



**BOWEN
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RESEARCH**

Market Feasibility Analysis

Peaks of Dahlonega
Morrison Moore Parkway
Dahlonega, Lumpkin County, Georgia 30533

Prepared For

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Section B – Executive Summary

This report evaluates the market feasibility of the Peaks of Dahlonega rental community to be developed utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Dahlonega, Georgia. Based on the findings contained in this report, we believe a market will exist for the subject development, assuming it is developed and operated as detailed in this report.

1. Project Description:

The subject project involves the new construction of the 60-unit Peaks of Dahlonega rental community to be located on Morrison Moore Parkway in Dahlonega, Georgia. The project will target general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program, with six (6) units operating as unrestricted market-rate. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June of 2023. Additional details of the subject development are summarized as follows:

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
3	One-Br.	1.0	Garden	711	50%	\$450	\$105	\$555	\$583
7	One-Br.	1.0	Garden	711	60%	\$550	\$105	\$655	\$700
2	One-Br.	1.0	Garden	711	Market-Rate	\$675	\$105	\$780	-
6	Two-Br.	2.0	Garden	913	50%	\$550	\$129	\$679	\$701
27	Two-Br.	2.0	Garden	913	60%	\$650	\$129	\$779	\$841
3	Two-Br.	2.0	Garden	913	Market-Rate	\$775	\$129	\$904	-
2	Three-Br.	2.0	Garden	1,157	50%	\$625	\$163	\$788	\$810
9	Three-Br.	2.0	Garden	1,157	60%	\$750	\$163	\$913	\$972
1	Three-Br.	2.0	Garden	1,157	Market-Rate	\$875	\$163	\$1,038	-
60	Total								

Source: Landbridge Development

AMHI – Area Median Household Income (Lumpkin County, GA – National Non-Metro Eligible Area; 2020)

Unit amenities to be offered at the property include a range, refrigerator, garbage disposal, dishwasher, microwave oven, washer/dryer appliances, central air conditioning, patio/balcony with storage closet, ceiling fan, carpet/composite/vinyl flooring, and window blinds. Community amenities will include on-site management, a clubhouse/community room, picnic area with grills, fitness center, wellness center, common patio, playground, community garden, gazebo, and health screenings. Overall, the amenity package offered at the property is considered appropriate for and marketable to the targeted tenant population and will be competitive with those offered among the comparable projects in the market and region.

2. Site Description/Evaluation:

The site is an approximate 42.0-acre wooded parcel located along Morrison Moore Parkway (U.S. Highway 19/State Route 9) in the northern portion of Dahlonega, Georgia. Surrounding land uses include wooded land, single-family houses on acreage, a hardware store, a self-storage facility, a lake with an adjacent walking trail, and established residential neighborhoods. The surrounding residential land uses and nearby lake will have a positive effect on the marketability of the site. Visibility and access are both considered to be good from Morrison Moore Parkway, a two-lane street with moderate vehicular traffic.

Most community services are located within 3.0 miles of the site. The largest concentration of community services is in the central portion of Dahlonega, approximately 2.0 miles south of the site. Public safety services are also within approximately 2.0 miles of the site, while public schools are within approximately 4.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

3. Market Area Definition:

The Dahlonega Site PMA consists of the majority of Lumpkin County and includes the city of Dahlonega and various outlying unincorporated areas of the county. The boundaries of the Dahlonega Site PMA include the Lumpkin County boundary, State Route 60, U.S. Highway 19, and Damascus Church Road to the north, and the Lumpkin County boundaries in all other directions. The boundaries of the Site PMA are generally within 12.7 miles of the subject site. A map illustrating these boundaries is included on page *E-2* of this report.

4. Community Demographic Data:

The Dahlonega Site PMA is projected to experience both population and household growth between 2021 and 2023, a trend which has been ongoing since 2000. Household growth is projected for most age cohorts, with the 35 to 44 age cohort projected to experience the greatest household growth. Renter households comprise approximately 35.0% of all households in the market and are projected to increase by 130, or 3.0%, between 2021 and 2023. Nearly 4,500 renter households are projected for the market in 2023, more than half (54.6%) of which are projected to earn less than \$40,000. Based on the preceding factors, a good base of potential renter support will continue to exist within the Dahlonega Site PMA for the foreseeable future, particularly for affordable rental product such as that primarily proposed for the subject project. Additional demographic data is included in *Section F* of this report.

Also note that based on 2015-2019 American Community Survey (ACS) data, 43.6% of the vacant housing units in the Site PMA are classified as “Other Vacant,” which encompasses foreclosed, dilapidated and abandoned housing. Based on information obtained from RealtyTrac.com, Lumpkin County has a foreclosure rate of 0.01%. This is identical to the 0.01% statewide rate. Further, our survey of the Dahlonega Site PMA revealed that established conventional rental properties are operating at strong 100.0% occupancy levels within the market. Based on the preceding analysis, it is our opinion that foreclosed/abandoned homes will not have any tangible impact on the subject's marketability. This is especially true when considering the limited availability of LIHTC product in the Dahlonega market.

5. Economic Data:

Prior to the impact of COVID-19, the Lumpkin County economy was steadily expanding and improving, both in terms of total employment and unemployment rate trends. Notably, the county added more than 3,000 jobs between 2010 and 2019, while the annual unemployment rate declined by more than seven full percentage points during this same time period.

Although the county was negatively impact by the pandemic, similar to most markets throughout the country in 2020, it appears to have been less impacted than most markets during this time period. This is evident by the fact that the rate of employment decline within the county (4.3%) in 2020 was lower than that reported for both the state of Georgia (4.5%) and the United States (5.9%). Further, the annual unemployment rate remains relatively low at 4.7% as of the end of 2020, lower than both state and national averages. It is also important to point out that the monthly unemployment rate did not exceed 10.8% during the initial impact of the pandemic. Comparatively, many markets throughout the country experienced monthly unemployment rates near, or above, 20.0% during this time period. The monthly unemployment rate within the county has also declined by more than seven full percentage points since the spike experienced in April of 2020. Based on the preceding factors, we expect the Lumpkin County economy will continue to improve and recover from the initial impact of the COVID-19 pandemic for the foreseeable future. Additional economic data is included in *Section G* of this report.

6. Project-Specific Affordability and Demand Analysis:

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income			
	50% AMHI (\$19,029 to \$33,650)	60% AMHI (\$22,457 to \$40,380)	Tax Credit Overall (\$19,029 to \$40,380)	Market-Rate (\$31,200+)
Net Demand	576	566	719	350
Proposed Units / Net Demand	11 / 576	43 / 566	54 / 719	6 / 350
Capture Rate	= 1.9%	= 7.6%	= 7.5%	= 1.7%

Per GDCA guidelines, capture rates below 35% for projects in rural markets are typically considered acceptable. Thus, the proposed project's overall capture rate of 7.5% for the LIHTC units is considered low and acceptable. This is particularly true when considering the limited supply of existing comparable LIHTC product and strong occupancy rates reported at the existing comparable LIHTC properties in the market. Based on the preceding factors, the subject's capture rates by AMHI level and for the market-rate units are also considered acceptable as they range from 1.7% to 7.6%.

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

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (35%)	50%	3	202	0	202	1.5%
One-Bedroom (35%)	60%	7	198	0	198	3.5%
One-Bedroom (35%)	MR	2	123	0	123	1.6%
One-Bedroom	Total	12	523	0	523	2.3%
<hr/>						
Two-Bedroom (45%)	50%	6	259	0	259	2.3%
Two-Bedroom (45%)	60%	27	255	0	255	10.6%
Two-Bedroom (45%)	MR	3	158	0	158	1.9%
Two-Bedroom	Total	36	672	0	672	5.4%
<hr/>						
Three-Bedroom (20%)	50%	2	115	0	115	1.7%
Three-Bedroom (20%)	60%	9	113	0	113	8.0%
Three-Bedroom (20%)	MR	1	70	0	70	1.4%
Three-Bedroom	Total	12	298	0	298	4.0%

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

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

Achievable Market Rent as determined in *Section I*.

MR – Market-Rate

The capture rates by bedroom type and targeted income level range from 1.4% to 10.6%. These capture rates are below GDCA's capture rate thresholds and are considered achievable. This indicates that a sufficient base of income-appropriate renter household support exists in the Dahlongega Site PMA for each of the unit types proposed for the subject development.

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

7. Competitive Rental Analysis

Tax Credit

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Dahlonega Site PMA, we identified and surveyed two general-occupancy LIHTC properties which offer non-subsidized units similar to those proposed for the subject development. Thus, these properties will be competitive with the subject project and have been included in our comparable/competitive analysis.

Due to the limited supply of non-subsidized LIHTC product within the Dahlonega Site PMA, it was necessary to identify and survey such product outside the Site PMA but within the surrounding region. In total, we surveyed four additional properties within the surrounding areas of Dawsonville and Gainesville, Georgia. While these properties will not be directly competitive with the subject project due to their location, they will provide a good additional base of comparison for the subject property.

The six comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in *Addendum B, Comparable Property Profiles*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Peaks of Dahlonega	2023	54*	-	-	-	Families; 50% & 60% AMHI
3	Golden Hills Apts.	1991 / 2011	69	100.0%	1.3 Miles	None	Families; 60% AMHI & RD 515
4	Highland Trace	2017	79	100.0%	3.3 Miles	20 HH	Families; 50% & 60% AMHI
901	Farmington Woods	2014	72	100.0%	17.7 Miles	40 HH	Families; 50% & 60% AMHI
903	Oconee Springs	1998	88	100.0%	25.7 Miles	Shared: 2-3 Months	Families; 50% & 60% AMHI
904	Paces Landing	2002	110*	100.0%	25.9 Miles	Shared: 2-3 Months	Families; 50% & 60% AMHI
906	Retreat at McEver	2002	224	100.0%	24.5 Miles	3-Br: 3 HH	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

HH - Households

*Tax Credit units only

The six LIHTC projects have a combined occupancy rate of 100.0%, with most properties also maintaining waiting lists for their next available units. These are clear indications of strong and pent-up demand for additional general-occupancy LIHTC product within the market and surrounding region.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Peaks of Dahlonega	\$555/50% (3) \$655/60% (7)	\$679/50% (6) \$779/60% (27)	\$788/50% (2) \$913/60% (9)	-	-
3	Golden Hills Apts.	\$616/60% (10/0)*	\$764/60% (34/0)*	\$980/60% (25/0)	-	None
4	Highland Trace	\$583/50% (4/0) \$693/60% (12/0)	\$698/50% (8/0) \$803/60% (31/0)	\$818/50% (4/0) \$913/60% (20/0)	-	None
901	Farmington Woods	\$763/50% (3/0) \$878/60% (9/0)	\$893/50% (4/0) \$1,023/60% (32/0)	\$1,028/50% (4/0) \$1,138/60% (20/0)	-	None
903	Oconee Springs	-	\$1,008/60% (16/0)	\$955/50% (64/0)	\$1,060/50% (8/0)	None
904	Paces Landing	\$888/60% (13/0)	\$1,066/60% (53/0)	\$1,028/50% (40/0)	\$1,145/50% (4/0)	None
906	Retreat at McEver	\$793/60% (80/0)	\$944/60% (120/0)	\$1,086/60% (24/0)	-	None

900 Series Map IDs are located outside the Site PMA

*Subsidized (units also operate under RD 515 program in addition to LIHTC program)

The subject's proposed gross Tax Credit rents are generally positioned below those reported for the non-subsidized LIHTC units among the two existing comparable properties in the Site PMA and well below those located outside the Site PMA in the surrounding region. It is important to understand the higher rents reported among the properties located outside the Site PMA are due to the location of these properties. Specifically, the properties surveyed outside the Site PMA are located in areas which are generally superior to the subject market in terms of income and rents charged. This results in higher maximum allowable LIHTC rents for these areas as compared to the more rural subject market.

Regardless, the subject rents are considered appropriate for and marketable within the Dahlonega Site PMA, as evident by their competitive position as compared to those reported at Highland Trace, the most comparable property located within the Dahlonega Site PMA.

Comparable/Competitive Tax Credit Summary

A limited supply of non-subsidized LIHTC product is offered within the Dahlonega Site PMA. Specifically, only two properties offering non-subsidized general-occupancy LIHTC units were surveyed in the market. Due to the lack of product in the Dahlonega Site PMA, four additional properties were surveyed outside the market for comparability purposes. Combined, the six comparable LIHTC properties surveyed are 100.0% occupied and most maintain waiting lists for their next available units.

The subject's gross Tax Credit rents are generally positioned below those reported among the comparable LIHTC properties surveyed. The proposed unit sizes (square feet) will be the smallest in the market/region. The newness of the subject property

along with the lower proposed rents and limited supply of LIHTC product in the market, however, is expected to mitigate any potential adverse impact the smaller proposed unit sizes may have on the property's marketability. The subject property will be very competitive in terms of amenities offered. Overall, the subject property is considered marketable as proposed.

Market-Rate

In addition to the LIHTC units, the subject property will also offer some units which will operate as unrestricted market-rate. Due to the limited supply of comparable conventional market-rate product within the Dahlenega Site PMA, three of the five properties selected for this analysis are located outside the subject market but within the nearby areas of Gainesville, Georgia. The five properties selected for this analysis are summarized as follows:

Map I.D.	Project Name	Year Built/ Renovated	Units	Occupancy Rate	Distance to Site	Rent Special
Site	Peaks of Dahlenega	2023	6*	-	-	-
1	Bethany Village	1995	40	100.0%	9.3 Miles	None
5	Mountain View	1996	30	100.0%	2.6 Miles	None
902	MMA Lake Lanier	1997 / 2013	657	97.0%	23.1 Miles	None
904	Paces Landing	2002	30*	100.0%	25.9 Miles	None
905	Park Creek Apts.	1998	200	98.5%	24.3 Miles	None

900 Series Map IDs are located outside the Site PMA

*Market-rate units only

The five selected market-rate projects have a combined total of 957 units with an overall occupancy rate of 97.6%. None of the selected properties report occupancy rates below 97.0%, and the two properties located in the Dahlenega Site PMA are both 100.0% occupied. These are good indications the selected properties are well-received and will serve as accurate benchmarks with which to compare the subject site.

The gross rents for the comparable market-rate projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlenega	\$780 (2)	\$904 (3)	\$1,038 (1)	-
1	Bethany Village	-	\$1,111 (40/0)	-	-
5	Mountain View	-	\$1,285-\$1,355 (30/0)	-	-
902	MMA Lake Lanier	\$1,216-\$1,396 (329/10)	\$1,281-\$1,536 (263/8)	\$1,536-\$1,861 (65/2)	-
904	Paces Landing	\$959 (5/0)	\$1,160 (11/0)	\$1,325 (10/0)	\$1,482 (4/0)
905	Park Creek Apts.	\$1,340-\$1,475 (77/1)	\$1,568-\$1,588 (88/2)	\$1,668 (35/0)	-

900 Series Map IDs are located outside the Site PMA

The subject rents are positioned well below those reported for similar unit types among the comparable market-rate properties. This is expected to create a competitive advantage for the subject property.

An in-depth comparable analysis is included in *Section I* of this report.

Achievable Market Rent

Based on Rent Comparability Grids included in *Section I*, the achievable market rents determined for the subject project are summarized as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	50%	\$450	\$1,000	55.0%
One-Br.	60%	\$550	\$1,000	45.0%
One-Br.	MR	\$675	\$1,000	32.5%
Two-Br.	50%	\$550	\$1,115	50.7%
Two-Br.	60%	\$650	\$1,115	41.7%
Two-Br.	MR	\$775	\$1,115	30.5%
Three-Br.	50%	\$625	\$1,240	49.6%
Three-Br.	60%	\$750	\$1,240	39.5%
Three-Br.	MR	\$875	\$1,240	29.4%

MR – Market-Rate

The proposed collected rents represent market rent advantages ranging from 29.4% to 55.0%, depending on bedroom type and targeted income level, including the market-rate units. Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure the project will represent a value and have a sufficient flow of tenants within the market. As such, the proposed rents should represent significant values for the local market.

8. Absorption/Stabilization Estimates

Based on our analysis, it is our opinion that the 60 proposed units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately five months of opening. This absorption period is based on an average monthly absorption rate of approximately 11 to 12 units per month. It is anticipated the subject’s six unrestricted market-rate units will be leased within the first two months of opening while the proposed LIHTC units will require the full five-month absorption period.

9. Overall Conclusion:

Overall, the subject property is considered marketable as proposed and is expected to help fill a void within the Dahlonga housing market. The subject project is not anticipated to have any adverse impact on future occupancy rates among the comparable properties. We have no recommendations to the subject project at this time.

SUMMARY TABLE (must be completed by the analyst and included in the executive summary)		
Development Name:	Peaks of Dahlonega	Total # Units: 60
Location:	Morrison Moore Parkway, Dahlonega, GA 30533 (Lumpkin Co.)	# LIHTC Units: 54
PMA Boundary:	Lumpkin County boundary, State Route 60, U.S. Highway 19, and Damascus Church Road to the north, and the Lumpkin County boundaries in all other directions.	
	Farthest Boundary Distance to Subject:	12.7 miles

RENTAL HOUSING STOCK (found on page I-1 & 6 and Add. A)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	4	259	0	100.0%
Market-Rate Housing	2	70	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	2*	85	0	100.0%
LIHTC	3*	104	0	100.0%
Stabilized Comps	6**	642	0	100.0%
Properties in Construction & Lease Up	0	-	-	-

*Includes mixed-income properties

**Includes properties located outside of the Site PMA

Subject Development					Achievable Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	One-Br.	1.0	711	\$450	\$985	\$1.39	55.0%	\$1,212	\$1.91
7	One-Br.	1.0	711	\$550	\$985	\$1.39	45.0%	\$1,212	\$1.91
2	One-Br.	1.0	711	\$675	\$985	\$1.39	32.5%	\$1,212	\$1.91
6	Two-Br.	2.0	913	\$550	\$1,105	\$1.21	50.7%	\$1,415	\$1.35
27	Two-Br.	2.0	913	\$650	\$1,105	\$1.21	41.7%	\$1,415	\$1.35
3	Two-Br.	2.0	913	\$775	\$1,105	\$1.21	30.5%	\$1,415	\$1.35
2	Three-Br.	2.0	1,157	\$625	\$1,225	\$1.06	49.6%	\$1,480	\$1.13
9	Three-Br.	2.0	1,157	\$750	\$1,225	\$1.06	39.5%	\$1,480	\$1.13
1	Three-Br.	2.0	1,157	\$875	\$1,225	\$1.06	29.4%	\$1,480	\$1.13

CAPTURE RATES (found on page H-5)						
Targeted Population	30%	50%	60%	Market-rate	Other:	Overall Tax
Capture Rate	-	1.9%	7.6%	1.7%	-	7.5%

Section C - Project Description

Project Name:	Peaks of Dahlonega
Location:	Morrison Moore Parkway, Dahlonega, Georgia 30533 (Lumpkin County)
Census Tract:	9601.02
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 60-unit Peaks of Dahlonega rental community to be located on Morrison Moore Parkway in Dahlonega, Georgia. The project will target general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program, with six (6) units operating as unrestricted market-rate. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June of 2023. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
3	One-Br.	1.0	Garden	711	50%	\$450	\$105	\$555	\$583
7	One-Br.	1.0	Garden	711	60%	\$550	\$105	\$655	\$700
2	One-Br.	1.0	Garden	711	Market-Rate	\$675	\$105	\$780	-
6	Two-Br.	2.0	Garden	913	50%	\$550	\$129	\$679	\$701
27	Two-Br.	2.0	Garden	913	60%	\$650	\$129	\$779	\$841
3	Two-Br.	2.0	Garden	913	Market-Rate	\$775	\$129	\$904	-
2	Three-Br.	2.0	Garden	1,157	50%	\$625	\$163	\$788	\$810
9	Three-Br.	2.0	Garden	1,157	60%	\$750	\$163	\$913	\$972
1	Three-Br.	2.0	Garden	1,157	Market-Rate	\$875	\$163	\$1,038	-
60	Total								

Source: Landbridge Development

AMHI – Area Median Household Income (Lumpkin County, GA – National Non-Metro Eligible Area; 2020)

Building/Site Information	
Residential Buildings:	Three (3) three-story buildings
Building Style:	Walk-up
Community Space:	Stand-alone building
Acres:	42.0

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	June 2022
Begin Preleasing:	March 2023
Construction End:	June 2023

Unit Amenities		
• Electric Range	• Microwave	• Carpet/Composite/Vinyl Flooring
• Refrigerator w/Icemaker	• In-Unit Washer/Dryer Machines	• Window Blinds
• Garbage Disposal	• Central Air Conditioning	• Ceiling Fans
• Dishwasher	• Patio/Balcony with Storage Closet	

Community Amenities		
• On-Site Management	• Common Patio	• Community Garden
• Clubhouse	• Community Room with Kitchen	• Gazebo
• Fitness Center	• Picnic Area with Grill(s)	• Parties/Picnics
• Playground	• Health Screenings	
• Wellness Center	• Surface Parking	

Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
Source	Electric	Electric	Electric				

Note: Heating will be generated from a heat pump

FLOOR AND SITE PLAN REVIEW:

Floor and site plans were not provided for the subject project for review at the time this report was prepared. Information provided at the time of this analysis, however, indicates that the subject property will include one- through three-bedroom garden-style units located within three (3) three-story walk-up style buildings. The subject units will range in size from 711 to 1,157 square feet, with the two-bedroom and three-bedroom units including two (2.0) bathrooms and the one-bedroom units offering one (1.0) bathroom. Each unit will come well-equipped in terms of unit amenities and will feature a full kitchen appliance package and dedicated laundry area with in-unit washer/dryer appliances, as well as a patio/balcony area with an exterior storage closet.

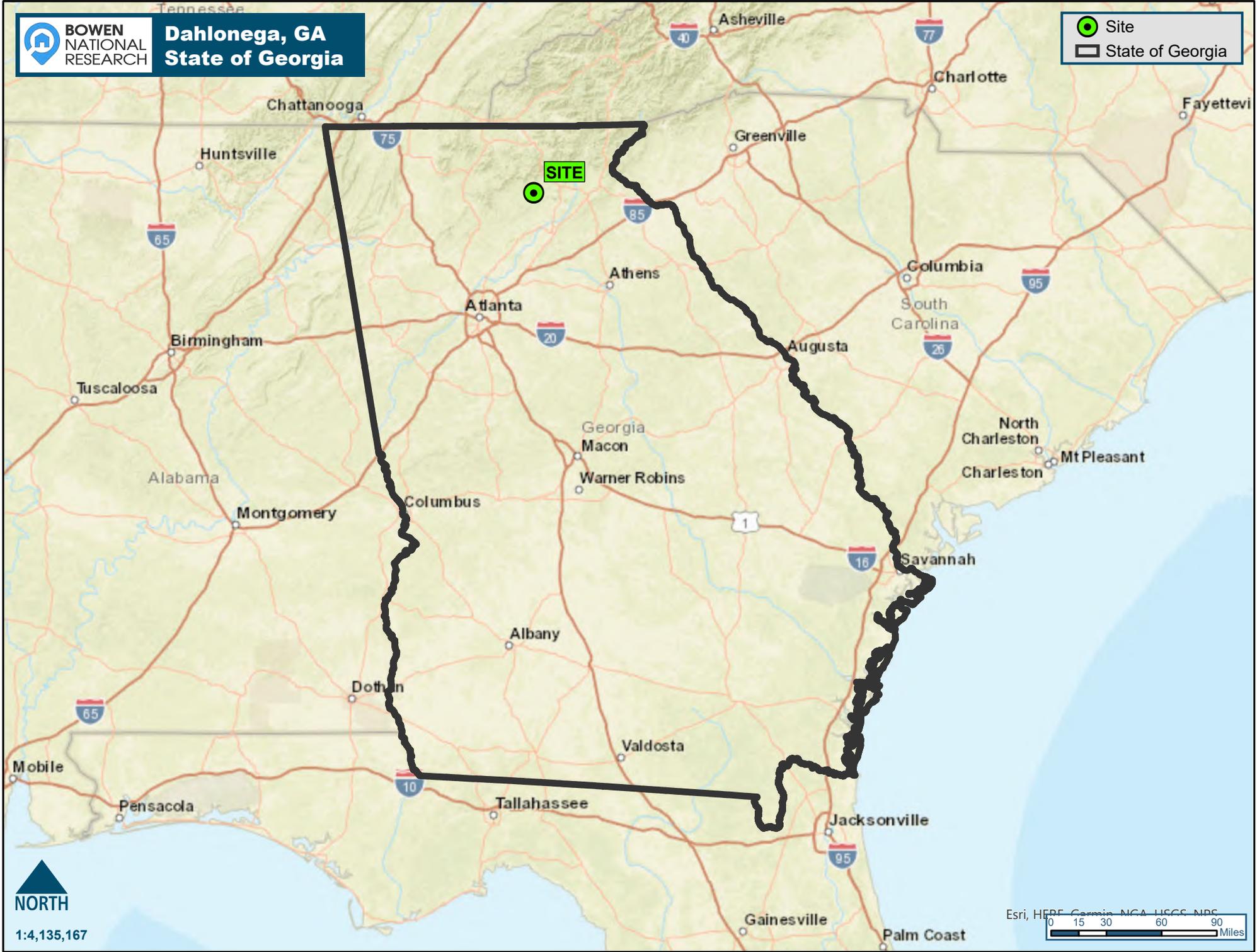
In addition to the subject’s residential units, the property will feature an array of community amenities integrated throughout the property. These will include but not be limited to on-site management, a clubhouse/community space, playground, fitness center, and community garden. This will further enhance marketability of the subject project. Overall, the property appears to be marketable in terms of overall design. Nonetheless, an in-depth comparable/competitive analysis is included in *Section I* to better determine the competitive position and overall marketability of the subject project within the Dahlenega market.

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



Dahlonega, GA State of Georgia

● Site
▭ State of Georgia



NORTH

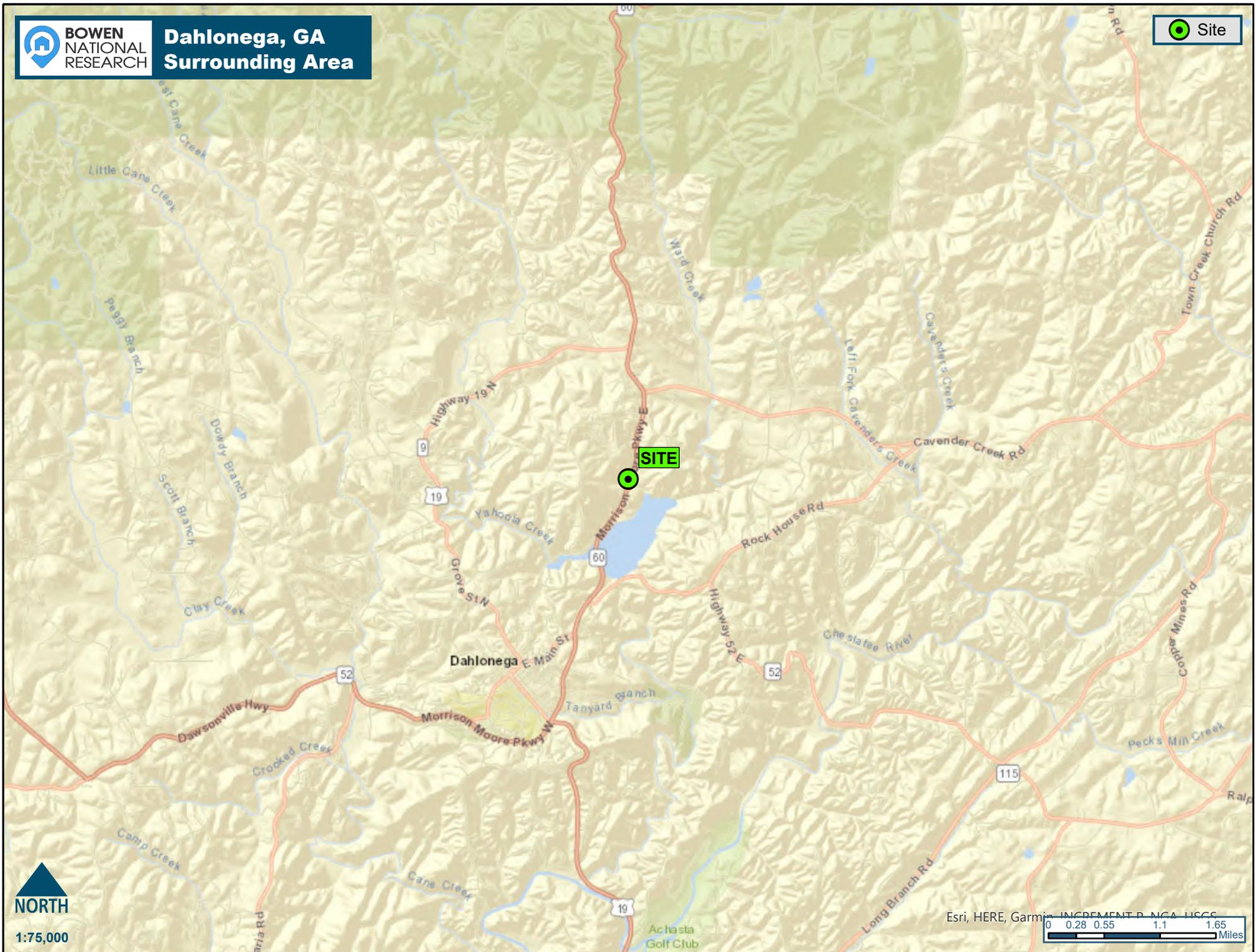
1:4,135,167

Esri, HERE, Garmin, NGA, USGS, NPS
0 15 30 60 90 Miles



Dahlonega, GA Surrounding Area

Site



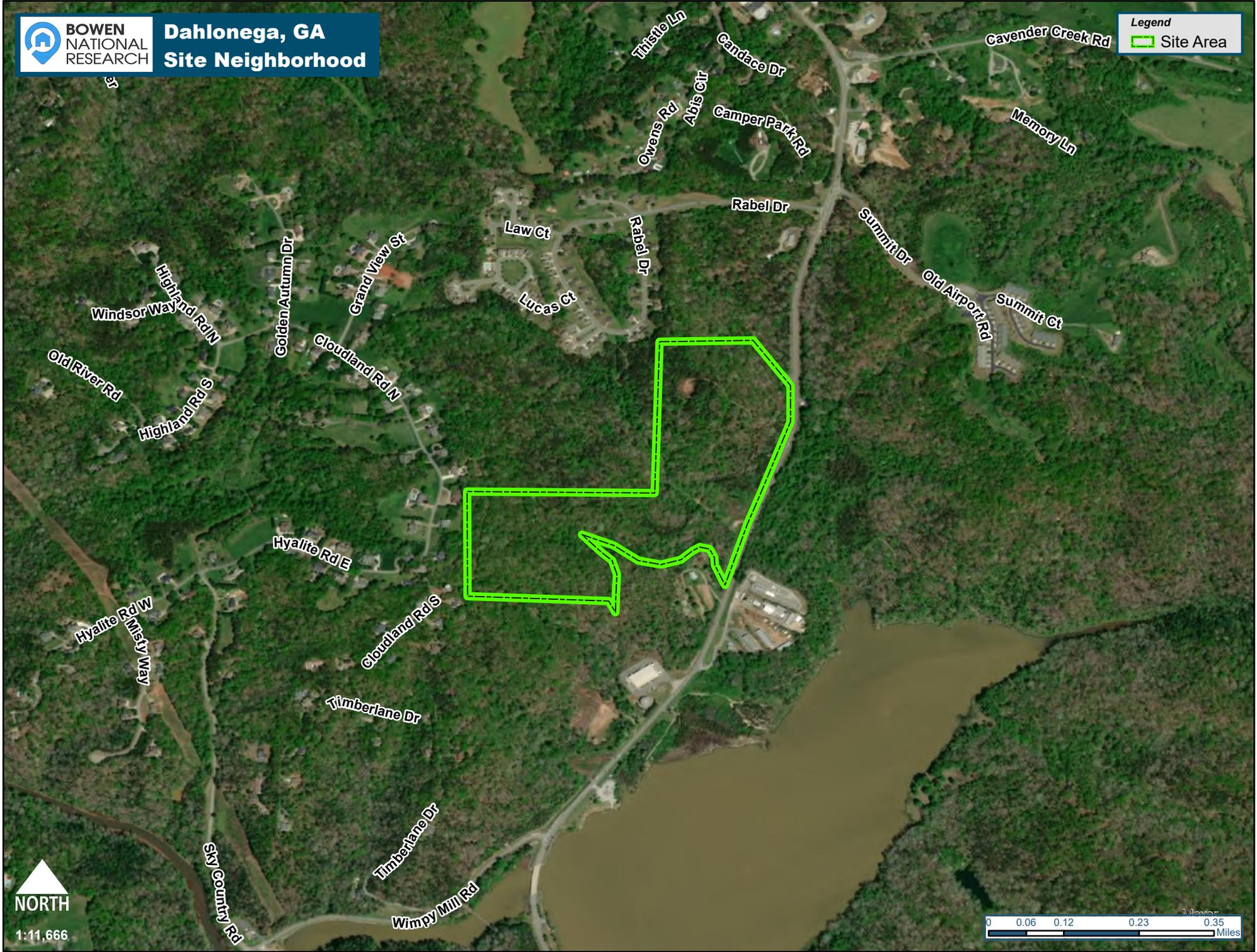
1:75,000

Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.28 0.55 1.1 1.65 Miles

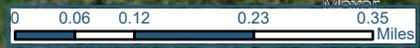


Dahlonega, GA Site Neighborhood

Legend
Site Area



NORTH
1:11,666



Section D – Site Evaluation

1. LOCATION

The subject site is an approximate 42.0-acre wooded parcel on the west side of Morrison Moore Parkway (U.S. Highway 19/State Route 9) in the northern portion of Dahlonega, Lumpkin County, Georgia. The site is approximately 23.0 miles northwest of Gainesville, Georgia and approximately 68.0 miles northeast of Atlanta, Georgia. Greg Piduch, an employee of Bowen National Research, inspected the site and area apartments during the week of March 22, 2021.

2. SURROUNDING LAND USES

The subject site is within an established residential and recreational area of Dahlonega, Georgia. Surrounding land uses include wooded land, single-family houses on acreage, a hardware store, a self-storage facility, a lake with an adjacent walking trail, and established residential neighborhoods. Adjacent land uses are detailed as follows:

North -	Wooded land borders the site to the north, extending to Rabel Drive. Porter Village, a military housing community in good condition, is located along Rabel Drive. Cavender Castle wedding venue, Crisson Gold Mine historic site, and Chevron gas station are all located farther north of the site along Morrison Moore Parkway.
East -	Morrison Moore Parkway (U.S. Highway 19/State Route 9) borders the site to the north. Morrison Moore Parkway is a main arterial roadway leading directly to the central portion of Dahlonega. This street typically experiences moderate vehicular traffic. Wooded land is located on the east side of Morrison Moore Parkway, extending eastward to Rail Hill Road.
South -	A single-family house on acreage borders the site to the south. Anderson Feed & Hardware store and Millie's Mini Storage are both southeast of the site, on the east side of Morrison Moore Parkway. Lake Zwerner is located farther south of the site along the east side of Morrison Moore Parkway. This lake includes parking areas for vehicles and a walking trail.
West -	Sky Country, a single-family subdivision featuring houses on estate lots, borders the site to the west. Houses within this established residential neighborhood are in good condition. Wooded land extends farther west of the site to U.S. Highway 19 Business.

The subject property is primarily surrounded by wooded land and established residential neighborhoods in good condition. The site's location near Lake Zwerner should be a positive marketing attribute, as this lake and its adjacent walking trail is the nearest recreation area. Overall, the subject property is expected to fit well with the surrounding residential land uses, which should contribute to the marketability of the site.

3. VISIBILITY AND ACCESS

The subject property is located on the west side of Morrison Moore Parkway (U.S. Highway 19/State Route 9) in Dahlonega. Vehicular traffic along Morrison Moore Parkway is generally moderate, as this street leads directly to community services in the central portion of Dahlonega. Visibility of the site is good from Morrison Moore Parkway due to the large amount of frontage along this street. Access to the site is also good due to an existing entrance along Morrison Moore Parkway. This existing entrance, if utilized, includes a right turn lane for vehicles traveling southbound along Morrison Moore Parkway. It should be noted that specific site plans were not provided at the time of this analysis.

Currently, Morrison Moore Parkway maintains a 45 mile-per-hour speed limit along the portion of Morrison Moore Parkway that runs adjacent to the subject site parcel. Based on our observations during our in-person evaluation of the subject site, traffic along this roadway near the site often travels above the posted speed limit. Additionally, it should be noted that northbound traffic on Morrison Moore Parkway travels down a small decline as it approaches the assumed site entryway. These oncoming vehicles are expected to have time to slow down but may not have complete visibility of the cars entering and exiting the subject site; at the same time vehicles attempting to exit the site northbound may also have limited visibility of oncoming traffic from that direction.

According to area planning and zoning officials, as well as information provided by the Georgia Department of Transportation (GDOT), no notable road or other infrastructure projects are underway or planned for the immediate site area. The subject site has convenient access to U.S. Highway 19/State Route 9 and U.S. Highway 19 Business, as well as on-demand access to Lumpkin County Transit.

4. SITE PHOTOGRAPHS

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



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



View of site from the west



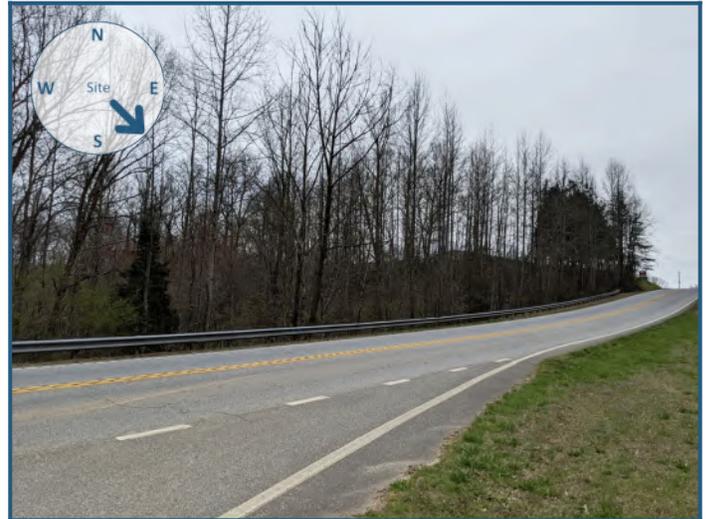
View of site from the northwest



Northeast view from site



East view from site



Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



Single-family home adjacent northeast of site



Fenced area adjacent southeast of site



Typical single-family home west of site



Typical single-family home northwest of site



North view of Morrison Moore Parkway



South view of Morrison Moore Parkway

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highway(s)	U.S. Highway 19/State Route 6	Adjacent East
Public Bus Stop	Lumpkin County Transit	Pickup on-site
Major Employers/ Employment Centers	Walmart Supercenter University of North Georgia Lumpkin County Government Lumpkin County Schools	1.8 South 2.6 Southwest 2.0 Southwest 3.9 West
Convenience Store	Cavenders Corner Marathon Food Mart	0.9 North 1.4 North
Grocery	Walmart Supercenter Dahlonega General Store	1.8 South 2.8 Southwest
Discount Department Store	Dollar General Dollar General Dollar Tree	1.0 North 1.6 South 2.0 South
Shopping Center/Mall	Goldmine Village Shopping Center Greenbriar Shopping Center	2.0 South 2.0 South
Schools: Elementary Middle/Junior High High	Lumpkin County Elementary Lumpkin County Middle Lumpkin County High	2.9 Southwest 2.9 Southwest 4.1 West
Hospital	Family Care Dahlonega Northeast Georgia Medical Center	1.7 South 2.8 South
Police	Lumpkin County Sheriff Dahlonega City Marshal	1.9 Southwest 2.3 South
Fire	Lumpkin County Emergency Services	1.8 South
Post Office	U.S. Post Office	2.6 South
Bank	Wells Fargo Bank BB&T Bank OZK	1.7 South 2.0 South 2.0 South
Recreational Facilities	Dahlonega Fitness Center Lumpkin County Community Pool North Georgia Yoga Center	1.9 South 2.1 South 2.5 South
Gas Station	Chevron Marathon	0.9 North 1.4 North
Pharmacy	Walgreens Pharmacy Walmart Pharmacy Dahlonega Pharmacy	1.5 South 1.8 South 2.0 South
Restaurant	Etowah Meadery & Three Rangers Brewing Co. Magic Wok Captain D's Zaxby's Chick-fil-A	1.0 North 1.9 South 1.9 South 1.9 South 1.9 South
Day Care	Kidz Korner Downtown Lumpkin Head Start/Pre-K	2.0 South 2.3 South
Community Center	Lumpkin County Community Center	2.0 South
Library	Lumpkin County Library	2.0 South
Park	Lake Zwerner Trail Hancock Park City Hall Park	0.5 South 2.0 Southwest 2.3 South

The site is located within 3.0 miles of most community services in the city of Dahlonega. The nearest gas station, convenience store, and public park are located within 1.0 mile of the site, while the largest concentration of community services is in the central portion of Dahlonega, approximately 2.0 miles south of the site. The nearest shopping center to the site (Goldmine Village Shopping Center) is anchored by Walmart Supercenter. Downtown Dahlonega is approximately 2.0 miles south of the site, featuring specialty retailers, restaurants, and lodging facilities. The University of North Georgia campus is adjacent to Downtown Dahlonega.

The site is within the Lumpkin County School District. All three schools assigned to the site are within approximately 4.0 miles. The school district provides bus transportation to all eligible students. Public safety services are provided by the City of Dahlonega and Lumpkin County. Police and fire protection services are within approximately 2.0 miles of the site. The local hospital (Northeast Georgia Medical Center) is 2.8 miles south and includes an emergency department.

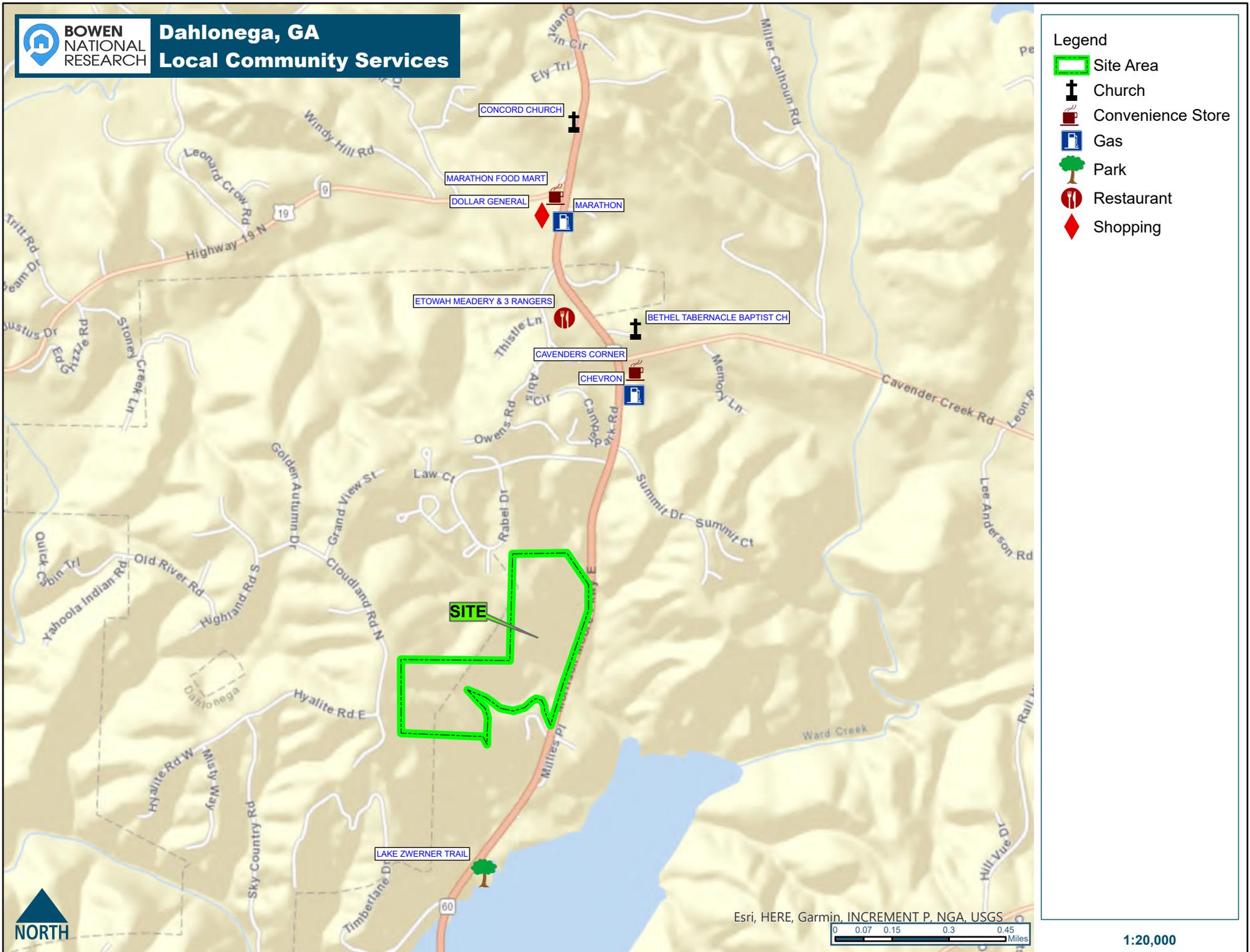
Lumpkin County Transit provides public transportation to Dahlonega residents. This on-demand bus service has one-way fares starting at \$1.50 for trips within the Dahlonega city limits, with an increasing fare schedule based on distance for trips outside the city limits.

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



Dahlonega, GA

Local Community Services



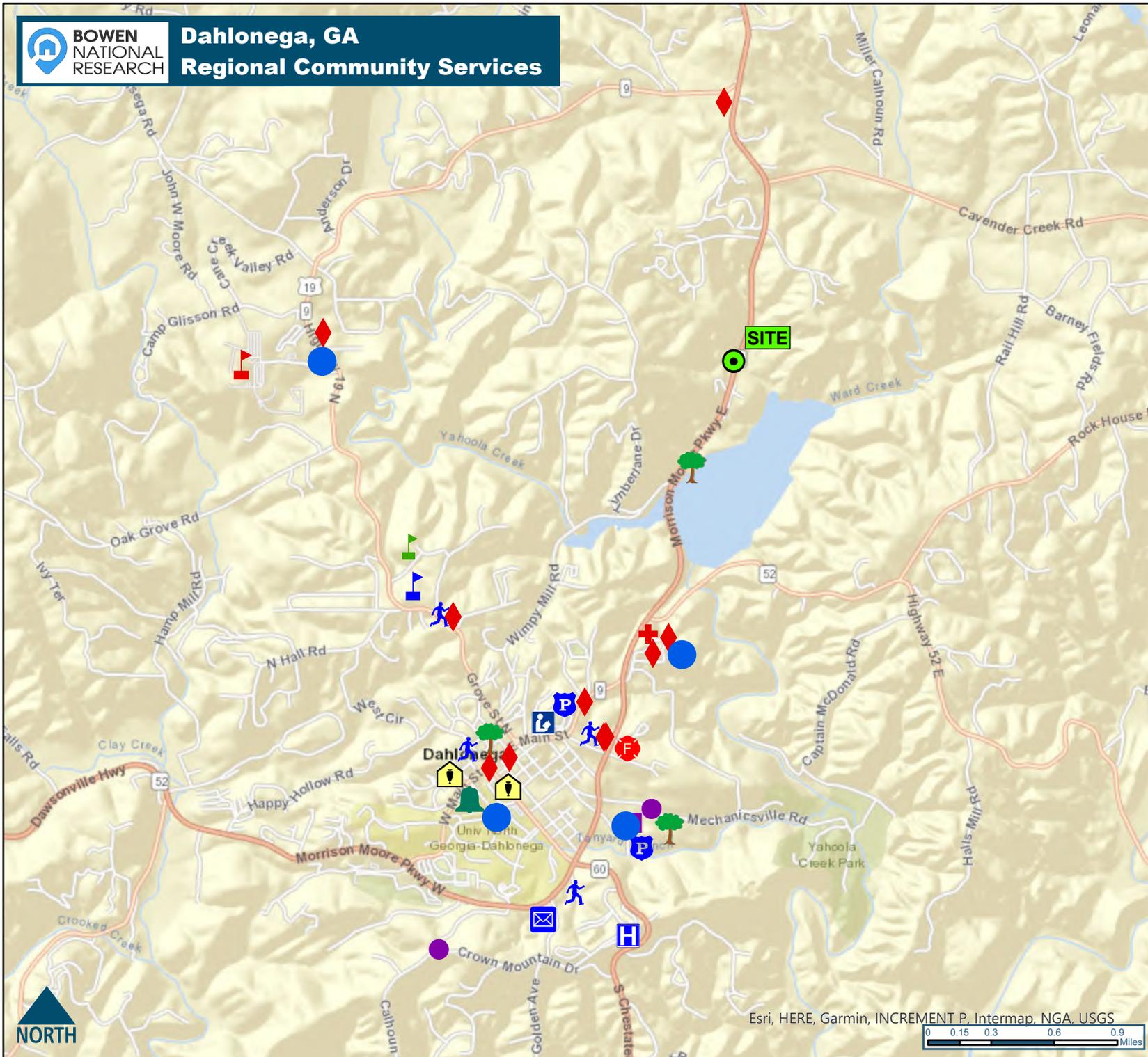
- Legend**
- Site Area
 - Church
 - Convenience Store
 - Gas
 - Park
 - Restaurant
 - Shopping



Esri, HERE, Garmin, INCREMENT P, NGA, USGS



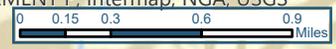
1:20,000



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



Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



1:40,000

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk for the Site ZIP Code is 92, with an overall personal crime index of 46 and a property crime index of 99. Total crime risk for Lumpkin County is also 92, with indexes for personal and property crime of 47 and 100, respectively.

	Crime Risk Index	
	Site ZIP Code	Lumpkin County
Total Crime	92	92
Personal Crime	46	47
Murder	64	64
Rape	52	53
Robbery	22	22
Assault	55	56
Property Crime	99	100
Burglary	124	123
Larceny	94	95
Motor Vehicle Theft	85	85

Source: Applied Geographic Solutions

The crime index reported for the Site ZIP Code (92) is identical to that reported for Lumpkin County as a whole and both are below the national average of 100. This low crime index is a good indication there is likely a low perception of crime within the Dahlonega market. We do not anticipate crime having any type of adverse impact on the overall marketability of the subject property.

A map illustrating crime risk is on the following page.



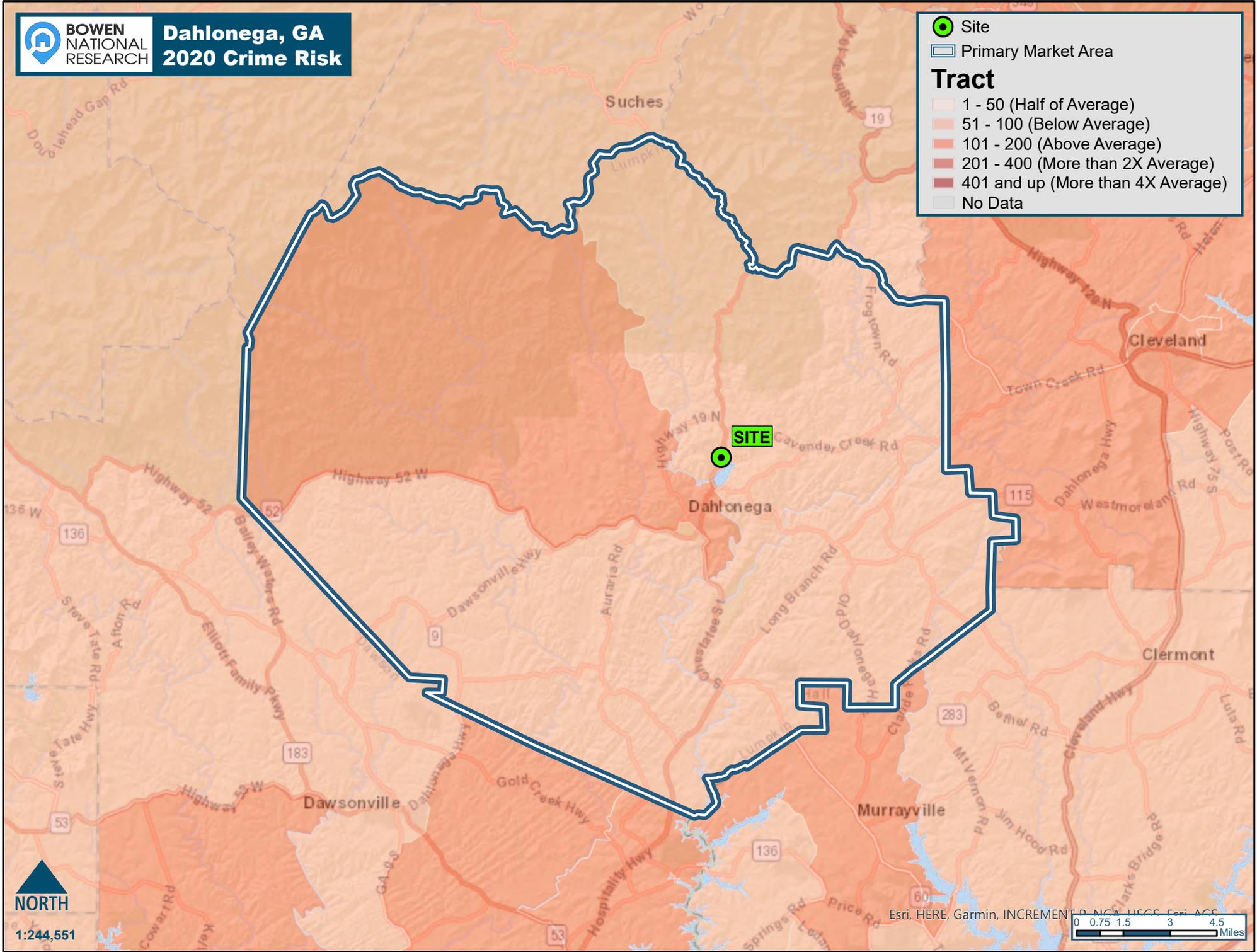
Dahlonega, GA 2020 Crime Risk

Site

Primary Market Area

Tract

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data



NORTH
1:244,551

Esri, HERE, Garmin, INCREMENTAL, NCA, USGS, Esri, ACS
 Miles

7. OVERALL SITE EVALUATION

The site is an approximate 42.0-acre wooded parcel located along Morrison Moore Parkway (U.S. Highway 19/State Route 9) in the northern portion of Dahlonega, Georgia. Surrounding land uses include wooded land, single-family houses on acreage, a hardware store, a self-storage facility, a lake with an adjacent walking trail, and established residential neighborhoods. The surrounding residential land uses and nearby lake will have a positive effect on the marketability of the site. Visibility and access are both considered to be good from Morrison Moore Parkway, a two-lane street with moderate vehicular traffic.

Most community services are located within 3.0 miles of the site. The largest concentration of community services is in the central portion of Dahlonega, approximately 2.0 miles south of the site. Public safety services are also within approximately 2.0 miles of the site, while public schools are within approximately 4.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

8. MAP OF LOW-INCOME RENTAL HOUSING

A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.

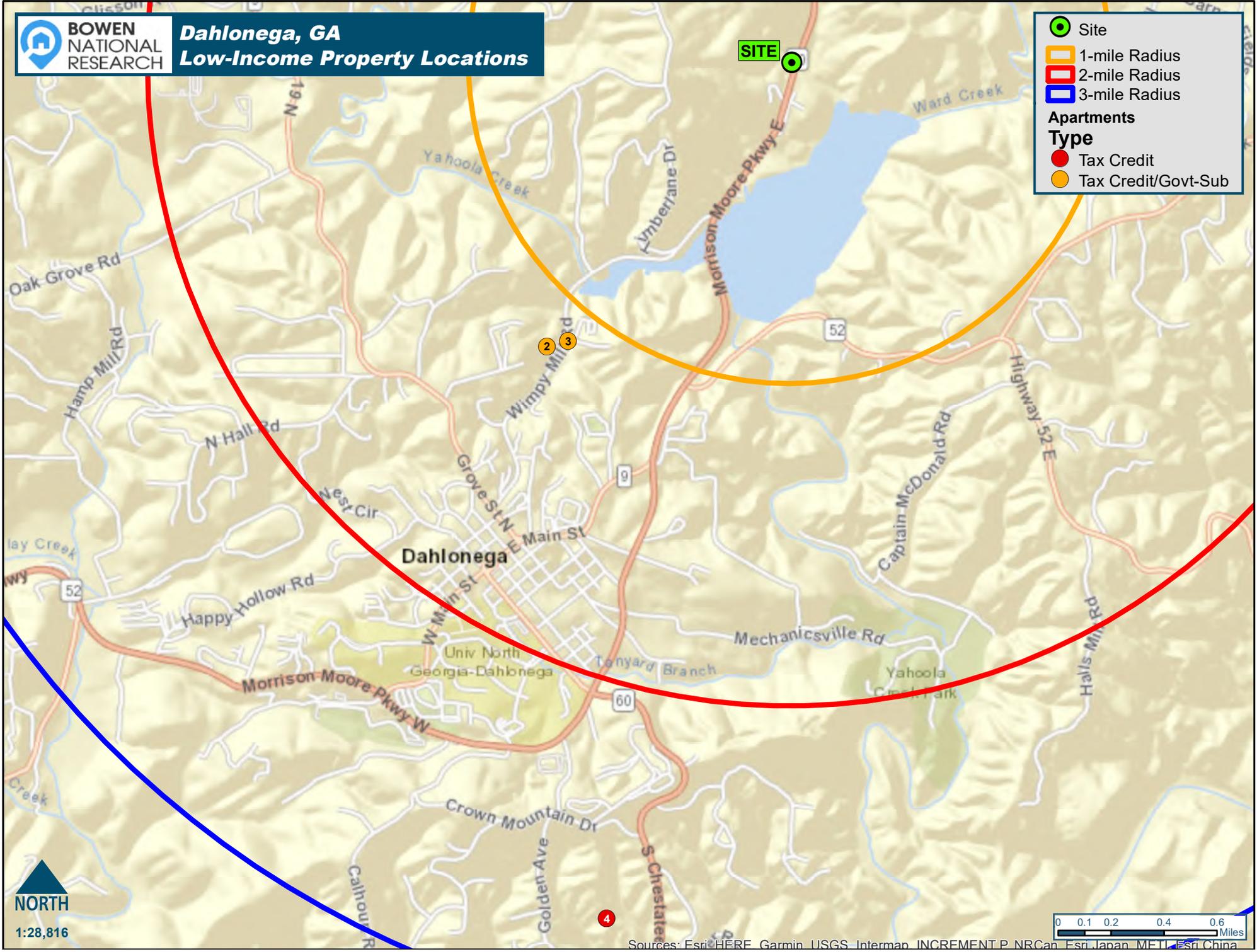


Dahlonega, GA
Low-Income Property Locations

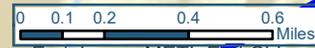
- Site
- 1-mile Radius
- 2-mile Radius
- 3-mile Radius

Apartments Type

- Tax Credit
- Tax Credit/Govt-Sub



NORTH
 1:28,816



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

Section E – Market Area

The Site Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to be drawn from. It is also the geographic area expected to generate the most demographic support for the subject development. The Dahlonega Site PMA was determined through interviews with area leasing and real estate agents and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Dahlonega Site PMA consists of the majority of Lumpkin County and includes the city of Dahlonega and various outlying unincorporated areas of the county. The boundaries of the Dahlonega Site PMA include the Lumpkin County boundary, State Route 60, U.S. Highway 19, and Damascus Church Road to the north, and the Lumpkin County boundaries in all other directions.

April Thomas is the Property Manager at Golden Hills Apartments, a Tax Credit and Government Subsidized property in Dahlonega. Ms. Thomas stated that the majority of her tenants originate from Dahlonega as well as other surrounding parts of Lumpkin County. Ms. Thomas continued to say that these individuals relocate within the area to be closer to family or they choose to move into a different apartment community. Ms. Thomas indicated that she sees the occasional move from Dawsonville, as well as from a few students, but most of the time it is local residents that are inquiring about living at her property.

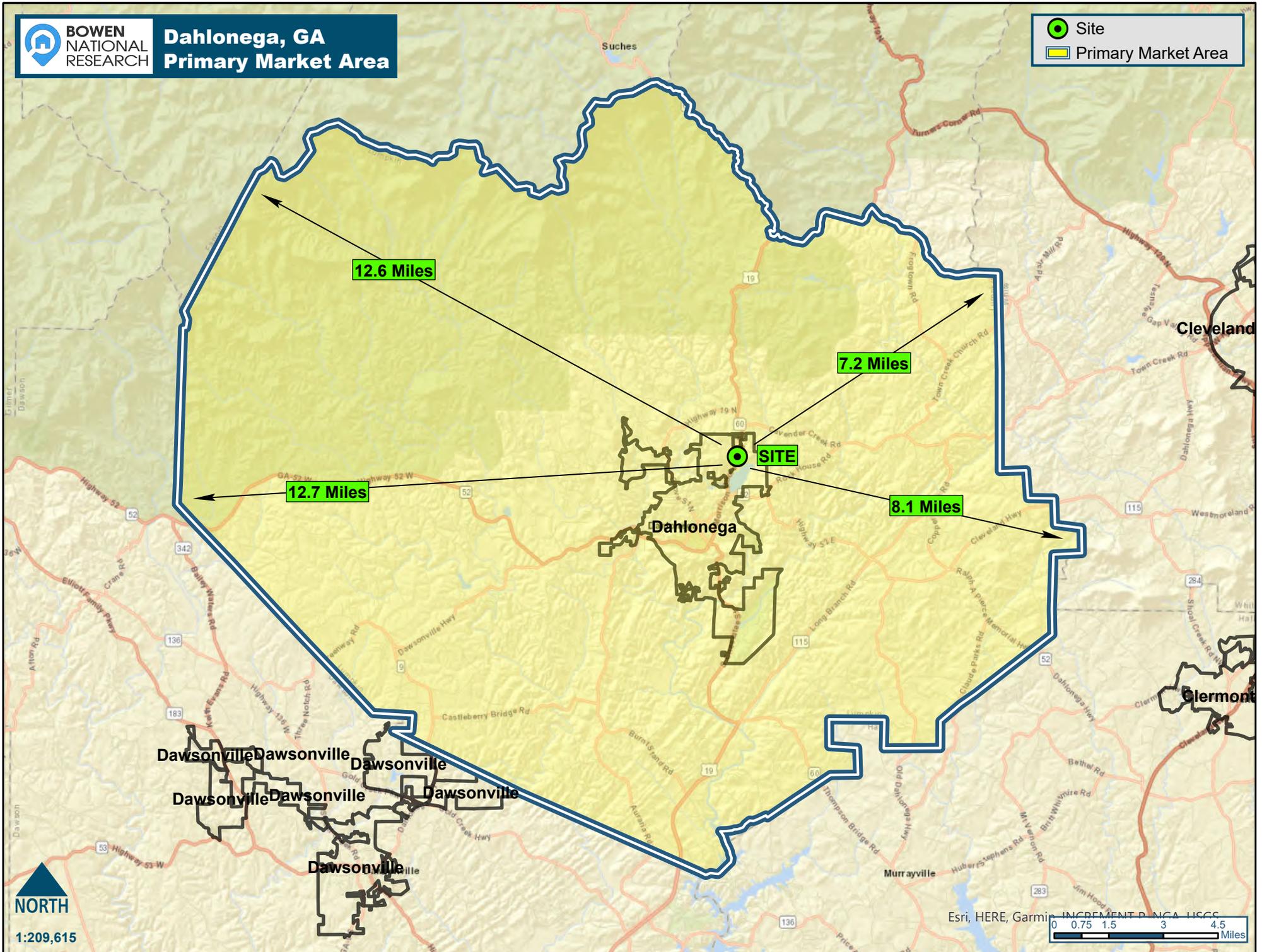
Based on the preceding interview and our observations, significant support is unlikely to come from Dawsonville and Dawson County, which therefore was excluded from the Dahlonega Site PMA. Note that Gainesville and Cumming were also not included in the Dahlonega Site PMA. Both areas are a 30- to 35-minute drive from Dahlonega and are nearer to the city of Atlanta. In addition, both areas have a wider array of apartment properties and community services for prospective tenants. A modest portion of support may originate from adjacent counties and the Greater Atlanta region; we have not, however, considered a secondary market area in this report.

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



Dahlonega, GA Primary Market Area

- Site
- Primary Market Area



NORTH
1:209,615

Esri, HERE, Garmin, INCREMENT P, INC, USGS
0 0.75 1.5 3 4.5
Miles

Section F – Community Demographic Data

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2021 (estimated) and 2023 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2021 (Estimated)	2023 (Projected)
Population	20,556	29,428	34,341	35,230
Population Change	-	8,872	4,913	889
Percent Change	-	43.2%	16.7%	2.6%

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

The Dahlongea Site PMA population base increased by 8,872 between 2000 and 2010. This represents a 43.2% increase over the 2000 population, or an annual rate of 3.7%. Between 2010 and 2021, the population increased by 4,913, or 16.7%. It is projected that the population will increase by 889, or 2.6%, between 2021 and 2023.

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

Population by Age	2010 (Census)		2021 (Estimated)		2023 (Projected)		Change 2021-2023	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	7,745	26.3%	8,659	25.2%	8,933	25.4%	274	3.2%
20 to 24	3,177	10.8%	2,993	8.7%	2,968	8.4%	-25	-0.8%
25 to 34	3,513	11.9%	4,410	12.8%	3,983	11.3%	-426	-9.7%
35 to 44	3,470	11.8%	4,147	12.1%	4,560	12.9%	412	9.9%
45 to 54	4,144	14.1%	3,967	11.6%	4,102	11.6%	136	3.4%
55 to 64	3,677	12.5%	4,303	12.5%	4,279	12.1%	-24	-0.6%
65 to 74	2,371	8.1%	3,670	10.7%	3,903	11.1%	234	6.4%
75 & Over	1,331	4.5%	2,192	6.4%	2,501	7.1%	309	14.1%
Total	29,428	100.0%	34,341	100.0%	35,230	100.0%	889	2.6%

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

As the preceding table illustrates, approximately 49% of the population is expected to be between 25 and 64 years old in 2021. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2021 (Estimated)	2023 (Projected)
Households	7,347	10,747	12,350	12,707
Household Change	-	3,400	1,603	358
Percent Change	-	46.3%	14.9%	2.9%
Household Size	2.80	2.74	2.56	2.55

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

Within the Dahlonge Site PMA, households increased by 3,400 (46.3%) between 2000 and 2010. Between 2010 and 2021, households increased by 1,603 or 14.9%. By 2023, there will be 12,707 households, an increase of 358 households, or 2.9% over 2021 levels. This is an increase of approximately 179 households annually over the next two years.

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

Households by Age	2010 (Census)		2021 (Estimated)		2023 (Projected)		Change 2021-2023	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	844	7.9%	705	5.7%	716	5.6%	11	1.5%
25 to 34	1,488	13.8%	1,781	14.4%	1,605	12.6%	-176	-9.9%
35 to 44	1,742	16.2%	1,986	16.1%	2,173	17.1%	186	9.4%
45 to 54	2,227	20.7%	2,031	16.4%	2,087	16.4%	56	2.8%
55 to 64	2,105	19.6%	2,331	18.9%	2,306	18.1%	-26	-1.1%
65 to 74	1,466	13.6%	2,143	17.4%	2,265	17.8%	122	5.7%
75 to 84	716	6.7%	1,094	8.9%	1,241	9.8%	147	13.4%
85 & Over	159	1.5%	278	2.2%	315	2.5%	37	13.4%
Total	10,747	100.0%	12,350	100.0%	12,707	100.0%	358	2.9%

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

Household growth is projected among most age cohorts between 2021 and 2023, with the greatest growth expected to occur among households age 35 to 44. Notably, households age 25 to 64, the subject's primary targeted age group, are projected to comprise nearly two-thirds (64.3%) of all households in the Site PMA through 2023.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2021 (Estimated)		2023 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,553	70.3%	8,045	65.1%	8,272	65.1%
Renter-Occupied	3,194	29.7%	4,306	34.9%	4,436	34.9%
Total	10,747	100.0%	12,351	100.0%	12,708	100.0%

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

In 2021, homeowners occupied 65.1% of all occupied housing units, while the remaining 34.9% were occupied by renters. This is considered a relatively typical share of renter households for a market such as the Dahlonega Site PMA. It is of note that 4,436 renter households are projected for the market through 2023, an increase of 130, or 3.0%, over 2021 levels.

The household sizes by tenure within the Site PMA, based on the 2021 estimates and 2023 projections, were distributed as follows:

Persons Per Renter Household	2021 (Estimated)		2023 (Projected)		Change 2021-2023	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,499	34.8%	1,544	34.8%	45	3.0%
2 Persons	1,179	27.4%	1,221	27.5%	42	3.5%
3 Persons	690	16.0%	705	15.9%	15	2.2%
4 Persons	540	12.5%	554	12.5%	14	2.6%
5 Persons+	398	9.2%	412	9.3%	14	3.6%
Total	4,306	100.0%	4,436	100.0%	130	3.0%

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

Persons Per Owner Household	2021 (Estimated)		2023 (Projected)		Change 2021-2023	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,809	22.5%	1,853	22.4%	44	2.4%
2 Persons	3,773	46.9%	3,881	46.9%	108	2.9%
3 Persons	1,160	14.4%	1,188	14.4%	28	2.4%
4 Persons	809	10.0%	838	10.1%	29	3.6%
5 Persons+	497	6.2%	516	6.2%	19	3.8%
Total	8,048	100.0%	8,275	100.0%	228	2.8%

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

The one- through three-bedroom units proposed for the subject site are expected to house up to five-person households. As such, the subject property will be capable of accommodating most renter households in the market, based on household size. Also note that renter growth is projected among most household sizes, a good indication of ongoing demand for rental product of all bedroom types within this market.

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

Household Income	2010 (Census)		2021 (Estimated)		2023 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,059	9.9%	945	7.6%	884	7.0%
\$10,000 to \$19,999	1,539	14.3%	1,229	9.9%	1,176	9.3%
\$20,000 to \$29,999	1,721	16.0%	1,151	9.3%	1,083	8.5%
\$30,000 to \$39,999	1,221	11.4%	1,220	9.9%	1,177	9.3%
\$40,000 to \$49,999	1,025	9.5%	991	8.0%	966	7.6%
\$50,000 to \$59,999	891	8.3%	981	7.9%	974	7.7%
\$60,000 to \$74,999	1,229	11.4%	1,294	10.5%	1,338	10.5%
\$75,000 to \$99,999	1,053	9.8%	1,741	14.1%	1,911	15.0%
\$100,000 to \$124,999	468	4.4%	1,172	9.5%	1,313	10.3%
\$125,000 to \$149,999	270	2.5%	769	6.2%	904	7.1%
\$150,000 to \$199,999	172	1.6%	413	3.3%	469	3.7%
\$200,000 & Over	99	0.9%	449	3.6%	516	4.1%
Total	10,747	100.0%	12,354	100.0%	12,711	100.0%
Median Income	\$38,636		\$56,538		\$61,059	

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

In 2010, the median household income was \$38,636. This increased by 46.3% to \$56,538 in 2021. By 2023, it is projected that the median household income will be \$61,059, an increase of 8.0% over 2021.

The following tables illustrate renter household income by household size for 2010, 2021 and 2023 for the Dahlonge Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	173	137	78	63	57	508
\$10,000 to \$19,999	262	174	100	80	73	688
\$20,000 to \$29,999	233	177	101	81	74	665
\$30,000 to \$39,999	124	104	60	48	43	379
\$40,000 to \$49,999	88	79	45	36	33	281
\$50,000 to \$59,999	58	54	31	25	23	191
\$60,000 to \$74,999	78	76	43	35	31	262
\$75,000 to \$99,999	44	39	22	18	16	138
\$100,000 to \$124,999	15	13	7	6	5	46
\$125,000 to \$149,999	9	7	4	3	3	27
\$150,000 to \$199,999	2	2	1	1	1	6
\$200,000 & Over	1	1	0	0	0	4
Total	1,085	862	494	394	359	3,194

Source: ESRI; Urban Decision Group

Renter Households	2021 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	190	166	97	76	56	587
\$10,000 to \$19,999	267	183	107	84	62	701
\$20,000 to \$29,999	219	157	92	72	53	593
\$30,000 to \$39,999	196	149	87	68	50	550
\$40,000 to \$49,999	121	105	61	48	35	371
\$50,000 to \$59,999	99	86	50	39	29	302
\$60,000 to \$74,999	139	110	64	50	37	401
\$75,000 to \$99,999	127	107	63	49	36	382
\$100,000 to \$124,999	65	55	32	25	18	195
\$125,000 to \$149,999	43	36	21	16	12	128
\$150,000 to \$199,999	16	12	7	6	4	46
\$200,000 & Over	17	14	8	6	5	50
Total	1,499	1,179	690	540	398	4,306

Source: ESRI; Urban Decision Group

Renter Households	2023 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	186	160	93	73	54	566
\$10,000 to \$19,999	271	180	104	82	61	697
\$20,000 to \$29,999	224	155	90	70	52	592
\$30,000 to \$39,999	207	153	88	70	52	569
\$40,000 to \$49,999	122	109	63	49	37	381
\$50,000 to \$59,999	99	89	51	40	30	309
\$60,000 to \$74,999	146	118	68	53	40	426
\$75,000 to \$99,999	137	121	70	55	41	423
\$100,000 to \$124,999	69	63	36	28	21	217
\$125,000 to \$149,999	48	43	25	20	15	150
\$150,000 to \$199,999	17	15	8	7	5	51
\$200,000 & Over	18	16	9	7	5	56
Total	1,544	1,221	705	554	412	4,436

Source: ESRI; Urban Decision Group

Demographic Summary

The Dahlonga Site PMA is projected to experience both population and household growth between 2021 and 2023, a trend which has been ongoing since 2000. Household growth is projected for most age cohorts, with the 35 to 44 age cohort projected to experience the greatest household growth. Renter households comprise approximately 35.0% of all households in the market and are projected to increase by 130, or 3.0%, between 2021 and 2023. Nearly 4,500 renter households are projected for the market in 2023, more than half (54.6%) of which are projected to earn less than \$40,000. Based on the preceding factors, a good base of potential renter support will continue to exist within the Dahlonga Site PMA for the foreseeable future, particularly for affordable rental product such as that primarily proposed for the subject project.

Section G – Employment Trend

1. LABOR FORCE PROFILE

The labor force within the Dahlonega Site PMA is based primarily in four sectors. Educational Services (which comprises 17.9%), Accommodation & Food Services, Manufacturing and Retail Trade comprise nearly 56% of the Site PMA labor force. Employment in the Dahlonega Site PMA, as of 2021, was distributed as follows:

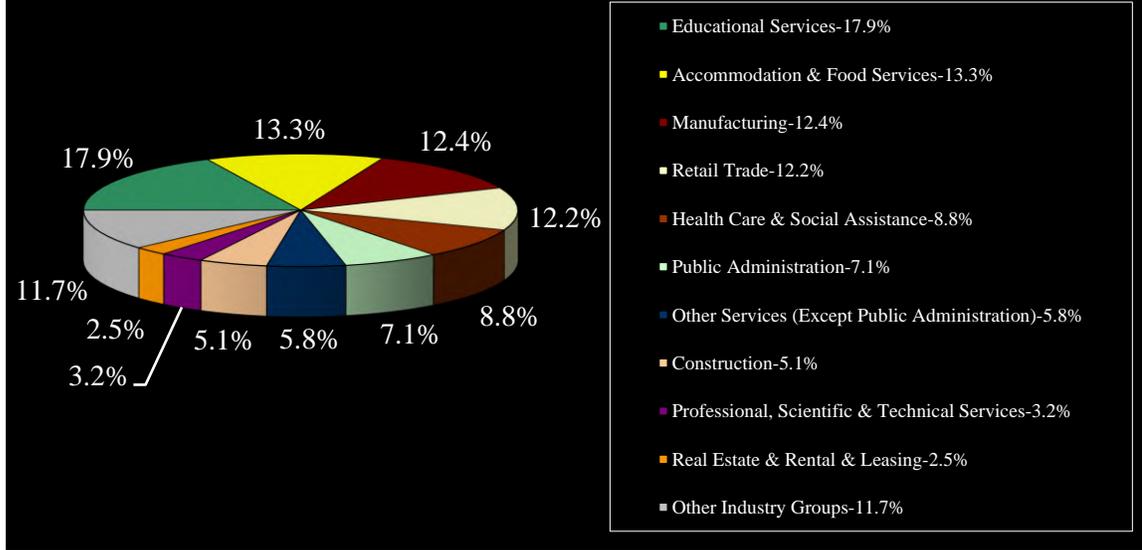
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	16	1.8%	41	0.5%	2.6
Mining	1	0.1%	2	0.0%	2.0
Utilities	1	0.1%	13	0.2%	13.0
Construction	81	9.1%	389	5.1%	4.8
Manufacturing	31	3.5%	947	12.4%	30.5
Wholesale Trade	19	2.1%	162	2.1%	8.5
Retail Trade	142	15.9%	936	12.2%	6.6
Transportation & Warehousing	10	1.1%	57	0.7%	5.7
Information	19	2.1%	68	0.9%	3.6
Finance & Insurance	42	4.7%	190	2.5%	4.5
Real Estate & Rental & Leasing	55	6.2%	193	2.5%	3.5
Professional, Scientific & Technical Services	63	7.1%	249	3.2%	4.0
Management of Companies & Enterprises	1	0.1%	2	0.0%	2.0
Administrative, Support, Waste Management & Remediation Services	29	3.3%	188	2.5%	6.5
Educational Services	24	2.7%	1,373	17.9%	57.2
Health Care & Social Assistance	57	6.4%	675	8.8%	11.8
Arts, Entertainment & Recreation	23	2.6%	152	2.0%	6.6
Accommodation & Food Services	86	9.6%	1,016	13.3%	11.8
Other Services (Except Public Administration)	101	11.3%	446	5.8%	4.4
Public Administration	42	4.7%	546	7.1%	13.0
Nonclassifiable	49	5.5%	18	0.2%	0.4
Total	892	100.0%	7,663	100.0%	8.6

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

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.

Employment by Industry



Typical wages by job category for the North Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	North Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$84,530	\$115,750
Business and Financial Occupations	\$60,300	\$76,140
Computer and Mathematical Occupations	\$66,380	\$91,510
Architecture and Engineering Occupations	\$72,140	\$85,610
Community and Social Service Occupations	\$46,320	\$48,590
Art, Design, Entertainment and Sports Medicine Occupations	\$43,020	\$57,960
Healthcare Practitioners and Technical Occupations	\$66,630	\$79,240
Healthcare Support Occupations	\$27,890	\$32,180
Protective Service Occupations	\$37,930	\$41,880
Food Preparation and Serving Related Occupations	\$23,660	\$23,550
Building and Grounds Cleaning and Maintenance Occupations	\$28,290	\$28,310
Personal Care and Service Occupations	\$26,870	\$29,280
Sales and Related Occupations	\$33,570	\$41,640
Office and Administrative Support Occupations	\$34,530	\$39,050
Construction and Extraction Occupations	\$39,390	\$45,920
Installation, Maintenance and Repair Occupations	\$43,430	\$49,860
Production Occupations	\$35,010	\$37,240
Transportation and Moving Occupations	\$31,790	\$36,650

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

Most annual blue-collar salaries range from \$23,660 to \$46,320 within the North Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$69,996. It is important to note that most occupational types within the North Georgia Nonmetropolitan Area have lower typical wages than the state of Georgia's typical wages. The proposed project will generally target households with incomes of \$18,000 or higher. Therefore, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. **MAJOR EMPLOYERS**

The ten largest employers within the Dahlonega area are summarized in the following table:

Employer Name	Business Type	Total Employed
University of North Georgia	Education	1,354
Lumpkin County Government	Government	560
Lumpkin County Schools	Education	560
Walmart Supercenter	Retail	270
U.S. Army Camp Frank D. Merrill	Military	200
Koyo Bearings, USA	Manufacturing	200
Mt. Sinai Wellness Center, LLC	Healthcare	170
ReFrigiwear, Inc.	Sporting Goods	154
Wahoo Docks, LLC	Manufacturing	130
Northeast Georgia Medical Center	Healthcare	100

Source: Development Authority of Lumpkin County (March 2021)

According to a representative with the Development Authority of Lumpkin County, the Lumpkin County economy is improving. The only delay experienced in economic development due to COVID-19 is the new Northeast Georgia Medical Center-Lumpkin facility. It is expected that plans will be submitted, and permits approved in 2021 which is a delay of one year due to the pandemic. Throughout the pandemic the Development Authority of Lumpkin County has assisted small businesses with guidance for obtaining disaster relief loans, paycheck protection program applications and business continuity plans to assist small local businesses. The following are summaries of some recent and notable economic development activity within the Lumpkin County area:

- In September 2020 a grand opening was held for the newly constructed University of North Georgia Astronomical Observatory. The \$1.4 million project includes a 3,200 square foot building and two telescopes within rotating domes.
- In November 2020 the University of North Georgia broke ground on a new \$45 million facility for the Cottrell Center for Business, Technology and Innovation. The 91,000 square-foot facility began construction in early 2021 and was expected to be open by August 2022 for the fall semester.

- In July 2018 the Chestatee Regional hospital closed in Dahlonega and in July 2019 Northeast Georgia Medical Center (NGMC) opened its new emergency, imagery, pharmacy, lab and patient care services at this same Lumpkin County site. NGMC plans to open a replacement hospital five miles from this site which was to be complete by fall of 2021. However, this has been delayed due to COVID-19. The lease on the facility would have expired in 2021, however the lease was extended, and UNG will continue to operate there until 2023 while plans for construction of the new hospital continue. Once open the University of North Georgia will relocate its health sciences programs and services to the hospital site.

WARN (layoff notices):

WARN Notices of layoffs/closures were reviewed on March 22, 2021 and according to the Georgia Department of Labor there has been one WARN Notice reported for Lumpkin County over the past 12 months. Below is a table summarizing this notice.

WARN Notices			
Company	Location	Jobs	Notice Date
Hunt Enterprises LLC	Dahlonega	2	3/19/2020

The fact that only one (1) WARN Notice impacting a total of just two (2) jobs was issued over the past year and throughout the pandemic is a good indication of the strength and stability of the local economy, even during the COVID-19 pandemic.

3. EMPLOYMENT TRENDS

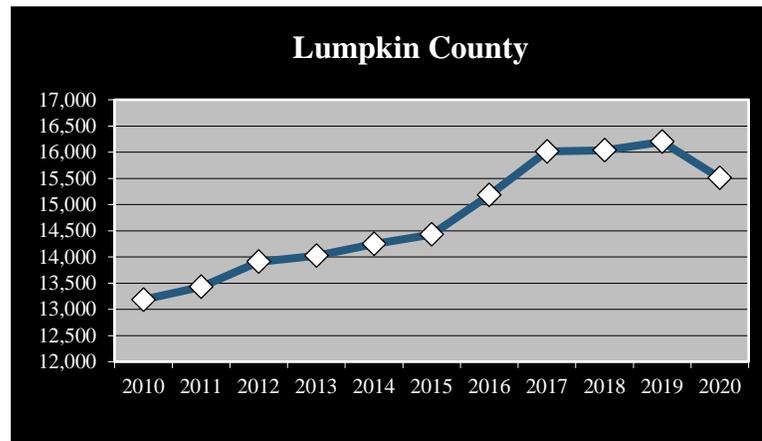
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2020, the employment base has increased by 12.3% over the past five years in Lumpkin County, more than the Georgia state increase of 11.7%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Lumpkin County, the state of Georgia and the United States.

Year	Total Employment					
	Lumpkin County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2010	13,184	-	4,207,266	-	140,469,139	-
2011	13,429	1.9%	4,258,833	1.2%	141,791,255	0.9%
2012	13,910	3.6%	4,339,369	1.9%	143,621,634	1.3%
2013	14,024	0.8%	4,363,292	0.6%	145,017,562	1.0%
2014	14,248	1.6%	4,407,067	1.0%	147,313,048	1.6%
2015	14,429	1.3%	4,446,515	0.9%	149,500,941	1.5%
2016	15,183	5.2%	4,653,740	4.7%	151,887,366	1.6%
2017	16,015	5.5%	4,862,552	4.5%	154,160,937	1.5%
2018	16,037	0.1%	4,912,487	1.0%	156,081,212	1.2%
2019	16,200	1.0%	4,966,157	1.1%	158,102,439	1.3%
2020	15,508	-4.3%	4,741,191	-4.5%	148,739,082	-5.9%

Source: Department of Labor; Bureau of Labor Statistics

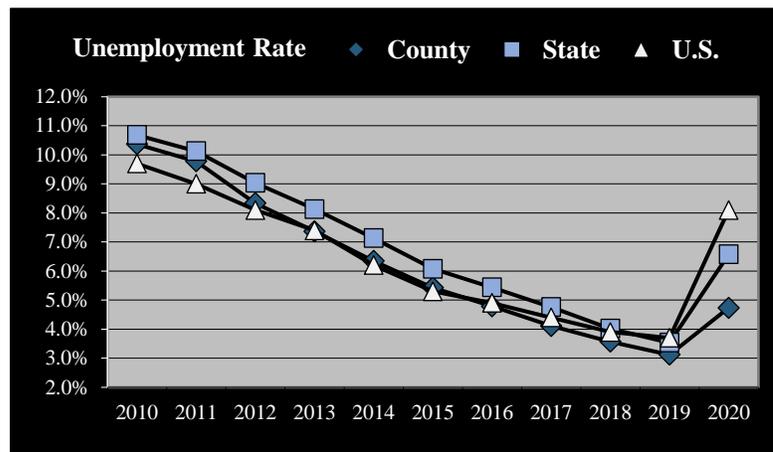


As the preceding illustrates, the Lumpkin County employment base steadily increased each year between 2010 and 2019 before experiencing a decline of 692 jobs, or 4.3%, in 2020. This decline is reflective of the impact of COVID-19 which resulted in the closure of many non-essential businesses throughout the country beginning in March/April of 2020. Notably, the rate of decline reported for the county (4.3%) in 2020 is lower than those reported for both the state of Georgia (4.5%) and the United States (5.9%) during this time period.

Unemployment rates for Lumpkin County, the state of Georgia and the United States are illustrated as follows:

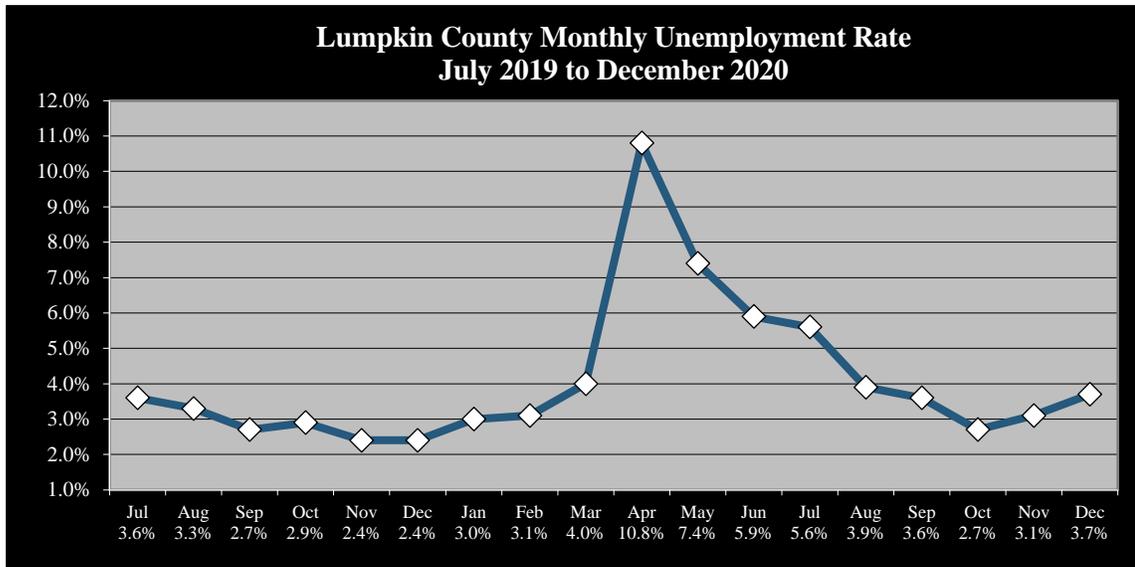
Year	Unemployment Rate		
	Lumpkin County	Georgia	United States
2010	10.4%	10.7%	9.7%
2011	9.8%	10.1%	9.0%
2012	8.3%	9.0%	8.1%
2013	7.4%	8.1%	7.4%
2014	6.3%	7.1%	6.2%
2015	5.4%	6.1%	5.3%
2016	4.8%	5.4%	4.9%
2017	4.1%	4.8%	4.4%
2018	3.6%	4.0%	3.9%
2019	3.1%	3.5%	3.7%
2020	4.7%	6.6%	8.1%

Source: Department of Labor, Bureau of Labor Statistics



The unemployment rate in Lumpkin County declined by more than seven full percentage points between 2010 and 2019, reaching a low of 3.1% during this time period. Following this decline, however, the annual unemployment rate within the county increased by nearly two full percentage points as a result of the COVID-19 pandemic. Note, however, that despite this increase, the county unemployment rate remained well below both state and national averages.

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



The monthly unemployment rate reported for the county reached a high of 10.8% in April of 2020, during the initial impact of the COVID-19 pandemic. Since this increase, however, the monthly unemployment rate has declined by more than seven full percentage points and is 3.7% as of December 2020. This is similar to pre-pandemic levels and is a good indication that many workers which may have been laid off/terminated due to COVID-19 have gone back to work or found new employment opportunities.

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

In-Place Employment Lumpkin County			
Year	Employment	Change	Percent Change
2010	5,995	-	-
2011	6,072	77	1.3%
2012	6,303	231	3.8%
2013	6,495	192	3.0%
2014	6,760	265	4.1%
2015	6,901	141	2.1%
2016	7,281	380	5.5%
2017	7,573	292	4.0%
2018	7,434	-139	-1.8%
2019	7,627	193	2.6%
2020*	7,146	-481	-6.3%

Source: Department of Labor, Bureau of Labor Statistics
*Through September

Data for 2019, the most recent year that year-end figures are available, indicates in-place employment in Lumpkin County to be 47.1% of the total Lumpkin County employment. This means that Lumpkin County has more employed persons leaving the county for daytime employment than those who work in the county. This is not

uncommon, however, of more rural areas such as the Lumpkin County area and is not expected to have any adverse impact on the overall marketability of the subject property.

4. ECONOMIC FORECAST

Prior to the impact of COVID-19, the Lumpkin County economy was steadily expanding and improving, both in terms of total employment and unemployment rate trends. Notably, the county added more than 3,000 jobs between 2010 and 2019, while the annual unemployment rate declined by more than seven full percentage points during this same time period.

Although the county was negatively impacted by the pandemic, similar to most markets throughout the country in 2020, it appears to have been less impacted than most markets during this time period. This is evident by the fact that the rate of employment decline within the county (4.3%) in 2020 was lower than that reported for both the state of Georgia (4.5%) and the United States (5.9%). Further, the annual unemployment rate remains relatively low at 4.7% as of the end of 2020, lower than both state and national averages. It is also important to point out that the monthly unemployment rate did not exceed 10.8% during the initial impact of the pandemic. Comparatively, many markets throughout the country experienced monthly unemployment rates near, or above, 20.0% during this time period. The monthly unemployment rate within the county has also declined by more than seven full percentage points since the spike experienced in April of 2020. Based on the preceding factors, we expect the Lumpkin County economy will continue to improve and recover from the initial impact of the COVID-19 pandemic for the foreseeable future.

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



Dahlonega, GA Major Employers

- Site
- Major Employers

US Army Camp Frank D. Merrill

Mt. Sinai Wellness Center, LLC

Lumpkin County Schools **SITE**

Walmart Supercenter

Koyo Bearings, USA

Lumpkin County Government

University of North Georgia

Northeast Georgia Medical Center

Wahoo Docks, LLC

ReFrigiwear, Inc.

NORTH

1:157,729



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

Section H – Affordability & Demand Analysis

1. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the proposed project’s potential.

Under the Low-Income Housing Tax Credit (LIHTC) program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within Lumpkin County, Georgia, which has a median four-person household income of \$59,800 for 2020. However, the project location, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$62,300 in 2020. The LIHTC units at the subject property will be restricted to households with incomes of up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income	
	50%	60%
One-Person	\$21,800	\$26,160
Two-Person	\$24,900	\$29,880
Three-Person	\$28,050	\$33,660
Four-Person	\$31,150	\$37,380
Five-Person	\$33,650	\$40,380

a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income for the LIHTC units at the subject site is **\$40,380**. It should be reiterated that the subject project will also offer unrestricted market-rate units. These units will not have a maximum income limit. While higher income households are often more likely to become homeowners rather than renting, our demand estimates only consider *renter* households. As such, we have *not* capped the maximum allowable income for the subject’s unrestricted market-rate units.

b. Minimum Income Requirements

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

The proposed LIHTC units will have a lowest gross rent of \$555 (one-bedroom at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,660. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$19,029**.

Utilizing the same methodology as above but considering a lower rent-to-income ratio of 30% (typical of most market-rate product), the minimum annual income requirement for the subject’s market-rate units is **\$31,200**.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required for living at the proposed project with units built to serve households at 50% and 60% of AMHI, as well as unrestricted market-rate households, is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$19,029	\$33,650
Tax Credit (Limited to 60% of AMHI)	\$22,457	\$40,380
Tax Credit Overall	\$19,029	\$40,380
Market-Rate	\$31,200	None

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs (GDCA):

- a. Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using current renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households.*

b. Demand from Existing Households: The second source of demand should be projected from:

- **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent.*

Based on Table B25074 of the American Community Survey (ACS) 2015-2019 5-year estimates, approximately 8.1% to 62.5% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing.*

Based on Table B25016 of the American Community Survey (ACS) 2015-2019 5-year estimates, 4.1% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.

- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study.*

Not applicable; subject site is general occupancy.

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

Net Demand

The overall demand components illustrated above are added together and the competitive supply of competitive vacant and/or units constructed in the past two years (2019/2020) is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2019 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **GDCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from GDCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.**

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

Within the Site PMA, we did not identify any rental units within the development pipeline that will directly compete with the subject project. In addition, we did not identify any competitive projects placed in service prior to 2019 that have not reached a stabilized occupancy of 90%. Thus, we have not considered any directly competitive LIHTC supply units in our demand estimates. There is one planned general-occupancy market-rate property within the Dahlonga Site PMA. However, this 32-unit property, Crabapple Hollow, has been in the development pipeline for the past four years, based on our research and an anticipated completion date was unavailable. This property is also expected to be comprised entirely of townhome-style units and thus will not be directly comparable to/competitive with the subject's market-rate units. Therefore, this property has not been considered in our demand estimates.

Demand Component	Percent of Median Household Income			
	50% AMHI (\$19,029 to \$33,650)	60% AMHI (\$22,457 to \$40,380)	Tax Credit Overall (\$19,029 to \$40,380)	Market-Rate (\$31,200+)
Demand from New Household (Age- and Income-Appropriate)	864 - 862 = 2	1,019 - 1,011 = 8	1,232 - 1,225 = 7	2,421 - 2,359 = 62
+				
Demand from Existing Households (Rent Overburdened)	862 X 62.5% = 539	1,011 X 51.1% = 517	1,225 X 54.0% = 662	2,359 X 8.1% = 191
+				
Demand from Existing Households (Renters in Substandard Housing)	862 X 4.1% = 35	1,011 X 4.1% = 41	1,225 X 4.1% = 50	2,359 X 4.1% = 97
=				
Demand Subtotal	576	566	719	350
+				
Demand from Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	576	566	719	350
-				
Supply (Directly Comparable Units Built and/or Funded Since 2019)	0	0	0	0
=				
Net Demand	576	566	719	350
Proposed Units / Net Demand	11 / 576	43 / 566	54 / 719	6 / 350
Capture Rate	= 1.9%	= 7.6%	= 7.5%	= 1.7%

N/A – Not Applicable

Per GDCA guidelines, capture rates below 35% for projects in rural markets are typically considered acceptable. Thus, the proposed project's overall capture rate of 7.5% for the LIHTC units is considered low and acceptable. This is particularly true when considering the limited supply of existing comparable LIHTC product and strong occupancy rates reported at the existing comparable LIHTC properties in the market. Based on the preceding factors, the subject's capture rates by AMHI level and for the market-rate units are also considered acceptable as they range from 1.7% to 7.6%.

Based on the distribution of households by household size, our survey of conventional apartments and the distribution of bedroom types in balanced markets, the estimated shares of demand by bedroom type for general-occupancy product in the Site PMA are distributed as follows.

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	35.0%
Two-Bedroom	45.0%
Three-Bedroom +	20.0%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows:

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Achievable Market Rent	Market Rents Band Min-Max	Proposed Subject Rents
One-Bedroom (35%)	50%	3	202	0	202	1.5%	\$1,000	\$860-\$1,212	\$450
One-Bedroom (35%)	60%	7	198	0	198	3.5%	\$1,000	\$860-\$1,212	\$550
One-Bedroom (35%)	MR	2	123	0	123	1.6%	\$1,000	\$860-\$1,212	\$675
One-Bedroom	Total	12	523	0	523	2.3%	\$1,000	\$860-\$1,212	-
Two-Bedroom (45%)	50%	6	259	0	259	2.3%	\$1,115	\$1,025-\$1,415	\$550
Two-Bedroom (45%)	60%	27	255	0	255	10.6%	\$1,115	\$1,025-\$1,415	\$650
Two-Bedroom (45%)	MR	3	158	0	158	1.9%	\$1,115	\$1,025-\$1,415	\$775
Two-Bedroom	Total	36	672	0	672	5.4%	\$1,115	\$1,025-\$1,415	-
Three-Bedroom (20%)	50%	2	115	0	115	1.7%	\$1,240	\$1,175-\$1,480	\$625
Three-Bedroom (20%)	60%	9	113	0	113	8.0%	\$1,240	\$1,175-\$1,480	\$750
Three-Bedroom (20%)	MR	1	70	0	70	1.4%	\$1,240	\$1,175-\$1,480	\$875
Three-Bedroom	Total	12	298	0	298	4.0%	\$1,240	\$1,175-\$1,480	-

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

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

Achievable Market Rent as determined in *Section I*.

MR – Market-Rate

The capture rates by bedroom type and targeted income level range from 1.4% to 10.6%. These capture rates are below GDCA’s capture rate thresholds and are considered achievable. This indicates that a sufficient base of income-appropriate renter household support exists in the Dahlonga Site PMA for each of the unit types proposed for the subject development.

Section I – Competitive Rental Analysis

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Dahlongega Site PMA in 2010 and 2021 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2021 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	10,747	85.6%	12,350	86.0%
Owner-Occupied	7,553	70.3%	8,045	65.1%
Renter-Occupied	3,194	29.7%	4,306	34.9%
Vacant	1,809	14.4%	2,009	14.0%
Total	12,556	100.0%	14,359	100.0%

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

Based on a 2021 update of the 2010 Census, of the 14,359 total housing units in the market, 14.0% were vacant. In 2021, it was estimated that homeowners occupied 65.1% of all occupied housing units, while the remaining 34.9% were occupied by renters.

Conventional Rentals

The Dahlongega Site PMA is relatively rural and offers a limited supply of conventional rental product, which is evident by the fact that we identified and surveyed just five conventional rental housing projects containing a total of 259 units within the Dahlongega Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 100.0%, a strong rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	2	70	0	100.0%
Tax Credit	1	79	0	100.0%
Tax Credit/Government-Subsidized	2	110	0	100.0%
Total	5	259	0	100.0%

More than two-thirds (67.2%) of the conventional units surveyed within the Dahlongega Site PMA are non-subsidized (market-rate or Tax Credit) units. These properties, as well as the one subsidized Tax Credit property surveyed, are 100.0% occupied. This is indicative of strong demand for rental product across multiple affordability levels within the Dahlongega Site PMA.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Two-Bedroom	1.0	40	57.1%	0	0.0%	\$1,111
Two-Bedroom	2.5	30	42.9%	0	0.0%	\$1,320
Total Market-Rate		70	100.0%	0	0.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	16	15.4%	0	0.0%	\$693
Two-Bedroom	2.0	39	37.5%	0	0.0%	\$803
Three-Bedroom	2.0	49	47.1%	0	0.0%	\$980
Total Tax Credit		104	100.0%	0	0.0%	-

As detailed in the preceding table, the Tax Credit units surveyed within the market are comprised of a mix of one- through three-bedroom units, all of which are occupied. This is a good indication of strong demand for product similar in design to that proposed for the subject site. Also note the median gross Tax Credit rents included in the preceding table, as they are positioned well below the median gross rents reported among unrestricted market-rate product surveyed. This demonstrates the value non-subsidized Tax Credit product represents within this market.

We rated each property surveyed on a scale of "A" through "F". All properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B-	2	70	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	1	79	0.0%
B	1	25	0.0%

Non-subsidized product surveyed within the Site PMA is of good to excellent condition. The proposed subject property is expected to have an excellent overall quality/condition upon completion of construction which is expected to enhance marketability of the property.

2. SUMMARY OF ASSISTED PROJECTS

The three federally subsidized and/or Tax Credit apartment developments surveyed in the Dahlonega Site PMA are summarized in the following table and were surveyed in March of 2021.

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occupancy	Gross Rent (Unit Mix)		
						One-Br.	Two-Br.	Three-Br.
2	Brooks Point Apts.	TAX & RD 515	1995	41	100.0%	\$691 - \$780 (38)	\$776 - \$879 (3)	-
3	Golden Hills Apts.	TAX & RD 515	1991 / 2011	69	100.0%	\$616 (10)	\$764 (34)	\$980 (25)
4	Highland Trace	TAX	2017	79	100.0%	\$583 - \$693 (16)	\$698 - \$803 (39)	\$818 - \$913 (24)
Total				189	100.0%			

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

TAX - Tax Credit

RD - Rural Development

All three assisted properties surveyed within the Dahlonega Site PMA are 100.0% occupied, indicative of strong and likely pent-up demand for such product within this market.

Housing Choice Voucher Holders

According to a representative with the Georgia Department of Community Affairs Rental Assistance Division – Lumpkin County, there are approximately eight (8) Housing Choice Voucher holders within the housing authority’s jurisdiction, and no people currently on the waiting list for additional Vouchers. The waiting list is closed, and it is unknown when the waiting list will reopen. Annual turnover is unknown however wait lists are being cleared in hopes of reopening the waiting list soon.

During our survey of the Dahlonega Site PMA, our analysts inquired with local property managers regarding the number of units occupied by Housing Choice Vouchers. However, management of the one existing non-subsidized Tax Credit property in the market (Highland Trace) was unable to provide this information at the time of our survey. Regardless, it is likely the number of vouchers currently in use at this property, if any, is minimal based on the total number of vouchers currently available within the local housing authority’s jurisdiction. Considering this property is 100.0% occupied, it is reasonable to assume that area rental properties do not rely heavily, if at all, on voucher support.

Nonetheless, if the rents do not exceed the Payment Standards established by the local/regional housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Georgia Department of Community Affairs (GDCA) Rental Assistance Division - Lumpkin County, the regional Payment Standards, as well as the proposed subject gross rents, are summarized in the following table.

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$680	\$555 (50%) \$655 (60%) \$780 (MR)
Two-Bedroom	\$897	\$679 (50%) \$779 (60%) \$904 (MR)
Three-Bedroom	\$1,183	\$788 (50%) \$913 (60%) \$1,038 (MR)

MR – Market-Rate

As the preceding table illustrates, the proposed gross Tax Credit rents are below the Payment Standards set by the Georgia Department of Community Affairs (GDCA) Rental Assistance Division - Lumpkin County. As such, those who hold Housing Choice Vouchers will likely respond to the subject development.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with planning representatives, it was determined that there are two rental housing projects planned within the Site PMA. These planned developments are summarized as follows:

- Brookstone Apartments, to be located at 2120 Ben Higgins Road in Dahlonega, is an under construction 24-unit market-rate development by Quality Homes. This townhome development will be for seniors age 55 and older and all units will be two-bedroom. Rent is to be set at \$1,375 and each unit is planned to have a covered porch, vaulted ceilings and a fireplace. Kitchens will be equipped with stainless steel appliances and granite countertops with custom cabinetry. Two buildings were completed and leasing as of March 2021 and the rest of the development is approved but not yet under construction.
- Crabapple Hollow is an under construction 32-unit market-rate development by NMK Holding Corporation. This townhome development targeting families and college students and will include only two-bedroom units. The development will be located on Crabapple Road near the intersection of Rock House Road. Construction has begun with rough-in, though the property has been in development for four years and an anticipated completion date was not provided/available at the time of this report.

As indicated above, the planned properties are expected to operate as market-rate and will have a combined total of just 56 units, 24 of which will be age-restricted. As the subject property will offer only six (6) units as unrestricted market-rate, these two planned properties will have minimal competitive overlap with the subject project.

Building Permit Data

The following tables illustrate single-family and multifamily building permits issued within Lumpkin County for the most recent ten-year period available.

Housing Unit Building Permits for Lumpkin County:										
Permits	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Multifamily Permits	0	0	0	0	0	132	2	0	13	0
Single-Family Permits	56	48	35	166	91	83	171	205	19	199
Total Units	56	48	35	166	91	215	173	205	32	199

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

With the exception of 2015, no more than 13 multifamily building permits have been issued in any given year over the past decade within Lumpkin County. Thus, the subject project will provide a modern multifamily rental alternative that is not readily available within the Dahlonega/Lumpkin County area.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Dahlonega Site PMA, we identified and surveyed two general-occupancy LIHTC properties which offer non-subsidized units similar to those proposed for the subject development. Thus, these properties will be competitive with the subject project and have been included in our comparable/competitive analysis.

Due to the limited supply of non-subsidized LIHTC product within the Dahlonega Site PMA, it was necessary to identify and survey such product outside the Site PMA but within the surrounding region. In total, we surveyed four additional properties within the surrounding areas of Dawsonville and Gainesville, Georgia. While these properties will not be directly competitive with the subject project due to their location, they will provide a good additional base of comparison for the subject property.

The six comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in *Addendum B, Comparable Property Profiles*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Peaks of Dahlonega	2023	54*	-	-	-	Families; 50% & 60% AMHI
3	Golden Hills Apts.	1991 / 2011	69	100.0%	1.3 Miles	None	Families; 60% AMHI & RD 515
4	Highland Trace	2017	79	100.0%	3.3 Miles	20 HH	Families; 50% & 60% AMHI
901	Farmington Woods	2014	72	100.0%	17.7 Miles	40 HH	Families; 50% & 60% AMHI
903	Oconee Springs	1998	88	100.0%	25.7 Miles	Shared: 2-3 Months	Families; 50% & 60% AMHI
904	Paces Landing	2002	110*	100.0%	25.9 Miles	Shared: 2-3 Months	Families; 50% & 60% AMHI
906	Retreat at McEver	2002	224	100.0%	24.5 Miles	3-Br: 3 HH	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

HH - Households

*Tax Credit units only

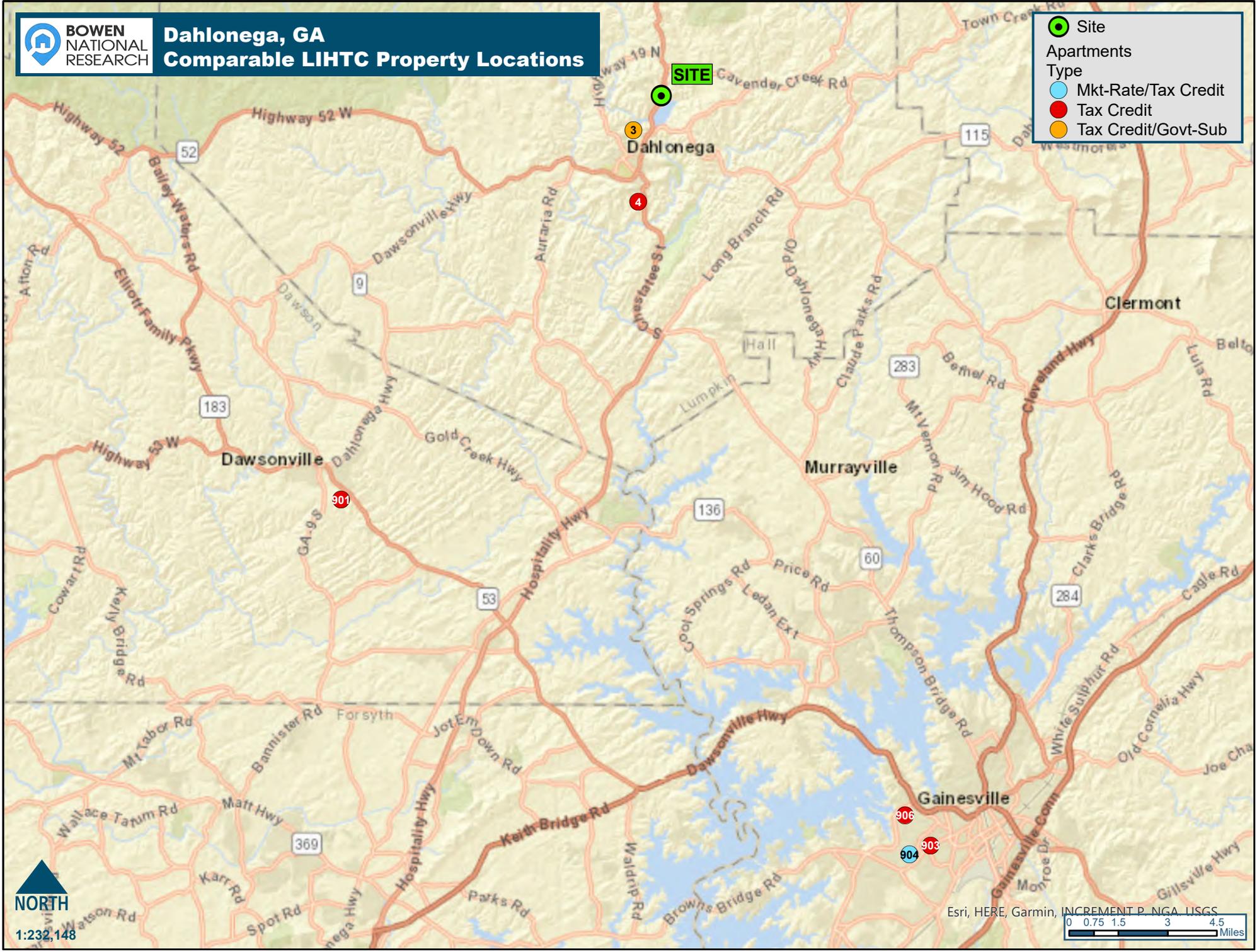
The six LIHTC projects have a combined occupancy rate of 100.0%, with most properties also maintaining waiting lists for their next available units. These are clear indications of strong and pent-up demand for additional general-occupancy LIHTC product within the market and surrounding region.

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



Dahlonega, GA Comparable LIHTC Property Locations

● Site
● Apartments Type
● Mkt-Rate/Tax Credit
● Tax Credit
● Tax Credit/Govt-Sub



NORTH
1:232,148

Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.75 1.5 3 4.5 Miles

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Peaks of Dahlongega	\$555/50% (3) \$655/60% (7)	\$679/50% (6) \$779/60% (27)	\$788/50% (2) \$913/60% (9)	-	-
3	Golden Hills Apts.	\$616/60% (10/0)*	\$764/60% (34/0)*	\$980/60% (25/0)	-	None
4	Highland Trace	\$583/50% (4/0) \$693/60% (12/0)	\$698/50% (8/0) \$803/60% (31/0)	\$818/50% (4/0) \$913/60% (20/0)	-	None
901	Farmington Woods	\$763/50% (3/0) \$878/60% (9/0)	\$893/50% (4/0) \$1,023/60% (32/0)	\$1,028/50% (4/0) \$1,138/60% (20/0)	-	None
903	Oconee Springs	-	\$1,008/60% (16/0)	\$955/50% (64/0)	\$1,060/50% (8/0)	None
904	Paces Landing	\$888/60% (13/0)	\$1,066/60% (53/0)	\$1,028/50% (40/0)	\$1,145/50% (4/0)	None
906	Retreat at McEver	\$793/60% (80/0)	\$944/60% (120/0)	\$1,086/60% (24/0)	-	None

900 Series Map IDs are located outside the Site PMA

*Subsidized (units also operate under RD 515 program in addition to LIHTC program)

The subject's proposed gross Tax Credit rents are generally positioned below those reported for the non-subsidized LIHTC units among the two existing comparable properties in the Site PMA and well below those located outside the Site PMA in the surrounding region. It is important to understand the higher rents reported among the properties located outside the Site PMA are due to the location of these properties. Specifically, the properties surveyed outside the Site PMA are located in areas which are generally superior to the subject market in terms of income and rents charged. This results in higher maximum allowable LIHTC rents for these areas as compared to the more rural subject market.

Regardless, the subject rents are considered appropriate for and marketable within the Dahlongega Site PMA, as evident by their competitive position as compared to those reported at Highland Trace, the most comparable property located within the Dahlongega Site PMA.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlongega	711	913	1,157	-
3	Golden Hills Apts.	730	930	1,348	-
4	Highland Trace	820	1,054	1,218	-
901	Farmington Woods	740	1,150	1,250	-
903	Oconee Springs	-	1,013	1,210	1,372
904	Paces Landing	799	1,062	1,267	1,428
906	Retreat at McEver	892	1,120 - 1,170	1,350	-

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlenega	1.0	2.0	2.0	-
3	Golden Hills Apts.	1.0	1.5	2.0	-
4	Highland Trace	1.0	2.0	2.0	-
901	Farmington Woods	1.0	2.0	2.0	-
903	Oconee Springs	-	2.0	2.0	2.0
904	Paces Landing	1.0	2.0	2.0	2.0
906	Retreat at McEver	1.0	2.0	2.0	-

900 Series Map IDs are located outside the Site PMA

The subject units will be the smallest among the comparable properties in terms of square footage. While this could create a marketing disadvantage for the property, the general lack of LIHTC product within the Dahlenega Site PMA will likely mitigate any impact the smaller unit sizes may have. This is particularly true when considering the newness of the subject property and the fact that the subject rents will generally be the lowest in the market. The number of bathrooms proposed for the subject property are competitive with those offered among the comparable properties.

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

		Tax Credit Unit Amenities by Map ID						
		Site*	3	4	901	903	904	906
Appliances	Dishwasher	X	X	X	X	X	X	X
	Disposal	X	X	X	X	X	X	X
	Icemaker	X			X		X	X
	Microwave	X			X			X
	Range	X	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X	X
	No Appliances							
Unit Amenities	AC-Central	X	X	X	X	X	X	X
	AC-Other							
	Balcony	X		X	X	X		X
	Deck / Patio	X		X	X	X		X
	Basement							
	Ceiling Fan	X	X	X	X			X
	Controlled Access							
	E-Call System							
	Fireplace							
	Furnished							
	Security System							
	Sunroom						X	
	W/D Hookup		X	X	X	X	X	X
	W/D	X		X				
	Walk-In Closet				X	X		
Window Treatments	X	X	X	X	X	X	X	
Flooring	Carpet	X	X		X	X	X	X
	Ceramic Tile							
	Composite (VCT)(LVT)	X						
	Hardwood			X				
	Finished Concrete							
	Vinyl	X	X				X	X
Upgraded	Wood Laminate / Plank				X	X		
	Premium Appliances							
	Premium Countertops							
	Premium Cabinetry							
	Premium Fixtures							
	High Ceilings							
	Vaulted Ceilings							
	Crown Molding							
Oversized Windows								
Parking	Attached Garage							
	Detached Garage							
	Street Parking							
	Surface Lot	X	X	X	X	X	X	X
	Carport							
	Property Parking Garage							
	Podium Parking							
No Provided Parking								

◆ - Senior Property

* Proposed Site(s): Peaks of Dahlonega

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	3	4	901	903	904	906
Bike Racks / Storage							
Business Center **			X	X			
Car Care **							
Common Patio	X						
Community Garden	X						
Community Space							
Activity / Craft Room							
Chapel							
Clubhouse	X		X	X	X	X	X
Conference Room							
Community Kitchen	X						
Community Room	X			X	X	X	
Dining Room - Private							
Dining Room - Public							
Rooftop Lounge							
Study Lounge							
TV Lounge					X	X	
Concierge Service **				X			
Convenience Amenities **							
Courtyard							
Covered Outdoor Area **	X		X				
Elevator							
Laundry Room		X		X	X	X	X
Meals							
On-Site Management	X	X	X	X	X	X	X
Pet Care **							
Recreation							
Basketball						X	
Bocce Ball							
Firepit							
Fitness Center	X					X	X
Grill	X	X					
Game Room - Billiards							
Hiking - Walking Trail							
Hot Tub							
Library							
Media Room / Theater							
Picnic Table / Area	X		X	X	X	X	X
Playground	X	X	X	X	X	X	X
Putting Green							
Racquetball							
Shuffleboard							
Sports Court							
Swimming Pool - Indoor							
Swimming Pool - Outdoor				X		X	X
Tennis							
Volleyball							
Security							
CCTV							
Courtesy Officer							
Gated Community							
Gated Parking							
Police Substation							
Social Services **	X						
Storage - Extra	X				X		X
Water Feature							
WiFi							

◆ - Senior Property

* Proposed Site(s): Peaks of Dahlonega

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

The amenity package proposed for the subject property is comprehensive and will be competitive with those offered among the comparable LIHTC properties, both in terms of unit and community amenities. Most notably, the subject property will feature a full kitchen appliance package, in-unit washer/dryer appliances, a patio/balcony area with exterior storage closet, a community room, on-site management, and a playground. The subject property does not appear to lack any key amenities that would adversely impact its marketability within the Dahlonge Site PMA.

Comparable/Competitive Tax Credit Summary

A limited supply of non-subsidized LIHTC product is offered within the Dahlonge Site PMA. Specifically, only two properties offering non-subsidized general-occupancy LIHTC units were surveyed in the market. Due to the lack of product in the Dahlonge Site PMA, four additional properties were surveyed outside the market for comparability purposes. Combined, the six comparable LIHTC properties surveyed are 100.0% occupied and most maintain waiting lists for their next available units.

The subject’s gross Tax Credit rents are generally positioned below those reported among the comparable LIHTC properties surveyed. The proposed unit sizes (square feet) will be the smallest in the market/region. The newness of the subject property along with the lower proposed rents and limited supply of LIHTC product in the market, however, is expected to mitigate any potential adverse impact the smaller proposed unit sizes may have on the property’s marketability. The subject property will be very competitive in terms of amenities offered. Overall, the subject property is considered marketable as proposed.

Competitive Housing Impact

The anticipated occupancy rates of the existing comparable Tax Credit developments located *in the Site PMA* following completion of the subject project are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2023
3	Golden Hills Apts.	100.0%	95.0% +
4	Highland Trace	100.0%	95.0% +

As detailed throughout this report and again in the preceding table, the two existing non-subsidized LIHTC properties within the Dahlonge Site PMA are both 100.0% occupied. Considering the performance of these properties, the limited supply of comparable product within the Dahlonge Site PMA, and our demand estimates included in *Section H*, we do not anticipate the development of the subject property will have any adverse impact on future occupancy rates at these existing properties.

One-page profiles of the Comparable/Competitive Tax Credit properties are included in *Addendum B*.

Market-Rate Units

In addition to the LIHTC units, the subject property will also offer some units which will operate as unrestricted market-rate. Due to the limited supply of comparable conventional market-rate product within the Dahlonega Site PMA, three of the five properties selected for this analysis are located outside the subject market but within the nearby areas of Gainesville, Georgia. The five properties selected for this analysis are summarized as follows:

Map I.D.	Project Name	Year Built/ Renovated	Units	Occupancy Rate	Distance to Site	Rent Special
Site	Peaks of Dahlonega	2023	6*	-	-	-
1	Bethany Village	1995	40	100.0%	9.3 Miles	None
5	Mountain View	1996	30	100.0%	2.6 Miles	None
902	MMA Lake Lanier	1997 / 2013	657	97.0%	23.1 Miles	None
904	Paces Landing	2002	30*	100.0%	25.9 Miles	None
905	Park Creek Apts.	1998	200	98.5%	24.3 Miles	None

900 Series Map IDs are located outside the Site PMA

*Market-rate units only

The five selected market-rate projects have a combined total of 957 units with an overall occupancy rate of 97.6%. None of the selected properties report occupancy rates below 97.0%, and the two properties located in the Dahlonega Site PMA are both 100.0% occupied. These are good indications the selected properties are well-received and will serve as accurate benchmarks with which to compare the subject site.

The gross rents for the comparable market-rate projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlonega	\$780 (2)	\$904 (3)	\$1,038 (1)	-
1	Bethany Village	-	\$1,111 (40/0)	-	-
5	Mountain View	-	\$1,285-\$1,355 (30/0)	-	-
902	MMA Lake Lanier	\$1,216-\$1,396 (329/10)	\$1,281-\$1,536 (263/8)	\$1,536-\$1,861 (65/2)	-
904	Paces Landing	\$959 (5/0)	\$1,160 (11/0)	\$1,325 (10/0)	\$1,482 (4/0)
905	Park Creek Apts.	\$1,340-\$1,475 (77/1)	\$1,568-\$1,588 (88/2)	\$1,668 (35/0)	-

900 Series Map IDs are located outside the Site PMA

The subject rents are positioned well below those reported for similar unit types among the comparable market-rate properties. This is expected to create a competitive advantage for the subject property.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlonega	711	913	1,157	-
1	Bethany Village	-	864	-	-
5	Mountain View	-	1,200	-	-
902	MMA Lake Lanier	686 - 985	1,192 - 1,363	1,417 - 1,571	-
904	Paces Landing	799	1,062	1,267	1,428
905	Park Creek Apts.	635 - 804	1,050 - 1,131	1,308	-

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlonega	1.0	2.0	2.0	-
1	Bethany Village	-	1.0	-	-
5	Mountain View	-	2.5	-	-
902	MMA Lake Lanier	1.0	2.0	2.0 - 2.5	-
904	Paces Landing	1.0	2.0	2.0	2.0
905	Park Creek Apts.	1.0	2.0	2.0	-

900 Series Map IDs are located outside the Site PMA

The subject unit sizes (square feet) are among the smallest in the market/region, relative to those offered among the comparable properties. However, the subject's significantly lower proposed rents will mitigate any potential adverse impact the proposed unit sizes may have. The number of bathrooms proposed is competitive.

The following tables compare the amenities of the subject development with the most comparable market-rate projects in the market and region.

Market-Rate Unit Amenities by Map ID							
	Site*	1	5	902	904	905	
Appliances	Dishwasher	X	X	X	X	X	X
	Disposal	X			X	X	X
	Icemaker	X		X	X	X	X
	Microwave	X	X	X			X
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony	X		X	X		X
	Deck / Patio	X		X	X		X
	Basement						
	Ceiling Fan	X		X	S		X
	Controlled Access						
	E-Call System						
	Fireplace				S		S
	Furnished						
	Security System						
	Sunroom					X	S
	W/D Hookup		X	X	X	X	X
	W/D	X			X		X
	Walk-In Closet		X	X			X
	Window Treatments	X	X	X	X	X	X
	Flooring	Carpet	X	X	X	X	X
Ceramic Tile				X			
Composite (VCT)(LVT)		X	X	X			
Hardwood							
Finished Concrete							
Vinyl		X			X	X	X
Wood Laminate / Plank							
Upgraded	Premium Appliances						X
	Premium Countertops						X
	Premium Cabinetry						
	Premium Fixtures						
	High Ceilings			X			
	Vaulted Ceilings						
	Crown Molding						
	Oversized Windows						
Parking	Attached Garage			S	S		
	Detached Garage				O		O
	Street Parking						
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
	Podium Parking						
	No Provided Parking						

◆ - Senior Property

* Proposed Site(s): Peaks of Dahlonega

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

Continued on Next Page

Market-Rate Property Amenities by Map ID

	Site*	1	5	902	904	905
Bike Racks / Storage						
Business Center **						X
Car Care **			X	X		X
Common Patio	X					
Community Garden	X					
Community Space						
Activity / Craft Room						
Chapel						
Clubhouse	X				X	X
Conference Room						
Community Kitchen	X					
Community Room	X			X	X	
Dining Room - Private						
Dining Room - Public						
Rooftop Lounge						
Study Lounge						
TV Lounge					X	
Concierge Service **						X
Convenience Amenities **						X
Courtyard						
Covered Outdoor Area **	X	X	X			
Elevator						
Laundry Room				X	X	X
Meals						
On-Site Management	X			X	X	X
Pet Care **				X		X
Recreation						
Basketball			X		X	
Bocce Ball						
Firepit						X
Fitness Center	X			X	X	X
Grill	X	X		X		X
Game Room - Billiards						
Hiking - Walking Trail				X		
Hot Tub						
Library						
Media Room / Theater						
Picnic Table / Area	X	X	X	X	X	X
Playground	X	X	X	X	X	X
Putting Green						
Racquetball						
Shuffleboard						
Sports Court						
Swimming Pool - Indoor						
Swimming Pool - Outdoor				X	X	X
Tennis			X	X		X
Volleyball			X			
Security						
CCTV						
Courtesy Officer				X		X
Gated Community				X		X
Gated Parking						
Police Substation						
Social Services **	X					
Storage - Extra	X	O	O	O		X
Water Feature				X		
WiFi						X

◆ - Senior Property

* Proposed Site(s): Peaks of Dahlonega

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

The subject property will offer a comprehensive and generally competitive overall amenity package as compared to those offered among the market-rate properties surveyed. The subject project does not appear to lack any key amenities that would adversely impact its marketability within the Dahlenega Site PMA. This is particularly true when considering the lack of modern market-rate product in the market and the subject's low proposed market-rate rents.

Comparable/Competitive Market-Rate Summary

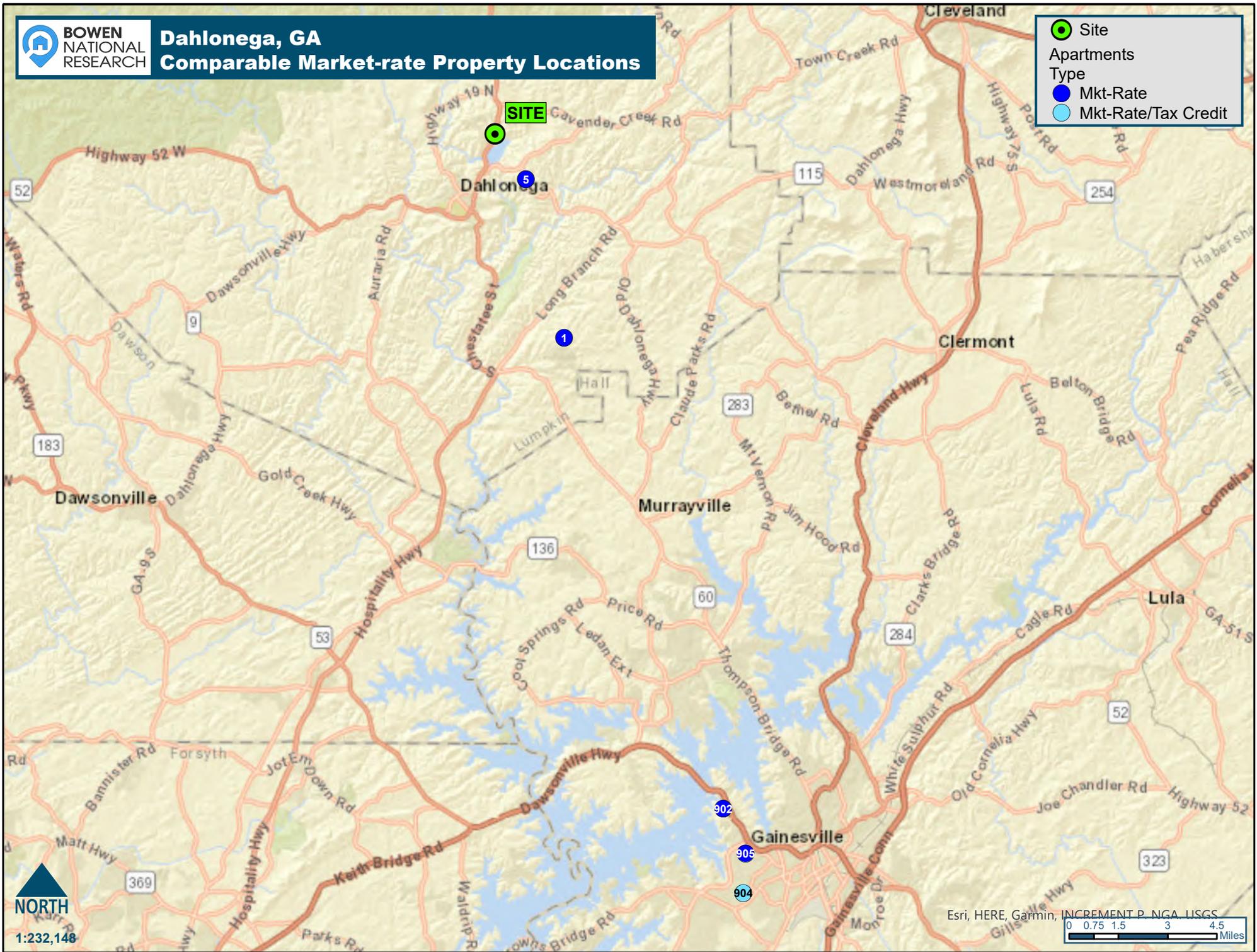
Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the comparable market-rate properties within the market and surrounding region, it is our opinion that the proposed development will be competitive within the Dahlenega market. This is particularly true when considering the value the subject rents will represent and the general lack of modern market-rate product within this market.

The map on the following page illustrates the location of the comparable market-rate properties relative to the proposed subject site location.



Dahlonega, GA Comparable Market-rate Property Locations

Site
 Apartments
 Mkt-Rate
 Mkt-Rate/Tax Credit



NORTH
1:232,148

Esri, HERE, Garmin, INCREMENT P, NOAA, USGS
0 0.75 1.5 3 4.5
Miles

Achievable Market Rent/Market Rent Advantage Analysis

As detailed earlier, we identified five market-rate properties within and near the Dahlonga Site PMA that we consider comparable in terms of unit and project amenities to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Peaks of Dahlonega	2023	60	-	12 (-)	36 (-)	12 (-)	-
1	Bethany Village	1995	40	100.0%	-	40 (100.0%)	-	-
5	Mountain View	1996	30	100.0%	-	30 (100.0%)	-	-
902	MMA Lake Lanier	1997 / 2013	657	97.0%	329 (97.0%)	263 (97.0%)	65 (96.9%)	-
904	Paces Landing	2002	30*	100.0%	5 (100.0%)	11 (100.0%)	10 (100.0%)	4 (100.0%)
905	Park Creek Apts.	1998	200	98.5%	77 (98.7%)	88 (97.7%)	35 (100.0%)	-

900 Series Map IDs are located outside the Site PMA

Occ. – Occupancy

*Market-rate units only

As previously discussed, the five selected market-rate projects have a combined total of 957 units with an overall occupancy rate of 97.6%, as detailed in the preceding table.

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

Rent Comparability Grid

Unit Type →

ONE-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Peaks of Dahlonega		Bethany Village		Mountain View		MMA Lake Lanier		Paces Landing		Park Creek Apts.	
Morrison Moore Parkway		95 Rock Garden Pl		12 Mountain View		1701 Dawsonville Hwy		100 Paces Ct.		1100 Park Creek Ct.	
Dahlonega, GA		Dahlonega, GA		Dahonega, GA		Gainesville, GA		Gainesville, GA		Gainesville, GA	
Data on Subject		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
A. Rents Charged		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
1	\$ Last Rent / Restricted?	\$1,025		\$1,195		\$1,088		\$860		\$1,212	
2	Date Surveyed	Mar-21		Mar-21		Mar-21		Mar-21		Mar-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		97%		100%		99%	
5	Effective Rent & Rent/ sq. ft	\$1,025	1.19	\$1,195	1.00	\$1,088	1.59	\$860	1.08	\$1,212	1.91
B. Design, Location, Condition		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
6	Structure / Stories	WU/3	WU/2	TH/2		WU/2,3,4		WU/2,3		WU/2,3	
7	Yr. Built/Yr. Renovated	2023	1995 \$28	1996 \$27		1997/2013 \$18		2002 \$21		1998 \$25	
8	Condition/Street Appeal	E	G \$15	G \$15		G \$15		G \$15		E	
9	Neighborhood	G	G	G		G		G		G	
10	Same Market?		Yes	Yes		No (\$109)		No (\$86)		No (\$121)	
C. Unit Equipment/ Amenities		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
11	# Bedrooms	1	2 (\$50)	2 (\$50)		1		1		1	
12	# Baths	1	1	2.5 (\$45)		1		1		1	
13	Unit Interior Sq. Ft.	711	864 (\$49)	1200 (\$157)		686 \$8		799 (\$28)		635 \$24	
14	Patio/Balcony	Y	N \$5	Y		Y		N \$5		Y	
15	AC: Central/Wall	C	C	C		C		C		C	
16	Range/Refrigerator	R/F	R/F	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	Y/Y	Y/Y		N/Y \$5		N/Y \$5		Y/Y	
18	Washer/Dryer	W/D	HU \$25	HU \$25		W/D		HU/L \$25		W/D	
19	Floor Coverings	C/V	C/V	C/T/V		C/V		C/V		C/V	
20	Window Treatments	Y	Y	Y		Y		Y		Y	
21	Secured Entry	N	N	N		N		N		N	
22	Garbage Disposal	Y	N \$5	N \$5		Y		Y		Y	
23	Ceiling Fan/Storage	Y/Y	N/N \$10	Y/N \$5		Y/N \$5		N/N \$10		Y/Y	
D. Site Equipment/ Amenities		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	N \$5	N \$5		Y		Y		Y	
26	Security Features	N	N	N		Y (\$5)		N		Y (\$5)	
27	Community Space	Y	N \$5	N \$5		Y		Y		Y	
28	Pool/Recreation Areas	F/G/L	N \$11	S/T \$5		P/F/T/L/WT (\$13)		P/F/S (\$7)		P/F/T (\$7)	
29	Computer/Business Center	N	N	N		N		N		Y (\$3)	
30	Picnic Area/Grill	Y	Y	Y		Y		Y		Y	
31	Playground	Y	Y	Y		Y		Y		Y	
32	Social Services	Y	N \$10	N \$10		N \$10		N \$10		N \$10	
E. Utilities		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E		N/G		N/E	
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E		N/G		N/E	
37	Other Electric	N	N	N		N		N		N	
38	Cold Water/Sewer	N/N	Y/Y (\$50)	Y/Y (\$50)		N/N		N/N		N/N	
39	Trash/Recycling	Y/N	Y/N	Y/N		N/N \$15		Y/N		N/N \$15	
F. Adjustments Recap		Pos Neg		Pos Neg		Pos Neg		Pos Neg		Pos Neg	
40	# Adjustments B to D	10	2	9	3	6	3	7	3	3	4
41	Sum Adjustments B to D	\$119	(\$99)	\$102	(\$252)	\$61	(\$127)	\$91	(\$121)	\$59	(\$136)
42	Sum Utility Adjustments		(\$50)		(\$50)	\$15				\$15	
		Net Gross		Net Gross		Net Gross		Net Gross		Net Gross	
43	Net/ Gross Adjmts B to E	(\$30)	\$268	(\$200)	\$404	(\$51)	\$203	(\$30)	\$212	(\$62)	\$210
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$995		\$995		\$1,037		\$830		\$1,150	
45	Adj Rent/Last rent		97%		83%		95%		96%		95%
46	Estimated Market Rent	\$1,000		\$1.41 ←		Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Peaks of Dahlonega		Bethany Village		Mountain View		MMA Lake Lanier		Paces Landing		Park Creek Apts.	
Morrison Moore Parkway		95 Rock Garden Pl		12 Mountain View		1701 Dawsonville Hwy		100 Paces Ct.		1100 Park Creek Ct.	
Dahlonega, GA		Dahlonega, GA		Dahonega, GA		Gainesville, GA		Gainesville, GA		Gainesville, GA	
Data on Subject		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
A. Rents Charged		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
1	\$ Last Rent / Restricted?	\$1,025		\$1,195		\$1,128		\$1,040		\$1,415	
2	Date Surveyed	Mar-21		Mar-21		Mar-21		Mar-21		Mar-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		97%		100%		98%	
5	Effective Rent & Rent/ sq. ft	\$1,025	1.19	\$1,195	1.00	\$1,128	0.95	\$1,040	0.98	\$1,415	1.35
B. Design, Location, Condition		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
6	Structure / Stories	WU/3		TH/2		WU/2,3,4		WU/2,3		WU/2,3	
7	Yr. Built/Yr. Renovated	2023		1995	\$28	1996	\$27	1997/2013	\$18	2002	\$21
8	Condition/Street Appeal	E		G	\$15	G	\$15	G	\$15	G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		No	(\$113)	No	(\$104)	No	(\$142)
C. Unit Equipment/ Amenities		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		1	\$30	2.5	(\$15)	2		2	
13	Unit Interior Sq. Ft.	913		864	\$13	1200	(\$78)	1192	(\$75)	1062	(\$40)
14	Patio/Balcony	Y		N	\$5	Y		N	\$5	Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		N/Y	\$5	N/Y	\$5
18	Washer/Dryer	W/D		HU	\$25	HU	\$25	W/D		HU/L	\$25
19	Floor Coverings	C/V		C/V		C/T/V		C/V		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	Y		N	\$5	N	\$5	Y		Y	
23	Ceiling Fan/Storage	Y/Y		N/N	\$10	Y/N	\$5	Y/N	\$5	N/N	\$10
D. Site Equipment/ Amenities		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	N	\$5	Y		Y	
26	Security Features	N		N		N		Y	(\$5)	N	
27	Community Space	Y		N	\$5	N	\$5	Y		Y	
28	Pool/Recreation Areas	F/G/L		N	\$11	S/T	\$5	P/F/T/L/WT	(\$13)	P/F/S	(\$7)
29	Computer/Business Center	N		N		N		N		N	
30	Picnic Area/Grill	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		Y	
32	Social Services	Y		N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj		Data \$ Adj	
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		Y/Y	(\$50)	Y/Y	(\$50)	N/N		N/N	
39	Trash/Recycling	Y/N		Y/N		Y/N		N/N	\$15	Y/N	\$15
F. Adjustments Recap		Pos Neg		Pos Neg		Pos Neg		Pos Neg		Pos Neg	
40	# Adjustments B to D			12		9	2	5	4	7	3
41	Sum Adjustments B to D			\$162		\$102	(\$93)	\$53	(\$206)	\$91	(\$151)
42	Sum Utility Adjustments				(\$50)		(\$50)	\$15			\$15
		Net Gross		Net Gross		Net Gross		Net Gross		Net Gross	
43	Net/ Gross Adjmts B to E			\$112	\$212	(\$41)	\$245	(\$138)	\$274	(\$60)	\$242
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)			\$1,137		\$1,154		\$990		\$980	
45	Adj Rent/Last rent				111%		97%		88%		94%
46	Estimated Market Rent	\$1,115		\$1.22		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Peaks of Dahlonega		Bethany Village		Mountain View		MMA Lake Lanier		Paces Landing		Park Creek Apts.	
Morrison Moore Parkway		95 Rock Garden Pl		12 Mountain View		1701 Dawsonville Hwy		100 Paces Ct.		1100 Park Creek Ct.	
Dahlonega, GA		Dahlonega, GA		Dahonega, GA		Gainesville, GA		Gainesville, GA		Gainesville, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$1,025		\$1,195		\$1,348		\$1,175		\$1,480	
2	Date Surveyed	Mar-21		Mar-21		Mar-21		Mar-21		Mar-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		97%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$1,025	1.19	\$1,195	1.00	\$1,348	0.95	\$1,175	0.93	\$1,480	1.13
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		TH/2		WU/2,3,4		WU/2,3		WU/2,3	
7	Yr. Built/Yr. Renovated	2023		1995	\$28	1996	\$27	1997/2013	\$18	2002	\$21
8	Condition/Street Appeal	E		G	\$15	G	\$15	G	\$15	G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		No	(\$135)	No	(\$118)	No	(\$148)
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		2	\$50	2	\$50	3		3	
12	# Baths	2		1	\$30	2.5	(\$15)	2		2	
13	Unit Interior Sq. Ft.	1157		864	\$75	1200	(\$11)	1417	(\$67)	1267	(\$28)
14	Patio/Balcony	Y		N	\$5	Y		N	\$5	Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		N/Y	\$5	N/Y	\$5
18	Washer/Dryer	W/D		HU	\$25	HU	\$25	W/D		HU/L	\$25
19	Floor Coverings	C/V		C/V		C/T/V		C/V		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	Y		N	\$5	N	\$5	Y		Y	
23	Ceiling Fan/Storage	Y/Y		N/N	\$10	Y/N	\$5	Y/N	\$5	N/N	\$10
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	N	\$5	Y		Y	
26	Security Features	N		N		N		Y	(\$5)	N	
27	Community Space	Y		N	\$5	N	\$5	Y		Y	
28	Pool/Recreation Areas	F/G/L		N	\$11	S/T	\$5	P/F/T/L/WT	(\$13)	P/F/S	(\$7)
29	Computer/Business Center	N		N		N		N		N	
30	Picnic Area/Grill	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		Y	
32	Social Services	Y		N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		Y/Y	(\$50)	Y/Y	(\$50)	N/N		N/N	
39	Trash/Recycling	Y/N		Y/N		Y/N		N/N	\$15	Y/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D			13		10	2	5	4	7	3
41	Sum Adjustments B to D			\$274		\$152	(\$26)	\$53	(\$220)	\$91	(\$153)
42	Sum Utility Adjustments				(\$50)		(\$50)	\$15			\$15
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E			\$224	\$324	\$76	\$228	(\$152)	\$288	(\$62)	\$244
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)			\$1,249		\$1,271		\$1,196		\$1,113	
45	Adj Rent/Last rent		122%				106%		89%		95%
46	Estimated Market Rent	\$1,240		\$1.07		← Estimated Market Rent/ Sq. Ft					

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the proposed subject development are as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	50%	\$450	\$1,000	55.0%
One-Br.	60%	\$550	\$1,000	45.0%
One-Br.	MR	\$675	\$1,000	32.5%
Two-Br.	50%	\$550	\$1,115	50.7%
Two-Br.	60%	\$650	\$1,115	41.7%
Two-Br.	MR	\$775	\$1,115	30.5%
Three-Br.	50%	\$625	\$1,240	49.6%
Three-Br.	60%	\$750	\$1,240	39.5%
Three-Br.	MR	\$875	\$1,240	29.4%

MR – Market-Rate

The proposed collected rents represent market rent advantages ranging from 29.4% to 55.0%, depending on bedroom type and targeted income level, including the market-rate units. Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure the project will represent a value and have a sufficient flow of tenants within the market. As such, the proposed rents should represent significant values for the local market.

Rent Adjustment Explanations (Rent Comparability Grid)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
7. The subject property is expected to be complete in 2023. The selected properties were built between 1995 and 2002. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.

8. It is anticipated that the proposed subject project will have an excellent quality appearance and an attractive aesthetic appeal. We have made adjustments for those properties that we consider having an inferior quality to the subject development.
10. Due to the limited supply of market-rate product in the Dahlonega Site PMA, most of the selected properties are located outside of the subject market in the Gainesville, Georgia market in adjacent Hall County. Based on American Community Survey (ACS) data, Hall County is superior to Lumpkin County (subject site location) in terms of household income, rents charged, and home values. Thus, the selected properties have been negatively adjusted by 10% to account for these out-of-market differences.
11. Two of the selected properties only offer two-bedroom units. These unit types have, however, been included as a comparable for the subject units given the lack of comparable market-rate product in the Dahlonega Site PMA. Positive or negative adjustments of \$50 have been applied to account for the lack or inclusion of an additional defined bedroom at the subject project.
12. The selected properties offer a variety of bathrooms within their units. Adjustments of \$15 per half bath have been applied to the selected properties as needed to account for differences in the number of bathrooms offered.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package which is generally superior to those offered among the selected properties. We have made adjustments for features lacking at the selected properties.
- 24.-32. The proposed project offers a project amenities package which is slightly inferior to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$192,482. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$192,482 home is \$1,158, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$192,482
Mortgaged Value = 95% of Median Home Price	\$182,858
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$927
Estimated Taxes and Insurance*	\$232
Estimated Monthly Mortgage Payment	\$1,158

*Estimated at 25% of principal and interest

In comparison, the collected rents for the subject property range from \$450 to \$875 per month. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$283 more than the cost of renting at the subject project. Considering the higher cost of homeownership within this market, we do not anticipate any competitive impact on or from the homebuyer market.

Section J – Absorption & Stabilization Rates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA guidelines that assume a 2023 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2023.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates maintained among the existing comparable LIHTC properties in the market and region, as well as the limited supply of existing LIHTC product in the Dahlenega Site PMA. The subject's competitive position among existing comparable product surveyed, has also been considered in our absorption projections. We also consider the subject's capture rate and market rent advantage.

Based on our analysis, it is our opinion that the 60 proposed units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately five months of opening. This absorption period is based on an average monthly absorption rate of approximately 11 to 12 units per month. It is anticipated the subject's six unrestricted market-rate units will be leased within the first two months of opening while the proposed LIHTC units will require the full five-month absorption period.

These absorption projections assume a June 2023 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

Section K – Interviews

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

- Kevin Herrit, Community Development Director for the City of Dahlonega, stated that the city is in need of more housing for families and for market-rate housing.
- Rebecca Mincey, Executive Director of the Development Authority of Lumpkin County, stated that Lumpkin County has an extremely low housing inventory for purchase or rental units. The average home price has increased dramatically and as a rural community, Lumpkin County remains popular for people interested in getting out of cities and dense communities.
- Mary E. de la Vaux, the Special Assistant to the Director of Operations for the Georgia Department of Community Affairs, stated that there is a need for affordable rental housing for families and seniors in Lumpkin County.

Section L – Conclusions & Recommendations

Based on the findings of our market study, it is our opinion that a market exists for the 60 units proposed for the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings.

The Dahlonega Site PMA is relatively rural and thus offers a limited supply of conventional rental product. The subject property will offer both non-subsidized Tax Credit and unrestricted market-rate units. This is expected to help fill a void within the Dahlonega rental market as we surveyed only four comparable general-occupancy properties which offer non-subsidized (Tax Credit or market-rate) units within the Dahlonega Site PMA. These properties include two general-occupancy Tax Credit properties and two unrestricted market-rate properties, all of which are 100.0% occupied.

The subject's proposed gross rents, both Tax Credit and market-rate, will be some of the lowest in the market and surrounding region, relative to those reported among the comparable properties surveyed and included in our comparable analysis in *Section I*. Although the subject's unit sizes (square feet) will be among the smallest in the market/region, the lower proposed rents along with the newness of the subject property and general lack of rental product within the market are expected to mitigate any adverse impact the smaller proposed unit sizes may have.

Demographic trends are projected to be positive within the Dahlonega Site PMA between 2021 and 2023. Renter households are projected to comprise more than one-third (34.9%) of all households through 2023. The subject's low capture rates ranging from 1.7% for the market-rate units to 7.5% for the Tax Credit units are further indication of the depth of support for the subject property within the Dahlonega Site PMA.

Overall, the subject property is considered marketable as proposed and is expected to help fill a void within the Dahlonega housing market. The subject project is not anticipated to have any adverse impact on future occupancy rates among the comparable properties. We have no recommendations to the subject project at this time.

Section M - Signed Statement Requirements

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for 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.

DCA may rely on the representation made in the market study. The document is assignable to other lenders.

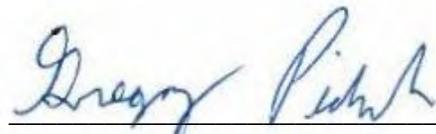


Craig Rupert (Primary Contact)

Market Analyst

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Date: April 12, 2021



Gregory Piduch

Market Analyst

gregp@bowennational.com

Date: April 12, 2021



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Date: April 12, 2021

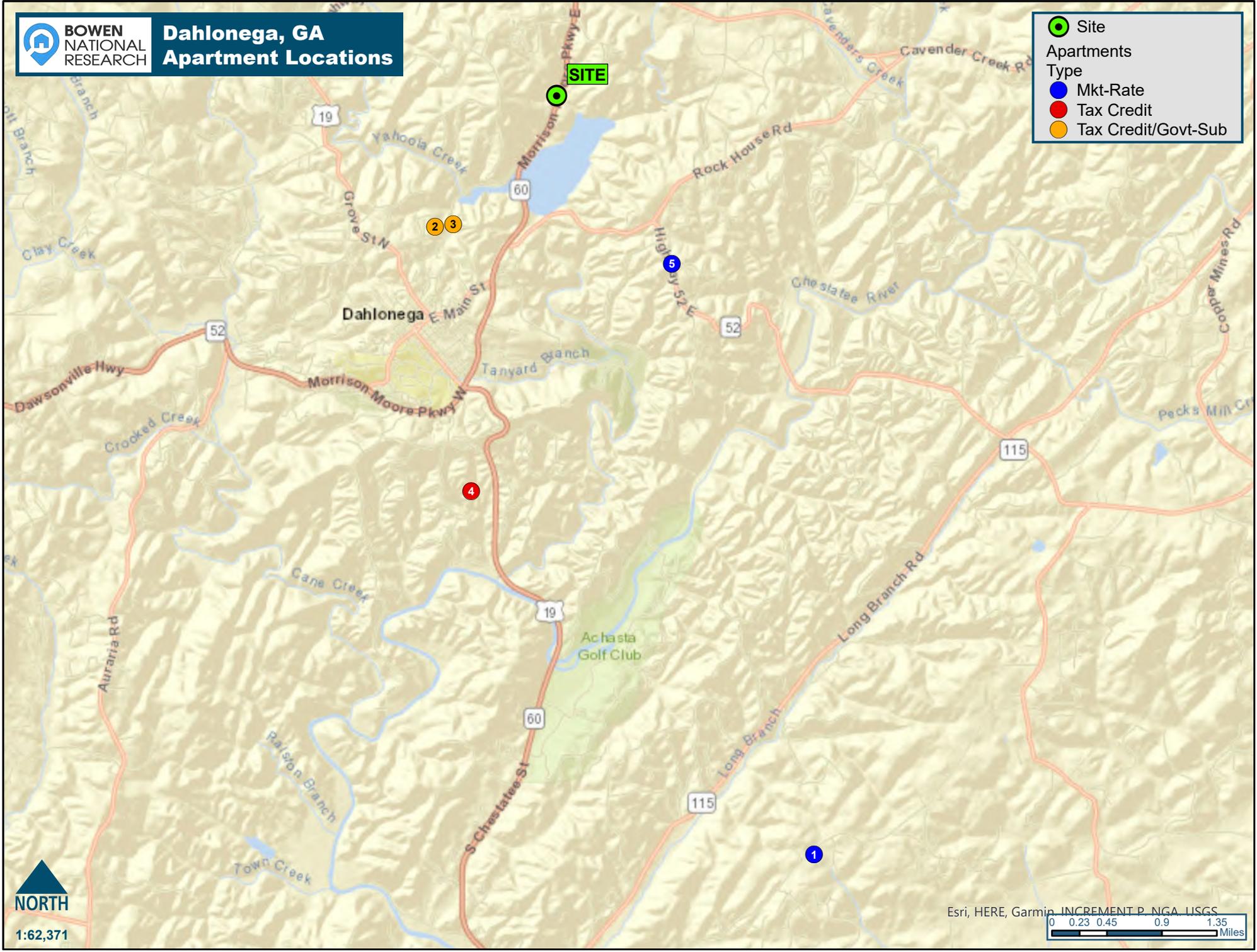
ADDENDUM A:

FIELD SURVEY OF
CONVENTIONAL RENTALS

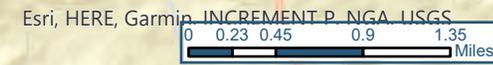


Dahlonega, GA Apartment Locations

● Site
● Apartments Type
● Mkt-Rate
● Tax Credit
● Tax Credit/Govt-Sub



1:62,371



Esri, HERE, Garmin, INCREMENT P, NGA, USGS

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	Bethany Village	MRR	B-	1995	40	0	100.0%	9.3
◆ 2	Brooks Point Apts.	TGS	B+	1995	41	0	100.0%	1.5
✓ 3	Golden Hills Apts.	TGS	B	1991	69	0	100.0%	1.3
✓ 4	Highland Trace	TAX	B+	2017	79	0	100.0%	3.3
✓ 5	Mountain View	MRR	B-	1996	30	0	100.0%	2.6
✓ 901	Farmington Woods	TAX	B	2014	72	0	100.0%	17.7
✓ 902	MMA Lake Lanier	MRR	B	1997	657	20	97.0%	23.1
✓ 903	Oconee Springs	TAX	B-	1998	88	0	100.0%	25.7
✓ 904	Paces Landing	MRT	B-	2002	140	0	100.0%	25.9
✓ 905	Park Creek Apts.	MRR	A-	1998	200	3	98.5%	24.3
✓ 906	Retreat at McEver	TAX	B	2002	224	0	100.0%	24.5

*Drive distance in miles

✓ Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	



1	Bethany Village 95 Rock Garden Pl, Dahlonega, GA 30533	Contact: Christy Phone: (706) 864-0146
	Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1995 BR: 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	



2	Brooks Point Apts. 555 Wimpy Mill Rd, Dahlonega, GA 30533	Contact: Melanie Phone: (706) 864-2330
	Total Units: 41 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1995 BR: 1, 2 Vacant Units: 0 Waitlist: 5 HH AR Year: Target Population: Senior 65+ Yr Renovated: Rent Special: None Notes: Tax Credit; RD 515, has RA (39 units)	



3	Golden Hills Apts. 95 Golden Hill Dr, Dahlonega, GA 30533	Contact: April Phone: (706) 864-5344
	Total Units: 69 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1991 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2011 Rent Special: None Notes: Tax Credit (25 units); Tax Credit & RD 515, has RA (8 units)	



4	Highland Trace 14 Adair Cir, Dahlonega, GA 30533	Contact: Tina Phone: (706) 867-0416
	Total Units: 79 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2017 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 20 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	



5	Mountain View 12 Mountain View, Dahonega, GA 30533	Contact: Christy Phone: (706) 864-0146
	Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1996 BR: 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Higher rent for units with attached garage	

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	



901	Farmington Woods 2201 Perimeter Rd, Dawsonville, GA 30534	Contact: Barbara Phone: (706) 265-3021
	 <p>Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2014 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 40 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	



902	MMA Lake Lanier 1701 Dawsonville Hwy, Gainesville, GA 30501	Contact: Kelly Phone: (770) 536-4688
	 <p>Total Units: 657 UC: 0 Occupancy: 97.0% Stories: 2,3,4 Year Built: 1997 BR: 1, 2, 3 Vacant Units: 20 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2013 Rent Special: None Notes: Rent range based on floorplan, view & unit upgrades;</p>	



903	Oconee Springs 2351 Spring Haven Dr., Gainesville, GA 30504	Contact: Erica Phone: (770) 535-1565
	 <p>Total Units: 88 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1998 BR: 2, 3, 4 Vacant Units: 0 Waitlist: Shared with Paces Landing; 2-3 AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; HOME Funds</p>	



904	Paces Landing 100 Paces Ct., Gainesville, GA 30504	Contact: Erica Phone: (770) 535-1565
	 <p>Total Units: 140 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2002 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: Shared with Oconee Springs; 2-3 AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (30 units); Tax Credit (110 units)</p>	



905	Park Creek Apts. 1100 Park Creek Ct., Gainesville, GA 30504	Contact: Katey Phone: (770) 287-1414
	 <p>Total Units: 200 UC: 0 Occupancy: 98.5% Stories: 2,3 Year Built: 1998 BR: 1, 2, 3 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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	Retreat at McEver 1050 Eagle Eye Rd., Gainesville, GA 30504		Contact: Roxanna Phone: (770) 531-0065	
		Total Units: 224 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0	Stories: 3 Waitlist: 3-br; 3 HH

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

Source: Georgia Department of Community Affairs
Effective: 01/2021

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	8	12	14	18	24	28	9	13	16	20	26	29
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	30
	Bottled Gas	26	40	47	61	80	94	30	42	54	68	77	87
	Electric	12	17	20	26	31	38	13	18	23	29	36	41
	Heat Pump	8	9	11	16	20	21	8	9	11	16	20	21
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Cooking	Natural Gas	2	3	4	5	6	7	2	3	4	5	6	7
	Bottled Gas	7	12	14	16	21	26	7	12	14	16	21	26
	Electric	5	8	10	12	15	17	5	7	10	12	15	17
Other Electric	15	22	28	34	43	49	15	22	28	34	43	49	
+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0	
Air Conditioning	5	7	9	12	14	16	6	8	10	12	16	18	
Water Heating	Natural Gas	3	5	7	8	10	12	3	5	7	8	10	12
	Bottled Gas	12	16	23	28	33	42	12	16	23	28	33	42
	Electric	9	14	19	24	29	34	9	14	19	24	29	34
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water	19	22	25	31	37	40	19	22	25	31	37	40	
Sewer	19	23	27	34	41	46	19	23	27	34	41	46	
Trash Collection	15	15	15	15	15	15	15	15	15	15	15	15	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

* Estimated- not from source

ADDENDUM B

COMPARABLE PROPERTY PROFILES

1 Bethany Village 9.3 miles to site



Address: 95 Rock Garden Pl, Dahlonega, GA 30533
 Phone: (706) 864-0146 Contact: Christy (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 40 Year Built: 1995
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B-
 Neighborhood: B-
 Access/Visibility: B/B

Notes:



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Microwave; Range; Refrigerator; Central AC; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite)

Property Amenities: Pavilion; Recreation Areas (Grill, Picnic Table / Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	40	0	864	\$1.11	\$1,025	Market

*Adaptive Reuse

*DTS is based on drive time

3 Golden Hills Apts. 1.3 miles to site



Address: 95 Golden Hill Dr, Dahlonega, GA 30533
 Phone: (706) 864-5344 Contact: April (By Phone)
 Property Type: Tax Credit, Government Subsidized
 Target Population: Family
 Total Units: 69 Year Built: 1991
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2011
 Turnover: Stories: 1,2
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B-/B-

Notes: Tax Credit (25 units); Tax Credit & RD 515, has RA (8 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Grill, Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	10	0	730	Subsidized	Subsidized	Subsidized
2	1.5	T	34	0	930	Subsidized	Subsidized	Subsidized
3	2	G	25	0	1,348	\$0.59	\$792	60%

*Adaptive Reuse

*DTS is based on drive time

4 Highland Trace 3.3 miles to site



Address: 14 Adair Cir, Dahlonega, GA 30533
 Phone: (706) 867-0416 Contact: Tina (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 79 Year Built: 2017
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: 20 HH
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B-

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; W/D; Window Treatments; Flooring (Hardwood)

Property Amenities: Business Center (Computer); Clubhouse; Gazebo; On-Site Management; Recreation Areas (Picnic Table / Area, Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	820	\$0.55	\$455	50%
1	1	G	12	0	820	\$0.69	\$565	60%
2	2	G	8	0	1,054	\$0.52	\$545	50%
2	2	G	31	0	1,054	\$0.62	\$650	60%
3	2	G	4	0	1,218	\$0.52	\$630	50%
3	2	G	20	0	1,218	\$0.60	\$725	60%

*Adaptive Reuse

*DTS is based on drive time

5 Mountain View 2.6 miles to site



Address: 12 Mountain View, Dahonega, GA 30533
 Phone: (706) 864-0146 Contact: Christy (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 30 Year Built: 1996
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B-
 Neighborhood: B
 Access/Visibility: B/B-

Notes: Higher rent for units with attached garage



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Ceramic Tile, Composite); High Ceilings

Property Amenities: Car Care (Car Wash); Pavilion; Recreation Areas (Basketball, Picnic Table / Area, Playground, Tennis, Volleyball); Extra Storage

Parking Type: Attached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2.5	T	30	0	1,200	\$0.94 - \$1.00	\$1,195 - \$1,265	Market

*Adaptive Reuse

*DTS is based on drive time

901 Farmington Woods 17.7 miles to site



Address: 2201 Perimeter Rd, Dawsonville, GA 30534
 Phone: (706) 265-3021 Contact: Barbara (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 72 Year Built: 2014
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: 40 HH
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Wood Laminate / Plank)

Property Amenities: Business Center (Computer); Clubhouse, Community Room; Concierge Services (Package Receiving); Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area, Playground, Outdoor Swimming Pool)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	740	\$0.88	\$650	50%
1	1	G	9	0	740	\$1.03	\$765	60%
2	2	G	4	0	1,150	\$0.66	\$755	50%
2	2	G	32	0	1,150	\$0.77	\$885	60%
3	2	G	4	0	1,250	\$0.68	\$855	50%
3	2	G	20	0	1,250	\$0.77	\$965	60%

*Adaptive Reuse

*DTS is based on drive time

902 MMA Lake Lanier **23.1 miles to site**



Address: 1701 Dawsonville Hwy, Gainesville, GA 30501
 Phone: (770) 536-4688 Contact: Kelly (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 657 Year Built: 1997 Ratings
 Vacant Units: 20 *AR Year: Quality: B
 Occupancy: 97.0% Yr Renovated: 2013 Neighborhood: B
 Turnover: Stories: 2,3,4 Access/Visibility: B/C
 Waitlist: None
 Rent Special: None

Notes: Rent range based on floorplan, view & unit upgrades;



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Icemaker; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Fireplace; W/D Hookup; W/D; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Car Care (Car Vacuum, Car Wash); Community Room; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Fitness Center, Grill, Hiking-Walking Trail, Picnic Table / Area, Playground, Outdoor Swimming Pool, Tennis); Courtesy Officer, Gated Community; Extra Storage; Water Feature

Parking Type: Attached Garage; Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	329	10	686 - 985	\$1.59 - \$1.29	\$1,088 - \$1,268	Market
2	2	G	263	8	1,192 - 1,363	\$0.95 - \$1.01	\$1,128 - \$1,383	Market
3	2 - 2.5	G	65	2	1,417 - 1,571	\$0.95 - \$1.06	\$1,348 - \$1,673	Market

*Adaptive Reuse

*DTS is based on drive time

903 Oconee Springs 25.7 miles to site



Address: 2351 Spring Haven Dr., Gainesville, GA 30504
 Phone: (770) 535-1565 Contact: Erica (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 88 Year Built: 1998
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: Shared with Paces Landing; 2-3 mos
 Rent Special: None

Ratings
 Quality: B-
 Neighborhood: B
 Access/Visibility: B/B-

Notes: Tax Credit; HOME Funds



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Balcony; Deck / Patio; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Wood Laminate / Plank)

Property Amenities: Clubhouse, Community Room, TV Lounge; Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	16	0	1,013	\$0.88	\$894	60%
3	2	G	64	0	1,210	\$0.67	\$813	50%
4	2	G	8	0	1,372	\$0.65	\$885	50%

*Adaptive Reuse

*DTS is based on drive time

904 Paces Landing 25.9 miles to site



Address: 100 Paces Ct., Gainesville, GA 30504
 Phone: (770) 535-1565 Contact: Erica (By Phone)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 140 Year Built: 2002
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: Shared with Oconee Springs; 2-3 mos
 Rent Special: None

Ratings
 Quality: B-
 Neighborhood: B
 Access/Visibility: B/B

Notes: Market-rate (30 units); Tax Credit (110 units)

Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Range; Refrigerator; Central AC; Sunroom; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Clubhouse, Community Room, TV Lounge; Laundry Room; On-Site Management; Recreation Areas (Basketball, Fitness Center, Picnic Table / Area, Playground, Outdoor Swimming Pool)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	13	0	799	\$0.99	\$789	60%
1	1	G	5	0	799	\$1.08	\$860	Market
2	2	G	53	0	1,062	\$0.89	\$946	60%
2	2	G	11	0	1,062	\$0.98	\$1,040	Market
3	2	G	40	0	1,267	\$0.69	\$878	50%
3	2	G	10	0	1,267	\$0.93	\$1,175	Market
4	2	G	4	0	1,428	\$0.67	\$963	50%
4	2	G	4	0	1,428	\$0.91	\$1,300	Market

*Adaptive Reuse

*DTS is based on drive time

905 Park Creek Apts. 24.3 miles to site



Address: 1100 Park Creek Ct., Gainesville, GA 30504
 Phone: (770) 287-1414 Contact: Katey (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 200 Year Built: 1998
 Vacant Units: 3 *AR Year:
 Occupancy: 98.5% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: None
 Rent Special: None

Ratings
 Quality: A-
 Neighborhood: B
 Access/Visibility: B/B

Notes:



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Fireplace; Sunroom; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Vinyl); Premium Appliances; Premium Countertops

Property Amenities: Business Center (Computer, Copy, Fax); Car Care (Car Wash); Clubhouse; Concierge Services (Package Receiving); Cafe / Coffee Bar; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Firepit, Fitness Center, Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool, Tennis); Courtesy Officer, Gated Community; Extra Storage; WiFi

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	77	1	635 - 804	\$1.91 - \$1.68	\$1,212 - \$1,347	Market
2	2	G	88	2	1,050 - 1,131	\$1.35 - \$1.27	\$1,415 - \$1,435	Market
3	2	G	35	0	1,308	\$1.13	\$1,480	Market

*Adaptive Reuse

*DTS is based on drive time

906 Retreat at McEver 24.5 miles to site



Address: 1050 Eagle Eye Rd., Gainesville, GA 30504
 Phone: (770) 531-0065 Contact: Roxanna (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 224 Year Built: 2002
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: 3-br; 3 HH
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B/C

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Clubhouse; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Playground, Outdoor Swimming Pool); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	80	0	892	\$0.81	\$725	60%
2	2	G	120	0	1,120 - 1,170	\$0.77 - \$0.73	\$858	60%
3	2	G	24	0	1,350	\$0.72	\$978	60%

*Adaptive Reuse

*DTS is based on drive time

Addendum C - Market Study Representation

The Georgia Department of Community Affairs (GDCA) may rely on the representation made in the market study and that the market study is assignable to other lenders that are parties to the GDCA loan transaction.

Addendum D - Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Craig Rupert, Market Analyst, has conducted more than 1,000 market feasibility studies throughout the United States since 2010, within both urban and rural markets as well as on various tribal reservations. Mr. Rupert has prepared market studies for numerous types of housing including market-rate, Tax Credit, and various government-subsidized rental product, for-sale product, senior living (assisted living, nursing care, etc.), as well as market studies for retail/commercial space. Market studies prepared by Mr. Rupert have been used for submittal as part of state finance agency Tax Credit and HUD 221 (d)(4) applications, as well as various other financing applications submitted to local, regional, and national-level lenders/financial institutions. Mr. Rupert has a bachelor's degree in Hospitality Management from Youngstown State University.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country since 2014. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Christopher T. Bunch, Market Analyst has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Sidney McCrary, Market Analyst, is experienced in the on-site analysis of residential and commercial properties. He has the ability to analyze a site's location in relation to community services, competitive properties and the ease of access and visibility. Mr. McCrary has a Bachelor of Science in Business Administration from Ohio Dominican University.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Ron Pompey, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Pompey has a Bachelor of Science in Electrical Engineering from the University of Florida.

Nathan Stelts, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Stelts has a Bachelor of Science in Business Administration from Bowling Green State University.

Jonathan Kabat, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Kabat graduated from The Ohio State University with a Bachelor of Art in History and a minor in Geography.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

Addendum E – Market Analyst Certification Checklist

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

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



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Date: April 12, 2021



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Date: April 12, 2021

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

Market Study Index

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

Addendum F – Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Dahlonega, Georgia by Peaks of Dahlonega, LP.

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

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
- A drive-time analysis for the site
- Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field / phone survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property. The information in this survey was collected through a variety of methods, including phone surveys, in-person visits, email and fax. The contact person for each property is listed in *Addendum A: Field Survey of Conventional Rentals*.

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

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

3. REPORT LIMITATIONS

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

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

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4. SOURCES

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

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