



**BOWEN
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RESEARCH**

Market Feasibility Analysis

Harvest Station
Griffin Avenue and South Troup Street
Valdosta, Lowndes County, Georgia 31601

Prepared For

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IDP Properties
Harvest Station, LP (developer)
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Section B – Executive Summary

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

1. Project Description:

The subject project involves the new construction of the 80-unit Harvest Station rental community southeast of the Griffin Avenue and South Troup Street intersection in Valdosta, Georgia. The project will target general-occupancy (family) households earning up to 50%, 60% and 70% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by October 2024. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration						Program Rents			
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
5	One-Br.	1.0	Garden	767	50%	\$440	\$97	\$537	\$545
9	One-Br.	1.0	Garden	767	60%	\$550	\$97	\$647	\$654
2	One-Br.	1.0	Garden	767	70%	\$650	\$97	\$747	\$763
13	Two-Br.	2.0	Garden	1,033	50%	\$525	\$124	\$649	\$653
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8	Three-Br.	2.0	Garden	1,175	50%	\$600	\$154	\$754	\$755
13	Three-Br.	2.0	Garden	1,175	60%	\$750	\$154	\$904	\$906
3	Three-Br.	2.0	Garden	1,175	70%	\$900	\$154	\$1,054	\$1,057
80	Total								

Source: IDP Properties

AMHI – Area Median Household Income (Valdosta, GA MSA; 2021)

Overall, the amenity package offered at the property is considered appropriate for and marketable to the targeted tenant population and will be competitive with those offered among the comparable projects in the market. Amenities to be offered at the property include the following:

Unit Amenities		
• Electric Range	• Washer/Dryer Hookups	• Carpet & Composite Flooring
• Refrigerator	• Central Air Conditioning	• Window Blinds
• Dishwasher	• Walk-In Closet	• Ceiling Fans
• Microwave	• Patio/Balcony	

Community Amenities

- | | | |
|------------------------------|------------------------------------|----------------------|
| • Bike Racks/Storage | • Clubhouse/Community Room | • Parties/Picnics |
| • Multipurpose Room | • Common Area Wi-Fi | • Common Patio/Porch |
| • Community Garden | • Gazebo/Pavilion | • Laundry Room |
| • On-Site Management | • Grilling Area | • Playground |
| • CCTV/Cameras | • Classes | |
| • Social Service Coordinator | • Surface Parking Lot (168 Spaces) | |

2. Site Description/Evaluation:

The subject site is comprised of vacant land located southeast of the Griffin Avenue and South Troup Street intersection in the southern portion of Valdosta, Georgia. The subject site neighborhood is mixed-use in nature and generally comprised of structures in fair to good condition. Note that while a wrecking company/salvage yard is located south of the site and some existing homes/structures in the area were observed to be in less than average condition, these properties are well buffered from the subject site property. Thus, the proximity of these nearby land uses to the subject property is not expected to have any adverse impact on the subject's overall marketability. The proposed site is clearly visible and easily accessible given its frontage along three area roadways, including Griffin Avenue, an arterial roadway bordering the site to the north. Most basic area services are also located within proximity of the site and are easily accessible given the subject's proximity to various arterial roadways. Overall, the subject site location is considered conducive to affordable multifamily rental product and the development of the subject property is expected to revitalize a portion of the immediate site area.

3. Market Area Definition:

The Valdosta Site PMA includes the majority of Valdosta city and other surrounding unincorporated portions of Lowndes County. The boundaries of the Valdosta Site PMA generally follow the Withlacoochee River, Cherry Lake and Knights Academy Road to the north; Moore Road, Lakeland Highway and Inner Perimeter Road to the east; Madison Highway, Airport Road, Clarence S Parker Drive and Old Clyattville Road to the south; and Interstate 75 to the west. The boundaries of the Valdosta Site PMA are all within approximately 6.0 miles of the subject site. A map illustrating these boundaries is included on page E-2 of this report.

4. Community Demographic Data:

The Valdosta Site PMA is projected to experience both population and household growth between 2022 and 2024, a trend which has been ongoing since 2000 and is expected to increase demand for housing within the area for the foreseeable future. Household growth is projected to occur among most age groups and among both owner- and renter-occupied households. Notably, renter households are projected to comprise more than 60.0% of all households in the market as more than 15,300 renter households are projected for the market in 2024. Further, more than 71.0%

of all renter households in the Valdosta Site PMA are projected to earn less than \$50,000 in 2024. Based on the preceding factors, a good base of potential support will continue to exist for affordable rental product within the Valdosta Site PMA for the foreseeable future. Additional demographic data is included in *Section F* of this report.

Also note that based on 2015-2019 American Community Survey (ACS) data, 34.5% of the vacant housing units in the Site PMA are classified as “Other Vacant,” which encompasses foreclosed, dilapidated and/or abandoned housing. Based on information obtained from RealtyTrac.com, there are currently only 11 foreclosed properties available within all of Lowndes County. Further, our survey of the Valdosta Site PMA revealed that established conventional rental properties are operating at strong occupancy levels within the market. Based on the preceding analysis, it is our opinion that foreclosed/abandoned homes will not have any tangible impact on the subject's marketability. This is especially true when considering the limited availability of LIHTC product in the Valdosta market.

5. Economic Data:

Similar to most markets throughout the country, Lowndes County experienced an economic downturn in 2020 as a result of the COVID-19 pandemic. The impact of the pandemic, however, was less significant within the county as compared to state and national trends, both in terms of total employment and unemployment rate figures. The county also quickly recovered from the impact of the pandemic as more than 1,600 jobs have been added to the county employment base since 2020 and the annual unemployment rate has declined to a rate of 3.4% through February of 2022. In addition to recent employment growth replacing all 1,448 jobs lost during 2020, an additional 179 jobs have been added to the county employment base through February of 2022. Unemployment rates within the county through February of 2022 are also lower than pre-pandemic levels. Based on the preceding factors, we expect the Lowndes County economy will continue to improve/expand for the foreseeable future. Additional economic data is included in *Section G* of this report.

6. Project-Specific Affordability and Demand Analysis:

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income			
	50% (\$18,411 to \$31,400)	60% (\$22,183 to \$37,680)	70% (\$25,611 to \$43,960)	Overall (\$18,411 to \$43,960)
Net Demand	1,940	1,807	1,499	2,576
Proposed Units / Net Demand	26 / 1,940	44 / 1,807	10 / 1,499	80 / 2,576
Capture Rate	1.3%	2.4%	0.7%	3.1%

Per GDCA guidelines, capture rates below 30.0% for projects in the Metro Pool, such as the subject project located in Valdosta (Lowndes County), are considered acceptable. Thus, the proposed project's overall capture rate of 3.1% is considered

low and acceptable. This is particularly true when considering the strong occupancy rates and waiting lists maintained among the existing comparable LIHTC properties in the market. Based on the preceding factors, the subject's capture rates by AMHI level are also considered acceptable, ranging from 0.7% to 2.4%.

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

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (40%)	50%	5	798	16	782	0.6%
One-Bedroom (40%)	60%	9	732	22	710	1.3%
One-Bedroom (40%)	70%	2	600	0	600	0.3%
One-Bedroom	Total	16	2,130	38	2,092	0.8%
Two-Bedroom (40%)	50%	13	798	19	779	1.7%
Two-Bedroom (40%)	60%	22	732	0	732	3.0%
Two-Bedroom (40%)	70%	5	600	0	600	0.8%
Two-Bedroom	Total	40	2,130	19	2,111	1.9%
Three-Bedroom (20%)	50%	8	399	19	380	2.1%
Three-Bedroom (20%)	60%	13	366	0	366	3.6%
Three-Bedroom (20%)	70%	3	300	0	300	1.0%
Three-Bedroom	Total	24	1,065	19	1,046	2.3%

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

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

The capture rates by bedroom type and targeted income level range from 0.3% to 3.6%. These capture rates are well below GDCA's capture rate thresholds and are considered achievable. This indicates that a sufficient base of income-appropriate renter household support exists in the Valdosta Site PMA for each of the unit types proposed for the subject development.

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

7. Competitive Rental Analysis

Tax Credit

Upon completion, the subject property will offer one- through three-bedroom units which will target general-occupancy (family) households earning up to 50%, 60%, and 70% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Valdosta Site PMA, we identified and surveyed two existing non-subsidized general-occupancy LIHTC properties which offer unit types similar to those proposed for the subject property in terms of bedroom type and targeted income (AMHI) level. In addition to these two properties, we also identified and surveyed two additional general-occupancy LIHTC properties outside but within the nearby surrounding areas north of the Valdosta Site PMA. While these properties are not expected to be directly

competitive with the subject project due to their location, they will provide a good additional base of comparison for the subject property, particularly when considering the age of these properties as compared to similar product located in the Valdosta Site PMA.

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Harvest Station	2024	80	-	-	-	Families; 50%, 60% & 70% AMHI
11	Heron Lake I	2005	70*	100.0%	4.6 Miles	Shared: 60 HH	Families; 30%, 50%, & 60% AMHI
12	Heron Lake II	2008	54*	100.0%	4.6 Miles	Shared: 60 HH	Families; 30%, 50%, & 60% AMHI
902	Freedom Heights	2018	66*	100.0%	7.6 Miles	100 HH	Families; 50% & 60% AMHI
903	Gateway Pines Apts.	2012	56	100.0%	20.9 Miles	35 HH	Families; 50% & 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy; HH - Households

*Tax Credit units only

The four comparable LIHTC projects have a combined occupancy rate of 100.0% and all four maintain waiting lists ranging from 35 to 100-households for their next available units. These are clear indications of strong and pent-up demand for additional general-occupancy LIHTC product in the Valdosta market and surrounding region. The subject property will help to alleviate a portion of this pent-up demand.

The newest of the comparable properties, Freedom Heights, opened in November of 2018. According to management, this property began preleasing units in September of 2018 and reached a stabilized occupancy rate of at least 93.0% in December of 2018. This is reflective of an average absorption rate of approximately 20 to 21 units per month from the time preleasing began. It is important to note, however, that this property also includes some unrestricted market-rate units which likely contributed to the rapid absorption of this property. Regardless, the strong absorption history of this property is further indication of strong demand for non-subsidized LIHTC product in the Valdosta area. Although this property is located outside of the Valdosta Site PMA, it is still within Valdosta and on the periphery of the northern PMA boundary. Thus, absorption trends pertaining to this property are relevant to new general-occupancy LIHTC product in the Valdosta Site PMA, such as the proposed subject property.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
		\$537/50% (5)	\$649/50% (13)	\$754/50% (8)	
Site	Harvest Station	\$647/60% (9)	\$774/60% (22)	\$904/60% (13)	-
		\$747/70% (2)	\$899/70% (5)	\$1,054/70% (3)	
11	Heron Lake I	\$335/30% (2/0)	\$401/30% (5/0)	\$465/30% (2/0)	None
		\$553/50% (10/0)	\$663/50% (29/0)	\$767/50% (15/0)	
		\$599/60% (1/0)	\$780/60% (4/0)	\$960/60% (2/0)	
12	Heron Lake II	\$335/30% (1/0)	\$401/30% (4/0)	\$465/30% (2/0)	None
		\$553/50% (2/0)	\$663/50% (10/0)	\$767/50% (7/0)	
		\$599/60% (4/0)	\$780/60% (13/0)	\$960/60% (11/0)	
902	Freedom Heights	\$484/50% (6/0)	\$570/50% (8/0)	\$659/50% (6/0)	None
		\$552/60% (3/0)	\$682/60% (23/0)	\$974/60% (20/0)	
903	Gateway Pines Apts.	\$530/50% (2/0)	\$648/50% (3/0)	\$743/50% (4/0)	None
		\$620/60% (6/0)	\$758/60% (21/0)	\$859/60% (20/0)	

900 Series Map IDs are located outside the Site PMA

The subject’s proposed gross Tax Credit rents for the 50% and 60% AMHI units are within range of those reported for similar unit types offered among the comparable properties. The proposed rents for the units at 70% of AMHI will be the highest LIHTC rents in the market/region, relative to those reported for the comparable properties. This is to be expected, however, given the higher income (AMHI) targeting as compared to existing properties which only offer units targeting households earning up to 60% of AMHI. Based on other metrics of this report, including our demand estimates (*Section H*) and our achievable market rent analysis later in this report, the proposed rents for the subject’s 70% AMHI units are considered marketable within the Valdosta market. This is particularly true when considering the lack of such product in the Valdosta area and the fact that no more than five (5) of any single bedroom type will be offered at this higher income (AMHI) level with the subject project.

Comparable/Competitive Tax Credit Summary

The four comparable LIHTC properties surveyed in the area are all 100.0% occupied with waiting lists of up to 100-households maintained for their next available units. The subject property will help alleviate a portion of this pent-up demand. The subject property will also help fill a void in the local rental market as it will offer the only units targeting households earning up to 70% of AMHI among the comparable properties. The subject’s proposed gross rents are considered competitive and marketable within the Valdosta Site PMA, as is the overall design of the subject units and the proposed amenity package.

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

Achievable Market Rent

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

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	50%	\$440	\$975	54.9%
One-Br.	60%	\$550	\$975	43.6%
One-Br.	70%	\$650	\$975	33.3%
Two-Br.	50%	\$525	\$1,075	51.2%
Two-Br.	60%	\$650	\$1,075	39.5%
Two-Br.	70%	\$775	\$1,075	27.9%
Three-Br.	50%	\$600	\$1,160	48.3%
Three-Br.	60%	\$750	\$1,160	35.3%
Three-Br.	70%	\$900	\$1,160	22.4%

Typically, Tax Credit rents for units targeting households earning up to 60% of AMHI are set 10% or more below achievable market rents to ensure the project will represent a value and have a sufficient flow of tenants within the market. Units targeting households earning up to 70% of AMHI typically do not need to represent a 10% market rent advantage to be marketable. However, it is often recommended that such rents are set around 5% to 7% under achievable market rent to ensure such units represent a sufficient value in most markets.

Regardless, the proposed rents, including those at the higher 70% AMHI level, represent market rent advantages ranging from 22.4% to 54.9%. Thus, the subject rents are expected to be perceived as significant values within the Valdosta market.

8. Absorption/Stabilization Estimates

Based on our analysis, it is our opinion that the 80 proposed units for the subject site will reach a stabilized occupancy of at least 93.0% within approximately six months of opening. This absorption period is based on an average monthly absorption rate of approximately 12 to 13 units per month.

9. Overall Conclusion:

Based on the preceding factors, the subject property is considered marketable and supportable within the Valdosta Site PMA. We have no recommendations to the subject project at this time.

SUMMARY TABLE**(must be completed by the analyst and included in the executive summary)**

Development Name:	Harvest Station	Total # Units:	80
Location:	Griffin Avenue and South Troup Street, Valdosta, GA 31601	# LIHTC Units:	80
PMA Boundary:	Withlacoochee River, Cherry Lake and Knights Academy Road to the north; Moore Road, Lakeland Highway and Inner Perimeter Road to the east; Madison Highway, Airport Road, Clarence S Parker Drive and Old Clyattville Road to the south; and Interstate 75 to the west.		
	Farthest Boundary Distance to Subject:		~6.0 miles

RENTAL HOUSING STOCK (found on page I-1 & 6)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	25	3,113	63	98.0%
Market-Rate Housing	22*	3,141	63	98.0%
Assisted/Subsidized Housing not to include LIHTC	0	-	-	-
LIHTC	5*	342	0	100.0%
Stabilized Comps**	2	124	0	100.0%
Properties in Construction & Lease Up	0	-	-	-

*Includes mixed-income properties

**In-market comps only

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
5	One-Br.	1.0	767	\$440 (50%)	\$975	\$1.27	54.9%	\$1,400	\$2.21
9	One-Br.	1.0	767	\$550 (60%)	\$975	\$1.27	43.6%	\$1,400	\$2.21
2	One-Br.	1.0	767	\$650 (70%)	\$975	\$1.27	33.3%	\$1,400	\$2.21
13	Two-Br.	2.0	1,033	\$525 (50%)	\$1,075	\$1.04	51.2%	\$1,569	\$1.73
22	Two-Br.	2.0	1,033	\$650 (60%)	\$1,075	\$1.04	39.5%	\$1,569	\$1.73
5	Two-Br.	2.0	1,033	\$775 (70%)	\$1,075	\$1.04	27.9%	\$1,569	\$1.73
8	Three-Br.	2.0	1,175	\$600 (50%)	\$1,160	\$0.99	48.3%	\$1,605	\$1.46
13	Three-Br.	2.0	1,175	\$750 (60%)	\$1,160	\$0.99	35.3%	\$1,605	\$1.46
3	Three-Br.	2.0	1,175	\$900 (70%)	\$1,160	\$0.99	22.4%	\$1,605	\$1.46

CAPTURE RATES (found on page H-5)

Targeted Population	50%	60%	70%	Market-Rate	Other: __	Overall
Capture Rate	1.3%	2.4%	0.7%	-	-	3.1%

Section C - Project Description

Project Name:	Harvest Station
Location:	Griffin Avenue and South Troup Street, Valdosta, Georgia 31601 (Lowndes County)
Census Tract:	108.00
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 80-unit Harvest Station rental community southeast of the Griffin Avenue and South Troup Street intersection in Valdosta, Georgia. The project will target general-occupancy (family) households earning up to 50%, 60% and 70% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by October 2024. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
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3	Three-Br.	2.0	Garden	1,175	70%	\$900	\$154	\$1,054	\$1,057
80	Total								

Source: IDP Properties

AMHI – Area Median Household Income (Valdosta, GA MSA; 2021)

Building/Site Information	
Residential Buildings:	Four (4) two- & three-story buildings
Building Style:	Walk-up
Community Space:	Stand-alone building
Acres:	6.0

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	July 2023
Begin Preleasing:	July 2024
Construction End:	October 2024

Unit Amenities		
• Electric Range	• Washer/Dryer Hookups	• Carpet & Composite Flooring
• Refrigerator	• Central Air Conditioning	• Window Blinds
• Dishwasher	• Walk-In Closet	• Ceiling Fans
• Microwave	• Patio/Balcony	

Community Amenities		
• Bike Racks/Storage	• Clubhouse/Community Room	• Parties/Picnics
• Multipurpose Room	• Common Area Wi-Fi	• Common Patio/Porch
• Community Garden	• Gazebo/Pavilion	• Laundry Room
• On-Site Management	• Grilling Area	• Playground
• CCTV/Cameras	• Classes	
• Social Service Coordinator	• Surface Parking Lot (168 Spaces)	

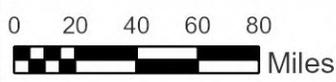
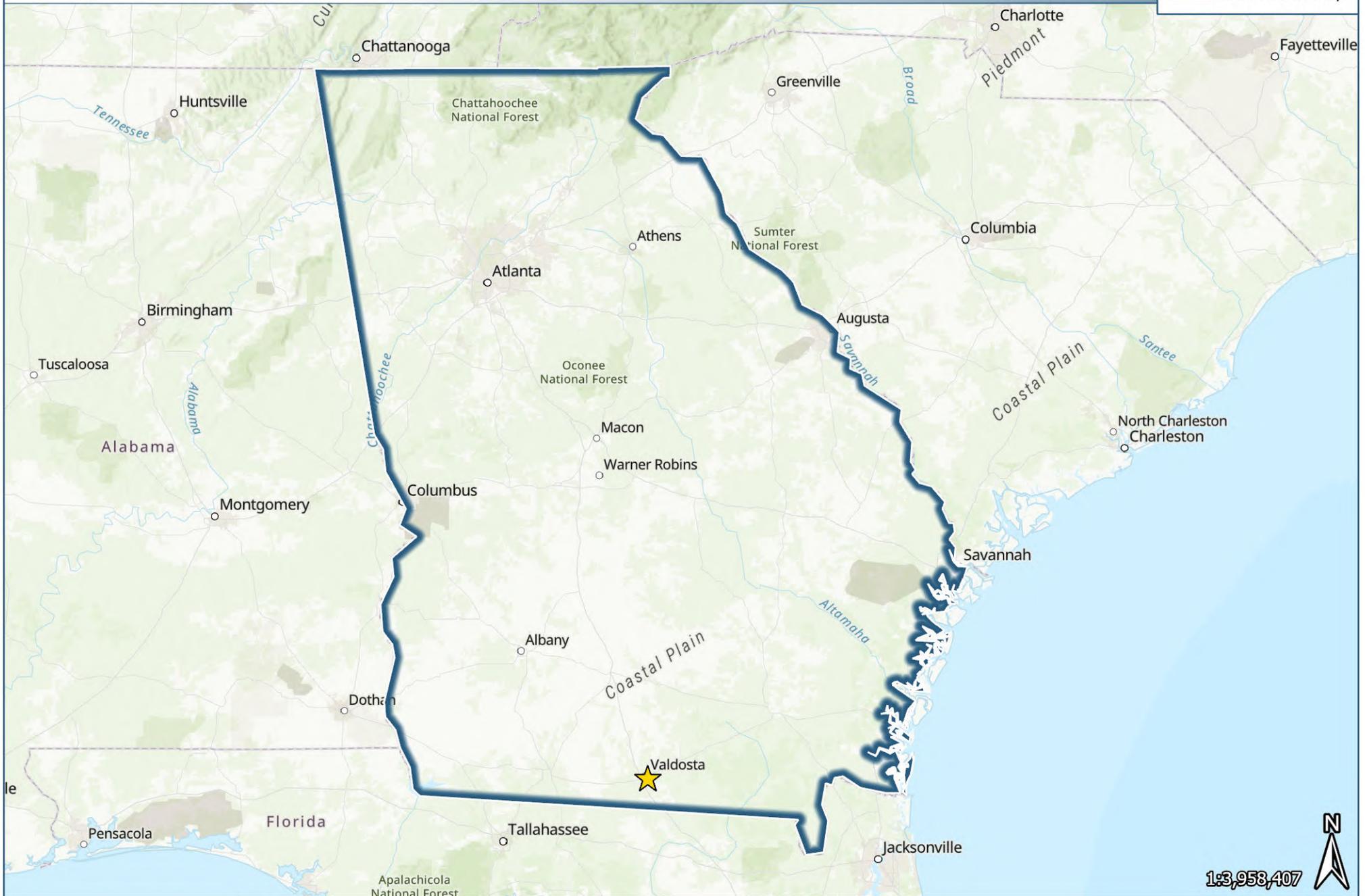
Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
Source	Electric	Electric	Electric				

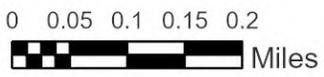
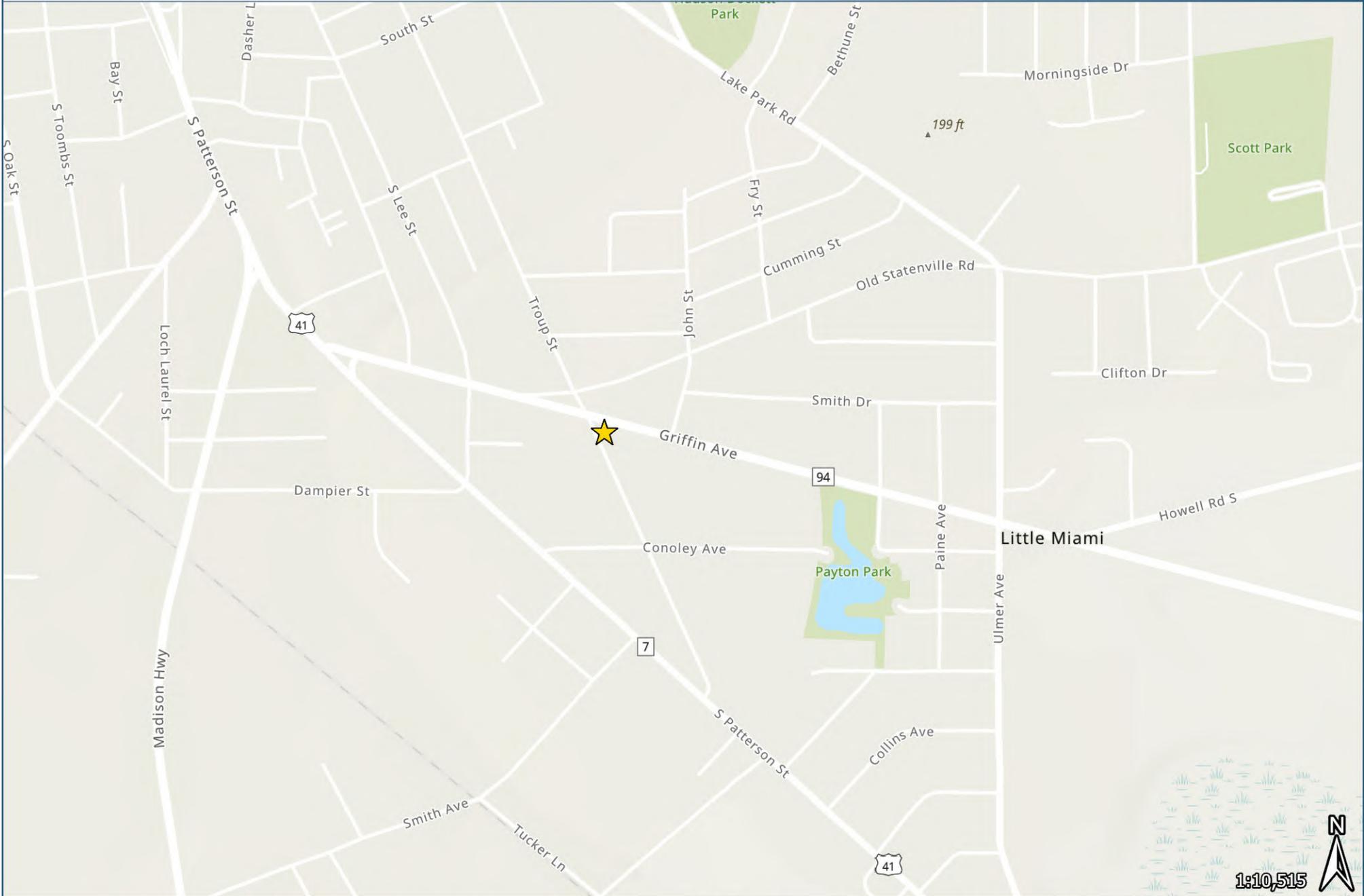
FLOOR AND SITE PLAN REVIEW:

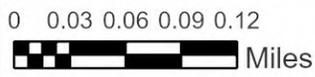
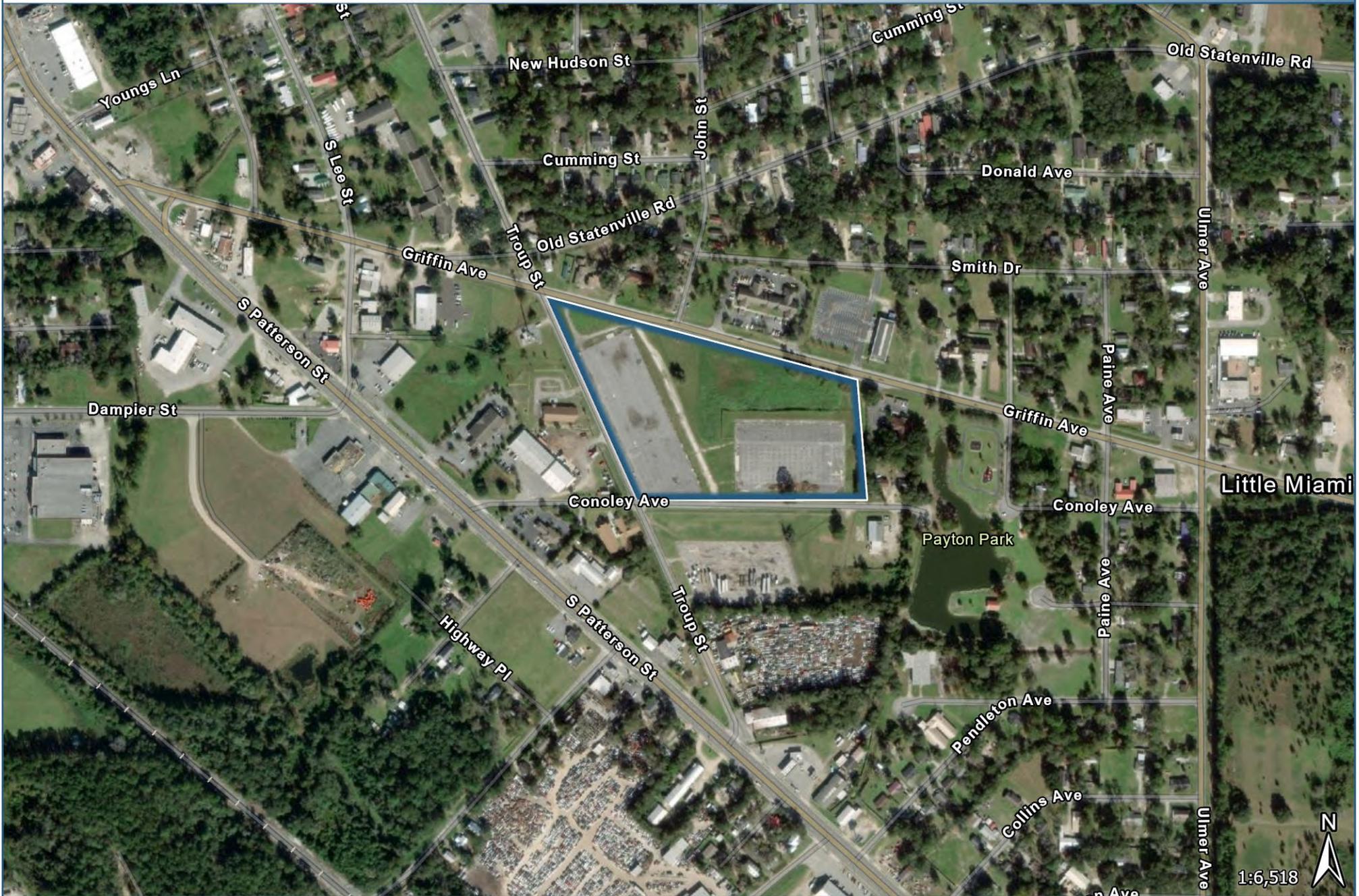
Floor and site plans were not provided for the subject project for review at the time this report was prepared. Information provided at the time of this analysis, however, indicates that the subject property will include one- through three-bedroom garden-style units located within four (4) two- and three-story walk-up style buildings. These unit types will allow the property to attract to a wide demographic base in terms of household size. The subject units will range in size from 767 to 1,175 square feet, with the two-bedroom and larger units including two (2.0) bathrooms and the one-bedroom units offering one (1.0) bathroom. Each unit will come well-equipped in terms of unit amenities and will feature a full kitchen appliance package and dedicated laundry area with in-unit washer/dryer hookups.

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

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







Section D – Site Evaluation

1. LOCATION

The subject site consists of a vacant 6.0-acre parcel located southeast of the Griffin Avenue and South Troup Street intersection in the southern portion of Valdosta, Georgia. Located within Lowndes County, Valdosta is approximately 65.0 miles northeast of Tallahassee, Florida and 72.0 miles southeast of Albany, Georgia. Jonathan Kabat, an employee of Bowen National Research, inspected the site and area apartments during the week of April 4, 2022.

2. SURROUNDING LAND USES

The subject site is located in a developed mixed-use area of Valdosta. Surrounding land uses generally include single-family homes, a library, park, medical offices, churches and a variety of area businesses. Adjacent land uses are detailed as follows:

North -	The northern boundary is defined by Griffin Avenue, a two-lane roadway with light to moderate traffic patterns. Extending north are single-family homes, Partnership Health Center, and two churches. All structures to the north are maintained in fair to good condition.
East -	The eastern boundary is defined by the McMullen Southside Library and two single-family homes. Extending east is Payton Park, additional single-family homes, wooded land and various local businesses. All structures to the east are maintained in fair to good condition.
South -	The southern boundary is defined by Conoley Avenue, a two-lane roadway with light traffic patterns. Extending south is the Valdosta Wrecking Company, local churches, and several businesses located along the U.S. Highway 41 Business/State Route 7 corridor, a four-lane roadway with moderate traffic patterns. Structures south of the site were observed to range in condition from poor to good.
West -	The western boundary is defined by South Troup Street, a two-lane roadway with light traffic patterns. Extending west is a variety of businesses, including but not limited to a grocery store, dollar store, and restaurant, along with single-family homes. All structures to the west are maintained in fair to good condition.

The site is within a mixed-use neighborhood of Valdosta. Surrounding structures were observed to range in condition from poor to good, though most are in fair to good condition. The site neighborhood is mostly comprised of older buildings and while some were observed to be in less than average condition, none were observed to be blighted. These land uses are typical within the southern portion of Valdosta, based on our observations. The development of the subject project will help revitalize a portion of the immediate site area.

Note that while a wrecking company/salvage yard is located south of the site, this property/business is buffered from the subject site property by Conoley Avenue and another undeveloped parcel and light tree line. Thus, the proximity of these nearby land uses to the subject property is not expected to have any adverse impact on the subject's overall marketability.

3. VISIBILITY AND ACCESS

The site is clearly visible from three adjacent roadways, Griffin Avenue, South Troup Street and Conoley Avenue which border the site to the north, west, and south, respectively. Passerby traffic, however, will primarily come from Griffin Avenue and South Troup Street, as Conoley Avenue is currently only utilized as an access road for two single-family homes and a parking lot area located east and south of the site, respectively. The two- and three-story designs of the subject buildings is also expected to contribute to the subject's visibility from the aforementioned roadways as these will be some of the tallest structures in the immediate site area. While visibility of the subject site is considered good, it is also recommended that proper site signage is provided and visible from Griffin Avenue and/or South Troup Street to enhance awareness of the property to passerby traffic.

Although site plans depicting specific access points to the subject site property were not provided/available at the time of this report, the subject property could derive access from any of the three bordering roadways. As previously discussed, these include Griffin Avenue to the north, Conoley Avenue to the south, or South Troup Street to the west. These roadways were observed to experience light to moderate traffic patterns which will allow for unimpeded ingress/egress of the subject property. Notably, both Griffin Avenue and South Troup Street provide direct access to/from U.S. Highway 41 Business, a primary arterial throughout the Valdosta area.

According to area planning and zoning officials, no notable roads or other infrastructure projects are underway or planned for the immediate site area.

Based on the preceding factors, both visibility and access are considered good and are expected to have a positive impact on the subject's overall marketability.

4. SITE PHOTOGRAPHS

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

Harvest Station



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south

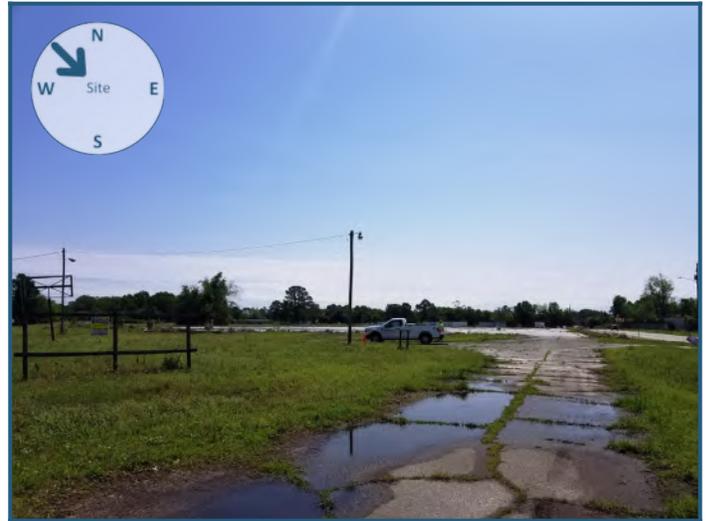


View of site from the southwest

Harvest Station



View of site from the west



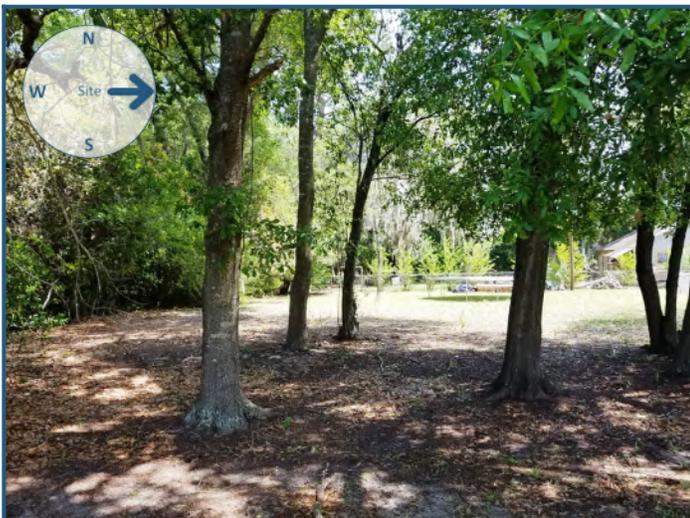
View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site

Harvest Station



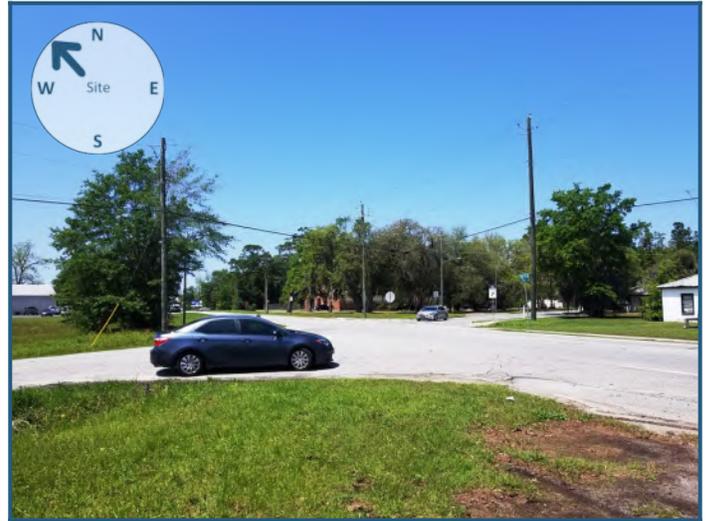
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: East view Griffin Avenue



Streetscape: West view Griffin Avenue

Harvest Station



Streetscape: Southeast view of South Troupe Street



Streetscape: Northwest view of South Troupe Street



Streetscape: East view of Conoley Avenue



Streetscape: West view of Conoley Avenue

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 41 Business	0.4 West
	State Route 7	0.4 West
	U.S. Highway 221	1.2 Northwest
Public Bus Stop	River North Transit	On-Site/On-Demand
Major Employers/ Employment Centers	Landale Forest Products	0.7 West
	Valdosta State University	2.6 Northwest
	South Georgia Medical Center	3.8 Northwest
Convenience Store	Gas & Go	0.5 Northwest
	Quik Stop	0.5 Northwest
	J & K Foodmart	0.6 Northeast
Grocery	Piggly Wiggly	0.5 West
	Save-a-Lot	0.6 West
	Apna Desh Grocery	1.4 Northwest
Discount Department Store	Super Dollar Store	0.3 West
	Dollar General	0.6 West
	Family Dollar	1.3 North
Shopping Center/Mall	Castle Park Shopping Center	3.3 North
	Promenade Shopping Plaza	4.2 Northwest
	North Ashley Centre	4.3 North
Schools: Elementary Middle/Junior High High	Pinevale Elementary School	0.8 North
	Lowndes Middle School	3.0 South
	Valdosta High School	5.3 Northeast
Hospital	Partnership Health Center	0.1 North
	South Georgia Medical Center	3.8 Northwest
Police	Valdosta Police Department	1.6 Northwest
Fire	Valdosta Fire Department	1.3 Northwest
Post Office	U.S. Post Office	1.6 Northwest
Bank	Farmers & Merchants Bank	0.2 South
	Bank OZK	1.4 Northwest
	Citizens Community Bank	3.7 Northwest
Senior Center	VLPR Senior Community Center	3.2 North
Recreational Facilities	Payton Park	0.2 East
	Southside Recreation Center	1.1 Northwest
Gas Station	Shell	0.3 Southeast
	Gas N Go	0.5 West
	Exxon	0.7 West
Pharmacy	Barnes Drug Store	1.4 Northwest
	Pharmacy Alternatives	3.5 West
	Pruitt Health Pharmacy Services	3.6 West
Restaurant	Ella's Top Corral	0.3 West
	Hardee's	0.4 West
	McDonald's	0.5 Northwest
Day Care	Coastal Plain Head Start	0.6 East
Community Center	Mildred M Hunter Community Center	1.0 North

As the preceding illustrates, most basic area services are located within 2.0 miles of the site. This includes but is not limited to multiple grocery stores, discount shopping opportunities, banks, a pharmacy, and various restaurants. The nearest shopping center is located just 3.3 miles from the site. Many of these services are east of the site along the U.S. Highway 41 Business commercial corridor. Additional arterial roadways are also accessible within 1.2 miles of the site, further enhancing accessibility of area services. While a fixed route public transit system is not provided within the Valdosta area, the city of Valdosta has contracted with River North Transit, LLC to provide an on-demand transportation service. This on-demand service is pay per trip and further enhances access to services throughout the Valdosta area.

Public safety services are provided by the Valdosta Police and Fire departments, which are located 1.6 and 1.3 miles from the site, respectively. The nearest full-service hospital with an emergency department, South Georgia Medical Center, is located 3.8 miles from the site. It is also of note that all applicable attendance schools are accessible within 5.3 miles of the site, with the elementary school being less than 1.0 mile from the site.

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



Valdosta, GA

Local Community Services



- Legend**
- Site Area
 - Bank
 - Child Care
 - Convenience Store
 - Elementary School
 - Fire
 - Gas
 - Grocery
 - Medical Center
 - Park
 - Police
 - Recreation Center
 - Restaurant
 - Shopping
 - Employer 1000-5000



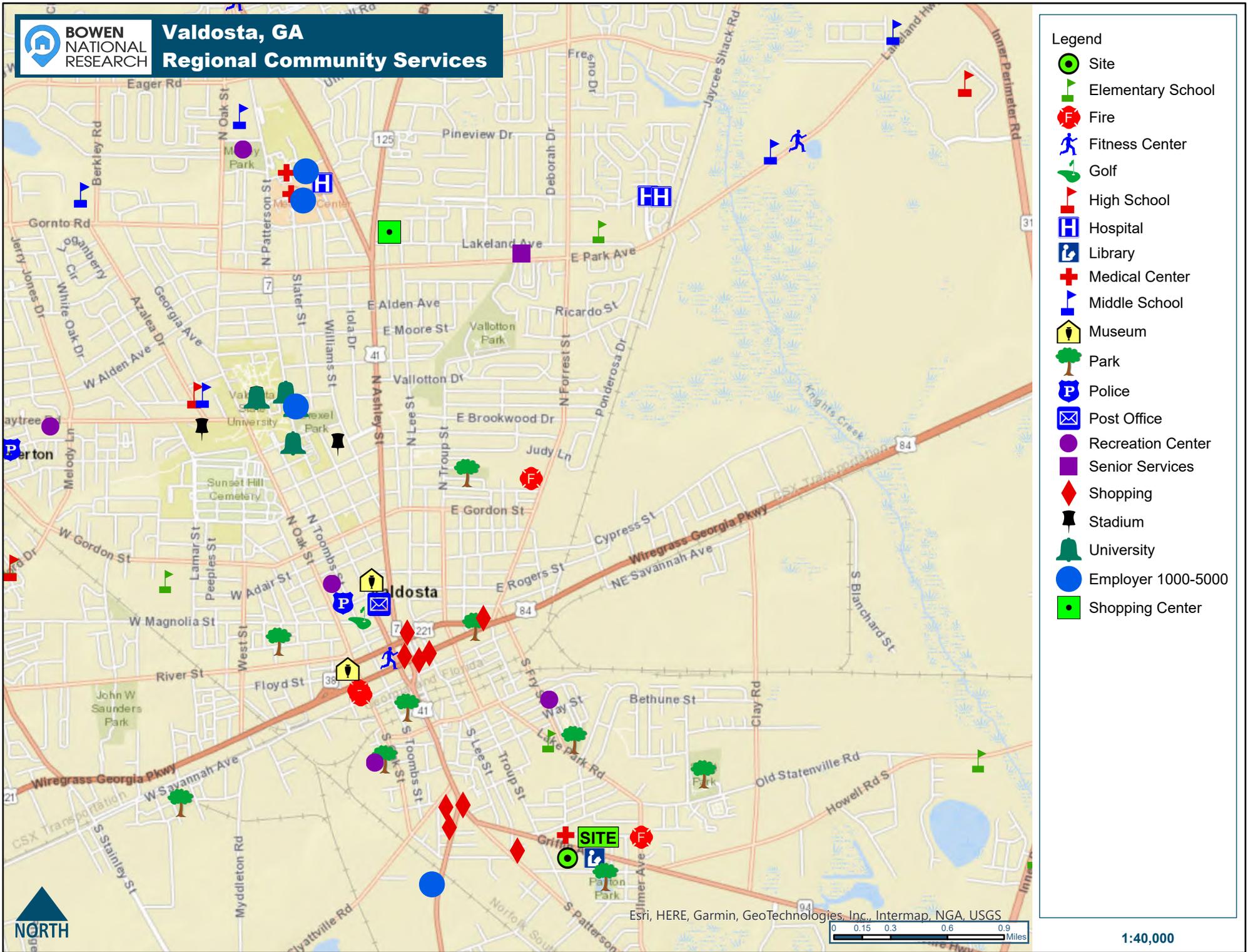
Esri, HERE, Garmin, GeoTechnologies, Inc., NGA, USGS



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Valdosta, GA Regional Community Services



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



Esri, HERE, Garmin, GeoTechnologies, Inc., Intermap, NGA, USGS



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6. CRIME ISSUES

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

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

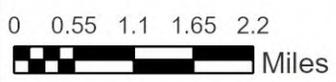
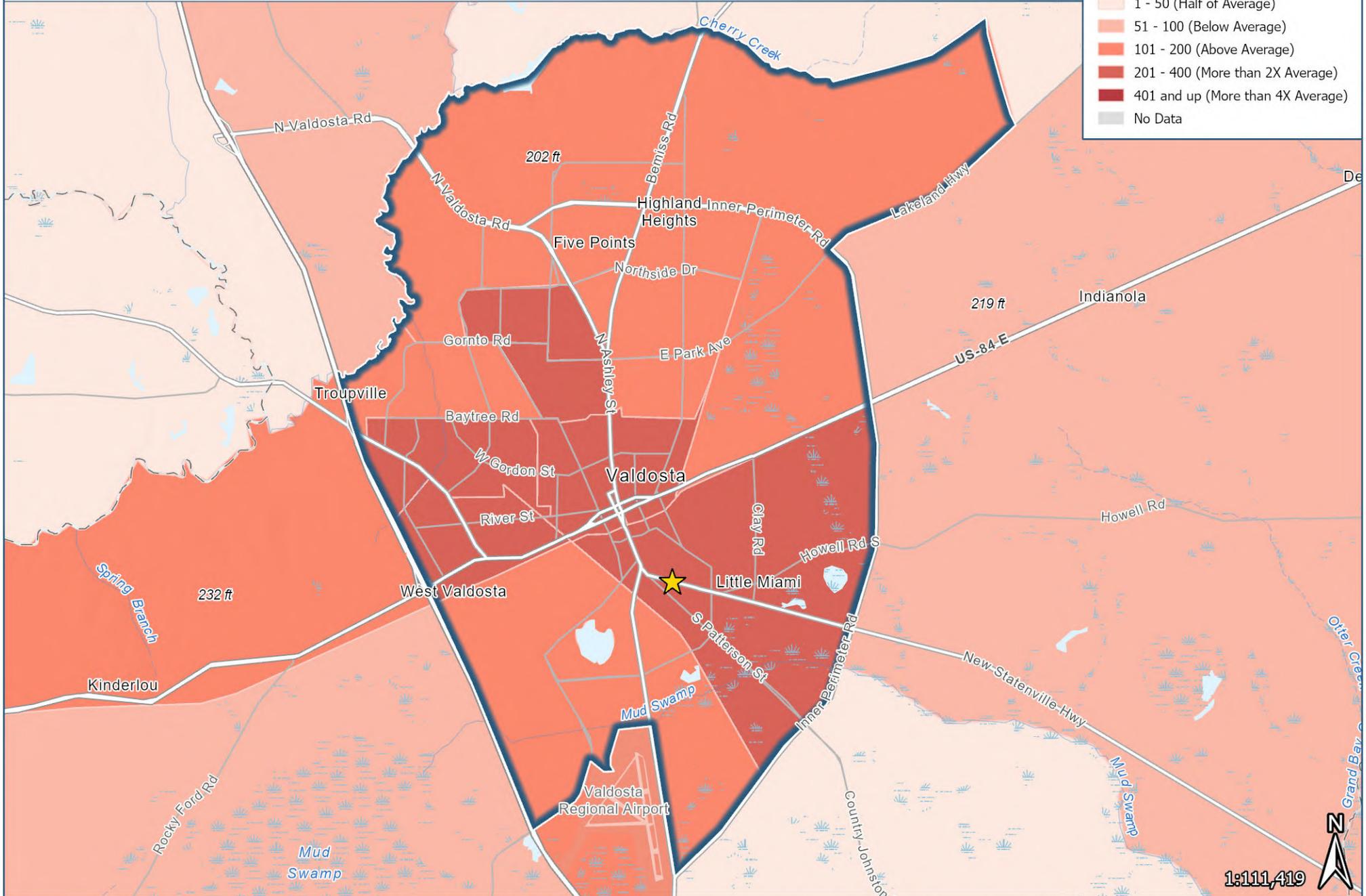
It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk for the Site ZIP Code is 202, with an overall personal crime index of 120 and a property crime index of 216. Total crime risk for Lowndes County is 140, with indexes for personal and property crime of 64 and 153, respectively.

	Crime Risk Index	
	Site ZIP Code	Lowndes County
Total Crime	202	140
Personal Crime	120	64
Murder	345	154
Rape	89	59
Robbery	126	61
Assault	118	63
Property Crime	216	153
Burglary	216	146
Larceny	226	163
Motor Vehicle Theft	132	86

Source: Applied Geographic Solutions

The crime risk index reported for the subject Site ZIP Code (202) is higher than that reported for Lowndes County (140) and both are above the national average of 100. Crime indexes of around 200, however, are not uncommon of more developed and populated areas such as the subject site area. Also note that several existing rental properties are located within the same ZIP Code as the subject site and report strong occupancy rates. This is a good indication that there is likely a low perception of crime in the site area. Further, the subject site property will provide on-site management and CCTV/Cameras, features which will further enhance the sense of security at the subject property. Based on the preceding factors and considering the strong demand for affordable rental product in the area, we do not expect crime to have any adverse impact on the overall marketability of the subject property. A map illustrating crime risk is on the following page.



7. OVERALL SITE EVALUATION

The subject site is comprised of vacant land located southeast of the Griffin Avenue and South Troup Street intersection in the southern portion of Valdosta, Georgia. The subject site neighborhood is mixed-use in nature and generally comprised of structures in fair to good condition. Note that while a wrecking company/salvage yard is located south of the site and some existing homes/structures in the area were observed to be in less than average condition, these properties are well buffered from the subject site property. Thus, the proximity of these nearby land uses to the subject property is not expected to have any adverse impact on the subject's overall marketability. The proposed site is clearly visible and easily accessible given its frontage along three area roadways, including Griffin Avenue, an arterial roadway bordering the site to the north. Most basic area services are also located within proximity of the site and are easily accessible given the subject's proximity to various arterial roadways. Overall, the subject site location is considered conducive to affordable multifamily rental product and the development of the subject property is expected to revitalize a portion of the immediate site area.

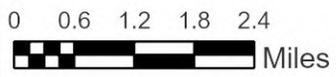
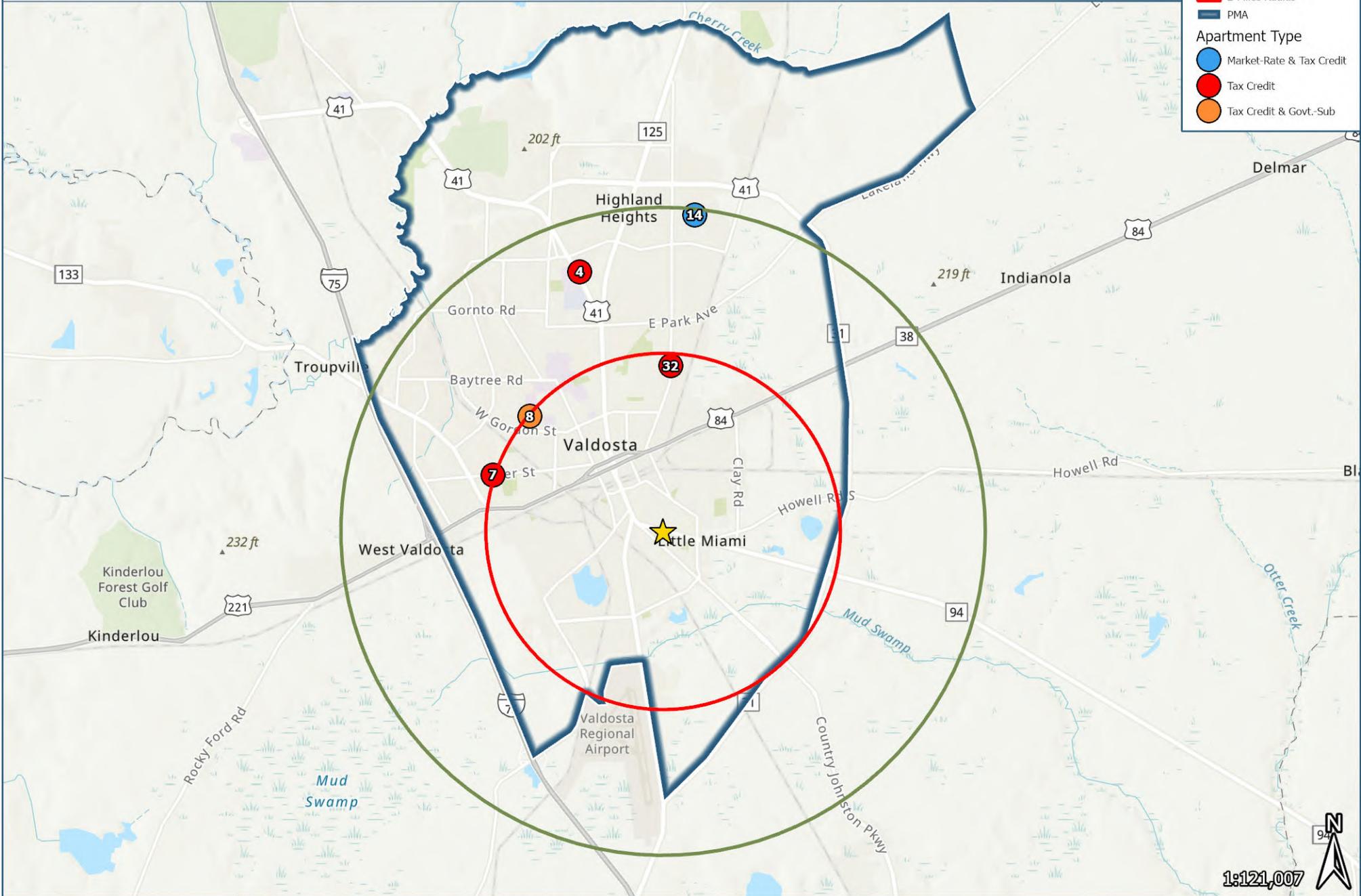
8. MAP OF LOW-INCOME RENTAL HOUSING

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

-  Site
-  4-Miles Radius
-  2-Miles Radius
-  PMA

Apartment Type

-  Market-Rate & Tax Credit
-  Tax Credit
-  Tax Credit & Govt.-Sub



Section E – Market Area

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

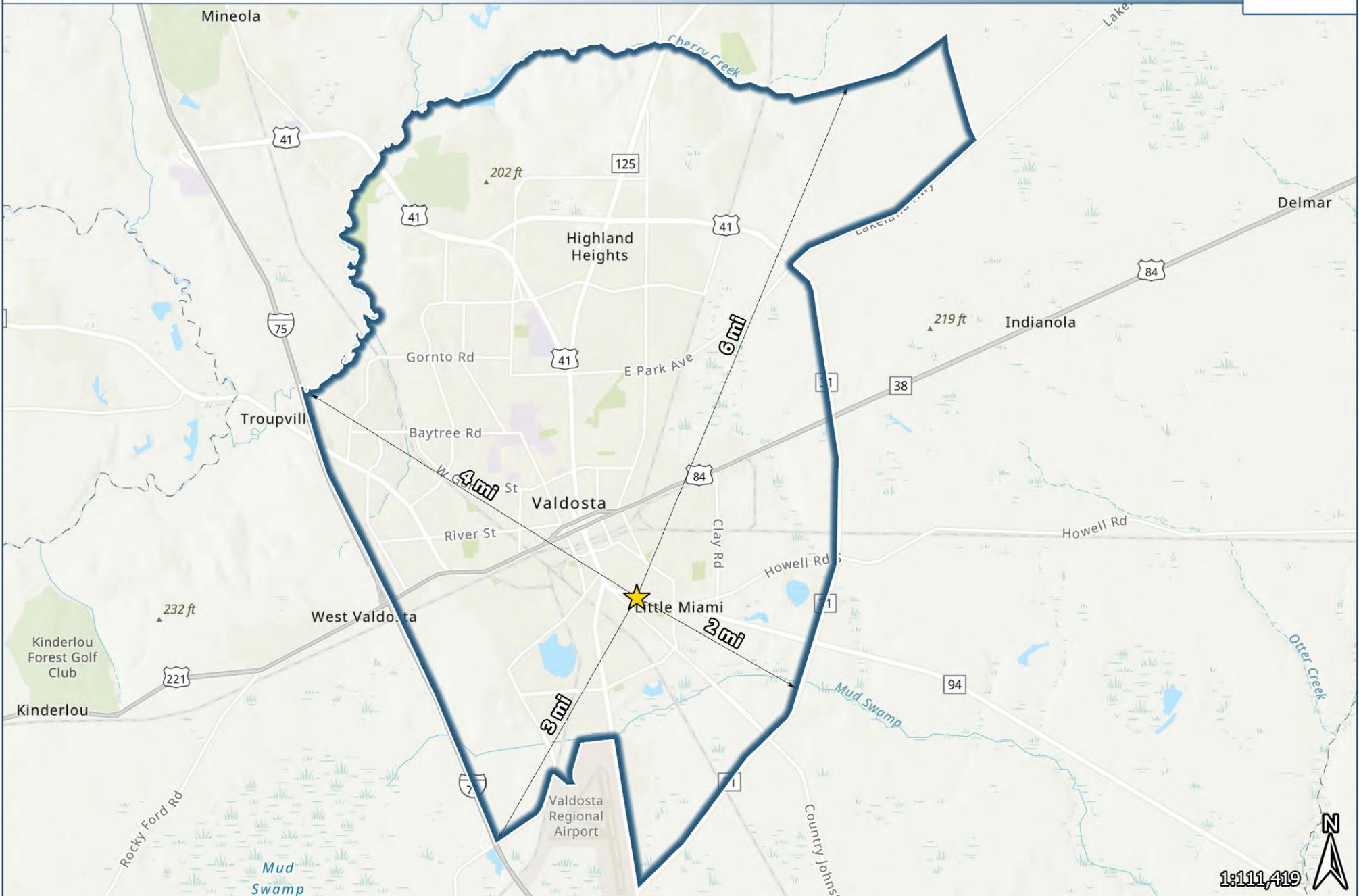
The Valdosta Site PMA includes the majority of Valdosta city and other surrounding unincorporated portions of Lowndes County. The boundaries of the Valdosta Site PMA generally follow the Withlacoochee River, Cherry Lake and Knights Academy Road to the north; Moore Road, Lakeland Highway and Inner Perimeter Road to the east; Madison Highway, Airport Road, Clarence S Parker Drive and Old Clyattville Road to the south; and Interstate 75 to the west. The boundaries of the Valdosta Site PMA are all within approximately 6.0 miles of the subject site.

The following are summaries of interviews conducted with various local property managers which helped to confirm/establish the boundaries of the Valdosta Site PMA:

- Greta Cook is the Property Manager for Freedom Heights, a mixed-income (Tax Credit and market-rate) property located just north of the Valdosta Site PMA. Ms. Cook confirmed the boundaries of the PMA, specifically stating that a property south of the city center should not expect to generate much support from areas north of the Valdosta Site PMA.
- Ashley Jones is the Property Manager for the Ashbury, a senior Tax Credit property in the Valdosta Site PMA. Ms. Jones also confirmed the boundaries of the PMA, stating that the majority of support for her project comes from within Valdosta itself.

While we recognize the subject property will undoubtedly receive some support from areas outside the Valdosta Site PMA, this base of support is expected to be modest. Thus, we have not considered any secondary market area in this report.

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



Section F – Community Demographic Data

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2022 (estimated) and 2024 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2022 (Estimated)	2024 (Projected)
Population	50,525	59,647	64,382	65,195
Population Change	-	9,122	4,735	813
Percent Change	-	18.1%	7.9%	1.3%

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

The Valdosta Site PMA population base increased by 9,122 between 2000 and 2010. This represents an 18.1% increase over the 2000 population, or an annual rate of 1.7%. Between 2010 and 2022, the population increased by 4,735, or 7.9%. It is projected that the population will increase by 813, or 1.3%, between 2022 and 2024.

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

Population by Age	2010 (Census)		2022 (Estimated)		2024 (Projected)		Change 2022-2024	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	17,574	29.5%	17,691	27.5%	17,883	27.4%	192	1.1%
20 to 24	9,778	16.4%	8,560	13.3%	8,625	13.2%	65	0.8%
25 to 34	9,047	15.2%	11,133	17.3%	10,648	16.3%	-485	-4.4%
35 to 44	5,877	9.9%	7,136	11.1%	7,697	11.8%	561	7.9%
45 to 54	6,126	10.3%	5,420	8.4%	5,529	8.5%	108	2.0%
55 to 64	5,216	8.7%	5,816	9.0%	5,713	8.8%	-103	-1.8%
65 to 74	3,180	5.3%	4,871	7.6%	5,034	7.7%	162	3.3%
75 & Over	2,849	4.8%	3,754	5.8%	4,067	6.2%	312	8.3%
Total	59,647	100.0%	64,382	100.0%	65,195	100.0%	813	1.3%

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

As the preceding table illustrates, nearly 46% of the population is expected to be between 25 and 64 years old in 2022. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2022 (Estimated)	2024 (Projected)
Households	19,333	22,649	24,962	25,331
Household Change	-	3,316	2,313	368
Percent Change	-	17.2%	10.2%	1.5%
Household Size	2.61	2.63	2.42	2.41

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

Within the Valdosta Site PMA, households increased by 3,316 (17.2%) between 2000 and 2010. Between 2010 and 2022, households increased by 2,313 or 10.2%. By 2024, there will be 25,331 households, an increase of 368 households, or 1.5% over 2022 levels. This is an increase of approximately 184 households annually over the next two years.

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

Households by Age	2010 (Census)		2022 (Estimated)		2024 (Projected)		Change 2022-2024	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	3,969	17.5%	3,548	14.2%	3,597	14.2%	49	1.4%
25 to 34	4,644	20.5%	5,544	22.2%	5,297	20.9%	-248	-4.5%
35 to 44	3,296	14.6%	3,862	15.5%	4,159	16.4%	297	7.7%
45 to 54	3,492	15.4%	2,974	11.9%	3,023	11.9%	48	1.6%
55 to 64	3,153	13.9%	3,385	13.6%	3,314	13.1%	-72	-2.1%
65 to 74	2,111	9.3%	3,137	12.6%	3,228	12.7%	92	2.9%
75 to 84	1,425	6.3%	1,798	7.2%	1,943	7.7%	144	8.0%
85 & Over	559	2.5%	714	2.9%	771	3.0%	57	8.0%
Total	22,649	100.0%	24,962	100.0%	25,331	100.0%	368	1.5%

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

Household growth is projected to occur among most age groups between 2022 and 2024, with the greatest growth projected to occur among households between the ages of 35 and 44. Further, households within the primary age group (25 to 64) of potential tenants for the subject project are projected to comprise more than 62.0% of all households in 2024. These are good indications of ongoing demand for general-occupancy (family-oriented) housing alternatives within this market.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2022 (Estimated)		2024 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	9,695	42.8%	9,750	39.1%	9,968	39.4%
Renter-Occupied	12,954	57.2%	15,212	60.9%	15,363	60.6%
Total	22,649	100.0%	24,962	100.0%	25,331	100.0%

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

In 2022, homeowners occupied 39.1% of all occupied housing units, while the remaining 60.9% were occupied by renters. The share of renters is high for a market such as the Valdosta Site PMA and represents a good base of potential renter support in the market for the subject development. Note that the number of renter households is projected to increase by 151, or 1.0%, between 2022 and 2024.

The household sizes by tenure within the Site PMA, based on the 2022 estimates and 2024 projections, were distributed as follows:

Persons Per Renter Household	2022 (Estimated)		2024 (Projected)		Change 2022-2024	
	Households	Percent	Households	Percent	Households	Percent
1 Person	5,287	34.7%	5,354	34.8%	66	1.3%
2 Persons	4,694	30.8%	4,751	30.9%	57	1.2%
3 Persons	2,568	16.9%	2,575	16.8%	8	0.3%
4 Persons	1,503	9.9%	1,496	9.7%	-7	-0.5%
5 Persons+	1,165	7.7%	1,189	7.7%	25	2.1%
Total	15,217	100.0%	15,366	100.0%	149	1.0%

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

Persons Per Owner Household	2022 (Estimated)		2024 (Projected)		Change 2022-2024	
	Households	Percent	Households	Percent	Households	Percent
1 Person	2,437	25.0%	2,531	25.4%	94	3.8%
2 Persons	3,591	36.8%	3,654	36.7%	63	1.8%
3 Persons	1,609	16.5%	1,629	16.3%	20	1.2%
4 Persons	1,337	13.7%	1,367	13.7%	30	2.3%
5 Persons+	776	8.0%	787	7.9%	11	1.4%
Total	9,750	100.0%	9,968	100.0%	218	2.2%

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

The one- through three-bedroom units proposed for the subject property are expected to primarily house up to five-person households. Thus, the subject property will be capable of accommodating most renter households in the market, based on household size. Also note that growth is projected among renter households of most sizes between 2022 and 2024, indicative of ongoing demand for rental product of varying bedroom sizes.

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

Household Income	2010 (Census)		2022 (Estimated)		2024 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	3,036	13.4%	3,330	13.3%	3,279	12.9%
\$10,000 to \$19,999	3,566	15.7%	3,069	12.3%	3,042	12.0%
\$20,000 to \$29,999	3,470	15.3%	3,981	15.9%	3,857	15.2%
\$30,000 to \$39,999	2,834	12.5%	2,898	11.6%	2,880	11.4%
\$40,000 to \$49,999	2,244	9.9%	2,174	8.7%	2,207	8.7%
\$50,000 to \$59,999	1,720	7.6%	2,054	8.2%	2,137	8.4%
\$60,000 to \$74,999	1,818	8.0%	2,349	9.4%	2,476	9.8%
\$75,000 to \$99,999	1,539	6.8%	2,470	9.9%	2,619	10.3%
\$100,000 to \$124,999	1,065	4.7%	839	3.4%	894	3.5%
\$125,000 to \$149,999	557	2.5%	611	2.4%	669	2.6%
\$150,000 to \$199,999	476	2.1%	522	2.1%	563	2.2%
\$200,000 & Over	324	1.4%	671	2.7%	711	2.8%
Total	22,649	100.0%	24,967	100.0%	25,334	100.0%
Median Income	\$34,420		\$37,261		\$38,643	

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

In 2010, the median household income was \$34,420. This increased by 8.3% to \$37,261 in 2022. By 2024, it is projected that the median household income will be \$38,643, an increase of 3.7% over 2022.

The following tables illustrate renter household income by household size for 2010, 2022 and 2024 for the Valdosta Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	783	673	430	327	219	2,432
\$10,000 to \$19,999	956	712	455	346	231	2,699
\$20,000 to \$29,999	729	660	422	321	215	2,347
\$30,000 to \$39,999	490	480	307	233	156	1,666
\$40,000 to \$49,999	349	345	220	168	112	1,193
\$50,000 to \$59,999	247	250	160	121	81	859
\$60,000 to \$74,999	212	203	130	99	66	710
\$75,000 to \$99,999	157	138	88	67	45	495
\$100,000 to \$124,999	85	70	45	34	23	256
\$125,000 to \$149,999	45	36	23	17	12	133
\$150,000 to \$199,999	36	25	16	12	8	97
\$200,000 & Over	24	17	11	8	5	65
Total	4,113	3,608	2,307	1,754	1,172	12,954

Source: ESRI; Urban Decision Group

Renter Households	2022 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	879	803	439	257	199	2,577
\$10,000 to \$19,999	1,013	608	333	195	151	2,299
\$20,000 to \$29,999	964	902	493	289	224	2,872
\$30,000 to \$39,999	661	595	325	191	148	1,919
\$40,000 to \$49,999	462	447	244	143	111	1,407
\$50,000 to \$59,999	327	343	188	110	85	1,053
\$60,000 to \$74,999	388	384	210	123	95	1,200
\$75,000 to \$99,999	344	371	203	119	92	1,130
\$100,000 to \$124,999	85	87	48	28	22	269
\$125,000 to \$149,999	63	62	34	20	15	195
\$150,000 to \$199,999	42	40	22	13	10	128
\$200,000 & Over	60	51	28	16	13	167
Total	5,287	4,694	2,568	1,503	1,165	15,217

Source: ESRI; Urban Decision Group

Renter Households	2024 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	851	772	419	244	193	2,479
\$10,000 to \$19,999	1,050	582	316	183	145	2,276
\$20,000 to \$29,999	948	878	476	277	220	2,798
\$30,000 to \$39,999	671	603	327	190	151	1,942
\$40,000 to \$49,999	476	469	254	147	117	1,464
\$50,000 to \$59,999	347	375	203	118	94	1,137
\$60,000 to \$74,999	417	427	231	134	107	1,316
\$75,000 to \$99,999	338	378	205	119	95	1,135
\$100,000 to \$124,999	86	96	52	30	24	288
\$125,000 to \$149,999	67	70	38	22	18	215
\$150,000 to \$199,999	44	45	25	14	11	139
\$200,000 & Over	59	56	30	18	14	177
Total	5,354	4,751	2,575	1,496	1,189	15,366

Source: ESRI; Urban Decision Group

Demographic Summary

The Valdosta Site PMA is projected to experience both population and household growth between 2022 and 2024, a trend which has been ongoing since 2000 and is expected to increase demand for housing within the area for the foreseeable future. Household growth is projected to occur among most age groups and among both owner- and renter-occupied households. Notably, renter households are projected to comprise more than 60.0% of all households in the market as more than 15,300 renter households are projected for the market in 2024. Further, more than 71.0% of all renter households in the Valdosta Site PMA are projected to earn less than \$50,000 in 2024. Based on the preceding factors, a good base of potential support will continue to exist for affordable rental product within the Valdosta Site PMA for the foreseeable future.

Section G – Employment Trend

1. LABOR FORCE PROFILE

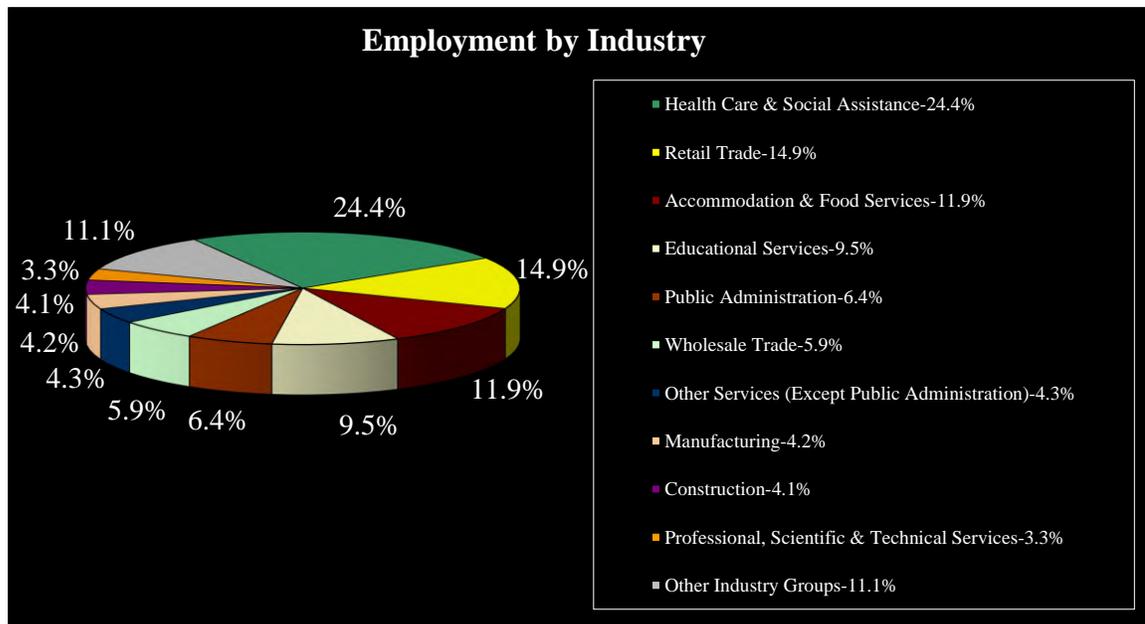
The labor force within the Valdosta Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 24.4%), Retail Trade and Accommodation & Food Services comprise over 51% of the Site PMA labor force. Employment in the Valdosta Site PMA, as of 2022, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	10	0.3%	59	0.1%	5.9
Mining	2	0.1%	10	0.0%	5.0
Utilities	2	0.1%	85	0.2%	42.5
Construction	140	4.7%	1,755	4.1%	12.5
Manufacturing	74	2.5%	1,825	4.2%	24.7
Wholesale Trade	84	2.8%	2,550	5.9%	30.4
Retail Trade	540	18.2%	6,419	14.9%	11.9
Transportation & Warehousing	46	1.6%	673	1.6%	14.6
Information	48	1.6%	506	1.2%	10.5
Finance & Insurance	200	6.8%	1,302	3.0%	6.5
Real Estate & Rental & Leasing	162	5.5%	853	2.0%	5.3
Professional, Scientific & Technical Services	246	8.3%	1,413	3.3%	5.7
Management of Companies & Enterprises	2	0.1%	2	0.0%	1.0
Administrative, Support, Waste Management & Remediation Services	74	2.5%	802	1.9%	10.8
Educational Services	65	2.2%	4,075	9.5%	62.7
Health Care & Social Assistance	340	11.5%	10,487	24.4%	30.8
Arts, Entertainment & Recreation	37	1.3%	407	0.9%	11.0
Accommodation & Food Services	250	8.4%	5,115	11.9%	20.5
Other Services (Except Public Administration)	387	13.1%	1,865	4.3%	4.8
Public Administration	155	5.2%	2,773	6.4%	17.9
Nonclassifiable	96	3.2%	85	0.2%	0.9
Total	2,960	100.0%	43,061	100.0%	14.5

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

E.P.E. - Average Employees Per Establishment

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



Typical wages by job category for the Valdosta Metropolitan Statistical Area (MSA) are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Valdosta MSA	Georgia
Management Occupations	\$88,320	\$115,210
Business and Financial Occupations	\$60,020	\$77,270
Computer and Mathematical Occupations	\$75,490	\$96,570
Architecture and Engineering Occupations	\$69,280	\$85,660
Community and Social Service Occupations	\$44,820	\$51,460
Art, Design, Entertainment and Sports Medicine Occupations	\$43,360	\$59,610
Healthcare Practitioners and Technical Occupations	\$69,120	\$83,100
Healthcare Support Occupations	\$28,170	\$32,090
Protective Service Occupations	\$40,400	\$44,170
Food Preparation and Serving Related Occupations	\$22,070	\$25,620
Building and Grounds Cleaning and Maintenance Occupations	\$26,300	\$30,420
Personal Care and Service Occupations	\$23,950	\$29,760
Sales and Related Occupations	\$32,660	\$42,520
Office and Administrative Support Occupations	\$34,140	\$39,930
Construction and Extraction Occupations	\$39,990	\$47,840
Installation, Maintenance and Repair Occupations	\$45,070	\$50,570
Production Occupations	\$35,570	\$39,240
Transportation and Moving Occupations	\$33,780	\$39,550

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

Most annual blue-collar salaries range from \$22,070 to \$45,070 within the Valdosta MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$72,446. It is important to note that most occupational types within the Valdosta MSA have lower typical wages than the state of Georgia's typical wages. The proposed project will target households with incomes generally between \$20,000 and \$45,000. Thus, the area employment base appears to

have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. **MAJOR EMPLOYERS**

The ten largest employers within the Valdosta/Lowndes County area comprise a total of 19,684 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Moody Air Force Base	Military	8,000
South Georgia Medical Center	Medical	2,700
Valdosta State University	Education	2,467
Lowndes County Schools System	Education	1,395
Valdosta City Schools System	Education	1,291
Lowe's Distribution Center	Warehousing/Distribution	942
Fresh Beginnings Inc. and Elead 1 one	Wholesale Trade	850
Wild Adventures	Theme Park	750
Walmart Supercenters	Retail/ Grocery	672
City of Valdosta	Government	617
Total		19,684

Source: City of Valdosta (2022)

The following summarizes COVID-19 vaccination rates for Lowndes County, the state of Georgia, and the United States as of March 31, 2022.

Vaccination Status	Vaccination Rates as of March 31, 2022		
	Lowndes County	Georgia	United States
Fully Vaccinated	39.7%	54.2%	65.5%
Fully Vaccinated with Booster	30.3%	36.0%	44.8%

Source: Centers for Disease Control

According to a representative with the Valdosta-Lowndes County Development Authority, the Valdosta economy is growing. COVID-19 both negatively and positively impacted the local economy—hospitals thrived, contrary to most of the United States. The influx of patients was well-managed, and hospitals never became overwhelmed. Small businesses suffered, however, in the beginning of the pandemic, but local residents quickly rallied support and many small businesses in Valdosta quickly began to experience more support than years prior to the pandemic. However, Valdosta did see a sharp decline in the workforce, and is still suffering from a shortage of labor. The majority of lost jobs have been recovered, but many businesses are still short-staffed according to local economic development representatives.

There are several positive factors impacting the Valdosta economy. Specifically, 1,400 jobs have been created in Lowndes County since 2019 and there has been more than \$3 million in capital investment to the local economy according to local economic development representatives. While there have not been many significant development announcements in the past 12 months, existing industries have

increased their wages, directly benefitting the county’s economy. In 2019, Arglass began its expansion in Valdosta and constructed a \$123 million glass container manufacturing plant, creating more than 150 jobs. This development has continued to create jobs in the area into 2022 with its attraction of suppliers to Valdosta. Additionally, Supreme Boats, a California-based boat manufacturer, announced they would enhance production by more than 100% in July 2021 to meet increased demand by expanding to Valdosta.

Infrastructure Projects

At the time this report was issued, there were 22 infrastructure projects under way in Lowndes County. The following summarizes the most notable of these projects:

Infrastructure Projects			
Project Name	Scope of Work	Status	Investment
Old Clyattville Road Widening	Widening Old Clyattville Road	Planned; Expected to break ground in 2025; ECD 2028	\$21,200,000
Hightower Road Project	Scruggs Company to pave, drain, and improve Hightower Road and Cooper Road	Under construction; ECD 2022	\$3,750,000
Broadband Expansion	Flint Energies and Conexon Connect to build a 3,000-mile fiber-to-the-home (FTTH) network throughout rural Georgia; Will deliver broadband to 31,000 homes	Work expected to begin in 2022; ECD 2026	\$90 million

ECD – Estimated Completion Date

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on March 31, 2022, and according to the Georgia Department of Labor, there have been no WARN notices reported for Lowndes County over the past 12 months.

3. EMPLOYMENT TRENDS

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

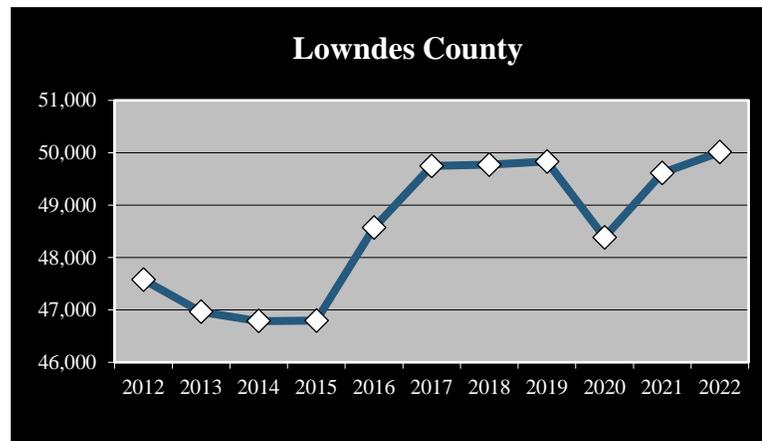
Excluding 2022, the employment base has declined by 0.3% over the past five years in Lowndes County, while the state of Georgia increased by 2.4%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Lowndes County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2012	47,580	-	4,339,369	-	143,548,588	-
2013	46,965	-1.3%	4,363,292	0.6%	144,904,568	0.9%
2014	46,786	-0.4%	4,407,067	1.0%	147,293,817	1.6%
2015	46,796	0.0%	4,446,515	0.9%	149,540,791	1.5%
2016	48,569	3.8%	4,653,740	4.7%	151,934,228	1.6%
2017	49,748	2.4%	4,864,813	4.5%	154,721,780	1.8%
2018	49,772	0.0%	4,915,713	1.0%	156,709,685	1.3%
2019	49,834	0.1%	4,967,503	1.1%	158,806,263	1.3%
2020	48,386	-2.9%	4,751,105	-4.4%	149,192,714	-6.1%
2021	49,616	2.5%	4,983,732	4.9%	154,178,982	3.3%
2022*	50,013	0.8%	5,114,427	2.6%	157,420,669	2.1%

Source: Department of Labor; Bureau of Labor Statistics

*Through February



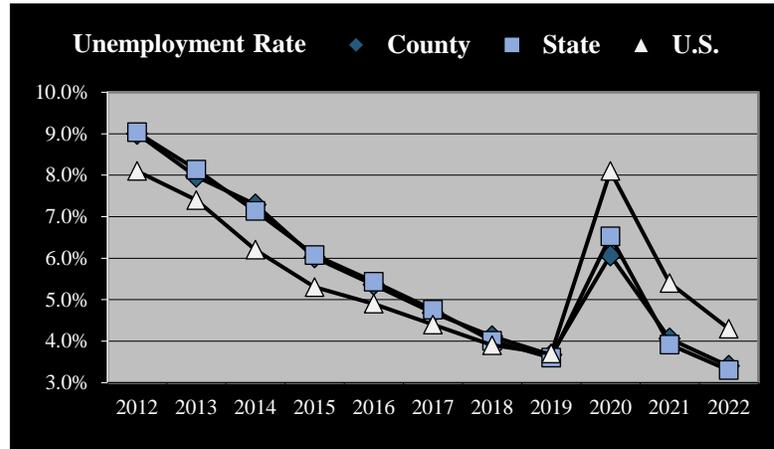
As the preceding illustrates, the Lowndes County employment base has fluctuated over the past decade. Since the impact of the pandemic in 2020, the county employment base has increased by 1,627 jobs, or 3.4%, through February of 2022. Note that this increase has resulted in a total employment base greater than pre-pandemic levels. Thus, the county employment base has recovered all of the jobs lost due to the pandemic in 2020.

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

Year	Unemployment Rate		
	Lowndes County	Georgia	United States
2012	9.0%	9.0%	8.1%
2013	8.0%	8.1%	7.4%
2014	7.3%	7.1%	6.2%
2015	6.0%	6.1%	5.3%
2016	5.4%	5.4%	4.9%
2017	4.7%	4.8%	4.4%
2018	4.1%	4.0%	3.9%
2019	3.7%	3.6%	3.7%
2020	6.1%	6.5%	8.1%
2021	4.1%	3.9%	5.4%
2022*	3.4%	3.3%	4.3%

Source: Department of Labor, Bureau of Labor Statistics

*Through February



The unemployment rate in Lowndes County declined by more than five full percentage points between 2012 and 2019 prior to an increase of more than two full percentage points due to the impact of the pandemic in 2020. Note that the annual unemployment rate within the county remained below both state and national levels in 2020. Additionally, the annual unemployment rate within the county has declined by nearly three full percentage points since 2020 to a rate of 3.4% through February of 2022. This is lower than pre-pandemic levels.

The following table illustrates the monthly unemployment rate since January 2020.

Monthly Unemployment Rate – Lowndes County					
Month	Rate	Month	Rate	Month	Rate
2020		2021		2022	
January	3.9%	January	5.3%	January	3.4%
February	3.8%	February	4.8%	February	3.4%
March	4.2%	March	4.4%		
April	10.0%	April	4.4%		
May	8.5%	May	4.3%		
June	7.5%	June	4.9%		
July	7.7%	July	4.1%		
August	6.2%	August	4.1%		
September	5.9%	September	3.3%		
October	5.1%	October	3.3%		
November	4.8%	November	2.9%		
December	5.2%	December	2.9%		

Source: Department of Labor, Bureau of Labor Statistics

The monthly unemployment rate within Lowndes County reached a high of 10.0% during the initial impact of the pandemic in April of 2020. Although elevated, this is lower than monthly unemployment rates reported for many markets during this time period, some of which reached or exceeded 20.0%. It is also of note that since this increase the monthly unemployment rate within the county has experienced a significant decline and was just 3.4% as of February 2022, lower than pre-pandemic levels.

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

In-Place Employment Lowndes County			
Year	Employment	Change	Percent Change
2011	45,783	-	-
2012	46,784	1,001	2.2%
2013	46,629	-155	-0.3%
2014	47,283	654	1.4%
2015	48,461	1,178	2.5%
2016	49,061	600	1.2%
2017	48,894	-167	-0.3%
2018	49,208	314	0.6%
2019	49,583	375	0.8%
2020	47,917	-1,666	-3.4%
2021*	48,176	259	0.5%

Source: Department of Labor, Bureau of Labor Statistics

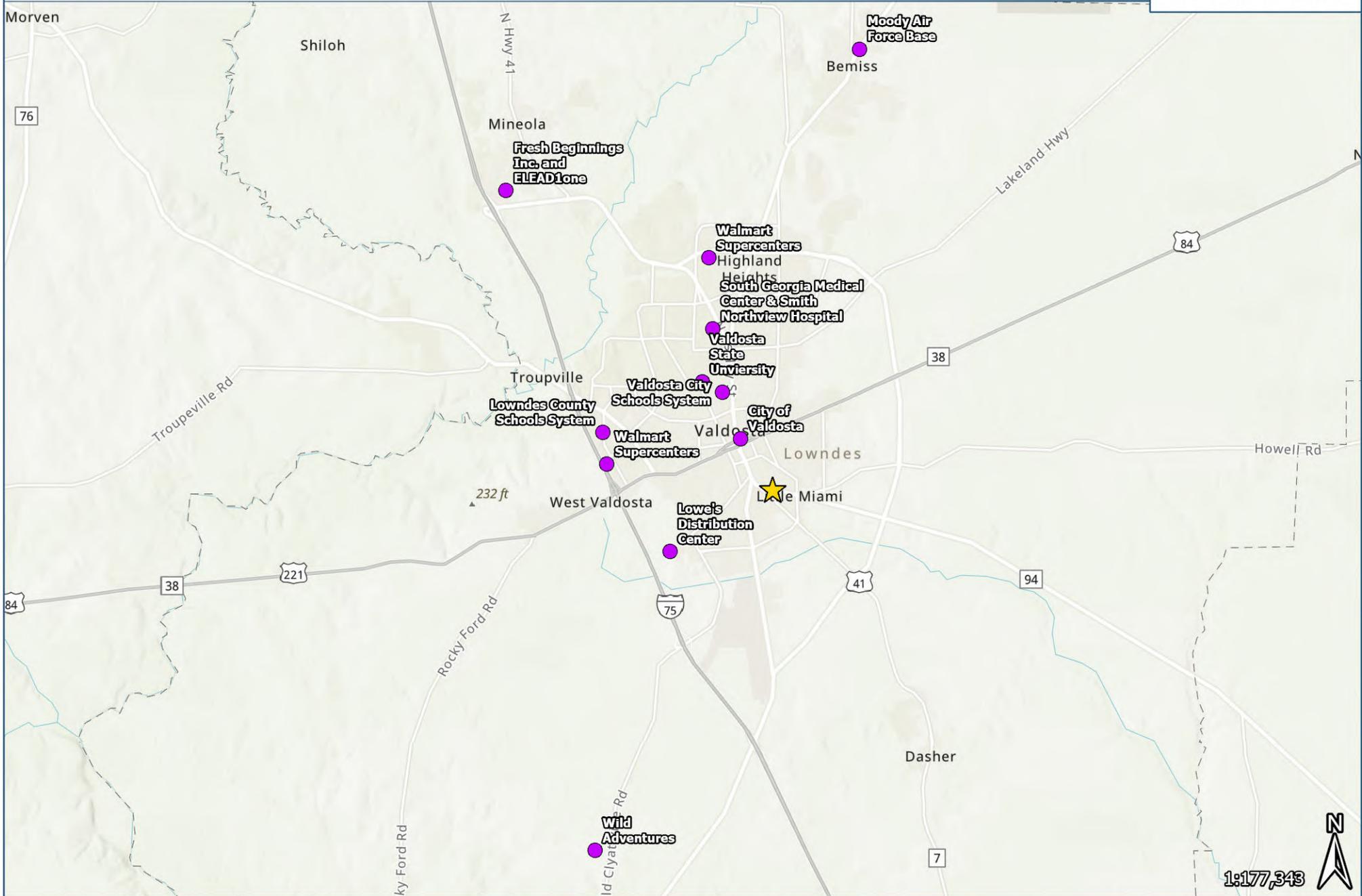
*Through September

Data for 2020, the most recent year that year-end figures are available, indicates in-place employment in Lowndes County to be 99.0% of the total Lowndes County employment. This means that Lowndes County has a good share of employed persons that both live and work within the county.

4. ECONOMIC FORECAST

Similar to most markets throughout the country, Lowndes County experienced an economic downturn in 2020 as a result of the COVID-19 pandemic. The impact of the pandemic, however, was less significant within the county as compared to state and national trends, both in terms of total employment and unemployment rate figures. The county also quickly recovered from the impact of the pandemic as more than 1,600 jobs have been added to the county employment base since 2020 and the annual unemployment rate has declined to a rate of 3.4% through February of 2022. In addition to recent employment growth replacing all 1,448 jobs lost during 2020, an additional 179 jobs have been added to the county employment base through February of 2022. Unemployment rates within the county through February of 2022 are also lower than pre-pandemic levels. Based on the preceding factors, we expect the Lowndes County economy will continue to improve/expand for the foreseeable future.

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



Section H – Affordability & Demand Analysis

1. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within the Valdosta, Georgia Metropolitan Statistical Area (MSA), which has a median four-person household income of \$58,100 for 2021. The subject property will be restricted to households with incomes of up to 50%, 60%, and 70% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income		
	50%	60%	70%
One-Person	\$20,350	\$24,420	\$28,490
Two-Person	\$23,250	\$27,900	\$32,550
Three-Person	\$26,150	\$31,380	\$36,610
Four-Person	\$29,050	\$34,860	\$40,670
Five-Person	\$31,400	\$37,680	\$43,960

a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$43,960**.

b. Minimum Income Requirements

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

The proposed LIHTC units will have a lowest gross rent of \$537. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,444. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$18,411**.

c. **Income-Appropriate Range**

Based on the preceding analyses, the income-appropriate range required for living at the proposed project with units built to serve households at 50%, 60%, and 70% of AMHI is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% Of AMHI)	\$18,411	\$31,400
Tax Credit (Limited to 60% Of AMHI)	\$22,183	\$37,680
Tax Credit (Limited to 70% Of AMHI)	\$25,611	\$43,960
Overall	\$18,411	\$43,960

2. **METHODOLOGY**

Demand

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

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

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

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

Based on Table B25074 of the American Community Survey (ACS) 2015-2019 5-year estimates, approximately 34.9% to 54.1% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on Table B25016 of the American Community Survey (ACS) 2015-2019 5-year estimates, 4.9% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.

- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study.*
- c. **Other:** *GDCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of vacant and/or units constructed in the past two years (2020/2021) is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2020 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **GDCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from GDCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined**

above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.

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

Within the Valdosta Site PMA, we identified and surveyed five existing LIHTC properties. All five of these properties have achieved and/or are currently operating at a stabilized occupancy level since originally being built. In addition to these properties, we are also aware of three additional LIHTC properties within the Valdosta Site PMA that we were unable to survey at the time of this analysis. Considering the strong occupancy rates of the LIHTC properties surveyed, however, it is likely that these three additional LIHTC properties are also operating with high occupancy rates. There are no additional LIHTC properties which were recently allocated Tax Credits or that are currently planned for the market.

Note, however, that one existing LIHTC property (Ashbury) opened in 2021. Although this property is currently 100.0% occupied, it has been considered in our demand estimates per GDCA guidelines.

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income			
	50% (\$18,411 to \$31,400)	60% (\$22,183 to \$37,680)	70% (\$25,611 to \$43,960)	Overall (\$18,411 to \$43,960)
Demand From New Households (Age- And Income-Appropriate)	3,431 - 3,506 = -75	3,678 - 3,719 = -41	3,749 - 3,737 = 12	5,680 - 5,714 = -34
+				
Demand From Existing Households (Rent Overburdened)	3,506 X 54.1% = 1,897	3,719 X 45.4% = 1,688	3,737 X 34.9% = 1,304	5,714 X 42.1% = 2,406
+				
Demand From Existing Households (Renters In Substandard Housing)	3,506 X 4.9% = 172	3,719 X 4.9% = 182	3,737 X 4.9% = 183	5,714 X 4.9% = 280
=				
Demand Subtotal	1,994	1,829	1,499	2,652
+				
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A			
=				
Total Demand	1,994	1,829	1,499	2,652
-				
Supply (Directly Comparable Units Built and/or Funded Since 2020)	54	22	0	76
=				
Net Demand	1,940	1,807	1,499	2,576
Proposed Units / Net Demand	26 / 1,940	44 / 1,807	10 / 1,499	80 / 2,576
Capture Rate	1.3%	2.4%	0.7%	3.1%

N/A – Not applicable

Per GDCA guidelines, capture rates below 30.0% for projects in the Metro Pool, such as the subject project located in Valdosta (Lowndes County), are considered acceptable. Thus, the proposed project's overall capture rate of 3.1% is considered low and acceptable. This is particularly true when considering the strong occupancy rates and waiting lists maintained among the existing comparable LIHTC properties in the market. Based on the preceding factors, the subject's capture rates by AMHI level are also considered acceptable, ranging from 0.7% to 2.4%.

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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	40.0%
Two-Bedroom	40.0%
Three-Bedroom+	20.0%
Total	100.0%

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

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Achievable Market Rent	Market Rents Band Min-Max	Proposed Subject Rents
One-Bedroom (40%)	50%	5	798	16	782	0.6%	\$975	\$850-\$1,400	\$440
One-Bedroom (40%)	60%	9	732	22	710	1.3%	\$975	\$850-\$1,400	\$550
One-Bedroom (40%)	70%	2	600	0	600	0.3%	\$975	\$850-\$1,400	\$650
One-Bedroom	Total	16	2,130	38	2,092	0.8%	-	-	-
<hr/>									
Two-Bedroom (40%)	50%	13	798	19	779	1.7%	\$1,075	\$950-\$1,569	\$525
Two-Bedroom (40%)	60%	22	732	0	732	3.0%	\$1,075	\$950-\$1,569	\$650
Two-Bedroom (40%)	70%	5	600	0	600	0.8%	\$1,075	\$950-\$1,569	\$775
Two-Bedroom	Total	40	2,130	19	2,111	1.9%	-	-	-
<hr/>									
Three-Bedroom (20%)	50%	8	399	19	380	2.1%	\$1,160	\$1,050-\$1,605	\$600
Three-Bedroom (20%)	60%	13	366	0	366	3.6%	\$1,160	\$1,050-\$1,605	\$750
Three-Bedroom (20%)	70%	3	300	0	300	1.0%	\$1,160	\$1,050-\$1,605	\$900
Three-Bedroom	Total	24	1,065	19	1,046	2.3%	-	-	-

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

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

Achievable Market Rent as determined in *Section I*.

The capture rates by bedroom type and targeted income level range from 0.3% to 3.6%. These capture rates are well below GDCA's capture rate thresholds and are considered achievable. This indicates that a sufficient base of income-appropriate renter household support exists in the Valdosta Site PMA for each of the unit types proposed for the subject development.

Section I – Competitive Rental Analysis

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Valdosta Site PMA in 2010 and 2022 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2022 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	22,649	90.2%	24,962	88.8%
Owner-Occupied	9,695	42.8%	9,750	39.1%
Renter-Occupied	12,954	57.2%	15,212	60.9%
Vacant	2,473	9.8%	3,143	11.2%
Total	25,122	100.0%	28,105	100.0%

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

Based on a 2022 update of the 2010 Census, of the 28,105 total housing units in the market, 11.2% were vacant. Note that while the number of vacant housing units increased between 2010 and 2022, this includes abandoned, dilapidated, and/or for-sale housing units, as well as housing units utilized solely for seasonal/recreational purposes. Notably, more than half (53.6%) of all vacant housing units within the Valdosta Site PMA are classified as something *other than* “For-Rent”, based on American Community Survey (ACS) data. Thus, the number of vacant housing units referenced in the preceding table is not reflective solely of for-rent units. Nonetheless, a Field Survey of Conventional Rentals was conducted to determine the strength of the long-term rental market within the Valdosta Site PMA.

Conventional Rentals

We identified and personally surveyed 25 conventional rental housing projects containing a total of 3,483 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 98.2%, a strong rate for rental housing. The following table summarizes each rental housing segment surveyed within the Site PMA.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	20	3,113	63	98.0%
Market-Rate/Tax Credit	2	152	0	100.0%
Tax Credit	1	76	0	100.0%
Tax Credit/Government-Subsidized	2	142	0	100.0%
Total	25	3,483	63	98.2%

A variety of rental product is offered within the Valdosta Site PMA, all of which is performing at a high level as occupancy rates of 98.0% or higher are reported for each segment surveyed. This is a good indication that rental product is in high demand across numerous affordability levels within this market. This is particularly true, however, in regard to affordable (i.e. Tax Credit and/or government-subsidized) product as all such properties surveyed are 100.0% occupied.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	8	0.3%	0	0.0%	\$775
One-Bedroom	1.0	653	20.8%	8	1.2%	\$1,035
One-Bedroom	2.0	16	0.5%	0	0.0%	\$948
Two-Bedroom	1.0	526	16.7%	1	0.2%	\$949
Two-Bedroom	1.5	16	0.5%	0	0.0%	\$1,049
Two-Bedroom	2.0	1,021	32.5%	46	4.5%	\$1,184
Two-Bedroom	2.5	108	3.4%	3	2.8%	\$838
Three-Bedroom	1.5	8	0.3%	0	0.0%	\$977
Three-Bedroom	2.0	563	17.9%	3	0.5%	\$1,390
Three-Bedroom	2.5	126	4.0%	0	0.0%	\$1,221
Three-Bedroom	3.0	42	1.3%	2	4.8%	\$1,707
Three-Bedroom	3.5	18	0.6%	0	0.0%	\$1,706
Four-Bedroom	2.0	36	1.1%	0	0.0%	\$1,769
Total Market-Rate		3,141	100.0%	63	2.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	58	29.0%	0	0.0%	\$594
Two-Bedroom	2.0	84	42.0%	0	0.0%	\$663
Three-Bedroom	2.0	58	29.0%	0	0.0%	\$960
Total Tax Credit		200	100.0%	0	0.0%	-

The market-rate units are 98.0% occupied and the non-subsidized Tax Credit units are 100.0% occupied. Considering the one- through three-bedroom units offered and the 0.0% vacancy rate reported for each unit type, it is clear that non-subsidized Tax Credit product is in high demand among households of all sizes within this market. Also note the median gross Tax Credit rents reported in the preceding table as they are positioned well below the median gross rents reported for similar unrestricted market-rate units surveyed in the area. These lower gross rents, along with the 100.0% occupancy rate, are good indications of the value non-subsidized Tax Credit product represents within this market.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	4	517	1.5%
B+	5	924	0.0%
B	7	844	0.4%
B-	6	856	6.1%

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	1	76	0.0%
B	2	124	0.0%

Existing non-subsidized Tax Credit properties surveyed in the market are generally of good overall quality as indicated by the quality ratings assigned by our analyst and detailed in the preceding table. The subject project is expected to be of very good overall quality/condition upon completion which will contribute to its overall marketability.

2. SUMMARY OF ASSISTED PROJECTS

A total of five federally subsidized and/or Tax Credit apartment developments were surveyed in the Valdosta Site PMA. These projects were surveyed in April 2022 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/Renovated	Total Units	Occupancy	Gross Rent (Unit Mix)			
						Studio	One-Br.	Two-Br.	Three-Br.
2	Ashbury	TAX	2021	76	100.0%	-	\$594 - \$694 (38)	\$707 (19)	\$962 (19)
3	Ashley House Apts.	TAX & SEC 8	1925 / 2014	62	100.0%	\$846 (17)	\$939 (37)	\$1,089 (8)	-
5	Azalea Woods	TAX & SEC 8	1983 / 2019	80	100.0%	-	\$910 (4)	\$986 (38)	\$1,093 (38)
11	Heron Lake I	TAX	2005	70*	100.0%	-	\$335 - \$599 (13)	\$401 - \$780 (38)	\$465 - \$960 (19)
12	Heron Lake II	TAX	2008	54*	100.0%	-	\$335 - \$599 (7)	\$401 - \$780 (27)	\$465 - \$960 (20)
Total				342	100.0%				

Note: Contact names and method of contact, as well as amenities and other features are listed in the field survey
TAX - Tax Credit; SEC - Section

As previously indicated, all five of the affordable properties surveyed are 100.0% occupied. Further, all five of these projects also maintain waiting lists for their next available units. These are clear indications of strong and pent-up demand for additional affordable rental product within this market. The proposed subject project is expected to help alleviate a portion of this pent-up demand.

Tax Credit Property Disclosure: In addition to the five Tax Credit properties surveyed, we are also aware of three additional properties within the Valdosta Site PMA that were allocated and/or operate under the Tax Credit program. These three properties include Ashton Meadows, Ashton Park Apartments, and Woodlawn Terrace. Notably, only the Ashton Park Apartments would be directly competitive with the subject project in terms of target population, as the two remaining properties are both age-restricted (senior). Regardless, as these three properties were unable to be surveyed at the time of this analysis, they have been excluded from our Field Survey of Conventional Rentals.

Housing Choice Voucher Holders

The following table summarizes the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers among the affordable properties surveyed within the Site PMA which accommodate voucher holders:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
2	Ashbury	76	3	3.9%
11	Heron Lake I	70*	10	14.3%
12	Heron Lake II	54*	11	20.4%
Total		200	24	12.0%

As the preceding table illustrates, there are a total of approximately 24 voucher holders residing at the affordable properties within the market which are capable of accommodating voucher holders. This comprises 12.0% of the 200 total non-subsidized Tax Credit units offered among these properties, which is considered a low share of voucher support. This indicates that such properties likely do not rely heavily, if at all, on support from voucher holders. This is also a good indication that the rents reported among these properties are achievable within this market.

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

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$616	\$537 (50%)
		\$647 (60%)
		\$747 (70%)
Two-Bedroom	\$803	\$649 (50%)
		\$774 (60%)
		\$899 (70%)
Three-Bedroom	\$1,132	\$754 (50%)
		\$904 (60%)
		\$1,054 (70%)

As the preceding table illustrates, most of the proposed gross rents are below the Payment Standards set by the Georgia Department of Community Affairs (GDCA) Rental Assistance Division for the Valdosta area. As such, the subject property will be able to accommodate some households which have Housing Choice Vouchers. This will likely increase the base of income-appropriate renter households within the Valdosta Site PMA for the subject development and has been considered in our absorption projections in *Section I* of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with planning representatives, it was determined that there are no additional rental housing projects currently in the development pipeline within the Site PMA.

Building Permit Data

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

Housing Unit Building Permits for Valdosta, GA:

Permits	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Multifamily Permits	271	0	10	14	16	0	0	0	0	0
Single-Family Permits	67	36	57	62	67	424	407	417	533	496
Total Units	338	36	67	76	83	424	407	417	533	496

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

Housing Unit Building Permits for Lowndes County:

Permits	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Multifamily Permits	279	6	32	26	22	84	97	85	102	115
Single-Family Permits	333	321	352	353	537	892	934	973	1,104	1,161
Total Units	612	327	384	379	559	976	1,031	1,058	1,206	1,276

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

As the preceding illustrates, most multifamily building permits issued during this time period have been issued within/through Lowndes County. The number of multifamily building permits issued within the county increased between 2018 and 2020. The number of multifamily building permits issued within the county during the past decade coincides with growth among renter households within the Valdosta Site PMA since 2010.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

Upon completion, the subject property will offer one- through three-bedroom units which will target general-occupancy (family) households earning up to 50%, 60%, and 70% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Valdosta Site PMA, we identified and surveyed two existing non-subsidized general-occupancy LIHTC properties which offer unit types similar to those proposed for the subject property in terms of bedroom type and targeted income (AMHI) level. In addition to these two properties, we also identified and surveyed two additional general-occupancy LIHTC properties outside but within the nearby surrounding areas north of the Valdosta Site PMA. While these properties are not expected to be directly competitive with the subject project due to their location, they will provide a good additional base of comparison for the subject property, particularly when considering the age of these properties as compared to similar product located in the Valdosta Site PMA.

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Harvest Station	2024	80	-	-	-	Families; 50%, 60% & 70% AMHI
11	Heron Lake I	2005	70*	100.0%	4.6 Miles	Shared: 60 HH	Families; 30%, 50%, & 60% AMHI
12	Heron Lake II	2008	54*	100.0%	4.6 Miles	Shared: 60 HH	Families; 30%, 50%, & 60% AMHI
902	Freedom Heights	2018	66*	100.0%	7.6 Miles	100 HH	Families; 50% & 60% AMHI
903	Gateway Pines Apts.	2012	56	100.0%	20.9 Miles	35 HH	Families; 50% & 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy; HH - Households

*Tax Credit units only

The four comparable LIHTC projects have a combined occupancy rate of 100.0% and all four maintain waiting lists ranging from 35 to 100-households for their next available units. These are clear indications of strong and pent-up demand for additional general-occupancy LIHTC product in the Valdosta market and surrounding region. The subject property will help to alleviate a portion of this pent-up demand.

The newest of the comparable properties, Freedom Heights, opened in November of 2018. According to management, this property began preleasing units in September of 2018 and reached a stabilized occupancy rate of at least 93.0% in December of 2018. This is reflective of an average absorption rate of approximately 20 to 21 units per month from the time preleasing began. It is important to note, however, that this property also includes some unrestricted market-rate units which likely contributed to the rapid absorption of this property. Regardless, the strong absorption history of this property is further indication of strong demand for non-subsidized LIHTC product in the Valdosta area. Although this property is located outside of the Valdosta Site PMA, it is still within Valdosta and on the periphery of the northern PMA boundary. Thus, absorption trends pertaining to this property are relevant to new general-occupancy LIHTC product in the Valdosta Site PMA, such as the proposed subject property.

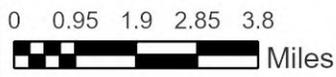
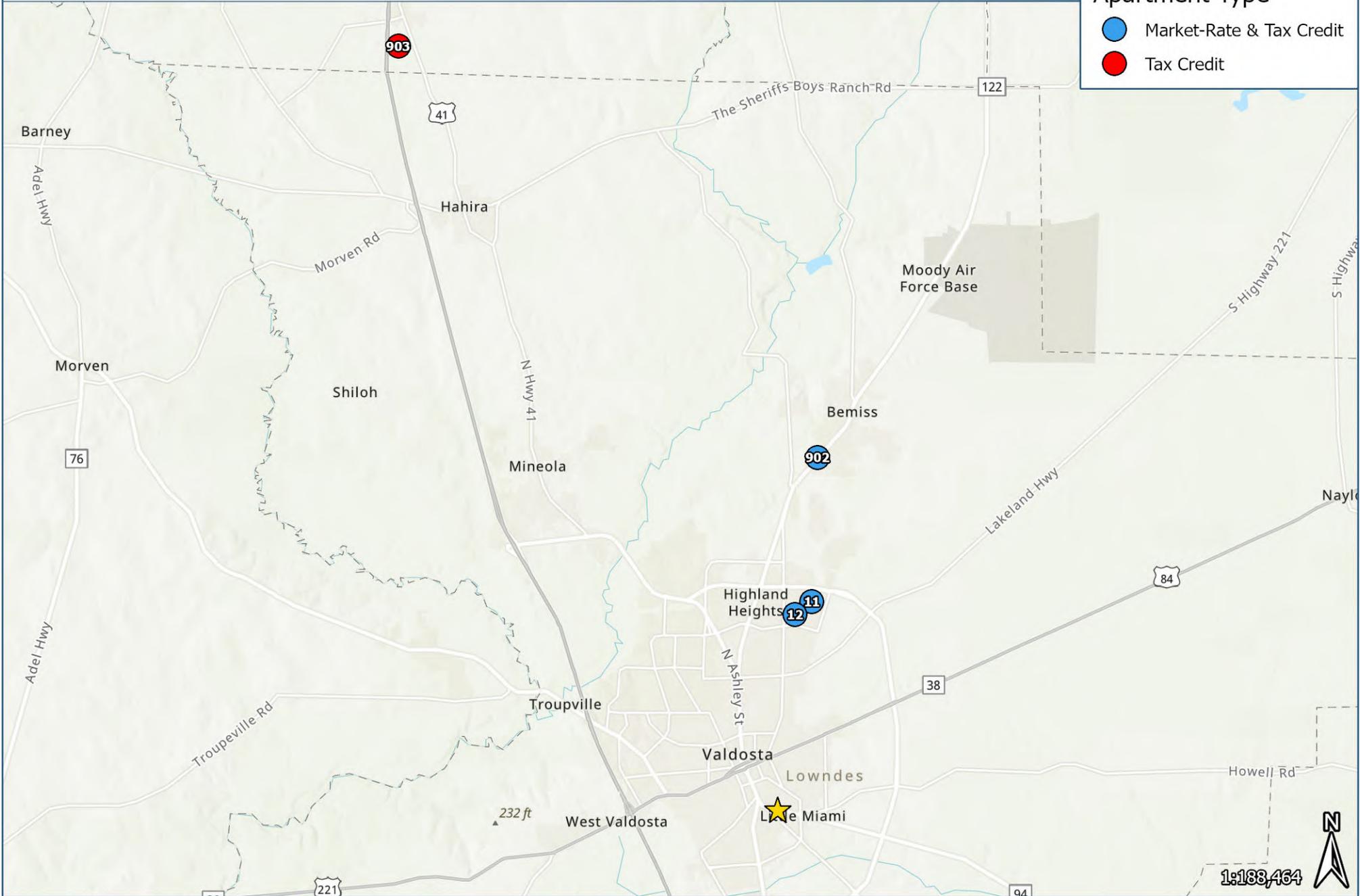
The map on the following page illustrates the location of the comparable Tax Credit properties relative to the proposed site location.

★ Site

Apartment Type

● Market-Rate & Tax Credit

● Tax Credit



Esri, NASA, NGA, USGS, FDEP, Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA
Additional Source(s): Bowen National Research

1:133,464

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Harvest Station	\$537/50% (5) \$647/60% (9) \$747/70% (2)	\$649/50% (13) \$774/60% (22) \$899/70% (5)	\$754/50% (8) \$904/60% (13) \$1,054/70% (3)	-
11	Heron Lake I	\$335/30% (2/0) \$553/50% (10/0) \$599/60% (1/0)	\$401/30% (5/0) \$663/50% (29/0) \$780/60% (4/0)	\$465/30% (2/0) \$767/50% (15/0) \$960/60% (2/0)	None
12	Heron Lake II	\$335/30% (1/0) \$553/50% (2/0) \$599/60% (4/0)	\$401/30% (4/0) \$663/50% (10/0) \$780/60% (13/0)	\$465/30% (2/0) \$767/50% (7/0) \$960/60% (11/0)	None
902	Freedom Heights	\$484/50% (6/0) \$552/60% (3/0)	\$570/50% (8/0) \$682/60% (23/0)	\$659/50% (6/0) \$974/60% (20/0)	None
903	Gateway Pines Apts.	\$530/50% (2/0) \$620/60% (6/0)	\$648/50% (3/0) \$758/60% (21/0)	\$743/50% (4/0) \$859/60% (20/0)	None

900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents for the 50% and 60% AMHI units are within range of those reported for similar unit types offered among the comparable properties. The proposed rents for the units at 70% of AMHI will be the highest LIHTC rents in the market/region, relative to those reported for the comparable properties. This is to be expected, however, given the higher income (AMHI) targeting as compared to existing properties which only offer units targeting households earning up to 60% of AMHI. Based on other metrics of this report, including our demand estimates (*Section H*) and our achievable market rent analysis later in this section, the proposed rents for the subject's 70% AMHI units are considered marketable within the Valdosta market. This is particularly true when considering the lack of such product in the Valdosta area and the fact that no more than five (5) of any single bedroom type will be offered at this higher income (AMHI) level with the subject project.

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Harvest Station	767	1,033	1,175
11	Heron Lake I	783	1,040	1,204
12	Heron Lake II	879	1,174	1,344
902	Freedom Heights	804	1,079	1,079 - 1,227
903	Gateway Pines Apts.	828	1,070	1,254

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Harvest Station	1.0	2.0	2.0
11	Heron Lake I	1.0	2.0	2.0
12	Heron Lake II	1.0	2.0	2.0
902	Freedom Heights	1.0	2.0	2.0
903	Gateway Pines Apts.	1.0	2.0	2.0

900 Series Map IDs are located outside the Site PMA

The subject's one- and two-bedroom units will be the smallest such units offered among the comparable properties in terms of square footage. However, they are of an appropriate size for affordable general-occupancy rental product such as that proposed. The strong/pent-up demand for general-occupancy LIHTC product in this market will also contribute to the marketability of these unit types, despite the smaller size. These units will also be very competitive with existing LIHTC product in the market in terms of the number of bathrooms offered. The three-bedroom units proposed for the subject property are competitive with those offered among the comparable properties, both in terms of unit size (square feet) and the number of bathrooms offered.

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

Tax Credit Unit Amenities by Map ID

		Site*	11	12	902	903
Appliances	Dishwasher	X	X	X	X	X
	Disposal		X	X	X	
	Microwave	X	X	X	X	X
	Range	X	X	X	X	X
	Refrigerator	X	X	X	X	X
	W/D Hookup	X	X	X	X	X
	W/D			X	X	
	No Appliances					
Unit Amenities	AC-Central	X	X	X	X	X
	AC-Other					
	Balcony/ Patio/ Sunroom	X	X	X	X	X
	Basement					
	Ceiling Fan	X	X	X	X	X
	Controlled Access					
	E-Call System					
	Furnished					
	Walk-In Closet	X			X	
	Window Treatments	X	X	X	X	X
	Carpet	X	X	X	X	X
Flooring	Ceramic Tile					
	Hardwood					
	Finished Concrete					
	Composite/Vinyl/Laminate	X			X	X
Upgraded	Premium Appliances					
	Premium Countertops					
	Premium Cabinetry					
	Premium Fixtures					
	High/Vaulted Ceilings					
	Oversized Windows					
Parking	Attached Garage					
	Detached Garage					
	Street Parking					
	Surface Lot	X	X	X	X	X
	Carport					
	Property Parking Garage					
	No Provided Parking					

◆ - Senior Property

* Proposed Site(s): Harvest Station

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

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	11	12	902	903
	X				
Bike Racks / Storage	X				
Computer/Business Center		X	X	X	X
Car Care **		X	X		
Community Garden	X			X	
Multipurpose Room	X			X	X
Chapel					
Community Kitchen					
Dining Room - Private					
Dining Room - Public					
Rooftop Terrace					
Concierge Service **					
Convenience Amenities **					
Covered Outdoor Area **	X				
Elevator					
Laundry Room	X	X	X		X
On-Site Management	X	X	X	X	X
Pet Care **					
Basketball					
Bocce Ball					
Firepit					
Fitness Center		X	X		X
Grilling Area	X	X	X		X
Game Room - Billiards					
Walking Path					
Hot Tub					
Library					X
Media Room / Theater					
Playground	X	X	X	X	X
Putting Green					
Racquetball					
Shuffleboard					
Swimming Pool - Indoor					
Swimming Pool - Outdoor		X	X		
Tennis					
Volleyball		X	X		
CCTV	X				X
Courtesy Officer					
Security Gate					
Social Services **	X				
Storage - Extra					
Common Space WiFi	X				

◆ - Senior Property

* Proposed Site(s): Harvest Station

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

** Details in Comparable Property Profile Report

The amenity package proposed for the subject property is very competitive with those offered among the comparable properties, both in terms of unit and project amenities. Most notably, the subject property will include a full kitchen appliance package, washer/dryer hookups, and a patio/balcony area with each unit, as well as a community space, laundry facility, on-site management office, and playground as key project amenities. The subject property does not lack any key amenities that would adversely impact its marketability as a LIHTC property in the Valdosta market.

Comparable/Competitive Tax Credit Summary

The four comparable LIHTC properties surveyed in the area are all 100.0% occupied with waiting lists of up to 100-households maintained for their next available units. The subject property will help alleviate a portion of this pent-up demand. The subject property will also help fill a void in the local rental market as it will offer the only units targeting households earning up to 70% of AMHI among the comparable properties. The subject’s proposed gross rents are considered competitive and marketable within the Valdosta Site PMA, as is the overall design of the subject units and the proposed amenity package.

Competitive Housing Impact

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

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2024
11	Heron Lake I	100.0%	95.0% +
12	Heron Lake II	100.0%	95.0% +

As detailed throughout this report and again in the preceding table, the existing non-subsidized general-occupancy LIHTC properties surveyed within the Valdosta Site PMA are both 100.0% occupied. Further, these two properties maintain a shared waiting list of 60-households for their next available units. In addition, the two comparable general-occupancy LIHTC properties surveyed outside the Valdosta Site PMA in the surrounding region are also 100.0% occupied with extensive waiting lists maintained for their next available units. Considering the performance of these properties and our demand estimates included in *Section H*, we do not anticipate the development of the subject property will have any adverse impact on future occupancy rates at these existing properties. In fact, it is anticipated the subject property will help to alleviate a portion of the pent-up demand for additional general-occupancy LIHTC product in this market.

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

Achievable Market Rent/Market Rent Advantage Analysis

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

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

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

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

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

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

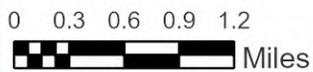
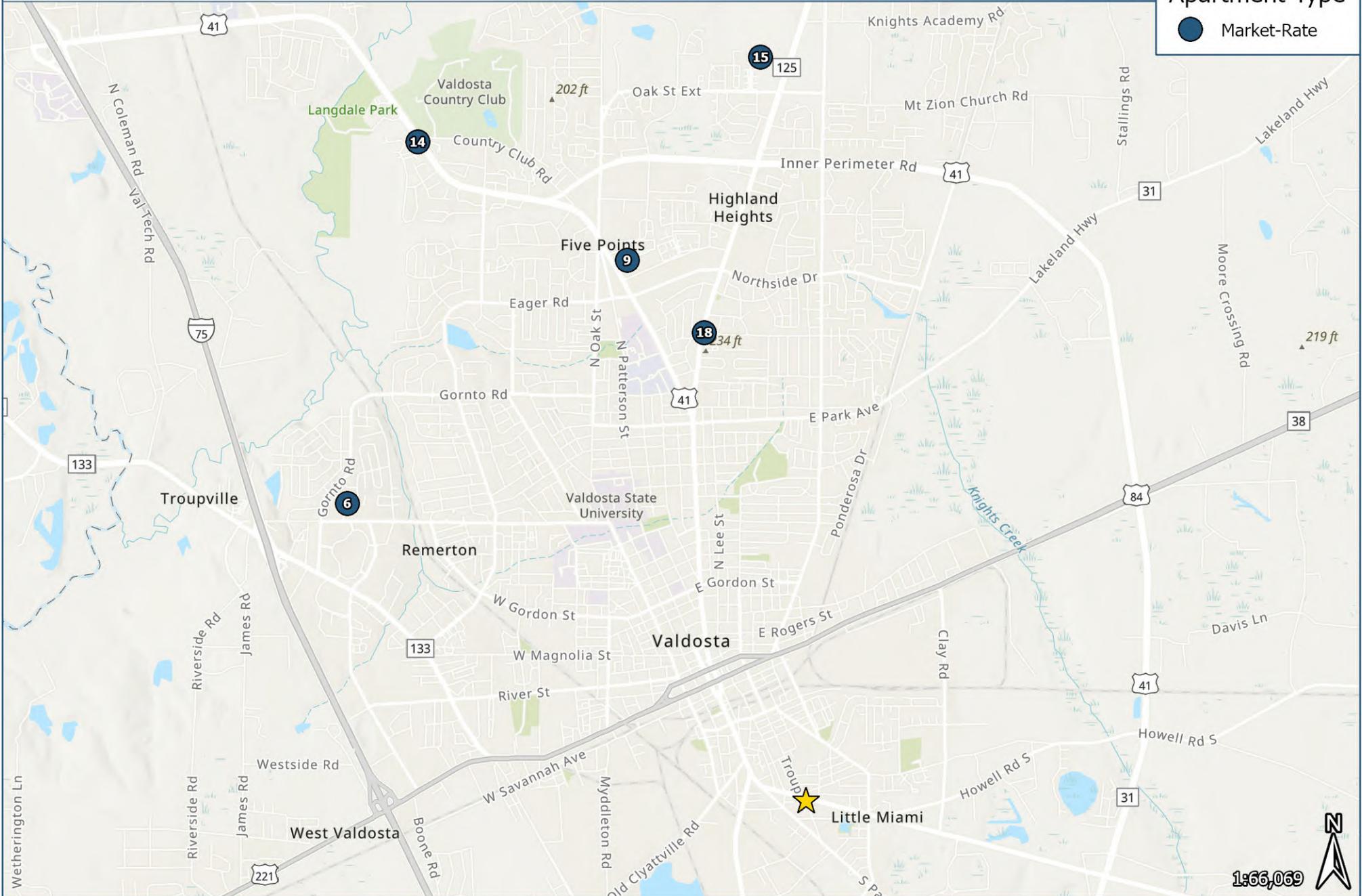
The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Harvest Station	2024	80	-	16 (-)	40 (-)	24 (-)
6	Baytree Condominiums	2004	63	100.0%	1 (100.0%)	54 (100.0%)	8 (100.0%)
9	Evergreen at Five Points	2010	264	97.0%	48 (95.8%)	132 (98.5%)	84 (95.2%)
14	Links Apartment Homes	1999	256	100.0%	96 (100.0%)	104 (100.0%)	56 (100.0%)
15	Northwind Apts. & Condos	2004	276	100.0%	90 (100.0%)	130 (100.0%)	56 (100.0%)
18	Retreat at Pineview	2000	173	100.0%	60 (100.0%)	84 (100.0%)	29 (100.0%)

Occ. – Occupancy

The five selected market-rate projects have a combined total of 1,032 units with an overall occupancy rate of 99.2%. None of the comparable properties has an occupancy rate below 97.0%. These strong occupancy rates are good indications the selected properties are well-received within the Valdosta market and will serve as accurate benchmarks with which to compare the subject property.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist among the selected properties and the proposed subject development. A map of the comparable market-rate developments in relation to the subject site precedes the Rent Comparability Grids.



Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Harvest Station		Baytree Condominiums		Evergreen at Five Points		Links Apartment Homes		Northwind Apts. & Condos		Retreat at Pineview	
Griffin Avenue and South Troup Street		1574 Baytree Rd.		100 Garden Dr.		3715 N. Valdosta Rd.		5148 Northwind Blvd.		2235 Bemiss Rd.	
Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$850		\$1,400		\$930		\$1,165		\$940	
2	Date Surveyed	Apr-22		Mar-22		Mar-22		Mar-22		Apr-22	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		96%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$850	0.85	\$1,400	2.21	\$930	1.27	\$1,165	1.23	\$940	1.04
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2,3		WU/3		WU/2,3		WU/2,3		WU/2	
7	Yr. Built/Yr. Renovated	2024	\$20	2010	\$14	1999	\$25	2004	\$20	2000	\$24
8	Condition/Street Appeal	E	\$15	E		G	\$15	G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	767	(\$73)	633	\$42	733	\$11	948	(\$57)	905	(\$43)
14	Patio/Balcony/Sunroom	Y		Y		N	\$5	Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	\$5	W/D	(\$25)	HU	\$5	HU/L		HU	\$5
19	Floor Coverings	C/V		C		C/V		C/V		C/T/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	Y/N	(\$5)	Y/N		Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		Y		Y		Y	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	G	(\$12)	P/F/MT	(\$15)	P/F	(\$12)	P/F/S/T	(\$18)	P/F	(\$12)
29	Computer/Business Center	N		N		N		N		N	
30	Grilling Area	Y	\$3	Y		Y		Y		Y	
31	Playground	Y	\$3	Y		Y		Y		N	\$3
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		Y/Y	(\$41)	N/N		Y/Y	(\$41)	N/N	
39	Trash/Recycling	Y/N	\$15	Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	4	3	3	6	3	3	4	4	4
41	Sum Adjustments B to D	\$56	(\$95)	\$66	(\$45)	\$71	(\$22)	\$45	(\$85)	\$42	(\$65)
42	Sum Utility Adjustments	\$15			(\$41)				(\$41)		
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$24)	\$166	(\$20)	\$152	\$49	\$93	(\$81)	\$171	(\$23)	\$107
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$826		\$1,380		\$979		\$1,084		\$917	
45	Adj Rent/Last rent		97%		99%		105%		93%		98%
46	Estimated Market Rent	\$975	\$1.27 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type →

TWO-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Harvest Station		Baytree Condominiums		Evergreen at Five Points		Links Apartment Homes		Northwind Apts. & Condos		Retreat at Pineview	
Griffin Avenue and South Troup Street		1574 Baytree Rd.		100 Garden Dr.		3715 N. Valdosta Rd.		5148 Northwind Blvd.		2235 Bemiss Rd.	
Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$950		\$1,569		\$1,055		\$1,265		\$1,050	
2	Date Surveyed	Apr-22		Mar-22		Mar-22		Mar-22		Apr-22	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		98%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$950	0.79	\$1,569	1.73	\$1,055	0.88	\$1,265	0.96	\$1,050	0.87
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2,3		WU/3		WU/2,3		WU/2,3		WU/2	
7	Yr. Built/Yr. Renovated	2024	\$20	2010	\$14	1999	\$25	2004	\$20	2000	\$24
8	Condition/Street Appeal	E	\$15	E		G	\$15	G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1033	(\$42)	909	\$31	1200	(\$42)	1313	(\$71)	1211	(\$45)
14	Patio/Balcony/Sunroom	Y		Y		N	\$5	Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	\$5	W/D	(\$25)	HU	\$5	HU/L		HU	\$5
19	Floor Coverings	C/V		C		C/V		C/V		C/T/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	Y/N	(\$5)	Y/N		Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		Y		Y		Y	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	G	(\$12)	P/F/MT	(\$15)	P/F	(\$12)	P/F/S/T	(\$18)	P/F	(\$12)
29	Computer/Business Center	N		N		N		N		N	
30	Grilling Area	Y	\$3	Y		Y		Y		Y	
31	Playground	Y	\$3	Y		Y		Y		N	\$3
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		Y/Y	(\$52)	N/N		Y/Y	(\$52)	N/N	
39	Trash/Recycling	Y/N	\$15	Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	4	3	3	5	4	3	4	4	4
41	Sum Adjustments B to D	\$56	(\$64)	\$55	(\$45)	\$60	(\$64)	\$45	(\$99)	\$42	(\$67)
42	Sum Utility Adjustments	\$15			(\$52)				(\$52)		
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$7	\$135	(\$42)	\$152	(\$4)	\$124	(\$106)	\$196	(\$25)	\$109
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$957		\$1,527		\$1,051		\$1,159		\$1,025	
45	Adj Rent/Last rent		101%		97%		100%		92%		98%
46	Estimated Market Rent	\$1,075	\$1.04 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Harvest Station		Baytree Condominiums		Evergreen at Five Points		Links Apartment Homes		Northwind Apts. & Condos		Retreat at Pineview	
Griffin Avenue and South Troup Street		1574 Baytree Rd.		100 Garden Dr.		3715 N. Valdosta Rd.		5148 Northwind Blvd.		2235 Bemiss Rd.	
Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA		Valdosta, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,050		\$1,605		\$1,160		\$1,365		\$1,150	
2	Date Surveyed	Apr-22		Mar-22		Mar-22		Mar-22		Apr-22	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		95%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$1,050	0.75	\$1,605	1.46	\$1,160	0.83	\$1,365	0.79	\$1,150	0.86
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2,3		WU/3		WU/2,3		WU/2,3		WU/2	
7	Yr. Built/Yr. Renovated	2024	\$20	2010	\$14	1999	\$25	2004	\$20	2000	\$24
8	Condition/Street Appeal	E	\$15	E		G	\$15	G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3		3	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1175	(\$51)	1099	\$17	1390	(\$49)	1720	(\$124)	1335	(\$36)
14	Patio/Balcony/Sunroom	Y		Y		N	\$5	Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	\$5	W/D	(\$25)	HU	\$5	HU/L		HU	\$5
19	Floor Coverings	C/V		C		C/V		C/V		C/T/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	Y/N	(\$5)	Y/N		Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		Y		Y		Y	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	G	(\$12)	P/F/MT	(\$15)	P/F	(\$12)	P/F/S/T	(\$18)	P/F	(\$12)
29	Computer/Business Center	N		N		N		N		N	
30	Grilling Area	Y	\$3	Y		Y		Y		Y	
31	Playground	Y	\$3	Y		Y		Y		N	\$3
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		Y/Y	(\$64)	N/N		Y/Y	(\$64)	N/N	
39	Trash/Recycling	Y/N	\$15	Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	4	3	3	5	4	3	4	4	4
41	Sum Adjustments B to D	\$56	(\$73)	\$41	(\$45)	\$60	(\$71)	\$45	(\$152)	\$42	(\$58)
42	Sum Utility Adjustments	\$15			(\$64)				(\$64)		
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$2)	\$144	(\$68)	\$150	(\$11)	\$131	(\$171)	\$261	(\$16)	\$100
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,048		\$1,537		\$1,149		\$1,194		\$1,134	
45	Adj Rent/Last rent		100%		96%		99%		87%		99%
46	Estimated Market Rent	\$1,160	\$0.99 ←	Estimated Market Rent/ Sq. Ft							

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

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

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	50%	\$440	\$975	54.9%
One-Br.	60%	\$550	\$975	43.6%
One-Br.	70%	\$650	\$975	33.3%
Two-Br.	50%	\$525	\$1,075	51.2%
Two-Br.	60%	\$650	\$1,075	39.5%
Two-Br.	70%	\$775	\$1,075	27.9%
Three-Br.	50%	\$600	\$1,160	48.3%
Three-Br.	60%	\$750	\$1,160	35.3%
Three-Br.	70%	\$900	\$1,160	22.4%

Typically, Tax Credit rents for units targeting households earning up to 60% of AMHI are set 10% or more below achievable market rents to ensure the project will represent a value and have a sufficient flow of tenants within the market. Units targeting households earning up to 70% of AMHI typically do not need to represent a 10% market rent advantage to be marketable. However, it is often recommended that such rents are set around 5% to 7% under achievable market rent to ensure such units represent a sufficient value in most markets.

Regardless, the proposed rents, including those at the higher 70% AMHI level, represent market rent advantages ranging from 22.4% to 54.9%. Thus, the subject rents are expected to be perceived as significant values within the Valdosta market.

Rent Adjustment Explanations (Rent Comparability Grid)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. The subject property is expected to be complete in 2024. The selected properties were built between 1999 and 2010. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an excellent quality appearance and an attractive aesthetic appeal. We have made adjustments for those properties that we consider having an inferior quality to the subject development.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package which is generally competitive with those offered among the selected properties. We have made adjustments for features lacking at the selected properties.
- 24.-32. The proposed project offers a project amenities package which is generally inferior to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project and the selected properties' community amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

5. **SINGLE-FAMILY HOME IMPACT**

According to ESRI, the median home value within the Site PMA was \$124,303. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$124,303 home is \$748, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$124,303
Mortgaged Value = 95% of Median Home Price	\$118,088
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$598
Estimated Taxes and Insurance*	\$150
Estimated Monthly Mortgage Payment	\$748

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents for the subject property range from \$440 to \$900 per month. Therefore, some tenants of the subject property will likely be able to afford the cost of a typical monthly mortgage in this market. However, it is also important to understand that the preceding is reflective of a "median-priced"

home (\$124,303) in this market. In comparison to the new construction units to be offered at the subject property, a median-priced home in this market is likely to be in need of some repair(s) and/or updating. Further, the subject property will offer a full unit and project amenity package in the cost of rent, a feature that must also be considered when comparing the value of the subject property to a typical mortgage in this market. Further, while some tenants will be able to afford the cost of a typical monthly mortgage, the number that could also afford the down payment, routine maintenance costs, and/or utility expenses associated with such a home is likely to be nominal. Based on the preceding factors, we do not anticipate any competitive impact on or from the homebuyer market.

Section J – Absorption & Stabilization Rates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA guidelines that assume a 2024 completion date for the subject project, we also assume that initial units at the site will be available for rent sometime in 2024.

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

Based on our analysis, it is our opinion that the 80 proposed units for the subject site will reach a stabilized occupancy of at least 93.0% within approximately six months of opening. This absorption period is based on an average monthly absorption rate of approximately 12 to 13 units per month.

These absorption projections assume an October 2024 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

Section K – Interviews

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

- Matt Martin, AICP Planning and Zoning Administrator with the Valdosta Planning and Zoning Department, stated that there is definitely a need for more affordable housing in Valdosta. The local government in the city has made creating affordable housing in Valdosta a priority and has highlighted the need in its own goals and policies. The city of Valdosta encourages any type of affordable housing and is simply waiting for someone to propose a development to be built within the city. Mr. Martin further stated the city would happily encourage any master planned developments, with hopes of creating and fostering community, rather than disturbing existing neighborhoods. Mr. Martin believes this type of development would guarantee its own success and stressed that while a master planned community is not the only type of affordable development that would be welcomed, it would be ideal. Mr. Martin believes the lack of affordable housing in Valdosta can be attributed to the cost of building and a local lack of construction workers, rather than the city deterring affordable development. Many approved developments have been stalled for the same reasons.
- Andrea Schrujjer, Executive Director of the Valdosta-Lowndes County Development Authority, stated that there is a need for affordable housing in Valdosta. In general, Valdosta has a housing shortage. The city does have affordable housing; however, it is almost completely geared towards workforce and student housing. There are virtually no affordable housing options for families in Valdosta, and there is great demand for it according to Ms. Schrujjer. This representative further stated that the local population has vocally advocated for more affordable housing and everyone in the area, both citizens and local industries, recognize the need for more affordable housing for families.

Section L – Conclusions & Recommendations

Based on the findings of our market study, it is our opinion that a market exists for the 80 units proposed for the subject site, assuming it is developed and operated as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings.

The proposed subject site location will allow the property to be clearly visible and easily accessible given its frontage along multiple area roadways. While some structures in less than average condition, as well as a local salvage yard are located near the subject site property, these land uses are well buffered from the subject site and are not expected to have any adverse impact on the subject's overall marketability. This is particularly true when considering the strong demand for affordable rental product in this market.

A total of four comparable general-occupancy LIHTC properties, two of which are located in the Valdosta Site PMA, were surveyed at the time of this analysis. All four of these properties are 100.0% occupied with waiting lists of up to 100-households maintained for their next available units. The subject property will compete well with these properties in terms of price point (gross rent) and overall design, while also helping to alleviate a portion of the pent-up demand for additional general-occupancy LIHTC product in the area. Additionally, the inclusion of some units targeting households earning up to 70% of AMHI is expected to create a competitive advantage for the property and help fill a void in the local rental market as no such units are currently offered among existing LIHTC properties in this market.

In addition to being competitively positioned, our demand estimates also indicate that a sufficient base of potential income-appropriate household support exists within the Valdosta Site PMA for the subject property. Specifically, the proposed LIHTC units for the subject property have an overall capture rate of just 3.1%. All capture rates for the subject property are well below GDCA thresholds.

Section M - Signed Statement Requirements

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

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



Craig Rupert (Primary Contact)
Market Analyst
craig@bowennational.com
Date: April 22, 2022



Jonathan Kabat
Market Analyst
jonathank@bowennational.com
Date: April 22, 2022



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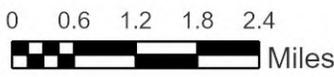
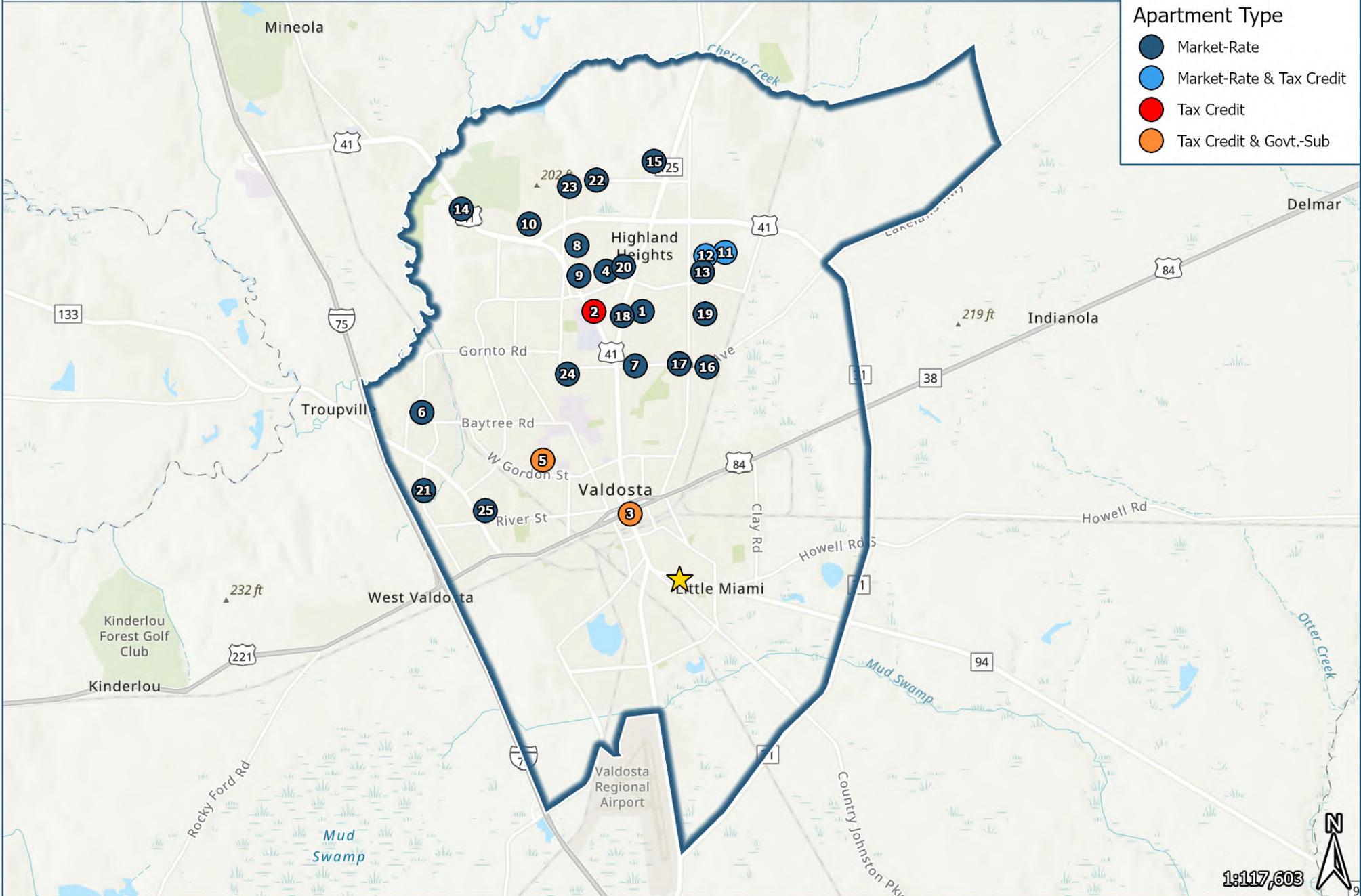
ADDENDUM A:

FIELD SURVEY OF
CONVENTIONAL RENTALS

- ★ Site
- PMA

Apartment Type

- Market-Rate
- Market-Rate & Tax Credit
- Tax Credit
- Tax Credit & Govt.-Sub



Esri, NASA, NGA, USGS, FDEP, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA
 Additional Source(s): Bowen National Research



Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Amelia Apts.	MRR	B	1989	82	0	100.0%	4.1
2	Ashbury	TAX	B+	2021	76	0	100.0%	3.6
3	Ashley House Apts.	TGS	B+	1925	62	0	100.0%	1.1
4	Avery Apts.	MRR	B-	1972	148	0	100.0%	4.6
5	Azalea Woods	TGS	C	1983	80	0	100.0%	2.7
6	Baytree Condominiums	MRR	B+	2004	63	0	100.0%	4.6
7	Castlewood Apts.	MRR	B-	1973	64	0	100.0%	3.5
8	Cumberland Court Homes	MRR	B-	1985	60	0	100.0%	4.8
9	Evergreen at Five Points	MRR	A	2010	264	8	97.0%	4.2
10	Gardens at Country Club Rd.	MRR	A	2008	62	0	100.0%	5.1
11	Heron Lake I	MRT	B	2005	88	0	100.0%	4.6
12	Heron Lake II	MRT	B	2008	64	0	100.0%	4.6
13	Lakeside Apts.	MRR	B-	1973	192	0	100.0%	4.3
14	Links Apartment Homes	MRR	B+	1999	256	0	100.0%	5.9
15	Northwind Apts. & Condos	MRR	B+	2004	276	0	100.0%	5.9
16	Park East Apts.	MRR	B-	1970	92	49	46.7%	3.3
17	Prosper at Azalea City	MRR	B-	1978	300	3	99.0%	3.0
18	Retreat at Pineview	MRR	A	2000	173	0	100.0%	3.5
19	Seth Place Apts.	MRR	B	2007	56	3	94.6%	3.7
20	Spanish Mission Apts.	MRR	B	1973	150	0	100.0%	4.3
21	Spring Chase Apts.	MRR	B	1984	288	0	100.0%	4.1
22	Staten Crossing	MRR	B+	1998	195	0	100.0%	6.1
23	Three Oaks Apts.	MRR	B	1985	240	0	100.0%	5.3
24	Timbers Apts.	MRR	A	2013	18	0	100.0%	3.1
25	West Towne Cottages	MRR	B+	1995	134	0	100.0%	3.5
902	Freedom Heights	MRT	B	2018	87	0	100.0%	7.6
903	Gateway Pines Apts.	TAX	B+	2012	56	0	100.0%	20.9

*Drive distance in miles

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

1	Amelia Apts. 2205 Bemiss Rd., Valdosta, GA 31602	Contact: Joheniene Phone: (229) 244-5551
	Total Units: 82 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1989 BR: 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
2	Ashbury 2535 North Ashley St, Valdosta, GA 31602	Contact: Ms. Jones Phone: (229) 262-8004
	Total Units: 76 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2021 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 150 HH AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing & opened 4/2021, stabilized occupancy 12/2021	
3	Ashley House Apts. 109 E. Hill Ave., Valdosta, GA 31601	Contact: Mike Phone: (229) 247-4834
	Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 7 w/Elevator Year Built: 1925 BR: 0, 1, 2 Vacant Units: 0 Waitlist: 200 HH AR Year: Target Population: Senior 62+ Yr Renovated: 2014 Rent Special: None Notes: Tax Credit; HUD Section 8	
4	Avery Apts. 420 Connell Rd., Valdosta, GA 31602	Contact: Haley Phone: (229) 244-9632
	Total Units: 148 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1972 BR: 0, 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
5	Azalea Woods 811 W Mary St., Valdosta, GA 31601	Contact: Georgia Phone: (229) 242-3961
	Total Units: 80 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1983 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 12 mos AR Year: Target Population: Family Yr Renovated: 2019 Rent Special: None Notes: Tax Credit; HUD Section 8	

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



6	Baytree Condominiums 1574 Baytree Rd., Valdosta, GA 31602	Contact: Margaret Phone: (229) 245-1406
	 <p>Total Units: 63 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2004 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 7 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

7	Castlewood Apts. 700 E. Park Ave., Valdosta, GA 31602	Contact: Shallon Phone: (229) 242-0806
	 <p>Total Units: 64 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1973 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: Reported rents discounted; Deposit & application fee waived for military Notes:</p>	

8	Cumberland Court Homes 2 Meadow Run Cir., Valdosta, GA 31602	Contact: Brandi Phone: (229) 219-7368
	 <p>Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1985 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	



9	Evergreen at Five Points 100 Garden Dr., Valdosta, GA 31602	Contact: Nate Phone: (229) 999-6872
	 <p>Total Units: 264 UC: 0 Occupancy: 97.0% Stories: 3 Year Built: 2010 BR: 1, 2, 3 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

10	Gardens at Country Club Rd. 3531 Club Villas Dr., Valdosta, GA 31602	Contact: Abby Phone: (229) 242-9372
	 <p>Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2008 BR: 2, 3 Vacant Units: 0 Waitlist: 1 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

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



11	Heron Lake I 1800 Eastwind Rd., Valdosta, GA 31602	Contact: Beth Phone: (229) 257-0844
	Total Units: 88 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2005 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Shared; 60 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (18 units); Tax Credit (70 units)	



12	Heron Lake II 1800 Eastwind Rd., Valdosta, GA 31602	Contact: Beth Phone: (229) 257-0844
	Total Units: 64 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2008 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Shared; 60 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (10 units); Tax Credit (54 units)	



13	Lakeside Apts. 1718 Northside Dr., Valdosta, GA 31602	Contact: Lacy Phone: (229) 244-5350
	Total Units: 192 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1973 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 6 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Higher rent for renovated units	



14	Links Apartment Homes 3715 N. Valdosta Rd., Valdosta, GA 31602	Contact: Danette Phone: (229) 333-0999
	Total Units: 256 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1999 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	

15	Northwind Apts. & Condos 5148 Northwind Blvd., Valdosta, GA 31605	Contact: Britney Phone: (229) 241-8237
	Total Units: 276 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2004 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 13 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	

<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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<p>16</p>	<p>Park East Apts. 1635 E. Park Ave., Valdosta, GA 31602</p>  <p>Total Units: 92 UC: 0 Occupancy: 46.7% Stories: 2 Year Built: 1970 BR: 1, 2, 3 Vacant Units: 49 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	<p>Contact: Crystal Phone: (229) 244-7156</p>
<p>17</p>	<p>Prosper at Azalea City 1503 East Park Ave., Valdosta, GA 31602</p>  <p>Total Units: 300 UC: 0 Occupancy: 99.0% Stories: 2 Year Built: 1978 BR: 1, 2, 3 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	<p>Contact: Sam Phone: (229) 247-4520</p>
<p>18</p>	<p>Retreat at Pineview 2235 Bemiss Rd., Valdosta, GA 31602</p>  <p>Total Units: 173 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2000 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	<p>Contact: Ebony Phone: (229) 242-2003</p>
<p>19</p>	<p>Seth Place Apts. 2415 Seth Pl., Valdosta, GA 31602</p>  <p>Total Units: 56 UC: 0 Occupancy: 94.6% Stories: 2 Year Built: 2007 BR: 2 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	<p>Contact: Holly Phone: (229) 247-4450</p>
<p>20</p>	<p>Spanish Mission Apts. 422 Connell Rd., Valdosta, GA 31602</p>  <p>Total Units: 150 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1973 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 15 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	<p>Contact: Misty Phone: (229) 242-7333</p>

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

<p>21</p>	<p>Spring Chase Apts. 1601 Norman Dr., Valdosta, GA 31601</p> 	<p>Contact: Amanda Phone: (229) 247-8472</p>
<p>Total Units: 288 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1984 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 35 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>		
<p>22</p>	<p>Staten Crossing 3925 N. Oak St. Extension, Valdosta, GA 31605</p> 	<p>Contact: Heather Phone: (229) 247-9880</p>
<p>Total Units: 195 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1998 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: 1 & 3-br rent range due to floor level & view</p>		
<p>23</p>	<p>Three Oaks Apts. 3833 N. Oak St. Ext., Valdosta, GA 31605</p> 	<p>Contact: Brittney Phone: (229) 247-1175</p>
<p>Total Units: 240 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1985 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2008 Rent Special: None Notes: Rent range based on updates, floor level, floorplan</p>		
<p>24</p>	<p>Timbers Apts. 210 W. Cranford Ave., Valdosta, GA 31602</p> 	<p>Contact: Diedra Phone: (229) 548-4833</p>
<p>Total Units: 18 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2013 BR: 3 Vacant Units: 0 Waitlist: 4 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>		
<p>25</p>	<p>West Towne Cottages 1553 Weaver St., Valdosta, GA 31601</p> 	<p>Contact: Helen Phone: (229) 259-0578</p>
<p>Total Units: 134 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1995 BR: 3, 4 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2020 Rent Special: None Notes: Former Tax Credit property</p>		

<p>✓ Comparable Property</p> <p>◆ Senior Restricted</p> <p>■ (MRR) Market-Rate</p> <p>■ (MRT) Market-Rate & Tax Credit</p> <p>■ (MRG) Market-Rate & Government-Subsidized</p> <p>■ (MIN) Market-Rate & Income-Restricted (not LIHTC)</p>	<p>■ (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized</p> <p>■ (TAX) Tax Credit</p> <p>■ (TGS) Tax Credit & Government-Subsidized</p> <p>■ (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)</p> <p>■ (TIN) Tax Credit & Income-Restricted (not LIHTC)</p> <p>■ (TMG) Tax Credit, Market-Rate & Government-Subsidized</p>	<p>■ (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized</p> <p>■ (INR) Income-Restricted (not LIHTC)</p> <p>■ (ING) Income-Restricted (not LIHTC) & Government-Subsidized</p> <p>■ (GSS) Government-Subsidized</p> <p>■ (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted</p>
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902	Freedom Heights 4301 Bemiss Rd., Valdosta, GA 31605	Contact: Greta Phone: (229) 588-4023
	Total Units: 87 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2018 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 100 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (21 units); Tax Credit (66 units)	



903	Gateway Pines Apts. 770 Union Rd., Hahira, GA 31632	Contact: Kalieah Phone: (229) 794-1125
	Total Units: 56 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2012 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 35 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	

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

Source: Georgia Department of Community Affairs
Effective: 01/2022

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	6	9	11	14	17	20	7	10	12	15	19	22
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	24	35	40	51	64	75	27	37	45	56	70	80
	Electric	8	12	15	18	24	28	9	13	17	20	26	29
	Heat Pump	4	4	5	6	8	9	4	4	5	6	8	9
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Cooking	Natural Gas	2	3	4	5	6	8	2	3	4	5	6	8
	Bottled Gas	13	16	21	27	32	37	13	16	21	27	32	37
	Electric	5	7	9	12	15	17	5	7	9	12	15	17
Other Electric	15	21	27	33	42	48	15	21	27	33	42	48	
+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0	
Air Conditioning	8	10	13	16	19	21	8	12	15	19	24	28	
Water Heating	Natural Gas	3	5	7	9	10	3	3	5	7	9	10	13
	Bottled Gas	13	19	27	32	37	48	13	19	27	32	37	48
	Electric	9	14	18	23	28	33	9	14	18	23	28	33
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water	20	20	25	31	36	42	20	20	25	31	36	42	
Sewer	21	21	27	33	39	45	21	21	27	33	39	45	
Trash Collection	15	15	15	15	15	15	15	15	15	15	15	15	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

* Estimated- not from source

ADDENDUM B:

**COMPARABLE
PROPERTY PROFILES**

6 Baytree Condominiums 4.6 miles to site



Address: 1574 Baytree Rd., Valdosta, GA 31602
 Phone: (229) 245-1406 Contact: Margaret
 Property Type: Market Rate
 Target Population: Family
 Total Units: 63 Year Built: 2004
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 7 HH
 Rent Special: None

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

Notes:



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; Premium Cabinetry

Property Amenities: On-Site Management; Recreation Areas (Fitness Center, Outdoor Swimming Pool); Security Gate; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	1,000	\$0.85	\$850	Market
2	2	G	54	0	1,200	\$0.79	\$950	Market
3	2	G	8	0	1,400	\$0.75	\$1,050	Market

*Adaptive Reuse

*DTS is based on drive time

9 Evergreen at Five Points 4.2 miles to site



Address: 100 Garden Dr., Valdosta, GA 31602
 Phone: (229) 999-6872 Contact: Nate
 Property Type: Market Rate
 Target Population: Family
 Total Units: 264 Year Built: 2010
 Vacant Units: 8 *AR Year:
 Occupancy: 97.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: None
 Rent Special: None

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

Notes:



Features And Utilities

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

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

Property Amenities: Car Care (Car Wash Area); On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Media Room / Theater, Playground, Outdoor Swimming Pool); Courtesy Officer, Security Gate; Extra Storage; Water Feature

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	48	2	633	\$2.21	\$1,400	Market
2	2	G	132	2	909 - 930	\$1.73 - \$1.69	\$1,569	Market
3	2 - 3	G	84	4	1,099 - 1,138	\$1.46 - \$1.41	\$1,605	Market

*Adaptive Reuse

*DTS is based on drive time

11 Heron Lake I 4.6 miles to site



Address: 1800 Eastwind Rd., Valdosta, GA 31602
 Phone: (229) 257-0844 Contact: Beth (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 88 Year Built: 2005
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: Shared; 60 HH
 Rent Special: None

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

Notes: Market-rate (18 units); Tax Credit (70 units)



Features And Utilities

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

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

Property Amenities: Car Care (Car Wash Area); Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool, Volleyball); Water Feature

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	2	0	783	\$0.29	\$230	30%
1	1	G	10	0	783	\$0.57	\$448	50%
1	1	G	1	0	783	\$0.63	\$494	60%
1	1	G	6	0	783	\$0.84	\$660	Market
2	2	G	5	0	1,040	\$0.26	\$267	30%
2	2	G	29	0	1,040	\$0.51	\$529	50%
2	2	G	4	0	1,040	\$0.62	\$646	60%
2	2	G	6	0	1,040	\$0.73	\$760	Market
3	2	G	2	0	1,204	\$0.25	\$299	30%
3	2	G	15	0	1,204	\$0.50	\$601	50%
3	2	G	2	0	1,204	\$0.66	\$794	60%

*Adaptive Reuse

*DTS is based on drive time

Continued on Next Page

11 Unit Configuration- cont.								
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
3	2	G	6	0	1,204	\$0.71	\$860	Market

12 Heron Lake II 4.6 miles to site



Address: 1800 Eastwind Rd., Valdosta, GA 31602
 Phone: (229) 257-0844 Contact: Beth (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 64 Year Built: 2008
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: Shared; 60 HH
 Rent Special: None

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

Notes: Market-rate (10 units); Tax Credit (54 units)



Features And Utilities

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

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

Property Amenities: Car Care (Car Wash Area); Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool, Volleyball)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	879	\$0.26	\$230	30%
1	1	G	2	0	879	\$0.51	\$448	50%
1	1	G	4	0	879	\$0.56	\$494	60%
1	1	G	2	0	879	\$0.76	\$670	Market
2	2	G	4	0	1,174	\$0.23	\$267	30%
2	2	G	10	0	1,174	\$0.45	\$529	50%
2	2	G	13	0	1,174	\$0.55	\$646	60%
2	2	G	3	0	1,174	\$0.66	\$770	Market
3	2	G	2	0	1,344	\$0.22	\$299	30%
3	2	G	7	0	1,344	\$0.45	\$601	50%
3	2	G	11	0	1,344	\$0.59	\$794	60%

*Adaptive Reuse

*DTS is based on drive time

Continued on Next Page

12	Unit Configuration- cont.							
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
3	2	G	5	0	1,344	\$0.65	\$870	Market

14 Links Apartment Homes 5.9 miles to site



Address: 3715 N. Valdosta Rd., Valdosta, GA 31602
 Phone: (229) 333-0999 Contact: Danette
 Property Type: Market Rate
 Target Population: Family
 Total Units: 256 Year Built: 1999
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: None
 Rent Special: None

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

Notes:



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Trash

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

Property Amenities: On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool); Security Gate; Extra Storage; WiFi

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	96	0	733 - 854	\$1.27 - \$1.12	\$930 - \$955	Market
2	2	G	104	0	1,200 - 1,350	\$0.88 - \$0.80	\$1,055 - \$1,080	Market
3	2	G	56	0	1,390 - 1,540	\$0.83 - \$0.81	\$1,160 - \$1,250	Market

*Adaptive Reuse

*DTS is based on drive time

15 Northwind Apts. & Condos 5.9 miles to site



Address: 5148 Northwind Blvd., Valdosta, GA 31605
 Phone: (229) 241-8237 Contact: Britney
 Property Type: Market Rate
 Target Population: Family
 Total Units: 276 Year Built: 2004
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: 13 HH
 Rent Special: None

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

Notes:



Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops

Property Amenities: Car Care (Car Wash Area); Laundry Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Basketball, Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool, Tennis); Security Gate; Extra Storage

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	90	0	948	\$1.23	\$1,165	Market
2	2	G	130	0	1,313 - 1,430	\$0.96 - \$0.94	\$1,265 - \$1,345	Market
3	2 - 2.5	G	56	0	1,720 - 1,758	\$0.79 - \$0.88	\$1,365 - \$1,545	Market

*Adaptive Reuse

*DTS is based on drive time

18 Retreat at Pineview 3.5 miles to site



Address: 2235 Bemiss Rd., Valdosta, GA 31602
 Phone: (229) 242-2003 Contact: Ebony (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 173 Year Built: 2000
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

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

Notes:



Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Ceramic Tile, Composite/Vinyl/Laminate); Premium Countertops; Premium Cabinetry

Property Amenities: Car Care (Car Wash Area); Multipurpose Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Outdoor Swimming Pool); CCTV, Security Gate; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	60	0	905	\$1.04	\$940	Market
2	2	G	84	0	1,211	\$0.87	\$1,050	Market
3	2	G	29	0	1,335	\$0.86	\$1,150	Market

*Adaptive Reuse

*DTS is based on drive time

902 Freedom Heights 7.6 miles to site



Address: 4301 Bemiss Rd., Valdosta, GA 31605
 Phone: (229) 588-4023 Contact: Greta
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 87 Year Built: 2018
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: 100 HH
 Rent Special: None

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

Notes: Market-rate (21 units); Tax Credit (66 units)



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Community Gardens; Multipurpose Room; On-Site Management; Recreation Areas (Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	6	0	804	\$0.52	\$420	50%
1	1	G	3	0	804	\$0.61	\$488	60%
1	1	G	4	0	804	\$0.89	\$715	Market
2	2	G	8	0	1,079	\$0.45	\$488	50%
2	2	G	23	0	1,079	\$0.56	\$600	60%
3	2	G	6	0	1,227	\$0.45	\$557	50%
3	2	G	20	0	1,079	\$0.81	\$872	60%
3	2	G	7	0	1,227	\$0.79	\$975	Market
3	2	G	10	0	1,227	\$0.75	\$926	Market

*Adaptive Reuse

*DTS is based on drive time

903 Gateway Pines Apts. 20.9 miles to site



Address: 770 Union Rd., Hahira, GA 31632
 Phone: (229) 794-1125 Contact: Kalieah (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 56 Year Built: 2012
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 35 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Library, Playground); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	2	0	828	\$0.51	\$425	50%
1	1	G	6	0	828	\$0.62	\$515	60%
2	2	G	3	0	1,070	\$0.48	\$514	50%
2	2	G	21	0	1,070	\$0.58	\$624	60%
3	2	G	4	0	1,254	\$0.46	\$577	50%
3	2	G	20	0	1,254	\$0.55	\$693	60%

*Adaptive Reuse

*DTS is based on drive time

Addendum C - Market Study Representation

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

Addendum D - Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

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

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

Andrew Lundell, Market Analyst, has an experienced background in customer service and financial analysis. He has evaluated the rental market in cities throughout the United States and is able to provide detailed site-specific analysis. Mr. Lundell has a Bachelor of Arts in Criminal Justice from Ohio University.

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

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

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

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

Chris Wilhoit, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Wilhoit also has a background in architectural photography.

Research Staff

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

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

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

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

Addendum E – Market Analyst Certification Checklist

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

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



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

Market Study Index

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

Addendum F – Methodologies, Disclaimers & Sources

1. PURPOSE

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

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

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

3. REPORT LIMITATIONS

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

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

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4. SOURCES

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

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