

PROFESSIONAL MARKET STUDY
FOR THE GARDENS BLAIRSVILLE
A PROPOSED LIHTC/MARKET RATE
FAMILY APARTMENT DEVELOPMENT

LOCATED IN:
BLAIRSVILLE, UNION COUNTY, GA

PREPARED FOR:
DHM BLAIRSVILLE, LP

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MAY 2018

Table of Contents

	Page
Section A - Executive Summary	3
Section B - Project Description	
Assignment & Project Description	16
Section C - Site Evaluation	
Site & Neighborhood Description	19
Summary	30
Section D - Market Area Description	
Market Area Description	31
Section E - Community Demographic Data	
Population Trends, Projections, Characteristics	35
Household Characteristics	40
Income Characteristics	42
Section F - Employment Trend	
Labor Force Trends & Economic Base	45
Summary	52
Section G - Demand Analysis	
Income Threshold Parameters	57
Demand Analysis - Effective Demand Pool	60
Demand Analysis - Effective Tenant Pool	62
Upcoming Direct Competition	63
Capture Rate Analysis	67
Negative Impact	71
Section H - Competitive Environment - Supply Analysis	
Supply Analysis	72
Survey of the Competitive Environment	82
Section I - Absorption & Stabilization Analysis	96
Section J - Interviews	97
Section K - Conclusion & Recommendation	98
Market Rent Advantage	99
Sections L & M - Identity of Interest & Representation	112
NCHMA Market Study Index	115
Appendix	118

SECTION A
EXECUTIVE SUMMARY

1. Project Description:

- **Brief description of project location including address and/or position relative to the closet cross-street.**
- The proposed LIHTC/Market Rate multi-family development will target the general population in Blairsville and Union County, Georgia. The subject property is located off Pat Haralson Memorial Drive and Conley Road, within the city limits.
- **Construction and occupancy types.**
- The proposed new construction development project design comprises five, two-story residential buildings. The development design provides for 144-parking spaces. The development will include a separate building to be used as a clubhouse/community room, central laundry, and a manager's office.

The proposed *Occupancy Type* is for the **General Population** and is not age restricted.

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

Project Mix

PROPOSED PROJECT PARAMETERS			
Bedroom Mix	# of Units	Unit Size (Heated sf)	Unit Size (Gross sf)
1BR/1b	10	821	886
2BR/2b	38	1,060	1,113
3BR/2b	24	1,243	1,284
Total	72		

Project Rents:

The proposed development will target approximately 21% of the units at 50% or below of area median income (AMI), approximately 72% of the units at 60% AMI and approximately 7% at Market. Rent excludes water and sewer, and includes trash removal.

PROPOSED PROJECT RENTS @ 50% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b	2	\$377	\$103	\$480
2BR/2b	8	\$430	\$128	\$558
3BR/2b	5	\$500	\$161	\$661

PROPOSED PROJECT RENTS @ 60% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b	7	\$430	\$103	\$533
2BR/2b	27	\$505	\$128	\$633
3BR/2b	18	\$560	\$161	\$721

*HUD-52667, GA North Region, Garden/Walk-Up, 1/1/18.

PROPOSED PROJECT RENTS @ Market				
Bedroom Mix	# of Units	Net Rent	Utility Estimate*	Gross Rent
1BR/1b	1	\$525	\$103	\$628
2BR/2b	3	\$575	\$128	\$703
3BR/2b	1	\$625	\$161	\$786

*Estimates used for establishing the lower income band at Market.

- **Any additional subsidies available including project based rental assistance (PBRA).**
- The proposed LIHTC development will not include any PBRA or other subsidies. The proposed LIHTC development will accept deep subsidy Section 8 vouchers.
- **Brief description of proposed amenities and how they compare to existing properties.**
- Overall, the subject will be competitive to very competitive with all of the existing program assisted and market rate apartment properties in the market regarding the unit and the development amenity package.

2. Site Description/Evaluation:

- **A brief description of physical features of the site and adjacent parcels. In addition, a brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural).**

- The approximately 9.56-acre, polygon shaped tract is mostly cleared and undulating. At present, one single-family home and several out buildings (including a small barn) are located on the tract. These structures will be demolished. The site is not located within a 100-year flood plain.
- The overall character of the neighborhood in the immediate vicinity of the site can be defined as a mixture of land use including: low density residential use, a golf course, with adjacent undeveloped vacant land.
- Directly north and south of the site is vacant land. Directly west of the site is vacant land and low density single-family use. Directly east of the site is the Butternut Creek Golf Course. The 18-hole course was built in 1950. Directly north of the site, along US Highway 19, is the Butternut Shopping Center.
- ***A discussion of site access and visibility.***
- Access to the site is available off Pat Haralson Drive. Pat Haralson Drive is a secondary connector in Blairsville, which links the site to US 19. .6 miles south and US 76, .8 miles south. It is a low density road, with a speed limit of 35 miles per hour in the immediate vicinity of the site. Also, the location of the site off Pat Haralson Drive does not present problems of egress and ingress to the site.
- The site offers very good accessibility and linkages to area services and facilities. The areas surrounding the site appeared to be void of negative externalities, including: noxious odors, very close proximity to cemeteries, high tension power lines, rail lines and junk yards.
- ***Any significant positive or negative aspects of the subject site.***
- Overall, the field research revealed the following strengths and weaknesses of the subject in relation to subject marketability.

SITE/SUBJECT ATTRIBUTES:	
STRENGTHS	WEAKNESSES
Good accessibility to services, trade, employment nodes, as well as nearby health care and educational facilities	
Good linkages to area road system	
Nearby road speed and noise are acceptable	
Surrounding land uses are acceptable	

- ***A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.***
- Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, schools, and area churches. All major facilities within Blairsville can be accessed within a 5 to 10-minute drive. At the time of the market study, no significant infrastructure development was in progress within the vicinity of the site.
- ***An overall conclusion of the site's appropriateness for the proposed development.***
- The site location is considered to be marketable. In the opinion of the analyst, the proposed site location offers attributes that will greatly enhance the rent-up process of the proposed LIHTC/Market Rate development.

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 Primary Market Area (PMA) for the proposed multi-family development consists of the following 2010 census tracts in Union County, which comprise all of Union County. The 2010 census tracts for Union County are:

1.01, 1.02, 2.01, 2.02, 2.03, 2.04, and 2.05.
- The PMA is located in the northwest portion of Georgia. Blairsville is approximately 15 miles south of Murphy, NC and 75 miles north of Atlanta. Blairsville, the county seat, is centrally located within Union County.
- Blairsville is the largest populated place in the PMA, as well as being the only incorporated place. For the most part, excluding Blairsville, the PMA is very rural. Much of the physical geography of the PMA is located within the Chattahoochee National Forest, the Coopers Creek Wildlife Management Area, and the Vogel State Park.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject Site
North	GA/NC State Line	8 miles
East	Town & White Counties	5 - 9 miles
South	Lumpkin County	10 - 16 miles
West	Fannin County	8 - 10 miles

4. Community Demographic Data:

- **Current and projected household and population counts for the primary market area. For senior reports, data should be presented for both overall and senior households and populations/households.**
- Total population and household gains over the next two years, (2019-2021) are forecasted for the PMA, represented by a rate of change approximating +1.13% per year. In the PMA, in 2019, the total population count was 23,895 with a projected increase to 24,552 in 2021.
- The total household count in the PMA is projected to reach 10,408 in 2019, with further increase to 10,718 by 2021. This represents a significant increase of +1.48% per year.
- **Households by tenure including any trends in rental rates.**
- The 2019 to 2021 tenure forecast trend revealed an increase in both owner-occupied and renter-occupied households within the PMA.
- **Households by income level.**
- It is projected that in 2021, approximately **18%** of the renter-occupied households in the PMA will be in the subject's 50% AMI LIHTC target income group of \$16,460 to \$29,800.
- It is projected that in 2021, approximately **23%** of the renter-occupied households in the PMA will be in the subject's 60% AMI LIHTC target income group of \$18,275 to \$35,760.
- In order to adjust for income overlap between the targeted income segments, the following adjustments were made: (1) the 50% AMI estimate was reduced to **10%**, and (2) the 60% AMI estimate was reduced to **16.5%**.
- It is projected that in 2021, **47%** of the renter-occupied households in the PMA will be in the Market Rate target income group of \$36,000 and over.
- **Impact of foreclosed, abandoned and vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development should be discussed.**
- The foreclosure problem is still very much evident Nationwide, Statewide, as well as in Blairsville and Union County. Foreclosurelistings.com is a nationwide data base which show just under 1,270,000 listings, including 83.7% foreclosures, 6.9% short sales, and 9.4% auction listings. According to www.foreclosurelistings.com, as of 04/13/2018, there were 262 foreclosure listings, 1 short sale, and 2 sheriff

sale listings in Union County, inclusive of 251 foreclosures in Blairsville. Some 118 listings had a value of >\$200,000, inclusive of 28 with a value of more than \$500,000. Only 57 had a value of less than \$100,000, and many of these appeared to be in poor condition based on publicly available information.

- In the Blairsville PMA, the relationship between the local area foreclosure market and existing or new LIHTC supply is not crystal clear.
- Note: Recent anecdotal news information points to the fact that in Georgia the majority of the foreclosure problem is concentrated in the Atlanta Metro Region more so than in rural markets within the State. Still, there are other metro housing markets in the State, as well as some rural housing markets that are severely impacted by a significant amount of foreclosures. Based on available data at the time of the survey, Union County does not appear to be one of the semi-urban housing markets that have been placed in jeopardy due to the recent foreclosure phenomenon.

5. Economic Data:

- ***Trends in employment for the county and/or region. Employment should be based on the number of jobs in the county (i.e., covered employment).***
- Between 2007 and 2009, the average decrease in employment in Union County was approximately 542 workers or approximately -5% per year. The rate of employment gain between 2010 and 2015 was significant at +1.93% per year. The 2016 to 2017 rate of gain was very significant when compared to the preceding years at +2.15%, represented by an increase of 212 jobs.
- Covered employment has increased each year since 2014 in Union County. This data trend is supportive of monthly civilian labor force trends exhibited over the course of the same period.
- ***Employment by sector for the county and/or region.***
- The top four employment sectors are: manufacturing, trade, government and service. The 2018 forecast is for the healthcare sector to increase and the government sector to stabilize.
- ***Unemployment trends for the county and/or region for the past 5 years.***
- Monthly unemployment rates in 2017 were much improved when compared to the 2009 to 2016 period. Monthly unemployment rates in 2017 were for the most part improving on a month to month basis, ranging between 3.7% and 4.9%. The National forecast for 2017 (at present) is for the unemployment rate to approximate 3.5% to 4%.

Typically, during the last five years, the overall unemployment rate in Union County has been comparable to the state and national average unemployment rates. The annual unemployment rate in 2018 in Union County is forecasted to continue to decline, to the vicinity of 4% and improving on a relative year to year basis.

- ***A brief discussion of any recent or planned major employment contractions or expansions.***
- The Union County Development Authority (UCDA) serves as the primary economic development agency for Blairsville, Suches and Union County, Georgia. The stated mission of the UCDA is "to positively impact our community by facilitating quality development that results in new job opportunities and capital investment".
- The UCDA actively markets land and buildings in two industrial parks, both located in the Blairsville area. Robert Jones Industrial Park is located on the eastern side of Blairsville, with access to US 76, US 19/129, GA 11, GA 2 and GA 515. Blairsville Airport Regional Industrial Park is southwest of the town, with access to GA 2, GA 515 and US 76.
- Union County is home to a number of manufacturing facilities, and also has a very robust tourism and hospitality sector, due to the location in the Blue Ridge Mountains. The area is also a retirement destination, and was first rated as among the "top 10 places for retirement" more than 20 years ago. ***Retire In Georgia*** magazine has also listed Blairsville as one of the top 10 places to retire in Georgia.
- In July 2017, Advanced Digital Cable Inc., a leading manufacturer of electronic and communication wire and cable, announced that they will invest \$15 million to expand their manufacturing plant in Blairsville. The expansion will create an additional 100,000 SF of manufacturing space; 65 new jobs will be created, mostly manufacturing positions.
- A review of recent WARN lists revealed no announcements of new layoffs or closures in Blairsville or the balance of Union County.
- ***An overall conclusion regarding the stability of the county's overall economic environment. This conclusion should include an opinion if the current economic environment will negatively impact the demand for additional or renovated rental housing.***
- Over the last two years the Blairsville / Union County economy has steadily increased employment and continues to exhibit signs of further growth, in particular within the service and retail sectors.

- The Blairsville / Union County area economy has a large number of low to moderate wage workers employed in the service, trade, hospitality, and healthcare sectors. Given the acceptable site location of the subject, with good proximity to several employment nodes, the proposed subject development will very likely attract potential renters from these sectors of the workforce who are in need of affordable housing and a reasonable commute to work.
- The proposed subject property net rents at 50% and 60% AMI are very marketable, and competitive with the area competitive environment.

6. Project-Specific Affordability and Demand Analysis:

- **Total demand estimate within the proposed development target income range. For senior projects, this should be adjusted for age 55+ or 62+.**
- The demand estimate for the LIHTC segment of the proposed is 402. The demand estimate for the Market Rate segment of the proposed is 169.
- **Overall estimate of demand based on DCA's demand methodology.**
- The total demand estimate for the proposed LIHTC/Market Rate development taking into consideration like-kind competitive supply introduced into the market since 2016 is 330 for the LIHTC segment and 169 for the Market Rate segment.
- Capture Rates including: LIHTC & Market Rate

Proposed Project Capture Rate All Units	14.4%
Proposed Project Capture Rate LIHTC Units	20.3%
Proposed Project Capture Rate LIHTC Units @ 50% AMI	9.9%
Proposed Project Capture Rate LIHTC Units @ 60% AMI	29.2%
Proposed Project Capture Rate Market Rate Units	3.0%

- **A conclusion regarding the achievability of the above Capture Rates.**
- The above capture rates are below the GA-DCA thresholds. They are considered to be a reliable quantitative indicator of market support for the proposed subject development.

7. Competitive Rental Analysis:

- **An analysis of the competitive properties in the PMA.**
- At the time of the survey, the estimated vacancy rate of the surveyed program assisted apartment properties was 0.5%.
- At the time of the survey, the overall vacancy rate of the three USDA-RD properties was 1.5%. All three properties maintain a waiting list.
- The Blairsville PMA has two LIHTC developments within its physical geography. At the time of the survey, Nantahala Village, a 56-unit LIHTC family development, was 100% occupied and had over 50 applicants on the waiting list. At the time of the survey, The Meadows, a 72-unit LIHTC family development, was 100% occupied and had 38 applicants on the waiting list.
- At the time of the survey, the overall estimated vacancy rate of the surveyed market rate properties targeting the general population was 2.3%.
- **Number of properties.**
- Five program assisted properties representing 197 units were surveyed in the subject's competitive environment.
- Six market rate properties, representing 132 units were surveyed in the subject's competitive environment, in detail. Owing to the lack of traditional market rate apartment properties within the PMA, five of the six surveyed market rate properties are located outside in the PMA, in comparable northwest Georgia towns.
- **Rent bands for each bedroom type proposed.**

Bedroom type	Rent Band (Subject)	Rent Band (Market Rate)
1BR/1b	\$377 - \$525	\$495 - \$750
2BR/1b	Na	\$550 - \$765
2BR/2b	\$430 - \$575	\$600 - \$945
3BR/2b	\$500 - \$625	\$800 - \$1045

- **Average Market rents.**

Bedroom type	Average Market Rent
1BR/1b	\$605 (adjusted = \$635)
2BR/2b	\$806 (adjusted = \$735)
3BR/2b	\$909 (adjusted = \$860)

8. Absorption/Stabilization Estimate:

- **An estimate of the number of units to be leased at the subject property, on average.**
- The forecasted rent-up scenario suggests an average of 12 -units being leased per month.
- **Number of units expected to be leased by AMI Targeting.**

AMI Target Group	Number of units Expected to be Leased*
50% AMI	15
60% AMI	52
Market	5

* at the end of the 6-month absorption period

- **Number of months required for the project to reach stabilization of 93% occupancy.**
- A 93% occupancy rate is forecasted to occur within 6-months of the placed in service date. Stabilized occupancy is expected to be 93%+ up to, but no later than a 3 month period beyond the absorption period.
- **The absorption rate should coincide with other key conclusions. For example, insufficient demand or unachievable rents should be reflected in the absorption rate.**
- A reconciliation of the proposed LIHTC net rents by bedroom type with current average market rate net rents by bedroom type are supportive of the forecasted absorption and stabilization periods.

9. Overall Conclusion:

- ***A narrative detailing the key conclusions of the report including the analyst's opinion regarding the potential for success of the proposed development.***
- Based upon the analysis and the conclusions of each of the report sections, it is recommended that the proposed application **proceed forward based on market findings, as presently configured.**
- Total population and household growth within the PMA is forecasted between 2019 and 2021 at +1.13% per year for population growth and +1.48% for household growth.
- Over the last two years the Blairsville / Union County economy has exhibited signs of significant growth, in particular within the service and retail sectors.
- In the area of unit size, by bedroom type, the subject will offer very competitive unit sizes, by floor plan, in comparison with the existing market rate properties.
- The 1BR net rent advantage at 50% AMI is approximately 39%. At 60% AMI the 1BR net rent advantage is approximately 31%.
- The 2BR net rent advantage at 50% AMI is approximately 41%. At 60% AMI the 2BR net rent advantage is approximately 31%.
- The 3BR net rent advantage at 50% AMI is approximately 42%. At 60% AMI the 2BR net rent advantage is approximately 35%.
- The overall project rent advantage is estimated at approximately 34%.
- The subject will offer 1BR, 2BR and 3BR units. Based upon market findings and capture rate analysis, the proposed bedroom mix is considered to be appropriate. All household sizes will be targeted, from single person household to large family households.
- In the opinion of the market analyst, the proposed LIHTC/Market Rate family development **will not negatively impact** the existing supply of program assisted LIHTC family properties located within the Blairsville PMA in the short or long term. At the time of the survey, Nantahala Village, a 56-unit LIHTC family development, was 100% occupied and had over 50 applicants on the waiting list. At the time of the survey, The Meadows, a 72-unit LIHTC family development, was 100% occupied and had 38 applicants on the waiting list. None of the surveyed managers of program assisted properties expressed a concern with possible long term negative impact to their respective properties should the proposed subject development be introduced within market.

Summary Table				
Development Name: The Gardens Blairsville			Total Number of Units: 72	
Location: Blairsville, GA (Union Co)			# LIHTC Units: 67	
PMA Boundary: North 8 miles; East 5-9 miles South 10-16 miles; West 8-10 miles			Farthest Boundary Distance to Subject: 16 miles	
Rental Housing Stock (found on pages 72 - 92)				
Type	# Properties	Total Units	Vacant Units	Avg Occupancy
All Rental Housing	11	329	4	98.8%
Market Rate Housing	6	132	3	97.7%
Assisted/Subsidized Housing Ex LIHTC	3	69	1	98.6%
LIHTC	2	128	0	100%
Stabilized Comps	8	260	3	98.8%
Properties in Lease Up	Na	Na	Na	Na

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
Number Units	Number Bedrooms	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Adv (%)	Per Unit	Per SF
9	1	1	886	\$377-\$430	\$615	\$.75	30-39%	\$750	\$0.99
35	2	2	1113	\$430-\$505	\$730	\$.71	31-41%	\$825	\$0.83
23	3	2	1284	\$500-\$560	\$855	\$.66	35-42%	\$900	\$0.75
1	1	1	886	\$525	\$615	\$.75	Na	\$750	\$0.99
3	2	2	1113	\$575	\$730	\$.71	Na	\$825	\$0.83
1	3	2	1284	\$625	\$855	\$.66	Na	\$900	\$0.75

LIHTC Segment

Market Rate Segment

Demographic Data (found on pages 41 & 43)						
	2014		2019		2021	
Renter Households	1,936	20.64%	2,083	20.01%	2,142	19.99%
Income-Qualified Renter HHs (LIHTC)	528	27.25%	546	26.19%	553	25.81%
Income-Qualified Renter HHs (MR)	803	41.49%	946	45.43%	1,007	46.85%

Targeted Income Qualified Renter Household Demand (found on pages 60 - 66)						
Type of Demand	30%	50%	60%	MR	Other	Overall
Renter Household Growth		6	10	28		44
Existing Households (Overburdened + Substandard)		146	240	141		527
Homeowner Conversion (Seniors)		Na	Na	Na		Na
Total Primary Market Demand		152	250	169		571
Less Comparable Supply		0	72	0		72
Adjusted Income-Qualified Renter HHs		152	178	169		499
Capture Rates (found on page 67 - 69)						
Targeted Population	30%	50%	60%	MR	Other	Overall
Capture Rate		9.9%	29.2%	3.0%		14.4%

MARKET STUDY FOLLOWS

SECTION B
PROPOSED PROJECT
DESCRIPTION

The proposed LIHTC/Market Rate multi-family development will target the general population in Blairsville and Union County, Georgia. The subject property is located off Pat Haralson Memorial Drive and Conley Road, within the city limits.

Scope of Work

The market study assignment was to ascertain market demand for a proposed new construction multi-family LIHTC/Market Rate development to be known as The Gardens Blairsville, for the DHM Blairsville, LP, under the following scenario:

Project Description:

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3BR/2b	24	1,243	1,284
Total	72		

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The proposed *Occupancy Type* is for the **General Population** and is not age restricted.

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Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
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PROPOSED PROJECT RENTS @ Market				
Bedroom Mix	# of Units	Net Rent	Utility Estimate*	Gross Rent
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2BR/2b	3	\$575	\$128	\$703
3BR/2b	1	\$625	\$161	\$786

*Estimates used for establishing the lower income band at Market.

The proposed LIHTC/Market Rate new construction family development will not have any project based rental assistance, nor private rental assistance.

Project Amenity Package

The proposed development will include the following amenity package:

Unit Amenities

- range
- microwave
- central air
- smoke alarms
- carpet
- ceiling fans
- cable ready
- energy star refrigerator
- energy star dish washer
- high speed internet access
- washer/dryer hook-ups
- window coverings
- patio/balcony w/storage closet

Development Amenities

- manager's office
- laundry facility
- community garden
- gazebo
- community building w/community room & kitchen
- wellness center

The projected first year that The Gardens Blairsville apartments will be placed in service as a new construction property, is mid to late 2020. The first full year of occupancy will be in 2021. Note: The 2018 GA QAP states that "owners of projects receiving credits in the 2018 round must place all buildings in the project in service by December 31, 2020".

The architectural firm for the proposed development is McKean & Associates Architects, LLC. At the time of the market study, the floor plans and elevations had not been completed. However, the conceptual site plan submitted to the market analyst was reviewed.

Utility allowances are based upon estimates for the GA North Region, Garden-Walkup, HUD Form 52667. Effective date: January 1, 2018.

SECTION C
SITE & NEIGHBORHOOD

The site of the proposed LIHTC/Market Rate new construction apartment development is located off Pat Haralson Memorial Drive and Conley Road, within the city limits, approximately 1 mile northwest of Downtown Blairsville. Specifically, the site is located within Census Tract 2.05, and Zip Code 30512.

Note: The site is not located within a within a Qualified Census Tract (QCT) or Difficult Development Area (DDA).

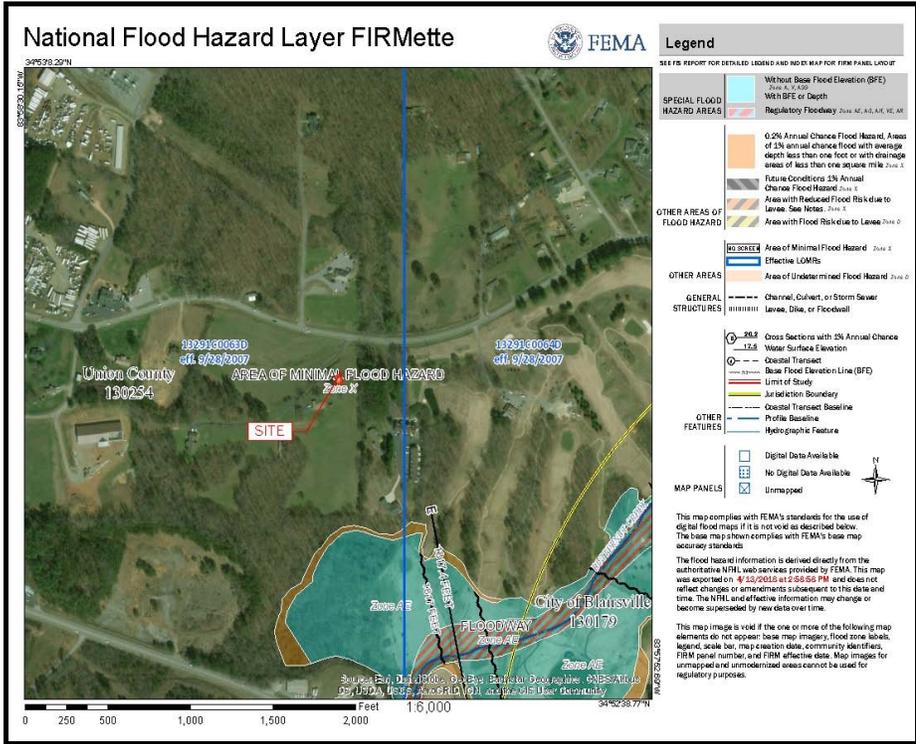
Street and highway accessibility are very good relative to the site. Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, local health care providers, schools, and area churches. All major facilities in Blairsville and the PMA can be accessed within a 5 to 10-minute drive. At the time of the market study, no significant infrastructure development was in progress within the vicinity of the site.

Site Characteristics

The approximately 9.56-acre, polygon shaped tract is mostly cleared and undulating. At present, one single-family home and several out buildings (including a small barn) are located on the tract. These structures will be demolished.

The site is not located within a 100-year flood plain. Source: FEMA website (www.msc.fema.gov), Map Numbers 13291C0063D and 13291C0064D, Effective Date: September 28, 2007.

All public utility services are available to the tract and excess capacity exists. However, these assessments are subject to both environmental and engineering studies.



There is no zoning in Blairsville or Union County. The surrounding land uses are detailed below:

Direction	Existing Land Use	Zoning
North	Vacant	NA
East	Golf Course & Residential	NA
South	Vacant	NA
West	Vacant & Low Density Residential	NA

Neighborhood Description / Characteristics

The overall character of the neighborhood in the immediate vicinity of the site can be defined as a mixture of land use including: low density residential use, a golf course, with adjacent undeveloped vacant land.

Directly north and south of the site is vacant land.

Directly west of the site is vacant land and low density single-family use.

Directly east of the site is the Butternut Creek Golf Course. The 18-hole course was built in 1950.

The pictures on the following pages are of the site and surrounding land uses within the immediate vicinity of the site.

Crime & Perceptions of Crime

The overall setting of the site is considered to be one that is very acceptable for residential development and commercial development within the present neighborhood setting. The site and the immediate surrounding area is not considered to be one that comprises a "high crime" neighborhood. The most recent crime rate data for Union County reported by the Georgia Bureau of Investigation - Uniform Crime Report revealed that violent crime and property crime rate for Union County was extremely low, particularly for violent Crime (homicide, rape, robbery and assault).

Overall, between 2015 and 2016 violent crime in Union County increased by 4.5%. However, it must be stressed that the actual number of such crimes in both years was extremely low at only 22 in 2015 and 23 in 2016. In areas with an extremely low number of crimes, a small numerical increase results in a relatively large percentage increase, which may be mistakenly interpreted. Property crimes decreased by -4.0% in Union County between 2015 and 2016, with declines in both burglary and larceny, and the overall number of property crimes remained very low for each year. Overall, the number of crimes decreased by -3.3%, with 10 fewer crimes reported during 2016.

Union County			
Type of Offence	2015	2016	Change
Homicide	4	0	-4
Rape	3	4	1
Robbery	2	3	1
Assault	13	16	3
Burglary	77	62	-15
Larceny	188	180	-8
Motor Vehicle Theft	13	25	12
Union County Total	300	290	-10

Source: Georgia Bureau of Investigation, Uniform Crime Report



(1) Site, off Pat Haralson Dr, north to south.



(2) Site to the right, off Pat Haralson Dr, west to east.



(3) Site to the left, off Pat Haralson, east to west



(4) Site off Conley Road, west to east.



(5) Site off Conley Road, south to north.



(6) Site off Conley Road, north to south.



(7) Single-family home located on site.



(8) Barn located on site.



(9) Doctors Offices, .3 miles from site.



(10) Union General Hospital, .6 miles from site.

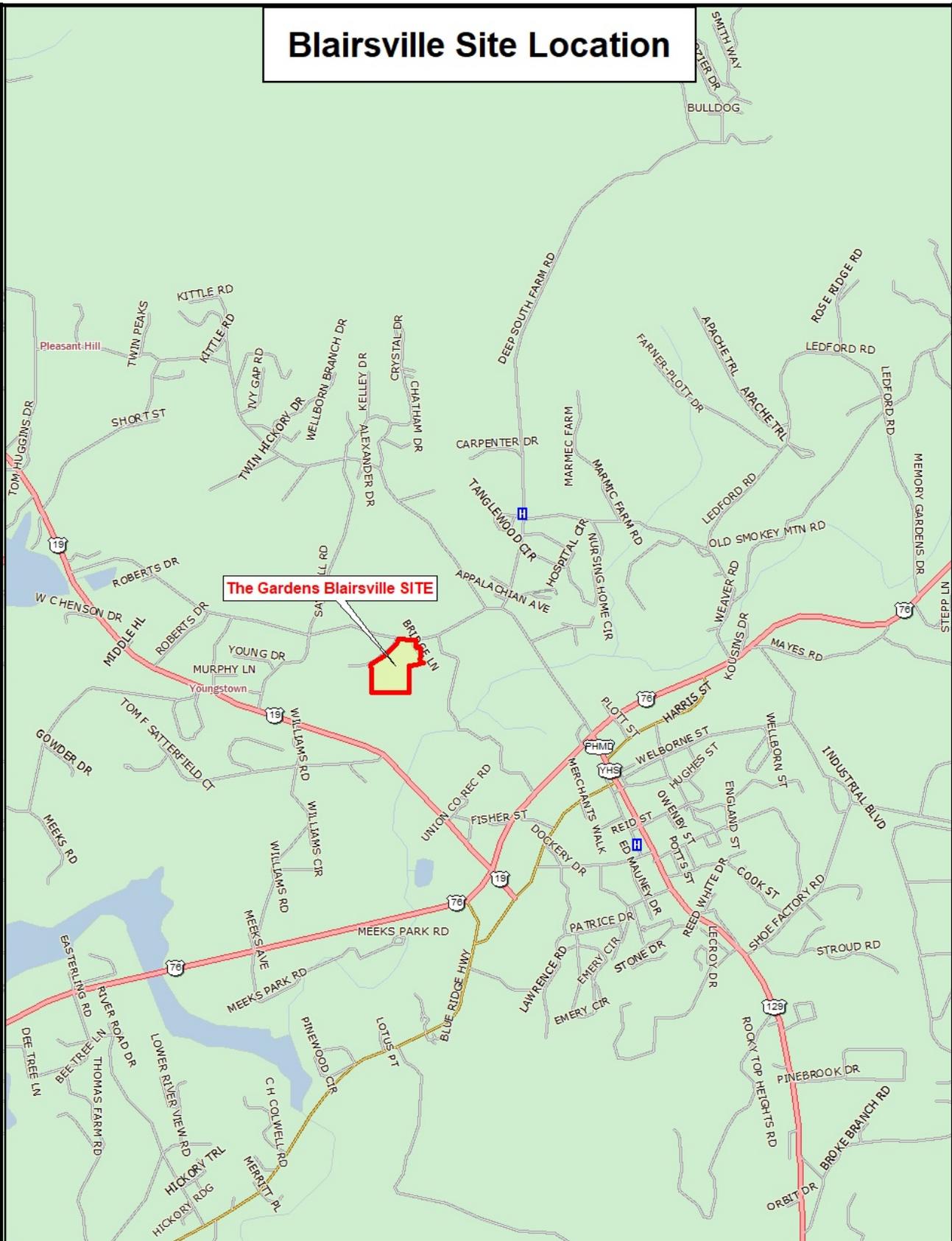


(11) Ingles Grocery, .9 miles from site.



(12) CVS Pharmacy, 1 mile site.

Blairsville Site Location



The Gardens Blairsville SITE



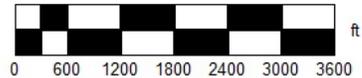
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Data Zoom 13-1

Access to Services

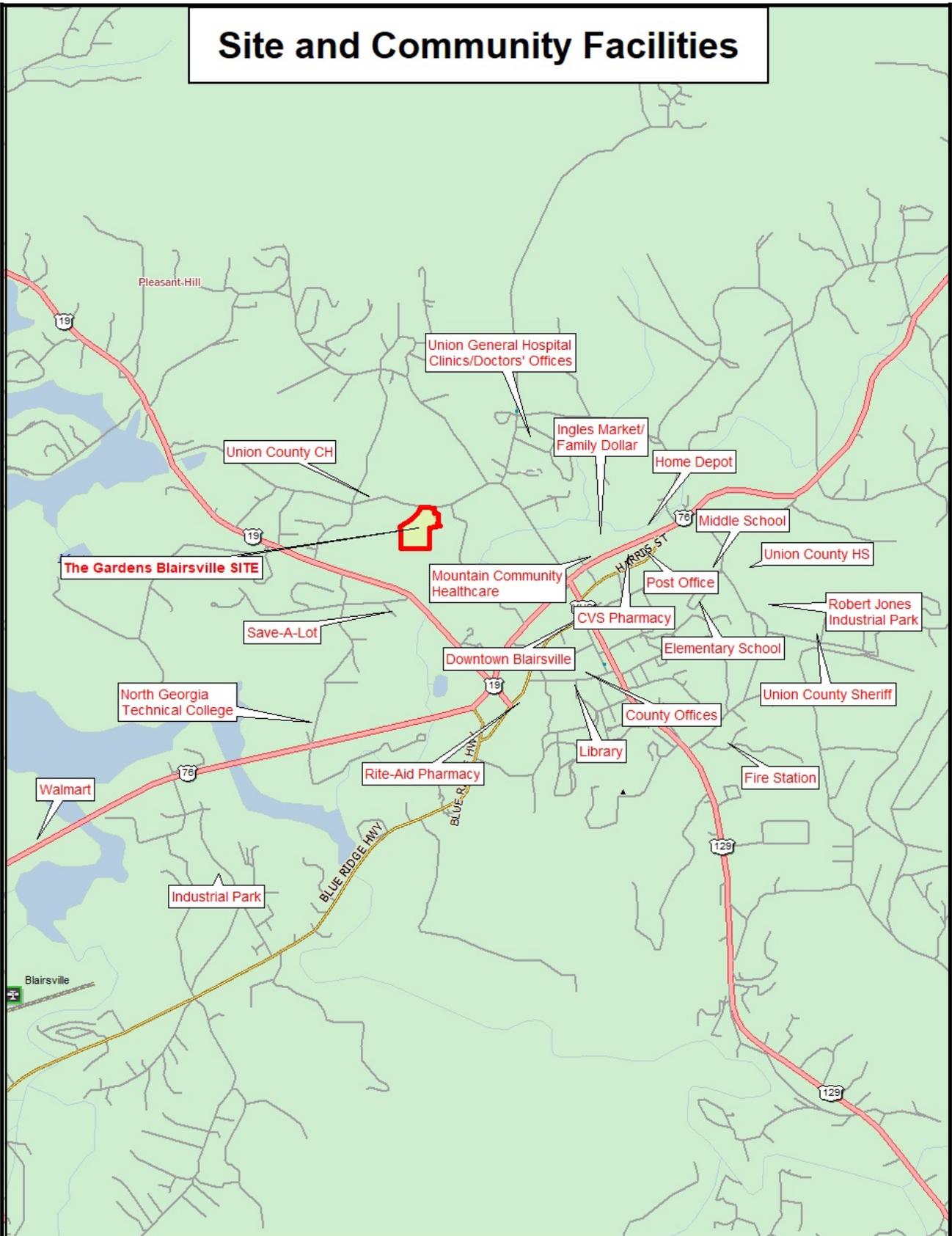
The subject is accessible to major employers, shopping, healthcare services, retail and social services, recreational areas, and the local and regional highway system. (See Site and Facilities Map, next page.)

Distances from the site to community services are exhibited below:

Points of Interest	Distance from Subject
US 19	.6
Union General Hospital	.6
U 76	.8
US 129	.8
Downtown Blairsville	.9
Mountain Community Healthcare	.9
Ingles Market/Family Dollar	.9
CVS Pharmacy	1.0
Save-A-Lot	1.1
Post Office	1.1
Home Depot	1.1
County Offices	1.2
Library	1.3
North Georgia Technical College	1.4
Union County Middle School	1.4
Union County Elementary School	1.5
Rite-Aid Pharmacy	1.6
Union County High School	1.6
Fire Station	1.7
Robert Jones Industrial Park	1.8
Sheriff's Department	2.3
Airport Industrial Park	2.5
Walmart Supercenter	2.5

Note: Distance from subject is in tenths of miles and are approximated.

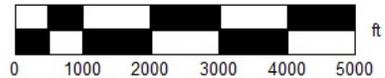
Site and Community Facilities



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Data Zoom 12-6



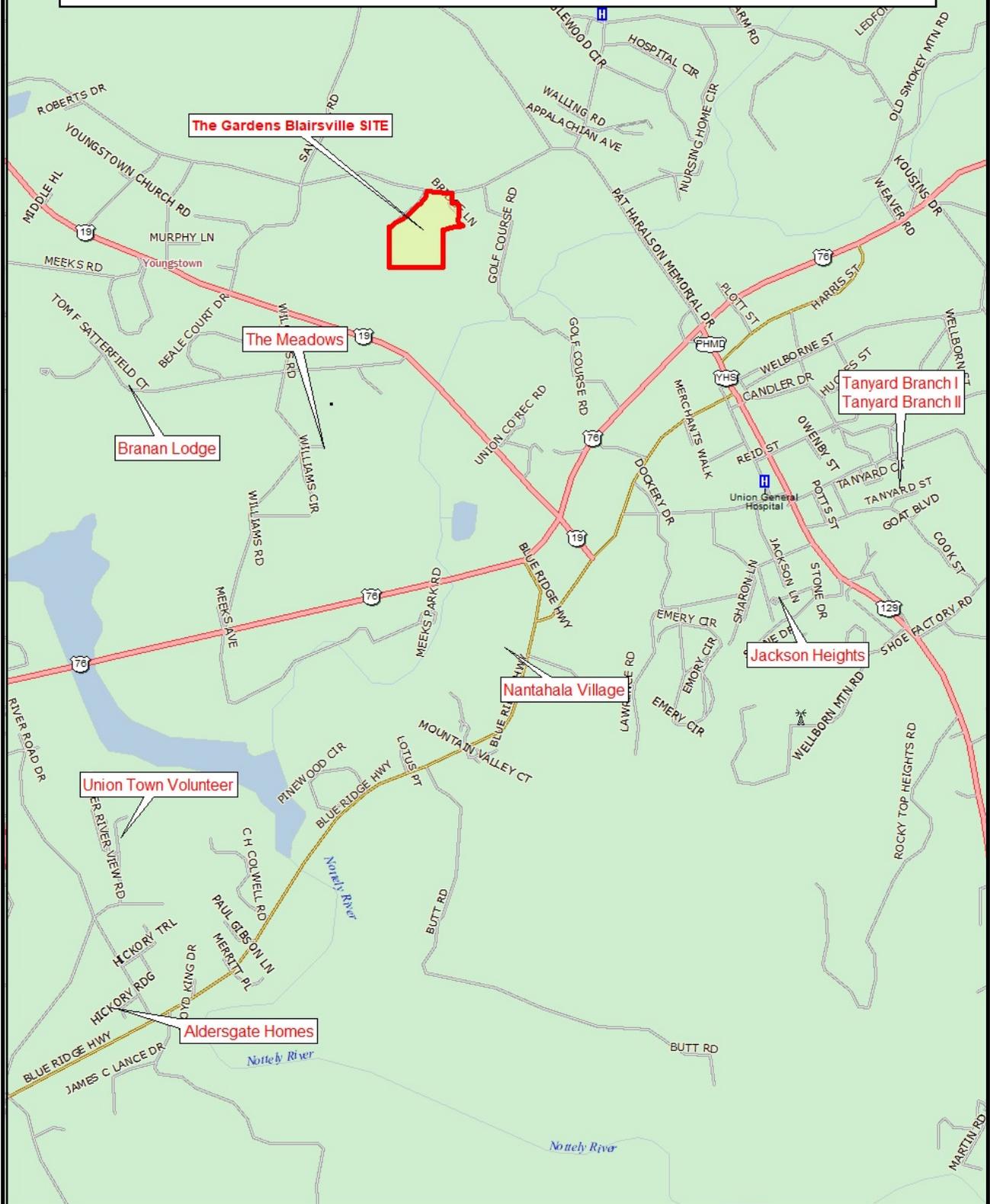
Program Assisted Apartments in Blairsville PMA

At present there are eight existing program assisted apartment complexes in Blairsville. A map (on the next page) exhibits the program assisted properties within Blairsville in relation to the site.

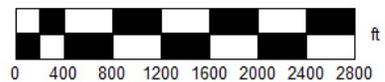
Project Name	Street Address	Program Type	Number of Units	Distance from Site
The Meadows	110 Overlook Ct	LIHTC FM	72	1.1 miles
Branan Lodge	1146 Wesley Mt Dr	HUD 8 EL	138	1.2 miles
Tanyard Branch I	234 Tanyard St	USDA-RD FM	24	1.4 miles
Tanyard Branch II	14 Tanyard St	USDA-RD EL	24	1.4 miles
Jackson Heights	150 Jackson Heights	USDA-RD FM	20	1.5 miles
Nantahala Village	501 Nantahala Ln	LIHTC FM	55	1.8 miles
Union Town Volunteer	1003 River View Road	HUD 202/811	5	2.8 miles
Aldergate Homes	299 Hickory Ridge	HUD 202/811	4	2.8 miles

Distance in tenths of miles

Blairsville PMA Program Assisted Properties



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Data Zoom 13-5

SUMMARY

The field visit for the site and surrounding market area was conducted on April 21, 2018. The site inspector was Mr. Jerry M. Koontz (of the firm Koontz & Salinger).

The overall character of the neighborhood in the immediate vicinity of the site can be defined as a mixture of land use including: low density residential use, a golf course, with adjacent undeveloped vacant land.

Access to the site is available off Pat Haralson Drive. Pat Haralson Drive is a secondary connector in Blairsville, which links the site to US Highway 19, .6 miles south and US 76, .8 miles south. It is a low density road, with a speed limit of 35 miles per hour in the immediate vicinity of the site. Also, the location of the site off Pat Haralson Drive does not present problems of egress and ingress to the site.

The site offers very good accessibility and linkages to area services and facilities. The areas surrounding the site appeared to be void of negative externalities including: noxious odors, close proximity to cemeteries, high tension power lines, rail lines and junk yards.

The site in relation to the subject and the surrounding roads is very agreeable to signage, and offers good visibility from surrounding neighborhood residential streets, in particular Pat Haralson Drive.

Overall, the field research revealed the following strengths and weaknesses of the subject in relation to subject marketability. In the opinion of the analyst, the site of the subject is considered appropriate as a LIHTC/Market Rate multi-family development.

SITE/SUBJECT ATTRIBUTES:	
STRENGTHS	WEAKNESSES
Good accessibility to services, trade, employment nodes, as well as nearby health care and educational facilities	
Good linkages to area road system	
Nearby road speed and noise are acceptable	
Surrounding land uses are acceptable	

SECTION D

MARKET AREA DESCRIPTION

The definition of a **market area** for any real estate use is generally limited to the geographic area from which consumers will consider the available alternatives to be relatively equal. This process implicitly and explicitly **considers** the **location** and

proximity and **scale** of competitive options. Frequently, both a **primary** and a **secondary area** are **geographically defined**. This is an area where consumers will have the greatest propensity to choose a specific product at a specific location, and a secondary area from which consumers are less likely to choose the product but the area will still generate significant demand.

The field research process was used in order to establish the geographic delineation of the Primary Market Area (PMA). The process included the recording of spatial activities and time-distance boundary analysis. These were used to determine the relationship of the location of the site and specific subject property to other potential alternative geographic choices. The field research process was then reconciled with demographic data by geography as well as local interviews with key respondents regarding market specific input relating to market area delineation.

Primary Market Area

Based upon field research in Blairsville and a 10 to 15 mile area, along with an assessment: of the competitive environment, transportation and employment patterns, the site location and physical, natural and political barriers, the Primary Market Area (PMA) for the proposed LIHTC/Market Rate multi-family development consists of Union County. The 2010 census tracts for Union County are:

- 1.01, 1.02, 2.01, 2.02, 2.03, 2.04, and 2.05.

The PMA is located in the northwest portion of Georgia. Blairsville is approximately 15 miles south of Murphy, NC and 75 miles north of Atlanta. Blairsville, the county seat, is centrally located within Union County.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject Site
North	GA/NC State Line	8 miles
East	Town & White Counties	5 - 9 miles
South	Lumpkin County	10 - 16 miles
West	Fannin County	8 - 10 miles

Blairsville is the largest populated place in the PMA, as well as being the only incorporated place. For the most part, excluding Blairsville, the PMA is very rural, with the exception of single-family residential land use in the vicinity of Lake Nottely. Much of the physical geography of the PMA is located within the Chattahoochee National Forest, the Coopers Creek Wildlife Management Area, and the Vogel State Park.

Blairsville is the trade area for the county regarding: employment opportunities, finance, retail and wholesale trade, entertainment and health care services.

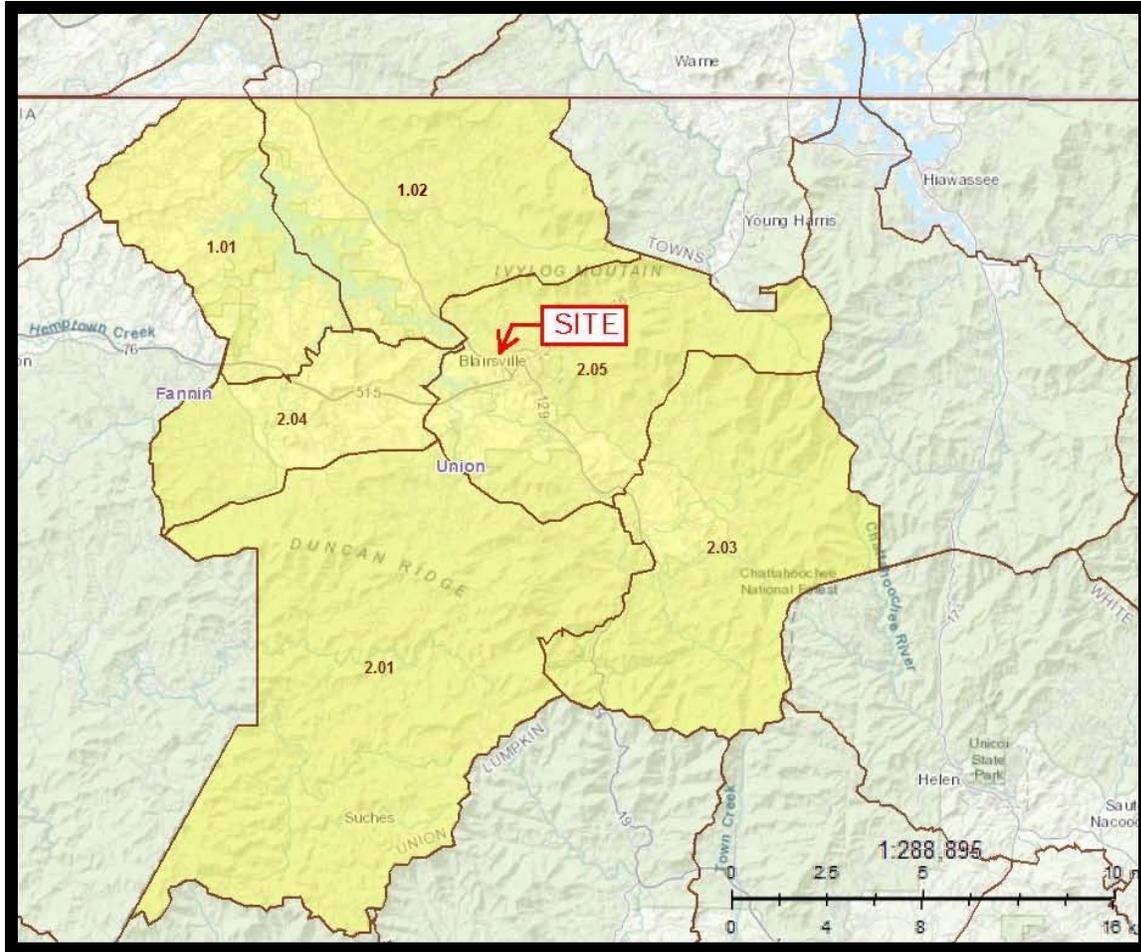
Transportation access to the Blairsville is very good. US Highway 76 is the major east/west connector and US Highway 19 is the major north/south connector.

In addition, managers and/or management companies of existing program assisted properties were surveyed as to where the majority of their existing tenants previously resided, in particular the two LIHTC-family properties located within Blairsville.

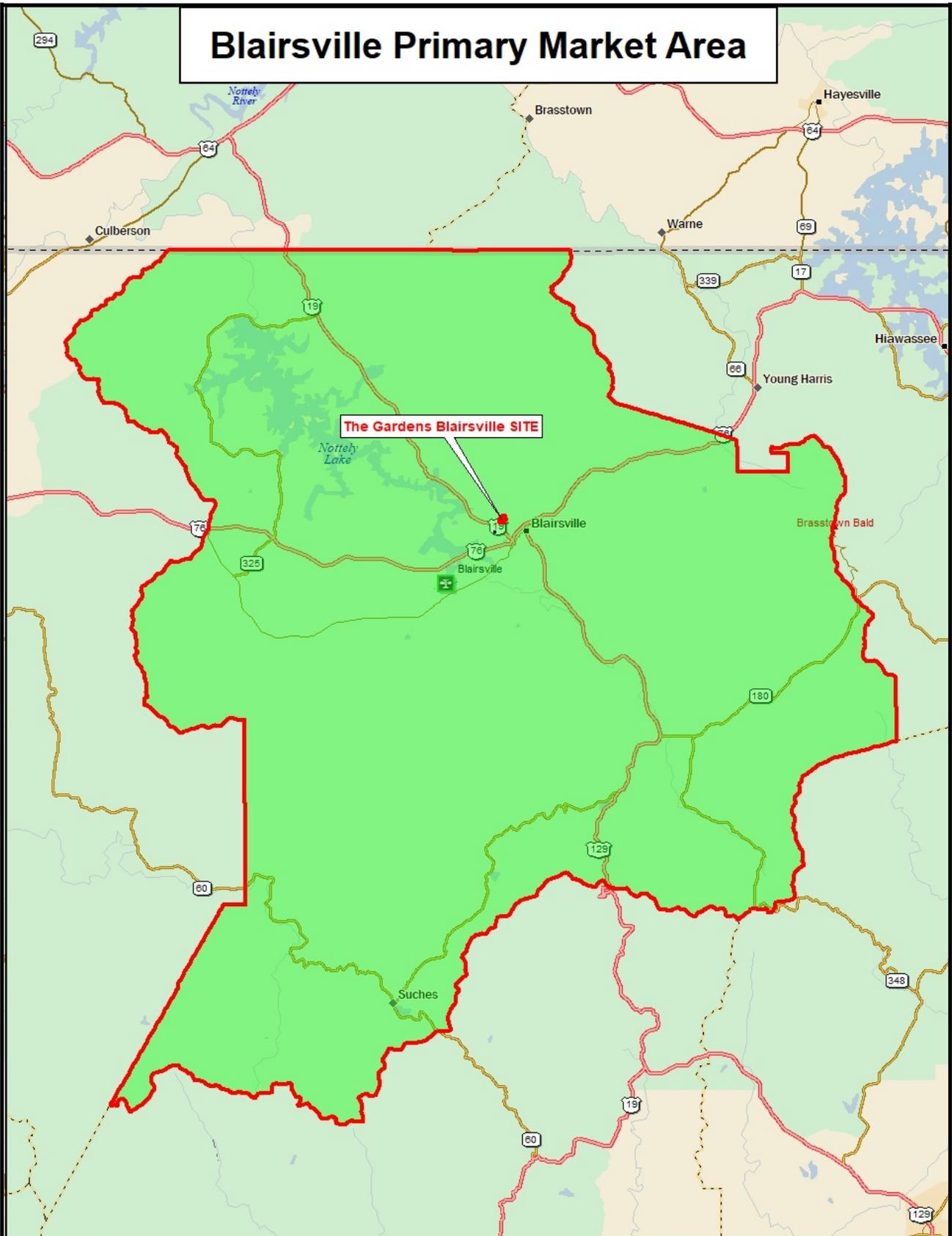
Secondary Market Area

The Secondary Market Area (SMA) consists of that area beyond the PMA, principally from out of county, as well as from out of state. Note: The demand methodology **excluded** any potential demand from a SMA.

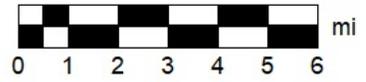
2010 Census Tracts



Blairsville Primary Market Area



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Data Zoom 9-7

SECTION E
COMMUNITY DEMOGRAPHIC DATA

Tables 1 through 6 exhibit indicators of trends in total population and household growth, for Blairsville and the Blairsville PMA (Union County).

Population Trends

Table 1, exhibits the change in **total** population in Blairsville and the Blairsville PMA (i.e., Union County) between 2000 and 2023.

The year 2021 is estimated to be the first year of availability for occupancy of the subject property, as noted within the 2018 GA-DCA Market Study Manual. The year 2019 has been established as the base year for the purpose of estimating new household growth demand, by tenure.

Total Population

The Town of Blairsville and the Blairsville PMA exhibited moderate population gains between 2010 and 2023. The rate of increase within the PMA between 2000 and 2010, approximated +2.13% per year versus -0.11% for the Town of Blairsville. Moderate to significant population increases in the PMA between 2019 and 2021 were forecasted at a rate of round +1.13% per year.

The majority of the rate of change within the PMA is subject to: (1) in and out-migration of population, and (2) a reduction in the local area labor force participation rate, owing to: (a) the cyclical economic environment within the county during much of the last decade, and (b) an increase in the number of baby boomers entering retirement. Recent indicators suggest a continuing improving local economy, which in turn could increase the rate of population gain in the PMA in 2021 and 2023 at a rate above the current forecasts.

The projected change in population for Blairsville is subject to local annexation policy and in-migration of rural county and surrounding county residents into Blairsville. Recent indicators, including the 2015 and 2016 US Census estimates (at the place level) suggest that the population trend of the mid to late 2000's in Blairsville has continued at a similar rate of increase.

Projection Methodology

The estimates and projections for households, tenure, households by size and households by income group for 2014, 2019 and 2021 are based on the most current HISTA data set; population estimates and projections are based on the most recent Claritas projections at the City, County and PMA level. A straight-line trend analysis was performed to derive data for the required dates (2014, 2019 and 2021). For some areas, the estimate for 2014 may not be consistent with 2000-2010 trends. This is partially due to Claritas' use of an average from the 2011-2015 American Community Survey 5-year sample data to derive a 2015 "base year" estimate for some demographic variables. The Claritas data have been used for all three required years for consistency.

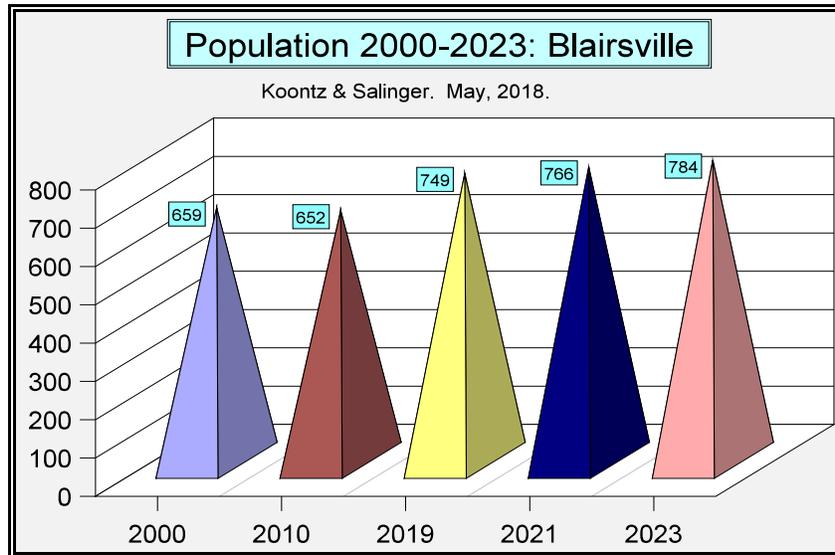
Sources: (1) 2000 and 2010 US Census.
(2) Nielsen Claritas Projections.
(3) HISTA Data, Ribbon Demographics.

Table 1					
Total Population Trends and Projections: Blairsville and Blairsville PMA (Union County)					
Year	Population	Total Change	Percent	Annual Change	Percent
Blairsville					
2000	659	-----	-----	-----	-----
2010	652	- 7	- 1.06	- 1	- 0.11
2019	749	+ 97	+ 14.88	+ 11	+ 1.55
2021	766	+ 17	+ 2.27	+ 9	+ 1.13
2023	784	+ 18	+ 2.35	+ 9	+ 1.17
Blairsville PMA					
2000	17,289	-----	-----	-----	-----
2010	21,356	+ 4,067	+ 23.52	+ 407	+ 2.13
2019	23,895	+ 2,539	+ 11.89	+ 282	+ 1.26
2021*	24,552	+ 657	+ 2.75	+ 329	+ 1.37
2023	25,210	+ 658	+ 2.68	+ 329	+ 1.33

* 2021 - Estimated 1st year of occupancy.

Calculations - Koontz and Salinger. May, 2018.

Between 2000 and 2010, population decreased (slightly) at a annual rate of -0.11% within Blairsville. Between 2019 and 2021, population within Blairsville is forecasted to increase at an annual rate of around +1.13%. The figure below presents a graphic display of the numeric change in population in Blairsville between 2000 and 2023.



Between 2000 and 2010, PMA population increased at a annual rate of +2.13%. The majority of the increase is occurring in the central portion of the PMA in the vicinity of Blairsville and those areas near the major transportation corridors. Between 2019 and 2021 the PMA population is forecasted to increase at a significant rate of approximately +1.37%. The figure below presents a graphic display of the numeric change in population in the PMA between 2000 and 2020.

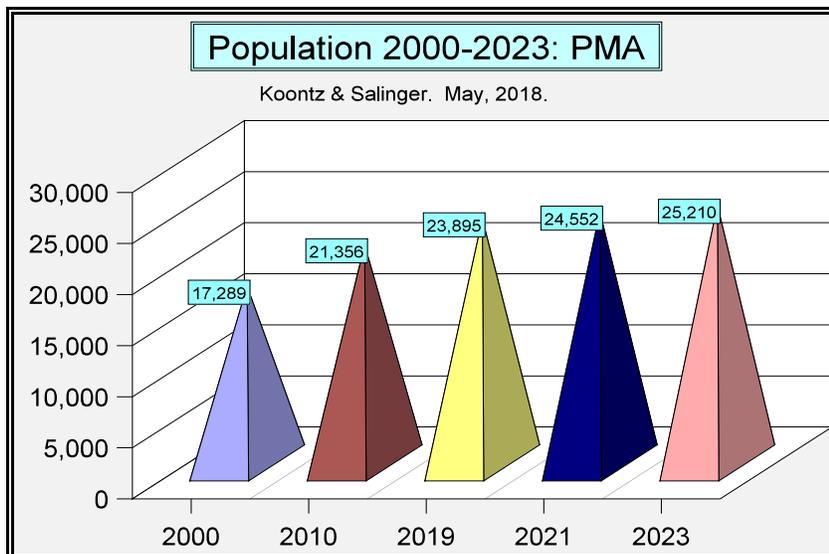


Table 2A exhibits the change in population by age group in Blairsville between 2010 and 2021. The most significant increase exhibited between 2019 and 2021 within Blairsville was in the 65-74 age group representing a increase of over 7% over the two year period.

Table 2A						
Population by Age Groups: Blairsville, 2010 - 2021						
	2010 Number	2010 Percent	2019 Number	2019 Percent	2021 Number	2021 Percent
Age Group						
0 - 24	165	25.31	168	22.43	169	22.06
25 - 44	147	22.55	156	20.83	159	20.76
45 - 54	91	13.96	89	11.88	86	11.23
55 - 64	95	14.57	109	14.55	110	14.36
65 - 74	90	13.80	140	18.69	150	19.58
75 +	64	9.82	87	11.62	92	12.01

Table 2B exhibits the change in population by age group in the Blairsville PMA between 2010 and 2021. The most significant increase exhibited between 2019 and 2021 within the Blairsville PMA was in the 65-74 age group representing a increase of over 7% over the two year period. The 75+ age group is forecasted to increase by over 140 persons, or by almost +4.5%.

Table 2B						
Population by Age Groups: Blairsville PMA, 2010 - 2021						
	2010 Number	2010 Percent	2019 Number	2019 Percent	2021 Number	2021 Percent
Age Group						
0 - 24	5,101	23.89	5,213	21.82	5,256	21.41
25 - 44	3,918	18.35	3,939	16.48	4,089	16.65
45 - 54	2,991	14.01	2,597	10.87	2,496	10.17
55 - 64	3,671	17.19	3,888	16.27	3,925	15.99
65 - 74	3,335	15.62	5,116	21.41	5,503	22.41
75 +	2,340	10.96	3,142	13.15	3,283	13.37

Sources: 2010 Census of Population, Georgia
Nielsen Claritas Projections
Koontz and Salinger. May, 2018

HOUSEHOLD TRENDS & CHARACTERISTICS

Table 3 exhibits the change in total households in the Blairsville PMA between 2000 and 2023. The moderate increase in household formations in the Blairsville PMA has continued since the 2010 census and reflects the recent population trends and near term forecasts.

The ratio of persons per household is projected to stabilize at around 2.25 to 2.26 between 2021 and 2023 within the Blairsville PMA. The reduction in the rate of decline is based upon: (1) the number of retirement age population owing to an increase in the longevity of the aging process for the senior population, and (2) allowing for adjustments owing to divorce and the dynamics of roommate scenarios.

The projection of household formations in the PMA between 2019 and 2021 exhibited a significant increase of 310 households per year or by approximately +1.48% per year. The rate and size of the annual increase is considered to be supportive of a new construction LIHTC apartment development within the PMA.

Table 3					
Household Formations: 2000 to 2023					
Blairsville PMA					
Year / Place	Total Population	Population In Group Quarters	Population In Households	Persons Per Household	Total Households
2000	17,289	443	16,846	2.3531	7,159
2010	21,356	379	20,977	2.3011	9,116
2014	22,461	365	22,096	2.3555	9,381
2019	23,895	355	23,540	2.2617	10,408
2021	24,552	345	24,207	2.2585	10,718
2022	25,210	330	24,880	2.2561	11,028

Sources: Nielsen Claritas Projections.
2000 and 2010 Census of Population, Georgia.

Calculations: Koontz & Salinger. May, 2018.

Table 4 exhibits households in the Blairsville PMA, by owner-occupied and renter-occupied tenure. The 2019 to 2023 projected trend supports a change in the tenure ratio slightly favoring owner-occupied households on a percentage basis.

Overall, moderate to significant net numerical gains are forecasted for both owner-occupied and renter-occupied households within the Blairsville PMA. Between 2019 and 2021, the increase in renter-occupied households remains very positive, at around +1.41% per year.

<p style="text-align: center;">Table 4</p> <p style="text-align: center;">Households by Tenure: 2014-2023</p> <p style="text-align: center;">Blairsville PMA</p>					
Year/ Place	Total Households	Owner Occupied	Percent	Renter Occupied	Percent
PMA					
2014	9,381	7,445	79.36	1,936	20.64
2019	10,408	8,325	79.99	2,083	20.01
2021	10,718	8,576	80.01	2,142	19.99
2023	11,028	8,827	80.04	2,201	19.96

Sources: Nielsen Claritas Projections.
Koontz and Salinger. May, 2018.

HOUSEHOLD INCOME TRENDS & CHARACTERISTICS

One of the first discriminating factors in residential analysis is income eligibility and affordability. This is particularly of importance when analyzing the need and demand for program assisted multi-family housing.

A professional market study must distinguish between gross demand and effective demand. Effective demand is represented by those households that can both qualify for and afford to rent the proposed multi-family development. In order to quantify this effective demand, the income distribution of the PMA households must be analyzed.

Establishing the income factors to identify which households are eligible for a specific housing product requires the definition of the limits of the target income range. The lower limit of the eligible range is generally determined by affordability, i.e., the proposed gross rents and/or the availability of deep subsidy rental assistance (RA) for USDA-RD developments.

The estimate of the upper income limit is based on the most recent set of HUD MTSP income limits for five person households (the maximum household size for a 3BR unit, for the purpose of establishing income limits) in Union County, Georgia at 50% and 60% of the area median income (AMI).

For market-rate projects or components of mixed income projects, the entire range is estimated using typical expenditure patterns. While a household may spend as little for rent as required to occupy an acceptable unit, households tend to move into more expensive housing with better features as their incomes increase. In this analysis, the market-rate limits are set at an expenditure pattern of 25% to 45% of household income.

Tables 5A and 5B exhibit renter-occupied households, by income group, in the Blairsville PMA in 2014, and forecasted in 2019 and 2021.

The projection methodology is based upon Nielsen Claritas forecasts for households, by tenure, by age and by income group for the year 2018 and 2023, with a base year data set comprising a 2015 average, based upon the 2011 to 2015 American Community Survey. The control for this data set was not the 2010 Census, but instead the 2011 to 2015 American Community Survey. The 2014 estimate and the 2019 and 2021 forecasts are based upon a straight line trend of 2018 and 2023 data.

Tables 5A and 5B exhibit renter-occupied households, by income in the Blairsville PMA in 2014 (estimated), and forecasted 2019 and 2021.

Table 5A				
Blairsville PMA: Renter-Occupied Households, by Income Groups				
Households by Income	2014 Number	2014 Percent	2019 Number	2019 Percent
Under \$10,000	272	14.04	271	13.01
10,000 - 20,000	499	25.76	478	22.95
20,000 - 30,000	205	10.57	213	10.22
30,000 - 40,000	263	13.58	293	14.07
40,000 - 50,000	107	5.55	129	6.19
50,000 - 60,000	135	6.95	143	6.87
60,000 +	456	23.56	556	26.69
Total	1,936	100%	2,083	100%

Table 5B				
Blairsville PMA: Renter-Occupied Households, by Income Groups				
Households by Income	2019 Number	2019 Percent	2017 Number	2021 Percent
Under \$10,000	271	13.01	270	12.61
10,000 - 20,000	478	22.95	470	21.94
20,000 - 30,000	213	10.22	216	10.08
30,000 - 40,000	293	14.07	305	14.24
40,000 - 50,000	129	6.19	138	6.44
50,000 - 60,000	143	6.87	146	6.82
60,000 +	556	26.69	597	27.87
Total	2,083	100%	2,142	100%

Sources: 2011 - 2015 American Community Survey.
 Nielsen Claritas, HISTA Data, Ribbon Demographics.
 Koontz and Salinger. May, 2018.

Table 6A								
Households by Owner-Occupied Tenure, by Person Per Household Blairsville PMA, 2014 - 2021								
Households	Owner				Owner			
	2014	2019	Change	% 2019	2019	2021	Change	% 2021
1 Person	1,587	1,805	+ 218	21.68%	1,805	1,868	+ 63	21.78%
2 Person	3,684	4,118	+ 434	49.47%	4,118	4,242	+ 124	49.46%
3 Person	1,009	1,136	+ 127	13.65%	1,136	1,173	+ 37	13.68%
4 Person	708	769	+ 61	9.24%	769	786	+ 17	9.17%
5 + Person	457	497	+ 40	5.97%	497	507	+ 10	5.91%
Total	7,445	8,325	+ 880	100%	8,325	8,576	+ 251	100%

Table 6B								
Households by Renter-Occupied Tenure, by Person Per Household Blairsville PMA, 2014 - 2021								
Households	Renter				Renter			
	2014	2019	Change	% 2019	2019	2021	Change	% 2021
1 Person	924	1,017	+ 93	48.82%	1,017	1,054	+ 37	49.21%
2 Person	483	505	+ 22	24.24%	505	514	+ 9	24.00%
3 Person	186	193	+ 7	9.27%	193	196	+ 3	9.15%
4 Person	185	200	+ 15	9.60%	200	206	+ 6	9.62%
5 + Person	158	168	+ 10	8.07%	168	172	+ 4	8.03%
Total	1,936	2,083	+ 147	100%	2,083	2,142	+ 59	100%

Sources: Nielsen Claritas Projections
Koontz and Salinger. May, 2018

Table 6B indicates that in 2021 approximately 95% of the renter-occupied households in the Primary Market Area will contain 1 to 5 persons (the target group by household size).

A significant increase in renter households by size is exhibited by 1 person households between 2019 and 2021. Note: Modest changes are exhibited by 2 through 5+ person per households. One person households are typically attracted to both 1 and 2 bedroom rental units and 2 and 3 person households are typically attracted to 2 bedroom units, and to a lesser degree three bedroom units. It is estimated that between 15% and 20% of the renter households in the PMA fit the bedroom profile for a 3BR unit.

SECTION F
ECONOMIC & EMPLOYMENT
TRENDS

Analysis of the economic base and the labor and job formation base of the local labor market area is critical to the potential demand for residential growth in any market. The economic trends reflect the ability of the area to create and sustain growth, and job formation is typically the primary motivation for positive net in-

migration. Employment trends reflect the economic health of the market, as well as the potential for sustained growth. Changes in family households reflect a fairly direct relationship with employment growth, and the employment data reflect the vitality and stability of the area for growth and development in general.

Tables 7 through 13 exhibit labor force trends by: (1) civilian labor force employment, (2) covered employment, (3) changes in covered employment by sector, and (4) changes in average annual weekly wages, for Union County. Also, exhibited are the major employers for the immediate labor market area. A summary analysis is provided at the end of this section.

Table 7			
Civilian Labor Force and Employment Trends, Union County: 2007, 2016 and 2017			
	2007	2016	2017
Civilian Labor Force	11,442	10,333	10,533
Employment	11,029	9,844	10,056
Unemployment	413	489	477
Rate of Unemployment	3.6%	4.7%	4.5%

Table 8				
Change in Employment, Union County				
Years	# Total	# Annual	% Total	% Annual
2007 - 2009	-1,085	-542	- 9.84	- 5.05
2010 - 2015	+ 849	+170	+10.04	+ 1.93
2016 - 2017	+ 212	Na	+ 2.15	Na

Na - Not applicable

Sources: Georgia Labor Force Estimates, 2007 - 2017. Georgia Department of Labor, Workforce Information Analysis. Koontz and Salinger. May, 2018.

Table 9 exhibits the annual change in civilian labor force employment in Union County between 2007 and 2017. Also, exhibited are unemployment rates for the County, State and Nation.

Table 9							
Change in Labor Force: 2007 - 2017							
	Union County					GA	US
Year	Labor Force	Employed	Change	Unemployed	Rate	Rate	Rate
2007	11,442	11,029	-----	413	3.6%	4.5%	4.6%
2008	11,173	10,521	(508)	652	5.8%	6.2%	5.8%
2009	10,984	9,944	(577)	1,040	9.5%	9.9%	9.3%
2010	9,502	8,456	(1,488)	1,046	11.0%	10.5%	9.6%
2011	9,480	8,517	61	963	10.2%	10.2%	8.9%
2012	9,661	8,807	290	854	8.8%	9.2%	8.1%
2013	9,334	8,595	(212)	739	7.9%	8.2%	7.4%
2014	9,523	8,895	300	628	6.6%	7.1%	6.2%
2015	9,829	9,305	410	524	5.3%	5.9%	5.3%
2016	10,333	9,844	539	489	4.7%	5.4%	4.9%
2017	10,533	10,056	212	477	4.5%	4.7%	4.4%
Month							
1/2017	10,510	9,992	-----	518	4.9%	5.6%	5.1%
2/2017	10,554	10,055	63	499	4.7%	5.1%	4.9%
3/2017	10,621	10,134	79	487	4.6%	4.8%	4.6%
4/2017	10,646	10,196	62	450	4.2%	4.7%	4.1%
5/2017	10,938	10,484	288	454	4.2%	4.7%	4.1%
6/2017	10,975	10,503	19	472	4.3%	5.1%	4.5%
7/2017	10,955	10,484	(19)	471	4.3%	5.1%	4.6%
8/2017	10,109	9,657	(827)	452	4.5%	4.8%	4.5%
9/2017	10,240	9,861	204	379	3.7%	4.2%	4.1%
10/2017	10,280	9,867	6	413	4.0%	4.4%	3.9%
11/2017	10,206	9,800	(67)	406	4.0%	4.3%	3.9%
12/2017	10,357	9,641	(159)	416	4.0%	4.3%	3.9%

Sources: Georgia Labor Force Estimates, 2007 - 2017.
 Georgia Department of Labor, Workforce Information Analysis.
 Koontz and Salinger. May, 2018.

Table 10 exhibits the annual change in covered employment in Union County between 2003 and the 3rd Quarter in 2017. Covered employment data differs from civilian labor force data in that it is based on at-place employment within a specific geography. In addition, the data set consists of most full and part-time, private and government, wage and salary workers.

Table 10		
Change in Covered Employment: 2003 - 2017		
Year	Employed	Change
2003	5,446	-----
2004	5,654	208
2005	5,837	183
2006	6,108	271
2007	6,526	418
2008	6,176	(350)
2009	5,895	(281)
2010	5,897	2
2011	5,937	40
2012	6,077	140
2013	6,047	(30)
2014	6,328	281
2015	6,716	388
2016	7,094	378
2017 1 st Q	6,558	-----
2017 2 nd Q	6,669	111
2017 3 rd Q	6,715	46

Sources: Georgia Department of Labor, Workforce Information Analysis, 2003 and 2017. Koontz and Salinger. May, 2018.

Commuting

Data from the 2012-2016 American Community Survey (ACS) indicates that some 78.7% of the employed workforce living in the Blairsville PMA (Union County) also works in Union County. Roughly 13.9% of employed PMA residents have jobs in another county in Georgia; the balance (7.5%) commute to other states. The average travel time to work for residents of Union County is 22.6 minutes.

Union County provides jobs for a number of residents of surrounding counties. The following table indicates the number of in-commuters based on 2015 data from the Census Bureau. As noted, the majority of jobs are held by residents of Union County, Towns County and Fannin County in GA.

Among residents of the PMA who work in other counties, most commute to Towns County, Fulton County and Fannin County, as shown in the table below.

Jobs Counts by Counties Where Workers are Employed - All Jobs

		2015	
		Count	Share
	All Counties	7,307	100.0%
	Union County, GA	2,939	40.2%
	Towns County, GA	457	6.3%
	Fulton County, GA	397	5.4%
	Fannin County, GA	371	5.1%
	Gwinnett County, GA	296	4.1%
	Hall County, GA	247	3.4%
	Cobb County, GA	204	2.8%
	Cherokee County, NC	191	2.6%
	White County, GA	180	2.5%
	Forsyth County, GA	129	1.8%
	All Other Locations	1,896	25.9%

Jobs Counts by Counties Where Workers Live - All Jobs

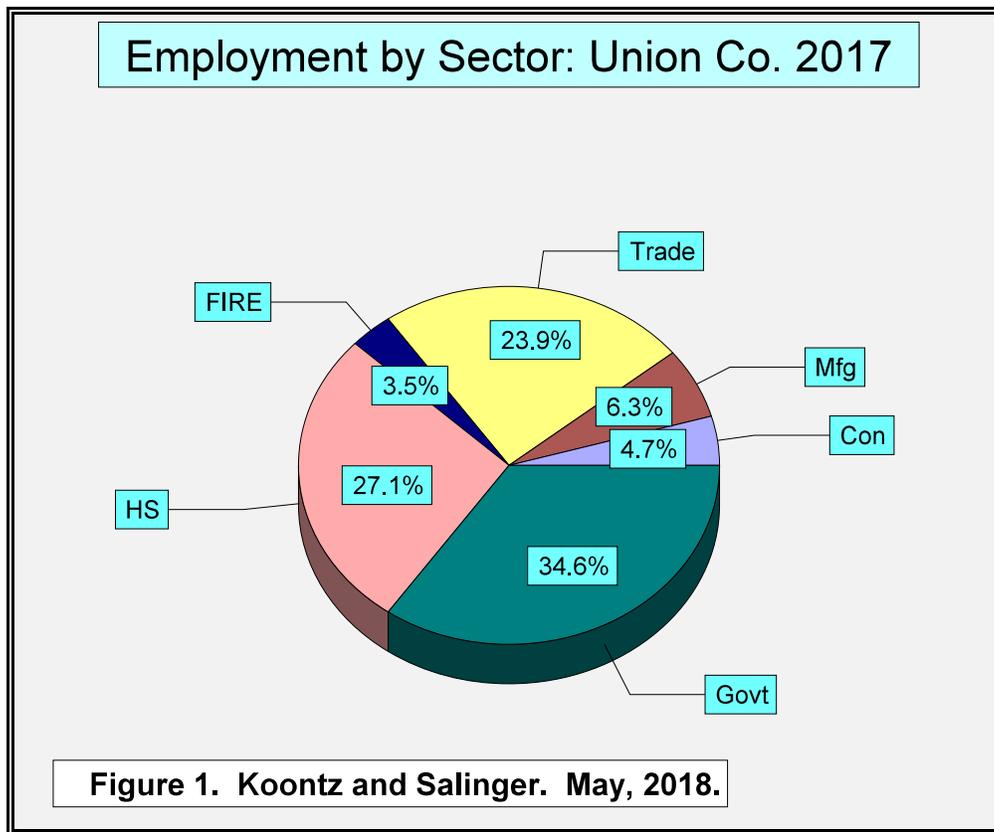
		2015	
		Count	Share
	All Counties	5,915	100.0%
	Union County, GA	2,939	49.7%
	Towns County, GA	385	6.5%
	Fannin County, GA	353	6.0%
	Cherokee County, NC	218	3.7%
	Clay County, NC	140	2.4%
	Forsyth County, GA	107	1.8%
	Habersham County, GA	98	1.7%
	Hall County, GA	85	1.4%
	Gilmer County, GA	84	1.4%
	Gwinnett County, GA	75	1.3%
	All Other Locations	1,431	24.2%

Sources: 2012-2016 American Community Survey, US Census
<https://onthemap.ces.census.gov/>

Table 11 Average Monthly Covered Employment by Sector, Union County, 3 rd Quarter 2016 and 2017							
Year	Total	Con	Mfg	T	FIRE	HCSS	G
2016	7,084	254	333	1,340	200	1,404	1,788
2017	6,715	257	345	1,315	190	1,494	1,906
16-17 # Ch.	- 369	+ 3	+ 12	- 25	- 10	+ 90	+118
16-17 % Ch.	- 5.2	+1.2	+3.6	- 1.9	-5.0	+6.4	+6.6

Note: Con - Construction; Mfg - Manufacturing; T - Retail and Wholesale Trade; FIRE - Finance, Insurance and Real Estate; HCSS - Health Care and Social Services; G - Federal, State & Local Government

Figure 1 exhibits employment by sector in Union County in the 3rd Quarter of 2017. The top four employment sectors are: manufacturing, trade, government and service. The 2018 forecast is for the healthcare sector to increase and the government sector to stabilize.



Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, 2016 and 2017. Koontz and Salinger. May, 2018.

Table 12, exhibits average annual weekly wages in the 3rd Quarter of 2016 and 2017 in the major employment sectors in Union County. It is estimated that the majority of workers in the service and trade sectors (excluding accommodation and food service workers) in 2018 will have average weekly wages between \$450 and \$775. Workers in the accommodation and food service sectors in 2018 will have average weekly wages in the vicinity of \$300.

Table 12				
Average 3rd Quarter Weekly Wages, 2016 and 2017				
Union County				
Employment Sector	2016	2017	% Numerical Change	Annual Rate of Change
Total	\$ 642	\$ 659	+ 17	+ 2.6
Construction	\$ 626	\$ 618	- 8	- 1.3
Manufacturing	\$ 756	\$ 752	- 4	- 0.5
Wholesale Trade	\$ 759	\$ 974	+115	+13.4
Retail Trade	\$ 423	\$ 431	+ 8	+ 1.9
Transportation & Warehouse	\$ 879	\$ 833	- 46	- 5.2
Finance & Insurance	\$1233	\$1187	- 46	- 3.7
Real Estate Leasing	\$ 693	\$ 699	+ 6	+ 0.9
Health Care Services	\$ 801	\$ 748	- 53	- 6.6
Educational Services	\$ 454	Na	Na	Na
Hospitality	\$ 279	\$ 297	+ 18	+ 6.5
Federal Government	\$1139	\$ 951	-188	-16.5
State Government	\$ 571	\$ 581	+ 10	+ 1.8
Local Government	\$ 676	\$ 649	- 27	- 4.0

Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, Wages and Contributions, 2016 and 2017. Koontz and Salinger. May, 2018.

Major Employers

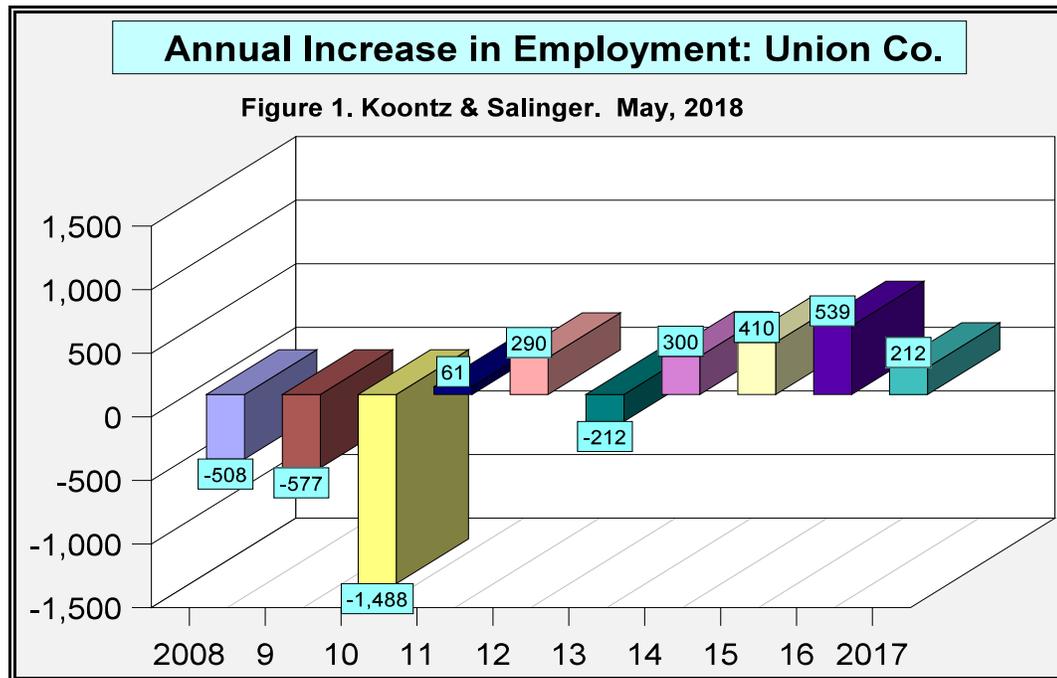
The major employers in the Blairsville and Union County labor market are listed in Table 13.

Table 13		
Major Employers		
Firm	Product/Service	Employees
Union General Hospital	Healthcare	250-499
Union County Schools	Education	250-499
United Community Banks	Finance	250-499
Brasstown Valley Resort	Resort	250-499
Union County	Government	250-499
Walmart Supercenter	Retail Trade	250-499
Ingles Market	Retail Trade	250-499
Union County Nursing Home	Health Care	100-249
Home Depot	Retail Trade	100-249
Boy Scouts of America	Recreation	100-249
Mortgage People Co.	Finance	100-249
Aviagen	Poultry Breeder	50-99
Corrugated Replacements	Machined Parts	50-99
Colwell Probation Detention	Corrections	50-99
North Georgia Senior Care	Health Care	50-99
Panel-Built	Modular Building Products	50-99
Visible Wisdom LLC	Health Service & Supply	50-99
Advanced Digital Cable	Wire & Cable	50-99
Home Instead Senior Care	Health Care	50-99
Colditz Construction	Construction	50-99
FATZ Café	Restaurant	50-99

Source: <https://explorer.gdol.ga.gov/vosnet/lmi/emp/LargestEmployers.aspx>

SUMMARY

The economic situation for Union County is statistically represented by employment activity, both in workers and jobs. As represented in Tables 7-13, Union County experienced employment losses between 2008 and 2010. Like much of the state and nation, very significant employment losses were exhibited in 2009 and 2010. With the exception of 2011, moderate to significant gains were exhibited each year between 2011 and 2017.



As represented in Figure 1 (and Table 10), between 2007 and 2009, the average decrease in employment in Union County was approximately 542 workers or approximately -5% per year. The rate of employment gain between 2010 and 2015, was significant at +1.93% per year. The 2016 to 2017, rate of gain was very significant when compared to the preceding years at +2.15%, represented by an increase of 212 jobs.

Monthly unemployment rates in 2017 were much improved when compared to the 2009 to 2016 period. Monthly unemployment rates in 2017, were for the most part improving on a month to month basis, ranging between 3.7% and 4.9%.

The National forecast for 2017 (at present) is for the unemployment rate to approximate 3.5% to 4%. Typically, during the last five years, the overall unemployment rate in Union County has been comparable to the state and national average unemployment rates. The annual unemployment rate in 2018 in Union County is forecasted to continue to decline, to the vicinity of 4% and improving on a relative year to year basis.

The Union County Development Authority (UCDA) serves as the primary economic development agency for Blairsville and Union County, Georgia. The stated mission of the UCDA is "to positively impact our community by facilitating quality development that results in new job opportunities and capital investment". To implement this mission, the UCDA Board of Directors and staff are charged with the following:

- (1) To encourage and assist the growth of existing businesses;
- (2) To attract new businesses and industries;
- (3) To advance the economic, cultural and civic goals of our community;
- (4) To promote the general welfare of all of our citizens.

The UCDA actively markets land and buildings in two industrial parks, both located in the Blairsville area. Robert Jones Industrial Park is located on the eastern side of Blairsville, with access to US 76, US 19/129, GA 11, GA 2 and GA 515. Blairsville Airport Regional Industrial Park is southwest of the town, with access to GA 2, GA 515 and US 76.

Union County is home to a number of manufacturing facilities, and also has a very robust tourism and hospitality sector, due to the location in the Blue Ridge Mountains. The area is also a retirement destination, and was first rated as among the "top 10 places for retirement" more than 20 years ago. **Retire In Georgia** magazine has also listed Blairsville as one of the top 10 places to retire in Georgia.

In July 2017, Advanced Digital Cable Inc., a leading manufacturer of electronic and communication wire and cable, announced that they will invest \$15 million to expand their manufacturing plant in Blairsville. The expansion will create an additional 100,000 SF of manufacturing space; 65 new jobs will be created, mostly manufacturing positions.

A review of recent WARN lists revealed no announcements of new layoffs or closures in Blairsville or the balance of Union County.

Sources: <http://www.unioncounty.gov>
<http://www.georgiatrend.com>
<http://www.georgia.org/?s=Union+County>
<http://www.georgiafacts.org/counties>
<http://www.ucda.net/>
<http://www.visitblairsville.com>
<http://www.timesfreepress.com/news/business>

Local Economy - Relative to Subject & Impact on Housing Demand

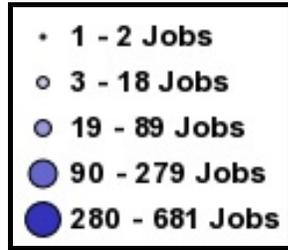
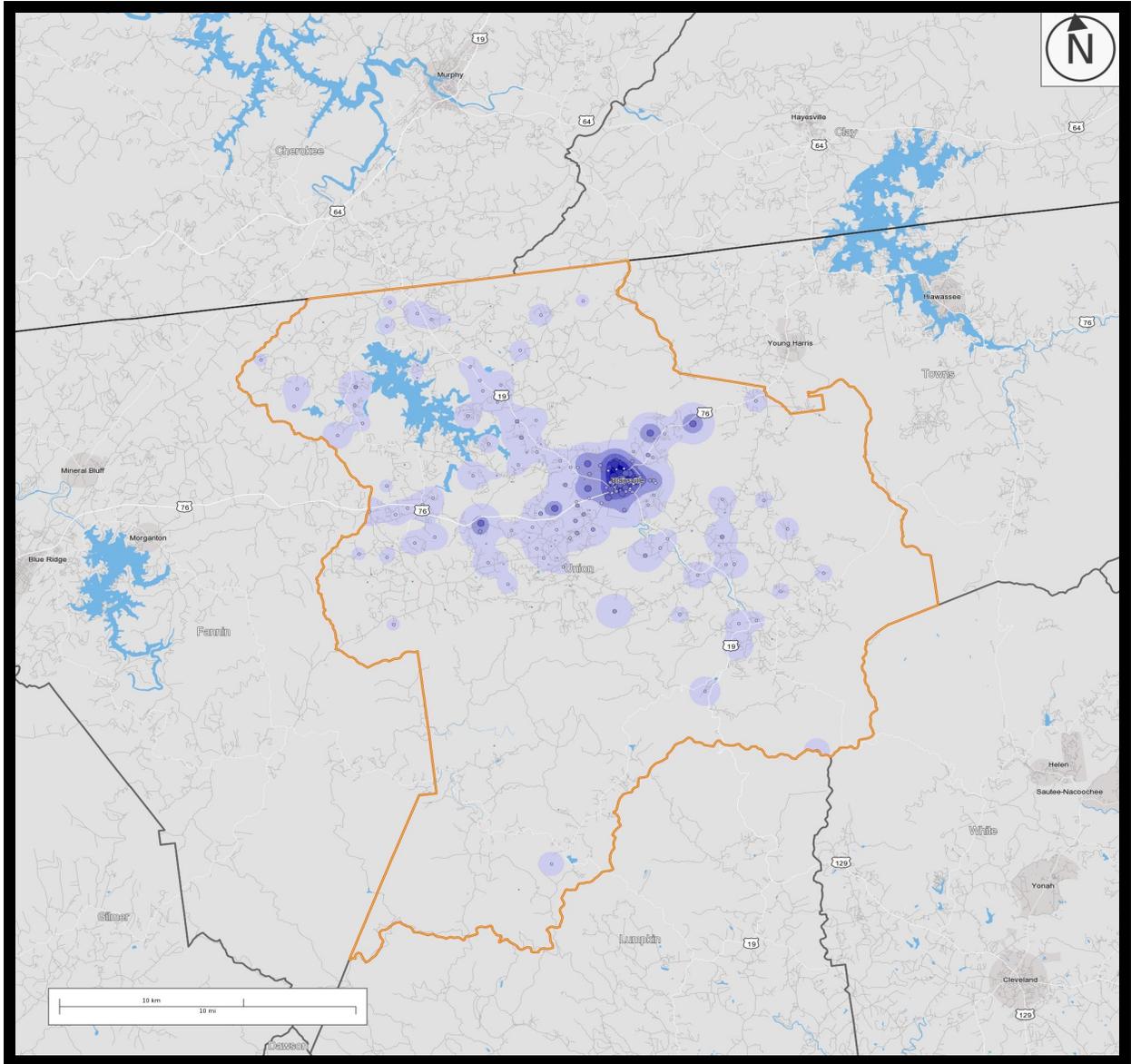
Over the last two years the Blairsville / Union County economy has steadily increased employment and continues to exhibit signs of further growth, in particular within the service and retail sectors.

The Blairsville / Union County area economy has a large number of low to moderate wage workers employed in the service, trade, hospitality, and healthcare sectors. Given the acceptable site location of the subject, with good proximity to several employment nodes, the proposed subject development will very likely attract potential renters from these sectors of the workforce who are in need of affordable housing and a reasonable commute to work.

The proposed subject property net rents at 50% and 60% AMI are very marketable, and competitive with the area competitive environment.

The major employment nodes within Blairsville and the PMA, relative to the location of the subject's site are exhibited on the Map on the following page. The majority of jobs are concentrated in the Blairsville area, with smaller concentrations in other locations within the US 19 and US 76 transportation corridors. Some minor concentrations (mostly tourism/recreation industry jobs) are also located in proximity to Nottely Lake.

Major Employment Nodes



SECTION G

PROJECT-SPECIFIC DEMAND ANALYSIS

This incorporates several sources of income eligible demand, including demand from new renter household growth and demand from existing renter households already in the Blairsville market. In addition, given the amount of substandard housing that

still exists in the PMA market, the potential demand from substandard housing will be examined.

This methodology develops an effective market demand comprising eligible demand segments based on household characteristics and typical demand sources. It evaluates the required penetration of this effective demand pool. The section also includes estimates of reasonable absorption of the proposed units. The demand analysis is premised upon the estimated year that the subject will be placed in service in mid to late 2020, with the first full year of occupancy in 2021.

In this section, the effective project size is 72-units. Throughout the demand forecast process, income qualification is based on the distribution estimates derived in Tables 5A and 5B from the previous section of the report.

Subsequent to the derivation of the annual demand estimate, the project is considered within the context of the current market conditions. This analysis assesses the size of the proposed project compared to the existing population, including factors of tenure and income qualification. This indicates the proportion of the occupied housing stock that the project would represent and gives an indication of the scale of the proposed complex in the market. This does not represent potential demand, but can provide indicators of the validity of the demand estimates and the expected capture rates.

The demand analysis will address the impact on demand from existing and proposed like-kind competitive supply. In this case discriminated by age and income.

Finally, the potential impact of the proposed project on the housing market supply is evaluated, particularly the impact on other like-kind assisted family apartment projects in the market area.

Income Threshold Parameters

This market study focused upon the following target population regarding income parameters:

- (1) - Occupied by households at 60 percent or below of area median income.
- (2) - Projects must meet the person per unit imputed income requirements of the Low Income Housing Tax Credit, as amended in 1990. Thus, for purposes of estimating rents, developers should assume no more than the following: (a) For efficiencies, 1 Person; (b) For units with one or more separate bedrooms, 1.5 persons for each separate bedroom.
- (3) - The proposed development will be available to Section 8 voucher holders.
- (4) - The 2017 HUD Income Guidelines were used.
- (5) - 7% of the units will be set aside as market rate with no income restrictions.

Analyst Note: The subject will comprise 72 one, two and three bedroom units. The expected occupancy of people per unit is:

1BR - 1 and 2 persons
2BR - 2, 3 and 4 persons
3BR - 3, 4, 5 and 6 persons

Analyst Note: As long as the unit in demand is income qualified there is no minimum number of people per unit.

The proposed development will target approximately 21% of the units at 50% or below of area median income (AMI), approximately 72% of the units at 60% AMI and approximately 7% at Market.

LIHTC Segment

The lower portion of the LIHTC target income ranges is set by the proposed subject 1BR rents at 50% and 60% AMI.

It is estimated that households at the subject will spend between 30% and 45% of income for gross housing expenses, including utilities and maintenance. Recent Consumer Expenditure Surveys (including the most recent) indicate that the average cost paid by renter households is around 36% of gross income. Given the subject property's intended target group it is estimated that the target LIHTC income group will spend between 25% and 50% of income on rent. GA-DCA has set the estimate for non elderly applications at 35%.

The proposed 1BR net rent at 50% AMI is \$377. The estimated utility cost is \$103. The proposed 1BR gross rent at 50% AMI is \$480. Based on the proposed gross rents the lower income limits at 50% AMI was established at \$16,460.

The proposed 1BR net rent at 60% AMI is \$430. The estimated utility cost is \$103. The proposed 1BR gross rent at 60% AMI is \$533. Based on the proposed gross rent the lower income limits at 60% AMI was established at \$18,275.

The maximum income limit at 50% and 60% AMI for 1 to 5 person households in Union County follows:

	<u>50%</u> <u>AMI</u>	<u>60%</u> <u>AMI</u>
1 Person -	\$19,300	\$23,160
2 Person -	\$22,100	\$26,520
3 Person -	\$24,850	\$29,820
4 Person -	\$27,600	\$33,120
5 Person -	\$29,800	\$35,760

Source: 2017 National Non-Metropolitan income limits.

LIHTC Target Income Ranges

The overall income range for the targeting of income eligible households at 50% AMI is \$16,460 to \$29,800.

The overall income range for the targeting of income eligible households at 60% AMI is \$18,275 to \$35,760.

Market Rate Segment

In this analysis, the market-rate limits are set at an expenditure pattern of 25% to 45% of household income, with an estimated expenditure (for the Blairsville market) of gross rent to income set at 25%.

The estimated 1BR gross rent is \$628. The 1BR lower income limit based on a rent to income ratio of 25% is established at \$30,145, adjusted to \$36,000, to eliminate overlap with the 60% AMI target income range.

Technically there is no upper income limit for conventional apartment developments. Sometimes, an arbitrary limit can be placed upon a proposed development, taking into consideration, project design, intended targeted use, site location and the proposed unit and development amenity package. After examining the overall subject development project parameters, the upper income limit was not capped.

SUMMARY

Target Income Range - Subject Property - by Income Targeting Scenario

50% AMI

The subject will position 15-units at 50% of AMI.

The overall **Target Income Range** for the proposed subject property targeting households at 50% AMI is \$16,460 to \$29,800.

It is projected that in 2021, approximately **18%** of the renter households in the PMA will be in the subject property 50% AMI LIHTC target income group.

60% AMI

The subject will position 52-units at 60% of AMI.

The overall **Target Income Range** for the proposed subject property targeting households at 60% AMI is \$18,275 to \$35,760.

It is projected that in 2021, approximately **23%** of the renter households in the PMA will be in the subject property 60% AMI LIHTC target income group.

Adjustments

In order to adjust for income overlap between the targeted income segments, the following adjustment was made. The 50% and 60% income segment estimates were reduced in order to adjust for overlap with each other, but only moderately at 60%, given fact that only 15-units will target renters at 50% AMI.

Renter-Occupied

50% AMI	10.0%
60% AMI	16.5%

Market Rate

The overall **Target Income Range** for non-income restricted Market Rate units at the proposed is \$36,000 and over, after adjusting for overlap with the 60% of AMI group.

It is projected that in 2021, approximately **47%** of the renter-occupied households in the PMA will be in the subject property Market Rate target income group of \$36,000 and over.

Effective Demand Pool

In this methodology, there are three basic sources of demand for an apartment project to acquire potential tenants:

- * net household formation (normal growth),
- * existing renters who are living in substandard housing, and
- * existing renters who choose to move to another unit, typically based on affordability (rent overburdened), project location and features.

As required by the most recent set of GA-DCA Market Study Guidelines, several adjustments are made to the basic model. The methodology adjustments are:

(1) taking into consideration like-kind competitive units now in the "pipeline", and/or under construction within the 2019 to 2021 forecast period, and

(2) taking into consideration like-kind competition introduced into the market during 2016 and 2017.

Growth

For the PMA, forecast housing demand through household formation totals 310 households over the 2019 to 2021 forecast period. By definition, were this to be growth it would equal demand for new housing units. This demand would further be qualified by tenure and income range to determine how many would belong to the subject target income group. During the 2019 to 2021 forecast period it is calculated that 59 or approximately 19% of the new households formations would be renters.

Based on 2021 income forecasts, 6 new renter households fall into the 50% AMI target income segment of the proposed subject property, 10 into the 60% AMI target income segment, and 28 at Market.

Demand from Existing Renters that are In Substandard Housing

The most current and reliable data from the US Census regarding substandard housing is the 2000 census, and the 2012-2016 American Community Survey. By definition, substandard housing in this market study is from Tables H21 and H48 in Summary File 3 of the 2000 census - Tenure by Age of Householder by Occupants Per Room and Tenure by Plumbing Facilities, respectively. By definition, substandard housing in this market study is from Tables B25015 and B25016 in the 2012-2016 American Community Survey 5-Year Estimates - Tenure by Age of Householder by Occupants Per Room and Tenure by Plumbing Facilities, respectively.

Based upon 2000 Census data, 51 renter-occupied households were defined as residing in substandard housing. Based upon 2012-2016 American Community Survey data, 0 renter-occupied households were defined as residing in substandard housing. The forecast in 2021 was for 0 renter occupied households residing in substandard housing in the PMA.

Based on 2021 income forecasts, 0 substandard renter households fall into the target income segment of the proposed subject property at 50% AMI and 0 are in the 60% AMI segment. This segment of the demand methodology is considered to be not applicable at Market.

Demand from Existing Renters that are Rent Overburdened

An additional source of demand for rental units is derived from renter households desiring to move to improve their living conditions, to accommodate different space requirements, because of changes in financial circumstances or affordability. For this portion of the estimate, rent overburdened households are included in the demand analysis. Note: This segment of the demand analysis excluded the estimate of demand by substandard housing as defined in the previous segment of the demand analysis.

By definition, rent overburdened are those households paying greater than 30% to 35% of income to gross rent*. The most recent census based data for the percentage of households that are rent overburdened by income group is the 2000 census. In addition, the 2012-2016 American Community Survey provides the most current *estimated* update of rent overburden statistical information. Forecasting this percentage estimate forwarded into 2021 is extremely problematic and would not hold up to the rigors of statistical analysis. It is assumed that the percentage of rent overburdened households within the target income range has increased, owing to the 2009-2013 national and worldwide recession. The 2012-2016 ACS indicates that within Union County about 53% of all households age 18 to 64 (owners & renters) are rent or cost overburdened and the approximately 62% of all renters (regardless of age) within the \$10,000 to \$19,999 income range, and 67.5% in the \$20,000 to \$34,999 income range.

It is estimated that approximately 68% of the renters with incomes in the 50% AMI target income segment are rent overburdened, and 68% of the renters with incomes in the 60% AMI target income segment are rent overburdened. It is estimated that 14% are in the target Market Rate income segment of \$36,000 and over.

In the PMA it is estimated that 146 existing renter households are rent overburdened and fall into the 50% AMI target income segment of the proposed subject property, 240 are in the 60% AMI segment and 141 are in the Market Rate segment.

***Note:** HUD and the US Census define a rent over burdened household at 30% of income to rent.

Total Effective Tenant Pool

The potential demand from these sources (within the PMA) total 152 households/units for the subject apartment development at 50% AMI. The potential demand from these sources (within the PMA) total 250 households/units for the subject apartment development at 60% AMI. The potential demand from these sources (within the PMA) total 169 households/units for the subject apartment development at Market.

The total potential demand from the PMA is 402 households/units for the subject apartment development at 50% to 60% AMI. This estimate comprises the total income qualified demand pool from which the tenants at the proposed project will be drawn from the PMA.

Naturally, not every household in this effective demand pool will choose to enter the market for a new unit; this is the gross effective demand.

These estimates of demand will still need to be adjusted for the introduction of new like-kind LIHTC supply into the PMA that is either: (1) built in 2016-2017, placed in service in 2016-2017, or currently in the rent-up process, (2) under construction, and/or (3) in the pipeline for development (if any).

Upcoming Direct Competition

An additional adjustment is made to the total demand estimate. The estimated number of direct, like-kind competitive supply under construction and/or in the pipeline for development must be taken into consideration. At present, there are no LIHTC or Market Rate apartment developments under construction within the PMA.

A review of the 2016 and 2017 list of awards for both LIHTC & Bond applications made by the Georgia Department of Community Affairs revealed that no awards were made for a LIHTC family development within the Blairsville PMA.

In 2015, an award was made for a 72-unit LIHTC family development in Union County, The Meadows. This property will be taken into consideration within the quantitative demand methodology.

The segmented, effective demand pool for the proposed LIHTC/Market Rate new construction development is summarized in Tables 14A and 14B on the following pages.

Table 14: LIHTC Family

Quantitative Demand Estimate: Blairsville PMA

	50%	60%
	<u>AMI</u>	<u>AMI</u>
● <u>Demand from New Growth - Renter Households</u>		
Total Projected Number of Households (2021)	2,142	2,142
Less: Current Number of Households (2019)	<u>2,083</u>	<u>2,083</u>
Change in Total Renter Households	+ 59	+ 59
% of Renter Households in Target Income Range	<u>10%</u>	<u>16.5%</u>
Total Demand from New Growth	6	10
● <u>Demand from Substandard Housing with Renter Households</u>		
Number of Households in Substandard Housing(2016)	0	0
Number of Households in Substandard Housing(2021)	0	0
% of Substandard Households in Target Income Range	<u>10%</u>	<u>16.5%</u>
Number of Income Qualified Renter Households	0	0
● <u>Demand from Existing Renter Households</u>		
Number of Renter Households (2021)	2,142	2,142
Minus substandard housing segment	0	0
Net Number of Existing Renter Households	2,142	2,142
% of Households in Target Income Range	<u>13%</u>	<u>21.5%</u>
Number of Income Qualified Renter Households	214	353
Proportion Income Qualified (that are Rent Overburden)	<u>68%</u>	<u>68%</u>
Total	146	240
● <u>Net Total Demand</u>	152	250
Minus New Supply of Competitive Units (2016-2017)	<u>- 0</u>	<u>- 72</u>
● <u>Gross Total Demand</u>	152	178

Table 14B: Market Rate

Quantitative Demand Estimate: Blairsville PMA

● <u>Demand from New Growth - Renter Households</u>	<u>Market</u>
Total Projected Number of Households (2021)	2,142
Less: Current Number of Households (2019)	<u>2,083</u>
Change in Total Renter Households	+ 59
% of Renter Households in Target Income Range	<u>47%</u>
Total Demand from New Growth	28
● <u>Demand from Existing Elderly Renter Households</u>	
Number of Renter Households (2021)	2,142
% of Households in Target Income Range	<u>47%</u>
Number of Income Qualified Renter Households	1,007
Proportion Income Qualified (that are Rent Overburdened)	<u>14%</u>
Total	141
● <u>Total Demand From Renters</u>	169
● <u>Minus New Supply of Competitive Units (2016-2017)</u>	<u>- 0</u>
● <u>Gross Total Demand - Market Rate</u>	169

Table 14 - Converted w/in GA-DCA Required Table

	HH @30% AMI xx,xxx to xx,xxx	HH @50% AMI \$16,460 to \$29,800	HH@ 60% AMI \$18,275 to \$35,760	HH @ Market \$36,000 & over	All LIHTC Households
Demand from New Households (age & income appropriate)		6	10	28	16
Plus					
Demand from Existing Renter Households - Substandard Housing		0	0	0	0
Plus					
Demand from Existing Renter Households - Rent Overburdened households		146	240	141	386
Sub Total		152	250	169	402
Demand from Existing Households - Elderly Homeowner Turnover (limited to 2%)		Na	Na	Na	Na
Equals Total Demand		152	250	169	402
Less					
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the project market between 2016 and the present		0	72	0	72
Equals Net Demand		152	178	169	330

Capture Rate Analysis

LIHTC Segment

After adjusting for new like kind supply, the total Number of LIHTC Households Income Qualified = 330. For the subject 67 LIHTC units, this equates to an overall LIHTC Capture Rate of **20.3%**.

● <u>Capture Rate</u> (67 unit subject, by AMI)	50%	60%
	<u>AMI</u>	<u>AMI</u>
Number of Units in Subject Development	15	52
Number of Income Qualified Households	152	178
Required Capture Rate	9.9%	29.2%

Market Rate Segment

After adjusting for new like kind supply, the total number of Market Rate Income Qualified Households = 169. For the subject 5 Market Rate units this equates to an overall Market Capture Rate of **3.0%**.

● <u>Capture Rate @ Market</u>	<u>Market</u>
Number of Units in Subject Development	5
Number of Income Qualified Households	169
Required Capture Rate	3.0%

● Total Demand by Bedroom Mix

It is estimated that approximately 20% of the target group fits the profile for a 1BR unit, 55% for a 2BR unit, and 25% of the target group is estimated to fit a 3BR unit profile. Source: Table 6 and Survey of the Competitive Environment.

* At present, there are no LIHTC (family) like kind competitive properties under construction within the PMA. However, one property, The Meadows (72-units; 100% at 60% AMI) was introduced within the market and will be taken into consideration.

Total Demand by Bedroom Type (at 50% AMI)

1BR - 30
 2BR - 84
 3BR - 38
 Total - 152

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	30	0	30	2	6.7%
2BR	84	0	84	8	9.5%
3BR	38	0	38	5	13.2%

Total Demand by Bedroom Type (at 60% AMI)

1BR - 50
 2BR - 138
 3BR - 62
 Total - 250 (pre adjustment)

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	50	12	38	7	18.4%
2BR	138	30	108	27	25.0%
3BR	62	30	32	18	56.3%

Total Demand by Bedroom Type (at Market)

1BR - 34
 2BR - 93
 3BR - 42
 Total - 169

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	34	0	34	1	2.9%
2BR	93	0	93	3	3.2%
3BR	42	0	42	1	2.4%

Capture Rate Analysis Chart

Income Targeting	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Abspt
30% AMI							
1BR							
2BR							
3BR							
4BR							
50% AMI							
1BR	\$16,460-\$19,300	2	30	0	30	6.7%	1 mo.
2BR	\$19,130-\$24,850	8	84	0	84	9.5%	2 mos.
3BR	\$22,660-\$29,800	5	38	0	38	13.2%	2 mos.
4BR							
60% AMI							
1BR	\$18,275-\$23,160	7	50	12	38	18.4%	2 mos.
2BR	\$21,700-\$29,820	27	138	30	108	25.0%	6 mos.
3BR	\$24,720-\$35,760	18	62	30	32	56.3%	6 mos.
4BR							
Market Rate							
1BR	\$36,000+	1	34	0	34	2.9%	1 mo.
2BR	\$36,000+	3	93	0	93	3.2%	1 mo.
3BR	\$36,000+	1	42	0	42	2.4%	1 mo.
4BR							
Total 30%							
Total 50%	\$16,460-\$29,800	15	152	0	152	9.9%	2 mos.
Total 60%	\$18,275-\$35,760	52	250	72	178	29.2%	6 mos.
Total LIHTC	\$16,460-\$35,760	67	402	72	330	20.3%	6 mos.
Total Market	\$36,000 and over	5	169	0	169	3.0%	1 mo.

- Penetration Rate:

The NCHMA definition for Penetration Rate is: "The percentage of age and income qualified renter households in the Primary Market Area that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy."

The above capture rate analysis and findings already take into consideration like-kind upcoming and pipeline development. In fact, the final step of the Koontz & Salinger demand and capture rate methodologies incorporates penetration rate analysis.

Overall Impact to the Rental Market

In the opinion of the market analyst, the proposed LIHTC/Market Rate family development will not negatively impact the existing supply of program assisted LIHTC family properties located within the Blairsville PMA in the short or long term.

At the time of the survey, Nantahala Village, a 56-unit LIHTC family development, was 100% occupied and had over 50 applicants on the waiting list. At the time of the survey, The Meadows, a 72-unit LIHTC family development, was 100% occupied and had 38 applicants on the waiting list.

None of the surveyed managers of program assisted properties expressed a concern with possible long term negative impact to their respective properties should the proposed subject development be introduced within the area competitive environment.

Some relocation of tenants in the area program assisted family properties could occur. This is considered to be normal when a new property is introduced within a competitive environment, resulting in very short term negative impact.

SECTION H

COMPETITIVE ENVIRONMENT &
SUPPLY ANALYSIS

This section of the report evaluates the general rental housing market conditions in the PMA apartment market, for both LIHTC and non LIHTC program assisted family properties and market rate properties.

Part I of the survey focused upon the existing program assisted family properties within the PMA.

Part II consisted of a sample survey of conventional apartment properties in the competitive environment. The analysis includes individual summaries and pictures of properties as well as an overall summary rent reconciliation analysis.

The Blairsville apartment market is representative of a rural apartment market, greatly influenced by a much larger, surrounding rural hinterland. The Blairsville apartment market does not have any traditional market rate properties of size. The local market does contain two LIHTC family properties, several small USDA-RD properties, and one HUD elderly property and two HUD properties for the disabled. Outside of Blairsville the rental market is primarily composed of single-family homes for rent. Owing to the fact that Blairsville lacks a sizable number of non subsidized / market rate properties the sample set included market rate properties located in the comparable northwest Georgia towns of Ellijay and Cornelia.

The selection process of "comparables" focused upon including those properties within the surveyed data set offering one, two and three-bedroom units, are non subsidized, were professionally managed, and in good to very good condition.

Part I - Survey of the Program Assisted Apartment Market

Five program assisted family properties representing 197 units were surveyed in the subject's competitive environment, in detail. Two of the program assisted properties are LIHTC (family). Three properties are USDA-RD (1 elderly and 2 family). Several key findings in the local program assisted apartment market include:

- * At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 0.5%.
- * At the time of the survey, the overall vacancy rate of the three USDA-RD properties was 1.5%. All three properties maintain a waiting list.
- * The bedroom mix of the surveyed program assisted properties is 22% 1BR, 42% 2BR, 32% 3BR and 4% 4BR.
- * The Blairsville PMA has two LIHTC developments within its physical geography. At the time of the survey, Nantahala Village, a 56-unit LIHTC family development, was 100% occupied and had over 50 applicants on the waiting list. At the time of the survey, The Meadows, a 72-unit LIHTC family development, was 100% occupied and had 38 applicants on the waiting list.

Part II - Sample Survey of Market Rate Apartments

Six market rate properties, representing 132 units were surveyed in the subject's competitive environment, in detail. Owing to the lack of traditional market rate apartment properties within the Blairsville PMA, five of the six surveyed market rate properties are located outside in the PMA, in the comparable northwest Georgia towns of Ellijay and Cornelia. Several key findings within the competitive apartment market environment include:

- * At the time of the survey, the overall estimated vacancy rate of the surveyed market rate properties targeting the general population was 2.3%.
- * The typical occupancy rates reported for most of the surveyed properties ranges between the mid 90's to high 90's.
- * None of the surveyed market rate properties are presently offering rent concessions.
- * The bedroom mix of the surveyed market rate properties is 19% 1BR, 70.5% 2BR and 10.5% 3BR.
- * Three of the six surveyed market rate properties includes water, sewer and trash removal within the net rent. Three of the surveyed properties only include trash removal within the net rent.
- * A survey of the conventional apartment market exhibited the following average, median and range of net rents, by bedroom type, in the area competitive environment:

Market Rate Competitive Environment - Net Rents			
BR/Rent	Average	Median	Range
1BR/1b	\$625	\$605	\$495-\$750
2BR/1b	\$693	\$745	\$550-\$765
2BR/1.5 & 2b	\$806	\$800	\$600-\$945
3BR/2b & 2.5b	\$909	\$900	\$800-\$1045

Source: Koontz & Salinger. May, 2018

Rent Increase/Decrease

Between 2015 and 2018, the competitive environment conventional apartment market exhibited the following change in average net rents, by bedroom type:

	<u>Annual Change</u>
1BR/1b	+ 6.6%
2BR/1b	+ 9.7%
2BR/2b	+10.4%
3BR/2b	NA

* Security deposits range between \$200 and \$300, or were based upon one month's rent. The overall estimated median security deposit within the surveyed competitive environment is \$250.

* Three of the surveyed market rate properties were built in the 1990's and two in the 2000's.

* A survey of the conventional apartment market exhibited the following average, median and range of size of units, by bedroom type, in the area competitive environment:

Market Rate Competitive Environment - Unit Size			
BR/Size	Average	Median	Range
1BR/1b	792	780	700-1033
2BR/1b	1013	1000	975-1100
2BR/1.5b & 2b	961	1020	900-1186
3BR/2b	1275	1275	1200-1388

Source: Koontz & Salinger. May, 2018

* In the area of unit size, by bedroom type, the subject will offer very competitive unit sizes, by floor plan, in comparison with the existing market rate properties.

Section 8 Vouchers

The Section 8 voucher program for Union County is managed by the Georgia Department of Community Affairs, Atlanta Office. At the time of the survey, the Georgia State Office stated that 15 vouchers held by households were under contract within Union County, of which 10 were elderly households and 5 non elderly. In addition, it was reported that presently there are 17 applicants on the waiting list. The waiting list is presently closed. Source: Ms. Sharon El, Administrative Assistant, GA-DCA, Atlanta Office, Sharon.EL@dca.ga.gov, March 23, 2018.

Fair Market Rents

The 2018 Fair Market Rents for Union County, GA are as follows:

- Efficiency = \$ 499
- 1 BR Unit = \$ 502
- 2 BR Unit = \$ 668
- 3 BR Unit = \$ 838
- 4 BR Unit = \$1126

*Fair Market Rents are gross rents (include utility costs)

Source: www.huduser.gov

Note: The proposed subject property LIHTC gross rents are all below the maximum Fair Market Rents. Thus, the subject property LIHTC units will be marketable to Section 8 voucher holders in Union County.

Comparable Properties

* The most comparable surveyed market rate properties to the subject in terms of rent reconciliation/advantage analysis are:

Comparable Market Rate Properties: By BR Type		
1BR	2BR	3BR
Austin Place	Austin Place	Crown Pointe
Heritage Gardens	Crown Pointe	Heritage Gardens
Holly Fitch	Heritage Gardens	
Windy Hill	Highland	
	Holly Fitch	
	Windy Hill	

Source: Koontz & Salinger. May, 2018

* The most direct like-kind comparable surveyed properties to the proposed subject development in terms of age and income targeting are is the existing LIHTC-family properties in Blairsville.

* In terms of market rents, and subject rent advantage, the most comparable properties comprise the six surveyed market rate properties located within the competitive environment. Five of the six properties are located outside of the Blairsville PMA, yet owing to the fact they are in like-kind, comparable, northwest Georgia towns no distance value adjustment is applied within the rent reconciliation process.

Housing Voids

At the time of the market study, no readily discernable housing voids were noted within the PMA. In the area of affordable housing, present indicators such as waiting lists and demand forecasts suggest an on-going need for additional affordable housing supply targeting both the elderly and general population.

Table 15 exhibits building permit data between 2000 and 2017. The permit data is for Union County (including Blairsville). Between 2000 and 2018, 4,851 permits were issued in Union County, of which 80, or approximately 1.6% were multi-family.

Table 15 New Housing Units Permitted: Union County, 2000-2017¹			
Year	Net Total²	Single-Family Units	Multi-Family Units
2000	401	399	2
2001	421	421	--
2002	490	480	2
2003	517	517	--
2004	543	543	--
2005	564	560	4
2006	485	485	--
2007	279	279	--
2008	123	123	--
2009	102	102	--
2010	68	68	--
2011	58	58	--
2012	87	87	--
2013	99	99	--
2014	87	87	--
2015	129	129	--
2016	227	155	72
2017	170	170	--
Total	4,851	4,771	80

¹Source: SOCDs Building Permits Database.

²Net total equals new SF and MF dwellings units.

Table 16 exhibits the project size, bedroom mix, number of vacant units (at time of the survey), net rents and unit sizes of the surveyed program assisted apartment properties in the Blairsville competitive environment.

Table 16											
SURVEY OF BLAIRSVILLE PMA APARTMENT COMPLEXES											
PROJECT PARAMETERS											
Complex	Total Units	1BR	2BR	3BR	Vac. Units	1BR Rent	2BR Rent	3BR Rent	SF 1BR	SF 2BR	SF 3BR
Subject	72	10	38	24	Na	\$377-\$525	\$430-\$575	\$500-\$625	886	1113	1284
LIHTC-FM											
The Meadows	72	12	30	30	0	\$475	\$570	\$635	800	1100	1250
Nantahala Village	56	--	18	38	0	---	\$418-\$478	\$481-\$679	--	878	1104-1372
Sub Total	128	12	48	68	0						
USDA-RD											
Jackson Heights	20	8	12	--	0	\$545	\$650	--	Na	Na	--
Tanyard Branch I	24	1	20	3	1	\$405	\$420	\$460	648	909	949
Tanyard Branch II	25	22	3	--	0	\$658	\$773	--	654	798	--
Sub Total	69	31	35	3	1						
Total*	197	43	83	71	1						

* - Excludes the subject property

Note: The basic rent was noted for the USDA-RD properties

Comparable properties highlighted in red.

Source: Koontz and Salinger. May, 2018.

Table 17 exhibits the project size, bedroom mix, number of vacant units (at the time of the survey), net rents and reported unit sizes of a sample of the surveyed market rate apartment properties within the competitive environment.

Table 17											
SURVEY OF MARKET RATE COMPETITIVE SUPPLY											
PROJECT PARAMETERS											
Complex	Total Units	1BR	2BR	3BR	Vac. Units	1BR Rent	2BR Rent	3BR Rent	SF 1BR	SF 2BR	SF 3BR
Subject	72	10	38	24	Na	\$377-\$525	\$430-\$575	\$500-\$625	886	1113	1284
Austin Place	26	8	18	--	0	\$750	\$800	--	760	1100	--
Crown Pointe	50	--	40	10	2	--	\$745-\$945	\$900-\$1045	--	975-1050	1200
Heritage Gardens	16	4	8	4	0	\$635	\$750	\$850	1033	1186	1388
Highland	18	--	18	--	1	--	\$795	--	--	900	--
Holly Faith	12	5	7	--	0	\$495	\$550	--	800	1200	--
Windy Hill	10	8	2	--	0	\$575	\$600	--	700	900	--
Total*	132	25	93	14	3						

* - Excludes the subject property

Comparable properties highlighted in red.

Source: Koontz and Salinger. May, 2018.

Table 18 exhibits the key amenities of the subject and the surveyed program assisted apartment properties. Overall, the subject is competitive to very competitive with all of the existing program assisted apartment properties in the market regarding the unit and development amenity package.

Table 18													
SURVEY OF PMA APARTMENT COMPLEXES UNIT & PROJECT AMENITIES													
Complex	A	B	C	D	E	F	G	H	I	J	K	L	M
Subject	x	x			x	x		x	x	x	x	x	x
LIHTC-FM													
The Meadows	x	x			x	x		x	x	x	x	x	x
Nantahala Village	x	x			x	x	x	x	x	x	x	x	x
USDA-RD													
Jackson Heights	x							x	x	x	x		
Tanyard Branch I	x							x	x	x	x		
Tanyard Branch II	x							x	x	x	x		

Source: Koontz and Salinger. May, 2018.

Key: A - On-Site Mgmt Office B - Central Laundry C - Pool
 D - Tennis Court E - Playground/Rec Area F - Dishwasher
 G - Disposal H - W/D Hook-ups I - A/C
 J - Cable Ready K - Mini-Blinds L - Community Rm/Exercise Rm
 M - Storage/other (inc. - ceiling fan, microwave, patio/balcony)

Table 19 exhibits the key amenities of the subject and the surveyed conventional apartment properties.

Table 19													
SURVEY OF CONVENTIONAL COMPETITIVE SUPPLY UNIT & PROJECT AMENITIES													
Complex	A	B	C	D	E	F	G	H	I	J	K	L	M
Subject	x	x			x	x		x	x	x	x	x	x
Austin Place						x		x	x	x	x		x
Crown Pointe						x		x	x	x	x		x
Heritage Gardens	x	x			x	x		x	x	x	x	x	x
Highland						x		x	x	x	x		x
Holly Faith						x		x	x	x	x		
Windy Hill						x		x	x	x	x		x

Source: Koontz and Salinger. May, 2018.

Key: A - On-Site Mgmt Office B - Central Laundry C - Pool
 D - Tennis Court E - Playground/Rec Area F - Dishwasher
 G - Disposal H - W/D Hook-ups I - A/C
 J - Cable Ready K - Mini-Blinds L - Community Rm/Exercise Rm
 M - Storage/other (inc. - ceiling fan, microwave, patio/balcony)

The data on the individual complexes, reported on the following pages, were reported by the owners or managers of the specific projects. In some cases, the managers / owners were unable to report on a specific project item, or declined to provide detailed information.

A map showing the location of the program assisted properties in the Blairsville PMA is provided on page 93. A map showing the location of the surveyed Market Rate properties located within the competitive environment is provided on page 94. A map showing the location of the surveyed Comparable properties located within the competitive environment is provided on page 95.

Survey of Program Assisted Properties

1. Nantahala Village, 510 Nantahala Ln (706) 781-1834 or (770) 420-8205

Contact: Dawn Harris Reg Mgr & Angie, Mgr (4/6/18)

Type: LIHTC FM

Date Built: 1999

Condition: Average (beginning to show age)

<u>Unit Type</u>	<u>Number</u>	<u>45%</u>	<u>50% Rent</u>	<u>55%</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1.5b	18	\$418	\$478	---	878	0
3BR/2b	30	\$481	---	\$597	1104	0
4BR/2b	8	\$522	---	\$679	1372	0
Total	56					0

Typical Occupancy Rate: 95%-100%

Waiting List: Yes (50+)

Security Deposit: \$200 or 1 month rent

Concessions: No

Utilities Included: trash

Turnover: "higher in winter"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes

Design: two story

Remarks: reported to be well occupied in the late spring to early fall and then subject to higher turnover in the winter; 3-units are occupied with a Section 8 voucher; expects no negative impact



2. Jackson Heights Apartments, 150 Jackson Hgts (706) 745-4517

Contact: Ms Beverly Jackson, Mgr (3/21/18)
Date Built: Na

Type: USDA-RD fm
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Basic Rent</u>	<u>Market Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	8	\$545	\$711	Na	0
2BR/1b	12	\$650	\$853	Na	0
Total	20				0

Typical Occupancy Rate: 99%-100% **Waiting List:** Yes (2)
Security Deposit: \$100 **Concessions:** No
Utilities Included: water, sewer, trash **Turnover:** very low

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	No	Community Room	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Picnic Area	No

Design: 1 story

Remarks: 20 units have RA; most tenants are from Blairsville and Union County; 1BR allowance is \$106; 2BR allowance is \$101; expects no negative impact



3. Tanyard Branch Apartments, 234 Tanyard St (803) 788-3800

Contact: Connie, Mgr, Boyd Mgmt (3/21/18)
Date Built: 1994

Type: USDA-RD fm
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Basic Rent</u>	<u>Market Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	1	\$405	\$560	648	0
2BR/1b	20	\$420	\$591	909	1
3BR/1.5b	3	\$460	\$639	949	0
Total	24				1

Typical Occupancy Rate: 96%-100%

Waiting List: Yes (4)

Security Deposit: \$150

Concessions: No

Utilities Included: water, sewer, trash

Turnover: "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	No	Community Room	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Picnic Area	No

Design: 1-story and townhouse

Remarks: 11-units have RA; utility allowance is 1BR \$78; 2BR \$88; 3BR \$122; expects no negative impact



4. Tanyard Branch II Apartments, 234 Tanyard St (803) 788-3800

Contact: Connie, Mgr, Boyd Mgmt (3/21/18)
Date Built: 1994

Type: USDA-RD e1
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Basic Rent</u>	<u>Market Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	22	\$658	\$695	654	0
2BR/1b	3	\$733	\$776	798	0
Total	25				0

Typical Occupancy Rate: 100%

Waiting List: Yes (4-all 1BR)

Security Deposit: \$150

Concessions: No

Utilities Included: water, sewer, trash

Turnover: "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	No	Community Room	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Picnic Area	No

Design: 1-story

Remarks: 23-units have RA; 1BR allowance is \$61; 2BR allowance is \$73; expects no negative impact; 2 units have private RA



5. The Meadows Apartments, 110 Overlook Ct (229) 288-4977

Contact: Mr. Jon Harrison, Manager
Investors Mgmt (3/21/18)

Type: LIHTC FM (60% AMI)

Date Built: 2017

Condition: Excellent

<u>Unit Type</u>	<u>Number</u>	<u>60% Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	12	\$475	800	0
2BR/2b	30	\$570	1100	0
3BR/2b	30	\$635	1250	0
Total	72			0

Typical Occupancy Rate: 100%

Waiting List: Yes (38)

Security Deposit: \$300

Concessions: No

Utilities Included: trash

Turnover: "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes

Design: two story

Remarks: 100% occupied within 6-months; 0 units occupied with a Section 8 voucher; expects no negative impact; majority of tenants from a countywide area and adjacent counties



2. Crown Pointe, Crown Point Dr, Cornelia (706) 778-8001

Contact: Ms Jolene Yearwood
Date Built: 2000

Interview Date: April 10, 2018
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1b	16	\$745-\$765	975	0
2BR/2b	24	\$825	995	1
2BR/2.5b TH	4	\$945	1050	1
3BR/2b TH	4	\$900	1200	0
3BR/2.5b TH	2	\$1045	1200	0
Total	50			2

Typical Occupancy Rate: 95%
Security Deposit: \$500-\$600
Utilities Included: trash

Waiting List: 1st come 1st serve
Concessions: No
Turnover: Na

Amenities - Unit

Stove Yes
 Refrigerator Yes
 Dishwasher Yes
 Disposal No
 Washer/Dryer No
 W/D Hook Up Yes

Air Conditioning Yes
 Cable Ready Yes
 Carpeting Yes
 Window Treatment Yes
 Ceiling Fan No
 Patio/Balcony Yes

Amenities - Project

On-Site Mgmt No
 Laundry Room No
 Fitness Ctr No
 Business Ctr No

Pool No
 Clubhouse No
 Recreation Area No
 Picnic Area No

Design: 2 story walk-up



3. Heritage Gardens Apartments, 110 Heritage Dr, Cornelia (706) 778-1814

Contact: Ms Rhone
Date Built: 2006

Interview Date: April 9, 2018
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>				<u>Rent</u>				<u>Size sf</u>	<u>Vacant</u>
	30%	50%	60%	MR	30%	50%	60%	MR		
1BR/1b	2	11	3	4	\$238	\$436	\$536	\$635	1033	0
2BR/2b	5	19	8	8	\$280	\$519	\$638	\$750	1186	0
3BR/2b	2	10	4	4	\$314	\$590	\$727	\$850	1388	0
Total	9	40	15	16						0

Typical Occupancy Rate: 98%-100%

Waiting List: 1st come 1st serve

Security Deposit: 1 month rent

Concessions: No

Utilities Included: water, sewer, trash

Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	No	Picnic Area	No

Design: 4 story walk-up

Remarks: 3-units have Section 8 vouchers; this property was primarily surveyed as an additional "Comp" for the status of the market rate units



4. Highland Apartments, 131 Penland St, (706) 889-7298 or 632-7311

Contact: Ms Pritchett, High Country Realty
Date Built: 2006

Interview Date: 4/4/2018
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/2b	18	\$795	900	1

Typical Occupancy Rate: 95%

Waiting List: 1st come 1st serve

Security Deposit: \$400

Concessions: No

Utilities Included: water, sewer, trash removal

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	Yes
Fire Place	No	Microwave	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	No	Tennis	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Car Wash Area	No

Design: two story walk-up

Additional Information: no pets allowed



5. Holly Faith Apartments, 79 Tower Rd,

(706) 635-1501

Contact: Owner & Ms Laura
Date Built: 1995

Interview Date: 3/23/18
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	5	\$495	800	0
2BR/1b	7	\$550	1100	0
Total	12			0

Typical Occupancy Rate: 100%

Waiting List: No

Security Deposit: \$200

Concessions: No

Utilities Included: trash removal

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	No
Fire Place	No	Microwave	No

Amenities - Project

On-Site Mgmt	No	Pool	No
Laundry Room	No	Tennis	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Car Wash Area	No

Design: one story

Additional Information: rent includes pest control



6. Windy Hill Apartments, 1085 Nichols Ln

(706) 896-2327

Contact: Ms Robyn, Little Bear Rentals
Date Built: 2002

Interview Date: March 20, 2018
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	8	\$575	700	0
2BR/2b	2	\$600	900	0
Total	10			0

Typical Occupancy Rate: 100%
Security Deposit: 1 month rent
Utilities Included: trash removal

Waiting List: No
Concessions: No

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

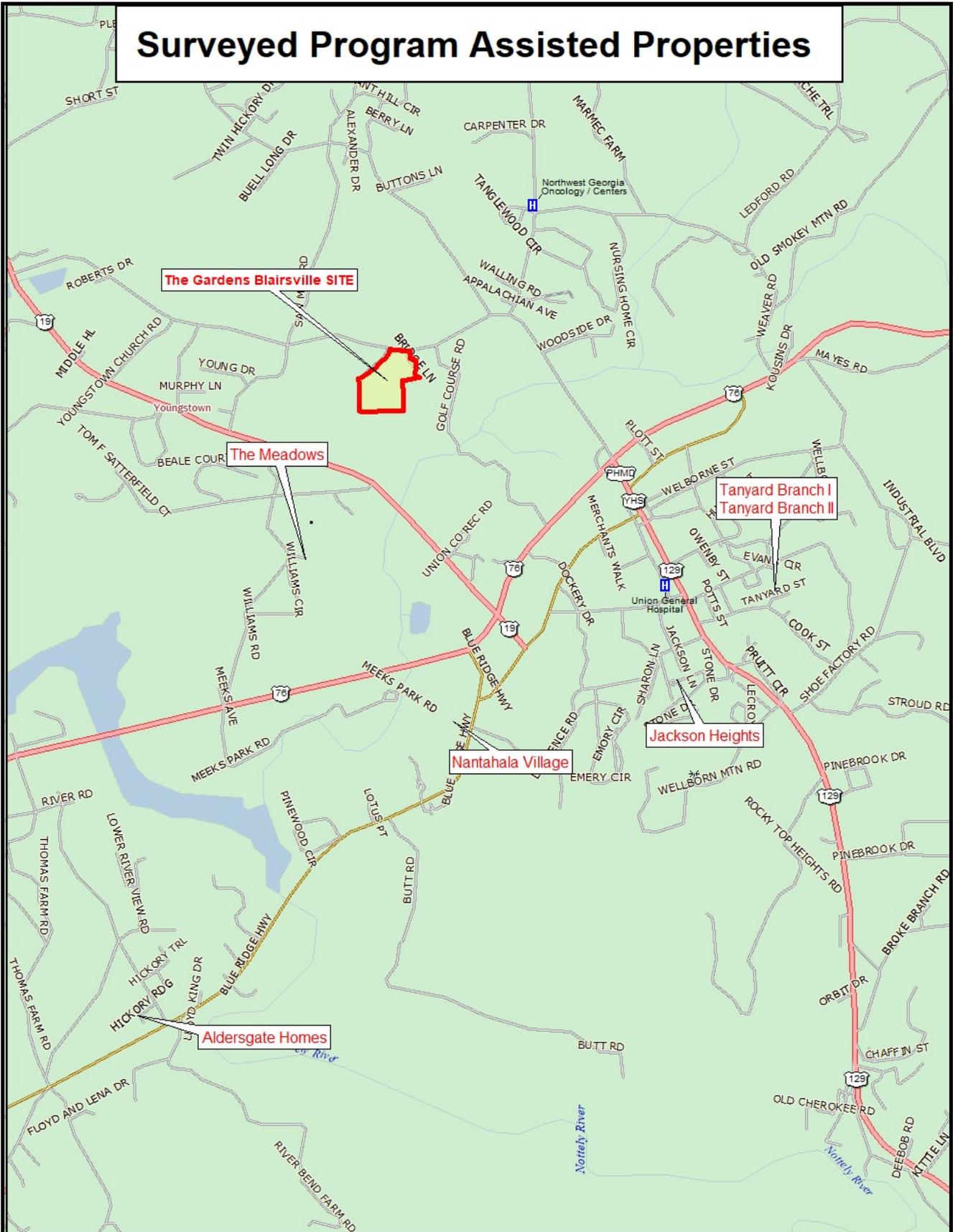
On-Site Mgmt	No	Pool	No
Laundry Room	No	Tennis	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Car Wash Area	No

Design: two story walk-up

Additional Information: expects "to be taken over via eminent domain by the State
in 1 to 2 years for road improvement



Surveyed Program Assisted Properties



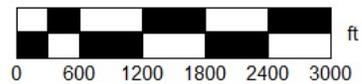
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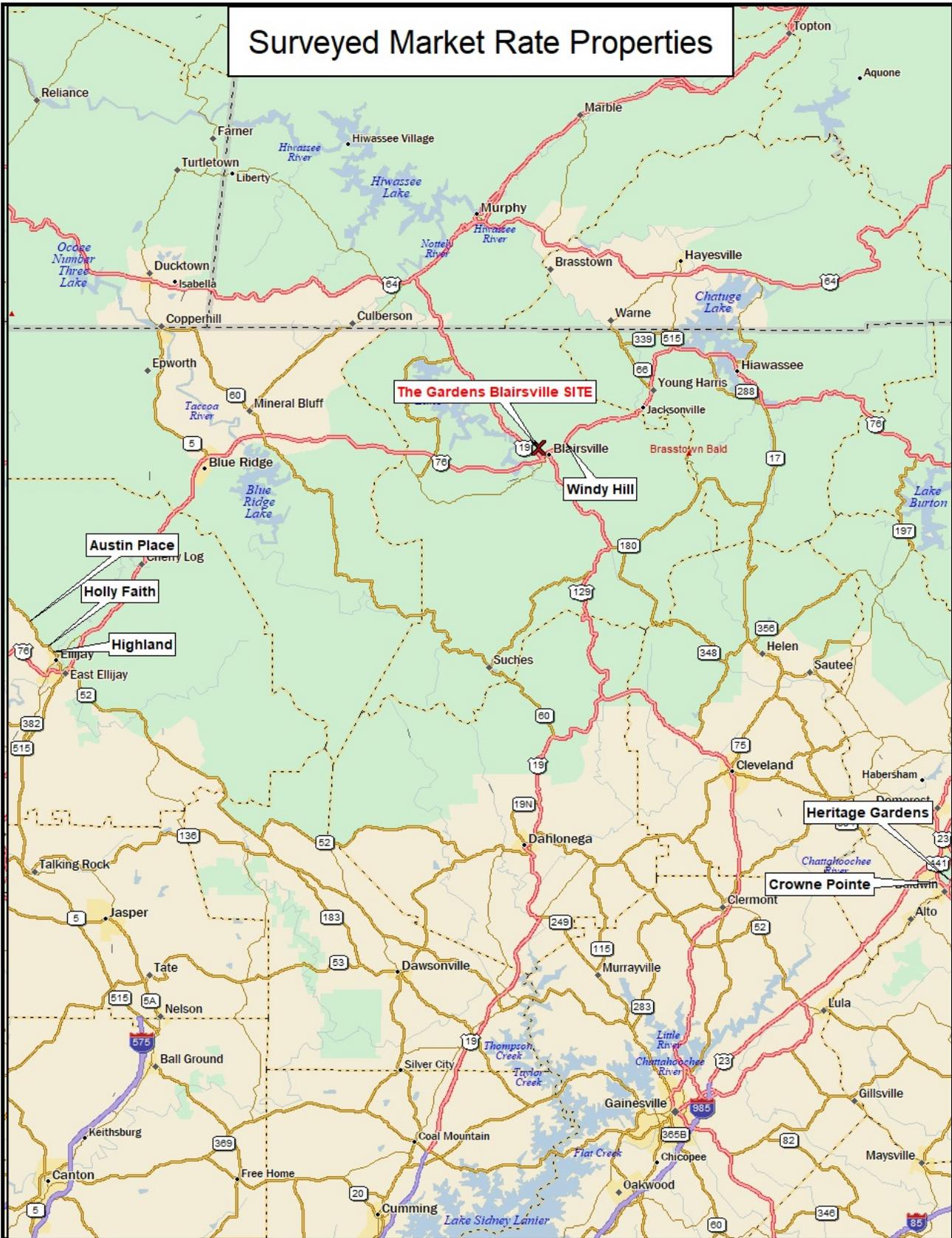


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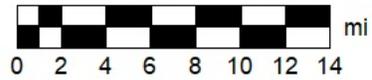


Data Zoom 13-3

Surveyed Market Rate Properties



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Data Zoom 8-6

SECTION I
 ABSORPTION &
 STABILIZATION RATES

Given the strength of the demand estimated in Table 14, the most likely/best case scenario for 93% to 100% rent-up is estimated to be within 6 months (at 12-units per month on average).

The rent-up period estimate is based upon the recently built LIHTC family developments located in Blairsville and Ringgold, GA and

Franklin, NC:

Blairsville

The Meadows 72-units 6-months to attain 100% occupancy

Ringgold

Bedford Place 88-units 6-months to attain 95% occupancy

Franklin

Holly Haven 48-units 12-months to attain 95% occupancy

Westgate 60-units 6-months to attain 95% occupancy

Note: The absorption of the project is contingent upon an attractive product, professional management, and a strong marketing and pre-leasing program.

Stabilized occupancy, subsequent to initial lease-up is expected to be 93% or higher up to but no later than a three month period, beyond the absorption period.

NCHMA Definitions

Absorption Period: The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of occupancy. The Absorption Period begins when the first certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. This assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

Absorption Rate: The average number of units rented each month during the Absorption Period.

Stabilized Level of Occupancy: The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

SECTION J
INTERVIEWS

The following are observations and comments relating to the subject property. They were obtained via a survey of local contacts interviewed during the course of the market study research process. In most instances the project parameters of the proposed development were presented to the "key contact", in particular: the proposed site

location, project size, bedroom mix, income targeting and net rents. The following observations/comments were made:

(1) - Ms Sharon El, Administrative Assistant, GA-DCA, Atlanta Office Section 8 Coordinator, made available the number of Section 8 Housing Choice Vouchers being used within Blairsville and Union County. At the time of the survey, the Georgia State Office stated that 15 vouchers held by households were under contract within Union County, of which 5 were elderly households and 10 non elderly. In addition, it was reported that presently there are 17 applicants on the waiting list. The waiting list is presently closed. Source: Sharon.EL@dca.ga.gov, March 23, 2018.

(2) - Ms. Dawn Harris, Regional Manager for the Nantahala Village (LIHTC-Family) Apartments was interviewed. At the time of the survey, Nantahala Village was 100% occupied and had 50+ applicants on the waiting list. It was stated that no negative impact to Nantahala Village is expected should the proposed subject development be introduced within the local market. Contact Number: (770) 420-8204.

(3) - Mr. Jon Harrison, Manager of The Meadows (LIHTC-Family) Apartments was interviewed. At the time of the survey, The Meadows Apartments was 100% occupied and had 38 applicants on the waiting list. The 72-unit property was 100% within 6-months. It was stated that no negative impact to The Meadows is expected should the proposed subject development be introduced within the local market. Contact Number: (229) 288-4977.

(4) - Ms. Beverly Jackson, Manager of the Jackson Heights (USDA-RD-Family) Apartments was interviewed. At the time of the survey, Jackson Heights was 100% occupied and had 2 applicants on the waiting list. It was stated that no negative impact to Jackson Heights is expected should the proposed subject development be introduced within the local market. Contact Number: (706) 745-4517.

(5) - Ms. Connie, Manager of the Tanyard Branch (USDA-RD-Family) Apartments was interviewed. At the time of the survey, Tanyard Branch was 96% occupied and had 4 applicants on the waiting list. It was stated that no negative impact to Tanyard Branch is expected should the proposed subject development be introduced within the local market. Contact Number: (706) 788-3800.

(6) - Ms. Connie, Manager of the Tanyard Branch II (USDA-RD-Elderly) Apartments was interviewed. At the time of the survey, Tanyard Branch II was 100% occupied and had 4 applicants on the waiting list. It was stated that no negative impact to Tanyard Branch II is expected should the proposed subject development be introduced within the local market. Contact Number: (706) 788-3800.

SECTION K

CONCLUSIONS &
RECOMMENDATION

As proposed in Section B of this study, it is of the opinion of the analyst, based on the findings in the market study that The Gardens Blairsville (a proposed LIHTC/Market Rate property) targeting the general population should proceed forward with the development process.

Detailed Support of Recommendation

1. Project Size - The income qualified target group is large enough to absorb the proposed LIHTC/Market Rate family development of 72-units. The **Capture Rates for the total project, by bedroom type and by Income Segment** are considered to be **acceptable, and within the GA-DCA threshold limits.**

2. The current LIHTC and USDA-RD program assisted apartment market is **not** representative of a soft market. At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 0.5%. At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties located within the competitive environment was 2.3%.

3. The proposed complex amenity package is considered to be very competitive within the PMA apartment market for affordable properties. It will be competitive with older program assisted properties and older, smaller, market rate properties within Blairsville competitive environment.

4. Bedroom Mix - The subject will offer 1BR, 2BR and 3BR units. Based upon market findings and capture rate analysis, the proposed bedroom mix is considered to be appropriate. All household sizes will be targeted, from single person household to large family households.

5. Assessment of rents - The proposed net rents, by bedroom type, will be very competitive within the PMA apartment market at 50% and 60% AMI. Market rent advantage is greater than 30% in all AMI segments and by bedroom type.

6. Under the assumption that the proposed development will be: (1) built as described within this market study, (2) will be subject to professional management, and (3) will be subject to an extensive marketing and pre-leasing program, the subject is forecasted to be 93% to 100% absorbed within 6-months.

7. Stabilized occupancy, subsequent to initial lease-up, is forecasted to be 93% or higher.

8. The site location is considered to be very marketable.

9. No modifications to the proposed project development parameters as currently configured are recommended.

The table below exhibits the findings of the Rent Reconciliation Process between the proposed subject net rent, by bedroom type, and by income targeting with the current comparable Market Rate competitive environment. A detailed examination of the Rent Reconciliation Process, which includes the process for defining Market Rent Advantage, is provided within the preceding pages.

Market Rent Advantage

The rent reconciliation process exhibits a very significant subject property rent advantage by bedroom type at 50% and 60% of AMI.

Percent Advantage:

	<u>50% AMI</u>	<u>60% AMI</u>
1BR/1b:	39%	30%
2BR/2b:	41%	31%
3BR/2b:	42%	35%
Overall:	34%	

Rent Reconciliation				
50% AMI	1BR	2BR	3BR	4BR
Proposed subject net rents	\$377	\$430	\$500	---
Estimated Market net rents	\$615	\$730	\$855	---
Rent Advantage (\$)	+\$238	+\$300	+\$355	---
Rent Advantage (%)	39%	41%	42%	---
60% AMI	1BR	2BR	3BR	4BR
Proposed subject net rents	\$430	\$505	\$560	---
Estimated Market net rents	\$615	\$730	\$855	---
Rent Advantage (\$)	+\$185	+\$225	+\$295	---
Rent Advantage (%)	30%	31%	35%	---

Source: Koontz & Salinger. May, 2018

Recommendation

As proposed in Section B of this study (Project Description), it is of the opinion of the analyst, based upon the findings in the market study, that The Gardens Blairsville (a proposed LIHTC/Market Rate new construction family development) proceed forward with the development process.

Negative Impact

In the opinion of the market analyst, the proposed LIHTC/Market Rate family development will not negatively impact the existing supply of program assisted LIHTC family properties located within the Blairsville PMA in the short or long term. At the time of the survey, Nantahala Village, a 56-unit LIHTC family development, was 100% occupied and had over 50 applicants on the waiting list. At the time of the survey, The Meadows, a 72-unit LIHTC family development, was 100% occupied and had 38 applicants on the waiting list. None of the surveyed managers of program assisted properties expressed a concern with possible long term negative impact to their respective properties should the proposed subject development be introduced within the area competitive environment.

Achievable Restricted (LIHTC) Rent

The proposed gross rents, by bedroom type at 50% and 60% AMI are considered to be very competitively positioned within the market. In addition, they are appropriately positioned in order to attract income qualified Section 8 Housing Choice Voucher holders within Blairsville and Union County, for the proposed subject 1BR, 2BR, and 3BR units.

It is recommended that the proposed subject LIHTC net rents at 50% and 60% AMI remain unchanged, neither increased nor decreased. The proposed LIHTC family development, and proposed subject net rents are in line with the other LIHTC and program assisted developments operating in the market without PBRA, deep subsidy USDA rental assistance (RA), or attached Section 8 vouchers, when taking into consideration differences in income restrictions, unit size and amenity package.

Both the Koontz & Salinger and HUD based rent reconciliation processes suggest that the proposed subject net rents could be positioned at a higher level and still attain a rent advantage position greater than 10%. However, it is recommended that the proposed net rents remain unchanged. In addition, the subject's gross rents are already closely positioned to be under Fair Market Rents for Union County, while at the same time operating within a competitive environment.

The proposed project design, amenity package, location and net rents are very well positioned to be attractive to the local Section 8 voucher market. Increasing the gross rents to a level beyond the FMR's, even if rent advantage can be achieved, and maintained, is not recommended.

Mitigating Risks

The subject development is very well positioned to be successful in the market place. It will offer a product that will be very competitive regarding: rent positioning, project design, amenity package and professional management. The major unknown mitigating risk to the development process will be the status of the local economy during 2018-2019 and beyond.

At present, economic indicators point to a stable to growing local economy. However, the operative word in forecasting the economic outlook in Union County, the State, the Nation, and the Globe, at present is "uncertainty". At present, the Blairsville/Union County local economic conditions are considered to be operating within a more positive and certain state compared to the recent past, with recent continuing signs of optimism.

Also, it is possible that the absorption rate could be extended by a few months if the rent-up process for the proposed subject development begins sometime between the Thanksgiving and Christmas holiday season, including the beginning of January.

Rent Reconciliation Process

Five market rate properties in the competitive environment were selected as comparables to the subject. The methodology attempts to quantify a number of subject variables regarding the features and characteristics of a target property in comparison to the same variables of comparable properties.

The comparables were selected based upon the availability of data, general location within the market area, target market, unit and building types, rehabilitation and condition status, and age and general attractiveness of the developments. The rent adjustments used in this analysis are based upon a variety of sources, including data and opinions provided by local apartment managers, LIHTC developers, other real estate professionals, and utility allowances used within the subject market. It is emphasized, however, that ultimately the values employed in the adjustments reflect the subjective opinions of the market analyst.

One or more of the comparable properties may more closely reflect the expected conditions at the subject, and may be given greater weight in the adjustment calculation, while others may be significantly different from the proposed subject development.

Several procedures and non adjustment assumptions were utilized within the rent reconciliation process. Among them were:

- consideration was made to ensure that no duplication of characteristics/adjustments inadvertently took place,
- the comparable properties were chosen based on the following sequence of adjustment: location, age of property, physical condition and amenity package,
- no adjustment was made for the floor/level of the unit in the building,
- no "time adjustment" was made; all of the comparable properties were surveyed in March and April 2018,
- no "distance or neighborhood adjustment" was made; owing to the fact that all comparisons are being made between properties located within a comparable mountainous area of NW Georgia,
- no "management adjustment" was made; all of the comparable properties, as well as the subject are (or will be) professionally managed,
- no specific adjustment was made for project design; none of the properties stood out as being particularly unique regarding design or project layout, however, the floor level does incorporate some project design factors,
- an adjustment was made for the age of the property,

- no adjustment was made - Number of Rooms - this adjustment was taken into consideration in the adjustment for - Square Feet Area (i.e., unit size),
- no adjustment was made for differences in the type of air conditioning used in comparing the subject to the comparable properties; all either had wall sleeve a/c or central a/c; an adjustment would have been made if any of the comps did not offer a/c or only offered window a/c,
- no adjustments were made for range/oven or refrigerator; the subject and all of the comparable properties provide these appliances (in the rent),
- an adjustment was made for storage,
- adjustments were made for Services (i.e., utilities included in the net rent, and trash removal). Neither the subject nor the comparable properties include heat, hot water, and/or electric within the net rent. The subject excludes water and sewer in the net rent and includes trash removal. Several of the comparable properties include cold water, and sewer within the net rent. All include trash removal.

ADJUSTMENT ANALYSIS

Several adjustments were made regarding comparable property parameters. The dollar value adjustment factors are based on survey findings and reasonable cost estimates. An explanation is provided for each adjustment made in the Estimate of Market Rent by Comparison.

Adjustments:

- Concessions: None of the six comparable market rate properties offers a concession.
- Structure/Floors: No adjustment.
- Year Built: Some of the comparable properties were built in the 1990's and early 2000's, and will differ considerably from the subject (after new construction) regarding age. The age adjustment factor utilized is a \$1.00 adjustment per year differential between the subject and the comparable property.
- Square Feet (SF) Area: In order to allow for differences in amenity package, and the balcony/patio adjustment, the overall SF adjustment factor used is .05 per sf per month, for each bedroom type.
- Number of Baths: An adjustment was made for the proposed 2BR/2b units owing to the fact that several of the comparable properties offered 2BR/1b or 2BR/1.5b units. The adjustment is \$15 for a ½ bath and \$30 for a full bath.

- Balcony/Terrace/Patio: The subject will offer a traditional patio/balcony, with an attached storage closet. The adjustment process resulted in a \$5 value for the balcony/patio, and a \$5 value for the storage closet.
- Disposal: An adjustment is made for a disposal based on a cost estimate. It is estimated that the unit and installation cost of a garbage disposal is \$225; it is estimated that the unit will have a life expectancy of 4 years; thus the monthly dollar value is \$5.
- Dishwasher: An adjustment is made for a dishwasher based on a cost estimate. It is estimated that the unit and installation cost of a dishwasher is \$750; it is estimated that the unit will have a life expectancy of 10 years; thus the monthly dollar value is \$5.
- Washer/Dryer (w/d): The subject will offer a central laundry (CL), as well as w/d/ hook-ups. If the comparable property provides a central laundry or w/d hook-ups no adjustment is made. If the comparable property does not offer hook-up or a central laundry the adjustment factor is \$40. The assumption is that at a minimum a household will need to set aside \$10 a week to do laundry. If the comparable included a washer and dryer in the rent the adjustment factor is also \$40.
- Carpet/Drapes/Blinds: The adjustment for carpet, pad and installation is based on a cost estimate. It is assumed that the life of the carpet and pad is 3 to 5 years and the cost is \$10 to \$15 per square yard. The adjustment for drapes / mini-blinds is based on a cost estimate. It is assumed that most of the properties have between 2 and 8 openings with the typical number of 4. The unit and installation cost of mini-blinds is \$25 per opening. It is estimated that the unit will have a life expectancy of 2 years. Thus, the monthly dollar value is \$4.15 , rounded to \$4. Note: The subject and the comparable properties offer carpet and blinds.
- Pool/Recreation Area: The subject offers a picnic area, recreational space and a swimming pool, but not a tennis court. The estimate for a pool and tennis court is based on an examination of the market rate comps. Factoring out for location, condition, non similar amenities suggested a dollar value of \$5 for a playground, \$15 for a tennis court and \$25 for a pool.
- Water: The subject excludes cold water and sewer in the net rent. Two of the comparable properties exclude water and sewer in the net rent. If required the adjustment was based upon the Georgia Department of Community Affairs Utility Allowances - Northern Region (effective 1/1/2018). See Appendix.
- Storage: The dollar value for storage is estimated to be \$5.

- Computer Room: The dollar value for a computer room (with internet service) is estimated to be \$5.
- Fitness Room: The dollar value for an equipped fitness room is estimated to be \$5.
- Clubhouse: The dollar value for a clubhouse and/or community room is estimated to be \$5.
- Location: Based on adjustments made for other amenities and variables in the data set analysis a comparable property with a marginally better location was assigned a value of \$10; a better location versus the subject was assigned a value of \$15; a superior location, or a location with significant distance to the subject site was assigned a value of \$25. Note: None of the comparable properties are inferior to the subject regarding location.
- Condition: Based on adjustments made for other amenities and variables in the data set analysis, the condition and curb appeal of a comparable property that is marginally better than the subject was assigned a value of \$5; a significantly better condition was assigned a value of \$10; and a superior condition / curb appeal was assigned a value of \$15. If the comparable property is inferior to the subject regarding condition / curb appeal the assigned value is - \$10. Note: Given the expected new construction (quality) of the subject, the overall condition of the subject is classified as being significantly better.
- Trash: The subject includes trash in the net rent. Most of the comparable properties exclude trash in the net rent. An adjustment will be made. If required, the adjustment was based upon the Georgia Department of Community Affairs Utility Allowances - Northern Region (effective 1/1/2018). See Appendix.

Adjustment Factor Key:

SF - .05 per sf per month

Patio/balcony - \$5

Storage - \$5

Computer Rm, Fitness Rm, Clubhouse, Microwave, Ceiling Fan - \$5 (each)

Disposal - \$5

Dishwasher - \$5

Carpet - \$5

Mini-blinds - \$4

W/D hook-ups or Central Laundry - \$20 W/D Units - \$40

Pool - \$25 Tennis Court - \$15

Playground or Tot Lot - \$5 Community Garden/Wellness Ctr - \$5

Full bath - \$25; ½ bath - \$15

Location - Superior - \$25; Better - \$15; Marginally Better - \$10

Condition - Superior - \$15; Better - \$10; Marginally Better - \$5;
Inferior - minus \$10

Water & Sewer - 1BR - \$41; 2BR - \$48; 3BR - \$59 (Source: GA-DCA Northern Region, 1/1/18)

Trash Removal - \$15 (Source: GA-DCA Northern Region, 1/1/18)

Age - \$1.00 per year (differential) Note: If difference is around 10 years, a choice is provided for no valuation adjustment.*

*Could be included with the year built (age) adjustment, thus in most cases will not be double counted/adjusted. Also, the value of condition is somewhat included within the Age adjustment. Thus, the value adjustment applied to Condition is conservative.

One Bedroom Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
The Gardens Blairsville		Austin Place		Holly Fitch		Windy Hill	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$750		\$495		\$575	
Utilities	t	w,s,t	(\$41)	t		t	
Concessions		No		No		No	
Effective Rent		\$709		\$495		\$575	
B. Design, Location, Condition							
Structures/Stories	2	1&2		1		2	
Year Built	2021	2001	\$20	1995	\$26	2002	\$19
Condition	Excell	V Good		V Good		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	1	1		1		1	
# of Bathrooms	1	1		1		1	
Size/SF	821	760	\$3	800	\$1	700	\$6
Balcony/Patio/Stor	Y/Y	Y/N	\$5	N/N	\$10	Y/N	\$5
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/N		Y/N		Y/N	
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	N	\$5	N	\$5	N	\$5
Pool/Tennis Court	N/N	N/N		N/N		N/N	
Recreation Area	Y	N	\$5	N	\$5	N	\$5
Computer/Fitness	N/N	N/N		N/N		N/N	
F. Adjustments							
Net Adjustment			+\$38		+\$47		+\$34
G. Adjusted & Achievable Rent		\$747		\$542		\$609	
Estimated Market Rent (Avg of 4 comps, rounded)		Next Page	Rounded to:		see Table	% Adv	

One Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
The Gardens Blairsville		Heritage Gardens					
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$635					
Utilities	t	w,s,t	(\$41)				
Concessions		No					
Effective Rent		\$594					
B. Design, Location, Condition							
Structures/Stories	2	4					
Year Built	2021	2006	\$15				
Condition	Excell	V Good					
Location	Good	Good					
C. Unit Amenities							
# of BR's	1	1					
# of Bathrooms	1	1					
Size/SF	821	1033	(\$11)				
Balcony/Patio/Stor	Y/Y	Y/N	\$5				
AC Type	Central	Central					
Range/Refrigerator	Y/Y	Y/Y					
Dishwasher/Disp.	Y/N	Y/N					
W/D Unit	N	N					
W/D Hookups or CL	Y	Y					
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y					
Pool/Tennis Court	N/N	Y/N	(\$25)				
Recreation Area	Y	Y					
Computer/Fitness	N/N	Y/Y	(\$10)				
F. Adjustments							
Net Adjustment			-\$26				
G. Adjusted & Achievable Rent		\$566					
Estimated Market Rent (Avg of 4 comps, rounded)		\$616	Rounded to: \$615	see Table	% Adv		

Two Bedroom Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
The Gardens Blairsville		Austin Place		Highland		Holly Fitch	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$800		\$795		\$550	
Utilities	t	w,s,t	(\$48)	w,s,t	(\$48)	t	
Concessions		No		No		No	
Effective Rent		\$752		\$747		\$550	
B. Design, Location, Condition							
Structures/Stories	2	1&2		2		1	
Year Built	2021	2001	\$20	2006	\$15	1995	\$26
Condition	Excell	V Good		V Good		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	2	1.5	\$15	2		1	\$30
Size/SF	1060	1100	(\$2)	900	\$8	1100	(\$2)
Balcony-Patio/Stor	Y/Y	Y/N	\$5	Y/N	\$5	N/N	\$10
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/N		Y/N		Y/N	
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	N	\$5	N	\$5	N	\$5
Pool/Tennis Court	N/N	N/N		N/N		N/N	
Recreation Area	Y	N	\$5	N	\$5	N	\$5
Computer/Fitness	N/N	N/N		N/N		N/N	
F. Adjustments							
Net Adjustment			+\$48		+\$38		+\$74
G. Adjusted & Achievable Rent		\$807		\$792		\$631	
Estimated Market Rent (Avg of 6 comps, rounded)		Next Page	Rounded to:		see Table	% Adv	

Two Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
The Gardens Blairsville		Crown Pointe		Windy Hill		Heritage Gardens	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$825		\$575		\$750	
Utilities	t	t		t		w, s, t	(\$48)
Concessions		No		No		No	
Effective Rent		\$825		\$575		\$702	
B. Design, Location, Condition							
Structures/Stories	2	2		2		4	
Year Built	2021	2000	\$21	2002	\$19	2006	\$15
Condition	Excell	V Good		V Good		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	2	2		2		2	
Size/SF	1060	995	\$3	900	\$8	1186	(\$6)
Balcony/Patio/Stor	Y/Y	Y/N	\$5	Y/N	\$5	Y/N	\$5
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/N		Y/N		Y/N	
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	N	\$5	N	\$5	Y	
Pool/Tennis Court	N/N	N/N		N/N		Y/N	(\$25)
Recreation Area	Y	N	\$5	N	\$5	Y	
Computer/Fitness	N/N	N/N		N/N		Y/Y	(\$10)
F. Adjustments							
Net Adjustment			+\$39		+\$42		-\$21
G. Adjusted & Achievable Rent		\$864		\$617		\$681	
Estimated Market Rent (Avg of 6 comps, rounded)		\$729	Rounded to: \$730		see Table	% Adv	

Three Bedroom Units

Subject		Comp # 1		Comp # 2		Comp # 3	
The Gardens Blairsville		Crown Pointe		Heritage Gardens			
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$900		\$850			
Utilities	t	t		w, s, t	(\$59)		
Concessions		No					
Effective Rent		\$900		\$791			
B. Design, Location, Condition							
Structures/Stories	2	2		4			
Year Built	2021	2000	\$21	2006	\$15		
Condition	Excell	V Good		V Good			
Location	Good	Good		Good			
C. Unit Amenities							
# of BR's	3	3		3			
# of Bathrooms	2	2		2			
Size/SF	1243	1200	\$2	1388	(\$7)		
Balcony-Patio/Stor	Y/Y	Y/N	\$5	Y/N	\$5		
AC Type	Central	Central		Central			
Range/Refrigerator	Y/Y	Y/Y		Y/Y			
Dishwasher/Disp.	Y/N	Y/N		Y/N			
W/D Unit	N	N		N			
W/D Hookups or CL	Y	Y		Y			
D. Development Amenities							
Clubhouse/Comm Rm	Y	N	\$5	Y			
Pool/Tennis Court	N/N	N/N		Y/N	(\$25)		
Recreation Area	Y	N	\$5	Y			
Computer/Fitness	N/N	N/N		Y/Y	(\$10)		
F. Adjustments							
Net Adjustment			+\$38		-\$22		
G. Adjusted & Achievable Rent		\$938		\$769			
Estimated Market Rent (Avg of 2 comps, rounded)		\$854	Rounded to: \$855		see Table	% Adv	

SECTION L & M
IDENTITY OF INTEREST
&
REPRESENTATION STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property area and that information has been used in the full study of 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 support the project 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 project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

The report was written in accordance with my understanding of the 2018 GA-DCA Market Study Manual and 2018 GA-DCA Qualified Allocation Plan.

DCA may rely upon the representation made in the market study provided. In addition, the market study is assignable to other lenders that are parties to the DCA loan transaction.

CERTIFICATION

Koontz and Salinger
P.O. Box 37523
Raleigh, North Carolina 27627

Jerry M Koontz *5-14-2018*
Jerry M. Koontz
Real Estate Market Analyst
(919) 362-9085

MARKET ANALYST
QUALIFICATIONS

Koontz and Salinger conducts Real Estate Market Research and provides general consulting services for real estate development projects. Market studies are prepared for residential and commercial development. Due diligence work is performed for the financial

service industry and governmental agencies.

JERRY M. KOONTZ

EDUCATION: M.A. Geography 1982 Florida Atlantic Un.
B.A. Economics 1980 Florida Atlantic Un.
A.A. Urban Studies 1978 Prince George Comm. Coll.

PROFESSIONAL: 1985-Present, Principal, Koontz and Salinger, a Real Estate Market Research firm. Raleigh, NC.

1983-1985, Market Research Staff Consultant, Stephens Associates, a consulting firm in real estate development and planning. Raleigh, NC.

1982-1983, Planner, Broward Regional Health Planning Council. Ft. Lauderdale, FL.

1980-1982, Research Assistant, Regional Research Associates. Boca Raton, FL.

AREAS OF EXPERIENCE: Real Estate Market Analysis: Residential Properties and Commercial Properties

WORK PRODUCT: Over last 34+ years have conducted real estate market studies, in 31 states. Studies have been prepared for the LIHTC & Home programs, USDA-RD Section 515 & 528 programs, HUD Section 202 and 221 (d) (4) programs, conventional single-family and multi-family developments, personal care boarding homes, motels and shopping centers.

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Member in Good Standing: National Council of Housing Market Analysts (NCHMA)

Certificate of Membership

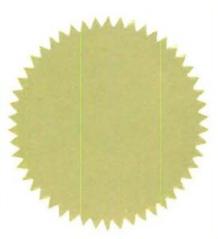
Koontz & Salinger
Is a Member Firm in Good Standing of



Formerly known as
National Council of Affordable
Housing Market Analysts

National Council of Housing Market Analysts
1400 16th St. NW
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Membership Term
7/01/2017 to 6/30/2018



Thomas Amdur
Executive Director, NH&RA

NCHMA Market Study Index

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. Similar to the Model Content Standards, General Requirements are detailed first, followed by requirements required for specific project types. Components reported in the market study are indicated by a page number.

Executive Summary		
1	Executive Summary	3-15
Scope of Work		
2	Scope of Work	16
Projection Description		
General Requirements		
3	Unit mix including bedrooms, bathrooms, & square footage	16&17
4	Utilities (and utility sources) included in rent	16&17
5	Project design description	16&17
6	Common area and site amenities	16&17
7	Unit features and finishes	17
8	Target population description	16
9	Date of construction/preliminary completion	18
10	If rehab, scope of work, existing rents, and existing vacancies	Na
Affordable Requirements		
11	Unit mix with utility allowances, income target, & income limits	16&17
12	Public programs included	17
Location and Market Area		
General Requirements		
13	Concise description of site & adjacent parcels	19&20
14	Description of site characteristics	19&20
15	Site photos/maps	22-24
16	Map of community services	26
17	Visibility and accessibility evaluation	30
18	Crime information	21

Employment & Economy		
General Requirements		
19	At-Place employment trends	47
20	Employment by sector	49
21	Unemployment rates	45&46
22	Area major employers	51
23	Recent or planned employment expansions/reductions	53
24	Typical wages by occupation/sector	50
25	Commuting patterns	48
Market Area		
26	PMA Description	31&32
27	PMA Map	33&34
Demographic Characteristics		
General Requirements		
28	Population & household estimates & projections	35-41
29	Area building permits	76
30	Population & household characteristics	37&40
31	Households income by tenure	41-43
32	Households by tenure	41
33	Households by size	44
Senior Requirements		
34	Senior household projections for appropriate age target	Na
35	Senior households by tenure	Na
36	Senior household income by tenure	Na
Competitive Environment		
General Requirements		
37	Comparable property profiles	82-92
38	Map of comparable properties	95
39	Comparable property photos	82-92
40	Existing rental housing evaluation	72-80
41	Analysis of current effective rents	73
42	Vacancy rate analysis	72&73
43	Comparison of subject property to comparable properties	102-111
44	Identification of waiting lists, if any	72

45	Discussion of availability & cost of other affordable housing options including home ownership, if applicable	Na
46	Rental communities under construction, approved, proposed	63
Affordable Requirements		
47	Current rents by AMI level among LIHTC communities	77
48	Vacancy rates by AMI	77
49	List of all subsidized communities in PMA including LIHTC	77
50	Estimate of Market Rent, achievable rent & market advantage	99-111
51	Availability of Housing Choice Vouchers	74
Senior Requirements		
52	Summary of age restricted communities in market area	Na
Affordability, Demand, and Penetration Rate Analysis		
General Requirements		
53	Estimate of net demand	56-66
54	Affordability analysis with capture rate	69
55	Penetration rate analysis	70
Affordable Requirements		
56	Project specific demand estimate & capture rate by AMI	67&68
Analysis/Conclusions		
General Requirements		
57	Absorption rate	96
58	Estimate of stabilized occupancy for subject property	96
59	Evaluation of proposed rent levels	99
60	Precise statement of key conclusions	98
61	Market strengths & weaknesses impacting project	98&Exec
62	Recommendations and/or modification to project discussion	99
63	Discussion of subject property's impact on existing housing	100&Exec
64	Discussion of risks, or other mitigating circumstances impacting project	101
65	Interviews with area housing stakeholders	97
Other requirements		
66	Certifications	112
67	Statement of qualifications	113
68	Sources of data not otherwise identified	Appendix
69	Utility allowance schedule	Appendix

APPENDIX
UTILITY ALLOWANCES
CONCEPTUAL SITE PLAN
DATA SET

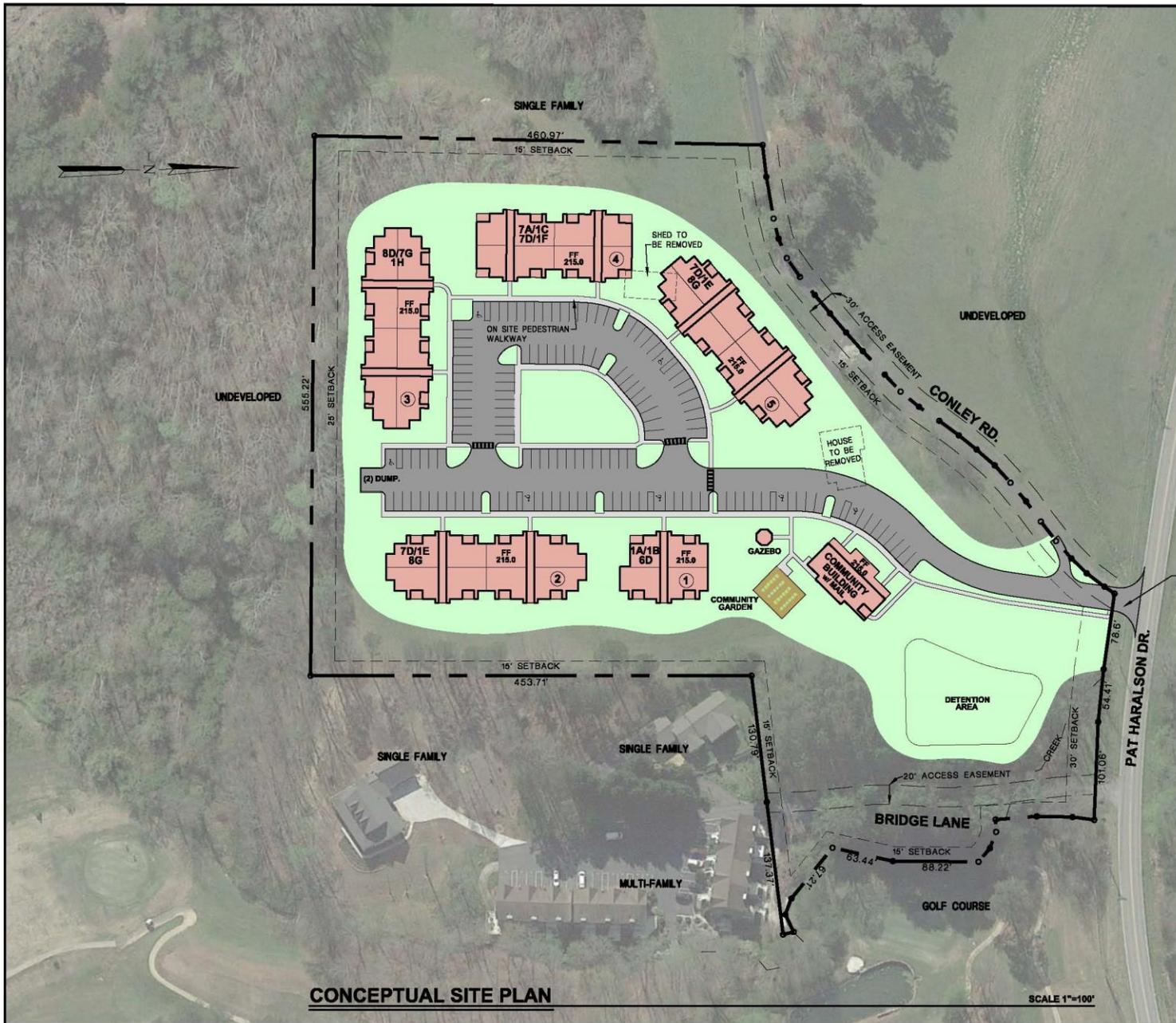
**Allowances for
Tenant-Furnished Utilities
and Other Services**

**U.S. Department of Housing
and Urban Development**
Office of Public and Indian Housing

OMB Approval No. 2577-0169
(exp. 04/30/2018)

Locality		Unit Type					Date
Georgia North		Garden/Walkup					
Utility or Service		Monthly Dollar Allowances					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	a. Natural Gas	6	10	12	15	20	23
	b. Bottle Gas	26	39	46	60	79	93
	c. Electric	12	17	20	26	31	37
	d. Heat Pump	8	9	11	16	20	21
Cooking	a. Natural Gas	2	3	3	4	5	6
	b. Bottle Gas	7	12	14	16	21	26
	c. Electric	5	8	10	12	15	17
		-	-	-	-	-	-
Other Electric		15	22	28	34	43	49
Air Conditioning		5	7	9	12	14	16
Water Heating	a. Natural Gas	3	4	6	7	8	10
	b. Bottle Gas	12	16	23	28	33	42
	c. Electric	9	14	19	24	29	34
	d. Oil	-	-	-	-	-	-
Water		18	21	25	30	36	39
Sewer		18	22	26	33	40	44
Trash Collection		15	15	15	15	15	15
Range/Microwave		11	11	11	11	11	11
Refrigerator		13	13	13	13	13	13
Other -							
Actual Family Allowances To be used by the family to compute allowance.					Utility or Service		per month cost
Complete below for the actual unit rented					Space Heating		
Name of Family					Cooking		
					Other Electric		
					Air Conditioning		
					Water Heating		
Unit Address					Water		
					Sewer		
					Trash Collection		
					Range/Microwave		
Number of Bedrooms					Refrigerator		
					Other		
					Total		

based on form HUD-52667 (04/15)



CONCEPTUAL SITE PLAN

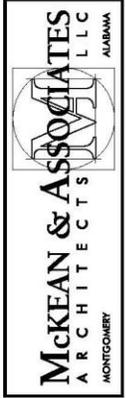
SCALE 1"=100'

LEGEND

UNIT TYPE	COUNT
UNIT 'A' - ONE BEDROOM	8 UNITS
UNIT 'B' - ONE BEDROOM - HANDICAP w/ R-SHOWER	1 UNIT
UNIT 'C' - ONE BEDROOM - SENSORY	1 UNIT
UNIT 'D' - TWO BEDROOM	35 UNITS
UNIT 'E' - TWO BEDROOM - HANDICAP	2 UNITS
UNIT 'F' - TWO BEDROOM - SENSORY	1 UNIT
UNIT 'G' - THREE BEDROOM	23 UNITS
UNIT 'H' - THREE BEDROOM - HANDICAP w/ R-SHOWER	1 UNIT
TOTAL UNITS	72 UNITS
SITE AREA:	9.56 ACRES±
ZONING REQUIREMENTS	REQ'D ACTUAL
ZONING:	NONE
SETBACKS:	
FRONT	N/A 30'
SIDE	N/A 15'
REAR	N/A 25'
BUILDING HEIGHT:	N/A 28
PARKING SPACES:	N/A 144

OWNER
 THE GARDENS BLAIRSVILLE, L.P.
 3548 NORTH CROSSING CIRCLE
 VALDOSTA, GEORGIA 31602

ARCHITECT
 MCKEAN & ASSOCIATES, ARCHITECTS, LLC
 MONTGOMERY, ALABAMA 36117



CONCEPTUAL SITE DEVELOPMENT PLAN
**THE GARDENS
 BLAIRSVILLE**
 BLAIRSVILLE, GA



Sheet Title:
 CONCEPTUAL SITE PLAN

DCA No: 2018PA-017

Date: 04-12-18

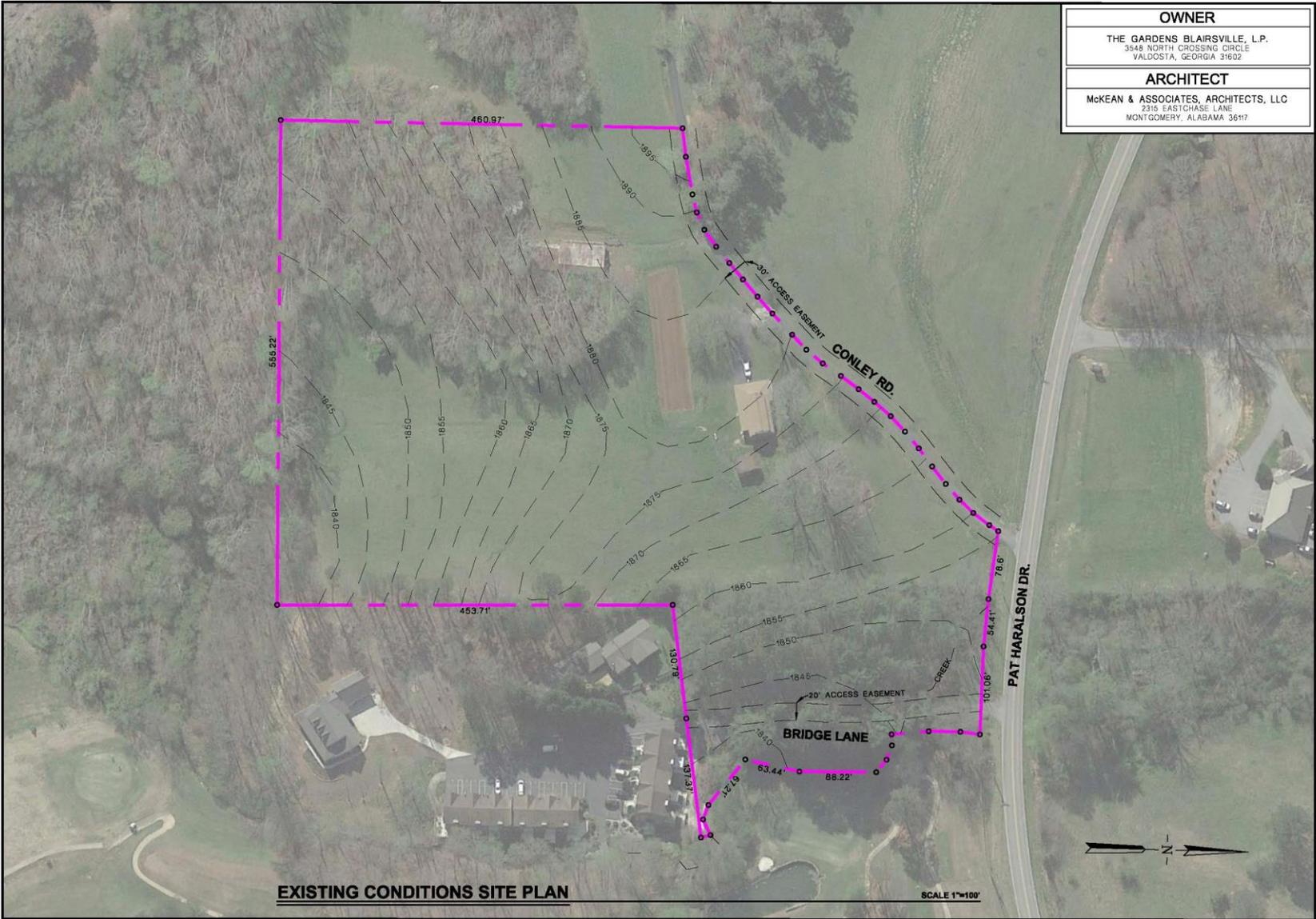
Revised:

Drawn By: BTJ

Checked By: RLM

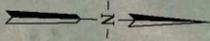
Sheet No:

CSDP-3



EXISTING CONDITIONS SITE PLAN

SCALE 1"=100'



OWNER THE GARDENS BLAIRSVILLE, L.P. 3548 NORTH CROSSING CIRCLE VALDOSTA, GEORGIA 31602
ARCHITECT McKEAN & ASSOCIATES, ARCHITECTS, LLC 2315 EASTCHASE LANE MONTGOMERY, ALABAMA 36117

McKEAN & ASSOCIATES
ARCHITECTS, LLC
MONTGOMERY, ALABAMA

CONCEPTUAL SITE DEVELOPMENT PLAN
THE GARDENS BLAIRSVILLE
BLAIRSVILLE, GA

STATE OF GEORGIA
Rory L. McKeen
REGISTERED ARCHITECT

Sheet Title: EXISTING CONDITIONS SITE PLAN
DCA No: 2019PA-017
Date: 05-14-18
Revised:
Drawn By: DW/PT
Checked By: RLM
Sheet No: CSDP-2

HISTA 2.2 Summary Data

Union County, GA

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Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	84	39	45	4	4	176
\$10,000-20,000	42	50	65	6	19	182
\$20,000-30,000	12	77	11	46	9	155
\$30,000-40,000	26	35	8	3	11	83
\$40,000-50,000	5	0	19	1	6	31
\$50,000-60,000	6	59	3	8	5	81
\$60,000-75,000	25	28	11	26	15	105
\$75,000-100,000	0	3	4	2	12	21
\$100,000-125,000	6	1	0	12	1	20
\$125,000-150,000	2	2	3	2	9	18
\$150,000-200,000	3	2	1	1	1	8
\$200,000+	2	1	1	0	1	5
Total	213	297	171	111	93	885

Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	65	5	2	3	10	85
\$10,000-20,000	220	20	7	5	10	262
\$20,000-30,000	33	11	3	3	6	56
\$30,000-40,000	73	32	2	4	6	117
\$40,000-50,000	31	32	4	6	7	80
\$50,000-60,000	22	22	3	1	6	54
\$60,000-75,000	34	8	4	4	5	55
\$75,000-100,000	28	30	3	5	5	71
\$100,000-125,000	9	4	0	3	3	19
\$125,000-150,000	9	2	1	1	4	17
\$150,000-200,000	9	3	0	3	2	17
\$200,000+	6	1	1	0	3	11
Total	539	170	30	38	67	844

Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	52	5	2	2	7	68
\$10,000-20,000	211	8	6	5	8	238
\$20,000-30,000	30	3	3	3	5	44
\$30,000-40,000	71	22	2	2	5	102
\$40,000-50,000	28	32	4	6	6	76
\$50,000-60,000	18	4	3	1	4	30
\$60,000-75,000	30	4	1	3	5	43
\$75,000-100,000	26	24	2	5	4	61
\$100,000-125,000	9	2	0	3	2	16
\$125,000-150,000	8	2	1	1	1	13
\$150,000-200,000	8	1	0	3	2	14
\$200,000+	3	1	1	0	2	7
Total	494	108	25	34	51	712

Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	149	44	47	7	14	261
\$10,000-20,000	262	70	72	11	29	444
\$20,000-30,000	45	88	14	49	15	211
\$30,000-40,000	99	67	10	7	17	200
\$40,000-50,000	36	32	23	7	13	111
\$50,000-60,000	28	81	6	9	11	135
\$60,000-75,000	59	36	15	30	20	160
\$75,000-100,000	28	33	7	7	17	92
\$100,000-125,000	15	5	0	15	4	39
\$125,000-150,000	11	4	4	3	13	35
\$150,000-200,000	12	5	1	4	3	25
\$200,000+	8	2	2	0	4	16
Total	752	467	201	149	160	1,729

HISTA 2.2 Summary Data

Union County, GA

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Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	29	33	7	17	12	98
\$10,000-20,000	155	3	16	2	3	179
\$20,000-30,000	101	113	33	68	24	339
\$30,000-40,000	52	46	5	29	8	140
\$40,000-50,000	82	64	51	29	1	227
\$50,000-60,000	18	80	69	63	12	242
\$60,000-75,000	24	100	42	45	94	305
\$75,000-100,000	33	69	54	139	109	404
\$100,000-125,000	1	31	37	16	42	127
\$125,000-150,000	7	15	14	1	1	38
\$150,000-200,000	4	14	12	22	0	52
\$200,000+	2	7	6	5	5	25
Total	508	575	346	436	311	2,176

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	87	90	43	11	6	237
\$10,000-20,000	205	249	75	13	8	550
\$20,000-30,000	190	512	88	51	6	847
\$30,000-40,000	192	388	45	14	11	650
\$40,000-50,000	84	349	19	13	5	470
\$50,000-60,000	19	179	41	44	6	289
\$60,000-75,000	80	261	43	43	7	434
\$75,000-100,000	31	276	126	9	10	452
\$100,000-125,000	17	182	23	18	16	256
\$125,000-150,000	5	79	15	6	6	111
\$150,000-200,000	15	91	6	3	9	124
\$200,000+	2	25	2	2	1	32
Total	927	2,681	526	227	91	4,452

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	60	71	15	2	5	153
\$10,000-20,000	185	201	43	11	7	447
\$20,000-30,000	147	429	45	4	6	631
\$30,000-40,000	168	366	19	3	10	566
\$40,000-50,000	79	294	8	7	5	393
\$50,000-60,000	16	152	17	27	5	217
\$60,000-75,000	80	192	25	17	7	321
\$75,000-100,000	25	180	58	3	8	274
\$100,000-125,000	10	118	22	7	15	172
\$125,000-150,000	2	65	9	4	5	85
\$150,000-200,000	9	82	2	0	9	102
\$200,000+	2	12	2	1	0	17
Total	783	2,162	265	86	82	3,378

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	116	123	50	28	18	335
\$10,000-20,000	360	252	91	15	11	729
\$20,000-30,000	291	625	121	119	30	1,186
\$30,000-40,000	244	434	50	43	19	790
\$40,000-50,000	166	413	70	42	6	697
\$50,000-60,000	37	259	110	107	18	531
\$60,000-75,000	104	361	85	88	101	739
\$75,000-100,000	64	345	180	148	119	856
\$100,000-125,000	18	213	60	34	58	383
\$125,000-150,000	12	94	29	7	7	149
\$150,000-200,000	19	105	18	25	9	176
\$200,000+	4	32	8	7	6	57
Total	1,435	3,256	872	663	402	6,628

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Renter Households						
Age 15 to 54 Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	109	33	34	1	7	184
\$10,000-20,000	57	52	64	8	21	202
\$20,000-30,000	12	74	14	45	5	150
\$30,000-40,000	30	25	5	1	7	68
\$40,000-50,000	2	3	21	1	3	30
\$50,000-60,000	7	47	7	15	5	81
\$60,000-75,000	25	34	9	42	15	125
\$75,000-100,000	4	5	3	4	23	39
\$100,000-125,000	3	0	2	25	1	31
\$125,000-150,000	2	2	3	4	6	17
\$150,000-200,000	1	6	2	1	0	10
\$200,000+	7	6	3	2	1	19
Total	259	287	167	149	94	956

Renter Households						
Aged 55+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	69	7	0	3	8	87
\$10,000-20,000	240	21	4	7	8	280
\$20,000-30,000	37	8	3	5	8	61
\$30,000-40,000	167	38	1	4	9	219
\$40,000-50,000	35	46	4	4	6	95
\$50,000-60,000	27	16	2	8	7	60
\$60,000-75,000	49	7	4	3	7	70
\$75,000-100,000	45	62	2	4	8	121
\$100,000-125,000	25	2	4	4	5	40
\$125,000-150,000	18	3	0	2	4	27
\$150,000-200,000	20	4	1	2	1	28
\$200,000+	7	0	0	2	1	10
Total	739	214	25	48	72	1,098

Renter Households						
Aged 62+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	57	7	0	3	5	72
\$10,000-20,000	230	5	3	5	8	251
\$20,000-30,000	36	3	2	4	7	52
\$30,000-40,000	163	32	1	4	6	206
\$40,000-50,000	32	43	3	4	5	87
\$50,000-60,000	22	2	2	7	6	39
\$60,000-75,000	45	2	4	3	6	60
\$75,000-100,000	43	56	1	2	7	109
\$100,000-125,000	24	1	3	3	3	34
\$125,000-150,000	14	2	0	2	2	20
\$150,000-200,000	16	2	1	1	1	21
\$200,000+	5	0	0	1	1	7
Total	687	155	20	39	57	958

Renter Households						
All Age Groups						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	178	40	34	4	15	271
\$10,000-20,000	297	73	68	15	29	482
\$20,000-30,000	49	82	17	50	13	211
\$30,000-40,000	197	63	6	5	16	287
\$40,000-50,000	37	49	25	5	9	125
\$50,000-60,000	34	63	9	23	12	141
\$60,000-75,000	74	41	13	45	22	195
\$75,000-100,000	49	67	5	8	31	160
\$100,000-125,000	28	2	6	29	6	71
\$125,000-150,000	20	5	3	6	10	44
\$150,000-200,000	21	10	3	3	1	38
\$200,000+	14	6	3	4	2	29
Total	998	501	192	197	166	2,054

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Owner Households						
Age 15 to 54 Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	32	28	8	26	12	106
\$10,000-20,000	150	3	21	0	3	177
\$20,000-30,000	107	103	33	44	19	306
\$30,000-40,000	45	35	6	26	5	117
\$40,000-50,000	87	45	32	24	0	188
\$50,000-60,000	24	45	64	88	8	229
\$60,000-75,000	29	99	47	44	120	339
\$75,000-100,000	46	74	70	178	135	503
\$100,000-125,000	2	31	62	14	49	158
\$125,000-150,000	9	24	32	4	3	72
\$150,000-200,000	0	23	8	29	1	61
\$200,000+	6	12	6	7	26	57
Total	537	522	389	484	381	2,313

Owner Households						
Aged 55+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	114	95	44	7	3	263
\$10,000-20,000	241	259	86	14	9	609
\$20,000-30,000	211	497	96	48	5	857
\$30,000-40,000	340	515	49	20	3	927
\$40,000-50,000	104	483	15	13	7	622
\$50,000-60,000	25	185	43	57	4	314
\$60,000-75,000	72	308	48	56	8	492
\$75,000-100,000	58	434	226	13	10	741
\$100,000-125,000	36	381	56	26	32	531
\$125,000-150,000	8	145	42	6	5	206
\$150,000-200,000	17	162	11	8	20	218
\$200,000+	11	70	13	8	4	106
Total	1,237	3,534	729	276	110	5,886

Owner Households						
Aged 62+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	71	80	16	2	1	170
\$10,000-20,000	227	218	50	11	8	514
\$20,000-30,000	168	435	45	6	4	658
\$30,000-40,000	314	487	25	8	2	836
\$40,000-50,000	100	414	10	5	7	536
\$50,000-60,000	22	157	13	43	3	238
\$60,000-75,000	70	229	25	25	8	357
\$75,000-100,000	46	287	113	5	10	461
\$100,000-125,000	23	261	52	10	31	377
\$125,000-150,000	6	122	29	3	5	165
\$150,000-200,000	12	148	3	6	20	189
\$200,000+	8	29	9	4	3	53
Total	1,067	2,867	390	128	102	4,554

Owner Households						
All Age Groups						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	146	123	52	33	15	369
\$10,000-20,000	391	262	107	14	12	786
\$20,000-30,000	318	600	129	92	24	1,163
\$30,000-40,000	385	550	55	46	8	1,044
\$40,000-50,000	191	528	47	37	7	810
\$50,000-60,000	49	230	107	145	12	543
\$60,000-75,000	101	407	95	100	128	831
\$75,000-100,000	104	508	296	191	145	1,244
\$100,000-125,000	38	412	118	40	81	689
\$125,000-150,000	17	169	74	10	8	278
\$150,000-200,000	17	185	19	37	21	279
\$200,000+	17	82	19	15	30	163
Total	1,774	4,056	1,118	760	491	8,199

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Renter Households						
Age 15 to 54 Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	109	27	35	5	8	184
\$10,000-20,000	49	48	64	5	20	186
\$20,000-30,000	7	77	11	48	5	148
\$30,000-40,000	34	21	7	1	8	71
\$40,000-50,000	1	7	19	3	4	34
\$50,000-60,000	9	53	5	20	6	93
\$60,000-75,000	23	33	11	45	14	126
\$75,000-100,000	2	3	5	3	15	28
\$100,000-125,000	2	2	3	29	3	39
\$125,000-150,000	4	1	3	3	9	20
\$150,000-200,000	4	9	2	2	1	18
\$200,000+	5	8	5	2	1	21
Total	249	289	170	166	94	968

Renter Households						
Aged 55+ Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	65	3	3	6	9	86
\$10,000-20,000	236	20	5	5	9	275
\$20,000-30,000	50	10	1	5	5	71
\$30,000-40,000	194	38	1	5	8	246
\$40,000-50,000	46	50	4	4	9	113
\$50,000-60,000	25	18	1	3	9	56
\$60,000-75,000	62	8	2	3	9	84
\$75,000-100,000	55	70	3	3	8	139
\$100,000-125,000	39	7	4	3	4	57
\$125,000-150,000	28	2	3	5	8	46
\$150,000-200,000	27	6	0	3	1	37
\$200,000+	15	2	2	1	3	23
Total	842	234	29	46	82	1,233

Renter Households						
Aged 62+ Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	54	3	2	5	6	70
\$10,000-20,000	225	3	5	5	8	246
\$20,000-30,000	48	4	1	5	4	62
\$30,000-40,000	192	33	1	5	7	238
\$40,000-50,000	42	48	4	4	7	105
\$50,000-60,000	22	5	1	3	7	38
\$60,000-75,000	57	3	2	3	6	71
\$75,000-100,000	53	64	0	3	6	126
\$100,000-125,000	37	5	3	2	3	50
\$125,000-150,000	23	2	3	5	6	39
\$150,000-200,000	20	4	0	3	1	28
\$200,000+	13	2	0	1	3	19
Total	786	176	22	44	64	1,092

Renter Households						
All Age Groups						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	174	30	38	11	17	270
\$10,000-20,000	285	68	69	10	29	461
\$20,000-30,000	57	87	12	53	10	219
\$30,000-40,000	228	59	8	6	16	317
\$40,000-50,000	47	57	23	7	13	147
\$50,000-60,000	34	71	6	23	15	149
\$60,000-75,000	85	41	13	48	23	210
\$75,000-100,000	57	73	8	6	23	167
\$100,000-125,000	41	9	7	32	7	96
\$125,000-150,000	32	3	6	8	17	66
\$150,000-200,000	31	15	2	5	2	55
\$200,000+	20	10	7	3	4	44
Total	1,091	523	199	212	176	2,201

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Owner Households						
Age 15 to 54 Years						
Year 2023 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	36	25	7	23	10	101
\$10,000-20,000	138	2	19	1	7	167
\$20,000-30,000	104	83	35	52	17	291
\$30,000-40,000	46	24	3	25	5	103
\$40,000-50,000	69	52	36	21	1	179
\$50,000-60,000	37	56	65	70	8	236
\$60,000-75,000	31	84	47	55	104	321
\$75,000-100,000	49	67	62	183	142	503
\$100,000-125,000	2	30	69	16	47	164
\$125,000-150,000	10	26	53	4	4	97
\$150,000-200,000	1	20	7	27	1	56
\$200,000+	8	15	11	8	42	84
Total	531	484	414	485	388	2,302

Owner Households						
Aged 55+ Years						
Year 2023 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	122	95	40	14	3	274
\$10,000-20,000	261	235	78	9	8	591
\$20,000-30,000	220	489	91	44	8	852
\$30,000-40,000	398	547	52	28	6	1,031
\$40,000-50,000	129	511	16	16	4	676
\$50,000-60,000	25	220	45	73	2	365
\$60,000-75,000	71	312	54	59	8	504
\$75,000-100,000	70	466	251	12	9	808
\$100,000-125,000	47	479	78	34	41	679
\$125,000-150,000	20	221	51	11	5	308
\$150,000-200,000	22	193	19	6	34	274
\$200,000+	14	114	20	12	3	163
Total	1,399	3,882	795	318	131	6,525

Owner Households						
Aged 62+ Years						
Year 2023 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	81	85	14	7	3	190
\$10,000-20,000	246	205	46	7	8	512
\$20,000-30,000	181	436	42	4	8	671
\$30,000-40,000	372	518	31	10	4	935
\$40,000-50,000	124	446	9	7	4	590
\$50,000-60,000	24	189	10	61	1	285
\$60,000-75,000	69	242	29	31	8	379
\$75,000-100,000	54	329	132	3	9	527
\$100,000-125,000	29	347	73	11	41	501
\$125,000-150,000	16	192	36	4	4	252
\$150,000-200,000	19	180	6	5	33	243
\$200,000+	8	54	15	6	1	84
Total	1,223	3,223	443	156	124	5,169

Owner Households						
All Age Groups						
Year 2023 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	158	120	47	37	13	375
\$10,000-20,000	399	237	97	10	15	758
\$20,000-30,000	324	572	126	96	25	1,143
\$30,000-40,000	444	571	55	53	11	1,134
\$40,000-50,000	198	563	52	37	5	855
\$50,000-60,000	62	276	110	143	10	601
\$60,000-75,000	102	396	101	114	112	825
\$75,000-100,000	119	533	313	195	151	1,311
\$100,000-125,000	49	509	147	50	88	843
\$125,000-150,000	30	247	104	15	9	405
\$150,000-200,000	23	213	26	33	35	330
\$200,000+	22	129	31	20	45	247
Total	1,930	4,366	1,209	803	519	8,827

POPULATION DATA

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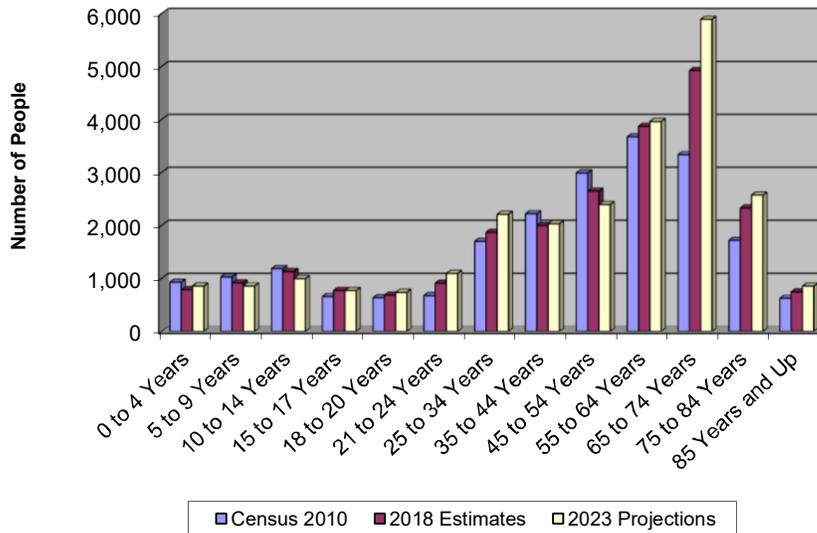
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Population by Age & Sex											
Union County, GA											
Census 2010				Current Year Estimates - 2018				Five-Year Projections - 2023			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	478	449	927	0 to 4 Years	392	395	787	0 to 4 Years	437	418	855
5 to 9 Years	524	504	1,028	5 to 9 Years	453	462	915	5 to 9 Years	425	429	854
10 to 14 Years	616	566	1,182	10 to 14 Years	577	549	1,126	10 to 14 Years	492	502	994
15 to 17 Years	349	307	656	15 to 17 Years	400	371	771	15 to 17 Years	393	377	770
18 to 20 Years	315	319	634	18 to 20 Years	360	323	683	18 to 20 Years	389	347	736
21 to 24 Years	365	309	674	21 to 24 Years	467	441	908	21 to 24 Years	580	513	1,093
25 to 34 Years	858	840	1,698	25 to 34 Years	925	942	1,867	25 to 34 Years	1,105	1,103	2,208
35 to 44 Years	1,097	1,123	2,220	35 to 44 Years	948	1,049	1,997	35 to 44 Years	977	1,054	2,031
45 to 54 Years	1,466	1,525	2,991	45 to 54 Years	1,237	1,411	2,648	45 to 54 Years	1,117	1,277	2,394
55 to 64 Years	1,680	1,991	3,671	55 to 64 Years	1,772	2,098	3,870	55 to 64 Years	1,773	2,189	3,962
65 to 74 Years	1,628	1,707	3,335	65 to 74 Years	2,352	2,571	4,923	65 to 74 Years	2,810	3,079	5,889
75 to 84 Years	799	918	1,717	75 to 84 Years	1,173	1,155	2,328	75 to 84 Years	1,303	1,269	2,572
85 Years and Up	<u>222</u>	<u>401</u>	<u>623</u>	85 Years and Up	<u>279</u>	<u>464</u>	<u>743</u>	85 Years and Up	<u>323</u>	<u>529</u>	<u>852</u>
Total	10,397	10,959	21,356	Total	11,335	12,231	23,566	Total	12,124	13,086	25,210
55+ Years	4,329	5,017	9,346	55+ Years	5,576	6,288	11,864	55+ Years	6,209	7,066	13,275
62+ Years	n/a	n/a	6,881	62+ Years	n/a	n/a	9,242	62+ Years	n/a	n/a	10,719
Median Age:		50.5		Median Age:		55.2		Median Age:		56.7	

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC
 www.ribbondata.com
 Tel: 916-880-1644

**Population by Age
Union County, GA**



Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC
 www.ribbondata.com
 Tel: 916-880-1644