



REAL PROPERTY **RESEARCH** GROUP

ATLANTA ■ WASHINGTON/BALTIMORE

Market Feasibility Analysis

3109 Anvil Block Apartments

Ellenwood, Clayton County, Georgia

Prepared for:

Zimmerman Properties SE, LLC

Effective Date: March 29, 2022

Site Inspection: March 29, 2022



1905 Woodstock Road ■ Building 900, Suite 9100 ■ Roswell, Georgia 30075 ■ 770.517.2666 ■ Fax 866.243.5057

10400 Little Patuxent Parkway ■ Suite 450 ■ Columbia, Maryland 21044 ■ 410.772.1004 ■ Fax 866.243.5057



TABLE OF CONTENTS

1. EXECUTIVE SUMMARY 1

2. INTRODUCTION 8

A. Overview of Subject 8

B. Purpose of Report 8

C. Format of Report 8

D. Client, Intended User, and Intended Use 8

E. Applicable Requirements 8

F. Scope of Work 8

G. Report Limitations 9

H. Other Pertinent Remarks 9

3. PROJECT DESCRIPTION 10

A. Project Overview 10

B. Project Type and Target Market 10

C. Building Types and Placement 10

D. Detailed Project Description 10

 1. Project Description 10

 2. Other Proposed Uses 11

 3. Proposed Timing of Development 11

4. SITE EVALUATION 12

A. Site Analysis 12

 1. Site Location 12

 2. Existing and Proposed Uses 13

 3. General Description of Land Uses Surrounding the Subject Site 14

 4. Land Uses Surrounding the Subject Site 15

B. Neighborhood Analysis 16

 1. General Description of Neighborhood 16

 2. Neighborhood Planning Activities 16

 3. Public Safety 16

C. Site Visibility and Accessibility 17

 1. Visibility 17

 2. Vehicular Access 17

 3. Availability of Public Transit 17

 4. Availability of Inter-Regional Transit 18

 5. Accessibility Improvements under Construction and Planned 18

 6. Environmental Concerns 18

D. Residential Support Network 18

 1. Key Facilities and Services near the Subject Site 18

 2. Essential Services 19

 3. Commercial Goods and Services 20

 4. Location of Low Income Housing 21

E. Site Conclusion 21

5. MARKET AREA 22

A. Introduction 22

B. Delineation of Market Area 22

6. COMMUNITY DEMOGRAPHIC DATA 24

A. Introduction and Methodology 24

B. Trends in Population and Households 24

 1. Recent Past Trends 24

 2. Projected Trends 24

 3. Building Permit Trends 24



- C. Demographic Characteristics 26
 - 1. Age Distribution and Household Type 26
 - 2. Household Trends by Tenure 27
 - 3. Renter Household Characteristics 28
 - 4. Income Characteristics 29
- 7. EMPLOYMENT TRENDS 32**
- A. Introduction 32
- B. Labor Force, Resident Employment, and Unemployment 32
 - 1. Trends in Annual Average Labor Force and Unemployment Data 32
 - 2. Trends in Recent Monthly Labor Force and Unemployment Data 33
- C. Commutation Patterns 34
- D. At-Place Employment 34
 - 1. Trends in Total At-Place Employment 34
 - 2. At-Place Employment by Industry Sector 35
 - 3. Major Employers 37
 - 4. Recent Economic Expansions and Contractions 38
- E. Conclusions on Local Economics 38
- 8. AFFORDABILITY & DEMAND ANALYSIS 39**
- A. Affordability Analysis 39
 - 1. Methodology 39
 - 2. Affordability Analysis 40
 - 3. Conclusions of Affordability 42
- B. Demand Estimates and Capture Rates 42
 - 1. Methodology 42
 - 2. Demand Analysis 42
 - 3. DCA Demand Conclusions 43
- 9. COMPETITIVE RENTAL ANALYSIS 44**
- A. Introduction and Sources of Information 44
- B. Overview of Market Area Housing Stock 44
- C. Survey of General Occupancy Rental Communities 45
 - 1. Introduction to the Rental Housing Survey 45
 - 2. Location 46
 - 3. Size of Communities 46
 - 4. Age of Communities 46
 - 5. Structure Type 47
 - 6. Vacancy Rates 47
 - 7. Rent Concessions 47
 - 8. Absorption History 47
- D. Analysis of Product Offerings 48
 - 1. Payment of Utility Costs 48
 - 2. Unit Features 48
 - 3. Parking 48
 - 4. Community Amenities 48
 - 5. Unit Distribution 49
 - 6. Effective Rents 50
 - 7. Scattered Site Rentals 50
 - 8. Estimated Market Rent 51
- E. Multi-Family Pipeline 55
- F. Housing Authority Information 55
- G. Existing Low Income Rental Housing 55
- H. Impact of Abandoned, Vacant, or Foreclosed Homes 56
- 10. FINDINGS AND CONCLUSIONS 57**
- A. Key Findings 57



- 1. Site and Neighborhood Analysis 57
- 2. Economic Context 57
- 3. Population and Household Trends 58
- 4. Demographic Analysis 58
- 5. Competitive Housing Analysis 59
- B. Product Evaluation 59
- C. Price Position 60
- 11. ABSORPTION AND STABILIZATION RATES 63**
- A. Absorption Estimate 63
- B. Impact on Existing and Pipeline Rental Market 63
- 12. INTERVIEWS 64**
- 13. CONCLUSIONS AND RECOMMENDATIONS 65**
- 14. APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS 66**
- 15. APPENDIX 2 ANALYST CERTIFICATIONS 68**
- 16. APPENDIX 3 NCHMA CERTIFICATION 69**
- 17. APPENDIX 4 ANALYST RESUMES 70**
- 18. APPENDIX 5 DCA CHECKLIST 72**
- 19. APPENDIX 6 RENTAL COMMUNITY PROFILES 77**

TABLES, FIGURES AND MAPS

- Table 1 Detailed Unit Mix and Rents, 3109 Anvil Block Apartments 11
- Table 2 Unit Features and Community Amenities, 3109 Anvil Block Apartments 11
- Table 3 Key Facilities and Services 19
- Table 4 Population and Household Projections 25
- Table 5 Persons per Household, Primary Market Area 25
- Table 6 Building Permits by Structure Type, Clayton County 26
- Table 7 Age Distribution 26
- Table 8 Households by Household Type 27
- Table 9 Households by Tenure, 2000-2022 28
- Table 10 Households by Tenure, 2022-2025 28
- Table 11 Renter Households by Age of Householder 29
- Table 12 Renter Households by Household Size 29
- Table 13 Household Income 30
- Table 14 Household Income by Tenure, Primary Market Area 30
- Table 15 Rent Burdened and Substandard Housing, Primary Market Area 31
- Table 16 Annual Average Labor Force and Unemployment Data 32
- Table 17 Monthly Labor Force and Unemployment Data 33
- Table 18 Commutation Data, Primary Market Area 34
- Table 19 Major Employers, Clayton County 37
- Table 20 Total and Renter Income Distribution 39
- Table 21 LIHTC Income and Rent Limits, Atlanta-Sandy Springs-Roswell, GA HUD Metro FMR Area 40
- Table 22 Affordability Analysis, 3109 Anvil Block Apartments 41
- Table 23 Overall Demand Estimates, 3109 Anvil Block Apartments 43
- Table 24 Demand Estimates by Floor Plan, 3109 Anvil Block Apartments 43
- Table 25 Dwelling Units by Structure and Tenure 44
- Table 26 Dwelling Units by Year Built and Tenure 45
- Table 27 Value of Owner Occupied Housing Stock 45
- Table 28 Rental Summary, Surveyed Rental Communities 47
- Table 29 Utility Arrangement and Unit Features, Surveyed Rental Communities 49
- Table 30 Community Amenities, Surveyed Rental Communities 49
- Table 31 Unit Distribution, Size, and Pricing, Surveyed Rental Communities 50



Table 32 Estimate of Market Rent Adjustments.....	51
Table 33 Adjusted Rent Comparison, One-Bedroom.....	52
Table 34 Adjusted Rent Comparison, Two-Bedroom	53
Table 35 Adjusted Rent Comparison, Three-Bedroom	54
Table 36 Market Rent and Rent Advantage Summary	55
Table 37 Affordable Communities, Primary Market Area	56
Figure 1 Views of Subject Site.....	13
Figure 2 Satellite Image of Subject Site	14
Figure 3 Views of Surrounding Land Uses	15
Figure 4 Primary Market Area Households by Tenure 2000 to 2022	27
Figure 5 At-Place Employment, Clayton County.....	35
Figure 6 Total Employment by Sector, Clayton County 2021 (Q3)	36
Figure 7 Employment Change by Sector, Clayton County 2011 – 2021 (Q3).....	36
Figure 8 Price Position	61
Map 1 Site Location, 3109 Anvil Block Apartments.....	12
Map 2 Crime Index Map	17
Map 3 Location of Key Facilities and Services	20
Map 4 Primary Market Area	23
Map 5 Major Employers, Clayton County.....	37
Map 6 Surveyed Rental Communities, Primary Market Area.....	46
Map 7 Affordable Rental Communities, Primary Market Area.....	56



1. EXECUTIVE SUMMARY

Zimmerman Properties SE, LLC has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis for 3109 Anvil Block Apartments, a proposed rental community in Ellenwood, Clayton County, Georgia. As proposed, 3109 Anvil Block Apartments will be newly constructed and financed in part with Low Income Housing Tax Credits (LIHTC) allocated by the Georgia Department of Community Affairs (DCA). 3109 Anvil Block Apartments will offer 72 rental units including 57 LIHTC units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size, and 15 unrestricted market rate units. The following report, including the executive summary, is based on DCA’s 2022 market study requirements.

1. Project Description

- The subject site is on the south side of Anvilblock Road, south of the terminus of Lunsford Drive in Ellenwood, Clayton County, Georgia. The site is less than one mile east of Interstate 675.
- 3109 Anvil Block Apartments will offer eight one-bedroom units, 32 two-bedroom units, and 32 three-bedroom units. The subject property will offer 57 LIHTC units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size, and 15 unrestricted market rate units.
- The community will include three three-story garden-style buildings and a separate community building.
- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include trash removal.

Unit Mix and Rents								
Type	Bed	Bath	Quantity	Gross Heated Sq. Feet	Proposed Rent	Utility Allowance	Gross Rent	Rent/ Gross Sq. Foot
50% AMI	1	1	2	782	\$720	\$87	\$807	\$0.92
60% AMI	1	1	3	782	\$880	\$87	\$967	\$1.13
Market	1	1	3	782	\$1,000	-	-	\$1.28
1BR Subtotal/Avg			8					
50% AMI	2	2	6	1,002	\$850	\$114	\$964	\$0.85
60% AMI	2	2	20	1,002	\$1,050	\$114	\$1,164	\$1.05
Market	2	2	6	1,002	\$1,200	-	-	\$1.20
2 BR Subtotal/Avg			32					
50% AMI	3	2	6	1,238	\$970	\$148	\$1,118	\$0.78
60% AMI	3	2	20	1,238	\$1,190	\$148	\$1,338	\$0.96
Market	3	2	6	1,238	\$1,300	-	-	\$1.05
3 BR Subtotal/Avg			32					
TOTAL/AVERAGE			72					
Rents include trash removal						Source: Zimmerman Properties SE, LLC		

- 3109 Anvil Block Apartments will offer a dishwasher, microwave, ceiling fans, and washer and dryer in each unit which will be superior to all surveyed communities. The subject property will be the only community in the market area to offer a microwave and only the highest-priced community (The Park at London) offers a washer and dryer. Additionally, the modern construction will be appealing to renters given the generally older product offered in the market area. The proposed unit features result in a



competitive advantage over all surveyed communities including tax credit and market rate communities.

- 3109 Anvil Block Apartments will offer a community room with kitchenette, fitness center, business center, playground, picnic pavilion, and learning center which will provide education services to elementary aged children. Additionally, a non-profit service provider will provide health and wellness services including free health consultations with health clinics. The proposed amenities are acceptable and will be competitive especially with the small size of the subject property (72 units) and the competitive pricing; the lack of a swimming pool is acceptable given the small size of the subject property as well as the inclusion of a learning center and health services which will be unique to the market area and appealing to renters.

2. Site Description / Evaluation:

The subject site is a suitable location for mixed-income rental housing as it is compatible with surrounding land uses and has access to amenities, services, employers, and transportation arteries.

- The subject site is on the south side of Anvilblock Road, just south of the terminus of Lunsford Drive in the northeastern corner of Clayton County. Surrounding land uses within roughly one-half mile of the site include single-family detached homes, commercial uses along Anvilblock Road, industrial uses including several FedEx facilities, and municipal uses including a police station and senior center.
- The site is within one mile of shopping, groceries, a convenience store, a pharmacy, a bank, and public transit. A MARTA bus stop is adjacent to the site on Anvilblock Road. Schools, medical facilities, and additional shopping opportunities are within five miles of the site.
- The site is within one mile of Interstate 675 via Anvilblock Road while U.S. Highway 23 is within two miles and Interstate 285 is within four miles of the site. These major thoroughfares connect to employment concentrations throughout the region including Hartsfield-Jackson International Airport within roughly 10 miles west of the site.
- Nearly all the market area has an above average crime risk and the site's crime risk is comparable to the locations of the surveyed communities. Based on this data and observations made during our site visit, RPRG does not believe crime or the perception of crime will negatively impact the subject property's viability.
- The subject site includes several single-family detached homes which will be demolished.
- 3109 Anvil Block Apartments will have excellent visibility from Anvilblock Road which is a heavily traveled traffic artery. The subject property's visibility will be an asset.
- The subject site is suitable for the proposed development. RPRG did not identify any negative land uses at the time of the site visit that would affect the proposed development's viability in the marketplace.

3. Market Area Definition

- The Primary Market Area consists of census tracts in northeastern Clayton County, northwestern Henry County, and southwestern DeKalb County. Given the site's location in the northeastern corner of Clayton County near the Henry County and DeKalb County lines, portions of these three counties have been included in the market area. Interstate 675 crosses through the market area from north to south while Interstate 285 crosses through the far



northern portion of the market area. Several other major traffic arteries cross through the market area including Panola Road / Forest Parkway which roughly bisects the market area from east to west. The Primary Market Area is well connected by these major thoroughfares. Residents of this market area would likely consider the subject site a suitable shelter location and the most comparable multi-family rental communities are inside this market area. The market area is bound in each direction by distance.

- The boundaries of the Primary Market Area and their approximate distance from the subject site are Interstate 285 / Constitution Road SE (4.3 miles to the north), Rockdale County (6.1 miles to the east), Lake Harbin Road (3.8 miles to the south), and College Street / Ash Street (4.1 miles to the west).

4. Community Demographic Data

The Primary Market Area grew significantly from 2000 to 2010 and growth slowed but remained steady over the past 12 years and growth is expected to continue of the next three years.

- The market area added 17,858 people (26.0 percent) and 7,087 households (31.5 percent) between the 2000 and 2010 Census counts. Annual growth during the past 12 years was 792 people (0.9 percent) and 288 households (0.9 percent).
- Annual growth in the market area is expected to accelerate over the next three years to 937 people (1.0 percent) and 339 households (1.0 percent) from 2022 to 2025.
- The Primary Market Area's population has a median age of 35 with large proportions of Adults ages 35 to 61 (35.1 percent) and Children/Youth under 20 years old (26.6 percent). Roughly 22 percent of the market area's population are Young Adults ages 20 to 34 and 16.1 percent are Seniors ages 62 and older.
- Households with children accounted for 43.1 percent of market area households while multi-person households without children accounted for 34.8 percent. Single-person households accounted for 22.1 percent of market area households.
- One-quarter of Primary Market Area households rent in 2022 compared to 43.2 percent in Clayton County. The market area added 2,873 net renter households from 2000 to 2022 (27.2 percent of net household growth). RPRG projects the market area to add 277 net renter households over the next three years (27.2 percent of net household growth).
- Nearly two-thirds (63.6 percent) of market area renter households are adults ages 25 to 54 while 14.1 percent are older adults ages 55 to 64. Seniors ages 65 and older account for roughly 13 percent of market area renter households while younger renters ages 15 to 24 account for 9.2 percent.
- Renter household sizes were well distributed in the market area with 48.4 percent having one or two people, 32.3 percent having 3-4 people, and 19.3 percent having 5+ people as of the 2010 Census.
- The 2022 median household income in the Primary Market Area is \$64,770, 21.3 percent or \$11,375 higher than the \$53,395 median in Clayton County. RPRG estimates that the median income of renter households in the Primary Market Area is \$54,539. Roughly 26 percent of market area renter households earn incomes of less than \$35,000, 45.5 percent earn \$35,000 to \$74,999, and 28.4 percent earn at least \$75,000 including 14.9 percent earning \$100,000 or more.
- We do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject property's ability to lease its units given its primarily affordable nature.



5. Economic Data:

Clayton County's economy was growing prior to the onset of the COVID-19 pandemic. The county's overall and employed portion of the labor force has fully rebounded following losses due to the pandemic and are higher than pre-pandemic annual figures.

- The county's unemployment rate steadily declined from a peak of 13.7 percent in 2010 during the previous recession-era to 4.4 percent in 2019. Reflecting the impact of the COVID-19 pandemic, the county's unemployment spiked to 10.3 percent in 2020 before rebounding to 5.8 percent in 2021. On a monthly basis, the unemployment rate increased to 16.2 percent in April 2020 at the onset of the pandemic but has rebounded to 3.6 percent in December 2021 which is higher than the state rate (2.9 percent) but lower than the national rate (3.7 percent).
- Clayton County added jobs in six of eight years from 2012 to 2019 with the net addition of 22,151 jobs (21.9 percent), reaching an all-time high At-Place Employment of 123,496 jobs in 2019. Clayton County lost 12,180 jobs in 2020 during the pandemic but the county recovered some of these losses by the third quarter of 2021 with the addition of 1,307 jobs.
- Trade-Transportation-Utilities is Clayton County's largest economic sector, accounting for the majority (51.3 percent) of the county's jobs due in part to several large transportation and shipping-based businesses including Delta Air Lines. Four sectors (Government, Professional-Business, Leisure-Hospitality, and Education-Health) each account for roughly seven to 12 percent of the county's jobs.
- Freshly, Inc. announced in June 2021 plans to open a new 289,000 square foot warehouse within one mile west of the site. The company plans to create 665 new jobs at the facility. Kroger opened a new distribution facility roughly three miles west of the site and the company planned to create 410 new jobs at the facility. RPRG identified four WARN notices from January 2021 to March 2022 with 266 jobs affected.
- Clayton County's economy was growing prior to 2020 and the overall and employed portions of the labor force have completely recovered since lows during the pandemic, a leading economic indicator.

6. Affordability and Demand Analysis:

- 3109 Anvil Block Apartments will offer 57 LIHTC rental units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size, and 15 unrestricted market rate units.
- The proposed 50 percent AMI LIHTC units will target renter householders earning from \$27,669 to \$46,550. The 14 proposed 50 percent AMI units would need to capture 0.8 percent of the 1,731 income-qualified renter households to lease-up.
- The proposed 60 percent AMI LIHTC units will target renter householders earning from \$33,154 to \$55,860. The 43 proposed 60 percent AMI units would need to capture 1.9 percent of the 2,247 income-qualified renter households to lease-up.
- The proposed market rate units will target renter householders earning from \$37,269 to \$93,100. The 15 proposed units would need to capture 0.3 percent of the 4,483 income-qualified renter households to lease-up.
- The project's overall Affordability renter capture rate is a low 1.4 percent.



- All renter capture rates are low indicating sufficient income-qualified renter households will exist in Primary Market Area as of 2025 to support the 72 units proposed at 3109 Anvil Block Apartments.
- The DCA demand capture rates by income level are 1.9 percent for 50 percent AMI units, 5.4 percent for 60 percent AMI units, 5.9 percent for all LIHTC units, and 0.8 percent for market rate units while the project's overall demand capture rate is a low 3.5 percent. Capture rates by floor plan within an AMI level range from 0.2 to 11.8 percent and capture rates by floor plan are 0.5 percent of all one-bedroom units, 2.0 percent for all two-bedroom units, and 3.5 percent for all three-bedroom units, all of which are well below DCA thresholds.
- All capture rates are well below DCA thresholds and indicate sufficient demand in the market area to support the proposed 3109 Anvil Block Apartments.

7. Competitive Rental Analysis

RPRG surveyed nine multi-family rental communities in the Primary Market Area including one mixed-income LIHTC community with LIHTC and market rate units. The rental market is stable with the majority of surveyed communities having a vacancy rate of less than four percent including the LIHTC community.

- The Primary Market Area's rental market is stable with 94 vacancies among 1,477 combined units for an aggregate vacancy rate of 6.4 percent. Five of nine surveyed communities have a vacancy rate of 3.7 percent or less (including the LIHTC community) with a vacancy rate of 1.5 percent. Four market rate communities have vacancy rates of at least 7.6 percent. Management at The Park at London stated that the elevated vacancy rate of 11.7 percent is due to many recent evictions and that the usual vacancy rate is less than five percent; our past two surveys of the property in 2019 supports this as the vacancy rate was less than three percent during each of our 2019 surveys. The underperforming properties may be a result of an overall lack of modern apartments with renters seeking more modern apartments outside of the area.
- Among the nine surveyed communities, net rents, unit sizes, and rents per square foot were as follows:
 - **One-bedroom** effective rents average \$972 per month. The average one-bedroom unit size is 765 square feet, resulting in a net rent per square foot of \$1.27.
 - **Two-bedroom** effective rents average \$1,132 per month. The average two-bedroom unit size is 1,021 square feet, resulting in a net rent per square foot of \$1.11.
 - **Three-bedroom** effective rents average \$1,256 per month. The average three-bedroom unit size is 1,266 square feet, resulting in a net rent per square foot of \$0.99.

Average rents include LIHTC rents at 60 percent AMI and market rate units. The Park at London is priced well above the remaining communities while the LIHTC rents are among the lowest rents in the market area.

- The estimated market rents for the units at 3109 Anvil Block Apartments are \$1,192 for one-bedroom units, \$1,389 for two-bedroom units, and \$1,527 for three-bedrooms. The proposed 50 percent AMI units all have rent advantages of at least 57 percent while the proposed 60 percent AMI rents have rent advantages of at least 27 percent. The proposed market rate rents are well below estimated market rents with rent advantages of 15.8 percent to 19.2 percent.
- RPRG identified one comparable general occupancy LIHTC community (Fairview Village) as under construction in the market area with 154 units targeting households earning up to 60



percent AMI. The units at this community will directly compete with the subject's 60 percent AMI units. RPRG did not identify any unrestricted market rate communities in the market area's pipeline. An age restricted LIHTC community is under construction in the market area; however, this community will not compete with the subject property given a difference in age targeting.

8. Absorption/Stabilization Estimates

- Based on the proposed product and the factors discussed above, we expect 3109 Anvil Block Apartments to lease-up at a rate of 15 units per month. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent within roughly four to five months.
- Given the stable rental market in the Primary Market Area and projected renter household growth, we do not expect 3109 Anvil Block Apartments to have a negative impact on existing and proposed rental communities in the Primary Market Area including those with tax credits.

9. Interviews

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers and staff with the Cities of Forest Park and Morrow as well as Henry and Clayton Counties.

10. Overall Conclusion / Recommendation

Based on affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Primary Market Area, RPRG believes that the subject property will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing rental communities in the Primary Market Area and the units will be well received by the target market.

This market study was completed based on the most recent available data, which does not reflect the full impact of the COVID-19 pandemic on demographic and economic trends as well as housing demand. At this stage, we do not believe demand for affordable rental housing will be reduced in the long term due to economic losses related to COVID-19. Demand for rental housing, especially affordable housing, is projected to increase over the next several years.

We recommend proceeding with the project as planned.



DCA Summary Table:

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Large Household Size Adjustment	Adjusted Demand	Supply	Net Demand	Capture Rate	Average Market Rent*	Market Rents Band	Proposed Rents
50% AMI	\$27,669 - \$46,550											
One Bedroom Units		2	5.6%	202		202	0	202	1.0%	\$1,192	\$835-\$1,266	\$720
Two Bedroom Units		6	6.3%	227		227	0	227	2.6%	\$1,389	\$880-\$1,430	\$850
Three Bedroom Units		6	10.1%	367	51.6%	189	0	189	3.2%	\$1,527	\$1,025-\$1,485	\$970
60% AMI	\$33,154 - \$55,860											
One Bedroom Units		3	9.4%	340		340	36	304	1.0%	\$1,192	\$835-\$1,266	\$880
Two Bedroom Units		20	8.2%	297		297	76	221	9.1%	\$1,389	\$880-\$1,430	\$1,050
Three Bedroom Units		20	11.3%	410	51.6%	212	42	170	11.8%	\$1,527	\$1,025-\$1,485	\$1,190
100% AMI	\$37,269 - \$93,100											
One Bedroom Units		3	36.0%	1,301		1,301	0	1,301	0.2%	\$1,192	\$835-\$1,266	\$1,000
Two Bedroom Units		6	34.2%	1,238		1,238	0	1,238	0.5%	\$1,389	\$880-\$1,430	\$1,200
Three Bedroom Units		6	37.2%	1,344	51.6%	694	0	694	0.9%	\$1,527	\$1,025-\$1,485	\$1,300
By Bedroom												
One Bedroom Units		8	44.8%	1,619		1,619	36	1,583	0.5%			
Two Bedroom Units		32	46.9%	1,694		1,694	76	1,618	2.0%			
Three Bedroom Units		32	51.1%	1,848	51.6%	954	42	912	3.5%			
Project Total	\$27,669 - \$93,100											
50% AMI	\$27,669 - \$46,550	14	20.3%	732			0	732	1.9%			
60% AMI	\$33,154 - \$55,860	43	26.3%	950			154	796	5.4%			
LIHTC Units	\$27,669 - \$55,860	57	30.8%	1,112			154	958	5.9%			
100% AMI	\$37,269 - \$93,100	15	52.4%	1,896			0	1,896	0.8%			
Total Units	\$27,669 - \$93,100	72	61.2%	2,214			154	2,060	3.5%			

Reflects attainable market rent*

SUMMARY TABLE:

Development Name:	3109 Anvil Block Apartments	Total # Units:	72
Location:	3109 Anvilblock Road, Ellenwood, Georgia	# LIHTC Units:	57
PMA Boundary:	North: Interstate 285 / Constitution Road SE, East: Rockdale County, South: Lake Harbin Road, West: College Street / Ash Street		
	Farthest Boundary Distance to Subject:	6.1 miles	

RENTAL HOUSING STOCK – (found on pages 11, 47, 51-55)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	1,477	94	93.6%
Market-Rate Housing	8	1,313	91	93.1%
Assisted/Subsidized Housing not to include LIHTC				
LIHTC	1	196	3	98.5%
Stabilized Comps	9	1,477	94	93.6%
Properties in construction & lease up				

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
2	1	1	782	\$720	\$1,192	\$1.52	65.6%	\$1,397	\$1.58
3	1	1	782	\$880	\$1,192	\$1.52	35.5%	\$1,397	\$1.58
3	1	1	782	\$1,000	\$1,192	\$1.52	19.2%	\$1,397	\$1.58
6	2	2	1,002	\$850	\$1,389	\$1.39	63.4%	\$1,582	\$1.62
20	2	2	1,002	\$1,050	\$1,389	\$1.39	32.3%	\$1,582	\$1.62
6	2	2	1,002	\$1,200	\$1,389	\$1.39	15.8%	\$1,582	\$1.62
6	3	2	1,238	\$970	\$1,527	\$1.23	57.4%	\$1,647	\$1.20
20	3	2	1,238	\$1,190	\$1,527	\$1.23	27.2%	\$1,647	\$1.20
6	3	2	1,238	\$1,300	\$1,527	\$1.23	17.4%	\$1,647	\$1.20

CAPTURE RATES (found on page 42-43)

Targeted Population	50% AMI	60% AMI	Market	Overall
Capture Rate	1.9%	5.4%	0.8%	3.5%

2. INTRODUCTION

A. Overview of Subject

The subject of this report is 3109 Anvil Block Apartments, a proposed mixed-income multi-family rental community in Ellenwood, Clayton County, Georgia. 3109 Anvil Block Apartments will be newly constructed and financed in part with Low Income Housing Tax Credits (LIHTC) allocated by the Georgia Department of Community Affairs (DCA). 3109 Anvil Block Apartments will offer 72 rental units including 57 LIHTC units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size, and 15 unrestricted market rate units.

B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability analysis.

C. Format of Report

The report format is comprehensive and conforms to DCA's 2022 QAP and 2022 Market Study Manual. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is Zimmerman Properties SE, LLC (Developer). Along with the Client, the Intended Users are DCA, potential lenders, and investors.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- DCA's 2022 Market Study Manual and 2022 Qualified Allocation Plan (QAP).
- The National Council of Housing Market Analysts' (NCHMA) Recommended Model Content.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 5 for a detailed list of DCA requirements as well as the corresponding pages of requirements within the report.
- Brett Welborn (Analyst) conducted a site visit on March 29, 2022.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers and staff with the Cities of Forest Park and Morrow as well as Henry and Clayton Counties.
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.



G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

H. Other Pertinent Remarks

None.



3. PROJECT DESCRIPTION

A. Project Overview

3109 Anvil Block Apartments will offer 72 newly constructed rental units including 57 LIHTC units targeting renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI) and 15 unrestricted market rate units in Ellenwood, Clayton County. The community will offer eight one-bedroom units, 32 two-bedroom units, and 32 three-bedroom units.

B. Project Type and Target Market

3109 Anvil Block Apartments will target very low to moderate-income renter households with 50 percent and 60 percent AMI LIHTC units as well as market rate units. The proposed unit mix includes eight one-bedroom units (11.1 percent), 32 two-bedroom units (44.4 percent), and 32 three-bedroom units (44.4 percent). The proposed one and two-bedroom units will primarily target singles, couples (both young professionals and empty nesters), and roommates. The three-bedroom units will appeal to households desiring additional space including larger households with children.

C. Building Types and Placement

3109 Anvil Block Apartments' 72 rental units will be contained in three three-story garden-style buildings and the community will also offer a separate clubhouse building. Surface parking will be adjacent to each building with an entrance on Anvilblock Road to the north. Outdoor amenities will include a picnic pavilion and playground.

D. Detailed Project Description

1. Project Description

3109 Anvil Block Apartments will offer eight one-bedroom units, 32 two-bedroom units, and 32 three-bedroom units. The subject property will offer 57 LIHTC units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size, and 15 unrestricted market rate units.

- One-bedroom units will have one bathroom and 782 square feet.
- Two-bedroom units will have two bathrooms and 1,002 square feet.
- Three-bedroom units have two bathrooms and 1,238 square feet (Table 1).
- 3109 Anvil Block Apartments will offer newly constructed garden apartments with surface parking.
- The proposed rents will include the cost of trash removal. Tenants will bear the cost of all other utilities.
- Proposed unit features and community amenities are detailed in Table 2.



Table 1 Detailed Unit Mix and Rents, 3109 Anvil Block Apartments

Unit Mix and Rents								
Type	Bed	Bath	Quantity	Gross Heated Sq. Feet	Proposed Rent	Utility Allowance	Gross Rent	Rent/ Gross Sq. Foot
50% AMI	1	1	2	782	\$720	\$87	\$807	\$0.92
60% AMI	1	1	3	782	\$880	\$87	\$967	\$1.13
Market	1	1	3	782	\$1,000	-	-	\$1.28
1BR Subtotal/Avg			8					
50% AMI	2	2	6	1,002	\$850	\$114	\$964	\$0.85
60% AMI	2	2	20	1,002	\$1,050	\$114	\$1,164	\$1.05
Market	2	2	6	1,002	\$1,200	-	-	\$1.20
2 BR Subtotal/Avg			32					
50% AMI	3	2	6	1,238	\$970	\$148	\$1,118	\$0.78
60% AMI	3	2	20	1,238	\$1,190	\$148	\$1,338	\$0.96
Market	3	2	6	1,238	\$1,300	-	-	\$1.05
3 BR Subtotal/Avg			32					
TOTAL/AVERAGE			72					
Rents include trash removal						Source: Zimmerman Properties SE, LLC		

Table 2 Unit Features and Community Amenities, 3109 Anvil Block Apartments

Unit Features	Community Amenities
<ul style="list-style-type: none"> • Kitchens including refrigerator, range/oven, dishwasher, and microwave • Washer and dryer • Ceiling fans • Vinyl hardwood flooring in living areas and carpet in bedrooms • Window blinds • Central heating and air-conditioning 	<ul style="list-style-type: none"> • Community room with kitchenette • Fitness center • Business center • Picnic pavilion with BBQ pits • Playground • Learning center • Health and wellness service

2. Other Proposed Uses

None.

3. Proposed Timing of Development

3109 Anvil Block Apartments is expected to begin construction in July 2023 with first move-ins in September 2024 and construction completion in November 2024. The subject property’s anticipated placed-in-service year is 2025 for the purposes of this report given this will be the subject’s first full year opened.

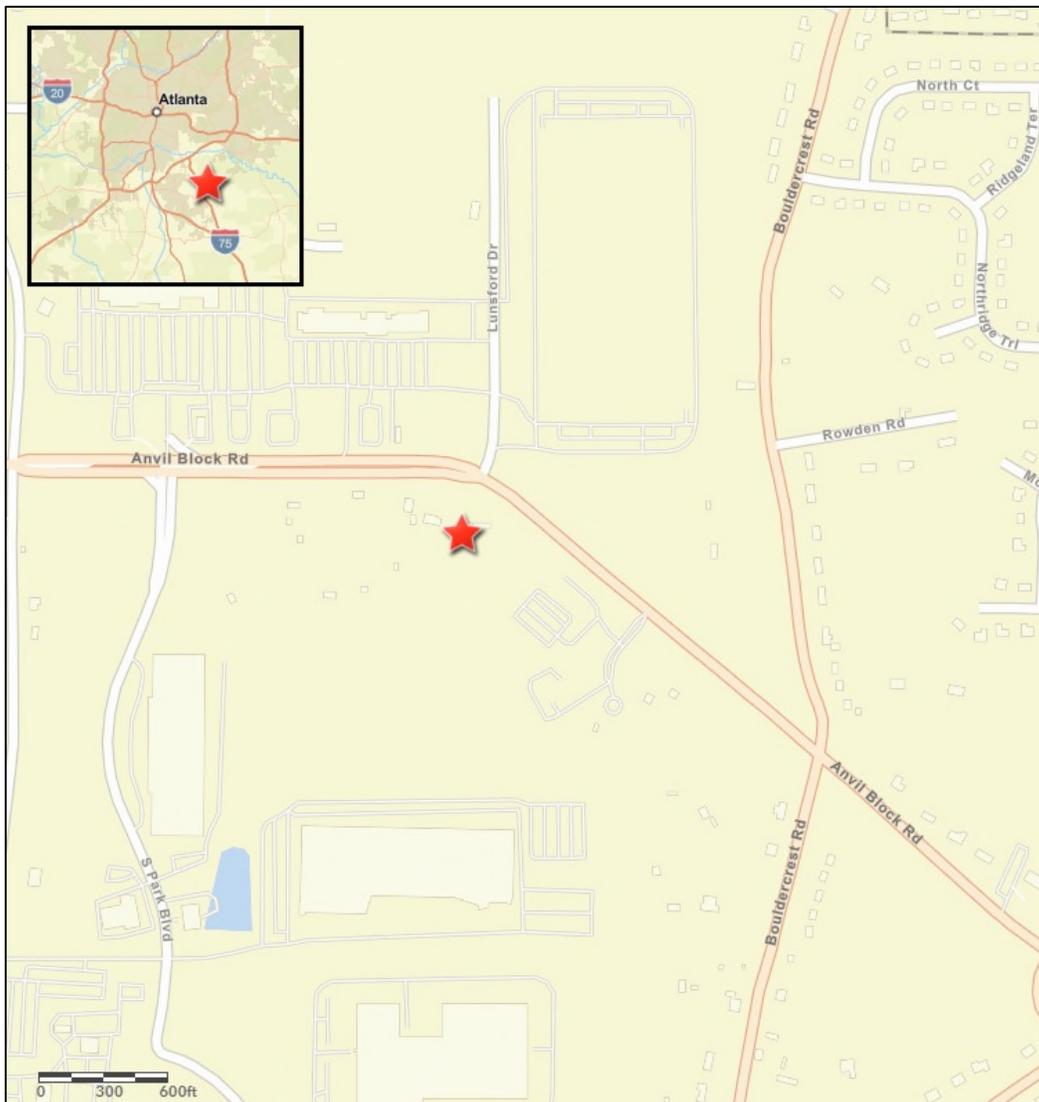
4. SITE EVALUATION

A. Site Analysis

1. Site Location

The subject site is on the south side of Anvilblock Road, south of the terminus of Lunsford Drive in Ellenwood, Clayton County, Georgia (Map 1). The site is less than one mile east of Interstate 675.

Map 1 Site Location, 3109 Anvil Block Apartments



2. Existing and Proposed Uses

The subject site includes several single-family detached homes which will be demolished (Figure 1). 3109 Anvil Block Apartments will offer 72 general occupancy apartments in garden buildings.

Figure 1 Views of Subject Site



Anvilblock Road facing west (site on the left)



Site facing south from Anvilblock Road



Anvilblock Road facing east (site on the right)



Site facing south from Anvilblock Road



Site frontage along Anvilblock Road

3. General Description of Land Uses Surrounding the Subject Site

The site for 3109 Anvil Block Apartments is surrounded by a mixture of land uses including residential, commercial, municipal, and industrial uses (Figure 2). Single-family detached homes are common within roughly one-half mile of the site to the north and east while several homes are also just west of the site. Industrial uses including several FedEx facilities are to the north, south, and west of the site while additional industrial uses are within one-half mile south and west of the site. Clayton County Police Department, Clayton County Animal Control, and the newly built Sonna Singleton Gregory Senior Center are just east of the site while Ellenwood Town Center shopping center is north/northwest of the site with many restaurants and retailers including Walmart Supercenter.

Figure 2 Satellite Image of Subject Site



4. Land Uses Surrounding the Subject Site

Nearby land uses surrounding the subject site include (Figure 3):

- **North:** FedEx distribution facility and Ellenwood Town Center shopping center
- **East:** Clayton County Police Department, Clayton County Animal Control, Sonna Singleton Gregory Senior Center, and single-family detached homes
- **South:** FedEx distribution facility and additional industrial / distribution companies
- **West:** Single-family detached homes and industrial uses along S Park Boulevard

Figure 3 Views of Surrounding Land Uses



Ellenwood Town Center to the north



Industrial building to the west on S Park Boulevard



Clayton Commerce Center (home to FedEx) to the north



FedEx distribution facility to the south



Sonna Singleton Gregory Senior Center to the east



B. Neighborhood Analysis

1. General Description of Neighborhood

The subject site is along the Interstate 675 corridor which is home to many logistics companies including FedEx with three facilities within one-half mile of the site. Outside of the industrial and logistics facilities within roughly one mile of the Interstate, single-family detached homes dominate the area within three miles east of the site while commercial uses are along major thoroughfares including Ellenwood Town Center across Anvilblock Road from the site. Several multi-family rental communities are within three miles of the site including Harmony at Ellenwood (senior LIHTC Community) which was allocated four percent tax credits in 2019 and is under construction roughly one mile to the northwest on Grant Road.

2. Neighborhood Planning Activities

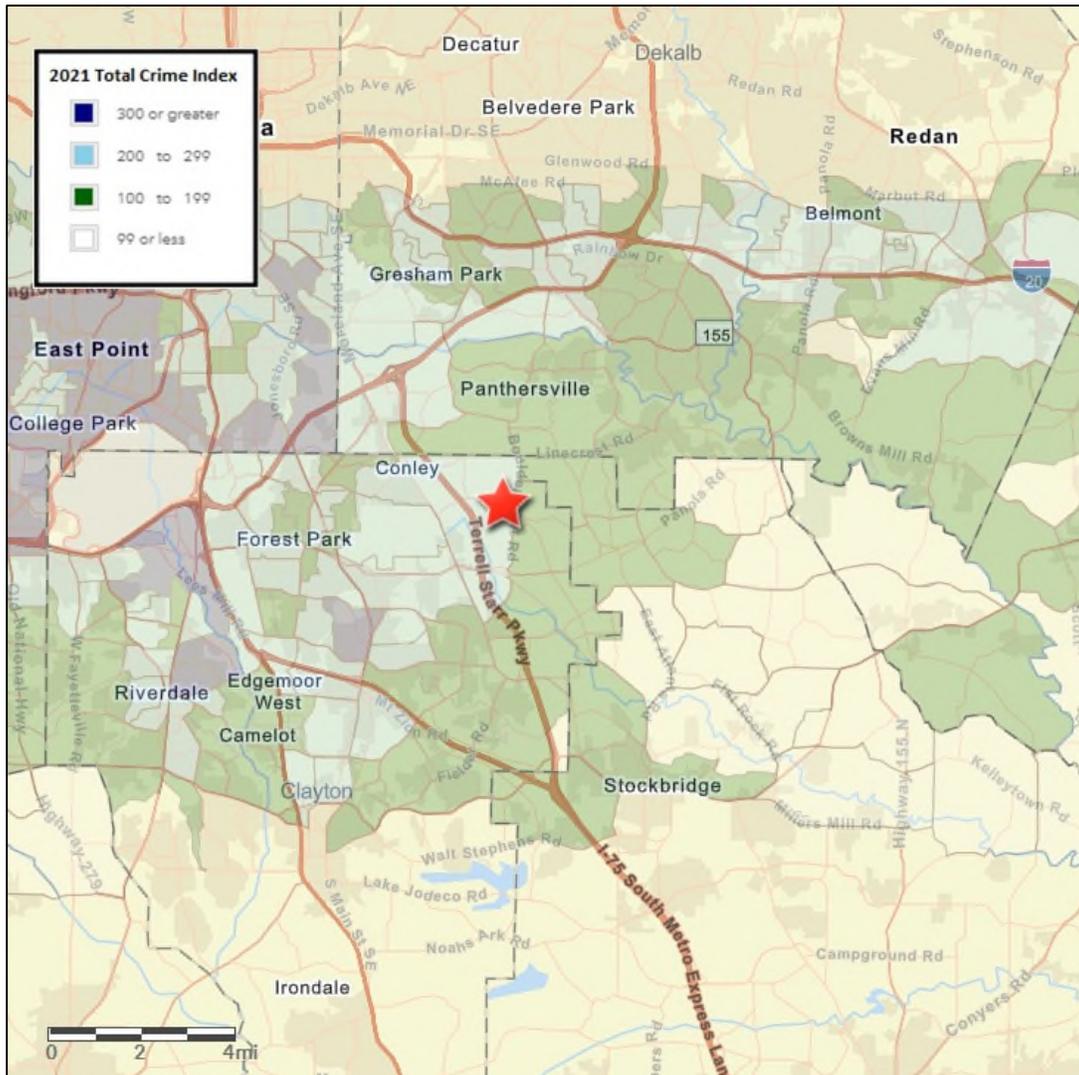
Recent development has occurred near the site along Anvilblock Road. Two large commerce centers (Clayton Commerce Center I & II) have been built within the past four years north/northwest of the site along Anvilblock Road within one-half mile of the site. The first phase opened in 2018 and has roughly 800,000 square feet of space directly north of the site while the second phase opened in 2021 and has roughly 365,000 square feet of space to the northwest. Additionally, a couple of outparcels have been developed over the past several years in the Ellenwood Town Center shopping center just north of the site while the Sonna Singleton Gregory Senior Center opened within one-quarter mile east of the site in 2021. Harmony at Ellenwood (senior LIHTC Community) is under construction roughly one mile northwest of the site on Grant Road.

3. Public Safety

CrimeRisk is a census tract level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. An index of 100 reflects a total crime risk on par with the national average, with values below 100 reflecting below average risk and values above 100 reflecting above average risk. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the census tract level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

The 2021 CrimeRisk Index for the census tracts in the general vicinity of the subject site are color coded with the site's census tract being light blue, indicating a crime risk (200 to 299) above the national average (100) (Map 2). Nearly all the market area has an above average crime risk and the site's crime risk is comparable to the locations of the surveyed communities. Based on this data and observations made during our site visit, RPRG does not believe crime or the perception of crime will negatively impact the subject property's viability.

Map 2 Crime Index Map



C. Site Visibility and Accessibility

1. Visibility

3109 Anvil Block Apartments will have excellent visibility along Anvilblock Road which has steady traffic. Traffic from the nearby Ellenwood Town Center shopping center will increase awareness for the subject property. The high visibility will be an asset to the subject property.

2. Vehicular Access

3109 Anvil Block Apartments will be accessible via an entrance on Anvilblock Road which has sufficient breaks in traffic while a traffic light will facilitate access to the subject property for westbound traffic; RPRG does not anticipate problems with accessibility.

3. Availability of Public Transit

The Metropolitan Atlanta Rapid Transit Authority (MARTA) is the major provider of mass transit in the Metro Atlanta area. MARTA provides both fixed-route bus service and a heavy rail system primarily



traveling throughout Fulton, DeKalb, and Clayton Counties, inside and outside of the Atlanta city limits. 3109 Anvil Block Apartments will be adjacent to a MARTA bus stop on Anvilblock Road, near its intersection with Lunsford Drive on Route 32. Route 32 runs north-south on or near Bouldercrest Road connecting to the Inman Park/Reynoldstown Transit Station to the north. The Inman Park/Reynoldstown Transit Station is roughly 12 miles north of the site providing rail service on the Blue and Green Lines, which travels east to west direction. Most major employment nodes in the Atlanta area including downtown and Hartsfield-Jackson International Airport can be reached from one of these public transportation options.

4. Availability of Inter-Regional Transit

From a regional perspective, the subject site is roughly three-quarter mile east of Interstate 675 and 1.4 miles east of U.S. Highway 23, both of which are major north-south traffic arteries connecting the site to Interstate 285 and the Atlanta area to the north and the Stockbridge area to the south. Interstates 75 and 285 are within six miles of the site connecting to the region including the southeastern United States. Hartsfield-Jackson International Airport is roughly 10 miles west of the site via Interstate 75 and 285.

5. Accessibility Improvements under Construction and Planned

Roadway Improvements under Construction and Planned

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to the process. RPRG did not identify any significant roadway projects as planned that would affect the subject site.

Transit and Other Improvements under Construction and/or Planned

None.

6. Environmental Concerns

RPRG did not identify any visible environmental site concerns.

D. Residential Support Network

1. Key Facilities and Services near the Subject Site

The appeal of any given community is often based in part to its proximity to those facilities and services required daily. Key facilities and services and their distances from the subject site are listed in Table 3 and their locations are plotted on Map 3.

Table 3 Key Facilities and Services

Establishment	Type	Address	City	Driving Distance
Dollar Tree	General Retail	3056 Anvilblock Rd.	Ellenwood	0.1 mile
MARTA Bus Stop	Public Transit	Anvilblock Rd. & Lunsford Dr.	Ellenwood	0.1 mile
Associated Credit Union	Bank	3012 Anvilblock Rd.	Ellenwood	0.2 mile
Clayton County Police Department	Police	3199 Anvilblock Rd.	Ellenwood	0.2 mile
Walmart Supercenter	General Retail/Grocery	2940 Anvilblock Rd.	Ellenwood	0.3 mile
Chevron	Convenience Store	2863 Anvilblock Rd.	Ellenwood	0.4 mile
Clayton County Fire Department	Fire	4610 S Park Blvd.	Ellenwood	0.7 mile
East Clayton Elementary School	Public School	3674 Steele Rd.	Ellenwood	1.6 miles
Walgreens	Pharmacy	315 Fairview Rd.	Ellenwood	2.9 miles
Mitzi Clayton MD	Doctor/Medical	211 Fairview Rd.	Ellenwood	3 miles
United State Postal Service	Post Office	5465 GA-42	Ellenwood	3.3 miles
Adamson Middle School	Public School	3187 Rex Rd.	Rex	4 miles
Piggly Wiggly	Grocery	4769 Jonesboro Rd.	Forest Park	4.9 miles
Morrow High School	Public School	2299 Old Rex Morrow Rd.	Morrow	4.9 miles
Clayton County Library	Library	6225 Maddox Rd.	Morrow	5.5 miles
Southlake Mall	Mall	1000 Southlake Cir.	Morrow	7.4 miles
Southern Regional Medical Center	Hospital	11 Upper Riverdale Rd.	Riverdale	11.3 miles

Source: Field and Internet Research, RPRG, Inc.

2. Essential Services

Health Care

Southern Regional Medical Center is the closest full-service hospital to the site roughly 11 miles southwest of the site on Upper Riverdale Road in Riverdale. The 331-bed hospital offers services including emergency care, general surgery, heart and vascular, orthopedics, women's health, rehabilitation, general medicine, and imaging.

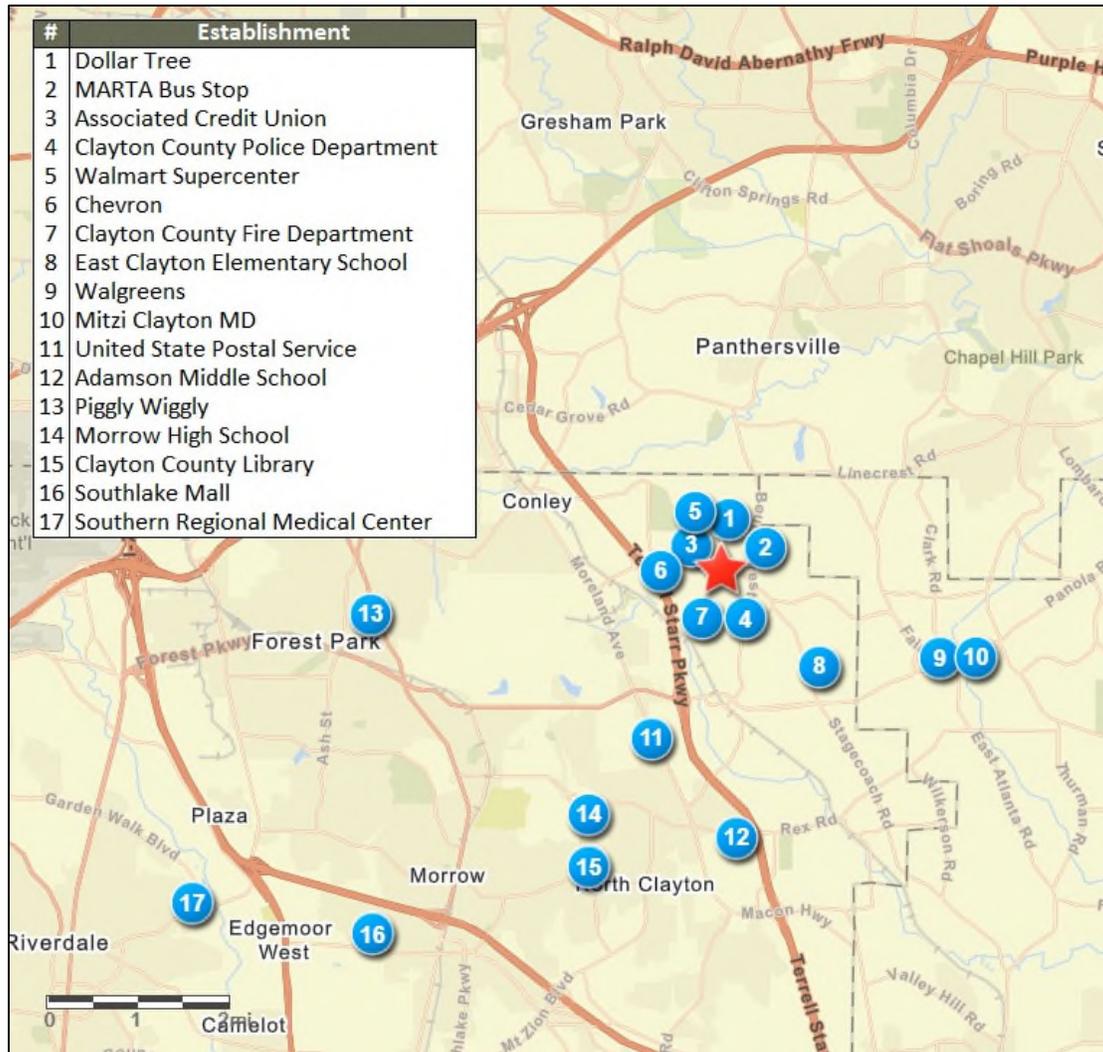
A family medicine provider (Mitzi Clayton MD) is three miles southeast of the site in Fairview Road.

Education

The Clayton County Public Schools District serves the market area with an enrollment of over 50,000 students. School age children residing at the subject property will attend East Clayton Elementary (1.6 miles), Adamson Middle (4.0 miles), and Morrow High (4.9 miles).

The Atlanta Metro area is home to many colleges, universities, and vocational schools offering a wide variety of degree programs and educational opportunities. Notable institutions of higher education in or near downtown Atlanta within roughly 15 miles northwest of the site include The Georgia Institute of Technology, Georgia State University, Emory University, Morris Brown College, Morehouse College, Atlanta Metropolitan State College, Bauder College, and the Savannah College of Art and Design.

Map 3 Location of Key Facilities and Services



3. Commercial Goods and Services

Convenience Goods

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

A bank (Associated Credit Union) and convenience store (Chevron) are within one-half mile of the site while Walmart Supercenter (within one-quarter mile) offers groceries and a pharmacy. A pharmacy (Walgreens) and grocery store (Piggly Wiggly) are within five miles of the site.

Shoppers Goods

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop.



Dollar Tree is across Anvilblock Road from the site while Walmart Supercenter is within one-quarter mile. Southlake Mall is the closest regional shopping mall roughly seven miles to the southwest in Morrow and is anchored by Macy's and offers many smaller retailers.

4. Location of Low Income Housing

A list and map of existing low-income housing in the Primary Market Area are provided in the Existing Low Income Rental Housing section of this report, starting on page 55.

E. Site Conclusion

Surrounding land uses are compatible with multi-family rental housing and neighborhood amenities are convenience to the site including Walmart Supercenter offering shopping, groceries, and a pharmacy within one-quarter mile. A MARTA bus stop is also adjacent to the site on Anvilblock Road. The subject property will have excellent visibility and is within one mile of Interstate 675 which connects the site to the region including the Atlanta area to the north. The site is suitable for the proposed development of mixed-income rental housing.



5. MARKET AREA

A. Introduction

The primary market area for 3109 Anvil Block Apartments is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities and dynamics of the local rental housing marketplace.

B. Delineation of Market Area

The Primary Market Area consists of census tracts in northeastern Clayton County, northwestern Henry County, and southwestern DeKalb County (Map 4). Given the site's location in the northeastern corner of Clayton County near the Henry County and DeKalb County lines, portions of these three counties have been included in the market area. Interstate 675 crosses through the market area from north to south while Interstate 285 crosses through the far northern portion of the market area. Several other major traffic arteries cross through the market area including Panola Road / Forest Parkway which roughly bisects the market area from east to west. The Primary Market Area is well connected by these major thoroughfares. Residents of this market area would likely consider the subject site a suitable shelter location and the most comparable multi-family rental communities are inside this market area. The market area is bound in each direction by distance.

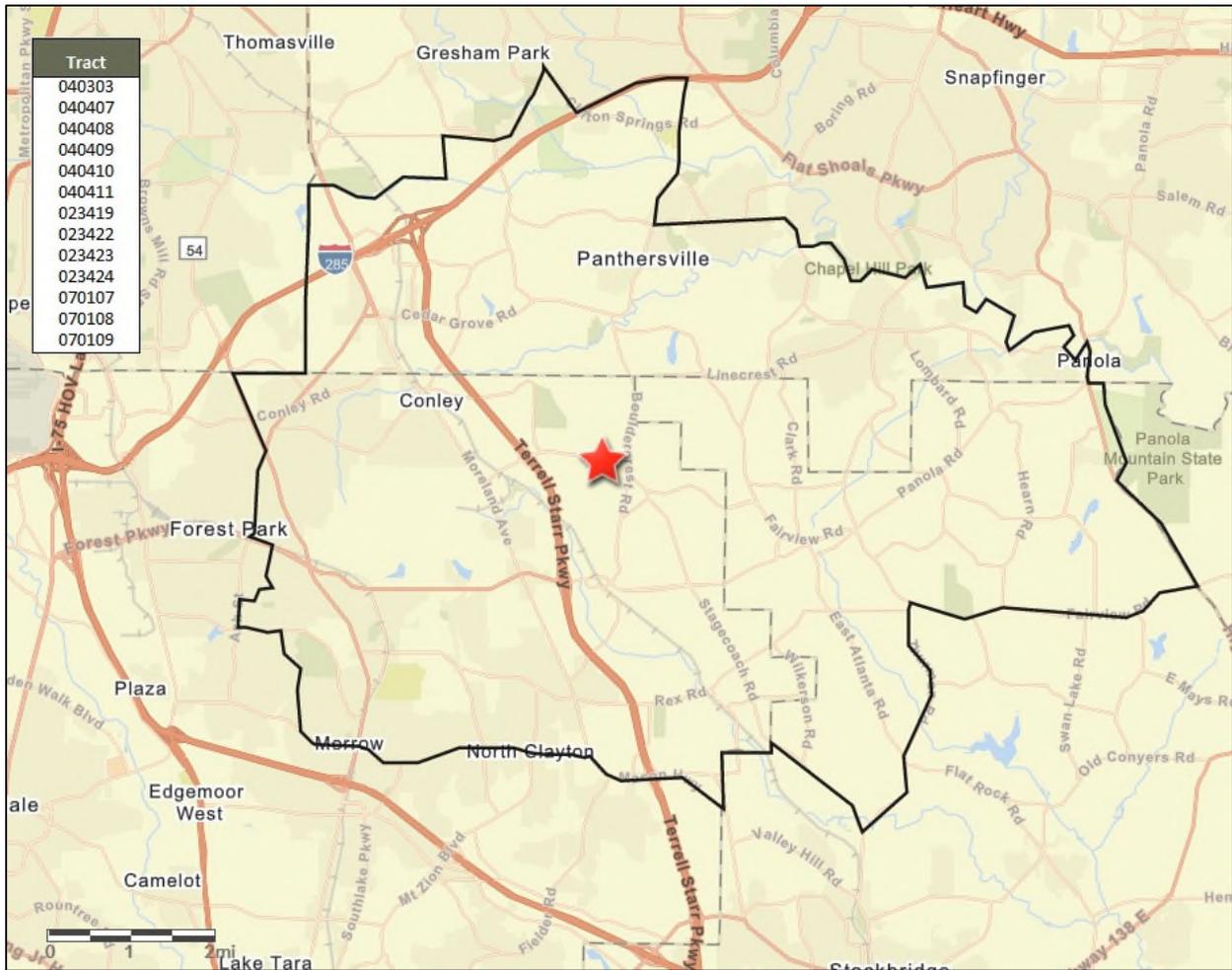
The boundaries of the Primary Market Area and their approximate distance from the subject site are:

North: Interstate 285 / Constitution Road SE	(4.3 miles)
East: Rockdale County	(6.1 mile)
South: Lake Harbin Road.....	(3.8 miles)
West: College Street / Ash Street.....	(4.1 miles)

The Primary Market Area is compared to a Clayton County, which is presented as a secondary market area for demographic purposes. Demand estimates are based only on the Primary Market Area.



Map 4 Primary Market Area





6. COMMUNITY DEMOGRAPHIC DATA

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Primary Market Area and Clayton County using U.S. Census data and data from Esri, a national data vendor which prepares small area estimates and projections of population and households. Building permit trends collected from the HUD State of the Cities Data Systems (SOCDS) database were also considered. Demographic data is presented for 2010, 2022, and 2024 per DCA's 2025 Market Study Guide.

It is important to note that all demographic data is based on historic Census data and the most recent local area projections available for the Primary Market Area and Clayton County. RPRG utilized estimates and projection derived by Esri in 2022, which were developed following the onset of the COVID-19 pandemic. We recognize the impact of the COVID-19 pandemic is fluid and specific to regions or markets, thus we have evaluated Esri's projections considering recent trends, available economic data, and current market conditions. We will present available estimates and projections and evaluate their appropriateness.

B. Trends in Population and Households

1. Recent Past Trends

The Primary Market Area grew significantly from 2000 to 2010 with the net addition of 17,858 people (26.0 percent) and 7,087 households (31.5 percent) between 2000 and 2010 Census counts (Table 4). Growth slowed but remained steady over the past 12 years with the net addition of 9,504 people (11.0 percent) and 3,458 households (11.7 percent) from 2022 to 2025; annual growth was 792 people (0.9 percent) and 288 households (0.9 percent) over this period.

Population and household growth rates in Clayton County were much slower from 2000 to 2010 than in the market area on a percentage basis at 22,907 net people (9.7 percent) and 8,390 households (10.2 percent). Annual growth in the county from 2010 to 2022 is estimated to have remained steady at 2,965 people (1.1 percent) and 1,059 households (1.1 percent) which was slightly faster than the Primary Market Area on a percentage basis over the past 12 years.

2. Projected Trends

Based on Esri data, RPRG projects growth to accelerate on a nominal basis in the market area over the next three years with the annual addition of 937 people (1.0 percent) and 339 households (1.0 percent) from 2022 to 2025 (Table 4).

Annual growth rates in Clayton County are projected to be generally comparable to the market area on a percentage basis over the next three years. Annual growth in the county is projected at 1.0 percent among population and 1.1 percent among households.

The average household size in the market area of 2.88 persons per household in 2022 is expected to decrease slightly to 2.87 persons in 2025 (Table 5).

3. Building Permit Trends

Residential permit activity in Clayton County increased significantly from an annual average of 114 permitted units from 2009 to 2013 to an annual average of 860 permitted units from 2018 to 2020, a 755 percent increase (Table 6). Permit activity ranged from 93 to 143 permitted units from 2009 to 2013 before steadily increasing to a 12-year high of 954 permitted units in 2020.



Nearly all (98.2 percent) permitted units in the county since 2009 were single-unit structures while 90 units (1.8 percent) were permitted in multi-family structures with five or more units.

Table 4 Population and Household Projections

		Clayton County				Primary Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	236,517					68,677				
2010	259,424	22,907	9.7%	2,291	0.9%	86,535	17,858	26.0%	1,786	2.3%
2022	294,998	35,574	13.7%	2,965	1.1%	96,039	9,504	11.0%	792	0.9%
2025	304,146	9,148	3.1%	3,049	1.0%	98,852	2,812	2.9%	937	1.0%

		Clayton County				Primary Market Area				
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	82,243					22,484				
2010	90,633	8,390	10.2%	839	1.0%	29,571	7,087	31.5%	709	2.8%
2022	103,339	12,706	14.0%	1,059	1.1%	33,029	3,458	11.7%	288	0.9%
2025	106,652	3,314	3.2%	1,105	1.1%	34,044	1,016	3.1%	339	1.0%

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.

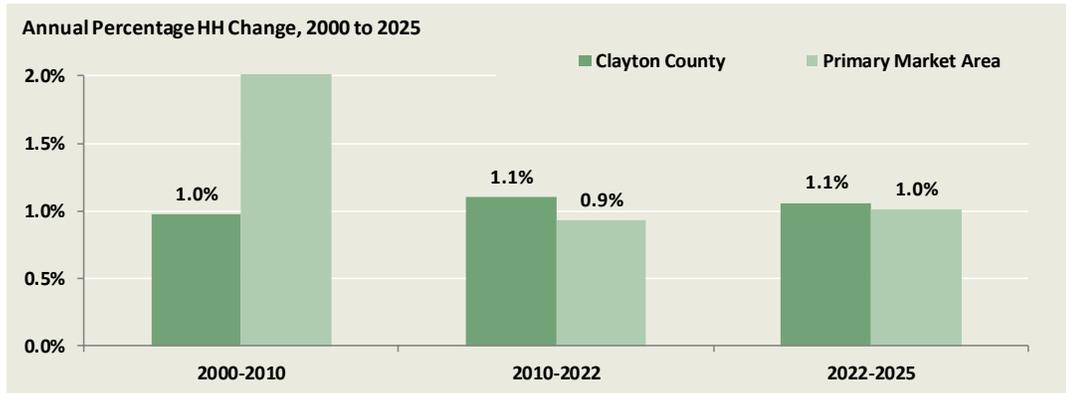


Table 5 Persons per Household, Primary Market Area

Average Household Size			
Year	2010	2022	2025
Population	86,535	96,039	98,852
Group Quarters	889	955	1,110
Households	29,571	33,029	34,044
Avg. HH Size	2.90	2.88	2.87

Source: 2010 Census; Esri; and RPRG, Inc.



Table 6 Building Permits by Structure Type, Clayton County



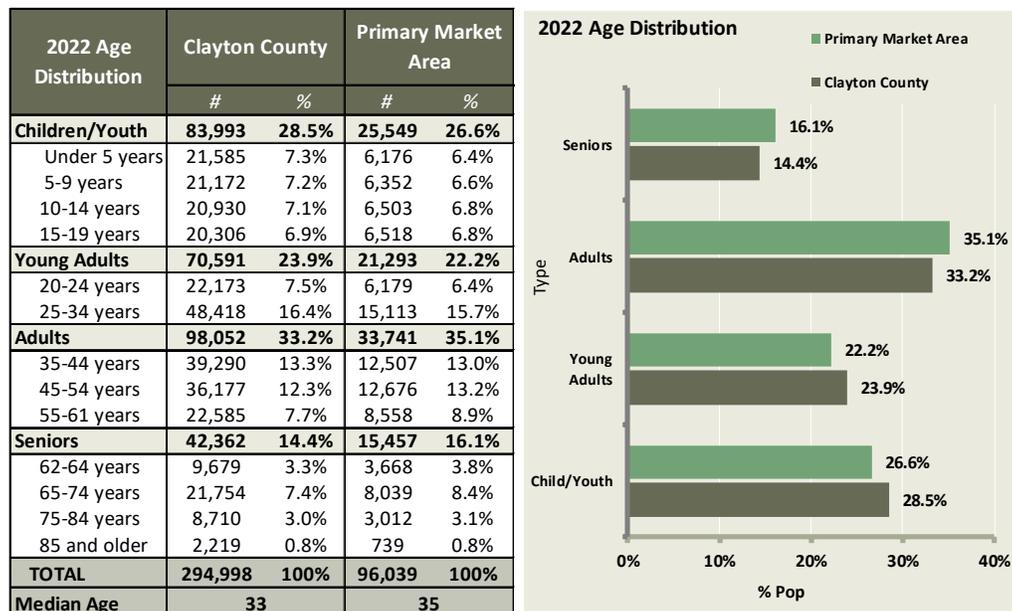
Source: U.S. Census Bureau, C-40 Building Permit Reports.

C. Demographic Characteristics

1. Age Distribution and Household Type

The population of the Primary Market Area is older than Clayton County’s population with median ages of 35 and 33, respectively (Table 7). The Primary Market Area has large proportions of Adults ages 35 to 61 (35.1 percent) and Children/Youth under 20 years old (26.6 percent). Young Adults ages 20 to 34 and Seniors ages 62 and older account for 22.2 and 16.1 percent of the Primary Market Area’s population, respectively. Clayton County has a smaller proportion of people 35 years and older when compared to the Primary Market Area (47.6 percent versus 51.2 percent).

Table 7 Age Distribution



Source: Esri; RPRG, Inc.

Households with children were the most common household type in the Primary Market Area as of the 2010 Census at 43.1 percent. Roughly 35 percent of Primary Market Area households were multi-

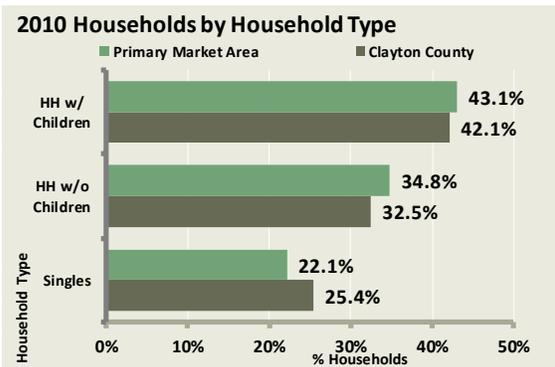


person households without children; 19.8 percent of market area households were married households without children which includes young couples and empty nesters. Single-person households were the least common household type in the Primary Market Area at 22.1 percent (Table 8). Clayton County had a larger proportion of single-person households when compared to the market area (25.4 percent versus 22.1 percent).

Table 8 Households by Household Type

2010 Households by Household Type	Clayton County		Primary Market Area	
	#	%	#	%
Married w/Children	17,742	19.6%	6,859	23.2%
Other w/ Children	20,427	22.5%	5,876	19.9%
Households w/ Children	38,169	42.1%	12,735	43.1%
Married w/o Children	15,291	16.9%	5,847	19.8%
Other Family w/o Children	9,322	10.3%	3,061	10.4%
Non-Family w/o Children	4,819	5.3%	1,385	4.7%
Households w/o Children	29,432	32.5%	10,293	34.8%
Singles	23,032	25.4%	6,543	22.1%
Total	90,633	100%	29,571	100%

Source: 2010 Census; RPRG, Inc.

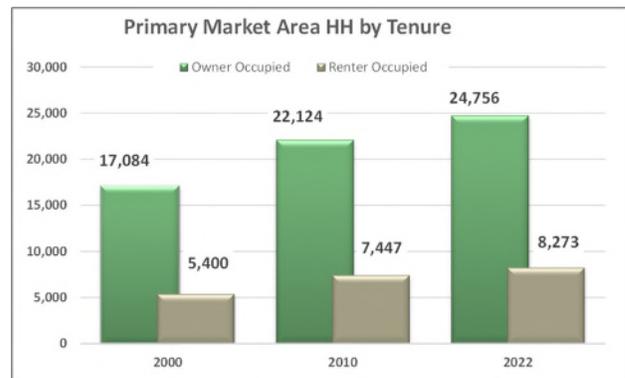


2. Household Trends by Tenure

a. Recent Past Trends

The number of renter households in the Primary Market Area increased from 5,400 in 2000 to 8,273 in 2022 for a net increase of 2,873 renter households or 53.2 percent (Figure 4); the market area added 131 renter households per year over the past 22 years. By comparison, the market area added 7,672 owner households over the past 22 years increasing from 17,084 owner households in 2000 to 24,756 owner households in 2022.

Figure 4 Primary Market Area Households by Tenure 2000 to 2022



The Primary Market Area’s renter percentage of 25.0 percent in 2022 is lower than Clayton County’s 43.2 percent (Table 9). The Primary Market Area’s annual average household growth by tenure over the past 22 years was 131 renter households (2.0 percent) and 349 owner households (1.7 percent) with renter households accounting for 27.2 percent of net household growth from 2000 to 2020. By comparison, renter households contributed 58.2 percent of Clayton County’s net household growth since 2000.



Table 9 Households by Tenure, 2000-2022

Clayton County	2000		2010		2022		Change 2000-2022				% of Change 2000 - 2022
							Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	#	%	
Owner Occupied	49,844	60.6%	51,730	57.1%	58,662	56.8%	8,818	17.7%	401	0.7%	41.8%
Renter Occupied	32,399	39.4%	38,903	42.9%	44,676	43.2%	12,277	37.9%	558	1.5%	58.2%
Total Occupied	82,243	100%	90,633	100%	103,339	100%	21,096	25.7%	959	1.0%	100%
Total Vacant	4,218		14,072		10,465						
TOTAL UNITS	86,461		104,705		113,803						

Primary Market Area	2000		2010		2022		Change 2000-2022				% of Change 2000 - 2022
							Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	#	%	
Owner Occupied	17,084	76.0%	22,124	74.8%	24,756	75.0%	7,672	44.9%	349	1.7%	72.8%
Renter Occupied	5,400	24.0%	7,447	25.2%	8,273	25.0%	2,873	53.2%	131	2.0%	27.2%
Total Occupied	22,484	100%	29,571	100%	33,029	100%	10,545	46.9%	479	1.8%	100%
Total Vacant	947		3,861		3,420						
TOTAL UNITS	23,431		33,432		36,449						

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

b. Projected Household Tenure Trends

Esri data suggests renter households will account for just 8.3 percent of net household growth in the Primary Market Area over the next three years which is a departure from the trend over the past 22 years (27.2 percent) and much lower than the market area’s 2022 renter percentage (25.0 percent). Based on our research including an analysis of demographic and multi-family trends, RPRG projects renter households will account for 27.2 percent of net household growth over the next three years which is equal to the trend over the past 22 years. This results in annual growth of 92 renter households which is lower than annual growth of 131 renter households from 2000 to 2022 due to slower projected overall household growth compared to the past 22 years.

Table 10 Households by Tenure, 2022-2025

Primary Market Area	2022		2025 Esri HH by Tenure		Esri Change by Tenure		Annual Change by Tenure	
Housing Units	#	%	#	%	#	%	#	%
Owner Occupied	24,756	75.0%	25,687	75.5%	932	91.7%	311	1.3%
Renter Occupied	8,273	25.0%	8,357	24.5%	84	8.3%	28	0.3%
Total Occupied	33,029	100%	34,044	100%	1,016	100%	339	1.0%
Total Vacant	3,420		3,499					
TOTAL UNITS	36,449		37,544					

Primary Market Area	2022		2025 RPRG HH by Tenure		RPRG Change by Tenure		Annual Change by Tenure	
Housing Units	#	%	#	%	#	%	#	%
Owner Occupied	24,756	75.0%	25,495	74.9%	739	72.8%	246	1.0%
Renter Occupied	8,273	25.0%	8,550	25.1%	277	27.2%	92	1.1%
Total Occupied	33,029	100%	34,044	100%	1,016	100%	339	1.0%
Total Vacant	3,420		3,499					
TOTAL UNITS	36,449		37,544					

Source: Esri, RPRG, Inc.

3. Renter Household Characteristics

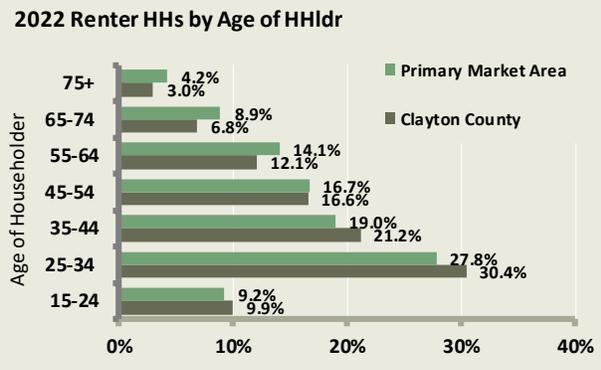
Working age households (ages 25 to 54) form the core of renter households in the Primary Market Area at 63.6 percent of households; however, older adults and seniors comprise a significant



percentage of renter households at 27.2 percent. Younger renters ages 15 to 24 account for 9.2 percent of market area renter households (Table 11). The market area has a larger proportion of renters ages 45 and older when compared to Clayton County (43.9 percent versus 38.5 percent).

Table 11 Renter Households by Age of Householder

Renter Households	Clayton County		Primary Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	4,438	9.9%	762	9.2%
25-34 years	13,592	30.4%	2,303	27.8%
35-44 years	9,459	21.2%	1,573	19.0%
45-54 years	7,402	16.6%	1,383	16.7%
55-64 years	5,411	12.1%	1,166	14.1%
65-74 years	3,046	6.8%	735	8.9%
75+ years	1,329	3.0%	350	4.2%
Total	44,676	100%	8,273	100%

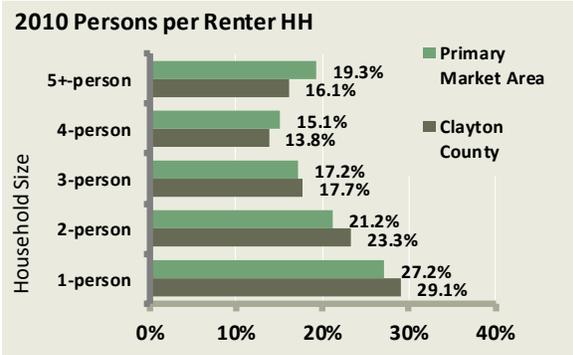


Source: Esri, Real Property Research Group, Inc.

The Primary Market Area contained significant proportions of all renter household sizes as of the 2010 Census. Roughly 48 percent of Primary Market Area renter households had one or two people (27.2 percent were single-person households), 32.3 percent had three or four people, and 19.3 percent were larger households with five or more people (Table 12). Clayton County had a smaller proportion of renter households with 4+ people when compared to the market area (29.9 percent versus 34.4 percent).

Table 12 Renter Households by Household Size

Renter Occupied	Clayton County		Primary Market Area	
	#	%	#	%
1-person hhld	11,311	29.1%	2,026	27.2%
2-person hhld	9,065	23.3%	1,576	21.2%
3-person hhld	6,900	17.7%	1,280	17.2%
4-person hhld	5,357	13.8%	1,126	15.1%
5+-person hhld	6,270	16.1%	1,439	19.3%
TOTAL	38,903	100%	7,447	100%



Source: 2010 Census

4. Income Characteristics

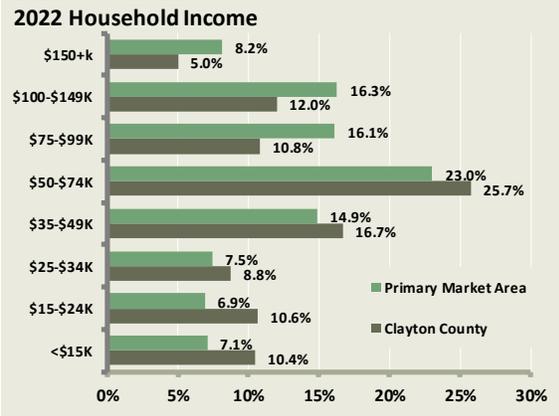
The 2022 median household income in the Primary Market Area is \$64,770 per year, \$11,375 or 21.3 percent higher than the \$53,395 median in Clayton County (Table 13). Roughly 22 percent of Primary Market Area households earn less than \$35,000, 37.9 percent earn \$35,000 to \$74,999, and 40.6 percent earn \$75,000 or more including 24.5 percent earning at least \$100,000.



Table 13 Household Income

Estimated 2022 Household Income		Clayton County		Primary Market Area	
		#	%	#	%
less than	\$15,000	10,791	10.4%	2,345	7.1%
	\$15,000 - \$24,999	10,986	10.6%	2,292	6.9%
	\$25,000 - \$34,999	9,072	8.8%	2,474	7.5%
	\$35,000 - \$49,999	17,210	16.7%	4,910	14.9%
	\$50,000 - \$74,999	26,574	25.7%	7,605	23.0%
	\$75,000 - \$99,999	11,145	10.8%	5,324	16.1%
	\$100,000 - \$149,999	12,390	12.0%	5,379	16.3%
	\$150,000 - Over	5,170	5.0%	2,700	8.2%
Total		103,339	100%	33,029	100%
Median Income		\$53,395		\$64,770	

Source: Esri; Real Property Research Group, Inc.

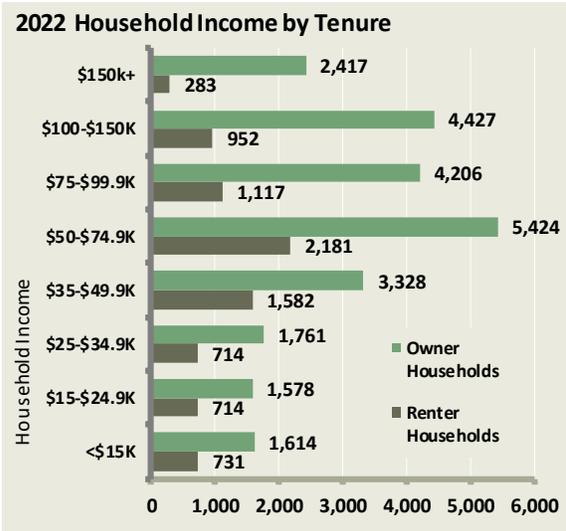


Based on the U.S. Census Bureau’s American Community Survey data, the breakdown of tenure, and household estimates, RPRG estimates that the median income of Primary Market Area households by tenure is \$54,539 for renters and \$68,883 for owners (Table 14). Roughly 26 percent of renter households in the Primary Market Area earn less than \$35,000, 45.5 percent earn \$35,000 to \$74,999, and 28.4 percent earn \$75,000 or more.

Table 14 Household Income by Tenure, Primary Market Area

Estimated 2022 HH Income		Renter Households		Owner Households	
		#	%	#	%
Primary Market Area					
less than	\$15,000	731	8.8%	1,614	6.5%
	\$15,000 - \$24,999	714	8.6%	1,578	6.4%
	\$25,000 - \$34,999	714	8.6%	1,761	7.1%
	\$35,000 - \$49,999	1,582	19.1%	3,328	13.4%
	\$50,000 - \$74,999	2,181	26.4%	5,424	21.9%
	\$75,000 - \$99,999	1,117	13.5%	4,206	17.0%
	\$100,000 - \$149,999	952	11.5%	4,427	17.9%
	\$150,000 - over	283	3.4%	2,417	9.8%
Total		8,273	100%	24,756	100%
Median Income		\$54,539		\$68,883	

Source: American Community Survey 2016-2020 Estimates, RPRG, Inc.



Roughly 37 percent of renter households in the Primary Market Area pay at least 35 percent of income for rent (Table 15). Four percent of renter households are living in substandard conditions; this includes only overcrowding and incomplete plumbing.



Table 15 Rent Burdened and Substandard Housing, Primary Market Area

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	483	5.5%
10.0 to 14.9 percent	849	9.7%
15.0 to 19.9 percent	781	8.9%
20.0 to 24.9 percent	1,226	14.0%
25.0 to 29.9 percent	825	9.4%
30.0 to 34.9 percent	1,019	11.7%
35.0 to 39.9 percent	434	5.0%
40.0 to 49.9 percent	615	7.0%
50.0 percent or more	1,941	22.2%
Not computed	562	6.4%
Total	8,735	100.0%
> 35% income on rent	2,990	36.6%

Source: American Community Survey 2016-2020

Substandardness	
Total Households	
Owner occupied:	
Complete plumbing facilities:	21,826
1.00 or less occupants per room	21,524
1.01 or more occupants per room	302
Lacking complete plumbing facilities:	41
Overcrowded or lacking plumbing	343
Renter occupied:	
Complete plumbing facilities:	8,603
1.00 or less occupants per room	8,382
1.01 or more occupants per room	221
Lacking complete plumbing facilities:	132
Overcrowded or lacking plumbing	353
Substandard Housing	696
% Total Stock Substandard	2.3%
% Rental Stock Substandard	4.0%



7. EMPLOYMENT TRENDS

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Clayton County, Georgia, the county in which the subject site is located. Economic trends in Georgia and the nation are also discussed for comparison purposes. This section presents the latest economic data available at the local and national levels. The combination of At-Place Employment and Resident Labor Force data provide an indicator of the impact of the COVID-19 pandemic on the local economy relative to state and national trends. The full economic impact on any specific market area or county will be dependent on the longevity and severity of the COVID-19 pandemic including the emergence of new variants. RPRG will provide comment on the potential impact of COVID-19 in the Findings and Conclusions section of this market study.

B. Labor Force, Resident Employment, and Unemployment

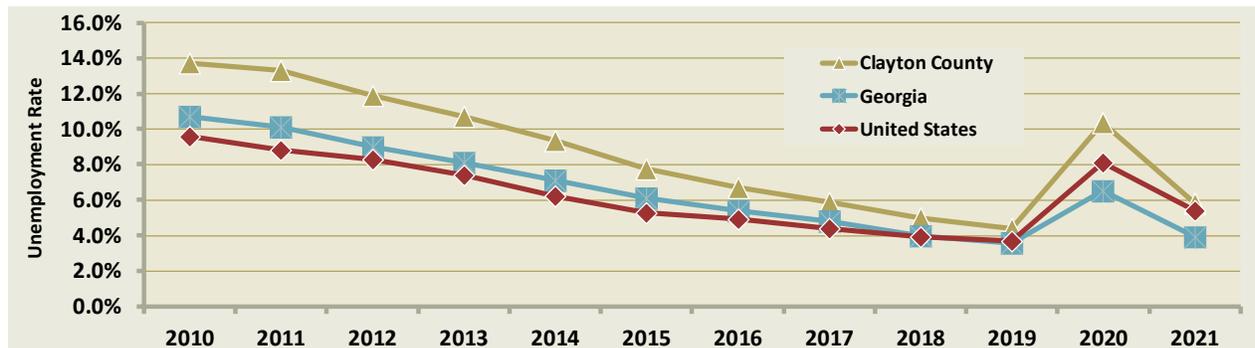
1. Trends in Annual Average Labor Force and Unemployment Data

Clayton County added 14,855 net workers (11.8 percent) from 2010 to 2021 while the employed portion of the labor force increased at a faster pace with the net addition of 23,918 employed workers (22.1 percent) over this period (Table 16). The county’s labor force continued to grow through the COVID-19 pandemic while the number of employed workers rebounded in 2021 following a significant loss of 6,736 employed workers in 2020 due to the pandemic, reaching all-time annual average highs in both the overall and employed portions of the labor force in 2021. The number of unemployed workers decreased by 64.9 percent from a peak of 17,205 in 2010 to 6,047 unemployed workers in 2019 before more than doubling to 14,433 unemployed workers in 2020 due to the pandemic. Following a significant rebound in the number of employed workers in 2021, the number of unemployed workers decreased by 43.6 percent in 2021 to 8,143.

Table 16 Annual Average Labor Force and Unemployment Data

Annual Average Unemployment	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Labor Force	125,582	126,710	127,159	124,846	124,524	124,988	130,800	136,425	137,491	138,140	139,790	140,437
Employment	108,377	109,832	112,073	111,468	112,890	115,296	122,049	128,379	130,639	132,093	125,357	132,295
Unemployment	17,205	16,878	15,086	13,378	11,634	9,692	8,751	8,046	6,852	6,047	14,433	8,143
Unemployment Rate												
Clayton County	13.7%	13.3%	11.9%	10.7%	9.3%	7.8%	6.7%	5.9%	5.0%	4.4%	10.3%	5.8%
Georgia	10.7%	10.1%	9.0%	8.1%	7.1%	6.1%	5.4%	4.8%	4.0%	3.6%	6.5%	3.9%
United States	9.6%	8.8%	8.3%	7.4%	6.2%	5.3%	4.9%	4.4%	3.9%	3.7%	8.1%	5.4%

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





Clayton County’s annual average unemployment rate steadily declined from 2010 to 2019 and reached 4.4 percent in 2019, above state (3.6 percent) and national (3.7 percent) rates. Annual average unemployment rates increased sharply in all three areas in 2020 due to the COVID-19 pandemic with the county’s 10.3 percent above the state rate (6.5 percent) and national rate (8.1 percent). The county’s unemployment rate recovered significantly to 5.8 percent in 2021 which remained above the state rate (3.9 percent) and national rate (5.4 percent).

2. Trends in Recent Monthly Labor Force and Unemployment Data

The impact of COVID-19 pandemic on the Clayton County economy is presented in recent monthly labor force and unemployment data (Table 17). Clayton County’s total and employed labor force remained relatively stable in the first quarter of 2020 prior to significant losses of 3,578 workers (2.5 percent) and 18,418 employed workers (13.8 percent) in April at the onset of the COVID-19 pandemic. The number of unemployed workers roughly tripled from 7,288 in March 2020 to 22,128 in April 2020. The county’s overall labor force remained relatively stable over the past two years with slight gains while the employed portion of the labor force recovered with 135,763 employed workers in December 2021, higher than the pre-pandemic annual total in 2019.

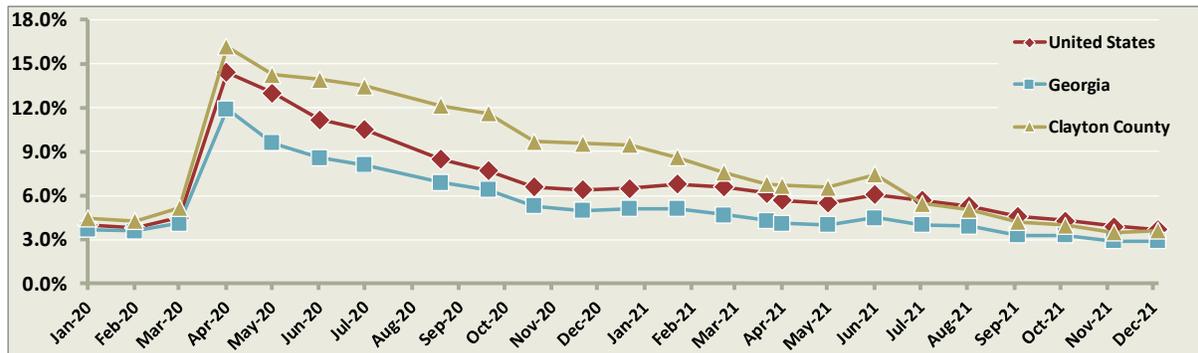
During the first three months of 2020, the unemployment rate remained low in all three geographies, but climbed dramatically in April as the economy was negatively impacted by closures related to the COVID-19 pandemic. Unemployment rates increased to 16.2 percent in the county, 11.9 percent in the state, and 14.4 percent nationally in April 2020 before improving significantly to 3.6 percent, 2.9 percent, and 3.7 percent, respectively, by December 2021.

Table 17 Monthly Labor Force and Unemployment Data

2020 Monthly Unemployment	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20
Labor Force	139,902	140,599	140,445	136,867	139,634	139,953	139,871	137,603	137,756	141,198	141,748	141,911
Employment	133,674	134,596	133,157	114,739	119,753	120,483	121,034	120,888	121,762	127,527	128,210	128,464
Unemployment	6,228	6,003	7,288	22,128	19,881	19,470	18,837	16,715	15,994	13,671	13,538	13,447
Unemployment Rate												
Clayton County	4.5%	4.3%	5.2%	16.2%	14.2%	13.9%	13.5%	12.1%	11.6%	9.7%	9.6%	9.5%
Georgia	3.7%	3.6%	4.1%	11.9%	9.6%	8.6%	8.1%	6.9%	6.4%	5.3%	5.0%	5.1%
United States	4.0%	3.8%	4.5%	14.4%	13.0%	11.2%	10.5%	8.5%	7.7%	6.6%	6.4%	6.5%

2021 Monthly Unemployment	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
Labor Force	140,129	140,912	140,734	141,243	140,351	142,193	140,705	138,926	139,180	139,718	140,298	140,857
Employment	128,049	130,236	131,147	131,775	131,128	131,586	133,026	131,931	133,334	134,162	135,399	135,763
Unemployment	12,080	10,676	9,587	9,468	9,223	10,607	7,679	6,995	5,846	5,556	4,899	5,094
Unemployment Rate												
Clayton County	8.6%	7.6%	6.8%	6.7%	6.6%	7.5%	5.5%	5.0%	4.2%	4.0%	3.5%	3.6%
Georgia	5.1%	4.7%	4.3%	4.1%	4.0%	4.5%	4.0%	3.9%	3.3%	3.3%	2.9%	2.9%
United States	6.8%	6.6%	6.2%	5.7%	5.5%	6.1%	5.7%	5.3%	4.6%	4.3%	3.9%	3.7%

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





C. Commutation Patterns

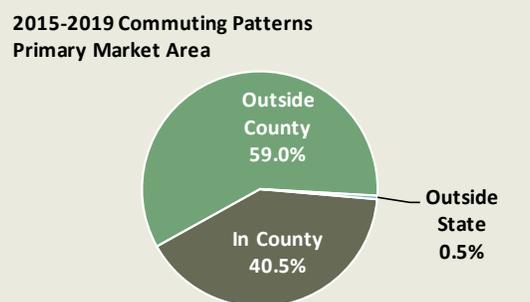
According to 2015-2019 American Community Survey (ACS) data, roughly half (49.4 percent) of workers residing in the Primary Market Area commuted 15 to 34 minutes to work while 12.4 percent commuted less than 15 minutes. Approximately 32 percent of market area workers commuted 35+ minutes including 23.0 percent commuting at least 45 minutes (Table 18).

The majority (59.0 percent) of workers residing in the Primary Market Area worked in a Georgia county outside their county of residence while 40.5 percent work in their county of residence (the market area includes portions of Clayton, DeKalb, and Henry Counties). Less than one percent of Primary Market Area workers were employed outside the state. The wide range of commute times and large proportion of workers commuting outside their county of residence reflects the market area’s relative proximity/accessibility to employment concentrations in the region including the Atlanta Metro Area.

Table 18 Commutation Data, Primary Market Area

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home	39,386	93.6%	Worked in state of residence:	41,871	99.5%
Less than 5 minutes	424	1.0%	Worked in county of residence	17,049	40.5%
5 to 9 minutes	1,748	4.2%	Worked outside county of residence	24,822	59.0%
10 to 14 minutes	3,040	7.2%	Worked outside state of residence	199	0.5%
15 to 19 minutes	4,071	9.7%	Total	42,070	100%
20 to 24 minutes	6,259	14.9%			
25 to 29 minutes	3,076	7.3%			
30 to 34 minutes	7,367	17.5%			
35 to 39 minutes	1,434	3.4%			
40 to 44 minutes	2,294	5.5%			
45 to 59 minutes	5,293	12.6%			
60 to 89 minutes	3,151	7.5%			
90 or more minutes	1,229	2.9%			
Worked at home	2,684	6.4%			
Total	42,070				

Source: American Community Survey 2016-2020



Source: American Community Survey 2016-2020

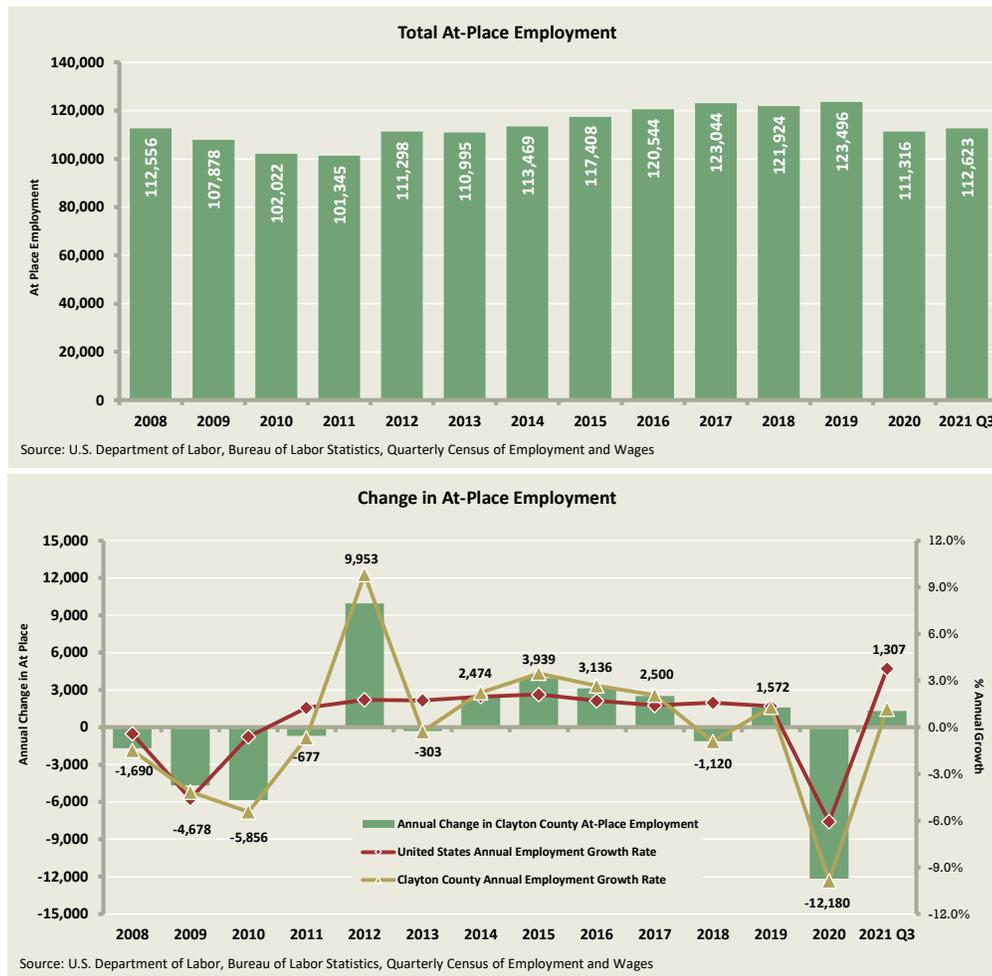
D. At-Place Employment

1. Trends in Total At-Place Employment

Clayton County’s At-Place Employment (jobs located in the county) grew by 21.9 percent from 2011 to 2019 with the net addition of 22,151 jobs since the previous recession-era (Figure 5). The county added jobs in six of the past eight years including at least 1,572 new jobs each year with the largest addition of 9,953 new jobs being in 2012. The county lost 12,180 jobs in 2020 which was higher on a percentage basis when compared to the nation (9.9 percent versus 6.1 percent) due in large part to the significant employment at Hartsfield Jackson Atlanta International Airport which saw large losses during the pandemic. These losses reflect the onset of the COVID-19 pandemic although we would anticipate a rebound consistent with an increase in employed workers presented in Table 17. The county recouped 1,307 jobs through the third quarter of 2021.



Figure 5 At-Place Employment, Clayton County

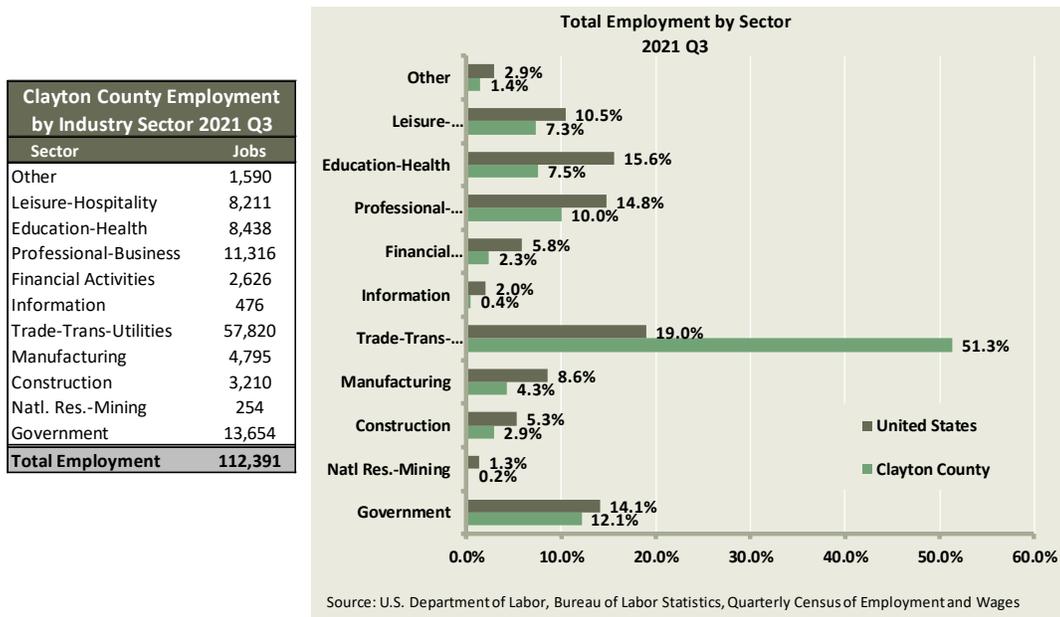


2. At-Place Employment by Industry Sector

Trade-Transportation-Utilities is Clayton County’s single largest economic sector by far, accounting for more than half (51.3 percent) of the county’s jobs in 2021 Q3 compared to 19.0 percent of jobs nationally (Figure 6). The county’s heavy employment in the Trade-Transportation-Utilities sector is driven by several large transportation and shipping-based businesses including Delta Air Lines (the county’s largest employer), which are in the northern portion of the county at or near Hartsfield-Jackson Atlanta International Airport. Four sectors (Government, Professional-Business, Leisure-Hospitality, and Education-Health) each account for roughly seven to 12 percent of Clayton County’s jobs while the remaining six sectors each account for 4.3 percent or less of the county’s jobs. Outside of the Trade-Transportation-Utilities sector, all sectors have a smaller proportion of jobs when compared to the nation with the largest discrepancies in the Education-Health, Professional-Business, and Manufacturing sectors.

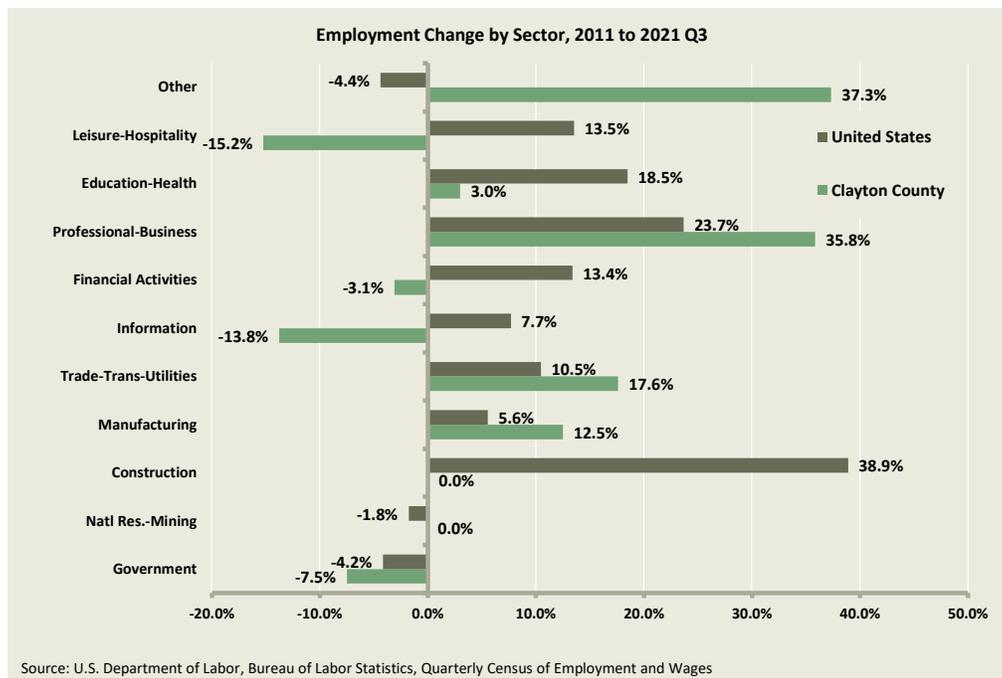


Figure 6 Total Employment by Sector, Clayton County 2021 (Q3)



Seven of eleven economic sectors added jobs or remained relatively unchanged in size in Clayton County from 2011 to 2021 (Q3) including net growth of 17.6 percent in the county’s largest employer (Trade-Transportation-Utilities). The largest percentage growth was 37.3 percent in the Other sector while the county’s third largest sector (Professional-Business) grew by 35.8 percent (Figure 7). Among the four sectors losing jobs (Natural Resources Mining and Construction remained unchanged), the two most notable losses were 15.2 percent in the Leisure-Hospitality sector and 7.5 percent contraction in the Government sector.

Figure 7 Employment Change by Sector, Clayton County 2011 – 2021 (Q3)





3. Major Employers

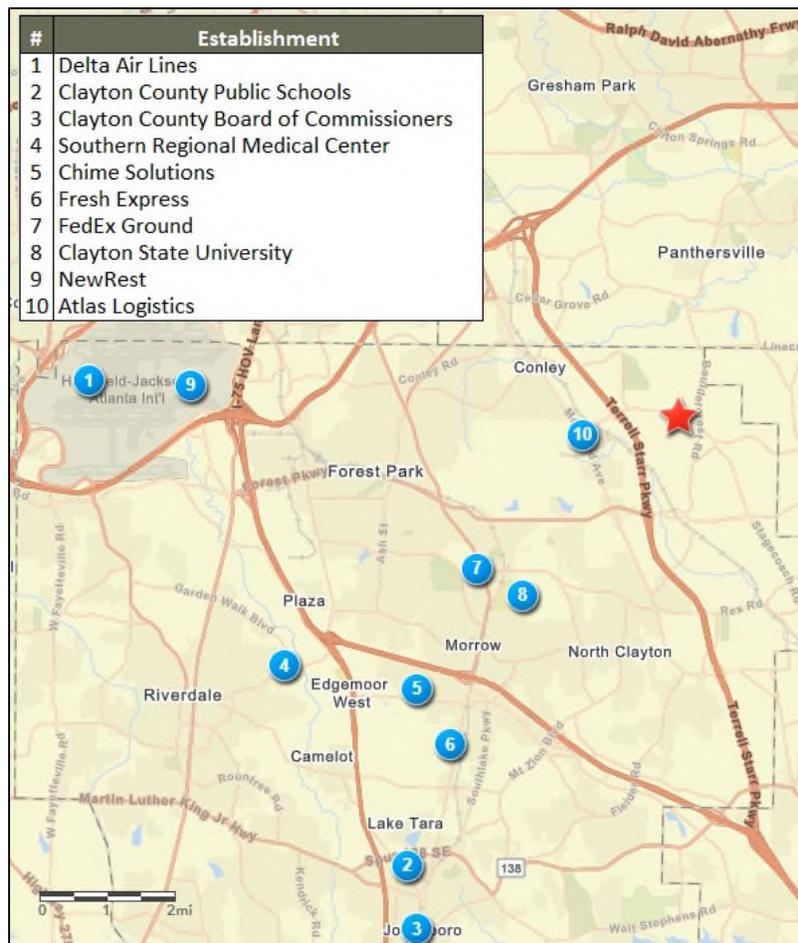
Delta Air Lines is the county’s largest employer by far with 34,500 employees while the local school district (Clayton County Public School Schools) employs 6,775 people and the Clayton County Board of Commissioners employs 2,604 people (Table 19). All other major employers have 1,200 or less employees in the county including a hospital, Chime Solutions, a college, two food packaging companies, FedEx, and a shipping company. These major employers are all within 10 miles of the subject site (Map 5).

Table 19 Major Employers, Clayton County

Rank	Name	Sector	Employment
1	Delta Air Lines	Trade-Trans-Utilities	34,500
2	Clayton County Public Schools	Education	6,775
3	Clayton County Board of Commissioners	Government	2,604
4	Southern Regional Medical Center	Healthcare	1,200
5	Chime Solutions	Business Services	950
6	Fresh Express	Food Distribution	900
7	FedEx Ground	Trade-Trans-Utilities	800
8	Clayton State University	Education	710
9	NewRest	Food Services	700
10	Atlas Logistics	Trade-Trans-Utilities	700

Source: Invest Clayton

Map 5 Major Employers, Clayton County





4. Recent Economic Expansions and Contractions

The most notable economic expansion announced recently in Clayton County is at Freshly, Inc. which announced in June 2021 plans to open a new 289,000 square foot warehouse within one mile west of the site. The company plans to complete the warehouse and begin hiring in 2022 with an expected 665 new jobs created at the facility. Additionally, Kroger opened a new distribution facility roughly three miles west of the site on Anvilblock Road in February 2022. The company planned to create 410 new jobs at the facility with a total investment of \$121 million. The ongoing redevelopment of the former Fort Gillem (now the Gillem Logistics Center) and the Aerotropolis next to Hartsfield-Jackson Atlanta International Airport are expected to continue creating new jobs over the next several years.

Additionally, many notable company expansions have been announced or have taken place recently in Atlanta (near downtown and Midtown) roughly 12-15 miles northwest of the site including at Cisco (700 jobs), Visa (1,000 jobs), and Intuitive Surgical (1,200 jobs).

In contrast, the Worker Adjustment and Retraining Notification (WARN) Act helps ensure advance notice of qualified plant closings and mass layoffs. Following significant layoffs in 2020 due primarily to the COVID 19 pandemic, just four WARN notices have been filed totaling 266 layoffs since January 2021.

E. Conclusions on Local Economics

The county's At-Place Employment grew during six of eight years prior to the pandemic with net growth of 22,151 jobs (21.9 percent) from 2012 to 2019. Clayton County's unemployment rate decreased significantly from an annual average high of 13.7 percent in 2010 to 4.4 percent in 2019 prior to the pandemic. Like all areas of the nation, Clayton County's economy was negatively impacted by the COVID-19 pandemic with increased unemployment and job losses especially given the heavily affected travel industry (Delta Airlines and areas surrounding the airport) which comprises a significant portion of the county's jobs; however, the county has rebounded with an overall and employed portion of the labor force larger in 2021 than the pre pandemic annual total in 2019. Clayton County's economy is projected to resume previous growth following the pandemic and is expected to continue to fuel demand for housing.

8. AFFORDABILITY & DEMAND ANALYSIS

A. Affordability Analysis

1. Methodology

The Affordability Analysis tests the percentage of income-qualified households in the market area that the subject community must capture to achieve full occupancy.

The first component of the Affordability Analysis involves looking at the total household income distribution and renter household income distribution among Primary Market Area households for the target year of 2025. RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2016-2020 American Community Survey along with estimates and projected income growth by Esri (Table 20).

A housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household’s ‘gross rent burden’. For the Affordability Analysis, RPRG employs a 35 percent gross rent burden.

HUD has computed a 2021 median household income of \$86,200 for the Atlanta-Sandy Springs-Roswell, GA HUD Metro FMR Area. Based on that median income, adjusted for household size, the maximum income limit and minimum income requirements are computed for each floor plan (Table 21). The proposed LIHTC units will target households earning up to 50 percent and 60 percent of Area Median Income (AMI). RPRG assumed that the target market for market rate units includes future renters earning as much as 100 percent of Area Median Income (AMI), although no actual maximum income limits will apply. The minimum income limits are calculated assuming up to 35 percent of income is spent on total housing cost (rent plus utilities). The maximum allowable incomes are based on 1.5 persons per bedroom rounded up to the nearest whole number per DCA requirements. Maximum gross rents, however, are based on the federal regulation of 1.5 persons per bedroom.

Table 20 Total and Renter Income Distribution

Primary Market Area		2025 Total Households		2025 Renter Households	
2025 Income		#	%	#	%
less than	\$15,000	2,172	6.4%	692	8.1%
	\$15,000 - \$24,999	2,108	6.2%	672	7.9%
	\$25,000 - \$34,999	2,371	7.0%	699	8.2%
	\$35,000 - \$49,999	4,807	14.1%	1,583	18.5%
	\$50,000 - \$74,999	7,784	22.9%	2,281	26.7%
	\$75,000 - \$99,999	5,528	16.2%	1,186	13.9%
	\$100,000 - \$149,999	6,027	17.7%	1,090	12.7%
	\$150,000 - Over	3,247	9.5%	347	4.1%
Total		34,044	100%	8,550	100%
Median Income		\$67,868		\$56,900	

Source: American Community Survey 2016-2020 Projections, RPRG, Inc.



Table 21 LIHTC Income and Rent Limits, Atlanta-Sandy Springs-Roswell, GA HUD Metro FMR Area

HUD 2021 Median Household Income										
Atlanta-Sandy Springs-Roswell, GA HUD Metro FMR Area										\$86,200
Very Low Income for 4 Person Household										\$43,100
2021 Computed Area Median Gross Income										\$86,200
Utility Allowance:										
1 Bedroom										\$87
2 Bedroom										\$114
3 Bedroom										\$148
Household Income Limits by Household Size:										
Household Size	30%	40%	50%	60%	80%	100%	120%	150%	200%	
2 Persons	\$20,700	\$27,600	\$34,500	\$41,400	\$55,200	\$69,000	\$82,800	\$103,500	\$138,000	
3 Persons	\$23,280	\$31,040	\$38,800	\$46,560	\$62,080	\$77,600	\$93,120	\$116,400	\$155,200	
4 Persons	\$25,860	\$34,480	\$43,100	\$51,720	\$68,960	\$86,200	\$103,440	\$129,300	\$172,400	
5 Persons	\$27,930	\$37,240	\$46,550	\$55,860	\$74,480	\$93,100	\$111,720	\$139,650	\$186,200	
Imputed Income Limits by Number of Bedroom (Assuming 1.5 persons per bedroom):										
Persons	# Bed-rooms	30%	40%	50%	60%	80%	100%	120%	150%	200%
2	1	\$20,700	\$27,600	\$34,500	\$41,400	\$55,200	\$69,000	\$82,800	\$103,500	\$138,000
3	2	\$23,280	\$31,040	\$38,800	\$46,560	\$62,080	\$77,600	\$93,120	\$116,400	\$155,200
5	3	\$27,930	\$37,240	\$46,550	\$55,860	\$74,480	\$93,100	\$111,720	\$139,650	\$186,200
LIHTC Tenant Rent Limits by Number of Bedrooms (assumes 1.5 persons per bedroom):										
# Persons	30%		40%		50%		60%		80%	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
1 Bedroom	\$485	\$398	\$647	\$560	\$808	\$721	\$970	\$883	\$1,294	\$1,207
2 Bedroom	\$582	\$468	\$776	\$662	\$970	\$856	\$1,164	\$1,050	\$1,552	\$1,438
3 Bedroom	\$672	\$524	\$896	\$748	\$1,120	\$972	\$1,344	\$1,196	\$1,793	\$1,645

Source: U.S. Department of Housing and Urban Development

2. Affordability Analysis

The steps below look at the affordability of the proposed units at the subject property (Table 22):

- Looking at the one-bedroom units at 50 percent AMI, the overall shelter cost at the proposed rent would be \$807 (\$720 net rent plus a \$87 utility allowance to cover all utilities except for trash removal).
- We determined that a one-bedroom unit at 50 percent AMI would be affordable to households earning at least \$27,669 per year by applying a 35 percent rent burden to the gross rent. A projected 7,000 renter households in the market area will earn at least this amount in 2025.
- Assuming an average household size of two people per bedroom, the maximum income limit for a one-bedroom unit at 50 percent AMI would be \$34,500. According to the interpolated income distribution for 2025, 6,522 renter households are projected to reside in the market area with incomes exceeding this income limit.
- Subtracting the 6,522 renter households with incomes above the maximum income limit from the 7,000 renter households that could afford to rent this unit, RPRG computes that a projected 478 renter households in the Primary Market Area are in the band of affordability for 3109 Anvil Block Apartments’ one-bedroom units at 50 percent AMI.
- 3109 Anvil Block Apartments would need to capture 0.4 percent of these income-qualified renter households to absorb the proposed one-bedroom unit at 50 percent AMI.
- Using the same methodology, we determined the band of qualified households for the remaining floor plan types, AMI levels, and for the project overall.



- The remaining renter capture rates by floor plan range from 0.1 to 2.8 percent and capture rates by income level are 0.8 percent for 50 percent AMI units, 1.9 percent for 60 percent AMI units, 2.2 percent for all LIHTC units, and 0.3 percent for market rate units. The project’s overall renter capture rate is 1.4 percent.

Table 22 Affordability Analysis, 3109 Anvil Block Apartments

50% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units		Three Bedroom Units	
		Min.	Max.	Min.	Max.	Min.	Max.
Number of Units		2		6		6	
Net Rent		\$720		\$850		\$970	
Gross Rent		\$807		\$964		\$1,118	
Income Range (Min, Max)		\$27,669	\$34,500	\$33,051	\$38,800	\$38,331	\$46,550
Renter Households							
Range of Qualified Hhlds		7,000	6,522	6,624	6,087	6,136	5,269
# Qualified Hhlds		478		537		867	
Renter HH Capture Rate		0.4%		1.1%		0.7%	

60% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units		Three Bedroom Units	
Number of Units		3		20		20	
Net Rent		\$880		\$1,050		\$1,190	
Gross Rent		\$967		\$1,164		\$1,338	
Income Range (Min, Max)		\$33,154	\$41,400	\$39,909	\$46,560	\$45,874	\$55,860
Renter Households							
Range of Qualified Hhlds		6,617	5,812	5,970	5,268	5,340	4,370
# Qualified Hhlds		804		702		970	
Renter HH Capture Rate		0.4%		2.8%		2.1%	

100% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units		Three Bedroom Units	
Number of Units		3		6		6	
Net Rent		\$1,000		\$1,200		\$1,300	
Gross Rent		\$1,087		\$1,314		\$1,448	
Income Range (Min, Max)		\$37,269	\$69,000	\$45,051	\$77,600	\$49,646	\$93,100
Renter Households							
Range of Qualified Hhlds		6,248	3,171	5,427	2,500	4,942	1,765
# Qualified Households		3,077		2,927		3,177	
Renter HH Capture Rate		0.1%		0.2%		0.2%	

Income Target	# Units	Renter Households = 8,550				Capture Rate
		Band of Qualified Hhlds		# Qualified HHs		
50% AMI	14	Income Households	\$27,669	\$46,550	1,731	0.8%
60% AMI	43	Income Households	\$33,154	\$55,860	2,247	1.9%
LIHTC Units	57	Income Households	\$27,669	\$55,860	2,630	2.2%
100% AMI	15	Income Households	\$37,269	\$93,100	4,483	0.3%
Total Units	72	Income Households	\$27,669	\$93,100	5,235	1.4%

Source: Income Projections, RPRG, Inc.



3. Conclusions of Affordability

All renter capture rates are low indicating sufficient income-qualified renter households will exist in Primary Market Area as of 2025 to support the 72 units proposed at 3109 Anvil Block Apartments.

B. Demand Estimates and Capture Rates

1. Methodology

DCA's demand methodology for general occupancy communities consists of three components:

- The first component of demand is household growth. This number is the number of income-qualified renter households projected to move into the Primary Market Area between the base year (2022) and the placed-in-service year of 2025.
- The next component of demand is income-qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to ACS data, the percentage of renter households in the primary market area that are "substandard" is 4.0 percent (see Table 15 on page 31). This substandard percentage is applied to current household numbers.
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to ACS data, 36.6 percent of Primary Market Area renter households are categorized as cost burdened (see Table 15 on page 31).

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 23. Income qualification percentages for demand estimates are derived by using the Affordability Analysis detailed in Table 22.

2. Demand Analysis

According to DCA's demand methodology, all comparable units recently funded by DCA, proposed for funding for a bond allocation from DCA, or any comparable units at communities undergoing lease-up are to be subtracted from the demand estimates to arrive at net demand. The 154 units allocated Low Income Housing Tax Credits at Fairview Terrace are subtracted from demand estimates.

The demand capture rates by income level are 1.9 percent for 50 percent AMI units, 5.4 percent for 60 percent AMI units, 5.9 percent for all LIHTC units, and 0.8 percent for market rate units while the project's overall demand capture rate is a low 3.5 percent (Table 23). Capture rates by floor plan within an AMI level range from 0.2 to 11.8 percent and capture rates by floor plan are 0.5 percent of all one-bedroom units, 2.0 percent for all two-bedroom units, and 3.5 percent for all three-bedroom units, all of which are well below DCA thresholds (Table 24).



Table 23 Overall Demand Estimates, 3109 Anvil Block Apartments

Income Target	50% AMI	60% AMI	LIHTC Units	100% AMI	Total Units
Minimum Income Limit	\$27,669	\$33,154	\$27,669	\$37,269	\$27,669
Maximum Income Limit	\$46,550	\$55,860	\$55,860	\$93,100	\$93,100
(A) Renter Income Qualification Percentage	20.3%	26.3%	30.8%	52.4%	61.2%
Demand from New Renter Households <i>Calculation (C-B)*F*A</i>	52	67	78	133	156
PLUS					
Demand from Existing Renter HHs (Substandard) <i>Calculation B*D*F*A</i>	68	88	103	175	205
PLUS					
Demand from Existing Renter HHs (Overburdened) - <i>Calculation B*E*F*A</i>	613	795	931	1,587	1,853
Total Demand	732	950	1,112	1,896	2,214
LESS					
Comparable Units	0	154	154	0	154
Net Demand	732	796	958	1,896	2,060
Proposed Units	14	43	57	15	72
Capture Rate	1.9%	5.4%	5.9%	0.8%	3.5%

Demand Calculation Inputs	
A). % of Renter HHlds with Qualifying Income	see above
B). 2022 Householders	33,029
C). 2025 Householders	34,044
D). Substandard Housing (% of Rental Stock)	4.0%
E). Rent Overburdened (% of Renter HHs at >35%)	36.6%
F). Renter Percentage (% of all 2022 HHs)	25.0%

Table 24 Demand Estimates by Floor Plan, 3109 Anvil Block Apartments

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Large Household Size Adjustment	Adjusted Demand	Supply	Net Demand	Capture Rate
50% AMI	\$27,669 - \$46,550								
One Bedroom Units		2	5.6%	202		202	0	202	1.0%
Two Bedroom Units		6	6.3%	227		227	0	227	2.6%
Three Bedroom Units		6	10.1%	367	51.6%	189	0	189	3.2%
60% AMI	\$33,154 - \$55,860								
One Bedroom Units		3	9.4%	340		340	36	304	1.0%
Two Bedroom Units		20	8.2%	297		297	76	221	9.1%
Three Bedroom Units		20	11.3%	410	51.6%	212	42	170	11.8%
100% AMI	\$37,269 - \$93,100								
One Bedroom Units		3	36.0%	1,301		1,301	0	1,301	0.2%
Two Bedroom Units		6	34.2%	1,238		1,238	0	1,238	0.5%
Three Bedroom Units		6	37.2%	1,344	51.6%	694	0	694	0.9%
By Bedroom									
One Bedroom Units		8	44.8%	1,619		1,619	36	1,583	0.5%
Two Bedroom Units		32	46.9%	1,694		1,694	76	1,618	2.0%
Three Bedroom Units		32	51.1%	1,848	51.6%	954	42	912	3.5%
Project Total	\$27,669 - \$93,100								
50% AMI	\$27,669 - \$46,550	14	20.3%	732			0	732	1.9%
60% AMI	\$33,154 - \$55,860	43	26.3%	950			154	796	5.4%
LIHTC Units	\$27,669 - \$55,860	57	30.8%	1,112			154	958	5.9%
100% AMI	\$37,269 - \$93,100	15	52.4%	1,896			0	1,896	0.8%
Total Units	\$27,669 - \$93,100	72	61.2%	2,214			154	2,060	3.5%

3. DCA Demand Conclusions

All capture rates are well below DCA thresholds and indicate sufficient demand in the market area to support the proposed 3109 Anvil Block Apartments.

9. COMPETITIVE RENTAL ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Primary Market Area. We pursued several avenues of research to identify multifamily rental projects that are in the planning stages or under construction in the Primary Market Area. We spoke to staff with the Cities of Forest Park and Morrow as well as Henry and Clayton Counties. We also reviewed the list of recent LIHTC awards from DCA. We were unable to reach staff with DeKalb County following repeated attempts to contact by phone. The rental survey was conducted in March 2022.

B. Overview of Market Area Housing Stock

The market area's renter-occupied housing stock is much less dense compared to Clayton County. Roughly 60 percent of market area renter occupied units are single-family detached homes compared to 31.3 percent in the county (Table 25). Thirty-two percent of renter occupied units in the market area are in multi-family structures including 20.7 percent in structures with five or more units compared to 52.9 percent in the county. Among owner-occupied units, single-family detached homes are more common in the market area than in the county while single-family attached homes are more common in the county.

Table 25 Dwelling Units by Structure and Tenure

Structure Type	Owner Occupied				Renter Occupied			
	Clayton County		Primary Market Area		Clayton County		Primary Market Area	
	#	%	#	%	#	%	#	%
1, detached	232,578	88.7%	20,720	94.8%	61,446	31.3%	5,279	60.4%
1, attached	17,119	6.5%	325	1.5%	10,136	5.2%	357	4.1%
2	522	0.2%	0	0.0%	4,443	2.3%	520	6.0%
3-4	1,557	0.6%	8	0.0%	13,944	7.1%	465	5.3%
5-9	2,269	0.9%	238	1.1%	31,370	16.0%	1,095	12.5%
10-19	1,243	0.5%	10	0.0%	33,034	16.8%	412	4.7%
20+ units	3,206	1.2%	0	0.0%	39,479	20.1%	299	3.4%
Mobile home	3,666	1.4%	566	2.6%	2,709	1.4%	308	3.5%
TOTAL	262,160	100%	21,867	100%	196,561	100%	8,735	100%

Source: American Community Survey 2016-2020

Reflecting the generally established neighborhoods surrounding the site, the Primary Market Area's housing stock is older than Clayton County's. The median year built of renter-occupied units is 1980 compared to 1985 in the county (Table 26). Roughly 41 percent of renter occupied units in the market area were built from 1960 to 1979 while a significant percentage (32.1 percent) were built in the 1980's or 1990's and 18.6 percent have been built since 2000. Owner occupied units are newer than renter occupied units in the market area with a median year built of 1993; roughly 58 percent owner-occupied units in the market area have been built since 1990 including 36.8 percent built since 2000.

According to 2016-2020 ACS data, the median value among owner-occupied housing units in the Primary Market Area was \$150,811, 21.5 percent or \$41,205 below the \$192,016 median in Clayton County (Table 27). ACS estimates home values based upon values from homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data but offers insight of relative housing values among two or more areas.



Table 26 Dwelling Units by Year Built and Tenure

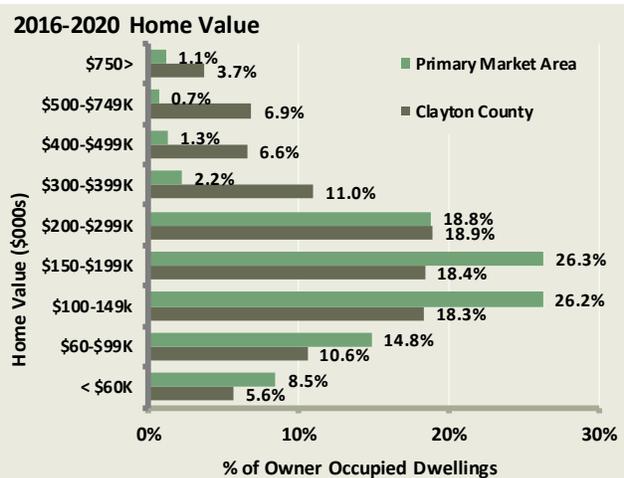
Year Built	Owner Occupied				Renter Occupied			
	Clayton County		Primary Market Area		Clayton County		Primary Market Area	
	#	%	#	%	#	%	#	%
2014 or later	10,219	3.9%	548	2.5%	5,296	2.7%	52	0.6%
2010 to 2013	4,574	1.7%	433	2.0%	5,069	2.6%	60	0.7%
2000 to 2009	60,941	23.2%	7,071	32.3%	35,166	17.9%	1,515	17.3%
1990 to 1999	46,105	17.6%	4,705	21.5%	36,486	18.6%	1,573	18.0%
1980 to 1989	38,211	14.6%	3,672	16.8%	36,492	18.6%	1,227	14.0%
1970 to 1979	33,744	12.9%	2,681	12.3%	40,368	20.5%	1,834	21.0%
1960 to 1969	32,011	12.2%	1,570	7.2%	20,833	10.6%	1,708	19.6%
1950 to 1959	21,624	8.2%	862	3.9%	10,114	5.1%	504	5.8%
1940 to 1949	7,230	2.8%	164	0.7%	3,529	1.8%	183	2.1%
1939 or earlier	7,521	2.9%	161	0.7%	3,296	1.7%	79	0.9%
TOTAL	262,180	100%	21,867	100%	196,649	100%	8,735	100%
MEDIAN YEAR BUILT	1987		1993		1985		1980	

Source: American Community Survey 2016-2020

Table 27 Value of Owner Occupied Housing Stock

2016-2020 Home Value	Clayton County		Primary Market Area	
	#	%	#	%
less than \$60,000	14,761	5.6%	1,853	8.5%
\$60,000 - \$99,999	27,698	10.6%	3,247	14.8%
\$100,000 - \$149,999	48,092	18.3%	5,740	26.2%
\$150,000 - \$199,999	48,241	18.4%	5,759	26.3%
\$200,000 - \$299,999	49,618	18.9%	4,113	18.8%
\$300,000 - \$399,999	28,815	11.0%	485	2.2%
\$400,000 - \$499,999	17,177	6.6%	277	1.3%
\$500,000 - \$749,999	18,027	6.9%	145	0.7%
\$750,000 over	9,751	3.7%	248	1.1%
Total	262,180	100%	21,867	100%
Median Value	\$192,016		\$150,811	

Source: American Community Survey 2016-2020



C. Survey of General Occupancy Rental Communities

1. Introduction to the Rental Housing Survey

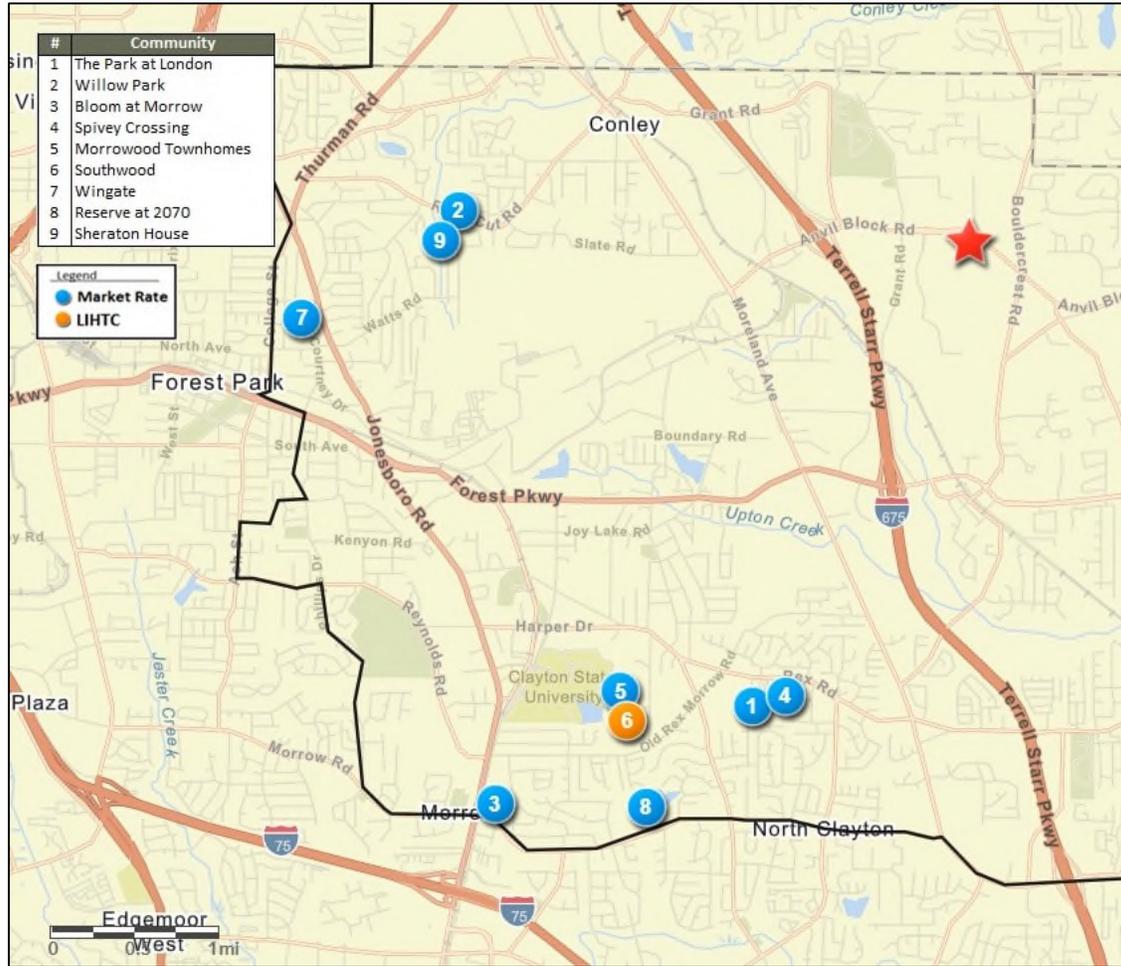
RPRG surveyed nine multi-family rental communities in the Primary Market Area including eight market rate communities and one community funded in part with Low Income Housing Tax Credit (LIHTC). The surveyed LIHTC community offers both LIHTC and unrestricted market rate units. All surveyed communities are considered comparable to the subject property given the proposed income and rent restricted LIHTC units as well as unrestricted market rate units. Profile sheets with detailed information on each surveyed community are attached as Appendix 6.



2. Location

The surveyed communities are either west of the site in the Forest Park area or southwest of the site in the Morrow area (Map 6). Three communities are west of the site while the remaining six communities are southwest including the surveyed LIHTC community. All surveyed communities are roughly four to six miles from the site.

Map 6 Surveyed Rental Communities, Primary Market Area



3. Size of Communities

The surveyed communities in the Primary Market Area range from 60 to 264 units and average 164 units per community (Table 28). Five of nine surveyed communities have 196 to 264 units including the LIHTC community (Southwood) with 196 units. Three surveyed communities have 88 or less units.

4. Age of Communities

The surveyed communities have a relatively old average year built of 1975 with seven of nine surveyed communities built in the 1960's or 1970's and the newest and highest-priced community built in 1988 but rehabbed in 2014 (The Park at London) (Table 28). Three additional communities have been rehabbed since 2017 including the LIHTC community (Southwood) which was built in 1972 and rehabbed in 2019.



5. Structure Type

All surveyed communities offer garden apartments including two market rate communities which also offer townhomes. The LIHTC community (Southwood) offers garden apartments exclusively (Table 28).

6. Vacancy Rates

The Primary Market Area's rental market is stable with 94 vacancies among 1,477 combined units for an aggregate vacancy rate of 6.4 percent (Table 28). Five of nine surveyed communities have a vacancy rate of 3.7 percent or less including the LIHTC community (Southwood) with a vacancy rate of 1.5 percent. The remaining four market rate communities have vacancy rates of 7.6-13.6 percent with the highest vacancy rate of 13.6 percent being at the lowest-priced community. Management at The Park at London (highest-priced community) stated that the elevated vacancy rate is due to many recent evictions and that the usual vacancy rate is less than five percent; our past two surveys of the property in 2019 supports this as the vacancy rate was less than three percent during each of our 2019 surveys. Outside of the temporarily high vacancy rate at The Park at London, the underperforming properties may be a result of an overall lack of modern apartments with renters seeking more modern apartments outside of the area.

7. Rent Concessions

The newest and highest-priced community (The Park at London) offers one-month free rent. None of the remaining communities were offering rental incentives at the time of our survey.

Table 28 Rental Summary, Surveyed Rental Communities

Map #	Community	Year Built	Year Rehab	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentives
	Subject Property - 50% AMI			Gar	14			\$720	\$850	
	Subject Property - 60% AMI			Gar	43			\$880	\$1,050	
	Subject Property - Market			Gar	15			\$1,000	\$1,200	
	Total				72					
1	The Park at London	1988	2014	Gar	240	28	11.7%	\$1,397	\$1,582	1st month free
2	Willow Park	1969		Gar	108	2	1.9%	\$1,000	\$1,250	None
3	Bloom at Morrow	1967		Gar	88	0	0.0%	\$1,089	\$1,219	None
4	Spivey Crossing	1974	2018	Gar	60	1	1.7%	\$850	\$1,150	None
5	Morrowood Townhomes	1972		Gar/TH	264	26	9.8%	\$925	\$1,100	None
6	Southwood*	1972	2019	Gar	196	3	1.5%	\$970	\$1,097	None
7	Wingate	1964	2017	Gar	211	16	7.6%	\$940	\$1,087	None
8	Reserve at 2070	1972		Gar/TH	244	9	3.7%	\$939	\$1,085	None
9	Sheraton House	1970		Gar	66	9	13.6%	\$850	\$900	None
	Total Average	1972			1,477	94	6.4%	\$996	\$1,163	

(1) Rent is contract rent, and not adjusted for utilities or incentives

(*) LIHTC Community

Source: Phone Survey, RPRG, Inc. March 2022

8. Absorption History

The newest surveyed community (The Park at London) was built in 1988. Absorption information was not available nor relevant to the current market.



D. Analysis of Product Offerings

1. Payment of Utility Costs

Six surveyed communities (including the LIHTC community) include water, sewer, and trash removal in the rent while the other three communities do not include any utilities in the rent (Table 29). 3109 Anvil Block Apartments will include trash removal in the rent.

2. Unit Features

All surveyed communities offer a dishwasher and washer and dryer connections including the highest-priced community (The Park at London) which offers a washer and dryer in each unit. None of the surveyed communities offer a microwave and all offer basic unit finishes including white/black appliances and laminate countertops. 3109 Anvil Block Apartments will offer a dishwasher, microwave, ceiling fans, and washer and dryer in each unit which will be superior to all surveyed communities. The subject property will be the only community in the market area to offer a microwave and only the highest-priced community (The Park at London) offers a washer and dryer. Additionally, the modern construction will be appealing to renters given the generally older product offered in the market area. The proposed unit features result in a competitive advantage over all surveyed communities including tax credit and market rate communities.

3. Parking

All surveyed communities offer surface parking as the only parking option. The Park at London offers reserved spaces for \$50 per month while unreserved spaces are included in the rent like all other surveyed communities.

4. Community Amenities

The most common amenities among surveyed communities are swimming pool (six properties), community room (five properties), playground (five properties), and fitness center (four properties). Two surveyed communities offer a business/computer center. The two highest-priced communities and the LIHTC community offer the most extensive community amenities with at least four amenities each while five of the six remaining communities offer two or less amenities (Table 30). 3109 Anvil Block Apartments will offer a community room with kitchenette, fitness center, business center, playground, picnic pavilion, and learning center which will provide education services to elementary aged children. Additionally, a non-profit service provider will provide health and wellness services including free health consultations with health clinics. The proposed amenities are acceptable and will be competitive especially with the small size of the subject property (81 units) and the competitive pricing; the lack of a swimming pool is acceptable given the small size of the subject property as well as the inclusion of a learning center and health services which will be unique to the market area and appealing to renters.



Table 29 Utility Arrangement and Unit Features, Surveyed Rental Communities

Community	Utilities Included in Rent						Dish-washer	Micro-wave	In Unit Laundry
	Heat	Hot Water	Cooking	Electric	Water	Trash			
Subject Property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	STD - Full
The Park at London	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		STD - Full
Willow Park	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Hook Ups
Bloom at Morrow	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	STD		Hook Ups
Spivey Crossing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Hook Ups
Morrowood Townhomes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	STD		Hook Ups
Southwood*	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Hook Ups
Wingate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Hook Ups
Reserve at 2070	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	STD		Hook Ups
Sheraton House	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Hook Ups

Source: Phone Survey, RPRG, Inc. March 2022

(*) LIHTC Community

Table 30 Community Amenities, Surveyed Rental Communities

Community	Clubhouse	Learning Center	Fitness Room	Outdoor Pool	Playground	Tennis	Business Center
Subject Property	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
The Park at London	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Willow Park	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bloom at Morrow	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spivey Crossing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
Morrowood Townhomes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Southwood*	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Wingate	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reserve at 2070	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sheraton House	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Source: Phone Survey, RPRG, Inc. March 2022

(*) LIHTC Community

5. Unit Distribution

All surveyed communities offer one and two-bedroom units while seven of nine communities offer three-bedroom units (Table 31); the LIHTC community offers all three floor plans. Unit distributions



were available for six of the nine surveyed communities, accounting for 49.4 percent of surveyed units. Two-bedroom units are the most common accounting for 71.3 percent of surveyed units while one and three-bedroom units each account for just over 14 percent of these units. The surveyed LIHTC community is weighted heavier in three-bedroom units compared to the overall market at 34.2 percent.

6. Effective Rents

Unit rents presented in Table 31 are net or effective rents, as opposed to street or advertised rents. The net rents reflect adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where rents include the cost of trash removal.

Among all surveyed rental communities, net rents, unit sizes, and rents per square foot are as follows:

- **One-bedroom** effective rents average \$972 per month. The average one-bedroom unit size is 765 square feet resulting in a net rent per square foot of \$1.27.
- **Two-bedroom** effective rents average \$1,132 per month. The average two-bedroom unit size is 1,021 square feet resulting in a net rent per square foot of \$1.11.
- **Three-bedroom** effective rents average \$1,256 per month. The average three-bedroom unit size is 1,266 square feet resulting in a net rent per square foot of \$0.99.

Average rents include LIHTC rents at 60 percent AMI and market rate units. The Park at London is priced well above the remaining communities while the LIHTC rents are among the lowest rents in the market area.

Table 31 Unit Distribution, Size, and Pricing, Surveyed Rental Communities

Community	Total Units	One Bedroom Units				Two Bedroom Units				Three Bedroom Units			
		Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject - 50% AMI	14	2	\$720	782	\$0.92	6	\$850	1,002	\$0.85	6	\$970	1,238	\$0.78
Subject - 60% AMI	43	3	\$880	782	\$1.13	20	\$1,050	1,002	\$1.05	20	\$1,190	1,238	\$0.96
Subject - Market	15	3	\$1,000	782	\$1.28	6	\$1,200	1,002	\$1.20	6	\$1,300	1,238	\$1.05
The Park at London	240		\$1,266	908	\$1.39		\$1,430	1,152	\$1.24		\$1,485	1,390	\$1.07
Willow Park	108	24	\$985	633	\$1.56	84	\$1,230	770	\$1.60				
Bloom at Morrow	88	17	\$1,099	750	\$1.47	71	\$1,229	900	\$1.37				
Spivey Crossing	60	3	\$835	800	\$1.04	40	\$1,130	1,065	\$1.06	17	\$1,375	1,250	\$1.10
Morrowood Townhomes	264		\$935	744	\$1.26		\$1,110	1,281	\$0.87		\$1,235	1,521	\$0.81
Southwood	33	7	\$945	810	1.1667	16	\$1,087	1,028	1.0574	10	\$1,255	1,235	1.0162
Reserve at 2070	244		\$949	741	\$1.28		\$1,095	1,120	\$0.98		\$1,359	1,480	\$0.92
Southwood 60% AMI*	163	18	\$945	810	\$1.17	88	\$1,063	1,028	\$1.03	57	\$1,157	1,235	\$0.94
Wingate	211	22	\$925	675	\$1.37	168	\$1,067	902	\$1.18	21	\$1,155	1,095	\$1.05
Sheraton House	66	12	\$835	780	\$1.07	53	\$880	960	\$0.92	1	\$1,025	925	\$1.11
Total/Average	1,477		\$972	765	\$1.27		\$1,132	1,021	\$1.11		\$1,256	1,266	\$0.99
Unit Distribution	729	103				520				106			
% of Total	49.4%	14.1%				71.3%				14.5%			

(1) Rent is adjusted to include trash, and Incentives (*) LIHTC Community Source: Phone Survey, RPRG, Inc. March 2022

7. Scattered Site Rentals

Given the sufficient number multi-family rental options in the market area and rent and income restrictions for most units at 3109 Anvil Block Apartments (55 of 81 units), scattered site rentals are not expected to be a significant source of competition for the subject property.



8. Estimated Market Rent

To better understand how the proposed rents compare with the rental market, rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. Three market rate communities were utilized in this analysis and adjustments made are broken down into four classifications. These classifications and an explanation of the adjustments made follows:

Table 32 Estimate of Market Rent Adjustments

- Rents Charged – current rents charged, adjusted for utilities and incentives, if applicable.
- Design, Location, Condition – adjustments made in this section include:
 - Building Design - An adjustment was made, if necessary, to reflect the attractiveness of the proposed product relative to the comparable communities above and beyond what is applied for year built and/or condition.
 - Year Built/Rehabbed - We applied a value of \$0.75 for each year newer a property is relative to a comparable.
 - Condition and Neighborhood – We rated these features on a scale of 1 to 5 with 5 being the most desirable. An adjustment of \$20 per variance was applied for condition. Likewise, the neighborhood or location adjustment was \$20 per variance.
 - Square Footage - Differences between comparables and the subject property are accounted for by an adjustment of \$0.25 per foot.
- Unit Amenities – Adjustments were made for amenities included or excluded at the subject property. The exact value of each specific value is somewhat subjective as particular amenities are more attractive to certain renters and less important to others. Adjustment values were between \$5 and \$25 for each amenity. An adjustment of \$75 per bedroom and \$30 per bathroom were utilized where applicable.
- Site Amenities – Adjustments were made in the same manner as with the unit amenities. Adjustment values were between \$10 and \$15 for each amenity.

Rent Adjustments Summary	
B. Design, Location, Condition	
Structure / Stories	
Year Built / Condition	\$0.75
Quality/Street Appeal	\$20.00
Building Type	\$25.00
Location	\$20.00
C. Unit Equipment / Amenities	
Number of Bedrooms	\$75.00
Number of Bathrooms	\$30.00
Unit Interior Square Feet	\$0.25
Balcony / Patio / Porch	\$5.00
AC Type:	\$5.00
Range / Refrigerator	\$25.00
Microwave / Dishwasher	\$5.00
Washer / Dryer: In Unit	\$25.00
Washer / Dryer: Hook-ups	\$5.00
D. Site Equipment / Amenities	
Community Room	\$10.00
Pool	\$15.00
Recreation Areas	\$5.00
Fitness Center	\$10.00

Based on our adjustment calculations, the estimated market rents for the units at 3109 Anvil Block Apartments are \$1,192 for one-bedroom units (Table 33), \$1,389 for two-bedroom units (Table 34), and \$1,527 for three-bedrooms (Table 35). The proposed 50 percent AMI units all have rent advantages of at least 57 percent while the proposed 60 percent AMI rents have rent advantages of at least 27 percent (Table 36). The proposed market rate rents are well below estimated market rents with rent advantages of 15.8 percent to 19.2 percent.

**Table 33 Adjusted Rent Comparison, One-Bedroom**

One Bedroom Units							
Subject Property		Comparable Property #1		Comparable Property #2		Comparable Property #3	
3109 Anvil Block Anvil Block Road Ellenwood, Clayton County		Spivey Crossing		The Park at London		Bloom at Morrow	
		2507 Rex Road		2445 Rex Road		6252 N Lee Street	
		Ellenwood	Clayton	Ellenwood	Clayton	Morrow	Clayton
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (Market)	\$1,000	\$850	\$0	\$1,397	\$0	\$1,089	\$0
Utilities Included	T	W/S/T	(\$15)	W,S,T	(\$15)	None	\$10
Rent Concessions		None	\$0	None	\$0	None	\$0
Effective Rent	\$1,000	\$835		\$1,382		\$1,099	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2025	1974	\$38	1988	\$28	1967	\$44
Quality/Street Appeal	Excellent	Average	\$40	Above Average	\$20	Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	1	1	\$0	1	\$0	1	\$0
Number of Bathrooms	1	1	\$0	1	\$0	1	\$0
Unit Interior Square Feet	782	800	(\$5)	908	(\$32)	750	\$8
Balcony / Patio / Porch	No	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)
AC Type:	Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	No / Yes	\$5	No / Yes	\$5	No / Yes	\$5
Washer / Dryer: In Unit	Yes	No	\$25	Yes	\$0	No	\$25
Washer / Dryer: Hook-up	Yes	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Surface	Surface	\$0	Surface	\$0	Surface	\$0
Community Room	Yes	No	\$10	Yes	\$0	No	\$10
Pool	No	No	\$0	Yes	(\$15)	No	\$0
Recreation Areas	Yes	No	\$5	Yes	\$0	Yes	\$0
Fitness Center	Yes	No	\$10	Yes	\$0	No	\$10
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		7	2	3	3	7	1
Sum of Adjustments B to D		\$133	(\$10)	\$53	(\$52)	\$142	(\$5)
F. Total Summary							
Gross Total Adjustment		\$143		\$105		\$147	
Net Total Adjustment		\$123		\$1		\$137	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$958		\$1,383		\$1,236	
% of Effective Rent		114.7%		100.1%		112.5%	
Estimated Market Rent	\$1,192						
Rent Advantage \$	\$192						
Rent Advantage %	16.1%						



Table 34 Adjusted Rent Comparison, Two-Bedroom

Two Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
3109 Anvil Block Anvil Block Road Ellenwood, Clayton County	Spivey Crossing		The Park at London		Bloom at Morrow		
	2507 Rex Road		2445 Rex Road		6252 N Lee Street		
	Ellenwood	Clayton	Ellenwood	Clayton	Morrow	Clayton	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (Market)	\$1,200	\$1,050	\$0	\$1,582	\$0	\$1,219	\$0
Utilities Included	T	W/S/T	(\$20)	W,S,T	(\$20)	None	\$10
Rent Concessions		None	\$0	None	\$0	None	\$0
Effective Rent	\$1,200	\$1,030		\$1,562		\$1,229	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2025	1974	\$38	1988	\$28	1967	\$44
Quality/Street Appeal	Excellent	Average	\$40	Above Average	\$20	Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	2	2	\$0	2	\$0	2	\$0
Number of Bathrooms	2	1	\$30	2	\$0	1	\$30
Unit Interior Square Feet	1,002	950	\$13	1,152	(\$38)	900	\$26
Balcony / Patio / Porch	No	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)
AC: (C)entral / (W)all / (N)one	Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	No / Yes	\$5	No / Yes	\$5	No / Yes	\$0
Washer / Dryer: In Unit	Yes	No	\$25	Yes	\$0	No	\$25
Washer / Dryer: Hook-up	Yes	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Surface	Surface	\$0	Surface	\$0	Surface	\$0
Community Room	Yes	No	\$10	Yes	\$0	No	\$10
Pool	No	No	\$0	Yes	(\$15)	No	\$0
Recreation Areas	Yes	No	\$5	Yes	\$0	Yes	\$0
Fitness Center	Yes	No	\$10	Yes	\$0	No	\$10
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		9	1	3	3	7	1
Sum of Adjustments B to D		\$176	(\$5)	\$53	(\$58)	\$185	(\$5)
F. Total Summary							
Gross Total Adjustment		\$181		\$111		\$190	
Net Total Adjustment		\$171		(\$5)		\$180	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,201		\$1,557		\$1,409	
% of Effective Rent		116.6%		99.7%		114.6%	
Estimated Market Rent	\$1,389						
Rent Advantage \$	\$189						
Rent Advantage %	13.6%						



Table 35 Adjusted Rent Comparison, Three-Bedroom

Three Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
3109 Anvil Block Anvil Block Road Ellenwood, Clayton County	Spivey Crossing		The Park at London		Bloom at Morrow		
	2507 Rex Road		2445 Rex Road		6252 N Lee Street		
	Ellenwood	Clayton	Ellenwood	Clayton	Morrow	Clayton	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (Contract Rent	\$1,300	\$1,300	\$0	\$1,647	\$0	\$1,219	\$0
Utilities Included	T	W/S/T	(\$25)	W,S,T	(\$25)	None	\$10
Rent Concessions		None	\$0	None	\$0	None	\$0
Effective Rent	\$1,300	\$1,275		\$1,622		\$1,229	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2025	1974	\$38	1988	\$28	1967	\$44
Quality/Street Appeal	Excellent	Average	\$40	Above Average	\$20	Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	3	3	\$0	3	\$0	2	\$75
Number of Bathrooms	2	1.5	\$15	2	\$0	1	\$30
Unit Interior Square Feet	1,238	1,250	(\$3)	1,390	(\$38)	900	\$85
Balcony / Patio / Porch	No	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)
AC: (C)entral / (W)all / (N)orthern	Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	No / Yes	\$5	No / Yes	\$5	No / Yes	\$5
Washer / Dryer: In Unit	Yes	No	\$25	Yes	\$0	No	\$25
Washer / Dryer: Hook-ups	Yes	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Surface	Surface	\$0	Surface	\$0	Surface	\$0
Community Room	Yes	No	\$10	Yes	\$0	No	\$10
Pool	No	No	\$0	Yes	(\$15)	No	\$0
Recreation Areas	Yes	No	\$5	Yes	\$0	Yes	\$0
Fitness Center	Yes	No	\$10	Yes	\$0	No	\$10
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		8	2	3	3	9	1
Sum of Adjustments B to D		\$148	(\$8)	\$53	(\$58)	\$324	(\$5)
F. Total Summary							
Gross Total Adjustment		\$156		\$111		\$329	
Net Total Adjustment		\$140		(\$5)		\$319	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,415		\$1,617		\$1,548	
% of Effective Rent		111.0%		99.7%		126.0%	
Estimated Market Rent	\$1,527						
Rent Advantage \$	\$227						
Rent Advantage %	14.8%						

Table 36 Market Rent and Rent Advantage Summary

	One	Two	Three
50% AMI	Bedroom	Bedroom	Bedroom
Subject Rent	\$720	\$850	\$970
Est Market Rent	\$1,192	\$1,389	\$1,527
Rent Advantage (\$)	\$472	\$539	\$557
Rent Advantage (%)	65.6%	63.4%	57.4%
	One	Two	Three
60% AMI	Bedroom	Bedroom	Bedroom
Subject Rent	\$880	\$1,050	\$1,200
Est Market Rent	\$1,192	\$1,389	\$1,527
Rent Advantage (\$)	\$312	\$339	\$327
Rent Advantage (%)	35.5%	32.3%	27.2%
	One	Two	Three
Market Rate	Bedroom	Bedroom	Bedroom
Subject Rent	\$1,000	\$1,200	\$1,300
Est Market Rent	\$1,192	\$1,389	\$1,527
Rent Advantage (\$)	\$192	\$189	\$227
Rent Advantage (%)	19.2%	15.8%	17.4%

E. Multi-Family Pipeline

Based on our research which included interviews with planning officials and a review of DCA's LIHTC application/allocation lists, RPRG identified one comparable general occupancy community as planned or under construction in the Primary Market Area:

- **Fairview Terrace** was allocated four percent tax credits for 154 units targeting households earning up to 60 percent of the Area Median Income (AMI) and is under construction at 4039 West Village Parkway in Ellenwood. 2.6 miles southeast of the site. The community will offer 36 one-bedroom units, 76 two-bedroom units, and 42 three-bedroom units. These units will directly compete with the subject property's 60 percent AMI units.

Additionally, Harmony at Ellenwood is under construction within roughly one mile northwest of the site on Grant Road; however, this community will be age restricted and not comparable to the subject property given a difference in age targeting. RPRG did not identify any unrestricted market rate rental communities as planned, approved, or under construction in the market area.

F. Housing Authority Information

We were unable to contact staff with the Jonesboro Housing Authority, who manages Clayton County's Section 8 and public housing programs, following repeated attempts. According to the Jonesboro Housing Authority website, the authority manages 1,877 Section 8 Housing Choice Vouchers as well as an unidentified number of public housing units. Waiting lists for Housing Choice Vouchers for select floor plans opened on March 30, 2022 but the public housing waiting list is closed.

G. Existing Low Income Rental Housing

Table 37 and Map 7 detail existing low-income rental housing properties, including those with tax credits in the market area. The market area includes just one existing LIHTC community (Southwood) which was surveyed for this analysis. Two LIHTC communities are under construction including Fairview Terrace which will compete with the subject property and Harmony at Ellenwood which will



not compete with the subject property given a difference in age targeting. Psalm 23 is an age restricted community deeply subsidized through the Section 8 program.

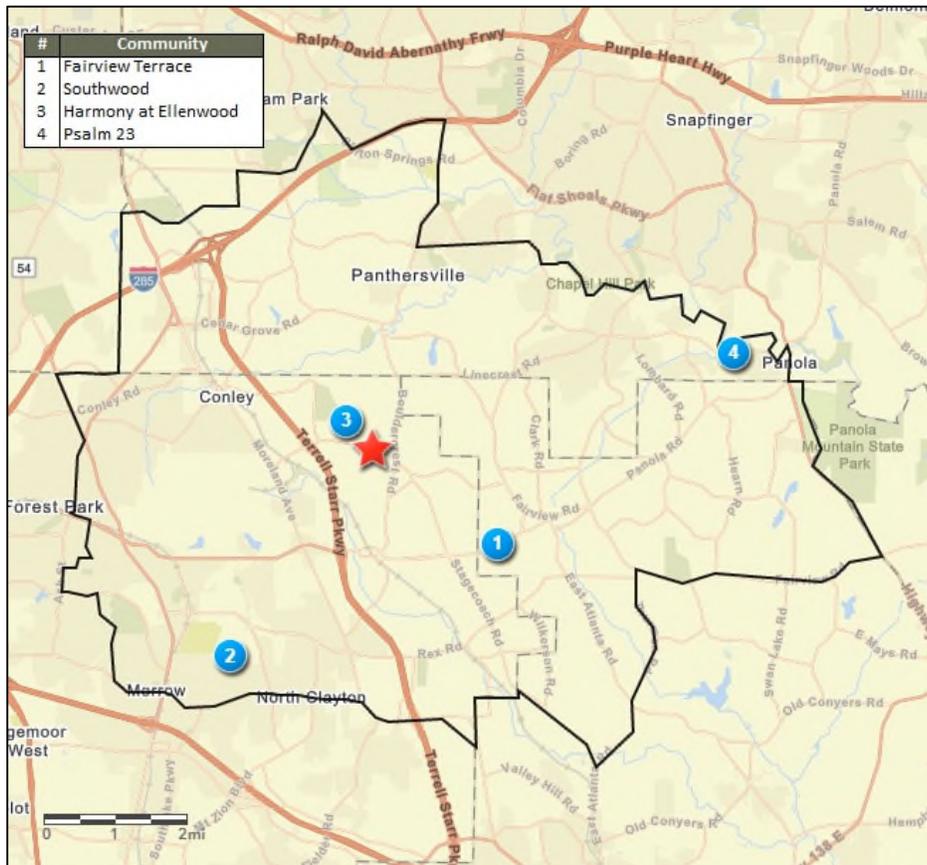
Table 37 Affordable Communities, Primary Market Area

Community	Subsidy	Type	Address	Distance
Fairview Terrace	LIHTC	Family	4039 W Village Pkwy.	2.5 miles
Southwood	LIHTC	Family	6001 Trammell Rd.	5.5 miles
Harmony at Ellenwood	LIHTC	Senior	4213 Grant Road	0.8 mile
Psalm 23	Section 8	Senior	5185 River Rd.	6.6 miles

Allocated Low Income Housing Tax Credits and is under construction

Source: HUD, GA DCA

Map 7 Affordable Rental Communities, Primary Market Area



H. Impact of Abandoned, Vacant, or Foreclosed Homes

Based on field observations, limited abandoned / vacant single and multi-family homes exist in the Primary Market Area. We attempted to obtain recent foreclosure data from several sources including RealtyTrac; however, data was not available. The lack of foreclosure data likely reflects restrictions on foreclosures due to the COVID-19 pandemic. As evidenced by the stable rental market and renter household growth, foreclosures or vacant homes will not negatively impact the performance of the subject property.

10. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Primary Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

The subject site is a suitable location for mixed-income rental housing as it is compatible with surrounding land uses and has access to amenities, services, employers, and transportation arteries.

- The subject site is on the south side of Anvilblock Road, just south of the terminus of Lunsford Drive in the northeastern corner of Clayton County. Surrounding land uses within roughly one-half mile of the site include single-family detached homes, commercial uses along Anvilblock Road, industrial uses including several FedEx facilities, and municipal uses including a police station and senior center.
- The site is within one mile of shopping, groceries, a convenience store, a pharmacy, a bank, and public transit. A MARTA bus stop is adjacent to the site on Anvilblock Road. Schools, medical facilities, and additional shopping opportunities are within five miles of the site.
- The site is within one mile of Interstate 675 via Anvilblock Road while U.S. Highway 23 is within two miles and Interstate 285 is within four miles of the site. These major thoroughfares connect to employment concentrations throughout the region including Hartsfield-Jackson International Airport within roughly 10 miles west of the site.
- 3109 Anvil Block Apartments will have excellent visibility from Anvilblock Road which is a heavily traveled traffic artery. The subject property's visibility will be an asset.
- The subject site is suitable for the proposed development. RPRG did not identify any negative land uses at the time of the site visit that would affect the proposed development's viability in the marketplace.

2. Economic Context

Clayton County's economy was growing prior to the onset of the COVID-19 pandemic. The county's overall and employed portion of the labor force has fully rebounded following losses due to the pandemic and are higher than pre-pandemic annual figures.

- The county's unemployment rate steadily declined from a peak of 13.7 percent in 2010 during the previous recession-era to 4.4 percent in 2019. Reflecting the impact of the COVID-19 pandemic, the county's unemployment spiked to 10.3 percent in 2020 before rebounding to 5.8 percent in 2021. On a monthly basis, the unemployment rate increased to 16.2 percent in April 2020 at the onset of the pandemic but has rebounded to 3.6 percent in December 2021 which is higher than the state rate (2.9 percent) but lower than the national rate (3.7 percent).
- Clayton County added jobs in six of eight years from 2012 to 2019 with the net addition of 22,151 jobs (21.9 percent), reaching an all-time high At-Place Employment of 123,496 jobs in 2019. Clayton County lost 12,180 jobs in 2020 during the pandemic but the county recovered some of these losses by the third quarter of 2021 with the addition of 1,307 jobs.
- Trade-Transportation-Utilities is Clayton County's largest economic sector, accounting for the majority (51.3 percent) of the county's jobs due in part to several large transportation and shipping-based businesses including Delta Air Lines. Four sectors (Government, Professional-Business, Leisure-Hospitality, and Education-Health) each account for roughly seven to 12 percent of the county's jobs.



- Freshly, Inc. announced in June 2021 plans to open a new 289,000 square foot warehouse within one mile west of the site. The company plans to create 665 new jobs at the facility. Kroger opened a new distribution facility roughly three miles west of the site and the company planned to create 410 new jobs at the facility. RPRG identified four WARN notices from January 2021 to March 2022 with 266 jobs affected.
- Clayton County's economy was growing prior to 2020 and the overall and employed portions of the labor force have completely recovered since lows during the pandemic, a leading economic indicator.

3. Population and Household Trends

The Primary Market Area grew significantly from 2000 to 2010 and growth slowed but remained steady over the past 12 years and growth is expected to continue of the next three years.

- The market area added 17,858 people (26.0 percent) and 7,087 households (31.5 percent) between the 2000 and 2010 Census counts. Annual growth during the past 12 years was 792 people (0.9 percent) and 288 households (0.9 percent).
- Annual growth in the market area is expected to accelerate over the next three years to 937 people (1.0 percent) and 339 households (1.0 percent) from 2022 to 2025.

4. Demographic Analysis

The Primary Market Area's population and household base are older, more affluent, and less likely to rent when compared to Clayton County. Additionally, the market area contains a higher percentage of families when compared to the county.

- The Primary Market Area's population has a median age of 35 with large proportions of Adults ages 35 to 61 (35.1 percent) and Children/Youth under 20 years old (26.6 percent). Roughly 22 percent of the market area's population are Young Adults ages 20 to 34 and 16.1 percent are Seniors ages 62 and older.
- Households with children accounted for 43.1 percent of market area households while multi-person households without children accounted for 34.8 percent. Single-person households accounted for 22.1 percent of market area households.
- One-quarter of Primary Market Area households rent in 2022 compared to 43.2 percent in Clayton County. The market area added 2,873 net renter households from 2000 to 2022 (27.2 percent of net household growth). RPRG projects the market area to add 277 net renter households over the next three years (27.2 percent of net household growth).
- Nearly two-thirds (63.6 percent) of market area renter households are adults ages 25 to 54 while 14.1 percent are older adults ages 55 to 64. Seniors ages 65 and older account for roughly 13 percent of market area renter households while younger renters ages 15 to 24 account for 9.2 percent.
- Renter household sizes were well distributed in the market area with 48.4 percent having one or two people, 32.3 percent having 3-4 people, and 19.3 percent having 5+ people as of the 2010 Census.
- The 2022 median household income in the Primary Market Area is \$64,770, 21.3 percent or \$11,375 higher than the \$53,395 median in Clayton County. RPRG estimates that the median income of renter households in the Primary Market Area is \$54,539. Roughly 26 percent of market area renter households earn incomes of less than \$35,000, 45.5 percent earn \$35,000 to \$74,999, and 28.4 percent earn at least \$75,000 including 14.9 percent earning \$100,000 or more.



5. Competitive Housing Analysis

RPRG surveyed nine multi-family rental communities in the Primary Market Area including one mixed-income LIHTC community with LIHTC and market rate units. The rental market is stable with the majority of surveyed communities having a vacancy rate of less than four percent including the LIHTC community.

- The Primary Market Area’s rental market is stable with 94 vacancies among 1,477 combined units for an aggregate vacancy rate of 6.4 percent. Five of nine surveyed communities have a vacancy rate of 3.7 percent or less (including the LIHTC community) with a vacancy rate of 1.5 percent. Four market rate communities have vacancy rates of at least 7.6 percent. Management at The Park at London stated that the elevated vacancy rate of 11.7 percent is due to many recent evictions and that the usual vacancy rate is less than five percent; our past two surveys of the property in 2019 supports this as the vacancy rate was less than three percent during each of our 2019 surveys. The underperforming properties may be a result of an overall lack of modern apartments with renters seeking more modern apartments outside of the area.
- Among the nine surveyed communities, net rents, unit sizes, and rents per square foot were as follows:
 - **One-bedroom** effective rents average \$972 per month. The average one-bedroom unit size is 765 square feet, resulting in a net rent per square foot of \$1.27.
 - **Two-bedroom** effective rents average \$1,132 per month. The average two-bedroom unit size is 1,021 square feet, resulting in a net rent per square foot of \$1.11.
 - **Three-bedroom** effective rents average \$1,256 per month. The average three-bedroom unit size is 1,266 square feet, resulting in a net rent per square foot of \$0.99.

Average rents include LIHTC rents at 60 percent AMI and market rate units. The Park at London is priced well above the remaining communities while the LIHTC rents are among the lowest rents in the market area.

- The estimated market rents for the units at 3109 Anvil Block Apartments are \$1,192 for one-bedroom units, \$1,389 for two-bedroom units, and \$1,527 for three-bedrooms. The proposed 50 percent AMI units all have rent advantages of at least 57 percent while the proposed 60 percent AMI rents have rent advantages of at least 27 percent. The proposed market rate rents are well below estimated market rents with rent advantages of 15.8 percent to 19.2 percent.
- RPRG identified one comparable general occupancy LIHTC community (Fairview Village) as under construction in the market area with 154 units targeting households earning up to 60 percent AMI. The units at this community will directly compete with the subject’s 60 percent AMI units. RPRG did not identify any unrestricted market rate communities in the market area’s pipeline. An age restricted LIHTC community is under construction in the market area; however, this community will not compete with the subject property given a difference in age targeting.

B. Product Evaluation

Considered in the context of the competitive environment, the relative position of 3109 Anvil Block Apartments is as follows:

- **Site:** The site is surrounded by a mixture of land uses including residential, commercial, industrial, and municipal uses while it has excellent access to major traffic arteries including Interstate 675 within one mile. Neighborhood amenities and services are convenient to the site including an adjacent MARTA bus stop and a Walmart Supercenter within one-half mile. The subject site is acceptable for a mixed-income rental housing development and is

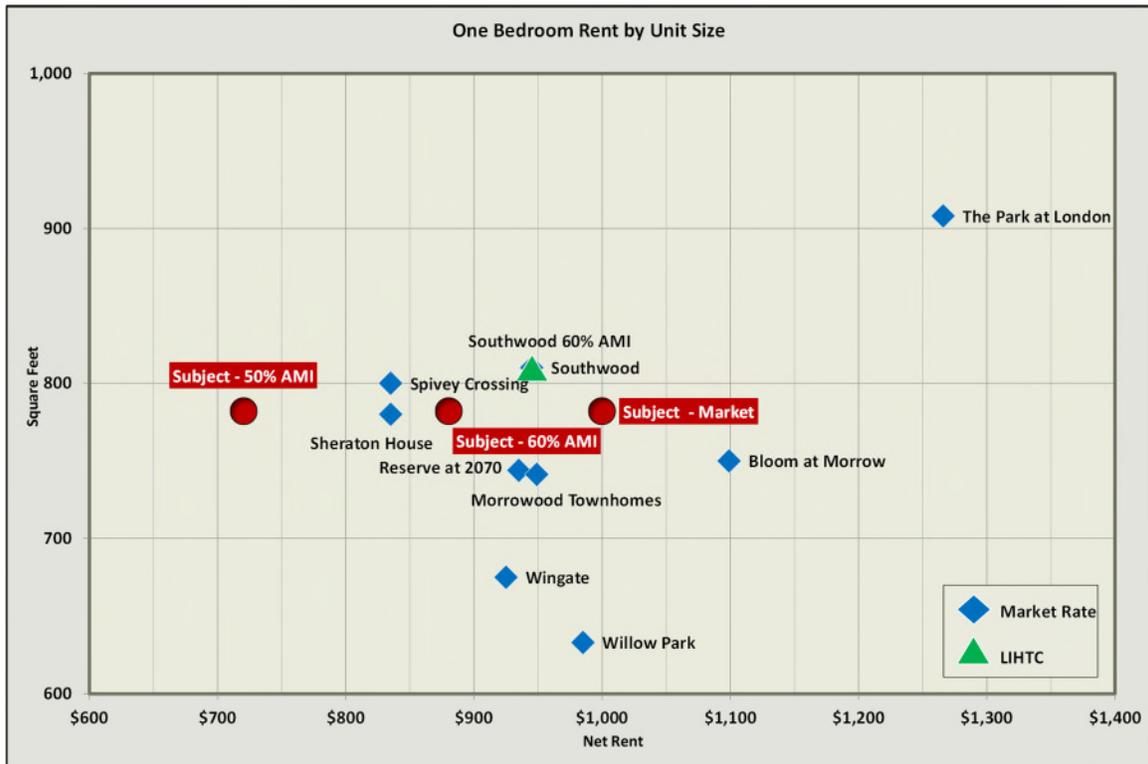
considered generally comparable to the locations of all surveyed communities given similar access to major traffic arteries, neighborhood amenities, and employment.

- **Unit Distribution:** The proposed unit mix for 3109 Anvil Block Apartments includes eight one-bedroom units (11.1 percent), 32 two-bedroom units (44.4 percent), and 32 three-bedroom units (44.4 percent). One, two, and three-bedroom units are common in the market area with seven of nine surveyed communities offering all three floor plans. The subject property will be weighted heavier toward three-bedroom units when compared to the overall market average (44.4 percent versus 14.5 percent); however, affordable communities typically offer a larger proportion of three-bedroom units which is illustrated at Southwood (surveyed mixed-income LIHTC community) which offers 34.2 percent three-bedroom units. Additionally, 51.6 percent of renter households in the market area had 3+ people and 43.1 percent of all households in the market area had children. The Affordability Analysis also illustrates sufficient income qualified renter households will exist in the market area for the proposed unit mix and rents. The proposed unit mix is acceptable and will be well received by the target market.
- **Unit Size:** The proposed unit sizes at 3109 Anvil Block Apartments are 782 square feet for one-bedroom units, 1,002 square feet for two-bedroom units, and 1,238 square feet for three-bedroom units. These unit sizes are comparable to overall market averages of 765 square feet for one-bedroom units, 1,021 square feet for two-bedroom units, and 1,266 square feet for three-bedroom units. The proposed unit sizes are acceptable and will be well received in the market area.
- **Unit Features:** 3109 Anvil Block Apartments will offer a dishwasher, microwave, ceiling fans, and washer and dryer in each unit which will be superior to all surveyed communities. The subject property will be the only community in the market area to offer a microwave and only the highest-priced community (The Park at London) offers a washer and dryer. Additionally, the modern construction will be appealing to renters given the generally older product offered in the market area. The proposed unit features result in a competitive advantage over all surveyed communities including tax credit and market rate communities.
- **Community Amenities:** 3109 Anvil Block Apartments will offer a community room with kitchenette, fitness center, business center, playground, picnic pavilion, and learning center which will provide education services to elementary aged children. Additionally, a non-profit service provider will provide health and wellness services including free health consultations with health clinics. The proposed amenities are acceptable and will be competitive especially with the small size of the subject property (72 units) and the competitive pricing; the lack of a swimming pool is acceptable given the small size of the subject property as well as the inclusion of a learning center and health services which will be unique to the market area and appealing to renters.
- **Marketability:** The subject property will offer an attractive product with competitive unit features and community amenities with existing market rate and LIHTC communities in the market area. The modern construction will be appealing to renters as the newest surveyed community is more than 35 years old.

C. Price Position

The proposed LIHTC rents will be priced at or near the bottom of the market, comparable to existing LIHTC rents in the market area at Southwood (Figure 8). The proposed market rate rents are well below the top of the market area and result in market rent advantages of at least 15 percent. Furthermore, the Affordability Analysis illustrates significant income-qualified renter households will exist in the market area for the proposed rents. All proposed rents will be competitive in the market area especially given the competitive proposed product.

Figure 8 Price Position







11. ABSORPTION AND STABILIZATION RATES

A. Absorption Estimate

Absorption estimates are based on a variety of factors including:

- The market area is projected to add 1,016 net households over the next three years including 277 renter households.
- Roughly 5,200 renter households will be income-qualified for at least one of the proposed units at the subject property; the project's overall affordability renter capture rate is a low 1.4 percent.
- All DCA demand capture rates overall and by floor plan are low indicating significant demand to support the proposed units including a project-wide capture rate of 3.5 percent.
- The rental market is stable with an aggregate vacancy rate of 6.4 percent among 1,477 combined units. The surveyed mixed-income LIHTC community (Southwood) has a vacancy rate of 1.5 percent.
- The newly constructed 3109 Anvil Block Apartments will be competitive in the market area among both market rate and LIHTC communities. The low proposed rents will be appealing to renters.

Based on the proposed product and the factors discussed above, we expect 3109 Anvil Block Apartments to lease-up at a rate of 15 units per month. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent within roughly four to five months.

B. Impact on Existing and Pipeline Rental Market

Given the stable rental market in the Primary Market Area and projected renter household growth, we do not expect 3109 Anvil Block Apartments to have a negative impact on existing and proposed rental communities in the Primary Market Area including those with tax credits.



12. INTERVIEWS

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers and staff with the Cities of Forest Park and Morrow as well as Henry and Clayton Counties.



13. CONCLUSIONS AND RECOMMENDATIONS

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Large Household Size Adjustment	Adjusted Demand	Supply	Net Demand	Capture Rate	Average Market Rent*	Market Rents Band	Proposed Rents
50% AMI	\$27,669 - \$46,550											
One Bedroom Units		2	5.6%	202		202	0	202	1.0%	\$1,192	\$835-\$1,266	\$720
Two Bedroom Units		6	6.3%	227		227	0	227	2.6%	\$1,389	\$880-\$1,430	\$850
Three Bedroom Units		6	10.1%	367	51.6%	189	0	189	3.2%	\$1,527	\$1,025-\$1,485	\$970
60% AMI	\$33,154 - \$55,860											
One Bedroom Units		3	9.4%	340		340	36	304	1.0%	\$1,192	\$835-\$1,266	\$880
Two Bedroom Units		20	8.2%	297		297	76	221	9.1%	\$1,389	\$880-\$1,430	\$1,050
Three Bedroom Units		20	11.3%	410	51.6%	212	42	170	11.8%	\$1,527	\$1,025-\$1,485	\$1,190
100% AMI	\$37,269 - \$93,100											
One Bedroom Units		3	36.0%	1,301		1,301	0	1,301	0.2%	\$1,192	\$835-\$1,266	\$1,000
Two Bedroom Units		6	34.2%	1,238		1,238	0	1,238	0.5%	\$1,389	\$880-\$1,430	\$1,200
Three Bedroom Units		6	37.2%	1,344	51.6%	694	0	694	0.9%	\$1,527	\$1,025-\$1,485	\$1,300
By Bedroom												
One Bedroom Units		8	44.8%	1,619		1,619	36	1,583	0.5%			
Two Bedroom Units		32	46.9%	1,694		1,694	76	1,618	2.0%			
Three Bedroom Units		32	51.1%	1,848	51.6%	954	42	912	3.5%			
Project Total	\$27,669 - \$93,100											
50% AMI	\$27,669 - \$46,550	14	20.3%	732			0	732	1.9%			
60% AMI	\$33,154 - \$55,860	43	26.3%	950			154	796	5.4%			
LIHTC Units	\$27,669 - \$55,860	57	30.8%	1,112			154	958	5.9%			
100% AMI	\$37,269 - \$93,100	15	52.4%	1,896			0	1,896	0.8%			
Total Units	\$27,669 - \$93,100	72	61.2%	2,214			154	2,060	3.5%			

Reflects attainable market rent*

Based on affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Primary Market Area, RPRG believes that the subject property will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing rental communities in the Primary Market Area and the units will be well received by the target market.

This market study was completed based on the most recent available data, which does not reflect the full impact of the COVID-19 pandemic on demographic and economic trends as well as housing demand. At this stage, we do not believe demand for affordable rental housing will be reduced in the long term due to economic losses related to COVID-19. Demand for rental housing, especially affordable AMI housing, is projected to increase over the next several years.

We recommend proceeding with the project as planned.

Brett Welborn
Analyst

Tad Scepaniak
Managing Principal



14. APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are neither existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



15. APPENDIX 2 ANALYST CERTIFICATIONS

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

To the best of my knowledge, the market can 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.

A handwritten signature in black ink, appearing to read 'Brett Welborn', is written over a horizontal line.

Brett Welborn
Analyst

Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



16. APPENDIX 3 NCHMA CERTIFICATION

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

Real Property Research Group, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in NCHMA educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Real Property Research Group, Inc. is an independent market analyst. No principal or employee of Real Property Research Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.

Real Property Research Group, Inc.



Tad Scepianiak

Name

Managing Principal

Title

March 29, 2022

Date



17. APPENDIX 4 ANALYST RESUMES

TAD SCEPANIAK Managing Principal

Tad Scepaniak assumed the role of Real Property Research Group's Managing Principal in November 2017 following more than 15 years with the firm. Tad has extensive experience conducting market feasibility studies on a wide range of residential and mixed-use developments for developers, lenders, and government entities. Tad directs the firm's research and production of feasibility studies including large-scale housing assessments to detailed reports for a specific project on a specific site. He has extensive experience analyzing affordable rental communities developed under the Low Income Housing Tax Credit (LIHTC) program and market-rate apartments developed under the HUD 221(d)(4) program and conventional financing. Tad is the key contact for research contracts many state housing finance agencies, including several that commission market studies for LIHTC applications.

Tad is Immediate Past Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as National Chair, Vice Chair, and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

- Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- Senior Housing: Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however, his experience includes assisted living facilities and market rate senior rental communities.
- Market Rate Rental Housing: Mr. Scepaniak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



BRETT WELBORN
Analyst

Brett Welborn entered the field of Real Estate Market Research in 2008, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. During Brett's time as a Research Associate, he gathered economic, demographic, and competitive data for market feasibility analyses and other consulting projects completed by the firm. Through his experience, Brett progressed to serve as Analyst for RPRG for the past seven years and has conducted market studies for LIHTC and market rate communities.

Areas of Concentration:

- **Low Income Housing Tax Credit Rental Housing:** Brett has worked with the Low Income Housing Tax Credit program, evaluating general occupancy and senior oriented developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a range of project types, including newly constructed communities and rehabilitations.
- **Market Rate Rental Housing** – Brett has conducted projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.

Education:

Bachelor of Business Administration – Real Estate; University of Georgia, Athens, GA



18. APPENDIX 5 DCA CHECKLIST

A. Executive Summary

1. Project Description:
 - i. Brief description of the project location including address and/or position relative to the closest cross-street..... Page(s) 1
 - ii. Construction and Occupancy Types Page(s) 1
 - iii. Unit mix, including bedrooms, bathrooms, square footage, Income targeting, rents, and utility allowance Page(s) 1
 - iv. Any additional subsidies available, including project based rental assistance (PBRA) Page(s) 1
 - v. Brief description of proposed amenities and how they compare with existing properties Page(s) 1
2. Site Description/Evaluation:
 - i. A brief description of physical features of the site and adjacent parcels..... Page(s) 2
 - ii. A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural)..... Page(s) 2
 - iii. A discussion of site access and visibility Page(s) 2
 - iv. Any significant positive or negative aspects of the subject site Page(s) 2
 - v. A brief summary of the site’s proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc Page(s) 2
 - vi. A brief discussion of public safety, including comments on local perceptions, maps, or statistics of crime in the area Page(s) 2
 - vii. An overall conclusion of the site’s appropriateness for the proposed development..... Page(s) 2
3. Market Area Definition:
 - i. A brief definition of the primary market area (PMA) including boundaries and their approximate distance from the subject property Page(s) 2
4. Community Demographic Data:
 - i. Current and projected household and population counts for the PMA..... Page(s) 3
 - ii. Household tenure including any trends in rental rates. Page(s) 3
 - iii. Household income level. Page(s) 3
 - iv. Impact of foreclosed, abandoned / vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development..... Page(s) 3
5. Economic Data:
 - i. Trends in employment for the county and/or region..... Page(s) 4
 - ii. Employment by sector for the primary market area. Page(s) 4
 - iii. Unemployment trends for the county and/or region for the past five years..... Page(s) 4
 - iv. Brief discussion of recent or planned employment contractions or expansions..... Page(s) 4
 - v. Overall conclusion regarding the stability of the county’s economic environment. Page(s) 4
6. Affordability and Demand Analysis:
 - i. Number of renter households income qualified for the proposed development given retention of current tenants (rehab only), the proposed unit mix, income targeting, and rents. For senior projects, this should be age and income qualified renter households. Page(s) 4
 - ii. Overall estimate of demand based on DCA’s demand methodology..... Page(s) 4
 - iii. Capture rates for the proposed development including the overall project, all LIHTC units (excluding any PBRA or market rate units), by AMI, by bedroom type, and a conclusion regarding the achievability of these capture rates..... Page(s) 4



7. Competitive Rental Analysis		
i. An analysis of the competitive properties in the PMA.	Page(s)	5
ii. Number of properties.....	Page(s)	5
iii. Rent bands for each bedroom type proposed.	Page(s)	5
iv. Average market rents.....	Page(s)	5
8. Absorption/Stabilization Estimate:		
i. An estimate of the number of units expected to be leased at the subject property, on average, per month.....	Page(s)	6
ii. Number of months required for the project to stabilize at 93% occupancy..	Page(s)	6
iii. Estimate of stabilization occupancy and number of months to achieve that occupancy rate.....	Page(s)	6
9. Interviews	Page(s)	6
10. Overall Conclusion:		
i. Overall conclusion regarding potential for success of the proposed development.....	Page(s)	6
11. Summary Table.....	Page(s)	7-8

B. Project Description

1. Project address and location.....	Page(s)	10
2. Construction type.....	Page(s)	10
3. Occupancy Type.....	Page(s)	10
4. Special population target (if applicable).....	Page(s)	N/A
5. Number of units by bedroom type and income targeting (AMI).....	Page(s)	11
6. Unit size, number of bedrooms, and structure type.....	Page(s)	11
7. Rents and Utility Allowances.....	Page(s)	11
8. Existing or proposed project based rental assistance.....	Page(s)	11
9. Proposed development amenities.....	Page(s)	11
10. For rehab proposals, current occupancy levels, rents being charged, and tenant incomes, if available, as well as detailed information with regard to the scope of work planned. Scopes of work should include an estimate of the total and per unit construction cost.....	Page(s)	N/A
11. Projected placed-in-service date.....	Page(s)	11

C. Site Evaluation

1. Date of site / comparables visit and name of site inspector.....	Page(s)	8
2. Physical features of the site and adjacent parcel, including positive and negative attributes.....	Page(s)	12-15
3. The site's physical proximity to surrounding roads, transportation (including bus stops), amenities, employment, and community services.....	Page(s)	17-21
4. Labeled photographs of the subject property (front, rear and side elevations, on- site amenities, interior of typical units, if available), of the neighborhood, and street scenes with a description of each vantage point.....	Page(s)	13, 15
5. A map clearly identifying the project and proximity to neighborhood amenities. A listing of the closest shopping areas, schools, employment centers, medical facilities and other amenities that would be important to the target population and the proximity in miles to each.....	Page(s)	20



6. The land use and structures of the area immediately surrounding the site including significant concentrations of residential, commercial, industrial, vacant, or agricultural uses; comment on the condition of these existing land uses.	Page(s)	14
7. Any public safety issues in the area, including local perceptions of crime, crime statistics, or other relevant information.	Page(s)	16
8. A map identifying existing low-income housing: 4% & 9% tax credit, tax exempt bond, Rural Development, Public Housing, DCA HOME funded, Sec. 1602 Tax Credit Exchange program, USDA financed, Georgia Housing Trust Fund of the Homeless financed properties, and HUD 202 or 811 and Project Based Rental Assistance (PBRA). Indicate proximity in miles of these properties to the proposed site.....	Page(s)	56
9. Road or infrastructure improvements planned or under construction in the PMA.....	Page(s)	18
10. Vehicular and pedestrian access, ingress/egress, and visibility of site.....	Page(s)	17-18
11. Overall conclusions about the subject site, as it relates to the marketability of the proposed development.....	Page(s)	21

D. Market Area

1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site.....	Page(s)	22
2. Map Identifying subject property’s location within market area.....	Page(s)	23

E. Community Demographic Data

1. Population Trends		
i. Total Population.....	Page(s)	24
ii. Population by age group.....	Page(s)	26
iii. Number of elderly and non-elderly.....	Page(s)	N/A
iv. If a special needs population is proposed, provide additional information on population growth patterns specifically related to the population.....	Page(s)	N/A
2. Household Trends		
i. Total number of households and average household size.....	Page(s)	24-25
ii. Household by tenure (If appropriate, breakout by elderly and non-elderly).....	Page(s)	28-28
iii. Households by income. (Elderly proposals should reflect the income distribution of elderly households only).....	Page(s)	30-30
iv. Renter households by number of persons in the household.....	Page(s)	29

F. Employment Trends

1. Total jobs in the county or region.....	Page(s)	34
2. Total jobs by industry – numbers and percentages.....	Page(s)	35
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area.....	Page(s)	37
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past 10 years.....	Page(s)	32
5. Map of the site and location of major employment concentrations.....	Page(s)	37
6. Analysis of data and overall conclusions relating to the impact on housing demand.....	Page(s)	38

G. Affordability and Demand Analysis



1. Income Restrictions / Limits	Page(s)	40
2. Affordability estimates	Page(s)	40
3. Demand		
i. Demand from new households.....	Page(s)	43
ii. Occupied households (deduct current tenants who are expected, as per Relocation Plan, to return from property unit count prior to determining capture rates).....	Page(s)	43
iii. Demand from existing households.....	Page(s)	43
iv. Elderly Homeowners likely to convert to rentership.....	Page(s)	N/A
v. Net Demand and Capture Rate Calculations	Page(s)	43-43

H. Competitive Rental Analysis (Existing Competitive Rental Environment

1. Detailed project information for each competitive rental community surveyed		
i. Name and address of the competitive property development	Page(s)	App. 6
ii. Name, title, and phone number of contact person and date contact was made.	Page(s)	App. 6
iii. Description of property.....	Page(s)	App. 6
iv. Photographs.....	Page(s)	App. 6
v. Square footages for each competitive unit type.....	Page(s)	50, App. 6
vi. Monthly rents and the utilities included in the rents of each unit type.....	Page(s)	49, 50, App. 6
vii. Project age and current physical condition.....	Page(s)	47, App. 6
viii. Concessions given if any.....	Page(s)	47
ix. Current vacancy rates, historic vacancy factors, waiting lists, and turnover rates, broken down by bedroom size and structure type.....	Page(s)	47
x. Number of units receiving rental assistance, description of assistance as project or tenant based.....	Page(s)	App. 6
xi. Lease-up history	Page(s)	47

Additional rental market information

2. An analysis of the vouchers available in the Market Area, including if vouchers go unused and whether waitlisted households are income-qualified and when the list was last updated.	Page(s)	55
3. If the proposed development represents an additional phase of an existing housing development, include a tenant profile and information on a waiting list of the existing phase.....	Page(s)	N/A
4. A map showing the competitive projects and all LIHTC and Bond proposed projects which have received tax credit allocations within the market area.....	Page(s)	46, 56
5. An assessment as to the quality and compatibility of the proposed amenities to what is currently available in the market.....	Page(s)	60
6. Consider tenancy type. If comparable senior units do not exist in the PMA, provide an overview of family-oriented properties, or vice versa. Account for differences in amenities, unit sizes, and rental levels.....	Page(s)	N/A
7. Provide the name, address/location, name of owner, number of units, unit configuration, rent structure, estimated date of market entry, and any other relevant market analysis information of developments in the planning, rehabilitation, or construction stages. If there are none, provide a statement to that effect.....	Page(s)	55



8. Provide documentation and diagrams on how the projected initial rents for the project compare to the rental range for competitive projects within the PMA and provide an achievable market rent and rent advantage for each of the proposed unit types.....	Page(s)	51, 60
9. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years.....		N/A
10. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area.....	Page(s)	56
11. Comment on any other DCA funded projects located outside of the primary area, but located within a reasonable distance from the proposed project.....	Page(s)	N/A
12. Note whether the proposed project would adversely impact the occupancy and health of existing properties financed by Credits, USDA, HUD 202, or 811 (as appropriate), DCA or locally financed HOME properties, Sec. 1602 Tax Credit Exchange program, HTF, and HUD 221(d)(3) and HUD 221 (d) (4) and other market rate FHA insured properties (not including public housing properties).....	Page(s)	63
 I. Absorption and Stabilization Rates		
1. Anticipated absorption rate of the subject property.....	Page(s)	63
2. Stabilization period.....	Page(s)	63
3. Projected stabilized occupancy rate and how many months to achieve it.....	Page(s)	63
 J. Interviews.....	Page(s)	64
 K. Conclusions and Recommendations.....	Page(s)	65
 L. Signed Statement Requirements.....	Page(s)	App 2



19. APPENDIX 6 RENTAL COMMUNITY PROFILES

Community	Address	City	Date Surveyed	Phone Number
Bloom at Morrow	6252 N. Lee St.	Morrow	2022-03-31	770-968-0321
Morrowood Townhomes	5915 Trammel Rd.	Morrow	2022-03-31	404-254-2861
Reserve at 2070	2070 Lake Harbin Rd.	Morrow	2022-03-29	770-961-5635
Sheraton House	1409 Rockcut Rd.	Forest Park	2022-03-29	404-675-0885
Southwood	6001 Trammell Rd.	Morrow	2022-03-31	404-363-3577
Spivey Crossing	2507 Rex Rd.	Ellenwood	2022-03-29	678-519-0762
The Park at London	2445 Rex Rd.	Ellenwood	2022-03-29	770-691-0655
Willow Park	1466 Rockcut Rd.	Forest Park	2022-03-30	404-671-8251
Wingate	4735 Courtney Drive	Forest Park	2022-03-29	678-705-4781

Bloom at Morrow



ADDRESS 6252 N. Lee St., Morrow, GA, 30260 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** Garden **UNITS** 88 **VACANCY** 0.0 % (0 Units) as of 03/31/22 **OPENED IN** 1967



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	19%	\$1,089	750	\$1.45
Two	81%	\$1,219	900	\$1.35

Community Amenities
Central Laundry, Playground

Features

Black	Appliances
Granite	Countertops
Standard	Dishwasher, Patio Balcony
Central / Heat Pump	Air Conditioning
Select Units	In Unit Laundry

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	The Stone Key Group
Parking Description #2		Phone	770-968-0321

Comments

Some 2br units have washer/dryer hook ups.

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	17	\$1,089	750	\$1.45	Market	-
Garden		2	1.0	71	\$1,219	900	\$1.35	Market	-

Historic Vacancy & Eff. Rent (1)	
Date	03/31/22
% Vac	0.0%
One	\$1,089
Two	\$1,219

Adjustments to Rent	
Incentives	None
Utilities in Rent	

Bloom at Morrow

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Morrowood Townhomes



ADDRESS 5915 Trammel Rd., Morrow, GA, 30260 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** Garden/TH **UNITS** 264 **VACANCY** 9.8 % (26 Units) as of 03/31/22 **OPENED IN** 1972



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	0%	\$925	744	\$1.24
Two	0%	\$1,100	1,281	\$0.86
Three	0%	\$1,225	1,521	\$0.81

Community Amenities
Outdoor Pool, Playground, Picnic Area, Central Laundry

Features

Standard	Dishwasher, Patio Balcony
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Peak Living
Parking Description #2		Phone	404-254-2861

Comments

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0		\$925	744	\$1.24	Market	-
Townhouse		2	1.5		\$1,100	1,281	\$0.86	Market	-
Townhouse		3	2.5		\$1,225	1,521	\$0.81	Market	-

Historic Vacancy & Eff. Rent (1)	
Date	03/31/22
% Vac	9.8%
One	\$925
Two	\$1,100
Three	\$1,225

Adjustments to Rent	
Incentives	None
Utilities in Rent	

Morrowood Townhomes

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Reserve at 2070



ADDRESS 2070 Lake Harbin Rd, Morrow, GA, 30260 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** Garden/TH **UNITS** 244 **VACANCY** 3.7 % (9 Units) as of 03/29/22 **OPENED IN** 1972



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	0%	\$939	741	\$1.27
Two	0%	\$1,085	1,120	\$0.97
Three	0%	\$1,349	1,480	\$0.91

Community Amenities
Outdoor Pool, Fitness Room, Central Laundry, Dog Park, Community Room, Clubhouse

Features

Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard	Dishwasher, Patio Balcony
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Phone	770-961-5635
Parking Description #2			

Comments

Currently renovating select units as they are vacated.

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
1A Garden		1	1.0		\$899	704	\$1.28	Market	-
1B Garden		1	1.0		\$919	720	\$1.28	Market	-
1C Townhouse		1	1.5		\$999	800	\$1.25	Market	-
2A Garden		2	1.0		\$1,025	960	\$1.07	Market	-
2B Townhouse		2	1.5		\$1,050	1,080	\$0.97	Market	-
2C Townhouse		2	2.5		\$1,179	1,320	\$0.89	Market	-
3 Townhouse		3	2.5		\$1,349	1,480	\$0.91	Market	-

Historic Vacancy & Eff. Rent (1)	
Date	03/29/22
% Vac	3.7%
One	\$939
Two	\$1,085
Three	\$1,349

Adjustments to Rent	
Incentives	None
Utilities in Rent	

Reserve at 2070

© 2022 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Sheraton House



ADDRESS 1409 Rockcut Rd, Forest Park, GA, 30297	COMMUNITY TYPE Market Rate - General	STRUCTURE TYPE Garden	UNITS 66	VACANCY 13.6 % (9 Units) as of 03/29/22	OPENED IN 1970
---	--	---------------------------------	--------------------	---	--------------------------

Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	18%	\$825	780	\$1.06
Two	80%	\$870	960	\$0.91
Three	2%	\$1,015	925	\$1.10

Community Amenities
Outdoor Pool

Features

Standard	Dishwasher, Disposal
Central / Heat Pump	Air Conditioning
Hook Ups	In Unit Laundry
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Phone	404-675-0885
Parking Description #2			

Comments

PL & Occ-85%.

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	12	\$850	780	\$1.09	Market	-
Garden		2	1.0	53	\$900	960	\$0.94	Market	-
Garden		3	1.0	1	\$1,050	925	\$1.14	Market	-

Historic Vacancy & Eff. Rent (1)	
Date	03/29/22
% Vac	13.6%
One	\$850
Two	\$900
Three	\$1,050

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash

Sheraton House

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Southwood



ADDRESS
6001 Trammell Rd, Morrow, GA, 30260

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
Garden

UNITS
196

VACANCY
1.5 % (3 Units) as of 03/31/22

OPENED IN
1972



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	13%	\$945	810	\$1.17
Two	53%	\$1,067	1,028	\$1.04
Three	34%	\$1,172	1,235	\$0.95

Community Amenities
Playground, Clubhouse, Community Room, Business Center, Computer Center, Outdoor Pool

Features

Standard Dishwasher, Patio Balcony
Hook Ups In Unit Laundry
Central / Heat Pump Air Conditioning
White Appliances
Laminate Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	PK Management
Parking Description #2		Phone	404-363-3577

Comments

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	18	\$970	810	\$1.20	LIHTC	60%
Garden		1	1.0	7	\$970	810	\$1.20	Market	-
Garden		2	1.5	88	\$1,093	1,028	\$1.06	LIHTC	60%
Garden		2	1.5	16	\$1,117	1,028	\$1.09	Market	-
Garden		3	2.0	57	\$1,192	1,235	\$0.97	LIHTC	60%
Garden		3	2.0	10	\$1,290	1,235	\$1.04	Market	-

Historic Vacancy & Eff. Rent (1)	
Date	03/31/22
% Vac	1.5%
One	\$970
Two	\$1,105
Three	\$1,241

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash

Southwood

© 2022 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Spivey Crossing



ADDRESS 2507 Rex Rd, Ellenwood, GA, 30294 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 60 **VACANCY** 1.7 % (1 Units) as of 03/29/22 **OPENED IN** 1974



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	0%	\$825	800	\$1.03
Two	0%	\$1,120	1,065	\$1.05
Three	0%	\$1,365	1,250	\$1.09

Community Amenities
Central Laundry

Features

Standard	Dishwasher
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Patio Balcony
Granite	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Phone	678-519-0762
Parking Description #2			

Comments

Mix of black and stainless steel appliances.
 Accepts Section 8 vouchers.
 Unit mix: 3 1br, 40 2br, 17 3br.

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0		\$850	800	\$1.06	Market	-
Garden		2	1.0		\$1,050	950	\$1.11	Market	-
Townhouse		2	1.5		\$1,250	1,180	\$1.06	Market	-
Garden		3	1.5		\$1,300	1,250	\$1.04	Market	-
Townhouse		3	1.5		\$1,500	1,250	\$1.20	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	03/29/22	02/27/20	07/10/19
% Vac	1.7%	3.3%	0.0%
One	\$850	\$775	\$775
Two	\$1,150	\$875	\$850
Three	\$1,400	\$975	\$1,013

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

Spivey Crossing

© 2022 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

The Park at London



ADDRESS 2445 Rex Rd, Ellenwood, GA, 30294 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 240 **VACANCY** 11.7 % (28 Units) as of 03/29/22 **OPENED IN** 1988



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	0%	\$1,256	908	\$1.38
Two	0%	\$1,420	1,152	\$1.23
Three	0%	\$1,475	1,390	\$1.06

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Playground, Business Center, Computer Center

Features

Standard Dishwasher, Ceiling Fan, Patio Balcony
Standard - Full In Unit Laundry
Central / Heat Pump Air Conditioning
SS Appliances
Laminate Countertops

Parking

Parking Description Free Surface Parking
Parking Description #2 Fee for Reserved — \$50

Contacts

Owner / Mgmt. Elite Management Group
Phone 770-691-0655

Comments

Management stated elevated vacancy rate is due to recent evictions.

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0		\$1,397	908	\$1.54	Market	-
Garden		2	2.0		\$1,582	1,152	\$1.37	Market	-
Garden		3	2.0		\$1,647	1,390	\$1.18	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	03/29/22	07/10/19	05/13/19
% Vac	11.7%	2.9%	2.1%
One	\$1,397	\$1,020	\$1,019
Two	\$1,582	\$1,130	\$1,104
Three	\$1,647	\$1,210	\$1,214

Adjustments to Rent	
Incentives	1st month free
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

The Park at London

© 2022 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Willow Park



ADDRESS 1466 Rockcut Rd, Forest Park, GA, 30297 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 108 **VACANCY** 1.9 % (2 Units) as of 03/30/22 **OPENED IN** 1969



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	22%	\$975	633	\$1.54
Two	78%	\$1,220	770	\$1.58

Community Amenities
Clubhouse, Community Room, Fitness Room, Central Laundry, Outdoor Pool, Playground, Picnic Area

Features

Standard Dishwasher, Patio Balcony
Hook Ups In Unit Laundry
Central / Heat Pump Air Conditioning
Black Appliances
Laminate Countertops

Parking **Contacts**
Parking Description Free Surface Parking **Owner / Mgmt.** Trinity Multifamily
Parking Description #2 **Phone** 404-671-8251

Comments

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	24	\$1,000	633	\$1.58	Market	-
Garden		2	1.0	84	\$1,250	770	\$1.62	Market	-

Historic Vacancy & Eff. Rent (1)		
Date	03/30/22	
% Vac	1.9%	N/A
One	\$1,000	\$0
Two	\$1,250	\$0

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

Willow Park

© 2022 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Wingate



ADDRESS 4735 Courtney Drive, Forest Park, GA, 30297 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** Garden **UNITS** 211 **VACANCY** 7.6 % (16 Units) as of 03/29/22 **OPENED IN** 1964



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	10%	\$915	675	\$1.36
Two	80%	\$1,057	902	\$1.17
Three	10%	\$1,145	1,095	\$1.05

Community Amenities
Clubhouse, Fitness Room

Features

Standard	Dishwasher, Disposal, Ceiling Fan
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Patio Balcony
Carpet	Flooring Type 1
Black	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Meridian Management Group
Parking Description #2		Phone	678-705-4781

Comments

PL-92%, Occ-92%

Floorplans									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	22	\$940	675	\$1.39	Market	-
Garden		2	1.0	52	\$1,035	850	\$1.22	Market	-
Garden		2	1.5	116	\$1,110	925	\$1.20	Market	-
Garden		3	2.0	21	\$1,180	1,095	\$1.08	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	03/29/22	01/09/17	10/18/13
% Vac	7.6%	24.6%	26.1%
One	\$940	\$605	\$0
Two	\$1,073	\$670	\$0
Three	\$1,180	\$790	\$0

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash

Wingate

© 2022 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.