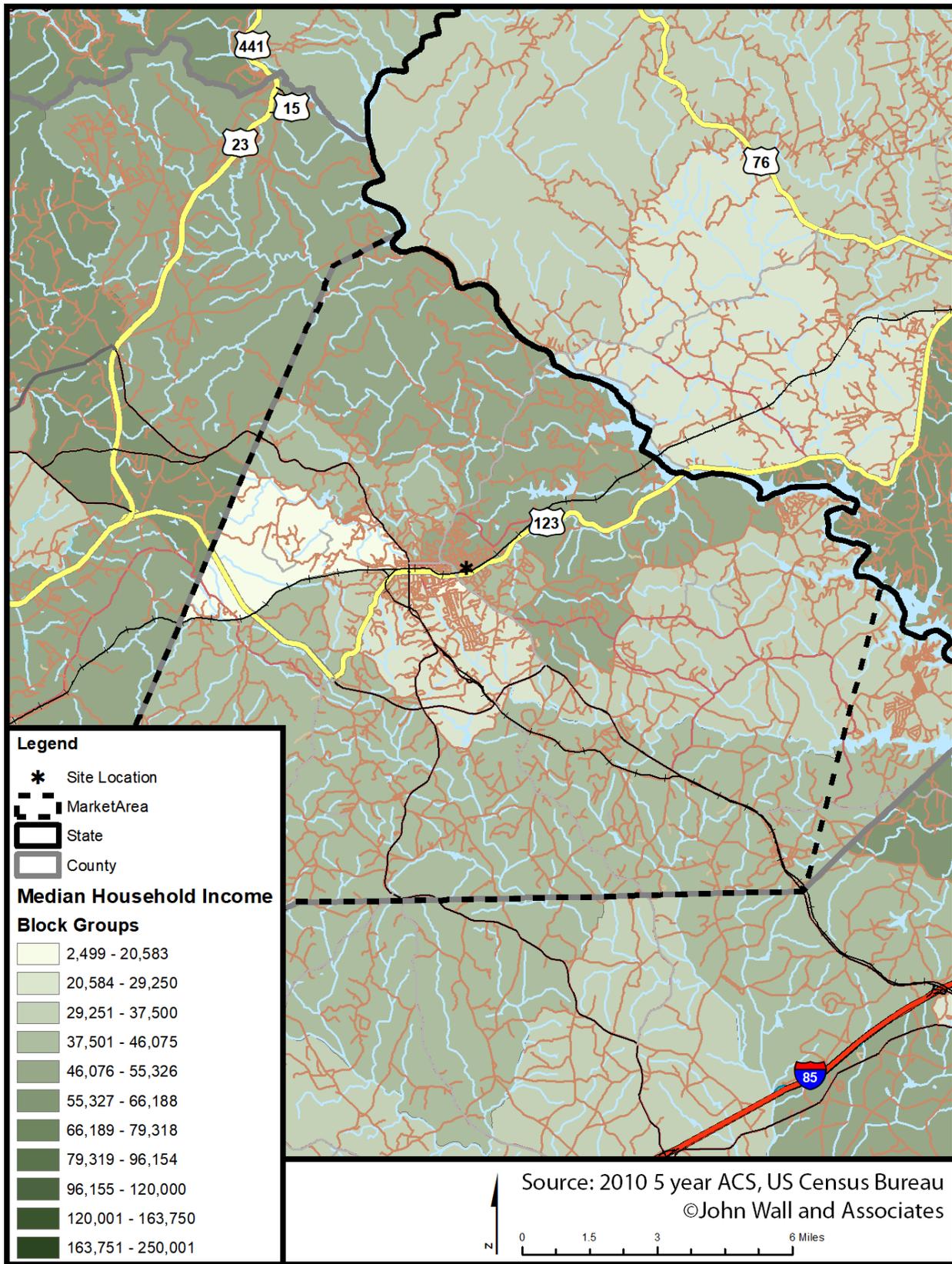
Change in Renter Household Income



Sources: 2010 and 2015-5yr ACS (Census)

The above table shows the change in renter households in various income ranges. The more current data is reflected on the left axis.

Median Household Income Map



H.3 Demand

H.3.1 Demand from New Households

H.3.1.1 New Households

It was shown in the Household Trends section of this study that 0 new housing units will be needed by the year of completion. It was shown in the Tenure section that the area ratio of rental units to total units is 30.6%. Therefore, 0 of these new units will need to be rental.

The table “Percent of Renter Households in Appropriate Income Ranges for the Market Area” shows the percentage of renter households in various income ranges. These percentages are applied to the total number of new rental units needed to arrive at the *number* of new rental units needed in the relevant income categories:

Table 35—New Renter Households in Each Income Range for the Market Area

	New Renter Households	Percent Income Qualified	Demand due to new Households
50% AMI: \$16,490 to \$26,800	0	22.1%	0
60% AMI: \$16,490 to \$32,160	0	32.1%	0
Overall Tax Credit: \$16,490 to \$32,160	0	32.1%	0

Source: John Wall and Associates from figures above

H.3.2 Demand from Existing Households

H.3.2.1 Demand from Rent Overburden Households

A household is defined as rent overburdened when it pays 30% or more of its income on gross rent (rent plus utilities). Likewise, the household is *severely* rent overburdened if it pays 35% or more of its income on gross rent.

For tax credit units *without* rental assistance, households may pay 35% of their incomes for gross rent. Therefore, up to 35% of income for gross rent is used in establishing affordability in the “Demand from New Households” calculations. Hence, only *severely* (paying in excess of 35%) rent overburdened households are counted as a source of demand for tax credit units without rental assistance.

For units *with* rental assistance (tenants pay only 30% of their income for gross rent), any households paying more than 30% for gross rent would benefit by moving into the unit so all overburdened households in the relevant income range are counted as a source of demand.

The following table presents data on rent overburdened households in various income ranges.

Table 36—Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units)

	State		County		Market Area		City	
Less than \$10,000:	207,183		588		571		296	
30.0% to 34.9%	3,596	1.7%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	131,602	63.5%	425	72.3%	412	72.2%	219	74.0%
\$10,000 to \$19,999:	226,745		496		484		279	
30.0% to 34.9%	10,649	4.7%	52	10.5%	52	10.7%	40	14.3%
35.0% or more	176,081	77.7%	303	61.1%	296	61.2%	168	60.2%
\$20,000 to \$34,999:	288,950		840		820		344	
30.0% to 34.9%	45,681	15.8%	90	10.7%	88	10.7%	6	1.7%
35.0% or more	160,588	55.6%	189	22.5%	189	23.0%	139	40.4%
\$35,000 to \$49,999:	205,615		297		287		126	
30.0% to 34.9%	32,900	16.0%	19	6.4%	19	6.6%	19	15.1%
35.0% or more	37,853	18.4%	0	0.0%	0	0.0%	0	0.0%
\$50,000 to \$74,999:	200,708		180		173		98	
30.0% to 34.9%	12,649	6.3%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	8,245	4.1%	0	0.0%	0	0.0%	0	0.0%
\$75,000 to \$99,999:	92,301		121		117		55	
30.0% to 34.9%	1,229	1.3%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	1,378	1.5%	0	0.0%	0	0.0%	0	0.0%
\$100,000 or more:	89,163		58		56		20	
30.0% to 34.9%	365	0.4%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	472	0.5%	0	0.0%	0	0.0%	0	0.0%

Source: 2015-5yr ACS (Census)

From the table above, the number of rent overburdened households in each appropriate income range can be estimated in the table below.

Table 37—Rent Overburdened Households in Each Income Range for the Market Area

35%+ Overburden		50%		60%		Tx. Cr.	
AMI							
Lower Limit		16,490		16,490		16,490	
Upper Limit	Mkt. Area	26,800		32,160		32,160	
	Households	%	#	%	#	%	#
Less than \$10,000:	412	—	0	—	0	—	0
\$10,000 to \$19,999:	296	0.35	104	0.35	104	0.35	104
\$20,000 to \$34,999:	189	0.45	86	0.81	153	0.81	153
\$35,000 to \$49,999:	0	—	0	—	0	—	0
\$50,000 to \$74,999:	0	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0
\$100,000 or more:	0	—	0	—	0	—	0
Column Total	897		190		257		257

Source: John Wall and Associates from figures above

H.3.2.2 Demand from Substandard Conditions

The Bureau of the Census defines substandard conditions as 1) lacking plumbing, or 2) 1.01 or more persons per room.

Table 38—Substandard Occupied Units

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,263,697		6,618		6,332		1,610	
Complete plumbing:	2,256,546	100%	6,610	100%	6,324	100%	1,610	100%
1.00 or less	2,229,407	98%	6,437	97%	6,158	97%	1,534	95%
1.01 to 1.50	21,692	1%	141	2%	134	2%	55	3%
1.51 or more	5,447	0%	32	0%	32	1%	21	1%
Lacking plumbing:	7,151	0%	8	0%	8	0%	0	0%
1.00 or less	7,020	0%	8	0%	8	0%	0	0%
1.01 to 1.50	108	0%	0	0%	0	0%	0	0%
1.51 or more	23	0%	0	0%	0	0%	0	0%
Renter occupied:	1,310,665		2,580		2,507		1,218	
Complete plumbing:	1,303,067	99%	2,548	99%	2,476	99%	1,200	99%
1.00 or less	1,246,100	95%	2,490	97%	2,420	97%	1,168	96%
1.01 to 1.50	41,711	3%	26	1%	25	1%	0	0%
1.51 or more	15,256	1%	32	1%	32	1%	32	3%
Lacking plumbing:	7,598	1%	32	1%	31	1%	18	1%
1.00 or less	7,053	1%	32	1%	31	1%	18	1%
1.01 to 1.50	209	0%	0	0%	0	0%	0	0%
1.51 or more	336	0%	0	0%	0	0%	0	0%
Total Renter Substandard					88			

Source: 2015-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 88 substandard rental units in the market area.

From the figures above the number of substandard units in each appropriate income range can be estimated in the table below.

Table 39—Substandard Conditions in Each Income Range for the Market Area

	Total Substandard Units	Percent Income Qualified	Demand due to Substandard
50% AMI: \$16,490 to \$26,800	88	22.1%	19
60% AMI: \$16,490 to \$32,160	88	32.1%	28
Overall Tax Credit: \$16,490 to \$32,160	88	32.1%	28

Source: John Wall and Associates from figures above

H.4 Demand for New Units

The demand components shown in the previous section are summarized below.

Table 40—Demand for New Units

	50% AMI: \$16,490 to \$26,800	60% AMI: \$16,490 to \$32,160	Overall Tax Credit: \$16,490 to \$32,160
New Housing Units Required	0	0	0
Rent Overburden Households	190	257	257
Substandard Units	19	28	28
Demand	209	285	285
Less New Supply	0	0	0
Net Demand	209	285	285

* Numbers may not add due to rounding.

H.5 Capture Rate Analysis Chart

Table 41—Capture Rate by Unit Size (Bedrooms) and Targeting

		Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate	Absrptn.	Average Mkt. Rent	Mkt. Rent Range	Prop. Rents
50% AMI	1 BR	16490-19325	3	63	0	63	4.8%	4 months	479	\$245 to \$720	385
	2 BR	19130-23200	6	105	0	105	5.7%	4 months	479	\$245 to \$720	440
	3 BR	21810-26800	3	42	0	42	7.1%	4 months	479	\$245 to \$720	490
	4 BR	0-29900	0	0	0	0	—	—	—	—	—
60% AMI	1 BR	16490-23190	3	86	0	86	3.5%	4 months	654	\$287 to \$830	385
	2 BR	21870-27840	26	143	0	143	18.2%	4 months	654	\$287 to \$830	520
	3 BR	25410-32160	19	57	0	57	33.3%	4 months	654	\$287 to \$830	595
	4 BR	0-35880	0	0	0	0	—	—	—	—	—
TOTAL for Project	50% AMI	16490-26800	12	209	0	209	5.7%	4 months	895	\$322 to \$900	—
	60% AMI	16490-32160	48	285	0	285	16.8%	4 months	895	\$322 to \$900	—
	All TC	16490-32160	60	285	0	285	21.1%	4 months	—	—	—

* Numbers may not add due to rounding.

The capture rate is not intended to be used in isolation. A low capture rate does not guarantee a successful development, nor does a high capture rate assure failure; the capture rate should be considered in the context of all the other indicators presented in the study. It is one of many factors considered in reaching a conclusion.

I. Competitive Analysis (Existing Competitive Rental Environment)

This section contains a review of statistical data on rental property in the market area and an analysis of the data collected in the field survey of apartments in the area.

I.1 Survey of Apartments

John Wall and Associates conducted a survey of apartments in the area. All of the apartments of interest are surveyed. Some of them are included because they are close to the site, or because they help in understanding the context of the segment where the subject will compete. The full details of the survey are contained in the apartment photo sheets later in this report. A summary of the data focusing on rents is shown in the apartment inventory, also later in this report. A summary of vacancies sorted by rent is presented in the schedule of rents, units, and vacancies.

Table 42—List of Apartments Surveyed

Name	Units	Vacancy Rate	Type	Comments
Cameron at Clarkesville	60	0.0%	Conventional	Out of market area
Deer Creek	16	0.0%	Conventional	
Fern Point	48	2.1%	LIHTC (50% & 60%)	
Glendale	24	4.2%	Sec 515	
Heritage Gardens	80	1.3%	LIHTC (30%, 50%, 60%, & MKT)	Out of market area
Rosedale	24	0.0%	Conventional	

I.1.1 Comparables

The apartments in the market most comparable to the subject are listed below:

Table 43—Comparison of Comparables to Subject

Development Name	Approximate Distance	Reason for Comparability	Degree of Comparability
Fern Point	1 mile	Recent LIHTC	Good
Cameron at Clarkesville	14 miles	Market rate rents	Limited
Heritage Garden	21 miles	Market rate rents	Very limited

Fern Point is the only good LIHTC comparable in Toccoa. There are a variety of older, mostly run down, conventional properties that were not surveyed in addition to those listed above. Since all of the conventional market rate apartments in Toccoa are not comparable with modern LIHTC apartments (i.e., they're all old and run down and don't have many amenities), properties outside of the market area need to be considered to fulfill the DCA market advantage calculation requirement. The nearest town with any modern conventional market rate units that could be considered comparable to modern LIHTC apartments is Clarkesville. There is one complex there called Cameron at Clarkesville. The towns of Baldwin and Cornelia have no modern conventional market rate apartments for which information could be obtained. In Baldwin, there is an LIHTC complex with market rate units (Heritage Garden) which will be considered as well.

I.1.2 Apartment Inventory

The apartment inventory follows this page. Summary information is shown for each apartment surveyed and detailed information is provided on individual property photo sheets.

I.1.3 Schedule of Present Rents, Units, and Vacancies

The present housing situation is examined in this section. The rents, number of units, and vacancies of the apartments listed in the apartment inventory (shown separately later) are summarized in the tables

below. Rents, units, and vacancies are tabulated separately for the various bedroom sizes, a necessary step in making bedroom mix recommendations.

The table below shows surveyed apartment complexes in or near the market area. The *pro forma* rents, as given by the developer, are shown in orange in the table below. These rents will be compared to the other apartments in the area, and especially the comparable apartments to determine if they are reasonable. In addition to seeing how the *pro forma* rents compare in terms of absolute rents in the following table, it will be important to consider the amenities and locations of the other apartments.

Table 44—Schedule of Rents, Number of Units, and Vacancies for Apartment Units

1-Bedroom Units			2-Bedroom Units			3-Bedroom Units		
Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies
245	2	0	287	6	0	322	1	0
385	2	0	430	4	0	490	2	0
385	3	Subj. 50%	440	8	0	490	1	Subj. 50%
385	3	Subj. 60%	440	2	Subj. 50%	490	2	Subj. 60%
400	8	0	440	4	Subj. 50%	595	8	0
400	12	0	450	12	0	595	19	Subj. 60%
430	8	0	515	24	1	598	12	0
443	11	0	520	26	Subj. 60%	735	3	0
495	8	0	526	17	0	850	4	0
543	3	0	550	16	1	900	36	0
635	4	0	645	9	1			
720	4	0	735	8	0			
			830	20	0			

	1-Bedroom	2-Bedrooms	3-Bedrooms	TOTAL
Vacant Units	0	3	0	3
Total Units	62	124	66	252
Vacancy Rate	0.0%	2.4%	0.0%	1.2%
Median Rent	\$430	\$526	\$900	
Vacant Tax Credit Units	0	2	0	2
Total Tax Credit Units	26	60	26	112
Tax Credit Vacancy Rate	0.0%	3.3%	0.0%	1.8%
Tax Credit Median Rent	\$443	\$515	\$598	

Orange = Subject; Green = Tax Credit; Blue = Section 515; Highlight = Tax Credit Median Rent; Underline=Elderly/Older Persons;

b = basic rent; *italics* = average rent; UR = under rehabilitation; UC = under construction; RU= in rent up; PL = planned; N/A = information unavailable

Source: John Wall and Associates

A vacancy rate of 5.0% is considered normal. The overall vacancy rate in the market is 1.2%. The overall tax credit vacancy rate is 1.8%.

I.2 Additional information on competitive environment

- **Vouchers and certificates available in the market area:**

This is not applicable because the subject will have no PBRA and will not not rely on voucher support.

- **Lease up history of competitive developments:**

No information is available.

- **Tenant profiles of existing phase:**

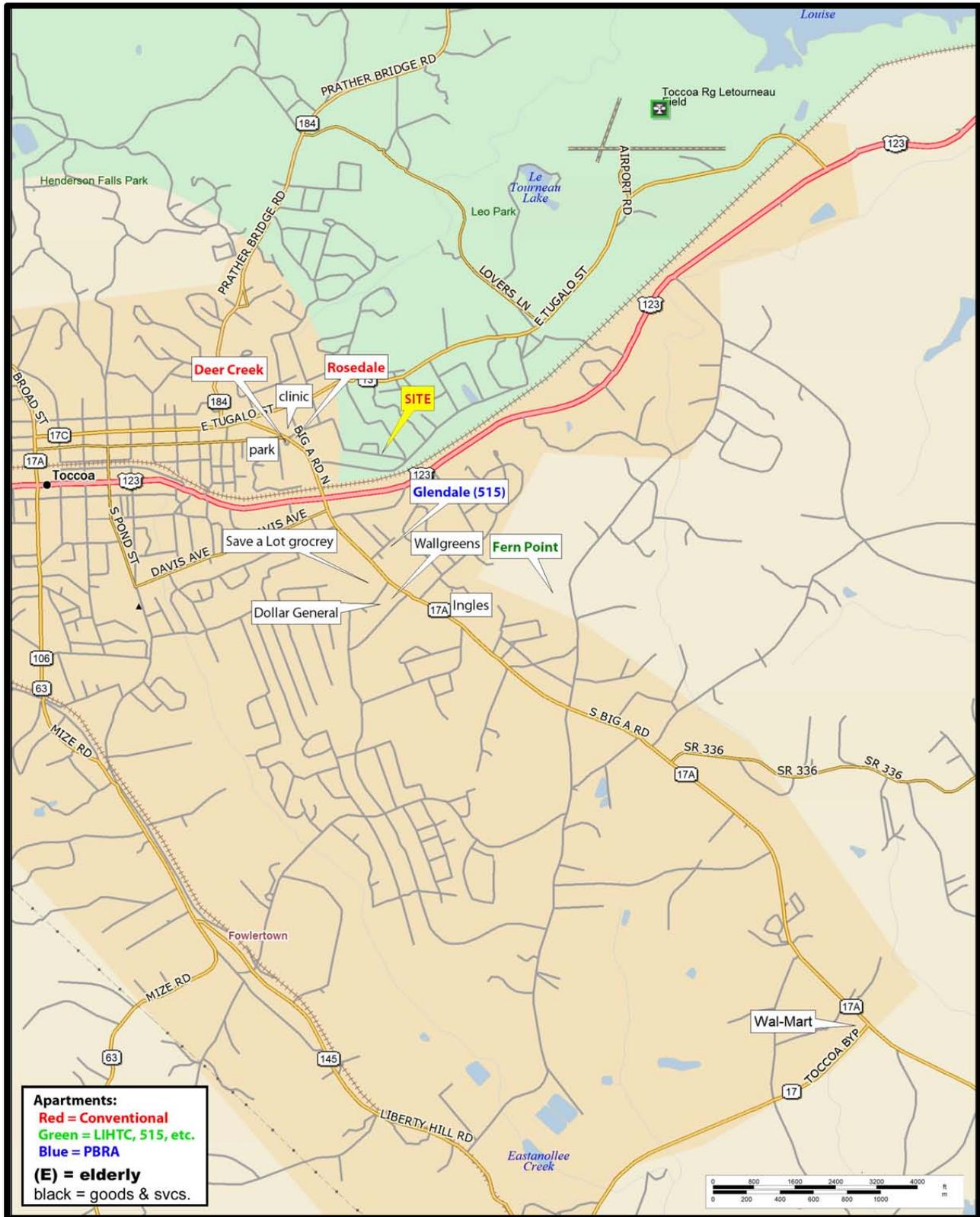
This is not applicable.

- **Additional information for rural areas lacking sufficient comps:**

This is not applicable. The market study guide requirement refers to markets without apartments, not to markets without modern market rate apartments.

I.3 Apartment Locations Map

Apartment Locations Map



APARTMENT INVENTORY

Toccoa, Georgia (PCN: 18-023)

KEY: P = proposed; UC= under construction; R = renovated; BOI = based on income

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e) One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	18-023 SUBJECT Grove at Woodford 1093 E. Doyle St. Toccoa	Proposed	3 3	P P	385 385	2 4 26	P P P	440 440 520	1 2 19	P P P	490 490 595			LIHTC (50% & 60%); PBRA=0 *Covered picnic pavilion and computer room **Patio	
	Cameron at Clarkesville 130 Cameron Cir. Clarkesville Erica (3-9-18) 706-839-1067	2005 0%	4	0	720	20	0	830	36	0	900			WL=2 Conventional; Sec 8=1 *Community center; **Patio/balcony and storage	
	Deer Creek 47 Kirkwood Dr. Toccoa Rhonda (3-6-18) 706-779-0430	1940s 0%	8	0	400	8	0	440						Conventional; Sec 8=not accepted	
	Fern Point 280 Fern Point Dr. Toccoa Deanna (3-9-18) 803-788-3800 (mgt. co.) 706-886-0349 (property)	2012 2.1%	2 8	0 C	385 430	4 24	0 1	430 515	2 8	0 C	490 595			WL=1 LIHTC (50% & 60%); PBRA=0; Sec 8=1 Funded 2010; *Computer lab and garden plot; **Patio/balcony; Managed by Boyd Management; Office hours: Tu 9-5 & Th 9-5:30	
	Glendale 140 Glendale St. Toccoa Amy (3-6-18) 706-282-0830	1980s 4.2%	8	0	495b	16	1	550b						WL=1 Sec 515; PBRA=18; Sec 8=0 One of the four identical buildings is boarded up. The other three are exhibiting severe distress with open holes where the porch roofs attach to the buildings.	
	Heritage Gardens 1667 Willingham Ave. Baldwin Rhonda (3-6-18) 706-778-1814	2006 1.3%	2 11 3 4*	0 C C 0	245 443 543 635	6 17 9 8*	0 C 1 0	287 526 645 735	1 15 4*	0 C 0	322 598/735 850			WL=97-100 LIHTC (30%, 50%, & 60%); *MKT=16; Sec 8=3 Funded 2003; *Market rate units; **Business center; 3-bedroom units: 12 each 50% units and 3 each 60% units	
	Rosedale Doyle St. & Rosedale St. Toccoa Ed Shafer (3-6-18) 706-491-6959	1980s 0%	12	0	400	12	0	450						Conventional; Sec 8=not accepted	

Map Number	Complex:	Year Built:	Amenities								Appliances								Unit Features								Two-Bedroom	
			Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other
	18-023 SUBJECT	Proposed	x		x	x			*	x	x	x			x		**			x	x		t				976	440
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		LIHTC (50% & 60%); PBRA=0																1075	440			
																											1075	520
	Cameron at Clarkesville	2005	x	x	x				*	x	x	x	x	x						x	x	x	ws	**			1078	830
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		Conventional; Sec 8=1																				
		0.0%	0.0%	0.0%			0.0%																					
	Deer Creek	1940s	x							x	x									x	x						800	440
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		Conventional; Sec 8=not accepted																				
		0.0%	0.0%				0.0%																					
	Fern Point	2012	x		x	x	x	*	x	x	x	x	x		x					x	x	x	tp	**			1162	430
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		LIHTC (50% & 60%); PBRA=0; Sec 8=1																1162	515			
		0.0%	3.6%	0.0%			2.1%																					
	Glendale	1980s								x	x		x							x	x	x	p				N/A	550b
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		Sec 515; PBRA=18; Sec 8=0																				
		0.0%	6.3%				4.2%																					
	Heritage Gardens	2006		x	x	x		x	**	x	x	x		x						x	x	x	ws				1074	287
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		LIHTC (30%, 50%, & 60%); *MKT=16; Sec 8=3																1074	526			
		0.0%	2.5%	0.0%			1.3%																	1074	645			
																											1074	735
	Rosedale	1980s	x							x	x									x	x	x	p				N/A	450
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall		Conventional; Sec 8=not accepted																				
		0.0%	0.0%				0.0%																					

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	3	1	P	769	385
1 BR vacancy rate	3	1	P	769	385
Two-Bedroom					
2 BR vacancy rate	4	2.5	P	1075	440
	26	2.5	P	1075	520
Three-Bedroom					
3 BR vacancy rate	2	2.5	P	1422	490
	19	2.5	P	1422	595
Four-Bedroom					
4 BR vacancy rate					
TOTALS	60		0		

Complex:
18-023 SUBJECT
Grove at Woodford
1093 E. Doyle St.
Toccoa

Map Number:

Year Built:
Proposed

Last Rent Increase

Specials

Waiting List

Subsidies
LIHTC (50% & 60%); PBRA=0

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- t Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- ** Other

Comments: *Covered picnic pavilion and computer room
**Patio



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	4	1	0	790	720
1 BR vacancy rate	0.0%				
Two-Bedroom					
Two-Bedroom	20	2	0	1078	830
2 BR vacancy rate	0.0%				
Three-Bedroom					
Three-Bedroom	36	2	0	1130	900
3 BR vacancy rate	0.0%				
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	60	0		

Complex:

Cameron at Clarkesville
 130 Cameron Cir.
 Clarkesville
 Erica (3-9-18)
 706-839-1067

Map Number:

Year Built:

2005

Last Rent Increase

Specials

Waiting List

WL=2

Subsidies

Conventional; Sec 8=1

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Community center; **Patio/balcony and storage



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	8	1	0	800	400
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	0.0%				
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	16	0		

Complex:
Deer Creek
47 Kirkwood Dr.
Toccoa
Rhonda (3-6-18)
706-779-0430

Map Number:

Year Built:
1940s

Last Rent Increase

Specials

Waiting List

Subsidies
Conventional; Sec 8=not accepted

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments:



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	2	1	0	775	385
1 BR vacancy rate	0.0%	8	1	0	775
Two-Bedroom	4	2	0	1162	430
2 BR vacancy rate	3.6%	24	2	1	1162
Three-Bedroom	2	2	0	1760	490
3 BR vacancy rate	0.0%	8	2	0	1760
Four-Bedroom					
4 BR vacancy rate					
TOTALS	2.1%	48	1		

Complex:

Fern Point
 280 Fern Point Dr.
 Toccoa
 Deanna (3-9-18)
 803-788-3800 (mgt. co.)
 706-886-0349 (property)

Map Number:

Year Built:

2012

Last Rent Increase

Specials

Waiting List

WL=1

Subsidies

LIHTC (50% & 60%); PBRA=0;
 Sec 8=1

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- tp Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- ** Other

Comments: Funded 2010; *Computer lab and garden plot; **Patio/balcony; Managed by Boyd Management; Office hours: Tu 9-5 & Th 9-5:30



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	8	1	0	N/A	495b
1 BR vacancy rate	0.0%				
Two-Bedroom	16	1	1	N/A	550b
2 BR vacancy rate	6.3%				
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	4.2%	24	1		

Complex:
 Glendale
 140 Glendale St.
 Toccoa
 Amy (3-6-18)
 706-282-0830

Map Number:

Year Built:
 1980s

Last Rent Increase

Specials

Waiting List
 WL=1

Subsidies
 Sec 515; PBRA=18; Sec 8=0

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: One of the four identical buildings is boarded up. The other three are exhibiting severe distress with open holes where the porch roofs attach to the buildings.



	No. of Units	Baths	Vacant	Size (s.f.)	Rent	
Efficiency/Studio						
One-Bedroom	2	1	0	856	245	
1 BR vacancy rate	0.0%	11	1	0	856	443
		3	1	0	856	543
		4*	1	0	856	635
Two-Bedroom						
2 BR vacancy rate	2.5%	6	2	0	1074	287
		17	2	0	1074	526
		9	2	1	1074	645
		8*	2	0	1074	735
Three-Bedroom						
3 BR vacancy rate	0.0%	1	2	0	1304	322
		15	2	0	1304	598/735
		4*	2	0	1304	850
Four-Bedroom						
4 BR vacancy rate						
TOTALS	1.3%	80	1			

Complex: Heritage Gardens
Map Number:

1667 Willingham Ave.
 Baldwin
 Rhonda (3-6-18)
 706-778-1814

Year Built:
 2006

Last Rent Increase

Specials

Waiting List

WL=97-100

Subsidies

LIHTC (30%, 50%, & 60%);
 *MKT=16; Sec 8=3

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- ** Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- wst Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: Funded 2003; *Market rate units; **Business center; 3-bedroom units: 12 each 50% units and 3 each 60% units



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	12	1	0	N/A	400
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	0.0%				
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	24	0		

Complex:

Rosedale
 Doyle St. & Rosedale St.
 Toccoa
 Ed Shafer (3-6-18)
 706-491-6959

Map Number:

Year Built:

1980s

Last Rent Increase

Specials

Waiting List

Subsidies

Conventional; Sec 8=not accepted

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments:

I.4 Amenity Analysis

Development Amenities:

Laundry room, clubhouse/community center, playground, covered picnic pavilion, and computer room.

Unit Amenities:

Refrigerator, range/oven, microwave, dishwasher, HVAC, patio, and blinds.

Utilities Included:

Trash.

The subject’s amenities are typical of modern tax credit apartments.

Compared to Fern Point, the subject lacks a fitness center and garden plot.

I.5 Selection of Comps

See I.1.1.

I.6 Long Term Occupancy

In light of vacancy and stabilization rates in the local market area, the subject should not have any difficulty maintaining 93% stabilized occupancy or better.

There would not be a long term impact of the subject on existing tax credit units because there is unfulfilled demand for additional LIHTC units.

I.7 New “Supply”

DCA requires comparable units built since the base year to be deducted from demand. Only comparable units within comparable complexes will be deducted from demand, as indicated by the asterisks.

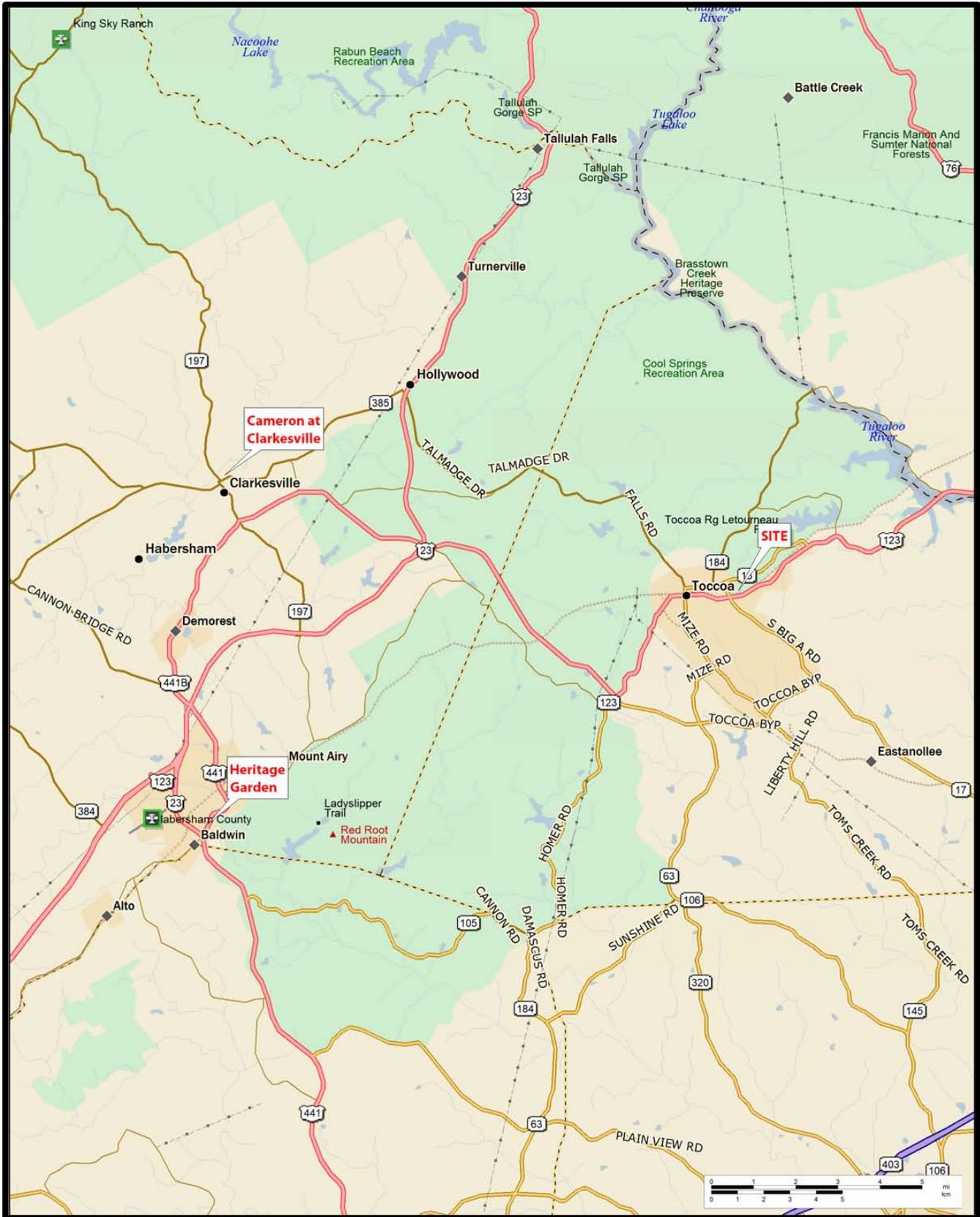
Table 45—Apartment Units Built or Proposed Since the Base Year

Development Name	Year Built	Units With	30% AMI,	50% AMI,	60% AMI,	Above	TOTAL
		Rental Assistance	No Rental Assistance	No Rental Assistance	No Rental Assistance	Moderate Income	
NONE	-	-	-	-	-	-	-

* Units that will be deducted from demand; parenthetical numbers indicate partial comparability. I.e., 100(50*) indicates that there are 100 new units of which only half are comparable.

No units have been built or are proposed.

Nearest Comparables Property Map



I.8 Average Market Rent and Rent Differential

See the apartment inventory, amenities chart, and community photo sheets previously for in depth comparisons of the subject to each complex surveyed. Total units, mix, rents, occupancy and other relevant details are shown in full on the apartment inventory.

The following table gives the proposed rents in comparison to the rental range for competitive developments within the market area, and an average market rent for each of the proposed unit types. Rent advantage is calculated as follows: $(\text{average market rent} - \text{proposed rent}) / \text{proposed rent}$.

Table 46—Market Rent Advantage

	Bedrooms	Number of Units	Net Rent	Market Rent	Market Advantage
50%	1	3	385	479	24.4%
50%	2	2	440	654	48.6%
50%	2	4	440	654	48.6%
50%	3	1	490	895	82.7%
50%	3	2	490	895	82.7%
60%	1	3	385	479	24.4%
60%	2	26	520	654	25.8%
60%	3	19	595	895	50.4%

The DCA Market Study Manual specifies Rent advantage is calculated as follows: $(\text{average market rent} - \text{proposed rent}) / \text{proposed rent}$.

All of the subject's proposed rents have significantly more than a 10% advantage when compared to the surveyed units.

I.9 Information on Other DCA properties

See the Schedule of Rents Units and Vacancies along with the Apartment Inventory and the Photo Sheets.

I.10 Rental Trends in the Market Area

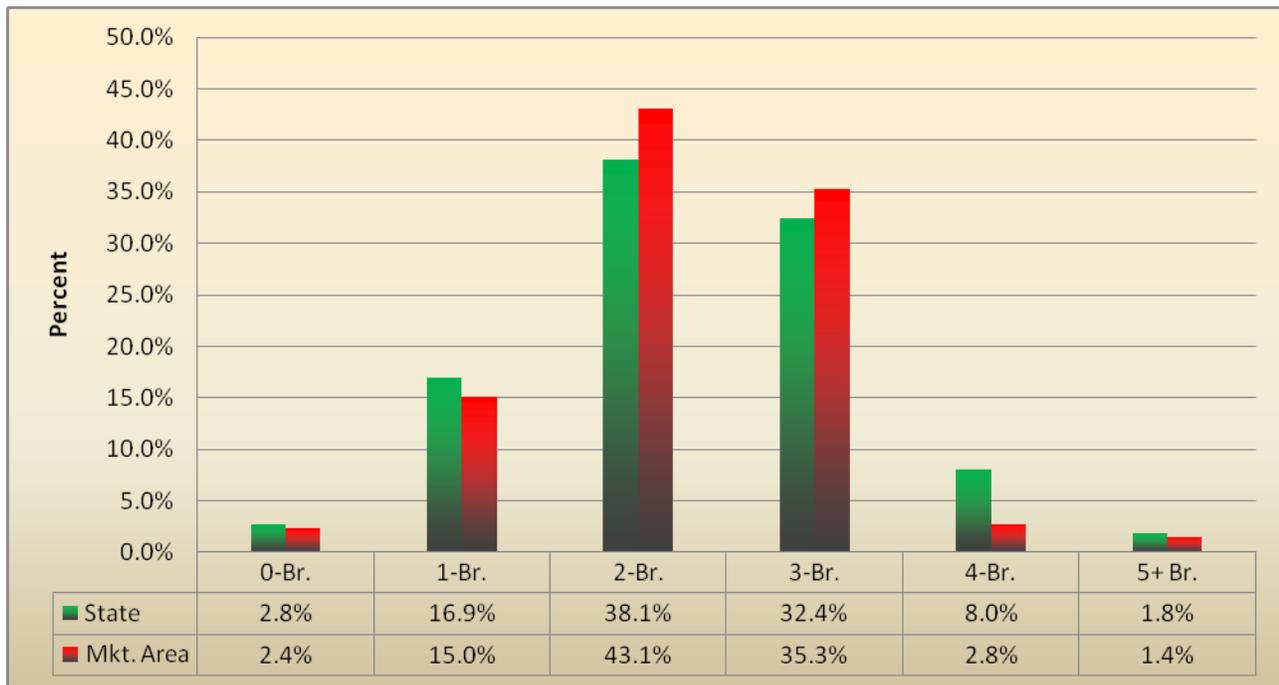
I.10.1 Tenure

Table 47—Tenure by Bedrooms

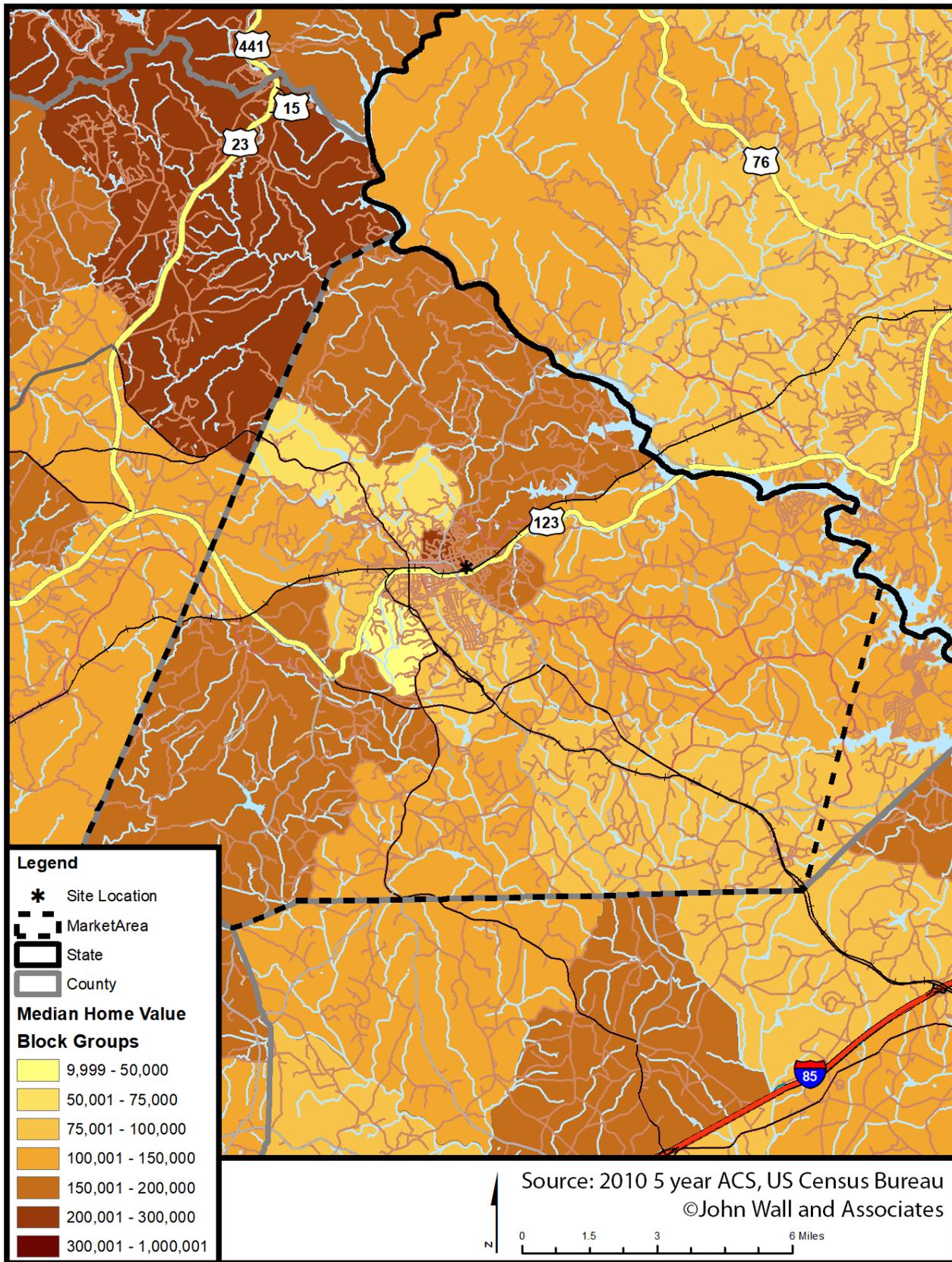
	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,263,697		6,618		6,332		1,610	
No bedroom	6,123	0.3%	33	0.5%	32	0.5%	9	0.6%
1 bedroom	26,881	1.2%	131	2.0%	120	1.9%	11	0.7%
2 bedrooms	261,627	11.6%	1,100	16.6%	1,051	16.6%	280	17.4%
3 bedrooms	1,159,319	51.2%	4,094	61.9%	3,916	61.8%	809	50.2%
4 bedrooms	587,756	26.0%	1,038	15.7%	1,005	15.9%	488	30.3%
5 or more bedrooms	221,991	9.8%	222	3.4%	209	3.3%	13	0.8%
Renter occupied:	1,310,665		2,580		2,507		1,218	
No bedroom	36,160	2.8%	59	2.3%	59	2.4%	59	4.8%
1 bedroom	221,703	16.9%	385	14.9%	377	15.0%	253	20.8%
2 bedrooms	499,353	38.1%	1,118	43.3%	1,081	43.1%	495	40.6%
3 bedrooms	424,848	32.4%	912	35.3%	885	35.3%	326	26.8%
4 bedrooms	104,845	8.0%	69	2.7%	69	2.8%	63	5.2%
5 or more bedrooms	23,756	1.8%	37	1.4%	36	1.4%	22	1.8%

Source: 2015-5yr ACS (Census)

Tenure by Bedrooms for the State and Market Area



Median Home Value Map



I.11 Impact of Foreclosed, Abandoned, etc. Properties

There is no evidence of any adverse impact due to foreclosure or abandonment.

I.12 Primary Housing Voids

There is a need for more tax credit units in the market area.

I.13 Long Term Impact

The subject will have no long term impact on the occupancy of other assisted properties.

I.14 Building Permits Issued

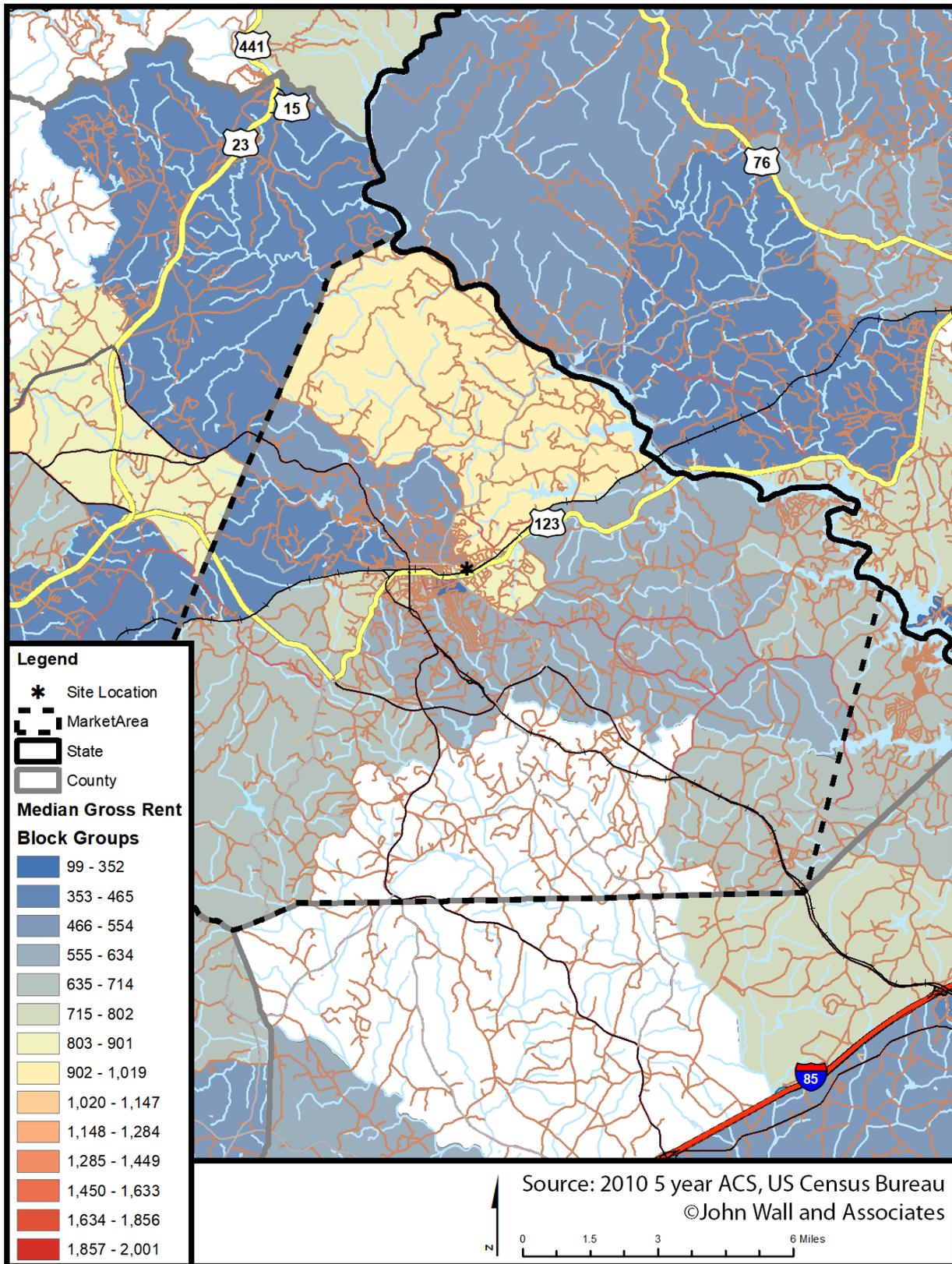
Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Table 48—Building Permits Issued

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	91	87	4	91	87	4
2001	98	96	2	98	96	2
2002	80	78	2	56	56	0
2003	77	71	6	13	11	2
2004	85	81	4	7	5	2
2005	111	111	0	6	6	0
2006	174	126	48	4	4	0
2007	161	105	56	3	3	0
2008	112	71	41	4	4	0
2009	43	43	0	8	8	0
2010	2	2	0	1	1	0
2011	4	4	0	3	3	0
2012	2	2	0	1	1	0
2013	20	20	0	1	1	0
2014	25	25	0	0	0	0
2015	26	26	0	1	1	0
2016	32	32	0	2	2	0

Source: C-40, U.S. Dept. of Commerce, Bureau of the Census, "Housing Units Authorized by Building Permits"

Median Gross Rent Map



J. Absorption & Stabilization Rates

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 4 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy.

K. Interviews

The following interviews were conducted regarding demand for the subject.

K.1 Apartment Managers

Deanna, the apartment manager at Fern Point (LIHTC), said the location of the subject's site is good, and really anywhere in Toccoa would be good for a LIHTC property. She said the proposed rents are very reasonable. Deanna said the proposed bedroom mix is good, as there is a lot of call for three bedroom units in the market. She said the proposed amenities are all good but added having some security cameras around the property in case there is an accident would be good; she added that she is not implying crime is an issue in Toccoa. Overall, Deanna said the subject should do very well.

K.2 Economic Development

According to Tim Martin, executive director of the Stephens County Development Authority, 2017 was a good year on the local industrial front. He said there were 223 new jobs created in Stephens County. This includes ASI Southeast with a \$16-million expansion and 50 new employees. Overall, corporate investment last year exceeded \$36 million. Government and business leaders believe the recently completed Big A sewer expansion project will spur industrial and retail growth. So far no companies have announced openings or expansions in Stephens County in 2018.

According to the 2017 and 2018 Georgia WARN lists, no companies in Stephens County have announced layoffs or closings in the past year.

L. Conclusions and Recommendations

The subject, as proposed, should be successful. See also Executive Summary.

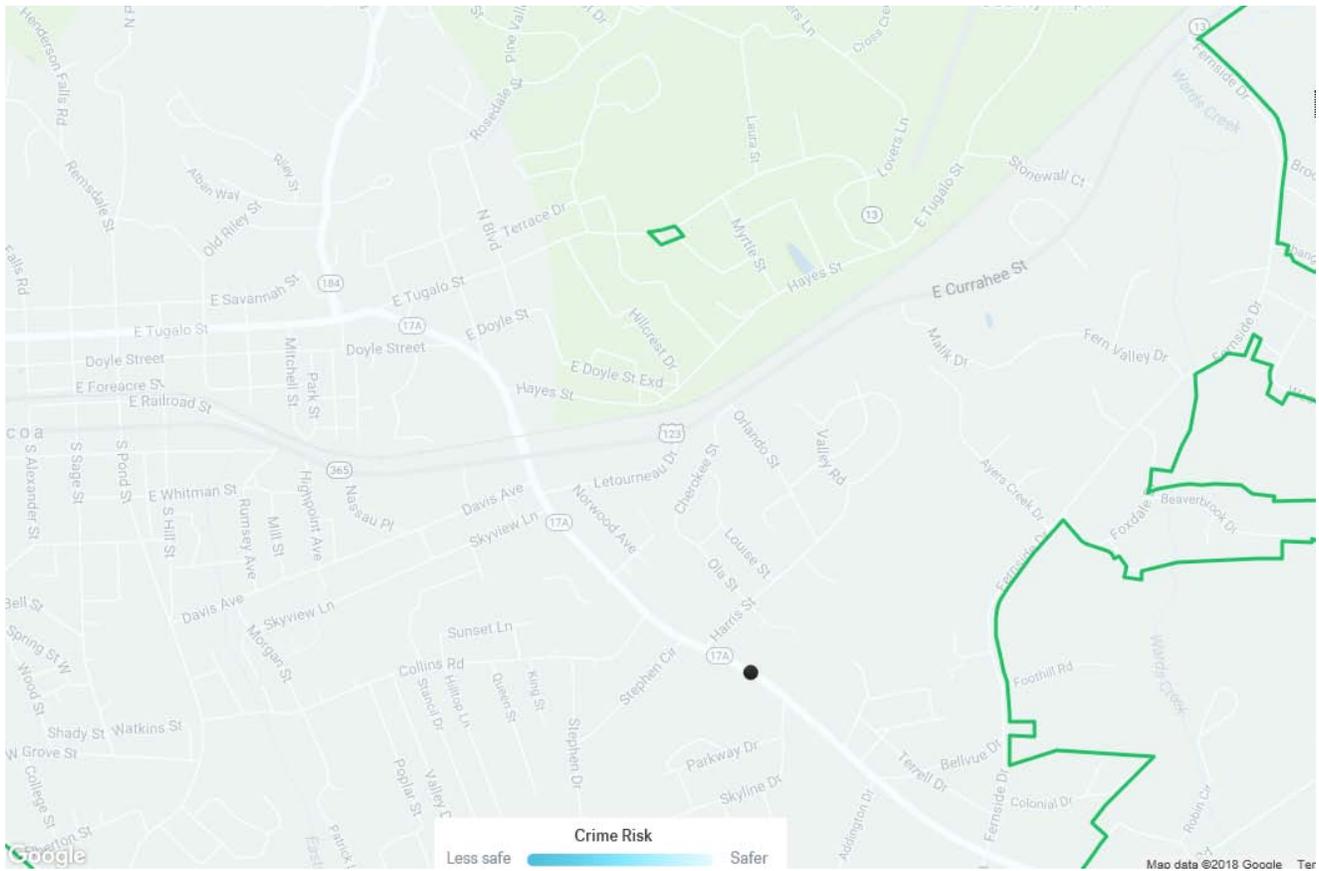
M. Signed Statement Requirements

See signed statement in front matter.

N. Market Study Representation

DCA may rely on the representations made in the market study to be true and accurate to the best knowledge of John Wall and Associates. DCA may assign the market study to other lenders who are parties to the DCA loan transaction.

O. Crime Appendix



Source: https://www.trulia.com/real_estate/Toccoa-Georgia/crime/

P. NCHMA Market Study Index/Checklist

Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

Executive Summary

- 1. Executive Summary..... 8

Scope of Work

- 2. Scope of Work..... 6

Project Description

- 3. Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting..... 17
- 4. Utilities (and utility sources) included in rent..... 18
- 5. Target market/population description..... 17
- 6. Project description including unit features and community amenities..... 17
- 7. Date of construction/preliminary completion..... 18
- 8. If rehabilitation, scope of work, existing rents, and existing vacancies.....N/A

Location

- 9. Concise description of the site and adjacent parcels.. 19
- 10. Site photos/maps 21, 24
- 11. Map of community services..... 24
- 12. Site evaluation/neighborhood including visibility, accessibility, and crime 19

Market Area

- 13. PMA Description 31
- 14. PMA Map 30

Employment and Economy

- 15. At-Place employment trends..... 42
- 16. Employment by sector..... 40
- 17. Unemployment rates 42
- 18. Area major employers/employment centers and proximity to site 42
- 19. Recent or planned employment expansions/reductions 68

Demographic Characteristics

- 20. Population and household estimates and projections32, 33, 34
- 21. Area building permits..... 65
- 22. Population and household characteristics including income, tenure, and size38, 34, 37
- 23. For senior or special needs projects, provide data specific to target market.....N/A

Competitive Environment

- 24. Comparable property profiles and photos57
- 25. Map of comparable properties59
- 26. Existing rental housing evaluation including vacancy and rents 57, 57
- 27. Comparison of subject property to comparable properties.....57
- 28. Discussion of availability and cost of other affordable housing options including homeownership, if applicable.....57
- 29. Rental communities under construction, approved, or proposed60
- 30. For senior or special needs populations, provide data specific to target market..... N/A

Affordability, Demand, and Penetration Rate

Analysis

- 31. Estimate of demand55
- 32. Affordability analysis with capture rate..... 48, 56
- 33. Penetration rate analysis with capture rate 16, 56

Analysis/Conclusions

- 34. Absorption rate and estimated stabilized occupancy for subject67
- 35. Evaluation of proposed rent levels including estimate of market/achievable rents. 12, 60
- 36. Precise statement of key conclusions13
- 37. Market strengths and weaknesses impacting project13
- 38. Product recommendations and/or suggested modifications to subject13
- 39. Discussion of subject property's impact on existing housing.....65
- 40. Discussion of risks or other mitigating circumstances impacting subject13
- 41. Interviews with area housing stakeholders68

Other Requirements

- 42. Certifications2, 3
- 43. Statement of qualifications2
- 44. Sources of data not otherwise identified6

Q. Business References

Ms. Laura Nicholson
SC State Housing Finance & Development Authority
Attn: Housing Development
300-C Outlet Pointe Boulevard
Columbia, South Carolina 29210
803/896-9194

Mr. Jay Ronca
Vantage Development
1544 S. Main Street
Fyffe, Alabama 35971
256/417-4920 ext. 224

Mr. Scott Farmer
North Carolina Housing Finance Agency
3508 Bush Street
Raleigh, North Carolina 37609
919/877-5700

R. Résumés

Bob Rogers

Experience

Principal and Market Analyst

John Wall and Associates, Seneca, South Carolina (2017 to Present)

Responsibilities include: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; and CRA compliance.

Senior Market Analyst

John Wall and Associates, Anderson, South Carolina (1992 to 2017)

Responsibilities included: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; CRA compliance; courtroom presentation graphics.

Manager

Institute for Electronic Data Analysis, Knoxville, Tennessee (1990 to 1992)

Responsibilities included: Marketing, training new employees and users of US Bureau of the Census data products, and custom research.

Consultant

Sea Ray Boats, Inc., Knoxville, Tennessee (1991)

Project included: Using various statistical techniques to create customer profiles that the senior management team used to create a marketing strategy.

Consultant

Central Transport, High Point, North Carolina (1990)

Project included: Research and analysis in the area of driver retention and how to improve the company's turnover ratio.

Professional Organization

National Council of Housing Market Analysts (NCHMA)

Executive Committee Member (2004-2010)

Standards Committee Co-Chair (2006-2010)

Standards Committee Vice Chair (2004-2006)

Member delegate (2002-Present)

Publications

Senior Housing Options, NCHMA White Paper (draft)

Field Work for Market Studies, NCHMA White Paper, 2011

Ten Things Developers Should Know About Market Studies, Affordable Housing Finance Magazine, 2007

Selecting Comparable Properties (Best Practices), NCHMA publication 2006

Education

Continuing Education, National Council of Housing Market Analysts (2002 to present)

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

MBA Transportation and Logistics, The University of Tennessee, Knoxville, Tennessee (1991)

BS Business Logistics, Penn State, University Park, Pennsylvania (1989)

Joe Burriss**Experience****Principal and Market Analyst**

John Wall & Associates, Seneca, South Carolina (2017 to present)

Responsibilities include: Author of numerous apartment market studies; make, review and evaluate recommendations regarding student housing analysis; collect and analyze multifamily rental housing information (both field and census); conduct site and location analysis. Design marketing plans and strategies; client development.

Marketing Director

John Wall & Associates, Anderson, South Carolina (2003 to 2017)

Responsibilities included: Designing marketing plans and strategies; client development.

Senior Market Analyst and Researcher

John Wall & Associates, Anderson, South Carolina (1999 to 2017)

Responsibilities included: Author of numerous apartment market studies; making, reviewing and evaluating recommendations regarding student housing analysis; collecting and analyzing multifamily rental housing information (both field and census); conducting site and location analysis.

Professional Organization

National Council of Housing Market Analysts (NCHMA)

FHA Lender and Underwriting (MAP) Committee (2012-Present)

Member Delegate (2002-Present)

Education

Continuing Education, National Council of Housing Market Analysts (2002-Present)

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

BS Marketing, Clemson University, Clemson, South Carolina (2002)