

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
KELLEYTOWN
SENIOR**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: KELLEYTOWN SENIOR

109 Old Kelleytown Road
McDonough, Henry County, Georgia 30252

Effective Date: May 10, 2022
Report Date: May 23, 2022

Prepared for:
Joe Collums
Vice President
Georgia Communities, Inc.
745 Ponce de Leon Terrace NE
Atlanta, GA 30306

Prepared by:
Novogradac
4416 East-West Highway, Suite 200
Bethesda, MD 20814
240-235-1701





May 23, 2022

Joe Collums
Vice President
Georgia Communities, Inc.
745 Ponce de Leon Terrace NE
Atlanta, GA 30306

Re: Application Market Study for Kelleytown Senior, located in McDonough, Henry County, Georgia

Dear Joe Collums:

At your request, Novogradac & Company LLP doing business under the brand name Novogradac Consulting (Novogradac) performed a study of the multifamily rental market in the McDonough, Henry County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 72-unit senior (55+) LIHTC project. It will be a newly constructed affordable LIHTC project, with 72 one and two-bedroom revenue generating units. Of these, 64 units will be restricted to senior households earning 50 and 60 percent of the Area Median Income (AMI), or less. Eight units will be unrestricted, market rate units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

Novogradac adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA).

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report is completed in accordance with DCA market study

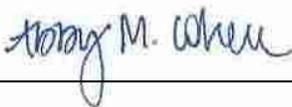
JOE COLLUM
GEORGIA COMMUNITIES, INC.
MAY 23, 2022

guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

The Stated Purpose of this assignment is for tax credit application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac



Abby M. Cohen
Partner
Abby.Cohen@novoco.com



Lauren Smith
Manager
Lauren.Smith@novoco.com



Jessica Thompson
Analyst
Jessica.Thompson@novoco.com



Jasmin Fitch
Junior Analyst
Jasmin.Fitch@novoco.com

A. TABLE OF CONTENTS

TABLE OF CONTENTS

A.	Table of Contents	1
B.	Executive Summary	3
	Executive Summary.....	4
C.	Project Description	10
	Project Description.....	11
D.	Site Evaluation	14
E.	Market Area	25
	Primary Market Area	26
F.	Community Demographic Data	28
	Community Demographic Data	29
G.	Employment Trends	35
H.	Project-Specific Affordability and Demand Analysis	44
	Capture Rate Analysis Chart.....	65
I.	Competitive Rental Environment	67
J.	Absorption and Stabilization Rates	86
	Absorption and Stabilization Rates.....	87
K.	Interviews	88
L.	Conclusions and Recommendations	91
	Conclusions	92
M.	Signed Statement Requirements	96
	ADDENDUM A	98
	ADDENDUM B	101
	ADDENDUM C	106
	ADDENDUM D	114
	ADDENDUM E	116

B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Kelleytown Senior will be a newly constructed senior property located at 109 Kelleytown Road in McDonough, Henry County, Georgia, which will consist of one, three-story, elevator-serviced, lowrise building.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross Rent	2022 HUD Fair Market Rents	
@50%								
1BR / 1BA	725	7	\$610	\$108	\$718	\$808	\$1,330	
2BR / 1BA	950	8	\$705	\$132	\$837	\$970	\$1,510	
@60%								
1BR / 1BA	725	20	\$685	\$108	\$793	\$970	\$1,330	
2BR / 1BA	950	29	\$795	\$132	\$927	\$1,164	\$1,510	
Market								
1BR / 1BA	725	3	\$828	N/A	N/A	N/A	\$1,330	
2BR / 1BA	950	5	\$925	N/A	N/A	N/A	\$1,510	
		72						

Notes (1) Source of Utility Allowance provided by the Developer.

The Subject’s proposed rents at the 50 and 60 percent of AMI levels are below the maximum allowable rents. The Subject will also offer eight unrestricted units. The Subject will offer generally slightly inferior in-unit amenities in comparison to the LIHTC properties and slightly inferior to similar community amenities. The Subject will offer in-unit washers and dryers, vinyl plank flooring, and a business center, which several of the LIHTC properties lack, but will not offer a swimming pool, walk-in closets, or disposals, which are offered by the market rate properties. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located on the west side of Kelleytown Road. The Subject site is currently wooded and vacant land. Adjacent north of the Subject site is a single-family home in average condition and an under construction Publix grocery store and shopping center. Directly east and south of the Subject site is vacant land. Farther south there are commercial uses including restaurants. Adjacent west of the Subject site is the Yule Forest tree farm. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car-Dependent” by WalkScore with a rating of 11 out of 100. However, upon completion of the nearby shopping center, this score will improve. The Subject site is considered a desirable building site for rental housing. Total crime indices in the PMA are modestly elevated relative to the national average and similar to the surrounding MSA. Both geographic areas feature crime indices above the overall nation. The Subject site is located near residential neighborhoods. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within 7.5 miles of the Subject site. Accessibility and visibility of the Subject are good. The Subject site is considered a desirable building site for rental housing.

3. Market Area Definition

The PMA is defined by State Route 155, State Route 212, and Flat Shoals Road to the north; Anvilblock Road, State Route 54, S Main Street, and US Route 41 to the west; State Route 20, Hampton Locust Grove Road, Bill Gardner Parkway, and Peeksville Road to the south; and State Route 162 to the east. This area includes the cities of Stockbridge and McDonough as well as portions of Jonesboro and Morrow. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 12 miles
East: 14.3 miles
South: 15.2 miles
West: 12.4 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the Stockbridge/McDonough areas or from south Atlanta. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2022 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 15.2 miles.

4. Community Demographic Data

Total population in the PMA increased by 15.6 percent between 2010 and 2021, compared to the 15.1 percent increase in the regional MSA and 8.2 percent increase across the overall nation. The total population in the PMA is 423,482 and expected to grow to 442,606 by market entry. The current senior population is 109,778 and expected to grow to 118,378 by market entry. The percentage of senior renter households in the PMA increased between 2010 and 2021, and is estimated to be 13.8 percent as of 2021. This is less than the estimated 15 percent of senior renter households across the overall nation. Senior renter households are concentrated in the lowest income cohorts, with 29.3 percent of renters in the PMA earning less than \$30,000 annually. The Subject will target households earning between \$21,540 and \$41,400 for its LIHTC units and up to \$69,000 for its market rate units; therefore, the Subject should be well-positioned to service this market. Overall, the projected growth in the senior population and households along with the high concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to Zillow, the median home value in McDonough, Georgia is \$342,487. McDonough home values increased 33.8 percent over the past year as of March 2022. According to ATTOM's February 2022 US Foreclosure Market Report, national foreclosure filings were up 11 percent from January 2022 and 129 percent from February 2021. According to Rick Sharga, Executive Vice President of RealyTrac, an ATTOM company, "February foreclosure activity looks a lot like what we can expect to see for at least the next six months – double digit month-over-month growth, and triple digit year-over-year increases. This isn't an indication of economic turmoil, or of weakness in the housing market; it's simply the gradual return to normal levels of foreclosure activity after two years of artificially low numbers due to government and industry efforts to protect financially impacted homeowners from defaulting." Nationwide, one in every 5,320 housing units had a foreclosure filing as of February 2022. According to Sofi, one in every 5,621 households had a foreclosure filing in Georgia as of February 2022.

5. Economic Data

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during

economic downturns, particularly during the COVID-19 pandemic. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The MSA economy suffered during the recession, with employment contracting 6.3 percent, compared to a 4.9 percent decline across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2014, the same year as the overall nation. Employment declined in both the MSA and the nation in 2020 as a result of the COVID-19 pandemic. As of February 2022, total employment in the MSA increased 5.6 percent over the past year, compared to 5.0 percent across the overall nation. Overall, the local economy appears to be outperforming the nation in the COVID-19 pandemic recovery. The decreasing unemployment rate and expansionary nature of the local economy bodes well for the Subject.

6. Affordability and Demand Analysis

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$21,540	\$34,500	7	221	12	209	3.4%	\$610
1BR @60%	\$23,790	\$41,400	20	289	90	199	10.0%	\$685
1BR Market	\$28,080	\$69,000	3	648	0	648	0.5%	\$828
1BR Overall	\$21,540	\$69,000	30	764	102	662	4.5%	-
1BR LIHTC	\$21,540	\$41,400	27	329	102	227	11.9%	-
2BR @50%	\$25,110	\$34,500	8	194	25	169	4.7%	\$705
2BR @60%	\$27,810	\$41,400	29	254	113	141	20.5%	\$795
2BR Market	\$31,710	\$69,000	5	570	0	570	0.9%	\$925
2BR Overall	\$25,110	\$69,000	42	672	138	534	7.9%	-
2BR LIHTC	\$25,110	\$41,400	37	290	138	152	24.4%	-
@50% Overall	\$21,540	\$34,500	15	415	37	378	4.0%	-
@60% Overall	\$23,790	\$41,400	49	544	203	341	14.4%	-
Market Overall	\$28,080	\$69,000	8	1,218	0	1,218	0.7%	-
Overall	\$21,540	\$69,000	72	1,436	240	1,196	6.0%	-
Overall LIHTC	\$21,540	\$41,400	64	619	240	379	16.9%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 1,668 units.

The availability of LIHTC data is considered good; there are 13 LIHTC properties in the PMA. However, a number of these properties were excluded as they target family tenants and are in inferior condition to the proposed Subject. We included five LIHTC properties, all of which are located in the PMA within 13.9 miles of the Subject site. Two of these properties target a senior tenancy, similar to the Subject. The remaining three comparable LIHTC properties target a family tenancy; however, management reported some senior presence at these properties.

The availability of market rate data is considered average. There are few market rate properties in the Subject’s immediate community and a limited amount of new construction market rate properties. We included four market rate properties, all of which are located within 9.0 miles of the Subject site. These properties include older developments as well as a new construction property. Other market rate properties are excluded based on proximity, condition, and unit types.

Based on the quality of the surveyed comparable properties and the anticipated quality of the Subject, we conclude that the Subject’s proposed LIHTC rental rates are below the achievable market rates for the Subject’s area. The table below illustrates the comparison of the market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@50%	\$610	\$1,215	\$1,843	\$1,580	\$1,350	121%
1BR / 1BA	@60%	\$685	\$1,215	\$1,843	\$1,580	\$1,350	97%
1BR / 1BA	Market	\$828	\$1,215	\$1,843	\$1,580	\$1,350	63%
2BR / 1BA	@50%	\$705	\$1,515	\$2,125	\$1,789	\$1,550	120%
2BR / 1BA	@60%	\$795	\$1,515	\$2,125	\$1,789	\$1,550	95%
2BR / 1BA	Market	\$925	\$1,515	\$2,125	\$1,789	\$1,550	68%

Springs At McDonough is a 268-unit, garden-style development located 9.0 miles south of the Subject site, in a neighborhood considered slightly inferior relative to the Subject's location. The property was built in 2017, and currently exhibits similar condition relative to the Subject, which will be built in 2024. The manager at Springs At McDonough reported a vacancy rate of 4.9 percent, indicating the current rents are well accepted in the market. Springs At McDonough offers walk-in closets, disposals, a community room, and a swimming pool, all of which the proposed Subject will lack. However, the Subject will offer vinyl plank flooring and a business center, which are not provided by Springs At McDonough. On balance, we believe the in-unit and property amenity packages offered by Springs At McDonough to be slightly superior and similar relative to the Subject, respectively. This property offers slightly superior unit sizes to the Subject’s proposed unit sizes. In overall terms, we believe the Subject will be a slightly inferior product relative to the Springs At McDonough. Thus, we have concluded to achievable market rents below the rents at this property.

In contrast, Preston Creek Apartments reported among the lowest rents of the comparable market rate properties. Preston Creek is a 334, garden-style development that was built in 2002. The Subject will be superior to this development in terms of condition and location. The amenity package offered by this property is slightly superior to the Subject, as it offers walk-in closets, disposals, and a swimming pool, all of which the Subject will lack. However, the Subject will offer an in-unit washer and dryer and elevators, which this property does not offer. Overall, we believe the Subject will be a superior product to this property. Thus, we have concluded to achievable market rents above the rents at Preston Creek Apartments. Our concluded achievable market rents are **\$1,350** and **\$1,550** for the Subject’s proposed one and two-bedroom units, respectively. These are above the Subject’s proposed LITHC rents. The Subject’s proposed rents will offer a significant rent advantage ranging from 95 to 121 percent below achievable market rents.

8. Absorption/Stabilization Estimate

Information regarding the absorption periods of properties throughout the McDonough area, including one of the comparable properties, are illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights II	LIHTC	Family	2020	120	40
Madison Heights I	LIHTC	Family	2018	121	30
Springs At McDonough	Market	Family	2017	268	17
	Average			170	29

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 40 units per month, with an overall average of 29 units per month. The LIHTC comparables reported absorption rates ranging from 30 to 40 units per month. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject’s units could reasonably expect to lease up to a rate of 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within two to three months.

9. Interviews

Interviews with local property managers are included in the profiles in the Existing Competitive Rental Analysis portion of this report.

10. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 0.3 percent, which is considered exceptionally low. Further, all but one of the LIHTC comparables maintain waiting lists, some with extensive lengths. These factors indicate demand for affordable housing. The Subject will offer generally slightly inferior to similar amenity packages in comparison to the LIHTC and market rate comparables. The Subject will not offer swimming pools, disposals, or walk-in closets, which several comparables offer. However, the Subject will offer washer and dryers, vinyl plank flooring, and a business center, which many of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject’s proposed unit sizes are among the smallest of the surveyed comparables. Overall, the Subject’s units will exhibit a size disadvantage relative to the average unit sizes in the market. However, Heritage at McDonough, a senior LIHTC comparable, offers similarly small units and reported 100 percent occupancy and an extensive waiting list, indicating that smaller units are accepted in the market. Therefore, we believe the Subject’s unit sizes will also be accepted in the market. Additionally, the Subject’s proposed unrestricted units will have rents below our concluded achievable market rents. These units will have no direct competition as there are no age-restricted, market rate units in the PMA at this time. In general, the Subject will be similar to superior to the comparable properties. Given the Subject’s anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed.

KELLEYTOWN SENIOR – MCDONOUGH, GEORGIA – MARKET STUDY

Summary Table:

Development Name:	Kelleytown Senior	Total # Units:	<u>72</u>
Location:	<u>109 Kelleytown Rd McDonough, GA 30252</u>	# LIHTC Units:	<u>64</u>
<p>The PMA is defined by State Route 155, State Route 212, and Flat Shoals Road to the north; Anvilblock Road, State Route 54, S Main Street, and US Route 41 to the west; State Route 20, Hampton Locust Grove Road, Bill Gardner Parkway, and Peeksville Road to the south; and State Route 162 to the east.</p>			
PMA Boundary:	Farthest Boundary Distance to Subject:		<u>15.2 miles</u>

Rental Housing Stock (found on page 75)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	69	15,814	3,546	77.6%
Market-Rate Housing	53	10,798	428	96.0%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	2	82	0	100.0%
LIHTC	13	1,823	7	99.6%
Stabilized Comps	57	12,703	435	96.6%
Properties in Construction & Lease Up	12	3,111	3,111	0.0%

*Only includes properties in 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
7	1BR at 50% AMI	1	725	\$610	\$1,350	\$1.86	121%	\$1,843	\$2.63
8	2BR at 50% AMI	1	950	\$705	\$1,550	\$1.70	120%	\$2,125	\$2.24
20	1BR at 60% AMI	1	725	\$685	\$1,350	\$1.86	97%	\$1,843	\$1.68
29	2BR at 60% AMI	1	950	\$795	\$1,550	\$1.70	95%	\$2,125	\$2.63
3	1BR at Market	1	725	\$828	\$1,350	\$1.86	63%	\$1,843	\$2.24
5	2BR at Market	1	950	\$925	\$1,550	\$1.70	68%	\$2,125	\$1.68

Capture Rates (found on page 66)

Targeted Population	@50%	@60%	Market	Market-rate	Other: Overall LIHTC	Overall
Capture Rate:	4.0%	14.4%	0.7%	-	16.9%	6.0%

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|---|
| 1. Project Address and Development Location: | The Subject site is located at 109 Old Kelleytown Road in McDonough, Henry County, Georgia 30252. The Subject site is currently vacant. |
| 2. Construction Type: | The Subject will consist of one, three-story, elevator-serviced, lowrise building. The Subject will be new construction. |
| 3. Occupancy Type: | Housing for Older Persons ages 55 and older. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | See following property profile. |
| 9. Proposed Development Amenities: | See following property profile. |

KELLEYTOWN SENIOR – MCDONOUGH, GEORGIA – MARKET STUDY

Kelleytown Senior												
Location	109 Kelleytown Rd Mcdonough, GA 30252 Henry County											
Units	72											
Type	Lowrise (age-restricted) (3 stories)											
Year Built / Renovated	2024 / n/a											
Market												
Program	@50%, @60%, Market						Leasing Pace	n/a				
Annual Turnover Rate	N/A						Change in Rent (Past Year) Concession	n/a				
Units/Month Absorbed	n/a											
Section 8 Tenants	N/A											
Utilities												
A/C	not included -- central						Other Electric	not included				
Cooking	not included -- electric						Water	not included				
Water Heat	not included -- electric						Sewer	not included				
Heat	not included -- electric						Trash Collection	included				
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Lowrise (3 stories)	7	725	\$610	\$0	@50%	n/a	N/A	N/A	no	
1	1	Lowrise (3 stories)	20	725	\$685	\$0	@60%	n/a	N/A	N/A	no	
1	1	Lowrise (3 stories)	3	725	\$828	\$0	Market	n/a	N/A	N/A	N/A	
2	1	Lowrise (3 stories)	8	950	\$705	\$0	@50%	n/a	N/A	N/A	no	
2	1	Lowrise (3 stories)	29	950	\$795	\$0	@60%	n/a	N/A	N/A	no	
2	1	Lowrise (3 stories)	5	950	\$925	\$0	Market	n/a	N/A	N/A	N/A	
Amenities												
In-Unit	Balcony/Patio Blinds Vinyl Plank Flooring Central A/C Dishwasher Oven Refrigerator Washer/Dryer Washer/Dryer hookup Microwaves					Security	Intercom (Buzzer) Limited Access					
Property	Business Center/Computer Lab Courtyard Elevators Exercise Facility Off-Street Parking On-Site Management Picnic Area					Premium	none					
Services	none					Other	none					
Comments												
The utility allowances for the Subject's one and two-bedroom units are \$108 and \$132, respectively.												

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in June 2023 and be completed in December 2024. We have utilized 2024 as the market entry year for demographic purposes according to the DCA Market Study Manual.
- Conclusion:** The Subject will be an excellent-quality, three-story, elevator-serviced, lowrise development, superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

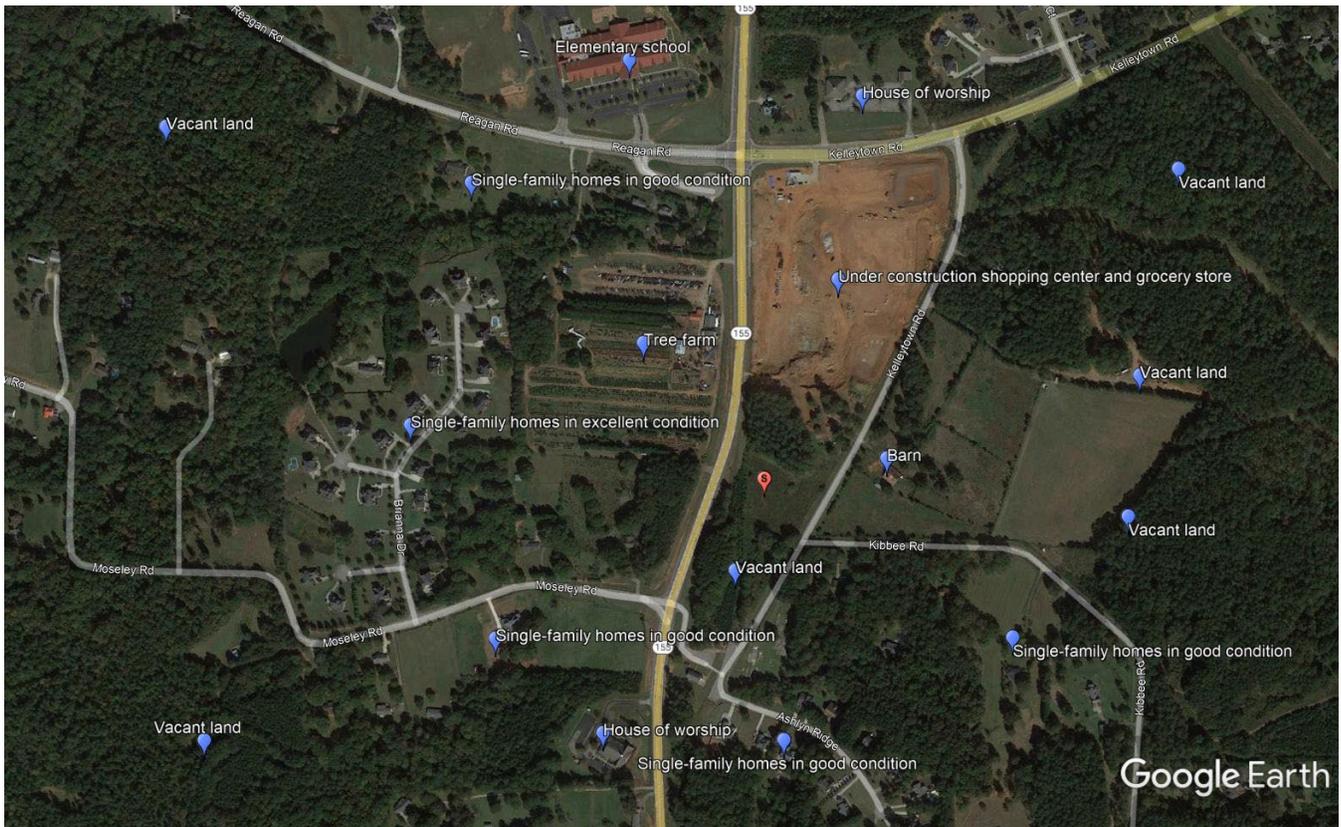
1. **Date of Site Visit and Name of Inspector:** Jasmin Fitch visited the site on May 10, 2022.

2. **Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along the west side of Kelleytown Road.

Visibility/Views: The Subject will be located between Kelleytown Road and Route 155. Visibility and views from the site will be good and initially will include vacant land, a barn, and a tree farm.

Surrounding Uses: The following map illustrates the surrounding land uses.



Source: Google Earth, May 2022.

The Subject site is located on the west side of Kelleytown Road. The Subject site is currently wooded and vacant land. Adjacent north of the Subject site is a single-family home in average condition and an under construction Publix grocery store and shopping center. Directly east and south of the Subject site is vacant land. Adjacent west of the Subject site is the Yule Forest tree farm. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car-Dependent” by WalkScore with a rating of 11 out of 100. However, upon completion of the nearby shopping center, this score will

improve. The Subject site is considered a desirable building site for rental housing. The Subject site is located near residential neighborhoods. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within 7.5 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject's future proximity to retail and other locational amenities as well as its surrounding uses, which are in good condition, are considered positive attributes. The Subject site is located 6.7 miles from downtown McDonough and roughly 20.3 miles from Downtown Atlanta. Additionally, the Subject site is roughly 7.6 miles from Interstates 75 and 675 which provide convenient access to other employment centers.

3. Physical Proximity to Locational Amenities:

The Subject is located within 7.5 miles of all locational amenities. Additionally, the Subject site is 7.6 miles from downtown McDonough.

4. Pictures of Site and Adjacent Uses:

The following are pictures of the Subject site and adjacent uses.



Subject site



Subject site



Subject site



Subject site



View north from Kelleytown Road



View south from Kelleytown Road



Kelleytown Shopping Center construction site north of the Subject site



Pleasant Grove Elementary School north of the Subject site



House of worship north of the Subject site



Vacant land east of the Subject site



House of worship south of the Subject site



House of worship south of the Subject site



Vacant land south of the Subject site



Tree farm west of the Subject site



Single-family home west of the Subject site



Single-family home north of the Subject site



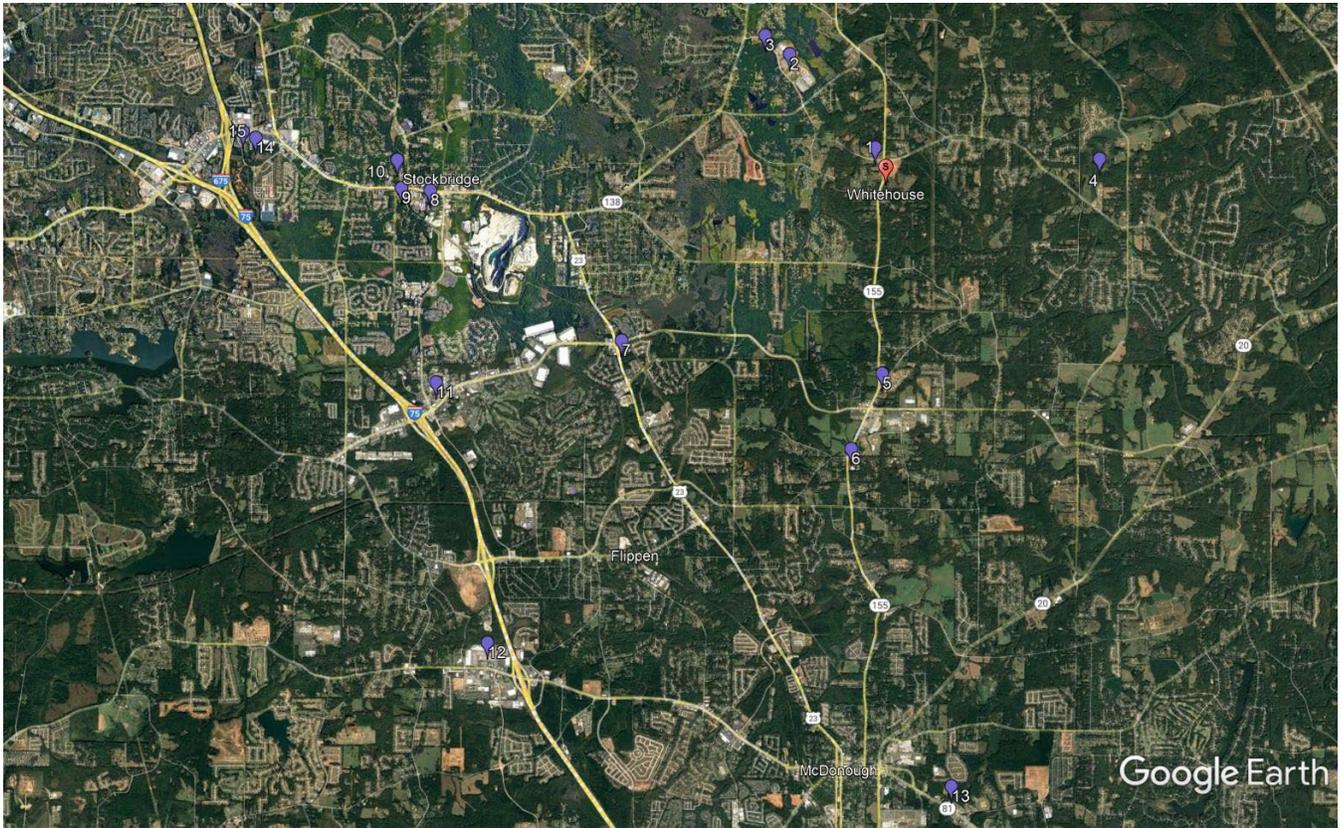
Single-family home south of the Subject site



Single-family home east of the Subject site

5. Proximity to Locational Amenities:

The following table details the Subject's distance from key locational amenities.



Source: Google Earth, May 2022.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Pleasant Grove Elementary School	0.3 miles
2	Woodland Middle School	1.7 miles
3	Woodland High School	2.1 miles
4	Bud Kelley Park	2.4 miles
5	Ameris Bank	2.4 miles
6	Henry County Fire Station #7	3.3 miles
7	CVS Pharmacy	3.7 miles
8	Henry County Police Department	5.3 miles
9	Food Depot	5.6 miles
10	Cochran Public Library	5.7 miles
11	Piedmont Henry Hospital	5.8 miles
12	Target	7.2 miles
13	Henry County Heritage Senior Services Center	7.2 miles
14	United States Postal Service	7.3 miles
15	Bus Stop	7.5 miles

6. Description of Land Uses

The Subject site is located on the west side of Kelleytown Road. The Subject site is currently wooded and vacant land. Adjacent north of the Subject site is a single-family home in average condition and an under construction Publix grocery store and shopping center, known as Kelleytown Village. This development will include a 5,000 square

foot pedestrian plaza with landscaping and sitting areas. Directly east and south of the Subject site is vacant land. Farther south there are commercial uses including Dollar General, Walgreens, and restaurants. Adjacent west of the Subject site is the Yule Forest tree farm, followed by single-family homes in good condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car-Dependent” by WalkScore with a rating of 11 out of 100. However, upon completion of the nearby shopping center, this score will improve. The Subject site is considered a desirable building site for rental housing. The Subject site is located near residential neighborhoods. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within 7.5 miles of the Subject site.

7. Crime:

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

2021 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area
Total Crime*	130	134
Personal Crime*	94	124
Murder	101	149
Rape	87	86
Robbery	106	154
Assault	88	113
Property Crime*	135	136
Burglary	147	144
Larceny	129	129
Motor Vehicle Theft	148	169

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

*Unweighted aggregations

The total crime indices in the PMA are generally below that of the MSA but are modestly elevated compared to that of the nation. The Subject will offer limited access and intercoms. All of the comparable properties offer some form of security features. Overall, we believe the Subject’s security features are market-oriented.

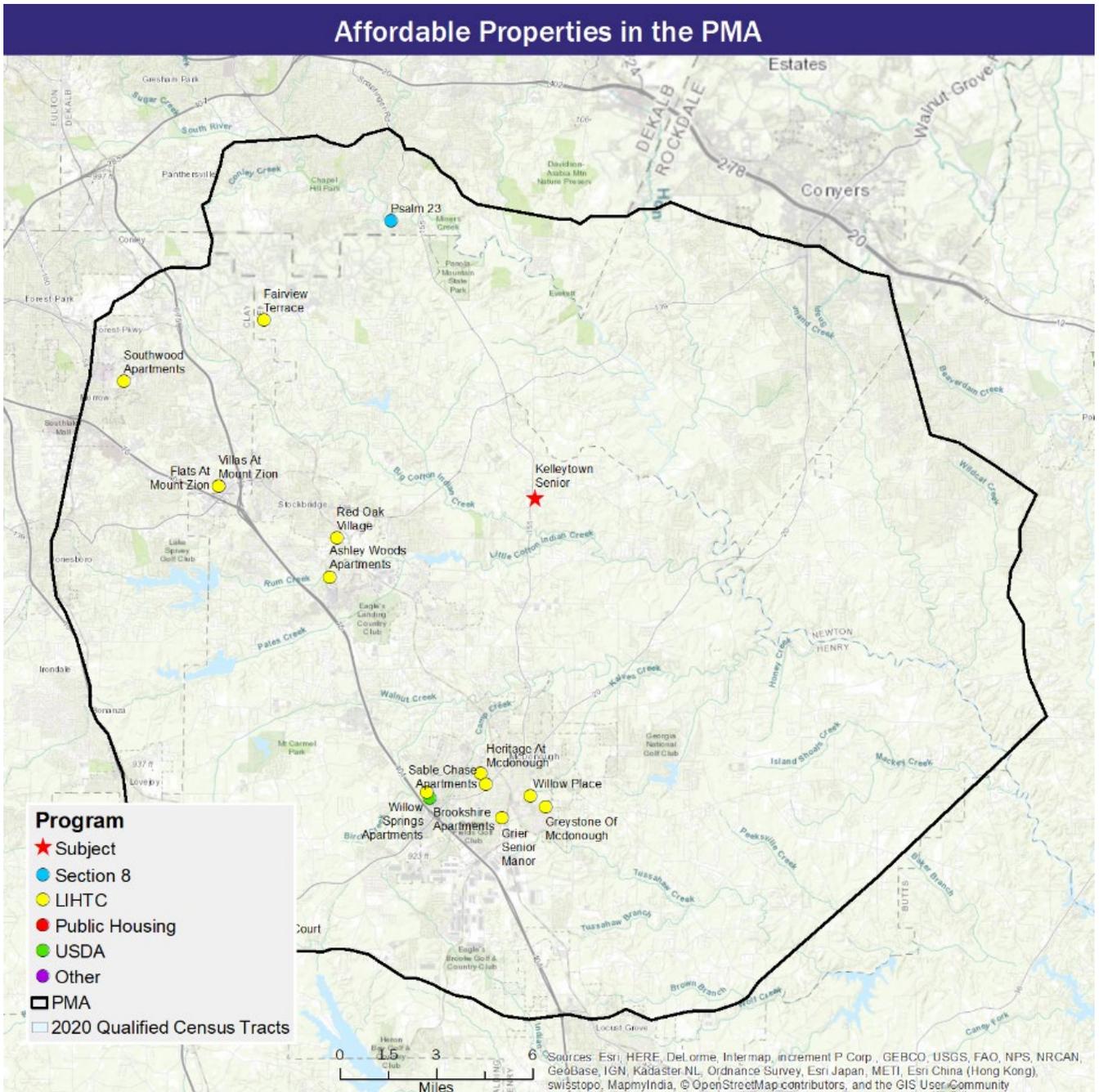
8. Existing Assisted Rental Housing Property Map:

The following map and list identifies all assisted rental housing properties in the PMA.

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Kelleytown Senior	LIHTC/ Market	Mcdonough	Senior	72	-	Star
Ashley Woods Apartments	LIHTC/HOME	Stockbridge	Family	128	5.7 miles	
Fairview Terrace*	LIHTC	Ellenwood	Family	154	8.4 miles	
Flats At Mount Zion*	LIHTC	Stockbridge	Family	210	8.2 miles	
Greystone Of Mcdonough	LIHTC	Mcdonough	Family	56	8.1 miles	
Grier Senior Manor	LIHTC/ Market	Mcdonough	Senior	64	8.4 miles	
Hampton Court	LIHTC	Hampton	Senior	60	13.9 miles	
Heritage At Mcdonough	LIHTC	Mcdonough	Senior	105	7.3 miles	
Red Oak Village	LIHTC	Stockbridge	Senior	60	5.3 miles	
Sable Chase Apartments	LIHTC	Mcdonough	Family	225	7.6 miles	
Southwood Apartments	LIHTC/ Section 8	Morrow	Family	196	11.1 miles	
The Promenade (aka McDonough Family)*	LIHTC	Mcdonough	Famiyl	287	8.4 miles	
Villas At Mount Zion*	LIHTC	Stockbridge	Senior	96	8.2 miles	
Willow Place*	LIHTC	Mcdonough	Senior	182	7.8 miles	
Psalm 23	Section 8	Ellenwood	Senior	36	8.1 miles	
Brookshire Apartments	Rural Development	Mcdonough	Family	46	8.3 miles	

*Property is proposed or under construction



9. Road, Infrastructure or Proposed Improvements:

We did not witness any road, infrastructure or proposed improvements during our field work.

10. Access, Ingress-Egress and Visibility of Site:

The Subject site can be accessed from Kelleytown Road and which is a two-lane road. Immediately south of the Subject site, Kelleytown Road intersects with Mosely Road. Roughly 3.4 miles west of the Subject site, Mosely Road intersects Hemphill Road which immediately intersects with Route 138, a four-lane highway that traverses generally east/west. Roughly 5.7 miles west of this

intersection, Route 138 intersects with Interstate 75. This highway is an eight-lane highway that traverses north into downtown Atlanta and south out of state. Overall, access and visibility are considered good.

11. Conclusion:

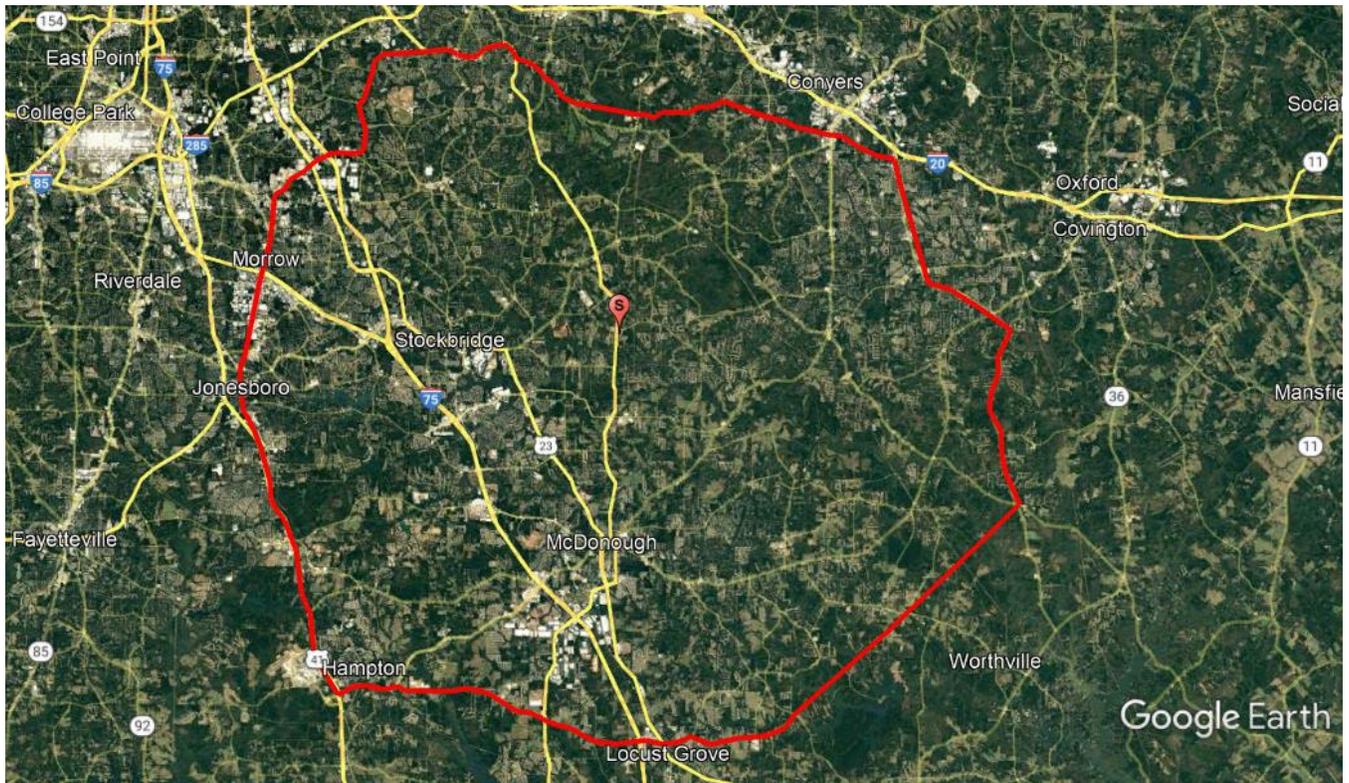
The Subject site is located on the west side of Kelleytown Road. The Subject site is currently wooded and vacant land. Adjacent north of the Subject site is a single-family home in average condition and an under construction Publix grocery store and shopping center. Directly east and south of the Subject site is vacant land. Farther south there are commercial uses including restaurants. Adjacent west of the Subject site is the Yule Forest tree farm. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *WalkScore* with a rating of 11 out of 100. However, upon completion of the nearby shopping center, this score will improve. The Subject site is considered a desirable building site for rental housing. Total crime indices in the PMA are modestly elevated relative to the national average and similar to the surrounding MSA. Both geographic areas feature crime indices above the overall nation. The Subject site is located near residential neighborhoods. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within 7.5 miles of the Subject site. Accessibility and visibility of the Subject are good. The Subject site is considered a desirable building site for rental housing.

E. MARKET AREA

PRIMARY MARKET AREA

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

Primary Market Area Map



Source: Google Earth, April 2022.

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Atlanta-Sandy Springs-Roswell, GA MSA are areas of growth or contraction.

The PMA is defined by State Route 155, State Route 212, and Flat Shoals Road to the north; Anvilblock Road, State Route 54, S Main Street, and US Route 41 to the west; State Route 20, Hampton Locust Grove Road, Bill Gardner Parkway, and Peeksville Road to the south; and State Route 162 to the east. This area includes the cities of Stockbridge and McDonough as well as portions of Jonesboro and Morrow. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

- North: 12 miles
- East: 14.3 miles
- South: 15.2 miles
- West: 12.4 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the Stockbridge/McDonough areas or from south Atlanta. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2022 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 15.2 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 9,797 square miles.

F. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Atlanta-Sandy Springs-Roswell, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and Atlanta-Sandy Springs-Roswell, GA, MSA. Construction on the Subject is anticipated to be completed in December 2024, which will be used as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate Total Population, Population by Age Group and Number of Elderly and Non-Elderly within the population in the MSA, the PMA and nationally from 2000 through 2026.

Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2026.

Year	POPULATION					
	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	241,229	-	4,227,245	-	280,304,282	-
2010	366,184	5.2%	5,286,728	2.5%	308,745,538	1.0%
2021	423,482	1.4%	6,087,003	1.3%	333,934,112	0.7%
Projected Mkt Entry December 2024	442,606	1.3%	6,381,051	1.4%	342,102,257	0.7%
2026	451,469	1.3%	6,517,317	1.4%	345,887,495	0.7%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

Year	SENIOR POPULATION, 55+					
	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	35,596	-	640,977	-	59,006,921	-
2010	69,525	9.5%	1,028,311	6.0%	76,750,713	3.0%
2021	109,778	5.1%	1,540,392	4.4%	100,911,332	2.8%
Projected Mkt Entry December 2024	118,378	2.3%	1,670,409	2.5%	105,592,781	1.4%
2026	122,364	2.3%	1,730,661	2.5%	107,762,233	1.4%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

Between 2010 and 2021, there was approximately 5.1 and 4.4 percent annual growth in the PMA and MSA, respectively, which is greater than the 2.8 percent annual growth experienced by the nation during the same time period. Over the next five years, the senior population growth in the PMA and MSA is projected to increase 2.3 and 2.5 percent annually, which is greater than the national projections. Overall, we believe that senior population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

Total Population by Age Group

The following table illustrates the total population within the PMA and MSA and nation from 2000 to 2026.

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2021	Projected Mkt Entry December 2024	2026
0-4	18,830	24,865	25,392	26,828	27,493
5-9	20,019	28,357	27,348	28,128	28,490
10-14	20,029	31,251	28,106	29,543	30,209
15-19	17,374	30,029	27,575	27,518	27,491
20-24	14,502	21,195	26,913	25,442	24,760
25-29	18,043	21,025	34,955	33,219	32,415
30-34	20,949	24,139	30,722	37,721	40,965
35-39	22,961	29,470	26,612	32,257	34,873
40-44	20,502	30,347	27,179	27,497	27,645
45-49	17,563	30,127	29,434	27,655	26,831
50-54	14,842	25,854	29,470	28,418	27,931
55-59	10,821	21,370	29,196	28,515	28,199
60-64	7,458	17,431	25,234	26,630	27,277
65-69	5,871	11,653	20,666	22,400	23,204
70-74	4,502	7,740	15,902	17,511	18,257
75-79	3,343	5,349	9,543	12,122	13,317
80-84	1,967	3,516	5,268	6,604	7,223
85+	1,634	2,466	3,969	4,596	4,887
Total	241,210	366,184	423,484	442,606	451,467

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

POPULATION BY AGE GROUP

Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area

Age Cohort	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area				
	2000	2010	2021	Projected Mkt Entry December 2024	2026
0-4	316,183	380,735	382,724	403,565	413,223
5-9	323,485	394,306	400,514	411,898	417,173
10-14	311,546	390,992	411,079	422,767	428,183
15-19	287,854	378,372	398,744	408,904	413,613
20-24	288,321	341,650	393,583	401,060	404,525
25-29	361,629	377,057	464,026	460,542	458,928
30-34	378,739	386,120	446,293	493,152	514,867
35-39	393,040	417,987	429,527	469,861	488,553
40-44	356,844	415,233	412,746	430,779	439,136
45-49	304,270	411,635	409,679	410,748	411,243
50-54	264,337	364,330	397,696	397,365	397,212
55-59	184,457	301,331	390,486	387,895	386,695
60-64	129,762	252,453	348,566	364,350	371,664
65-69	100,775	170,690	285,938	314,065	327,099
70-74	82,379	114,130	226,743	247,563	257,211
75-79	65,016	81,144	138,508	177,513	195,589
80-84	42,300	57,082	79,294	99,217	108,450
85+	36,288	51,481	70,857	79,806	83,953
Total	4,227,225	5,286,728	6,087,003	6,381,051	6,517,317

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

The largest age cohorts in the PMA are between 25 and 29 and 45 and 54, which indicates the presence of families.

Number of Elderly and Non-Elderly

The following table illustrates the elderly and non-elderly population within the PMA, MSA and nation from 2000 through 2026.

NUMBER OF ELDERLY AND NON-ELDERLY						
Year	Total	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		
		Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
2000	241,229	205,633	35,596	4,227,245	3,586,268	640,977
2010	366,184	296,659	69,525	5,286,728	4,258,417	1,028,311
2021	423,482	313,704	109,778	6,087,003	4,546,611	1,540,392
Projected Mkt Entry December 2024	442,606	324,228	118,378	6,381,051	4,710,642	1,670,409
2026	451,469	329,105	122,364	6,517,317	4,786,656	1,730,661

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

The elderly population in the PMA is expected to increase through market entry and 2026.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, Housing for Older Persons Households 55+ within the population in the MSA, the PMA and nationally from 2000 through 2026.

Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, SMA and nation from 2000 through 2026.

HOUSEHOLDS						
Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual	Number	Annual Change	Number	Annual
2000	83,398	-	1,547,062	-	105,081,032	-
2010	127,910	5.3%	1,943,902	2.6%	116,716,293	1.1%
2021	148,081	1.4%	2,241,666	1.4%	126,470,651	0.7%
Projected Mkt Entry December 2024	154,805	1.3%	2,350,595	1.4%	129,598,074	0.7%
2026	157,921	1.3%	2,401,074	1.4%	131,047,367	0.7%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

AVERAGE HOUSEHOLD SIZE						
Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual	Number	Annual Change	Number	Annual
2000	2.86	-	2.68	-	2.59	-
2010	2.83	-0.1%	2.67	0.0%	2.57	-0.1%
2021	2.84	0.0%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry December 2024	2.84	0.0%	2.68	0.0%	2.58	0.0%
2026	2.84	0.0%	2.68	0.0%	2.58	0.0%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

Household growth in the PMA and MSA and nation were similar between 2010 and 2021. Over the next five years, the household growth in the PMA and MSA is expected to outpace the national household growth. The average household size in the PMA is slightly larger than the national average at 2.84 persons in 2021. Over the next five years, the average household size is projected to remain relatively similar.

Households by Tenure

The table below depicts household growth by tenure from 2000 through 2026.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	65,380	78.4%	18,018	21.6%
2021	112,494	76.0%	35,587	24.0%
Projected Mkt Entry December 2024	118,114	76.3%	36,691	23.7%
2026	120,719	76.4%	37,202	23.6%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

PMA TENURE PATTERNS OF SENIORS 55+				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	18,138	88.2%	2,433	11.8%
2021	52,829	86.2%	8,468	13.8%
Projected Mkt Entry December 2024	59,108	86.2%	9,494	13.8%
2026	62,018	86.2%	9,970	13.8%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a smaller percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable through market entry and over the next five years. The percentage of senior renter-occupied housing units is expected to increase through market entry and 2026, which bodes well for the Subject.

Household Income

The following table depicts renter household income in the PMA in 2021, market entry, and 2026.

Income Cohort	RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+					
	2021		Projected Mkt Entry December 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	765	9.0%	808	8.5%	828	8.3%
\$10,000-19,999	1,245	14.7%	1,267	13.3%	1,277	12.8%
\$20,000-29,999	948	11.2%	983	10.4%	999	10.0%
\$30,000-39,999	804	9.5%	817	8.6%	823	8.3%
\$40,000-49,999	1,025	12.1%	1,103	11.6%	1,139	11.4%
\$50,000-59,999	667	7.9%	756	8.0%	797	8.0%
\$60,000-74,999	829	9.8%	907	9.6%	943	9.5%
\$75,000-99,999	751	8.9%	835	8.8%	874	8.8%
\$100,000-124,999	547	6.5%	697	7.3%	766	7.7%
\$125,000-149,999	323	3.8%	462	4.9%	527	5.3%
\$150,000-199,999	295	3.5%	434	4.6%	498	5.0%
\$200,000+	269	3.2%	426	4.5%	499	5.0%
Total	8,468	100.0%	9,494	100.0%	9,970	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, April 2022

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area, 55+

Income Cohort	2021		Projected Mkt Entry December 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	22,111	11.5%	22,833	10.5%	23,167	10.1%
\$10,000-19,999	31,113	16.2%	31,411	14.5%	31,549	13.8%
\$20,000-29,999	25,066	13.1%	25,983	12.0%	26,408	11.5%
\$30,000-39,999	18,030	9.4%	19,780	9.1%	20,591	9.0%
\$40,000-49,999	16,122	8.4%	17,506	8.1%	18,148	7.9%
\$50,000-59,999	13,217	6.9%	15,114	7.0%	15,993	7.0%
\$60,000-74,999	14,869	7.8%	16,909	7.8%	17,854	7.8%
\$75,000-99,999	15,385	8.0%	18,399	8.5%	19,796	8.6%
\$100,000-124,999	10,483	5.5%	13,322	6.1%	14,638	6.4%
\$125,000-149,999	8,241	4.3%	11,144	5.1%	12,490	5.5%
\$150,000-199,999	7,957	4.2%	11,237	5.2%	12,757	5.6%
\$200,000+	8,983	4.7%	13,523	6.2%	15,627	6.8%
Total	191,577	100.0%	217,162	100.0%	229,018	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, April 2022

The Subject will target tenants earning between \$21,540 and \$41,400 for its LIHTC units and up to \$69,000 for its market rate units. As the table above depicts, approximately 25.9 percent of renter households in the PMA are earning incomes between \$10,000 and \$29,999, which is lower than the 29.3 percent of renter households in the MSA in 2021. For the projected market entry date of December 2024, these percentages are projected to slightly decrease to 23.7 percent and 26.5 percent for the PMA and MSA, respectively.

Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2021, market entry and 2026. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 55+

Household Size	2021		Projected Mkt Entry December 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	4,286	50.6%	4,772	50.3%	4,997	50.1%
2 Persons	2,166	25.6%	2,413	25.4%	2,527	25.3%
3 Persons	788	9.3%	875	9.2%	915	9.2%
4 Persons	591	7.0%	694	7.3%	741	7.4%
5+ Persons	637	7.5%	742	7.8%	790	7.9%
Total Households	8,468	100%	9,494	100%	9,970	100%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, April 2022

The majority of renter households in the PMA are one to three-person households.

Conclusion

Total population in the PMA increased by 15.6 percent between 2010 and 2021, compared to the 15.1 percent increase in the regional MSA and 8.2 percent increase across the overall nation. The total population in the PMA is 423,482 and expected to grow to 442,606 by market entry. The current senior population is 109,778 and expected to grow to 118,378 by market entry. The percentage of senior renter households in the PMA increased between 2010 and 2021, and is estimated to be 13.8 percent as of 2021. This is less than the estimated 15 percent of senior renter households across the overall nation. Senior renter households are concentrated in the lowest income cohorts, with 29.3 percent of renters in the PMA earning less than \$30,000 annually. The Subject will target households earning between \$21,540 and \$41,400 for its LIHTC units and up to \$69,000 for its market rate units; therefore, the Subject should be well-positioned to service this market. Overall, the projected growth in the senior population and households along with the high

concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

The PMA and Henry County are economically reliant on transportation, distribution, and manufacturing. Employment is concentrated in industries relating to or supporting these main industries. Employment levels decreased sharply during the national recession but have surpassed pre-recession highs and is now in an expansionary phase.

1. Covered Employment

The following table illustrates the total jobs (also known as “covered employment”) in Henry County. Note that the data below is the most recent data available.

COVERED EMPLOYMENT		
Henry County, GA		
Year	Total Employment	% Change
2007	92,215	-
2008	92,461	0.27%
2009	87,496	-5.37%
2010	90,799	3.77%
2011	91,988	1.31%
2012	93,325	1.45%
2013	94,630	1.40%
2014	95,844	1.28%
2015	97,333	1.55%
2016	102,845	5.66%
2017	107,907	4.92%
2018	110,238	2.16%
2019	112,575	2.12%
2020	106,831	-5.10%
Apr-20	97,789	-
Apr-21	112,336	14.88%

Source: U.S. Bureau of Labor Statistics, retrieved May 2022.

As illustrated in the table above, Henry County experienced a weakening economy during the previous national recession. The county began feeling the effects of the downturn in 2009 with its first employment decrease of the decade. Employment growth quickly rebounded and Henry County exhibited employment growth from 2009 through 2019. Total employment in Henry County decreased in 2020, due to the COVID-19 pandemic. Since 2020, Henry County has experienced healthy employment growth and increased 14.88 percent between April 2020 and April 2021.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Henry County as of September 2021, which is the most recent data available.

TOTAL JOBS BY INDUSTRY

Henry County, GA - Q4 2019

	Number	Percent
Total, all industries	53,680	-
Goods-producing	5,472	-
Natural resources and mining	139	0.26%
Construction	2,142	3.99%
Manufacturing	3,191	5.94%
Service-providing	48,208	-
Trade, transportation, and utilities	19,500	36.33%
Information	710	1.32%
Financial activities	1,998	3.72%
Professional and business services	8,126	15.14%
Education and health services	7,998	14.90%
Leisure and hospitality	8,473	15.78%
Other services	1,254	2.34%
Unclassified	149	0.28%

Source: Bureau of Labor Statistics, 2019, retrieved May 2022.

Leisure and hospitality services is the largest industry in Henry County, followed by professional and business services and education and health services. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of health services. The following table illustrates employment by industry for the PMA as of 2021 (most recent year available).

2021 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Transportation/Warehousing	26,291	13.2%	8,044,029	5.1%
Healthcare/Social Assistance	25,460	12.8%	23,217,292	14.8%
Retail Trade	20,681	10.4%	16,864,485	10.7%
Educational Services	19,749	9.9%	14,629,096	9.3%
Public Administration	14,673	7.4%	8,215,705	5.2%
Manufacturing	13,940	7.0%	15,526,471	9.9%
Prof/Scientific/Tech Services	11,620	5.8%	13,005,287	8.3%
Accommodation/Food Services	10,653	5.3%	9,207,610	5.9%
Construction	10,502	5.3%	11,127,591	7.1%
Admin/Support/Waste Mgmt Svcs	9,550	4.8%	5,887,329	3.7%
Other Services	9,282	4.7%	7,014,785	4.5%
Finance/Insurance	8,627	4.3%	8,123,688	5.2%
Wholesale Trade	6,155	3.1%	3,934,179	2.5%
Information	4,212	2.1%	2,846,142	1.8%
Real Estate/Rental/Leasing	3,482	1.7%	3,044,245	1.9%
Utilities	2,638	1.3%	1,412,381	0.9%
Arts/Entertainment/Recreation	1,420	0.7%	2,388,480	1.5%
Agric/Forestry/Fishing/Hunting	254	0.1%	1,973,200	1.3%
Mining	83	0.0%	705,964	0.4%
Mgmt of Companies/Enterprises	62	0.0%	116,402	0.1%
Total Employment	199,334	100.0%	157,284,361	100.0%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the transportation/warehousing, public administration, and admin/support/waste management services industries. Conversely, the PMA is underrepresented in the manufacturing, prof/scientific/tech services, and healthcare/social assistance industries.

3. Major Employers

The table below shows the largest employers in Henry County, Georgia.

**MAJOR EMPLOYERS
HENRY COUNTY, GA**

Rank	Employer Name	Industry	# Of Employees
1	Henry County Schools	Education	4,950
2	Luxottica Retail Group	Retailer	2,000
3	Henry County Government	Government	1,818
4	Piedmont Henry Hospital	Hospital	1,800
5	PVH Corp	Clothing	1,000
6	Federal Aviation Administration	Government	1,000
7	Home Depot Direct Fulfillment Center	Hardware	780
8	Carter's Inc.	Clothing	635
9	Georgia Power Customer Care Center	Customer Service	550
10	Ken's Foods, Inc.	Food Production	500
11	Southern States, LLC	Manufacturing	409
12	Wayfair	Household Goods	400
13	TSYS	Customer Service	370
14	Georgia Crown Distributing Company	Food Distribution	350
15	Conduent	Management	325
16	Bennett International Group Inc.	Transportation	275
17	Inline Plastics Corporation	Manufacturing	260
18	Summit Racing Equipment	Auto Parts	250
19	Henry County Water Authority	Utilities	250
Totals			17,922

Source: Henry County Development Authority, retrieved May 2022

While healthcare, education, and public administration are historically stable industries, manufacturing is historically unstable, especially during times of recession. Several industries, including banking and manufacturing, were negatively affected by the nation-wide economic recession. As shown above, a large portion of the local economy is dependent on manufacturing and related industries, which indicates that the local economy is reliant on the success of these employers.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 1, 2020 in Henry County according to the Georgia Department of Labor.

**WARN LISTINGS
HENRY COUNTY, GA - 2020 - YTD 2022**

Company	Industry	Employees Affected	Layoff Date
CEVA Logistics US, Inc	Transportation	45	8/31/2021
Drive Time Car Sales Company, LLC	Car Dealership	128	3/30/2020
Miller's Ale House	Restaurants	110	3/21/2020
Bloomin Brands	Restaurants	96	3/15/2020
Southern Crescent Behavioral Health System	Hospital	167	1/25/2020
Total		546	

Source: Georgia Department of Labor, retrieved May 2022

As illustrated in the above table, there have been 546 employees in the area impacted by layoffs or closures since 2020. Despite these job losses, employment growth in the area has continued.

We spoke with Josh Fenn, Executive Director for the Henry County Development Authority. Mr. Fenn reported that economic growth in Henry County is currently the strongest it has ever been. Henry County has 29 businesses that are either opening in the area or expanding resulting in 5,200 new jobs in Henry County. However, Goodyear Tire recently closed down two tire distribution centers in order to reconsolidate in a new area. Unfortunately, Mr. Fenn was unable to provide us with a detailed list of new and expanding businesses.

We also conducted internet research to better detail economic growth in the area, which is detailed below.

- In November 2021, Ecolab had expanded to create 60 new jobs. The company invested \$60 million dollars towards this expansion.
- In October 2020, Ken’s Foods invested \$103 million to expand operations in McDonough and create 70 new jobs.
- Zinus, an international Korea-based corporation, chose McDonough for its first North American facility in August 2020. The company invested \$108 million and will create 804 new jobs at the new facility.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area from 2006 to February 2022.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2006	2,530,045	-	-15.9%	144,427,000	-	-8.3%
2007	2,604,959	3.0%	-13.4%	146,047,000	1.1%	-7.3%
2008	2,583,907	-0.8%	-14.1%	145,363,000	-0.5%	-7.7%
2009	2,441,233	-5.5%	-18.8%	139,878,000	-3.8%	-11.2%
2010	2,443,058	0.1%	-18.8%	139,064,000	-0.6%	-11.7%
2011	2,484,286	1.7%	-17.4%	139,869,000	0.6%	-11.2%
2012	2,540,376	2.3%	-15.5%	142,469,000	1.9%	-9.6%
2013	2,570,771	1.2%	-14.5%	143,929,000	1.0%	-8.6%
2014	2,614,133	1.7%	-13.1%	146,305,000	1.7%	-7.1%
2015	2,650,971	1.4%	-11.8%	148,833,000	1.7%	-5.5%
2016	2,788,925	5.2%	-7.3%	151,436,000	1.7%	-3.9%
2017	2,923,168	4.8%	-2.8%	153,337,000	1.3%	-2.7%
2018	2,960,617	1.3%	-1.6%	155,761,000	1.6%	-1.1%
2019	3,000,035	1.3%	-0.2%	157,538,000	1.1%	0.0%
2020	2,846,578	-5.1%	-5.3%	147,795,000	-6.2%	-6.2%
2021	3,007,263	5.6%	0.0%	152,581,000	3.2%	-3.1%
2022 YTD Average*	3,104,234	3.2%	-	156,888,667	2.8%	-
Feb-2021	2,953,988	-	-	149,522,000	-	-
Feb-2022	3,119,245	5.6%	-	156,942,000	5.0%	-

Source: U.S. Bureau of Labor Statistics, May 2022

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area				USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2006	5.0%	-	1.7%	4.6%	-	1.0%
2007	4.8%	-0.2%	1.4%	4.6%	0.0%	1.0%
2008	6.7%	1.9%	3.3%	5.8%	1.2%	2.1%
2009	10.4%	3.7%	7.0%	9.3%	3.5%	5.6%
2010	10.4%	0.0%	7.1%	9.6%	0.3%	6.0%
2011	9.8%	-0.6%	6.4%	9.0%	-0.7%	5.3%
2012	8.7%	-1.1%	5.3%	8.1%	-0.9%	4.4%
2013	7.7%	-0.9%	4.4%	7.4%	-0.7%	3.7%
2014	6.8%	-0.9%	3.4%	6.2%	-1.2%	2.5%
2015	5.8%	-1.0%	2.4%	5.3%	-0.9%	1.6%
2016	5.2%	-0.6%	1.8%	4.9%	-0.4%	1.2%
2017	4.6%	-0.6%	1.2%	4.4%	-0.5%	0.7%
2018	3.9%	-0.7%	0.5%	3.9%	-0.4%	0.2%
2019	3.4%	-0.5%	0.0%	3.7%	-0.2%	0.0%
2020	6.9%	3.5%	3.5%	8.1%	4.4%	4.4%
2021	3.5%	-3.4%	0.1%	5.4%	-2.7%	1.7%
2022 YTD Average*	3.3%	-0.2%	-	4.1%	-1.3%	-
Feb-2021	4.5%	-	-	6.6%	-	-
Feb-2022	3.2%	-1.3%	-	4.1%	-2.5%	-

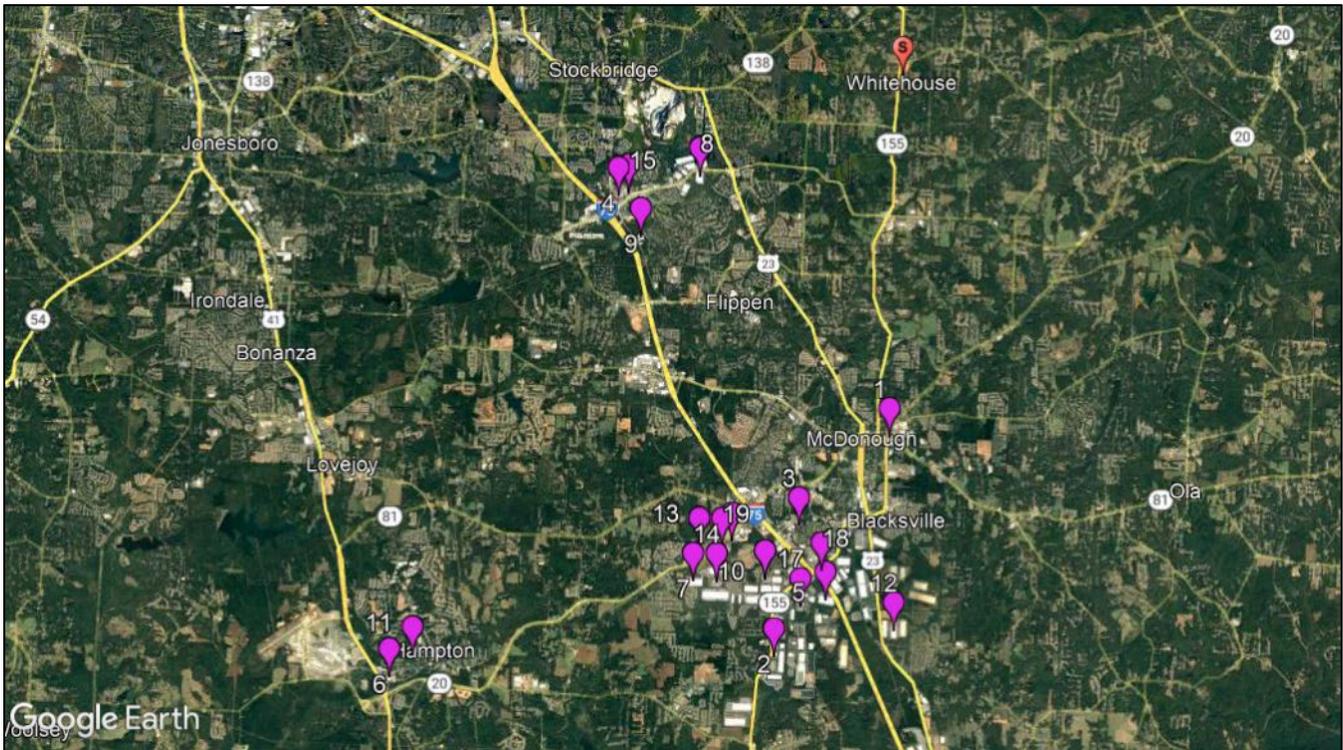
Source: U.S. Bureau of Labor Statistics, May 2022

Total employment in the MSA contracted in the years preceding the national recession, with annual job growth lagging the overall nation in all but three years between 2003 and 2007. Comparatively speaking, the MSA economy suffered more significantly than the nation during the previous national recession. Total MSA employment contracted by 6.3 percent (2007-2010), more than the 4.9 percent decline reported by the overall nation (2007-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2014, the same year as the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. Employment declined in both the MSA and the nation in 2020 as a result of the COVID-19 pandemic. As of February 2022, total employment in the MSA increased 5.6 percent over the past year, compared to 5.0 percent across the overall nation.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the previous national recession. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.2 percent, lower than the current national unemployment rate of 4.1 percent. Overall, the local economy appears to be outperforming the nation in the COVID-19 pandemic recovery. The decreasing unemployment rate and expansionary nature of the local economy bodes well for the Subject.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Henry County, Georgia.



Source: Google Earth, May 2022.

**MAJOR EMPLOYERS
HENRY COUNTY, GA**

Rank	Employer Name	Industry	# Of Employees
1	Henry County Schools	Education	4,950
2	Luxottica Retail Group	Retailer	2,000
3	Henry County Government	Government	1,818
4	Piedmont Henry Hospital	Hospital	1,800
5	PVH Corp	Clothing	1,000
6	Federal Aviation Administration	Government	1,000
7	Home Depot Direct Fulfillment Center	Hardware	780
8	Carter's Inc.	Clothing	635
9	Georgia Power Customer Care Center	Customer Service	550
10	Ken's Foods, Inc.	Food Production	500
11	Southern States, LLC	Manufacturing	409
12	Wayfair	Household Goods	400
13	TSYS	Customer Service	370
14	Georgia Crown Distributing Company	Food Distribution	350
15	Conduent	Management	325
16	Bennett International Group Inc.	Transportation	275
17	Inline Plastics Corporation	Manufacturing	260
18	Summit Racing Equipment	Auto Parts	250
19	Henry County Water Authority	Utilities	250
	Totals		17,922

Source: Henry County Development Authority, retrieved May 2022

6. Conclusion

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns, particularly during the COVID-19 pandemic. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The MSA economy suffered during the recession, with employment contracting 6.3 percent, compared to a 4.9 percent decline across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2014, the same year as the overall nation. Employment declined in both the MSA and the nation in 2020 as a result of the COVID-19 pandemic. As of February 2022, total employment in the MSA increased 5.6 percent over the past year, compared to 5.0 percent across the overall nation. Overall, the local economy appears to be outperforming the nation in the COVID-19 pandemic recovery. The decreasing unemployment rate and expansionary nature of the local economy bodes well for the Subject.

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). For income determination purposes, the maximum income is assumed to be 1.5 persons per bedroom rounded up to the nearest whole number. For example, maximum income for a one-bedroom unit is based on an assumed household size of two persons (1.5 persons per bedroom, rounded up). However, very few senior households have more than two persons. Therefore, we assume a maximum household size of two persons in our analysis.

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. For the Subject’s unrestricted units, we assumed a maximum income limit of 100 percent of the AMI.

2. Affordability

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for seniors. We will use these guidelines to set the minimum income levels for the demand analysis.

55+ INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%		Market	
1BR	\$21,540	\$34,500	\$23,790	\$41,400	\$28,080	\$69,000
2BR	\$25,110	\$34,500	\$27,810	\$41,400	\$31,710	\$69,000

3. Demand

The demand for the Subject will be derived from three sources: new households, existing households and elderly homeowners likely to convert to rentership. These calculations are illustrated in the following tables.

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2024, the anticipated date of market entry, as the base year for the analysis. Therefore, 2021 household population

estimates are inflated to 2024 by interpolation of the difference between 2021 estimates and 2026 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2024. This number takes the overall growth from 2021 to 2024 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

Demand from Existing Households

Demand for existing households is estimated by summing two sources of potential tenants. The first source is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using ACS data based on appropriate income levels.

The second source is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

Demand from Elderly Homeowners likely to Convert to Rentership

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we lower demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3d. Other

Per the 2022 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

DCA does not consider household turnover to be a source of market demand. Therefore, we do not account for household turnover in our demand analysis.

We calculated all of our capture rates based on household size. DCA guidelines indicate that properties with over 20 percent of their proposed units in three and four-bedroom units need to be adjusted to considered larger household sizes. Our capture rates incorporate household size adjustments for all of the Subject's units.

Net Demand

The following pages will outline the overall demand components added together less the supply of competitive developments awarded and/or constructed or placed in service from 2019 to the present.

Additions to Supply

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we deduct the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that were funded, are under construction, or are in properties that have not yet reached stabilized occupancy
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or are in properties that have not yet reached stabilized occupancy. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, 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.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Fairview Terrace	LIHTC	Family	154	0	2020	Under Constr.	8.4 miles
Flats at Mt. Zion	LIHTC	Family	210	0	2020	Proposed	8.2 miles
Villas At Mount Zion	LIHTC	Senior	96	74	2020	Under Constr.	8.2 miles
The Promenade (aka McDonough Family)	LIHTC	Family	287	0	2019	Under Constr.	8.4 miles
Willow Place	LIHTC	Senior	182	166	2019	Under Constr.	7.8 miles
1205 Town Center Village Dr	Market	Family	223	0	n/a	Proposed	7.7 miles
380 Flippen Rd	Market	Family	600	0	n/a	Proposed	6.7 miles
Alta Bridges	Market	Family	250	0	n/a	Under Constr.	7.4 miles
Margrit	Market	Family	327	0	n/a	Proposed	9.0 miles
McDonough Apartments	Market	Family	280	0	n/a	Under Constr.	7.6 miles
McDonough Parkway	Market	Family	242	0	n/a	Proposed	5.4 miles
The Corwyn South Point	Market	Family	260	0	n/a	Under Constr.	9.1 miles
Totals			3,111	240			

Source: CoStar, Georgia DCA, May 2022

- Fairview Terrace is an under construction LIHTC development that was awarded tax credits in 2020. This property will offer 154 one, two, and three-bedroom units to family households earning 60 percent of the AMI, or less. As this property targets families, it is not expected to be directly competitive with the Subject and these units will not be deducted from our demand analysis.
- Flats at Mt. Zion is a proposed LIHTC development that was awarded tax credits in 2020. This property will offer one, two, and three-bedroom units to family households earning 50, 60, and 70 percent of the AMI, or less. This property has an anticipated completion date of summer 2023. As this property targets families, it is not expected to be directly competitive with the Subject and these units will not be deducted from our demand analysis.
- Villas at Mount Zion is an under construction LIHTC development that was awarded tax credits in 2020. This property will offer 96 one and two-bedroom units to senior households earning 50, 60, and 70 percent of the AMI, or less. Only the one and two-bedroom units at 50 and 60 percent of the AMI are expected to be directly competitive with the Subject upon completion. Thus, 74 units are deducted from our demand analysis. With completion anticipated for July 2023, this property is anticipated to be stabilized prior to the completion of construction at the Subject property, which is projected to be December 2024.
- The Promenade (also known as McDonough Family) is an under construction LIHTC development that was awarded tax credits in 2019. This property will offer one, two, and three-bedroom units to family households earning 60 percent of the AMI, or less, and has an anticipated completion date of fall 2023. As this property targets families, it is not expected to be directly competitive with the Subject and these units will not be deducted from our demand analysis.
- Willow Place is an under construction LIHTC development that was awarded tax credits in 2019. This property will offer 182 one, two, and three-bedroom units to senior households earning up to 60 percent of the AMI. Only the one and two-bedroom units at 60 percent of the AMI are expected to be directly competitive with the Subject upon completion. Therefore, 166 units are deducted from our demand analysis. With completion anticipated for summer 2023, this property is anticipated to be stabilized prior to the completion of construction at the Subject property, which is projected to be December 2024.

A number of family market rate properties were also identified that will be not be competitive with the Subject’s market rate units, due to dissimilar tenancy. Thus, a total of 240 LIHTC units are deducted from our demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated or are not yet stabilized. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

ADDITIONS TO SUPPLY				
Unit Type	50% AMI	60% AMI	Unrestricted	Overall
0BR				0
1BR	12	90	0	102
2BR	25	113	0	138
3BR				0
4BR				0
5BR				0
Total	37	203	0	240

Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2024 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2021		Projected Mkt Entry December 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	765	9.0%	808	8.5%	828	8.3%
\$10,000-19,999	1,245	14.7%	1,267	13.3%	1,277	12.8%
\$20,000-29,999	948	11.2%	983	10.4%	999	10.0%
\$30,000-39,999	804	9.5%	817	8.6%	823	8.3%
\$40,000-49,999	1,025	12.1%	1,103	11.6%	1,139	11.4%
\$50,000-59,999	667	7.9%	756	8.0%	797	8.0%
\$60,000-74,999	829	9.8%	907	9.6%	943	9.5%
\$75,000-99,999	751	8.9%	835	8.8%	874	8.8%
\$100,000-124,999	547	6.5%	697	7.3%	766	7.7%
\$125,000-149,999	323	3.8%	462	4.9%	527	5.3%
\$150,000-199,999	295	3.5%	434	4.6%	498	5.0%
\$200,000+	269	3.2%	426	4.5%	499	5.0%
Total	8,468	100.0%	9,494	100.0%	9,970	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit	\$21,540		Maximum Income Limit	\$34,500	
Income Category	New Renter Households - Total Change in Households PMA 2021 to Prj Mrkt Entry December 2024		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	43	4.2%	\$0	0.0%	0
\$10,000-19,999	22	2.1%	\$0	0.0%	0
\$20,000-29,999	35	3.4%	\$8,458	84.6%	29
\$30,000-39,999	13	1.3%	\$4,501	45.0%	6
\$40,000-49,999	78	7.6%	\$0	0.0%	0
\$50,000-59,999	89	8.7%	\$0	0.0%	0
\$60,000-74,999	78	7.6%	\$0	0.0%	0
\$75,000-99,999	84	8.2%	\$0	0.0%	0
\$100,000-124,999	150	14.6%	\$0	0.0%	0
\$125,000-149,999	139	13.6%	\$0	0.0%	0
\$150,000-199,999	139	13.5%	\$0	0.0%	0
\$200,000+	157	15.3%	\$0	0.0%	0
Total	1,026	100.0%		3.4%	35

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit	\$21,540		Maximum Income Limit	\$34,500	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	765	9.0%	\$0	0.0%	0
\$10,000-19,999	1,245	14.7%	\$0	0.0%	0
\$20,000-29,999	948	11.2%	\$8,458	84.6%	802
\$30,000-39,999	804	9.5%	\$4,501	45.0%	362
\$40,000-49,999	1,025	12.1%	\$0	0.0%	0
\$50,000-59,999	667	7.9%	\$0	0.0%	0
\$60,000-74,999	829	9.8%	\$0	0.0%	0
\$75,000-99,999	751	8.9%	\$0	0.0%	0
\$100,000-124,999	547	6.5%	\$0	0.0%	0
\$125,000-149,999	323	3.8%	\$0	0.0%	0
\$150,000-199,999	295	3.5%	\$0	0.0%	0
\$200,000+	269	3.2%	\$0	0.0%	0
Total	8,468	100.0%		13.7%	1,164

ASSUMPTIONS - @50%

Tenancy	Senior	% of Income towards Housing		40%	
Rural/Urban	Urban	Maximum # of Occupants		2	
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to December 2024

Income Target Population	@50%
New Renter Households PMA	1,026
Percent Income Qualified	3.4%
New Renter Income Qualified Households	35

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	8,468
Income Qualified	13.7%
Income Qualified Renter Households	1,164
Percent Rent Overburdened Prj Mrkt Entry December 2024	41.9%
Rent Overburdened Households	488

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,164
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	11

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	39,794
Rural Versus Urban	0.03%
Senior Demand Converting from Homeownership	14

Total Demand

Total Demand from Existing Households	513
Total New Demand	35
Total Demand (New Plus Existing Households)	548

Demand from Seniors Who Convert from Homeownership	14
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	50.3%	276
Two Persons	25.4%	139
Three Persons	9.2%	51
Four Persons	7.3%	40
Five Persons	7.8%	43
Total	100.0%	548

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	70%	193
Of two-person households in 1BR units	20%	28
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	30%	83
Of two-person households in 2BR units	80%	111
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	25
Of four-person households in 3BR units	60%	24
Of five-person households in 3BR units	50%	21
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	50%	25
Of four-person households in 4BR units	40%	16
Of five-person households in 4BR units	50%	21
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		548

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	221	-	12	=	209
2 BR	194	-	25	=	169
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	415		37		378

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	7	/	209	=	3.4%
2 BR	8	/	169	=	4.7%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	15		378		4.0%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$23,790		Maximum Income Limit		\$41,400	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry December 2024						
\$0-9,999	43	4.2%	\$0	0.0%	0		
\$10,000-19,999	22	2.1%	\$0	0.0%	0		
\$20,000-29,999	35	3.4%	\$6,208	62.1%	22		
\$30,000-39,999	13	1.3%	\$9,999	100.0%	13		
\$40,000-49,999	78	7.6%	\$1,401	14.0%	11		
\$50,000-59,999	89	8.7%	\$0	0.0%	0		
\$60,000-74,999	78	7.6%	\$0	0.0%	0		
\$75,000-99,999	84	8.2%	\$0	0.0%	0		
\$100,000-124,999	150	14.6%	\$0	0.0%	0		
\$125,000-149,999	139	13.6%	\$0	0.0%	0		
\$150,000-199,999	139	13.5%	\$0	0.0%	0		
\$200,000+	157	15.3%	\$0	0.0%	0		
Total	1,026	100.0%		4.4%	46		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$23,790		Maximum Income Limit		\$41,400	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	765	9.0%	\$0	0.0%	0		
\$10,000-19,999	1,245	14.7%	\$0	0.0%	0		
\$20,000-29,999	948	11.2%	\$6,208	62.1%	589		
\$30,000-39,999	804	9.5%	\$9,999	100.0%	804		
\$40,000-49,999	1,025	12.1%	\$1,401	14.0%	144		
\$50,000-59,999	667	7.9%	\$0	0.0%	0		
\$60,000-74,999	829	9.8%	\$0	0.0%	0		
\$75,000-99,999	751	8.9%	\$0	0.0%	0		
\$100,000-124,999	547	6.5%	\$0	0.0%	0		
\$125,000-149,999	323	3.8%	\$0	0.0%	0		
\$150,000-199,999	295	3.5%	\$0	0.0%	0		
\$200,000+	269	3.2%	\$0	0.0%	0		
Total	8,468	100.0%		18.1%	1,536		

ASSUMPTIONS - @60%

ASSUMPTIONS - @60%					
Tenancy	Senior		% of Income towards Housing		40%
Rural/Urban	Urban		Maximum # of Occupants		2
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to December 2024

Income Target Population	@60%
New Renter Households PMA	1,026
Percent Income Qualified	4.4%
New Renter Income Qualified Households	46

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	8,468
Income Qualified	18.1%
Income Qualified Renter Households	1,536
Percent Rent Overburdened Prj Mrkt Entry December 2024	41.9%
Rent Overburdened Households	644

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,536
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	15

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	39,794
Rural Versus Urban	0.03%
Senior Demand Converting from Homeownership	14

Total Demand

Total Demand from Existing Households	673
Total New Demand	46
Total Demand (New Plus Existing Households)	718

Demand from Seniors Who Convert from Homeownership	14
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	50.3%	361
Two Persons	25.4%	183
Three Persons	9.2%	66
Four Persons	7.3%	52
Five Persons	7.8%	56
Total	100.0%	718

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	70%	253
Of two-person households in 1BR units	20%	37
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	30%	108
Of two-person households in 2BR units	80%	146
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	33
Of four-person households in 3BR units	60%	31
Of five-person households in 3BR units	50%	28
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	50%	33
Of four-person households in 4BR units	40%	21
Of five-person households in 4BR units	50%	28
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		718

	Total Demand (Subject Unit Types)		Additions to Supply	=	Net Demand
0 BR	-	-	-	=	-
1 BR	289	-	90	=	199
2 BR	254	-	113	=	141
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	544		203		341

	Developer's Unit Mix		Net Demand	=	Capture Rate
0 BR	-	/	-	=	-
1 BR	20	/	199	=	10.0%
2 BR	29	/	141	=	20.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	49		341		14.4%

Market

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$28,080		Maximum Income Limit		\$69,000	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry December 2024						
\$0-9,999	43	4.2%	\$0	0.0%	0		
\$10,000-19,999	22	2.1%	\$0	0.0%	0		
\$20,000-29,999	35	3.4%	\$1,918	19.2%	7		
\$30,000-39,999	13	1.3%	\$9,999	100.0%	13		
\$40,000-49,999	78	7.6%	\$9,999	100.0%	78		
\$50,000-59,999	89	8.7%	\$9,999	100.0%	89		
\$60,000-74,999	78	7.6%	\$9,001	60.0%	47		
\$75,000-99,999	84	8.2%	\$0	0.0%	0		
\$100,000-124,999	150	14.6%	\$0	0.0%	0		
\$125,000-149,999	139	13.6%	\$0	0.0%	0		
\$150,000-199,999	139	13.5%	\$0	0.0%	0		
\$200,000+	157	15.3%	\$0	0.0%	0		
Total	1,026	100.0%		22.7%	233		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$28,080		Maximum Income Limit		\$69,000	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	765	9.0%	\$0	0.0%	0		
\$10,000-19,999	1,245	14.7%	\$0	0.0%	0		
\$20,000-29,999	948	11.2%	\$1,918	19.2%	182		
\$30,000-39,999	804	9.5%	\$9,999	100.0%	804		
\$40,000-49,999	1,025	12.1%	\$9,999	100.0%	1,025		
\$50,000-59,999	667	7.9%	\$9,999	100.0%	667		
\$60,000-74,999	829	9.8%	\$9,001	60.0%	497		
\$75,000-99,999	751	8.9%	\$0	0.0%	0		
\$100,000-124,999	547	6.5%	\$0	0.0%	0		
\$125,000-149,999	323	3.8%	\$0	0.0%	0		
\$150,000-199,999	295	3.5%	\$0	0.0%	0		
\$200,000+	269	3.2%	\$0	0.0%	0		
Total	8,468	100.0%		37.5%	3,175		

ASSUMPTIONS - Market

ASSUMPTIONS - Market					
Tenancy	Senior	% of Income towards Housing			40%
Rural/Urban	Urban	Maximum # of Occupants			2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to December 2024

Income Target Population	Market
New Renter Households PMA	1,026
Percent Income Qualified	22.7%
New Renter Income Qualified Households	233

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	Market
Total Existing Demand	8,468
Income Qualified	37.5%
Income Qualified Renter Households	3,175
Percent Rent Overburdened Prj Mrkt Entry December 2024	41.9%
Rent Overburdened Households	1,332

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,175
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	31

Senior Households Converting from Homeownership

Income Target Population	Market
Total Senior Homeowners	39,794
Rural Versus Urban	0.03%
Senior Demand Converting from Homeownership	14

Total Demand

Total Demand from Existing Households	1,376
Total New Demand	233
Total Demand (New Plus Existing Households)	1,609

Demand from Seniors Who Convert from Homeownership	14
Percent of Total Demand From Homeownership Conversion	0.8%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	50.3%	809
Two Persons	25.4%	409
Three Persons	9.2%	148
Four Persons	7.3%	118
Five Persons	7.8%	126
Total	100.0%	1,609

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	70%	566
Of two-person households in 1BR units	20%	82
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	30%	243
Of two-person households in 2BR units	80%	327
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	74
Of four-person households in 3BR units	60%	71
Of five-person households in 3BR units	50%	63
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	50%	74
Of four-person households in 4BR units	40%	47
Of five-person households in 4BR units	50%	63
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,609

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	648	-	0	=	648
2 BR	570	-	0	=	570
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,218		0		1,218

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	3	/	648	=	0.5%
2 BR	5	/	570	=	0.9%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	8		1,218		0.7%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$21,540		Maximum Income Limit		\$69,000	
Income Category	New Renter Households - Total Change in Households PMA 2021 to Prj Mrkt Entry December 2024		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	43	4.2%	\$0	0.0%	0		
\$10,000-19,999	22	2.1%	\$0	0.0%	0		
\$20,000-29,999	35	3.4%	\$8,458	84.6%	29		
\$30,000-39,999	13	1.3%	\$9,999	100.0%	13		
\$40,000-49,999	78	7.6%	\$9,999	100.0%	78		
\$50,000-59,999	89	8.7%	\$9,999	100.0%	89		
\$60,000-74,999	78	7.6%	\$9,001	60.0%	47		
\$75,000-99,999	84	8.2%	\$0	0.0%	0		
\$100,000-124,999	150	14.6%	\$0	0.0%	0		
\$125,000-149,999	139	13.6%	\$0	0.0%	0		
\$150,000-199,999	139	13.5%	\$0	0.0%	0		
\$200,000+	157	15.3%	\$0	0.0%	0		
Total	1,026	100.0%		24.9%	256		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$21,540		Maximum Income Limit		\$69,000	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	765	9.0%	\$0	0.0%	0		
\$10,000-19,999	1,245	14.7%	\$0	0.0%	0		
\$20,000-29,999	948	11.2%	\$8,458	84.6%	802		
\$30,000-39,999	804	9.5%	\$9,999	100.0%	804		
\$40,000-49,999	1,025	12.1%	\$9,999	100.0%	1,025		
\$50,000-59,999	667	7.9%	\$9,999	100.0%	667		
\$60,000-74,999	829	9.8%	\$9,001	60.0%	497		
\$75,000-99,999	751	8.9%	\$0	0.0%	0		
\$100,000-124,999	547	6.5%	\$0	0.0%	0		
\$125,000-149,999	323	3.8%	\$0	0.0%	0		
\$150,000-199,999	295	3.5%	\$0	0.0%	0		
\$200,000+	269	3.2%	\$0	0.0%	0		
Total	8,468	100.0%		44.8%	3,795		

ASSUMPTIONS - Overall

Tenancy		Senior	% of Income towards Housing			40%
Rural/Urban		Urban	Maximum # of Occupants			2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	70%	30%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	50%	50%	
4	0%	0%	0%	60%	40%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2021 to December 2024

Income Target Population	Overall
New Renter Households PMA	1,026
Percent Income Qualified	24.9%
New Renter Income Qualified Households	256

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	8,468
Income Qualified	44.8%
Income Qualified Renter Households	3,795
Percent Rent Overburdened Prj Mrkt Entry December 2024	41.9%
Rent Overburdened Households	1,592

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,795
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	37

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	39,794
Rural Versus Urban	0.03%
Senior Demand Converting from Homeownership	14

Total Demand

Total Demand from Existing Households	1,642
Total New Demand	256
Total Demand (New Plus Existing Households)	1,898

Demand from Seniors Who Convert from Homeownership	14
Percent of Total Demand From Homeownership Conversion	0.7%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	50.3%	954
Two Persons	25.4%	482
Three Persons	9.2%	175
Four Persons	7.3%	139
Five Persons	7.8%	148
Total	100.0%	1,898

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	70%	668
Of two-person households in 1BR units	20%	96
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	30%	286
Of two-person households in 2BR units	80%	386
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	87
Of four-person households in 3BR units	60%	83
Of five-person households in 3BR units	50%	74
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	50%	87
Of four-person households in 4BR units	40%	55
Of five-person households in 4BR units	50%	74
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,898

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	764	-	102	=	662
2 BR	672	-	138	=	534
3 BR	-	-	0	=	-
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	1,436		240		1,196

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	30	/	662	=	4.5%
2 BR	42	/	534	=	7.9%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	72		1,196		6.0%

Overall LIHTC

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$21,540		Maximum Income Limit		\$41,400	
Income Category	New Renter Households - Total Change in Households PMA 2021 to Prj Mrkt Entry December 2024		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	43			4.2%	\$0	0.0%
\$10,000-19,999	22	2.1%	\$0	0.0%	0		
\$20,000-29,999	35	3.4%	\$8,458	84.6%	29		
\$30,000-39,999	13	1.3%	\$9,999	100.0%	13		
\$40,000-49,999	78	7.6%	\$1,401	14.0%	11		
\$50,000-59,999	89	8.7%	\$0	0.0%	0		
\$60,000-74,999	78	7.6%	\$0	0.0%	0		
\$75,000-99,999	84	8.2%	\$0	0.0%	0		
\$100,000-124,999	150	14.6%	\$0	0.0%	0		
\$125,000-149,999	139	13.6%	\$0	0.0%	0		
\$150,000-199,999	139	13.5%	\$0	0.0%	0		
\$200,000+	157	15.3%	\$0	0.0%	0		
Total	1,026	100.0%		5.2%	53		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$21,540		Maximum Income Limit		\$41,400	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	765			9.0%	\$0	0.0%
\$10,000-19,999	1,245	14.7%	\$0	0.0%	0		
\$20,000-29,999	948	11.2%	\$8,458	84.6%	802		
\$30,000-39,999	804	9.5%	\$9,999	100.0%	804		
\$40,000-49,999	1,025	12.1%	\$1,401	14.0%	144		
\$50,000-59,999	667	7.9%	\$0	0.0%	0		
\$60,000-74,999	829	9.8%	\$0	0.0%	0		
\$75,000-99,999	751	8.9%	\$0	0.0%	0		
\$100,000-124,999	547	6.5%	\$0	0.0%	0		
\$125,000-149,999	323	3.8%	\$0	0.0%	0		
\$150,000-199,999	295	3.5%	\$0	0.0%	0		
\$200,000+	269	3.2%	\$0	0.0%	0		
Total	8,468	100.0%		20.7%	1,750		

ASSUMPTIONS - Overall LIHTC

Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Tenancy	Senior	% of Income towards Housing	40%
Rural/Urban	Urban	Maximum # of Occupants	2

Demand from New Renter Households 2021 to December 2024

Income Target Population	Overall LIHTC
New Renter Households PMA	1,026
Percent Income Qualified	5.2%
New Renter Income Qualified Households	53

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	8,468
Income Qualified	20.7%
Income Qualified Renter Households	1,750
Percent Rent Overburdened Prj Mrkt Entry December 2024	41.9%
Rent Overburdened Households	734

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,750
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	17

Senior Households Converting from Homeownership

Income Target Population	Overall LIHTC
Total Senior Homeowners	39,794
Rural Versus Urban	0.03%
Senior Demand Converting from Homeownership	14

Total Demand

Total Demand from Existing Households	764
Total New Demand	53
Total Demand (New Plus Existing Households)	818

Demand from Seniors Who Convert from Homeownership	14
Percent of Total Demand From Homeownership Conversion	1.7%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	50.3%	411
Two Persons	25.4%	208
Three Persons	9.2%	75
Four Persons	7.3%	60
Five Persons	7.8%	64
Total	100.0%	818

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	70%	288
Of two-person households in 1BR units	20%	42
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	30%	123
Of two-person households in 2BR units	80%	166
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	38
Of four-person households in 3BR units	60%	36
Of five-person households in 3BR units	50%	32
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	50%	38
Of four-person households in 4BR units	40%	24
Of five-person households in 4BR units	50%	32
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		818

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	329	-	102	=	227
2 BR	290	-	138	=	152
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	619		240		379

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	27	/	227	=	11.9%
2 BR	37	/	152	=	24.4%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	64		379		16.9%

CAPTURE RATE ANALYSIS CHART

Our demand analysis is used to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 4.5 percent between 2021 and 2024.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject's units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @50% AMI (\$21,540 to \$34,500)	HH at @60% AMI (\$23,790 to \$41,400)	HH at Market AMI (\$28,080 to \$69,000)	All Households	All Tax Credit Households
Demand from New Households (age and income appropriate)	35	46	233	256	53
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	11	15	31	37	17
PLUS	+	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	488	644	1,332	1,592	734
Sub Total	535	705	1,596	1,885	804
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	14	14	14	14	14
Equals Total Demand	549	719	1,610	1,899	818
Less	-	-	-	-	-
Competitive New Supply	0	0	37	240	240
Equals Net Demand	549	719	1,573	1,659	578

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @50%	\$21,540	\$34,500	7	221	12	209	3.4%	\$1,580	\$1,215	\$1,843	\$610
1BR @60%	\$23,790	\$41,400	20	289	90	199	10.0%	\$1,580	\$1,215	\$1,843	\$685
1BR Market	\$28,080	\$69,000	3	648	0	648	0.5%	\$1,580	\$1,215	\$1,843	\$828
1BR Overall	\$21,540	\$69,000	30	764	102	662	4.5%	-	-	-	-
1BR LIHTC	\$21,540	\$41,400	27	329	102	227	11.9%	-	-	-	-
2BR @50%	\$25,110	\$34,500	8	194	25	169	4.7%	\$1,789	\$1,515	\$2,125	\$705
2BR @60%	\$27,810	\$41,400	29	254	113	141	20.5%	\$1,789	\$1,515	\$2,125	\$795
2BR Market	\$31,710	\$69,000	5	570	0	570	0.9%	\$1,789	\$1,515	\$2,125	\$925
2BR Overall	\$25,110	\$69,000	42	672	138	534	7.9%	-	-	-	-
2BR LIHTC	\$25,110	\$41,400	37	290	138	152	24.4%	-	-	-	-
@50% Overall	\$21,540	\$34,500	15	415	37	378	4.0%	-	-	-	-
@60% Overall	\$23,790	\$41,400	49	544	203	341	14.4%	-	-	-	-
Market Overall	\$28,080	\$69,000	8	1,218	0	1,218	0.7%	-	-	-	-
Overall	\$21,540	\$69,000	72	1,436	240	1,196	6.0%	-	-	-	-
Overall LIHTC	\$21,540	\$41,400	64	619	240	379	16.9%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 3.4 to 4.7 percent, with an overall capture rate of 4.0 percent. The Subject’s 60 percent AMI capture rates range from 10.0 to 20.5 percent, with an overall capture rate of 14.4 percent. The Subject’s market rate capture rates range from 0.5 to 0.9 percent, with an overall capture rate of 0.7 percent. The overall capture rate for the project’s 50 and 60 percent and market rate units is 6.0 percent. The overall capture rate for the project’s 50 and 60 percent units is 16.9 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

I. COMPETITIVE RENTAL ENVIRONMENT

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 1,668 units.

The availability of LIHTC data is considered good; there are 13 LIHTC properties in the PMA. However, a number of these properties were excluded as they target family tenants and are in inferior condition to the proposed Subject. We included five LIHTC properties, all of which are located in the PMA within 13.9 miles of the Subject site. Two of these properties target a senior tenancy, similar to the Subject. The remaining three comparable LIHTC properties target a family tenancy; however, management reported some senior presence at these properties.

The availability of market rate data is considered average. There are few market rate properties in the Subject’s immediate community and a limited amount of new construction market rate properties. We included four market rate properties, all of which are located within 9.0 miles of the Subject site. These properties include older developments as well as a new construction property. Other market rate properties are excluded based on proximity, condition, and unit types.

A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

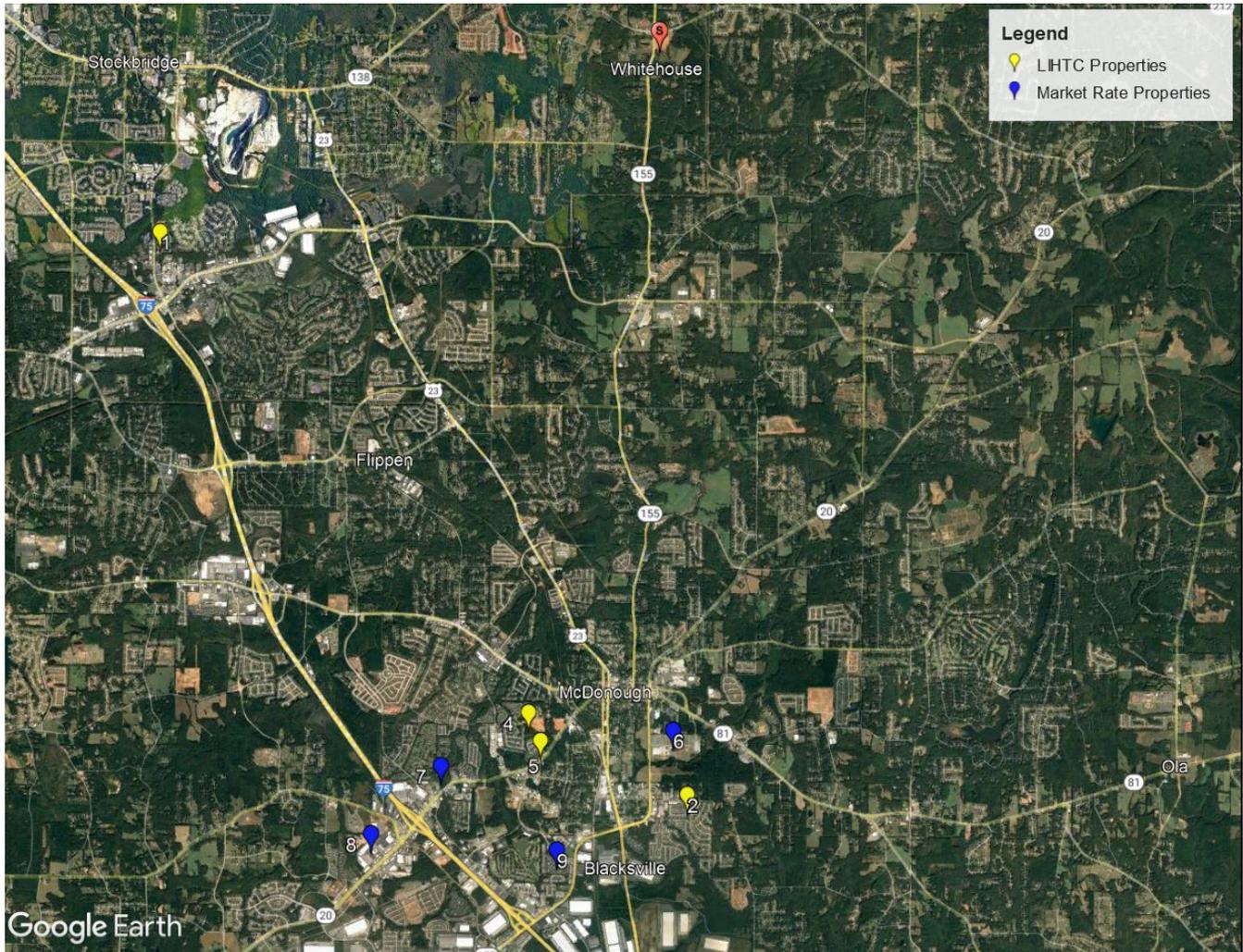
Excluded Properties

The following table illustrates properties within the PMA that are excluded from our analysis along with their reason for exclusion.

EXCLUDED PROPERTIES					
Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Fairview Terrace*	LIHTC	Ellenwood	Family	154	Under construction
Flats At Mount Zion*	LIHTC	Stockbridge	Family	210	Under construction
Grier Senior Manor	LIHTC/ Market	Mcdonough	Senior	64	Unable to contact
Red Oak Village	LIHTC	Stockbridge	Senior	60	Unable to contact
Southwood Apartments	LIHTC/ Section 8	Morrow	Family	196	Dissimilar location
Villas At Mount Zion*	LIHTC	Stockbridge	Senior	96	Under construction
Willow Place*	LIHTC	Mcdonough	Senior	182	Under construction
Willow Springs Apartments	LIHTC	Mcdonough	Family	32	Dissimilar tenancy
Psalm 23	Section 8	Ellenwood	Senior	36	Subsidized
Brookshire Apartments	Rural Development	Mcdonough	Family	46	Subsidized
380 Flippen Rd.*	Market	Stockbridge	Family	600	Proposed
860 South	Market	Stockbridge	Family	290	Dissimilar tenancy
900 Dwell	Market	Stockbridge	Family	200	Dissimilar tenancy
1205 Town Center Village Dr*	Market	Mcdonough	Family	223	Proposed
Alta Bridges*	Market	Mcdonough	Family	250	Under construction
Amber Chase Apartments	Market	Mcdonough	Family	352	Dissimilar tenancy
Avenue 33 Apartments	Market	Stockbridge	Family	284	Dissimilar tenancy
Bridge Mill	Market	Mcdonough	Family	276	Dissimilar tenancy
Camden Stockbridge	Market	Stockbridge	Family	304	Dissimilar tenancy
Carrington Green	Market	Mcdonough	Family	265	Dissimilar tenancy
Carrington Park	Market	Jonesboro	Family	330	Dissimilar tenancy
Cobblestone Village	Market	Stockbridge	Family	240	Dissimilar tenancy
Eagle's Brooke	Market	Locust Grove	Family	248	Dissimilar location
Echelon Park Apartments	Market	Mcdonough	Family	240	Dissimilar tenancy
Fieldstone Glen	Market	Jonesboro	Family	216	Dissimilar tenancy
Garden At Lake Spivey	Market	Jonesboro	Family	200	Dissimilar location
Haddon Place Apartments	Market	Mcdonough	Family	250	Dissimilar tenancy
Hampton Downs Apartments	Market	Morrow	Family	200	Dissimilar tenancy
Hampton Point Apartments	Market	Mcdonough	Family	276	Dissimilar tenancy
Hidden Creek	Market	Morrow	Family	116	Dissimilar location
Indian Lake Apartments	Market	Morrow	Family	243	Dissimilar location
Level At Mt. Zion	Market	Morrow	Family	121	Dissimilar location
Mandalay Villas	Market	Mcdonough	Family	300	Dissimilar tenancy
Marbella Place Apartments	Market	Stockbridge	Family	368	Dissimilar tenancy
Margrit*	Market	Mcdonough	Family	327	Proposed
McDonough Apartments	Market	Mcdonough	Family	280	Under construction
McDonough Parkway	Market	Mcdonough	Family	242	Proposed
Meadowlark Apartments	Market	Mcdonough	Family	56	Dissimilar tenancy
North Park At Eagles Landing	Market	Stockbridge	Family	224	Dissimilar tenancy
Olivia Place Fka Cobblestone Villas	Market	Stockbridge	Family	120	Dissimilar tenancy
Retreat 138	Market	Stockbridge	Family	180	Dissimilar tenancy
Salem Glen Apartments I, II, & III	Market	Conyers	Family	246	Dissimilar location
Southlake Cove	Market	Jonesboro	Family	346	Dissimilar location
Southwinds Point	Market	Stockbridge	Family	240	Dissimilar tenancy
St. Ives Crossing	Market	Stockbridge	Family	348	Dissimilar tenancy
Stonegate At Eagles Landing	Market	Stockbridge	Family	167	Dissimilar tenancy
Sundance Creek	Market	Mcdonough	Family	232	Dissimilar tenancy
Terraces At Fieldstone	Market	Conyers	Family	316	Dissimilar location
The Abbey At Eagles Landing	Market	Stockbridge	Family	244	Dissimilar tenancy
The Corwyn South Point	Market	Mcdonough	Family	260	Under construction
The Grove On Southlake	Market	Morrow	Family	260	Dissimilar location
The Reserve At 2070	Market	Morrow	Family	240	Dissimilar location
The Reserve At Stockbridge	Market	Stockbridge	Family	88	Dissimilar tenancy
The Retreat At Baywood	Market	Morrow	Family	120	Dissimilar location
The Retreat At Eagles Landing	Market	Stockbridge	Family	202	Dissimilar tenancy
Village At Almand Creek	Market	Conyers	Family	236	Dissimilar tenancy
Villas At South Point	Market	Mcdonough	Family	284	Dissimilar tenancy
Willow Chase Cove Apartments	Market	Mcdonough	Family	76	Dissimilar tenancy
Winnstead Apartments	Market	Stockbridge	Family	160	Dissimilar tenancy

*Property is proposed or under construction

Comparable Rental Property Map



Source: Google Earth, May 2022.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Kelleytown Senior	Mcdonough	@50%, @60%, Market	Senior	-
1	Ashley Woods Apartments	Stockbridge	@60%	Family	5.7 miles
2	Greystone Of Mcdonough	Mcdonough	@50%, @60%	Family	8.1 miles
3	Hampton Court	Hampton	@50%, @60%	Senior	13.9 miles
4	Heritage At Mcdonough	Mcdonough	@50%, @60%	Senior	7.3 miles
5	Sable Chase Apartments	Mcdonough	@50%	Family	7.6 miles
6	100 South Luxury Apartments	Mcdonough	Market	Family	7.4 miles
7	Preston Creek Apartments	Mcdonough	Market	Family	8.1 miles
8	Springs At Mcdonough	Mcdonough	Market	Family	9.0 miles
9	The Crossing At Mcdonough	Mcdonough	Market	Family	8.7 miles

KELLEYTOWN SENIOR – MCDONOUGH, GEORGIA – MARKET STUDY

The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Kelleytown Senior 109 Kelleytown Rd Mcdonough, GA 30252 Henry County	-	Lowrise 3-stories 2024 / n/a Senior	@50%, @60%, Market	1BR / 1BA	7	9.7%	725	@50%	\$610	No	N/A	N/A	N/A
					1BR / 1BA	20	27.8%	725	@60%	\$685	No	N/A	N/A	N/A
					1BR / 1BA	3	4.2%	725	Market	\$828	N/A	N/A	N/A	N/A
					2BR / 1BA	8	11.1%	950	@50%	\$705	No	N/A	N/A	N/A
					2BR / 1BA	29	40.3%	950	@60%	\$795	No	N/A	N/A	N/A
					2BR / 1BA	5	6.9%	950	Market	\$925	N/A	N/A	N/A	N/A
					72							N/A	N/A	
1	Ashley Woods Apartments 1050 Rock Quarry Road Stockbridge, GA 30281 Henry County	5.7 miles	Garden 3-stories 1991 / 2008 Family	@60%	1BR / 1BA	16	12.5%	748	@60%	\$991	Yes	No	0	0.0%
					2BR / 2BA	64	50.0%	1,010	@60%	\$1,188	Yes	No	0	0.0%
					3BR / 2BA	48	37.5%	1,134	@60%	\$1,357	Yes	No	0	0.0%
					128							0	0.0%	
2	Greystone Of Mcdonough 411 Racetrack Road Mcdonough, GA 30252 Henry County	8.1 miles	Garden 2-stories 2000 / n/a Family	@50%, @60%	2BR / 2BA	17	30.4%	968	@50%	\$844	Yes	Yes	0	0.0%
					2BR / 2BA	14	25.0%	968	@60%	\$1,044	Yes	Yes	0	0.0%
					3BR / 2BA	16	28.6%	1,180	@50%	\$966	Yes	Yes	0	0.0%
					3BR / 2BA	9	16.1%	1,180	@60%	\$1,196	Yes	Yes	0	0.0%
						56				0	0.0%			
3	Hampton Court 100 S Hampton Rd Hampton, GA 30228 Henry County	13.9 miles	Lowrise 2-stories 2014 / n/a Senior	@50%, @60%	2BR / 2BA	6	10.0%	1,200	@50%	\$775	No	Yes	0	0.0%
					2BR / 2BA	54	90.0%	1,200	@60%	\$775	No	Yes	0	0.0%
						60				0	0.0%			
4	Heritage At Mcdonough 180 Bridges Rd Mcdonough, GA 30253 Henry County	7.3 miles	Lowrise 3-stories 2011 / n/a Senior	@50%, @60%	1BR / 1BA	25	23.8%	722	@50%	\$727	Yes	Yes	0	0.0%
					1BR / 1BA	26	24.8%	722	@60%	\$894	Yes	Yes	0	0.0%
					2BR / 2BA	27	25.7%	1,103	@50%	\$869	Yes	Yes	0	0.0%
					2BR / 2BA	27	25.7%	1,103	@60%	\$1,069	Yes	Yes	0	0.0%
						105				0	0.0%			
5	Sable Chase Apartments 102 Sable Chase Blvd. Mcdonough, GA 30253 Henry County	7.6 miles	Garden 2-stories 1994 / 2016 Family	@50%	1BR / 1BA	48	21.3%	781	@50%	\$857	Yes	Yes	0	0.0%
					2BR / 1BA	32	14.2%	857	@50%	\$1,026	Yes	Yes	1	3.1%
					2BR / 2BA	72	32.0%	968	@50%	\$1,026	Yes	Yes	1	1.4%
					2BR / 2BA	1	0.4%	857	Non-Rental	-	N/A	N/A	0	0.0%
					3BR / 2BA	72	32.0%	1,180	@50%	\$1,171	Yes	Yes	0	0.0%
	225				2	0.9%								
6	100 South Luxury Apartments 100 Woodlawn Park Drive Mcdonough, GA 30253 Henry County	7.4 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	48	20.0%	787	Market	\$1,728	N/A	Yes	2	4.2%
					1BR / 1BA	N/A	N/A	787	Market	\$1,778	N/A	Yes	0	N/A
					1BR / 1BA	N/A	N/A	787	Market	\$1,673	N/A	Yes	0	N/A
					2BR / 1BA	48	20.0%	951	Market	\$1,819	N/A	Yes	4	8.3%
					2BR / 1BA	N/A	N/A	951	Market	\$1,926	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	951	Market	\$1,711	N/A	Yes	0	N/A
					2BR / 2BA	96	40.0%	1,059	Market	\$1,876	N/A	Yes	7	7.3%
					2BR / 2BA	N/A	N/A	1,059	Market	\$1,991	N/A	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,059	Market	\$1,761	N/A	Yes	0	N/A
					3BR / 2BA	48	20.0%	1,271	Market	\$2,228	N/A	Yes	0	0.0%
					3BR / 2BA	N/A	N/A	1,271	Market	\$2,258	N/A	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,271	Market	\$2,198	N/A	Yes	0	N/A
						240				13	5.4%			
7	Preston Creek Apartments 100 Preston Creek Drive Mcdonough, GA 30253 Henry County	8.1 miles	Garden 3-stories 2002 / n/a Family	Market	1BR / 1BA	36	10.8%	767	Market	\$1,215	N/A	No	3	8.3%
					1BR / 1BA	18	5.4%	1,794	Market	\$1,315	N/A	No	0	0.0%
					1.5BR / 1.5BA	32	9.6%	1,046	Market	\$1,567	N/A	No	1	3.1%
					2BR / 2BA	92	27.5%	1,062	Market	\$1,515	N/A	No	6	6.5%
					2BR / 2BA	92	27.5%	1,233	Market	\$1,715	N/A	No	0	0.0%
					3BR / 2BA	32	9.6%	1,296	Market	\$1,615	N/A	No	0	0.0%
					3BR / 2BA	32	9.6%	1,467	Market	\$1,815	N/A	No	0	0.0%
	334				10	3.0%								
8	Springs At Mcdonough 325 South Point Boulevard Mcdonough, GA 30253 Henry County	9.0 miles	Garden 2-stories 2017 / n/a Family	Market	0BR / 1BA	N/A	N/A	551	Market	\$1,447	N/A	No	N/A	N/A
					0BR / 1BA	N/A	N/A	660	Market	\$1,587	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	797	Market	\$1,843	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	828	Market	\$1,595	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	907	Market	\$1,691	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,088	Market	\$1,812	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,202	Market	\$2,125	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,334	Market	\$2,212	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,334	Market	\$2,126	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,430	Market	\$2,477	N/A	No	N/A	N/A
	268				13	4.9%								
9	The Crossing At Mcdonough 100 Crossing Boulevard Mcdonough, GA 30253 Henry County	8.7 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	N/A	N/A	908	Market	\$1,513	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	908	Market	\$1,565	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	908	Market	\$1,460	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,668	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,723	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,613	N/A	No	0	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$2,088	N/A	No	N/A	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$2,280	N/A	No	0	0.0%
					3BR / 2BA	35	13.9%	1,390	Market	\$1,895	N/A	No	0	0.0%
	252				22	8.7%								

KELLEYTOWN SENIOR – MCDONOUGH, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	1,668	Weighted Occupancy:	96.4%
	Market Rate	1,094	Market Rate	94.7%
	Tax Credit	574	Tax Credit	99.7%
		One Bedroom One Bath	Two Bedroom One Bath	
		Property	Property	Average
		Average		
RENT	Springs At Mcdonough (Market)	\$1,843	Springs At Mcdonough (Market)(2BA)	\$2,125
	100 South Luxury Apartments (Market)	\$1,778	100 South Luxury Apartments (Market)(2BA)	\$1,991
	100 South Luxury Apartments (Market)	\$1,728	100 South Luxury Apartments (Market)	\$1,926
	Springs At Mcdonough (Market)	\$1,691	100 South Luxury Apartments (Market)(2BA)	\$1,876
	100 South Luxury Apartments (Market)	\$1,673	100 South Luxury Apartments (Market)	\$1,819
	Springs At Mcdonough (Market)	\$1,595	Springs At Mcdonough (Market)(2BA)	\$1,812
	The Crossing At Mcdonough (Market)	\$1,565	100 South Luxury Apartments (Market)(2BA)	\$1,761
	The Crossing At Mcdonough (Market)	\$1,513	The Crossing At Mcdonough (Market)(2BA)	\$1,723
	The Crossing At Mcdonough (Market)	\$1,460	Preston Creek Apartments (Market)(2BA)	\$1,715
	Preston Creek Apartments (Market)	\$1,315	100 South Luxury Apartments (Market)	\$1,711
	Preston Creek Apartments (Market)	\$1,215	The Crossing At Mcdonough (Market)(2BA)	\$1,668
	Ashley Woods Apartments (@60%)	\$991	The Crossing At Mcdonough (Market)(2BA)	\$1,613
	Heritage At Mcdonough (@60%)	\$894	Preston Creek Apartments (Market)(2BA)	\$1,515
	Sable Chase Apartments (@50%)	\$857	Ashley Woods Apartments (@60%)(2BA)	\$1,188
	Kelleytown Senior (Market)	\$828	Heritage At Mcdonough (@60%)(2BA)	\$1,069
	Heritage At Mcdonough (@50%)	\$727	Greystone Of Mcdonough (@60%)(2BA)	\$1,044
	Kelleytown Senior (@60%)	\$685	Sable Chase Apartments (@50%)	\$1,026
	Kelleytown Senior (@50%)	\$610	Sable Chase Apartments (@50%)(2BA)	\$1,026
			Kelleytown Senior (Market)	\$925
			Heritage At Mcdonough (@50%)(2BA)	\$869
		Greystone Of Mcdonough (@50%)(2BA)	\$844	
		Kelleytown Senior (@60%)	\$795	
		Hampton Court (@60%)(2BA)	\$775	
		Hampton Court (@50%)(2BA)	\$775	
		Kelleytown Senior (@50%)	\$705	
SQUARE FOOTAGE	Preston Creek Apartments (Market)	1,794	Preston Creek Apartments (Market)(2BA)	1,233
	The Crossing At Mcdonough (Market)	908	Springs At Mcdonough (Market)(2BA)	1,202
	The Crossing At Mcdonough (Market)	908	Hampton Court (@50%)(2BA)	1,200
	The Crossing At Mcdonough (Market)	908	Hampton Court (@60%)(2BA)	1,200
	Springs At Mcdonough (Market)	907	The Crossing At Mcdonough (Market)(2BA)	1,152
	Springs At Mcdonough (Market)	828	The Crossing At Mcdonough (Market)(2BA)	1,152
	Springs At Mcdonough (Market)	797	The Crossing At Mcdonough (Market)(2BA)	1,152
	100 South Luxury Apartments (Market)	787	Heritage At Mcdonough (@60%)(2BA)	1,103
	100 South Luxury Apartments (Market)	787	Heritage At Mcdonough (@50%)(2BA)	1,103
	100 South Luxury Apartments (Market)	787	Springs At Mcdonough (Market)(2BA)	1,088
	Sable Chase Apartments (@50%)	781	Preston Creek Apartments (Market)(2BA)	1,062
	Preston Creek Apartments (Market)	767	100 South Luxury Apartments (Market)(2BA)	1,059
	Ashley Woods Apartments (@60%)	748	100 South Luxury Apartments (Market)(2BA)	1,059
	Kelleytown Senior (Market)	725	100 South Luxury Apartments (Market)(2BA)	1,059
	Kelleytown Senior (@50%)	725	Ashley Woods Apartments (@60%)(2BA)	1,010
	Kelleytown Senior (@60%)	725	Greystone Of Mcdonough (@60%)(2BA)	968
	Heritage At Mcdonough (@50%)	722	Sable Chase Apartments (@50%)(2BA)	968
	Heritage At Mcdonough (@60%)	722	Greystone Of Mcdonough (@50%)(2BA)	968
			100 South Luxury Apartments (Market)	951
			100 South Luxury Apartments (Market)	951
		100 South Luxury Apartments (Market)	951	
		Kelleytown Senior (@60%)	950	
		Kelleytown Senior (Market)	950	
		Kelleytown Senior (@50%)	950	
		Sable Chase Apartments (Non-Rental)(2BA)	857	
		Sable Chase Apartments (@50%)	857	
RENT PER SQUARE FOOT	Springs At Mcdonough (Market)	\$2.31	100 South Luxury Apartments (Market)	\$2.03
	100 South Luxury Apartments (Market)	\$2.26	100 South Luxury Apartments (Market)	\$1.91
	100 South Luxury Apartments (Market)	\$2.20	100 South Luxury Apartments (Market)(2BA)	\$1.88
	100 South Luxury Apartments (Market)	\$2.13	100 South Luxury Apartments (Market)	\$1.80
	Springs At Mcdonough (Market)	\$1.93	100 South Luxury Apartments (Market)(2BA)	\$1.77
	Springs At Mcdonough (Market)	\$1.86	Springs At Mcdonough (Market)(2BA)	\$1.77
	The Crossing At Mcdonough (Market)	\$1.72	Springs At Mcdonough (Market)(2BA)	\$1.67
	The Crossing At Mcdonough (Market)	\$1.67	100 South Luxury Apartments (Market)(2BA)	\$1.66
	The Crossing At Mcdonough (Market)	\$1.61	The Crossing At Mcdonough (Market)(2BA)	\$1.50
	Preston Creek Apartments (Market)	\$1.58	The Crossing At Mcdonough (Market)(2BA)	\$1.45
	Ashley Woods Apartments (@60%)	\$1.32	Preston Creek Apartments (Market)(2BA)	\$1.43
	Heritage At Mcdonough (@60%)	\$1.24	The Crossing At Mcdonough (Market)(2BA)	\$1.40
	Kelleytown Senior (Market)	\$1.14	Preston Creek Apartments (Market)(2BA)	\$1.39
	Sable Chase Apartments (@50%)	\$1.10	Sable Chase Apartments (@50%)	\$1.20
	Heritage At Mcdonough (@50%)	\$1.01	Ashley Woods Apartments (@60%)(2BA)	\$1.18
	Kelleytown Senior (@60%)	\$0.94	Greystone Of Mcdonough (@60%)(2BA)	\$1.08
	Kelleytown Senior (@50%)	\$0.84	Sable Chase Apartments (@50%)(2BA)	\$1.06
	Preston Creek Apartments (Market)	\$0.73	Kelleytown Senior (Market)	\$0.97
			Heritage At Mcdonough (@60%)(2BA)	\$0.97
			Kelleytown Senior (@60%)	\$0.83
		Greystone Of Mcdonough (@50%)(2BA)	\$0.87	
		Heritage At Mcdonough (@50%)(2BA)	\$0.79	
		Kelleytown Senior (@50%)	\$0.74	
		Hampton Court (@60%)(2BA)	\$0.65	
		Hampton Court (@50%)(2BA)	\$0.65	

PROPERTY PROFILE REPORT

Ashley Woods Apartments

Effective Rent Date	5/02/2022
Location	1050 Rock Quarry Road Stockbridge, GA 30281 Henry County
Distance	5.7 miles
Units	128
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1991 / 2008
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	North Park, Hyde Park, Mable Chase
Tenant Characteristics	Mostly families from area
Contact Name	Vanshika
Phone	770-474-8444



Market Information

Program	@60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	70%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	16	748	\$1,036	\$0	@60%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	64	1,010	\$1,240	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	48	1,134	\$1,422	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,036	\$0	\$1,036	-\$45	\$991
2BR / 2BA	\$1,240	\$0	\$1,240	-\$52	\$1,188
3BR / 2BA	\$1,422	\$0	\$1,422	-\$65	\$1,357

Ashley Woods Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

According to the contact, the property has not been negatively impacted by the COVID-19 pandemic in terms of turnover and vacancy rate.

Trend Report

Vacancy Rates

4Q20	1Q21	2Q21	2022
0.8%	3.1%	3.1%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	4	0.0%	\$901 - \$906	\$0	\$901 - \$906	\$856 - \$861
2021	1	N/A	\$903 - \$908	\$0	\$903 - \$908	\$858 - \$863
2021	2	N/A	\$903 - \$908	\$0	\$903 - \$908	\$858 - \$863
2022	2	0.0%	\$1,036	\$0	\$1,036	\$991

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	4	0.0%	\$1,082 - \$1,085	\$0	\$1,082 - \$1,085	\$1,030 - \$1,033
2021	1	N/A	\$1,082 - \$1,085	\$0	\$1,082 - \$1,085	\$1,030 - \$1,033
2021	2	N/A	\$1,082 - \$1,085	\$0	\$1,082 - \$1,085	\$1,030 - \$1,033
2022	2	0.0%	\$1,240	\$0	\$1,240	\$1,188

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	4	2.1%	\$1,067 - \$1,221	\$0	\$1,067 - \$1,221	\$1,002 - \$1,156
2021	1	N/A	\$1,095 - \$1,249	\$0	\$1,095 - \$1,249	\$1,030 - \$1,184
2021	2	N/A	\$1,095 - \$1,249	\$0	\$1,095 - \$1,249	\$1,030 - \$1,184
2022	2	0.0%	\$1,422	\$0	\$1,422	\$1,357

Trend: Comments

4Q20	The property no longer utilizes daily pricing software to determine rents at the property. Each unit offers an in-unit washer/dryer. According to the manager the property has not been negatively impacted by the COVID-19 pandemic in terms of turnover and vacancy rate. The contact could not provide input into rent collection issues at the property. Furthermore, the contact noted that there is strong demand for affordable housing in the market.
1Q21	According to the contact, the property has not been severely negatively impacted by the COVID-19 pandemic in terms of turnover and vacancy rate. The contact reported that there has been an increase in rent delinquencies. The contact reported that the waiting list is longer than it has been historically. Furthermore, the contact noted that there is strong demand for affordable housing in the market.
2Q21	According to the contact, the property has not been severely negatively impacted by the COVID-19 pandemic in terms of turnover and vacancy rate. The contact reported that there has been an increase in rent delinquencies. However, the contact reported that the waiting list is longer than it has been historically, as demand for affordable housing in the area remains high.
2Q22	According to the contact, the property has not been negatively impacted by the COVID-19 pandemic in terms of turnover and vacancy rate.

Photos



PROPERTY PROFILE REPORT

Greystone Of Mcdonough

Effective Rent Date	4/08/2022
Location	411 Racetrack Road Mcdonough, GA 30252 Henry County
Distance	8.1 miles
Units	56
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Woodlawn Park, Sable Chase
Tenant Characteristics	Families, singles, some seniors from the area
Contact Name	Kerrie
Phone	678.583.1812



Market Information

Program	@50%, @60%
Annual Turnover Rate	9%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; contact unsure

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	14	968	\$1,096	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	17	968	\$896	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	9	1,180	\$1,261	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	16	1,180	\$1,031	\$0	@50%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$896	\$0	\$896	-\$52	\$844	2BR / 2BA	\$1,096	\$0	\$1,096	-\$52	\$1,044
3BR / 2BA	\$1,031	\$0	\$1,031	-\$65	\$966	3BR / 2BA	\$1,261	\$0	\$1,261	-\$65	\$1,196

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Tennis Court	Volleyball Court		

Comments

The contact reported no impact at the property due to the COVID-19 pandemic in terms of vacancy and turnover. The contact reported that the property accepts Housing Choice Vouchers, but was unable to note the number of vouchers utilized at the property.

Trend Report

Vacancy Rates

1Q20	1Q21	2Q21	2022
1.8%	0.0%	0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$804	\$0	\$804	\$752
2021	1	0.0%	\$895	\$0	\$895	\$843
2021	2	0.0%	\$895	\$0	\$895	\$843
2022	2	0.0%	\$896	\$0	\$896	\$844

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$927	\$0	\$927	\$862
2021	1	0.0%	\$984	\$0	\$984	\$919
2021	2	0.0%	\$984	\$0	\$984	\$919
2022	2	0.0%	\$1,031	\$0	\$1,031	\$966

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	7.1%	\$910	\$0	\$910	\$858
2021	1	0.0%	\$1,046	\$0	\$1,046	\$994
2021	2	0.0%	\$1,046	\$0	\$1,046	\$994
2022	2	0.0%	\$1,096	\$0	\$1,096	\$1,044

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$1,010	\$0	\$1,010	\$945
2021	1	0.0%	\$1,206	\$0	\$1,206	\$1,141
2021	2	0.0%	\$1,197	\$0	\$1,197	\$1,132
2022	2	0.0%	\$1,261	\$0	\$1,261	\$1,196

Trend: Comments

1Q20	No additional comments.
1Q21	The contact reported a slight decrease in collections during the COVID-19 pandemic, and no impact to occupancy or phone traffic during this time. Additionally, the contact reported a strong demand for affordable housing in the McDonough area.
2Q21	The contact reported no impact at the property due to COVID-19 in terms of vacancy and turnover. Additionally, the contact reported a strong demand for affordable housing in the McDonough area and believes that rents at the 2021 maximum allowable level may be achievable at the 60 percent AMI level; however, management has decided to keep rents stable during the pandemic. The contact reported that the property accepts Housing Choice Vouchers, but was unable to note the number of vouchers utilized at the property.
2Q22	The contact reported no impact at the property due to the COVID-19 pandemic in terms of vacancy and turnover. The contact reported that the property accepts Housing Choice Vouchers, but was unable to note the number of vouchers utilized at the property.

Photos



PROPERTY PROFILE REPORT

Hampton Court

Effective Rent Date	4/07/2022
Location	100 S Hampton Rd Hampton, GA 30228 Henry County
Distance	13.9 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Heritage Apartments
Tenant Characteristics	Average age of 73; most are retired. Most come from other senior properties
Contact Name	Lisha
Phone	770-658-8955



Market Information

Program	@50%, @60%
Annual Turnover Rate	2%
Units/Month Absorbed	20
HCV Tenants	7%
Leasing Pace	Within three days
Annual Chg. in Rent	Increased 20 percent
Concession	None
Waiting List	Yes; seven years in length

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Lowrise (2 stories)	6	1,200	\$775	\$0	@50%	Yes	0	0.0%	no	None
2	2	Lowrise (2 stories)	54	1,200	\$775	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$775	\$0	\$775	\$0	\$775	2BR / 2BA	\$775	\$0	\$775	\$0	\$775

Hampton Court, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Carpeting	Limited Access	
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Garbage Disposal		
Hand Rails	Microwave		
Oven	Pull Cords		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Community gardens
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact reported that rents are below maximum allowable levels as the property is operated by a not-for-profit entity whom keeps rents low to increase affordability. Management reported no significant impact to collections, occupancy, or traffic during the COVID-19 pandemic as most tenants are covered by social security.

Trend Report

Vacancy Rates

1Q20	3Q20	2Q21	2Q22
1.7%	0.0%	0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$615	\$0	\$615	\$615
2020	3	0.0%	\$645	\$0	\$645	\$645
2021	2	0.0%	\$645	\$0	\$645	\$645
2022	2	0.0%	\$775	\$0	\$775	\$775

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	2.0%	\$615	\$0	\$615	\$615
2020	3	0.0%	\$645	\$0	\$645	\$645
2021	2	0.0%	\$645	\$0	\$645	\$645
2022	2	0.0%	\$775	\$0	\$775	\$775

Trend: Comments

1Q20	The contact reported that rents are below maximum allowable levels because the property is owned by a not-for-profit entity that has not raised rents. The vacant unit is preleased from the waiting list. The contact indicated the market is very strong for senior LIHTC communities.
3Q20	The contact reported that rents are below maximum allowable levels because the property is owned by a not-for-profit entity that has not raised rents. The contact indicated the market is very strong for senior LIHTC communities. Management reported no significant impact to collections, occupancy, or traffic during the COVID-19 pandemic.
2Q21	The contact reported that rents are below maximum allowable levels as the property is operated by a not-for-profit entity whom keeps rents low to increase affordability. The contact stated the property plans to increase rents this year, but they will stay below the maximum allowable levels. Management reported no significant impact to collections, occupancy, or traffic during the COVID-19 pandemic and that demand remains very strong for senior affordable housing in the area.
2Q22	The contact reported that rents are below maximum allowable levels as the property is operated by a not-for-profit entity whom keeps rents low to increase affordability. Management reported no significant impact to collections, occupancy, or traffic during the COVID-19 pandemic as most tenants are covered by social security.

Photos



PROPERTY PROFILE REPORT

Heritage At Mcdonough

Effective Rent Date	4/07/2022
Location	180 Bridges Rd Mcdonough, GA 30253 Henry County
Distance	7.3 miles
Units	105
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (3 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Other senior affordable housing developments
Tenant Characteristics	Seniors 55+, Average age of 72; 90% are retired; coming from Metro Atlanta as well as out of state
Contact Name	Fayana
Phone	678-604-8322



Market Information

Program	@50%, @60%
Annual Turnover Rate	8%
Units/Month Absorbed	18
HCV Tenants	14%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased eight percent
Concession	None
Waiting List	Yes; 240 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	25	722	\$772	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	26	722	\$939	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	27	1,103	\$921	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	27	1,103	\$1,121	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$772	\$0	\$772	-\$45	\$727	1BR / 1BA	\$939	\$0	\$939	-\$45	\$894
2BR / 2BA	\$921	\$0	\$921	-\$52	\$869	2BR / 2BA	\$1,121	\$0	\$1,121	-\$52	\$1,069

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Carpeting	Limited Access	
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Exterior Storage		
Ceiling Fan	Garbage Disposal		
Grab Bars	Hand Rails		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	Hairdresser / Barber	ballroom, gardens
Clubhouse/Meeting Room/Community	Elevators		
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Wi-Fi		

Comments

Management reported elevated turnover due to the COVID-19 pandemic; however the property still maintains an extensive waiting list and demand remains high. Collections have remained unaffected during the COVID-19 pandemic.

Trend Report

Vacancy Rates

1Q20	3Q20	2Q21	2Q22
0.0%	5.7%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$687	\$0	\$687	\$642
2020	3	N/A	\$715	\$0	\$715	\$670
2021	2	0.0%	\$715	\$0	\$715	\$670
2022	2	0.0%	\$772	\$0	\$772	\$727

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$820	\$0	\$820	\$768
2020	3	N/A	\$854	\$0	\$854	\$802
2021	2	0.0%	\$854	\$0	\$854	\$802
2022	2	0.0%	\$921	\$0	\$921	\$869

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$837	\$0	\$837	\$792
2020	3	N/A	\$870	\$0	\$870	\$825
2021	2	0.0%	\$870	\$0	\$870	\$825
2022	2	0.0%	\$939	\$0	\$939	\$894

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,000	\$0	\$1,000	\$948
2020	3	N/A	\$1,040	\$0	\$1,040	\$988
2021	2	0.0%	\$1,040	\$0	\$1,040	\$988
2022	2	0.0%	\$1,121	\$0	\$1,121	\$1,069

Trend: Comments

1Q20	No additional comments.
3Q20	The vacant units are being processed from the waiting list. Management reported vacancy is elevated due to multiple move-outs and the leasing pace has slowed due to the COVID-19 pandemic. Collections have remained unaffected during the pandemic.
2Q21	Management reported move outs elevated due to the COVID-19 pandemic, but the property still maintains a extensive waiting list and demand remains high. Collections have remained unaffected during the pandemic. Rents have not yet been increased the 2021 maximum allowable levels due to the pandemic; however, the contact expects rent levels to increase in the next couple of months.
2Q22	Management reported elevated turnover due to the COVID-19 pandemic; however the property still maintains an extensive waiting list and demand remains high. Collections have remained unaffected during the COVID-19 pandemic.

Photos



PROPERTY PROFILE REPORT

Sable Chase Apartments

Effective Rent Date	4/12/2022
Location	102 Sable Chase Blvd. Mcdonough, GA 30253 Henry County
Distance	7.6 miles
Units	225
Vacant Units	2
Vacancy Rate	0.9%
Type	Garden (2 stories)
Year Built/Renovated	1994 / 2016
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Woodlawn Park, Greystone, and Bridge Mill
Tenant Characteristics	Some seniors
Contact Name	Yvonne
Phone	770-954-1254



Market Information

Program	@50%, Non-Rental
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	13%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 13 to 24 percent
Concession	None
Waiting List	Yes; 200+ households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	48	781	\$902	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Garden (2 stories)	32	857	\$1,078	\$0	@50%	Yes	1	3.1%	yes	None
2	2	Garden (2 stories)	1	857	N/A	N/A	Non-Rental	N/A	0	0.0%	N/A	None
2	2	Garden (2 stories)	72	968	\$1,078	\$0	@50%	Yes	1	1.4%	yes	None
3	2	Garden (2 stories)	72	1,180	\$1,236	\$0	@50%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$902	\$0	\$902	-\$45	\$857	2BR / 2BA	N/A	\$0	N/A	-\$52	N/A
2BR / 1BA	\$1,078	\$0	\$1,078	-\$52	\$1,026						
2BR / 2BA	\$1,078	\$0	\$1,078	-\$52	\$1,026						
3BR / 2BA	\$1,236	\$0	\$1,236	-\$65	\$1,171						

Sable Chase Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		
Volleyball Court			

Comments

The contact reported that there have been some rent payment issues due to the COVID-19 pandemic, but reported the situation is improving. Also, many tenants have been able to apply for the Emergency Rental Assistance Program (ERAP) to help make rent.

Sable Chase Apartments, continued

Trend Report

Vacancy Rates

1Q20	1Q21	2Q21	2022
0.0%	0.0%	0.0%	0.9%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$725	\$0	\$725	\$680
2022	2	0.0%	\$902	\$0	\$902	\$857

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$925	\$0	\$925	\$873
2022	2	3.1%	\$1,078	\$0	\$1,078	\$1,026

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$950	\$0	\$950	\$898
2022	2	1.4%	\$1,078	\$0	\$1,078	\$1,026

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$1,059	\$0	\$1,059	\$994
2022	2	0.0%	\$1,236	\$0	\$1,236	\$1,171

Trend: Non-Rental

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	N/A	\$0	N/A	N/A
2021	1	0.0%	N/A	\$0	N/A	N/A
2021	2	0.0%	N/A	\$0	N/A	N/A
2022	2	0.0%	N/A	\$0	N/A	N/A

Trend: Comments

1Q20 N/A

1Q21 According to the contact, there is strong demand for affordable housing in the area. The contact stated this property is typically fully-occupied. Management reported that there has been no impact to collections, traffic, or occupancy during the COVID-19 pandemic.

2Q21 According to the contact, there is strong demand for affordable housing in the area. The contact stated this property is typically fully-occupied. Management reported that bad debt has increased slightly and there are currently a few evictions pending due to the COVID-19 pandemic; However, the property remains fully occupied with a waiting list. The contact stated that rents are at the 2021 maximum allowable levels.

2Q22 The contact reported that there have been some rent payment issues due to the COVID-19 pandemic, but reported the situation is improving. Also, many tenants have been able to apply for the Emergency Rental Assistance Program (ERAP) to help make rent.

Photos



PROPERTY PROFILE REPORT

100 South Luxury Apartments

Effective Rent Date	4/11/2022
Location	100 Woodlawn Park Drive Mcdonough, GA 30253 Henry County
Distance	7.4 miles
Units	240
Vacant Units	13
Vacancy Rate	5.4%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	6/01/2004
Leasing Began	7/01/2004
Last Unit Leased	N/A
Major Competitors	Amber Chase, Walden Run
Tenant Characteristics	Mixed tenancy from local area, some seniors
Contact Name	Kristen
Phone	770-285-1325



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	12
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 37 to 42 percent
Concession	None
Waiting List	Yes; five households

Utilities

A/C	included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	48	787	\$1,735	\$0	Market	Yes	2	4.2%	N/A	AVG*
1	1	Garden (3 stories)	N/A	787	\$1,785	\$0	Market	Yes	0	N/A	N/A	HIGH*
1	1	Garden (3 stories)	N/A	787	\$1,680	\$0	Market	Yes	0	N/A	N/A	LOW*
2	1	Garden (3 stories)	48	951	\$1,828	\$0	Market	Yes	4	8.3%	N/A	AVG*
2	1	Garden (3 stories)	N/A	951	\$1,935	\$0	Market	Yes	0	N/A	N/A	HIGH*
2	1	Garden (3 stories)	N/A	951	\$1,720	\$0	Market	Yes	0	N/A	N/A	LOW*
2	2	Garden (3 stories)	96	1,059	\$1,885	\$0	Market	Yes	7	7.3%	N/A	AVG*
2	2	Garden (3 stories)	N/A	1,059	\$2,000	\$0	Market	Yes	0	N/A	N/A	HIGH*
2	2	Garden (3 stories)	N/A	1,059	\$1,770	\$0	Market	Yes	0	N/A	N/A	LOW*
3	2	Garden (3 stories)	48	1,271	\$2,240	\$0	Market	Yes	0	0.0%	N/A	AVG*
3	2	Garden (3 stories)	N/A	1,271	\$2,270	\$0	Market	Yes	0	N/A	N/A	HIGH*
3	2	Garden (3 stories)	N/A	1,271	\$2,210	\$0	Market	Yes	0	N/A	N/A	LOW*

100 South Luxury Apartments, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,680 - \$1,785	\$0	\$1,680 - \$1,785	-\$7	\$1,673 - \$1,778
2BR / 1BA	\$1,720 - \$1,935	\$0	\$1,720 - \$1,935	-\$9	\$1,711 - \$1,926
2BR / 2BA	\$1,770 - \$2,000	\$0	\$1,770 - \$2,000	-\$9	\$1,761 - \$1,991
3BR / 2BA	\$2,210 - \$2,270	\$0	\$2,210 - \$2,270	-\$12	\$2,198 - \$2,258

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Video)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$150.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

Garage parking is available for an additional monthly fee of \$150. The property no longer accepts Housing Choice Vouchers. The contact reported no impact at the property due to the COVID-19 pandemic in terms of turnover and vacancy. The rents given are the last available as the company recently started using software which determines rents daily.

100 South Luxury Apartments, continued

Trend Report

Vacancy Rates

4Q16	1Q20	2Q21	2Q22
2.0%	2.5%	0.0%	5.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	0.0%	\$709	\$0	\$709	\$702
2020	1	N/A	\$985	\$0	\$985	\$978
2021	2	0.0%	\$1,255	\$0	\$1,255	\$1,248
2022	2	N/A	\$1,680 - \$1,785	\$0	\$1,680 - \$1,785	\$1,673 - \$1,778

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	0.0%	\$770	\$0	\$770	\$761
2020	1	N/A	\$1,130	\$0	\$1,130	\$1,121
2021	2	0.0%	\$1,405	\$0	\$1,405	\$1,396
2022	2	N/A	\$1,720 - \$1,935	\$0	\$1,720 - \$1,935	\$1,711 - \$1,926

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	0.0%	\$834	\$0	\$834	\$825
2020	1	N/A	\$1,200	\$0	\$1,200	\$1,191
2021	2	0.0%	\$1,460	\$0	\$1,460	\$1,451
2022	2	N/A	\$1,770 - \$2,000	\$0	\$1,770 - \$2,000	\$1,761 - \$1,991

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	2.5%	\$959	\$0	\$959	\$947
2020	1	N/A	\$1,300	\$0	\$1,300	\$1,288
2021	2	0.0%	\$1,605	\$0	\$1,605	\$1,593
2022	2	N/A	\$2,210 - \$2,270	\$0	\$2,210 - \$2,270	\$2,198 - \$2,258

Trend: Comments

4Q16	The contact reported current occupancy has been typical for most of 2016. Summer months tend to be slower and winter months tend to slow down as well although the contact stated there aren't many move outs scheduled during December.
1Q20	The contact reported that the property converted from LIHTC to market rate in January 2020. Garage parking is available for an additional monthly fee of \$85. The property no longer accepts Housing Choice Vouchers.
2Q21	The contact reported that the property converted from LIHTC to market rate in January 2020. Furthermore, the property also rebranded to 100 South Luxury Apartments from Woodlawn Park Apartments. Garage parking is available for an additional monthly fee of \$150. The property no longer accepts Housing Choice Vouchers. The contact reported no impact at the property due to COVID-19 in terms of turnover and vacancy.
2Q22	Garage parking is available for an additional monthly fee of \$150. The property no longer accepts Housing Choice Vouchers. The contact reported no impact at the property due to the COVID-19 pandemic in terms of turnover and vacancy. The rents given are the last available as the company recently started using software which determines rents daily.

Photos



PROPERTY PROFILE REPORT

Preston Creek Apartments

Effective Rent Date	4/12/2022
Location	100 Preston Creek Drive Mcdonough, GA 30253 Henry County
Distance	8.1 miles
Units	334
Vacant Units	10
Vacancy Rate	3.0%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Felicia
Phone	770-957-9955



Market Information

Program	Market
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Decreased 21 to increased nine percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	36	767	\$1,200	\$0	Market	No	3	8.3%	N/A	None
1	1	Garden (3 stories)	18	1,794	\$1,300	\$0	Market	No	0	0.0%	N/A	None
1.5	1.5	Garden (3 stories)	32	1,046	\$1,552	\$0	Market	No	1	3.1%	N/A	None
2	2	Garden (3 stories)	92	1,062	\$1,500	\$0	Market	No	6	6.5%	N/A	None
2	2	Garden (3 stories)	92	1,233	\$1,700	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	32	1,296	\$1,600	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	32	1,467	\$1,800	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,200 - \$1,300	\$0	\$1,200 - \$1,300	\$15	\$1,215 - \$1,315
1.5BR / 1.5BA	\$1,552	\$0	\$1,552	\$15	\$1,567
2BR / 2BA	\$1,500 - \$1,700	\$0	\$1,500 - \$1,700	\$15	\$1,515 - \$1,715
3BR / 2BA	\$1,600 - \$1,800	\$0	\$1,600 - \$1,800	\$15	\$1,615 - \$1,815

Preston Creek Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Carpeting	Perimeter Fencing	
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	Floor	None
Clubhouse/Meeting Room/Community	Exercise Facility	View	
Garage(\$100.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		
Volleyball Court	Wi-Fi		

Comments

The largest one-bedroom units offer two-story carriage house design with an attached lower level garage included in the rental rate. The largest two-bedroom units feature a sunroom. Additionally, select units feature ceiling fans, oversized garden bathtubs, and fireplaces, which rent for a premium. Other location premiums include floor level, courtyard views, and pool views. The contact reported that detached garages are available for an additional monthly fee of \$100.

Preston Creek Apartments, continued

Trend Report

Vacancy Rates

2Q16	1Q20	2Q21	2Q22
7.8%	6.0%	1.2%	3.0%

Trend: Market

1.5BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,524	\$0	\$1,524	\$1,539
2021	2	3.1%	\$1,879	\$0	\$1,879	\$1,894
2022	2	3.1%	\$1,552	\$0	\$1,552	\$1,567

1BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,075	\$0	\$1,075	\$1,090

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$802 - \$1,122	\$0	\$802 - \$1,122	\$817 - \$1,137
2020	1	N/A	\$1,223 - \$1,507	\$0	\$1,223 - \$1,507	\$1,238 - \$1,522
2021	2	0.0%	\$1,469 - \$1,659	\$0	\$1,469 - \$1,659	\$1,484 - \$1,674
2022	2	5.6%	\$1,200 - \$1,300	\$0	\$1,200 - \$1,300	\$1,215 - \$1,315

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$950 - \$975	\$0	\$950 - \$975	\$965 - \$990
2020	1	N/A	\$1,309 - \$1,731	\$0	\$1,309 - \$1,731	\$1,324 - \$1,746
2021	2	1.6%	\$1,537 - \$1,559	\$0	\$1,537 - \$1,559	\$1,552 - \$1,574
2022	2	3.3%	\$1,500 - \$1,700	\$0	\$1,500 - \$1,700	\$1,515 - \$1,715

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,240 - \$1,300	\$0	\$1,240 - \$1,300	\$1,255 - \$1,315
2020	1	N/A	\$1,511 - \$1,896	\$0	\$1,511 - \$1,896	\$1,526 - \$1,911
2021	2	0.0%	\$1,859 - \$1,896	\$0	\$1,859 - \$1,896	\$1,874 - \$1,911
2022	2	0.0%	\$1,600 - \$1,800	\$0	\$1,600 - \$1,800	\$1,615 - \$1,815

Trend: Comments

2Q16	The contact attributes lower occupancy rates as seasonal noting that occupancy rates tend to increase late August through September.
1Q20	The largest one-bedroom units offer two-story carriage house design with an attached lower level garage included in the rental rate. The largest two-bedroom units feature a sunroom. Additionally, select units feature ceiling fans, oversized garden bathtubs, and fireplaces, which rent for a premium. Other location premiums include floor level, courtyard views, and pool views. The contact reported that detached garages are available for an additional monthly fee of \$90.
2Q21	N/A
2Q22	The largest one-bedroom units offer two-story carriage house design with an attached lower level garage included in the rental rate. The largest two-bedroom units feature a sunroom. Additionally, select units feature ceiling fans, oversized garden bathtubs, and fireplaces, which rent for a premium. Other location premiums include floor level, courtyard views, and pool views. The contact reported that detached garages are available for an additional monthly fee of \$100.

Photos



PROPERTY PROFILE REPORT

Springs At Mcdonough

Effective Rent Date	4/12/2022
Location	325 South Point Boulevard Mcdonough, GA 30253 Henry County
Distance	9 miles
Units	268
Vacant Units	13
Vacancy Rate	4.9%
Type	Garden (2 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	5/01/2017
Leasing Began	5/01/2017
Last Unit Leased	9/01/2018
Major Competitors	None reported
Tenant Characteristics	Some corporate units
Contact Name	Michelle
Phone	770-627-0105



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	17
HCV Tenants	0%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Increased nine to 33 percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (2 stories)	N/A	551	\$1,447	\$0	Market	No	N/A	N/A	N/A	None
0	1	Garden (2 stories)	N/A	660	\$1,587	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	797	\$1,843	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	828	\$1,595	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	907	\$1,691	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,088	\$1,812	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,202	\$2,125	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,334	\$2,212	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,334	\$2,126	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,430	\$2,477	\$0	Market	No	N/A	N/A	N/A	None

Springs At Mcdonough, continued

Trend Report

Vacancy Rates

1Q21	2Q21	3Q21	2022
3.0%	1.5%	1.5%	4.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	1	N/A	\$1,414 - \$1,444	\$0	\$1,414 - \$1,444	\$1,414 - \$1,444
2021	2	N/A	\$1,475 - \$1,551	\$0	\$1,475 - \$1,551	\$1,475 - \$1,551
2021	3	N/A	\$1,475 - \$1,551	\$0	\$1,475 - \$1,551	\$1,475 - \$1,551
2022	2	N/A	\$1,595 - \$1,843	\$0	\$1,595 - \$1,843	\$1,595 - \$1,843

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	1	N/A	\$1,640 - \$1,679	\$0	\$1,640 - \$1,679	\$1,640 - \$1,679
2021	2	N/A	\$1,686 - \$1,701	\$0	\$1,686 - \$1,701	\$1,686 - \$1,701
2021	3	N/A	\$1,686 - \$1,701	\$0	\$1,686 - \$1,701	\$1,686 - \$1,701
2022	2	N/A	\$1,812 - \$2,125	\$0	\$1,812 - \$2,125	\$1,812 - \$2,125

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	1	N/A	\$1,860	\$0	\$1,860	\$1,860
2021	2	N/A	\$1,803 - \$1,868	\$0	\$1,803 - \$1,868	\$1,803 - \$1,868
2021	3	N/A	\$1,803 - \$1,868	\$0	\$1,803 - \$1,868	\$1,803 - \$1,868
2022	2	N/A	\$2,126 - \$2,477	\$0	\$2,126 - \$2,477	\$2,126 - \$2,477

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	1	N/A	\$1,229 - \$1,294	\$0	\$1,229 - \$1,294	\$1,229 - \$1,294
2021	2	N/A	\$1,406 - \$1,450	\$0	\$1,406 - \$1,450	\$1,406 - \$1,450
2021	3	N/A	\$1,406 - \$1,450	\$0	\$1,406 - \$1,450	\$1,406 - \$1,450
2022	2	N/A	\$1,447 - \$1,587	\$0	\$1,447 - \$1,587	\$1,447 - \$1,587

Trend: Comments

1Q21 N/A

2Q21 N/A

3Q21 N/A

2Q22 The contact stated this property utilizes a daily pricing model and rents fluctuate often. Detached garage parking is available for an additional \$110 monthly fee. The contact did not comment on the impact the COVID-19 pandemic has had on the property. The one and two-bedroom units with higher rents are units with attached garages. The studio units with higher rents are second floor units. The three-bedroom, 1,334 square foot unit with the higher rent has an attached garage.

Photos



PROPERTY PROFILE REPORT

The Crossing At Mcdonough

Effective Rent Date	4/07/2022
Location	100 Crossing Boulevard Mcdonough, GA 30253 Henry County
Distance	8.7 miles
Units	252
Vacant Units	22
Vacancy Rate	8.7%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Carrington Green, Crescent Creek, Oxford Creek
Tenant Characteristics	None identified
Contact Name	Ashley
Phone	770-692-1630



Market Information

Program	Market
Annual Turnover Rate	18%
Units/Month Absorbed	22
HCV Tenants	N/A
Leasing Pace	Within one week
Annual Chg. in Rent	Increased between 23 and 35 percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	908	\$1,558	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Garden (3 stories)	N/A	908	\$1,610	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Garden (3 stories)	N/A	908	\$1,505	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Garden (3 stories)	N/A	1,152	\$1,720	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (3 stories)	N/A	1,152	\$1,775	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Garden (3 stories)	N/A	1,152	\$1,665	\$0	Market	No	0	N/A	N/A	LOW*
3	2	Garden (3 stories)	35	1,390	\$2,153	\$0	Market	No	N/A	N/A	N/A	AVG*
3	2	Garden (3 stories)	35	1,390	\$2,345	\$0	Market	No	0	0.0%	N/A	HIGH*
3	2	Garden (3 stories)	35	1,390	\$1,960	\$0	Market	No	0	0.0%	N/A	LOW*

The Crossing At McDonough, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,505 - \$1,610	\$0	\$1,505 - \$1,610	-\$45	\$1,460 - \$1,565
2BR / 2BA	\$1,665 - \$1,775	\$0	\$1,665 - \$1,775	-\$52	\$1,613 - \$1,723
3BR / 2BA	\$1,960 - \$2,345	\$0	\$1,960 - \$2,345	-\$65	\$1,895 - \$2,280

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Carpeting	Perimeter Fencing	
Central A/C	Coat Closet	Video Surveillance	
Dishwasher	Exterior Storage		
Ceiling Fan	Fireplace		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$85.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court			

Comments

Of the 22 vacancies, 12 are offline due to a recent fire. The contact reported that there were no negative effects from the COVID-19 pandemic. Garage parking is available for an additional monthly fee of \$85.

The Crossing At McDonough, continued

Trend Report

Vacancy Rates

3Q20	1Q21	2Q21	2Q22
4.0%	6.7%	5.2%	8.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$940	\$0	\$940	\$895
2021	1	N/A	\$1,295	\$0	\$1,295	\$1,250
2021	2	N/A	\$1,305	\$0	\$1,305	\$1,260
2022	2	N/A	\$1,505 - \$1,610	\$0	\$1,505 - \$1,610	\$1,460 - \$1,565

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,325	\$0	\$1,325	\$1,273
2021	1	N/A	\$1,450	\$0	\$1,450	\$1,398
2021	2	N/A	\$1,430	\$0	\$1,430	\$1,378
2022	2	N/A	\$1,665 - \$1,775	\$0	\$1,665 - \$1,775	\$1,613 - \$1,723

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,495	\$0	\$1,495	\$1,430
2021	1	48.6%	\$1,650	\$0	\$1,650	\$1,585
2021	2	34.3%	\$1,735	\$0	\$1,735	\$1,670
2022	2	N/A	\$1,960 - \$2,345	\$0	\$1,960 - \$2,345	\$1,895 - \$2,280

Trend: Comments

3Q20 N/A

1Q21 Of the 17 vacant three-bedroom units, 12 are down for repair due to a fire. The contact noted a slight decrease in collections during the COVID-19 pandemic, and no impact to occupancy or phone traffic. Garage parking is available for an additional monthly fee of \$85.

2Q21 Of the 13 vacant units, 12 are under repair from a recent fire at the property. The contact noted a slight decrease in collections during the COVID-19 pandemic, and no impact to occupancy or phone traffic. Garage parking is available for an additional monthly fee of \$85.

2Q22 Of the 22 vacancies, 12 are offline due to a recent fire. The contact reported that there were no negative effects from the COVID-19 pandemic. Garage parking is available for an additional monthly fee of \$85.

Photos



1. Housing Choice Vouchers

We spoke with Waquele Holley from the Georgia Department of Community Affairs (DCA) to discuss the Housing Choice Voucher program in the area. We were unable to obtain voucher data for Henry County; however, Holley reported the Georgia DCA is authorized to issue 17,299 vouchers in northern Georgia. Of these, 11,990 are currently in use. The waiting list for Housing Choice Vouchers has been closed since May 2021. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Ashley Woods Apartments	LIHTC	Family	70%
Greystone Of Mcdonough	LIHTC	Family	10%
Hampton Court	LIHTC	Senior	7%
Heritage At Mcdonough	LIHTC	Senior	14%
Sable Chase Apartments	LIHTC	Family	13%
100 South Luxury Apartments	Market	Family	0%
Preston Creek Apartments	Market	Family	0%
Springs At Mcdonough	Market	Family	0%
The Crossing At Mcdonough	Market	Family	N/A

The comparable properties reported voucher usage ranging from zero to 70 percent. None of the market rate properties reported voucher usage. Five of the LIHTC properties reported voucher usage, with an average utilization of 23 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 15 percent.

2. Phased Developments

The Subject is not part of a multi-phase development.

Lease Up History

Information regarding the absorption periods of properties throughout the McDonough area, including one of the comparable properties, are illustrated in the following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights II	LIHTC	Family	2020	120	40
Madison Heights I	LIHTC	Family	2018	121	30
Springs At Mcdonough	Market	Family	2017	268	17
	Average			170	29

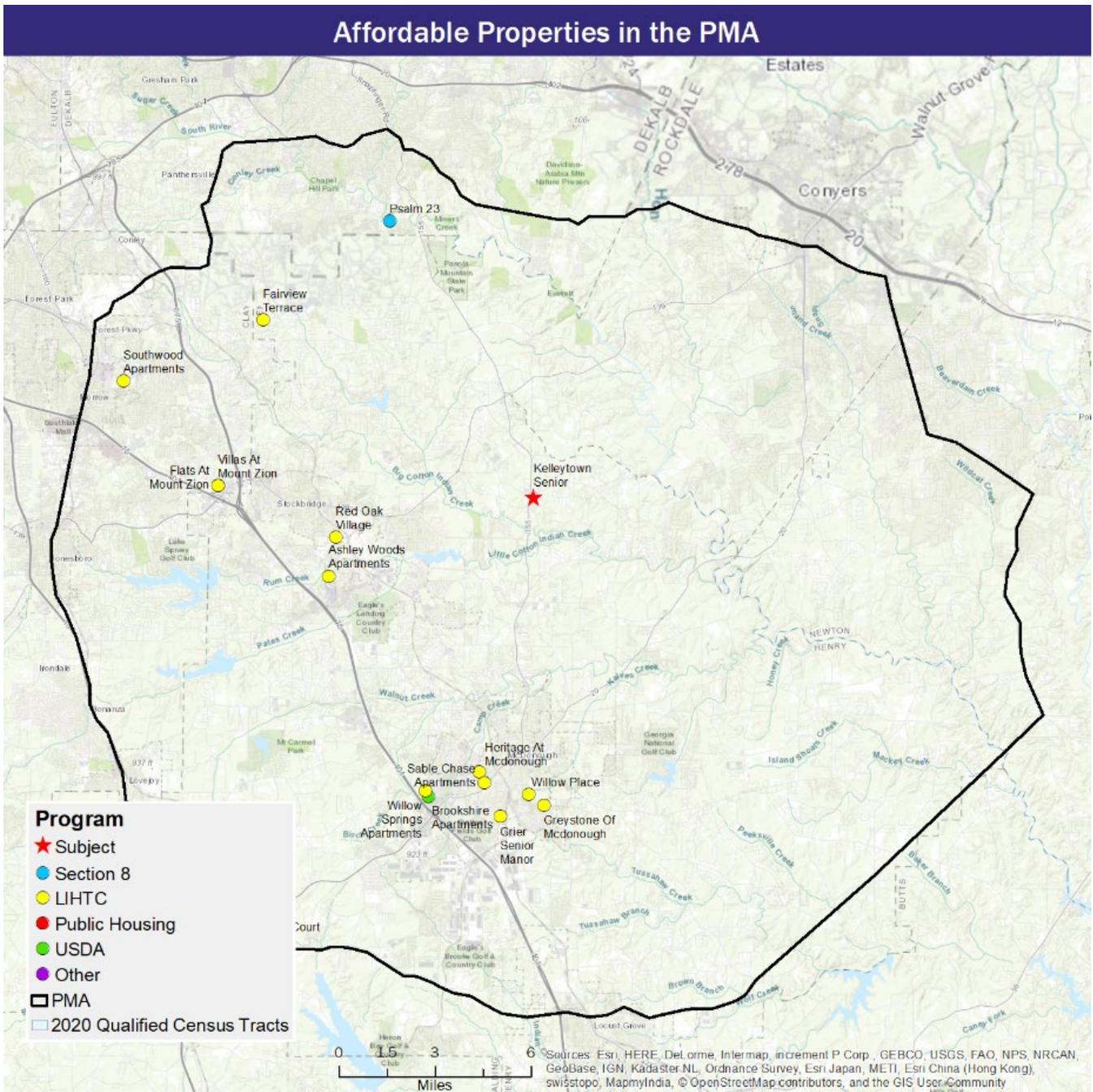
Per DCA guidelines, we calculate the absorption to 93 percent occupancy. As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 40 units per month, with an overall average of 29 units per month. The LIHTC comparables reported absorption rates ranging from 30 to 40 units per month. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject's units could reasonably expect to lease up to a rate of 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within two to three months.

3. Competitive Project Map

COMPETITIVE PROJECT MAP

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Kelleytown Senior	LIHTC/ Market	Mcdonough	Senior	72		Star	
Ashley Woods Apartments	LIHTC/HOME	Stockbridge	Family	128	100.0%	Yellow	
Fairview Terrace*	LIHTC	Ellenwood	Family	154	N/A		
Flats At Mount Zion*	LIHTC	Stockbridge	Family	210	N/A		
Greystone Of Mcdonough	LIHTC	Mcdonough	Family	56	100.0%		
Grier Senior Manor	LIHTC/ Market	Mcdonough	Senior	64	100.0%		
Hampton Court	LIHTC	Hampton	Senior	60	100.0%		
Heritage At Mcdonough	LIHTC	Mcdonough	Senior	105	100.0%		
Red Oak Village	LIHTC	Stockbridge	Senior	60	100.0%		
Sable Chase Apartments	LIHTC	Mcdonough	Family	225	99.1%		
Southwood Apartments	LIHTC/ Section 8	Morrow	Family	196	100.0%		
The Promenade (aka McDonough Family)*	LIHTC	Mcdonough	Famiyl	287	N/A		
Villas At Mount Zion*	LIHTC	Stockbridge	Senior	96	N/A		
Willow Place*	LIHTC	Mcdonough	Senior	182	N/A		
Psalm 23	Section 8	Ellenwood	Senior	36	100.0%		Blue
Brookshire Apartments	Rural Development	Mcdonough	Family	46	100.0%		Green

*Property is proposed or under construction



4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below.

KELLEYTOWN SENIOR – MCDONOUGH, GEORGIA – MARKET STUDY

AMENITY MATRIX

Subject	Ashley Woods	Greystone Of Mcdonough	Hampton Court	Heritage At Mcdonough	Sable Chase Apartments	100 South Luxury Apartments	Preston Creek Apartments	Springs At Mcdonough	The Crossing At Mcdonough
Rent Structure	LIHTC/ Market Senior	LIHTC Family	LIHTC Family	LIHTC Senior	LIHTC Senior	LIHTC Family	Market Family	Market Family	Market Family
Tenancy									
Building									
Property Type	Lowrise	Garden	Garden	Lowrise	Lowrise	Garden	Garden	Garden	Garden
# of Stories	3-stories	3-stories	2-stories	2-stories	3-stories	2-stories	3-stories	3-stories	2-stories
Year Built	2024	1991	2000	2014	2011	1994	2004	2002	2017
Year Renovated	n/a	2008	n/a	n/a	n/a	2016	n/a	n/a	n/a
Elevators	yes	no	no	yes	yes	no	no	no	no
Utility Structure									
Cooking	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no
Water	no	yes	yes	no	yes	yes	no	no	yes
Sewer	no	yes	yes	no	yes	yes	no	no	yes
Trash	yes	yes	yes	yes	yes	yes	yes	no	yes
Unit Amenities									
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	no	yes	yes	yes	yes	yes	yes	yes	yes
Hardwood	yes	no	no	yes	yes	no	no	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	yes	no	no	yes	yes	yes	yes	yes
Coat Closet	no	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	yes	no	no	no	no
Walk-In Closet	no	yes	yes	yes	yes	yes	yes	yes	yes
Washer/Dryer	yes	yes	no	no	yes	no	no	no	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen									
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	no	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	no	yes	yes	yes	yes	yes	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community									
Business Center	yes	no	no	yes	yes	no	yes	yes	no
Community Room	no	yes	yes	yes	yes	yes	yes	yes	yes
Central Laundry	no	yes	yes	yes	yes	yes	yes	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	no	yes
Recreation									
Exercise Facility	yes	no	yes	yes	yes	yes	yes	yes	yes
Playground	no	yes	yes	no	no	yes	yes	yes	no
Swimming Pool	no	yes	no	no	yes	yes	yes	yes	yes
Picnic Area	yes	yes	no	yes	yes	yes	yes	yes	yes
Security									
Intercom (Buzzer)	yes	no	no	yes	yes	no	no	no	no
Limited Access	yes	no	no	yes	yes	no	yes	yes	yes
Patrol	no	yes	no	no	no	yes	no	no	no
Perimeter Fencing	no	yes	yes	yes	yes	yes	yes	yes	no
Video Surveillance	no	no	no	no	no	no	no	no	yes
Parking									
Garage	no	no	no	no	no	no	yes	yes	yes
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$150	\$100	\$110
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Notable unit amenities the Subject will offer include balconies/patios, vinyl plank flooring, washer/dryers, microwaves, and dishwashers. The majority of the surveyed comparables offer unit amenities ranging from slightly inferior to slightly superior relative to the Subject. We believe the Subject's lack of walk-in closets and disposals is generally offset by its washer/dryers and vinyl plank flooring, which are not offered by several of the comparables. Notable property amenities the Subject will offer include a business center, on-site management, and a fitness center. The majority of the surveyed comparables offer property amenity packages similar to the Subject. We believe the Subject's lack of a community room is generally offset by its a business center, which is not offered by several of the comparables. Overall, we believe the Subject's amenity package will be competitive in the market.

5. Comparable Tenancy

The Subject will target seniors 55 years and older. Two of five LIHTC comparable properties also target seniors and the remaining three developments target families. All of the market rate properties target families as there are no age-restricted, conventional properties in the market. Some senior tenants were reported at the comparable market rate properties. As such, we believe our selection of comparable properties is sufficient for comparison with the proposed, age-restricted Subject.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Woods Apartments	LIHTC	Family	128	0	0.0%
Greystone Of Mcdonough	LIHTC	Family	56	0	0.0%
Hampton Court	LIHTC	Senior	60	0	0.0%
Heritage At Mcdonough	LIHTC	Senior	105	0	0.0%
Sable Chase Apartments	LIHTC	Family	225	2	0.9%
100 South Luxury Apartments	Market	Family	240	13	5.4%
Preston Creek Apartments	Market	Family	334	10	3.0%
Springs At Mcdonough	Market	Family	268	13	4.9%
The Crossing At Mcdonough	Market	Family	252	22	8.7%
Total LIHTC			574	2	0.3%
Total Market Rate			1,094	58	5.3%
Overall Total			1,668	60	3.6%

The comparables reported vacancy rates ranging from zero to 4.0 percent, with an overall weighted average of 3.6 percent. Managers at four of the five LIHTC properties reported being fully occupied. Further, all but one of the LIHTC properties maintain waiting lists, many with extensive lengths. The average LIHTC vacancy rate of 0.3 percent is considered exceptionally low, and indicative of supply constrained conditions. The average vacancy rate reported by the market rate comparables 5.3 percent, higher than the reported LIHTC vacancy rate. The Crossing at McDonough reported the highest vacancy rate of 8.7 percent; however, 12 of 22 vacancies at this property are offline units that are currently undergoing repair due to a recent fire. Excluding the offline units, the vacancy rate at The Crossing at McDonough is 4.0 percent and the overall weighted market rate vacancy is 4.2 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a vacancy rate of approximately five percent or less.

6. Properties Under Construction and Proposed

The following section details properties currently planned, proposed or under construction.

Fairview Terrace

- Location: 4039 W Village Parkway, Ellenwood, GA
- Owner: KCG Development, LLC (developer)
- Total number of units: 154 units
- Unit configuration: One, two and three-bedroom units
- Rent structure: 60 percent AMI
- Estimated market entry: 2022
- Relevant information: Family tenancy

Flats at Mt. Zion

- Location: 3297 Mt. Zion Road, Stockbridge, GA

- b. Owner: Tristar (developer)
- c. Total number of units: 210 units
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: 50, 60, 70 percent AMI
- f. Estimated market entry: July 2023
- g. Relevant information: Family tenancy

Villas At Mount Zion

- a. Location: Mount Zion Road and Pine Brook Road, Stockbridge, GA
- b. Owner: Tristar and the Clayton County Housing Authority (developers)
- c. Total number of units: 96 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50, 60, 70 percent AMI
- f. Estimated market entry: July 2023
- g. Relevant information: Senior tenancy

The Promenade (aka McDonough Family)

- a. Location: 150 S Zach Hinton Parkway, McDonough, GA
- b. Owner: Dominion Management Services, LLC (management)
- c. Total number of units: 154 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: 60 percent AMI
- f. Estimated market entry: Fall 2023
- g. Relevant information: Family tenancy

Willow Place

- a. Location: 150 S Zack Hinton Parkway, McDonough, GA
- b. Owner: Dominion (developer)
- c. Total number of units: 182 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: 60 percent AMI
- f. Estimated market entry: Summer 2023
- g. Relevant information: Senior tenancy

1205 Town Center Village Drive

- a. Location: 1205 Town Center Village Drive, McDonough, GA
- b. Owner: Unknown
- c. Total number of units: 223 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2023
- g. Relevant information: Family tenancy

380 Flippen Road

- a. Location: 380 Flippen Road, Stockbridge, GA
- b. Owner: Unknown
- c. Total number of units: 600 units
- d. Unit configuration: Unknown
- e. Rent structure: Market rate
- f. Estimated market entry: 2023
- g. Relevant information: Family tenancy

Alta Bridges

- a. Location: 205 Bridges Road, McDonough, GA
- b. Owner: Wood Partners (developer)
- c. Total number of units: 250 units
- d. Unit configuration: One-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2022
- g. Relevant information: Family tenancy

Margrit

- a. Location: 433 Snapping Shoals Road, McDonough, GA
- b. Owner: Unknown
- c. Total number of units: 327 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2023
- g. Relevant information: Family tenancy

McDonough Apartments

- a. Location: 2080 Jonesboro Road, McDonough, GA
- b. Owner: McShane Construction Company (developer)
- c. Total number of units: 280 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2023
- g. Relevant information: Family tenancy

McDonough Parkway

- a. Location: 218 Old McDonough Road, McDonough, GA
- b. Owner: Unknown
- c. Total number of units: 242 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2024
- g. Relevant information: Family tenancy

The Corwyn South Point

- a. Location: 1000 Columns Drive, McDonough, GA
- b. Owner: ECI Group (developer)
- c. Total number of units: 260 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2022
- g. Relevant information: Family tenancy

7. Rental Advantage

The following table illustrates the Subject's similarity to the comparable properties. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Ashley Woods	LIHTC	Family	Similar	Slightly Superior	Inferior	Slightly Inferior	Slightly Superior	-5
2	Greystone Of Mcdonough	LIHTC	Family	Similar	Slightly Superior	Inferior	Inferior	Similar	-15
3	Hampton Court	LIHTC	Senior	Similar	Slightly Superior	Slightly Inferior	Slightly Inferior	Superior	5
4	Heritage At Mcdonough	LIHTC	Senior	Slightly Superior	Slightly Superior	Inferior	Slightly Inferior	Slightly Superior	0
5	Sable Chase Apartments	LIHTC	Family	Similar	Slightly Superior	Inferior	Slightly Inferior	Similar	-10
6	100 South Luxury	Market	Family	Slightly Superior	Slightly Superior	Inferior	Slightly Inferior	Slightly Superior	0
7	Preston Creek	Market	Family	Slightly Superior	Slightly Superior	Inferior	Slightly Inferior	Superior	5
8	Springs At Mcdonough	Market	Family	Similar	Slightly Superior	Slightly Inferior	Similar	Slightly Superior	5
9	The Crossing At	Market	Family	Slightly Superior	Slightly Superior	Inferior	Slightly Inferior	Superior	5

*Inferior=-10, slightly inferior=-5, similar=0, slightly superior=5, superior=10.

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON @50%

Property Name	County	Tenancy	1BR	2BR	Rents at Max?
Kelleytown Senior	Henry	Senior	\$610	\$705	No
LIHTC Maximum Rent (Net)	Henry		\$700	\$838	
Greystone Of Mcdonough	Henry	Family	-	\$844	Yes
Hampton Court	Henry	Senior	-	\$775	No
Heritage At Mcdonough	Henry	Senior	\$727	\$869	Yes
Sable Chase Apartments	Henry	Family	\$857	\$1,026	Yes
Average			\$792	\$879	

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	1BR	2BR	Rents at Max?
Kelleytown Senior	Henry	Senior	\$685	\$795	No
LIHTC Maximum Rent (Net)	Henry		\$862	\$1,032	
Ashley Woods Apartments	Henry	Family	\$991	\$1,188	Yes
Greystone Of Mcdonough	Henry	Family	-	\$1,044	Yes
Hampton Court	Henry	Senior	-	\$775	No
Heritage At Mcdonough	Henry	Senior	\$894	\$1,069	Yes
Average			\$943	\$1,019	

All but one of the LIHTC comparables (Hampton Court) reported achieving maximum allowable rents at the 50 and 60 percent of AMI levels. Hampton Court is operated by a non-profit group that deliberately hold rents below maximum allowable levels to maintain affordability. This property is currently operating at 100 percent occupancy, and maintains a waiting list that is seven years in length. Therefore, it appears this property is not fully testing the market and could likely achieve higher rents. Rents in the tables above may appear above or below the maximum allowable levels; however, this is likely attributable to a difference in utility allowance.

Heritage at McDonough is a three-story, elevator-serviced, senior LIHTC development that was constructed in 2011. This property reported 50 and 60 percent of the AMI rents at the maximum allowable levels. This property is 100 percent occupied and maintains an extensive waiting list, indicating maximum allowable rents are accepted in the market. This property is located 7.3 miles south of the Subject site, in a neighborhood with lower local household incomes, median home values, and median rents. Thus, the location of this property is considered inferior to the Subject site’s location. In terms of condition, the Subject will be slightly superior to this property, upon completion. The property has a slightly superior amenity package to the Subject, as it offers walk-in closets and a swimming pool, all of which the Subject will lack. Heritage at McDonough offers one and two-bedroom units that are similar and slightly superior to the Subject’s proposed one and two-unit size. Overall, we believe the Subject will be a superior product to Heritage at McDonough, largely due to condition and would be able to achieve rents similar to above the rents at this property. Therefore, we believe the Subject’s rents at 50 and 60 percent of the AMI levels, which are below the rents at this property, are reasonable and achievable as proposed, with upward potential.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the anticipated quality of the Subject, we conclude that the Subject’s proposed LIHTC rental rates are below the achievable market rates for the Subject’s area. The table below illustrates the comparison of the market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@50%	\$610	\$1,215	\$1,843	\$1,580	\$1,350	121%
1BR / 1BA	@60%	\$685	\$1,215	\$1,843	\$1,580	\$1,350	97%
1BR / 1BA	Market	\$828	\$1,215	\$1,843	\$1,580	\$1,350	63%
2BR / 1BA	@50%	\$705	\$1,515	\$2,125	\$1,789	\$1,550	120%
2BR / 1BA	@60%	\$795	\$1,515	\$2,125	\$1,789	\$1,550	95%
2BR / 1BA	Market	\$925	\$1,515	\$2,125	\$1,789	\$1,550	68%

Springs At McDonough is a 268-unit, garden-style development located 9.0 miles south of the Subject site, in a neighborhood considered slightly inferior relative to the Subject’s location. The property was built in 2017, and currently exhibits similar condition relative to the Subject, which will be built in 2024. The manager at Springs At McDonough reported a vacancy rate of 4.9 percent, indicating the current rents are well accepted in the market. Springs At McDonough offers walk-in closets, disposals, a community room, and a swimming pool, all of which the proposed Subject will lack. However, the Subject will offer vinyl plank flooring and a business center, which are not provided by Springs At McDonough. On balance, we believe the in-unit and property amenity packages offered by Springs At McDonough to be slightly superior and similar relative to the Subject, respectively. This property offers slightly superior unit sizes to the Subject’s proposed unit sizes. In overall terms, we believe the Subject will be a slightly inferior product relative to the Springs At McDonough. Thus, we have concluded to achievable market rents below the rents at this property.

In contrast, Preston Creek Apartments reported among the lowest rents of the comparable market rate properties. Preston Creek is a 334, garden-style development that was built in 2002. The Subject will be superior to this development in terms of condition and location. The amenity package offered by this property is slightly superior to the Subject, as it offers walk-in closets, disposals, and a swimming pool, all of which the Subject will lack. However, the Subject will offer an in-unit washer and dryer and elevators, which this property does not offer. Overall, we believe the Subject will be a superior product to this property. Thus, we have concluded to achievable market rents above the rents at Preston Creek Apartments. Our concluded achievable market rents are **\$1,350** and **\$1,550** for the Subject’s proposed one and two-bedroom units, respectively.

These are above the Subject’s proposed LIHC rents. The Subject’s proposed rents will offer a significant rent advantage ranging from 95 to 121 percent below achievable market rents.

8. Rental Trends in the PMA

The table below depicts household growth by tenure from 2000 through 2026.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	65,380	78.4%	18,018	21.6%
2021	112,494	76.0%	35,587	24.0%
Projected Mkt Entry December 2024	118,114	76.3%	36,691	23.7%
2026	120,719	76.4%	37,202	23.6%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

PMA TENURE PATTERNS OF SENIORS 55+				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	18,138	88.2%	2,433	11.8%
2021	52,829	86.2%	8,468	13.8%
Projected Mkt Entry December 2024	59,108	86.2%	9,494	13.8%
2026	62,018	86.2%	9,970	13.8%

Source: Esri Demographics 2021, Novogradac Consulting LLP, April 2022

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a smaller percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable through market entry and over the next five years. The percentage of senior renter-occupied housing units is expected to increase through market entry and 2026, which bodes well for the Subject.

Historical Vacancy

The following table details historical vacancy levels for the properties included as comparables.

HISTORICAL VACANCY										
Property Name	Program	Total Units	2018	2018	2020	2020	2021	2021	2022	
			Q2	Q3	Q1	Q3	Q1	Q2	Q2	
Ashley Woods Apartments	LIHTC	128	0.0%	0.0%	3.9%	1.6%	3.1%	3.1%	0.0%	
Greystone Of Mcdonough	LIHTC	56	N/A	N/A	1.8%	N/A	0.0%	0.0%	0.0%	
Hampton Court	LIHTC	60	3.3%	3.3%	1.7%	0.0%	N/A	0.0%	0.0%	
Heritage At Mcdonough	LIHTC	105	3.8%	0.0%	0.0%	5.7%	N/A	0.0%	0.0%	
Sable Chase Apartments	LIHTC	225	N/A	0.0%	0.0%	N/A	0.0%	0.0%	0.9%	
100 South Luxury Apartments	Market	240	N/A	N/A	2.5%	N/A	N/A	0.0%	5.4%	
Preston Creek Apartments	Market	334	N/A	N/A	6.0%	N/A	N/A	1.2%	3.0%	
Springs At Mcdonough	Market	268	32.1%	N/A	6.0%	4.5%	3.0%	1.5%	4.9%	
The Crossing At Mcdonough	Market	252	4.4%	N/A	5.2%	4.0%	6.7%	5.2%	8.7%	

The comparable properties have reported low vacancy rates consistently for the past four years. This indicates continued demand for affordable housing in the market.

Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH			
Property Name	Rent Structure	Tenancy	Rent Growth
Ashley Woods Apartments	LIHTC	Family	Kept at max
Greystone Of Mcdonough	LIHTC	Family	Kept at max
Hampton Court	LIHTC	Senior	Increased 20 percent
Heritage At Mcdonough	LIHTC	Senior	Increased eight percent
Sable Chase Apartments	LIHTC	Family	Increased 13 to 24 percent
100 South Luxury Apartments	Market	Family	Increased 37 to 42 percent
Preston Creek Apartments	Market	Family	Decreased 21 to increased nine percent
Springs At Mcdonough	Market	Family	Increased nine to 33 percent
The Crossing At Mcdonough	Market	Family	Increased between 23 and 35 percent

The LIHTC properties reported some substantial rent growth over the past year. The market rate properties reported rent growth of up to 42 percent. We anticipate that the Subject will be able to achieve rent growth in the future as a LIHTC property, in line with growth in the AMI.

9. Impact of Foreclosed, Abandoned and Vacant Structures

According to Zillow, the median home value in McDonough, Georgia is \$342,487. McDonough home values increased 33.8 percent over the past year as of March 2022. According to ATTOM’s February 2022 US Foreclosure Market Report, national foreclosure filings were up 11 percent from January 2022 and 129 percent from February 2021. According to Rick Sharga, Executive Vice President of RealyTrac, an ATTOM company, “February foreclosure activity looks a lot like what we can expect to see for at least the next six months – double digit month-over-month growth, and triple digit year-over-year increases. This isn’t an indication of economic turmoil, or of weakness in the housing market; it’s simply the gradual return to normal levels of foreclosure activity after two years of artificially low numbers due to government and industry efforts to protect financially impacted homeowners from defaulting.” Nationwide, one in every 5,320 housing units had a foreclosure filing as of February 2022. According to Sofi, one in every 5,621 households had a foreclosure filing in Georgia as of February 2022.

10. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low to moderate for all bedroom types and AMI levels. If allocated, the Subject will be superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is exceptionally low at 0.3 percent. Additionally, all but one of the comparable LIHTC properties report extensive waiting lists. The entirety of the Subject’s units could be leased from the reported waiting lists at the senior comparable properties. Demand for affordable housing in the market, including senior housing, is strong. No new construction LIHTC properties have been built in the PMA during the last two years; however, five LIHTC properties are currently under construction, including two senior developments. The two senior developments are expected to be directly competitive with the Subject. Both of these senior properties are anticipated to be stabilized prior to the completion of construction at the Subject property, which is projected to be in December 2024. Due to the extensive waiting lists and reported demand for affordable housing in the market, we expect the Subject will face limited competition upon market entry. Further, we do not believe the Subject will negatively impact the existing LIHTC housing stock.

11. Effect of Subject on Other Affordable Units in Market

Capture rates for the Subject are considered low to moderate for all bedroom types and AMI levels. If allocated, the Subject will be slightly superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is exceptionally low at 0.3 percent. Additionally, all but one of the comparable LIHTC properties report extensive waiting lists. Demand for affordable housing in the market, including senior affordable housing, is strong. No

new construction LIHTC properties have been built in the PMA during the last two years; however, five LIHTC properties are currently under construction, including two senior developments. Both senior development are expected to open in the summer of 2023, well before the Subject's completion in December 2024. The Subject's proposed rents at the 50 and 60 percent of AMI level are below the maximum allowable rents, as well as the rents at the majority of age-restricted properties in the PMA. However, as the Subject will target senior tenancy, which is in high demand in the area, we do not believe the Subject will attract tenants from existing age-restricted properties. The Subject will also add age-restricted market rate units to the market, which the market is currently lacking. In summary, the performance of the comparable LIHTC properties, the existence of waiting lists for affordable units, and the fact that the proposed Subject will target a tenancy that is not largely served in the market all indicate that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 0.3 percent, which is considered exceptionally low. Further, all but one of the LIHTC comparables maintain waiting lists, some with extensive lengths. These factors indicate demand for affordable housing. The Subject will offer generally slightly inferior to similar amenity packages in comparison to the LIHTC and market rate comparables. The Subject will not offer swimming pools, disposals, or walk-in closets, which several comparables offer. However, the Subject will offer washer and dryers, vinyl plank flooring, and a business center, which many of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes are among the smallest of the surveyed comparables. Overall, the Subject's units will exhibit a size disadvantage relative to the average unit sizes in the market. However, Heritage at McDonough, a senior LIHTC comparable, offers similarly small units and reported 100 percent occupancy and an extensive waiting list, indicating that smaller units are accepted in the market. Therefore, we believe the Subject's unit sizes will also be accepted in the market. Additionally, the Subject's proposed unrestricted units will have rents below our concluded achievable market rents. These units will have no direct competition as there are no age-restricted, market rate units in the PMA at this time. In general, the Subject will be similar to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

Information regarding the absorption periods of properties throughout the McDonough area, including one of the comparable properties, are illustrated in the following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights II	LIHTC	Family	2020	120	40
Madison Heights I	LIHTC	Family	2018	121	30
Springs At Mcdonough	Market	Family	2017	268	17
	Average			170	29

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 40 units per month, with an overall average of 29 units per month. The LIHTC comparables reported absorption rates ranging from 30 to 40 units per month. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject's units could reasonably expect to lease up to a rate of 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within two to three months.

K. INTERVIEWS

Georgia Department of Community Affairs

We spoke with Waquele Holley from the Georgia Department of Community Affairs (DCA) to discuss the Housing Choice Voucher program in the area. We were unable to obtain voucher data for Henry County; however, Holley reported the Georgia DCA is authorized to issue 17,299 vouchers in northern Georgia. Of these, 11,990 are currently in use. The waiting list for Housing Choice Vouchers has been closed since May 2021. The chart below contains the payment standards for Henry County.

PAYMENT STANDARDS

Unit Type	Payment Standard
One-Bedroom	\$1,353
Two-Bedroom	\$1,540

Source: GA DCA, effective January 2022

The Subject's proposed rents are set below the current payment standards. Therefore, tenants with Housing Choice Vouchers will not pay out of pocket for rent.

Planning

We attempted to contact the Planning and Zoning Department of Henry County; to date, our phone calls and emails have not been returned. However, we conducted our own research, consulted a November 2022 Costar report of under construction properties in the PMA, and consulted the Georgia DCA Program Awards Database. The following table illustrates the properties we identified that are under construction or proposed in the PMA.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Fairview Terrace	LIHTC	Family	154	0	2020	Under Constr.	8.4 miles
Flats at Mt. Zion	LIHTC	Family	210	0	2020	Proposed	8.2 miles
Villas At Mount Zion	LIHTC	Senior	96	74	2020	Under Constr.	8.2 miles
The Promenade (aka McDonough Family)	LIHTC	Family	287	0	2019	Under Constr.	8.4 miles
Willow Place	LIHTC	Senior	182	166	2019	Under Constr.	7.8 miles
1205 Town Center Village Dr	Market	Family	223	0	n/a	Proposed	7.7 miles
380 Flippen Rd	Market	Family	600	0	n/a	Proposed	6.7 miles
Alta Bridges	Market	Family	250	0	n/a	Under Constr.	7.4 miles
Margrit	Market	Family	327	0	n/a	Proposed	9.0 miles
McDonough Apartments	Market	Family	280	0	n/a	Under Constr.	7.6 miles
McDonough Parkway	Market	Family	242	0	n/a	Proposed	5.4 miles
The Corwyn South Point	Market	Family	260	0	n/a	Under Constr.	9.1 miles
Totals			3,111	240			

Source: CoStar, Georgia DCA, May 2022

- Fairview Terrace is an under construction LIHTC development that was awarded tax credits in 2020. This property will offer 154 one, two, and three-bedroom units to family households earning 60 percent of the AMI, or less. As this property targets families, it is not expected to be directly competitive with the Subject and these units will not be deducted from our demand analysis.
- Flats at Mt. Zion is a proposed LIHTC development that was awarded tax credits in 2020. This property will offer one, two, and three-bedroom units to family households earning 50, 60, and 70 percent of the AMI, or less. This property has an anticipated completion date of summer 2023. As this property targets families, it is not expected to be directly competitive with the Subject and these units will not be deducted from our demand analysis.
- Villas at Mount Zion is an under construction LIHTC development that was awarded tax credits in 2020. This property will offer 96 one and two-bedroom units to senior households earning 50, 60, and 70 percent of the AMI, or less. Only the one and two-bedroom units at 50 and 60 percent of the AMI are expected to

be directly competitive with the Subject upon completion. Thus, 74 units are deducted from our demand analysis. With completion anticipated for July 2023, this property is anticipated to be stabilized prior to the completion of construction at the Subject property, which is projected to be December 2024.

- The Promenade (also known as McDonough Family) is an under construction LIHTC development that was awarded tax credits in 2019. This property will offer one, two, and three-bedroom units to family households earning 60 percent of the AMI, or less, and has an anticipated completion date of fall 2023. As this property targets families, it is not expected to be directly competitive with the Subject and these units will not be deducted from our demand analysis.
- Willow Place is an under construction LIHTC development that was awarded tax credits in 2019. This property will offer 182 one, two, and three-bedroom units to senior households earning up to 60 percent of the AMI. Only the one and two-bedroom units at 60 percent of the AMI are expected to be directly competitive with the Subject upon completion. Therefore, 166 units are deducted from our demand analysis. With completion anticipated for summer 2023, this property is anticipated to be stabilized prior to the completion of construction at the Subject property, which is projected to be December 2024.

A number of family market rate properties were also identified that will be not be competitive with the Subject's market rate units, due to dissimilar tenancy. Thus, a total of 240 LIHTC units are deducted from our demand analysis.

Henry County Development Authority

We spoke with Josh Fenn, Executive Director for the Henry County Development Authority. Mr. Fenn reported that economic growth in Henry County is currently the strongest it has ever been. Henry County has 29 businesses that are either opening in the area or expanding resulting in 5,200 new jobs in Henry County. However, Goodyear Tire recently closed down two tire distribution centers in order to reconsolidate in a new area. Unfortunately, Mr. Fenn was unable to provide us with a detailed list of new and expanding businesses.

We also conducted internet research to better detail economic growth in the area, which is detailed below.

- In November 2021, Ecolab had expanded to create 60 new jobs. The company invested \$60 million dollars towards this expansion.
- In October 2020, Ken's Foods invested \$103 million to expand operations in McDonough and create 70 new jobs.
- Zinus, an international Korea-based corporation, chose McDonough for its first North American facility in August 2020. The company invested \$108 million and will create 804 new jobs at the new facility.

Additional interviews can be found in the comments section of the property profiles.

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Total population in the PMA increased by 15.6 percent between 2010 and 2021, compared to the 15.1 percent increase in the regional MSA and 8.2 percent increase across the overall nation. The total population in the PMA is 423,482 and expected to grow to 442,606 by market entry. The current senior population is 109,778 and expected to grow to 118,378 by market entry. The percentage of senior renter households in the PMA increased between 2010 and 2021, and is estimated to be 13.8 percent as of 2021. This is less than the estimated 15 percent of senior renter households across the overall nation. Senior renter households are concentrated in the lowest income cohorts, with 29.3 percent of renters in the PMA earning less than \$30,000 annually. The Subject will target households earning between \$21,540 and \$41,400 for its LIHTC units and up to \$69,000 for its market rate units; therefore, the Subject should be well-positioned to service this market. Overall, the projected growth in the senior population and households along with the high concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns, particularly during the COVID-19 pandemic. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The MSA economy suffered during the recession, with employment contracting 6.3 percent, compared to a 4.9 percent decline across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2014, the same year as the overall nation. Employment declined in both the MSA and the nation in 2020 as a result of the COVID-19 pandemic. As of February 2022, total employment in the MSA increased 5.6 percent over the past year, compared to 5.0 percent across the overall nation. Overall, the local economy appears to be outperforming the nation in the COVID-19 pandemic recovery. The decreasing unemployment rate and expansionary nature of the local economy bodes well for the Subject.

Capture Rates

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$21,540	\$34,500	7	221	12	209	3.4%	\$610
1BR @60%	\$23,790	\$41,400	20	289	90	199	10.0%	\$685
1BR Market	\$28,080	\$69,000	3	648	0	648	0.5%	\$828
1BR Overall	\$21,540	\$69,000	30	764	102	662	4.5%	-
1BR LIHTC	\$21,540	\$41,400	27	329	102	227	11.9%	-
2BR @50%	\$25,110	\$34,500	8	194	25	169	4.7%	\$705
2BR @60%	\$27,810	\$41,400	29	254	113	141	20.5%	\$795
2BR Market	\$31,710	\$69,000	5	570	0	570	0.9%	\$925
2BR Overall	\$25,110	\$69,000	42	672	138	534	7.9%	-
2BR LIHTC	\$25,110	\$41,400	37	290	138	152	24.4%	-
@50% Overall	\$21,540	\$34,500	15	415	37	378	4.0%	-
@60% Overall	\$23,790	\$41,400	49	544	203	341	14.4%	-
Market Overall	\$28,080	\$69,000	8	1,218	0	1,218	0.7%	-
Overall	\$21,540	\$69,000	72	1,436	240	1,196	6.0%	-
Overall LIHTC	\$21,540	\$41,400	64	619	240	379	16.9%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

Absorption

Information regarding the absorption periods of properties throughout the McDonough area, including one of the comparable properties, are illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights II	LIHTC	Family	2020	120	40
Madison Heights I	LIHTC	Family	2018	121	30
Springs At Mcdonough	Market	Family	2017	268	17
	Average			170	29

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 40 units per month, with an overall average of 29 units per month. The LIHTC comparables reported absorption rates ranging from 30 to 40 units per month. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject’s units could reasonably expect to lease up to a rate of 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within two to three months.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Woods Apartments	LIHTC	Family	128	0	0.0%
Greystone Of Mcdonough	LIHTC	Family	56	0	0.0%
Hampton Court	LIHTC	Senior	60	0	0.0%
Heritage At Mcdonough	LIHTC	Senior	105	0	0.0%
Sable Chase Apartments	LIHTC	Family	225	2	0.9%
100 South Luxury Apartments	Market	Family	240	13	5.4%
Preston Creek Apartments	Market	Family	334	10	3.0%
Springs At Mcdonough	Market	Family	268	13	4.9%
The Crossing At Mcdonough	Market	Family	252	22	8.7%
Total LIHTC			574	2	0.3%
Total Market Rate			1,094	58	5.3%
Overall Total			1,668	60	3.6%

The comparables reported vacancy rates ranging from zero to 4.0 percent, with an overall weighted average of 3.6 percent. Managers at four of the five LIHTC properties reported being fully occupied. Further, all but one of the LIHTC properties maintain waiting lists, many with extensive lengths. The average LIHTC vacancy rate of 0.3 percent is considered exceptionally low, and indicative of supply constrained conditions. The average vacancy rate reported by the market rate comparables 5.3 percent, higher than the reported LIHTC vacancy rate. The Crossing at McDonough reported the highest vacancy rate of 8.7 percent; however, 12 of 22 vacancies at this property are offline units that are currently undergoing repair due to a recent fire. Excluding the offline units, the vacancy rate at The Crossing at McDonough is 4.0 percent and the overall weighted market rate vacancy is 4.2 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a vacancy rate of approximately five percent or less.

Strengths of the Subject

Strengths of the Subject will include its excellent condition, good location, and competitive amenity package. A Publix grocery store and shopping center is currently under construction directly north of the Subject site. The Subject will offer in-unit washer and dryers, which are not offered, by several of the comparable properties. The Subject’s LIHTC rents at the 50 and 60 percent of AMI level will offer a rent advantage of 95 to 121 percent over our concluded achievable market rents. A total of eight of the Subject’s units will operate as market rate for senior tenants and no existing competition in the market. The Subject’s low to moderate capture rates support demand for additional affordable housing in the PMA. As the demand analysis this report indicates, there is ample demand for the Subject based on our calculations for the 50 and 60 percent of AMI as well as market rate units.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 0.3 percent, which is considered exceptionally low. Further, all but one of the LIHTC comparables maintain waiting lists, some with extensive lengths. These factors indicate demand for affordable housing. The Subject will offer generally slightly inferior to similar amenity packages in comparison to the LIHTC and market rate comparables. The Subject will not offer swimming pools, disposals, or walk-in closets, which several comparables offer. However, the Subject will offer washer and dryers, vinyl plank flooring, and a business center, which many of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject’s proposed unit sizes are among the smallest of the surveyed comparables. Overall, the Subject’s units will exhibit a size disadvantage relative to

the average unit sizes in the market. However, Heritage at McDonough, a senior LIHTC comparable, offers similarly small units and reported 100 percent occupancy and an extensive waiting list, indicating that smaller units are accepted in the market. Therefore, we believe the Subject's unit sizes will also be accepted in the market. Additionally, the Subject's proposed unrestricted units will have rents below our concluded achievable market rents. These units will have no direct competition as there are no age-restricted, market rate units in the PMA at this time. In general, the Subject will be similar to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed.

Recommendations

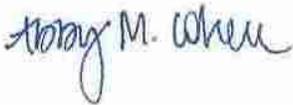
We recommend the Subject as proposed.

M. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report is 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.



Abby M. Cohen
Partner
Novogradac

May 23, 2022



Lauren Smith
Manager
Novogradac

May 23, 2022



Jessica Thompson
Analyst
Novogradac

May 23, 2022



Jasmin Fitch
Junior Analyst
Novogradac

May 23, 2022

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst, firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



Subject site



Subject site



Subject site



Subject site



View north from Kelleytown Road



View south from Kelleytown Road



Kelleytown Shopping Center construction site north of the Subject site



Pleasant Grove Elementary School north of the Subject site



House of worship north of the Subject site



Vacant land east of the Subject site



House of worship south of the Subject site



House of worship south of the Subject site



Vacant land south of the Subject site



Tree farm west of the Subject site



Single-family home west of the Subject site



Single-family home north of the Subject site



Single-family home south of the Subject site



Single-family home east of the Subject site

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487
Certified General Appraiser, TX License #1381138-G

Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Partner
Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update for 2022-2023, April 2022
Appraisal of Industrial and Flex Buildings, April 2022
Green Building Concepts for Appraisers, April 2022
Basic and Advanced Hotel Appraising, October 2019
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored "Determining Whether a Developer Fee is Reasonable and Market-Oriented for Purposes of the Revenue Procedure 2014-12 Historic Tax Credit Safe Harbor," Novogradac Journal of Tax Credits, March 2021
Co-authored "Reasonableness of Historic Tax Credit Related-Party Fees a Complicated, Changing Question in Context of Rev. Proc. 2014-12," Novogradac Journal of Tax Credits, March 2021
Co-authored "Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions," Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall prime lease terms.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

LAUREN E. SMITH

I. Education

Trinity College, Hartford, CT
Bachelor of Arts in American Studies and Art History, *cum laude*

II. Professional Experience

Manager, *Novogradac & Company LLP*, December 2019 – Present
Senior Analyst, *Novogradac & Company LLP*, December 2017 – December 2019
Analyst, *Novogradac & Company LLP*, December 2015 – December 2017
Junior Analyst, *Novogradac & Company LLP*, August 2013 – December 2015
Communications Directorate Intern, *U.S. Census Bureau*, June 2011 – August 2011

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.

- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Jessica Thompson

I. Education

University of Reading – Reading, UK
Master of Science, Spatial Planning and Development

University of Oklahoma – Norman, OK
Bachelor of Arts, Environmental Sustainability

Montgomery College – Rockville, MD
Certificate, GIS & Cartography

II. Licensing and Professional Affiliation

LEED Green Associate

III. Professional Experience

Analyst, *Novogradac & Company LLP*, December 2021 – Present
Junior Analyst, *Novogradac & Company LLP*, March 2021 – December 2021
IP Docketing Specialist, *Arent Fox LLP*, November 2018 – December 2020
GIS Intern, *National Park Service*, July 2020 – August 2020

IV. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing markets studies of proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and Housing Choice Voucher information.
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Jasmin Fitch

I. Education

Howard University School of Business – Howard University
Bachelor of Business Administration in Business Management, Concentration in Hospitality Management

II. Professional Experience

Junior Analyst, *Novogradac & Company LLP* – December 2021 – Present
Property Manager, *Dwell Communities* – January 2021 – December 2021
Assistant Food & Beverage Manager, *MGM Resorts International* – July 2017 – August 2020

III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing markets studies of proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and Housing Choice Voucher information.
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

ADDENDUM D

Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Kelleytown Senior 109 Kelleytown Rd Mcdonough, GA 30252 Henry County	-	Lowrise 3-stories 2024 / n/a Senior	@50%, @60%, Market	1BR / 1BA	7	9.7%	725	@50%	\$610	No	N/A	N/A	N/A
					1BR / 1BA	20	27.8%	725	@60%	\$685	No	N/A	N/A	N/A
					1BR / 1BA	3	4.2%	725	Market	\$828	N/A	N/A	N/A	N/A
					2BR / 1BA	8	11.1%	950	@50%	\$705	No	N/A	N/A	N/A
					2BR / 1BA	29	40.3%	950	@60%	\$795	No	N/A	N/A	N/A
					2BR / 1BA	5	6.9%	950	Market	\$925	N/A	N/A	N/A	N/A
					<u>72</u>							N/A	N/A	
1	Ashley Woods Apartments 1050 Rock Quarry Road Stockbridge, GA 30281 Henry County	5.7 miles	Garden 3-stories 1991 / 2008 Family	@60%	1BR / 1BA	16	12.5%	748	@60%	\$991	Yes	No	0	0.0%
					2BR / 2BA	64	50.0%	1,010	@60%	\$1,188	Yes	No	0	0.0%
					3BR / 2BA	48	37.5%	1,134	@60%	\$1,357	Yes	No	0	0.0%
						<u>128</u>								
2	Greystone Of Mcdonough 411 Racetrack Road Mcdonough, GA 30252 Henry County	8.1 miles	Garden 2-stories 2000 / n/a Family	@50%, @60%	2BR / 2BA	17	30.4%	968	@50%	\$844	Yes	Yes	0	0.0%
					2BR / 2BA	14	25.0%	968	@60%	\$1,044	Yes	Yes	0	0.0%
					3BR / 2BA	16	28.6%	1,180	@50%	\$966	Yes	Yes	0	0.0%
					3BR / 2BA	9	16.1%	1,180	@60%	\$1,196	Yes	Yes	0	0.0%
						<u>56</u>								
3	Hampton Court 100 S Hampton Rd Hampton, GA 30228 Henry County	13.9 miles	Lowrise 2-stories 2014 / n/a Senior	@50%, @60%	2BR / 2BA	6	10.0%	1,200	@50%	\$775	No	Yes	0	0.0%
					2BR / 2BA	54	90.0%	1,200	@60%	\$775	No	Yes	0	0.0%
						<u>60</u>								
4	Heritage At Mcdonough 180 Bridges Rd Mcdonough, GA 30253 Henry County	7.3 miles	Lowrise 3-stories 2011 / n/a Senior	@50%, @60%	1BR / 1BA	25	23.8%	722	@50%	\$727	Yes	Yes	0	0.0%
					1BR / 1BA	26	24.8%	722	@60%	\$894	Yes	Yes	0	0.0%
					2BR / 2BA	27	25.7%	1,103	@50%	\$869	Yes	Yes	0	0.0%
					2BR / 2BA	27	25.7%	1,103	@60%	\$1,069	Yes	Yes	0	0.0%
	<u>105</u>											0	0.0%	
5	Sable Chase Apartments 102 Sable Chase Blvd. Mcdonough, GA 30253 Henry County	7.6 miles	Garden 2-stories 1994 / 2016 Family	@50%	1BR / 1BA	48	21.3%	781	@50%	\$857	Yes	Yes	0	0.0%
					2BR / 1BA	32	14.2%	857	@50%	\$1,026	Yes	Yes	1	3.1%
					2BR / 2BA	72	32.0%	968	@50%	\$1,026	Yes	Yes	1	1.4%
					2BR / 2BA	1	0.4%	857	Non-Rental	-	N/A	N/A	0	0.0%
					3BR / 2BA	72	32.0%	1,180	@50%	\$1,171	Yes	Yes	0	0.0%
	<u>225</u>											2	0.9%	
6	100 South Luxury Apartments 100 Woodlawn Park Drive Mcdonough, GA 30253 Henry County	7.4 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	48	20.0%	787	Market	\$1,728	N/A	Yes	2	4.2%
					1BR / 1BA	N/A	N/A	787	Market	\$1,778	N/A	Yes	0	N/A
					1BR / 1BA	N/A	N/A	787	Market	\$1,673	N/A	Yes	0	N/A
					2BR / 1BA	48	20.0%	951	Market	\$1,819	N/A	Yes	4	8.3%
					2BR / 1BA	N/A	N/A	951	Market	\$1,926	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	951	Market	\$1,711	N/A	Yes	0	N/A
					2BR / 2BA	96	40.0%	1,059	Market	\$1,876	N/A	Yes	7	7.3%
					2BR / 2BA	N/A	N/A	1,059	Market	\$1,991	N/A	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,059	Market	\$1,761	N/A	Yes	0	N/A
					3BR / 2BA	48	20.0%	1,271	Market	\$2,228	N/A	Yes	0	0.0%
					3BR / 2BA	N/A	N/A	1,271	Market	\$2,258	N/A	Yes	0	N/A
3BR / 2BA	N/A	N/A	1,271	Market	\$2,198	N/A	Yes	0	N/A					
	<u>240</u>											13	5.4%	
7	Preston Creek Apartments 100 Preston Creek Drive Mcdonough, GA 30253 Henry County	8.1 miles	Garden 3-stories 2002 / n/a Family	Market	1BR / 1BA	36	10.8%	767	Market	\$1,215	N/A	No	3	8.3%
					1BR / 1BA	18	5.4%	1,794	Market	\$1,315	N/A	No	0	0.0%
					1.5BR / 1.5BA	32	9.6%	1,046	Market	\$1,567	N/A	No	1	3.1%
					2BR / 2BA	92	27.5%	1,062	Market	\$1,515	N/A	No	6	6.5%
					2BR / 2BA	92	27.5%	1,233	Market	\$1,715	N/A	No	0	0.0%
					3BR / 2BA	32	9.6%	1,296	Market	\$1,615	N/A	No	0	0.0%
	<u>32</u>											0	0.0%	
	<u>334</u>											10	3.0%	
8	Springs At Mcdonough 325 South Point Boulevard Mcdonough, GA 30253 Henry County	9.0 miles	Garden 2-stories 2017 / n/a Family	Market	0BR / 1BA	N/A	N/A	551	Market	\$1,447	N/A	No	N/A	N/A
					0BR / 1BA	N/A	N/A	660	Market	\$1,587	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	797	Market	\$1,843	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	828	Market	\$1,595	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	907	Market	\$1,691	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,088	Market	\$1,812	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,202	Market	\$2,125	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,334	Market	\$2,212	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,334	Market	\$2,126	N/A	No	N/A	N/A
3BR / 2BA	N/A	N/A	1,430	Market	\$2,477	N/A	No	N/A	N/A					
	<u>268</u>											13	4.9%	
9	The Crossing At Mcdonough 100 Crossing Boulevard Mcdonough, GA 30253 Henry County	8.7 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	N/A	N/A	908	Market	\$1,513	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	908	Market	\$1,565	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	908	Market	\$1,460	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,668	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,723	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,613	N/A	No	0	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$2,088	N/A	No	N/A	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$2,280	N/A	No	0	0.0%
3BR / 2BA	35	13.9%	1,390	Market	\$1,895	N/A	No	0	0.0%					
	<u>252</u>											22	8.7%	

ADDENDUM E
Subject Floor Plans

LEGEND: NUMBERED AS SHOWN ON CSDP 01.

- 1 COMMUNITY ROOM
- 2 EXTERIOR GATHERING AREA
- 3 WASHER/DRYERS INSTALLED IN EVERY UNIT
- 5 EQUIPPED COMPUTER CENTER
- 6 FURNISHED EXERCISE/FITNESS CENTER

NOTES:

1. ALL LANDSCAPING TO BE IN COMPLIANCE WITH ALL STATE AND LOCAL CODES AND ORDINANCES.
2. EXISTING SLABS TO BE DEMO'D SHOWN ON CSDP 02.
3. NO EXISTING WETLANDS PRESENT

Unit Type:	COUNT
1-BED TYPE A UNIT	2
1-BED TYPE B UNIT	28
2-BED TYPE A UNIT	2
2-BED TYPE B UNIT	40
TOTAL UNITS:	72
SITE ACREAGE:	6.968
ZONING REQUIREMENTS	REQ'D ACTUAL
ZONING:	MU
	MIXED USE
SETBACKS:	FRONT 20' >12'
*See plan	SIDE 10' >10'
	REAR 30' >30'
PARKING SPACES @ 1/BED:	114 114



20' HIGHWAY CORRIDOR OVERLAY DISTRICT BUFFER; EXTENDS AROUND THE PERIMETER OF THE SITE.

