

REPORT

**MARKET STUDY**

**September 26, 2023**

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**Ware Manor Apartments  
500 Walnut Avenue  
Waycross, GA 31501**

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*For*

**Major Lee  
Envolve, LLC  
2231 20<sup>th</sup> Avenue S.  
Birmingham, AL 35213**

**And**

**Georgia Department of Community Affairs  
60 Executive Park South, N.E.  
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## **A. TABLE OF CONTENTS**

<b>B. EXECUTIVE SUMMARY.....</b>	<b>3</b>
1. DESCRIPTION .....	3
2. SITE DESCRIPTION .....	5
3. MARKET AREA DEFINITION.....	6
PRIMARY MARKET AREA MAP .....	7
4. COMMUNITY DEMOGRAPHIC DATA.....	8
5. ECONOMIC DATA.....	8
6. PROJECT SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS:.....	8
7. COMPETITIVE RENTAL ANALYSIS.....	10
8. ABSORPTION/STABILIZATION ESTIMATE .....	11
9. OVERALL CONCLUSION .....	11
<b>C. PROJECT DESCRIPTION.....</b>	<b>13</b>
<b>D. SITE EVALUATION.....</b>	<b>15</b>
2. SITE AND NEIGHBORHOOD PHOTOS.....	16
3. MAPS AND SERVICES.....	21
LOCATION MAP.....	22
SERVICES MAP .....	23
SURVEYED COMPLEXES MAP INCLUDING LOW INCOME .....	25
<b>E. MARKET AREA.....</b>	<b>27</b>
<i>Primary Market Area Map.....</i>	<i>28</i>
<b>F. COMMUNITY DEMOGRAPHIC DATA.....</b>	<b>29</b>
METHOD OF ANALYSIS.....	30
DEMOGRAPHIC SUMMARY.....	33
1. POPULATION TRENDS.....	36
TOTAL POPULATION .....	36
POPULATION DETAILS .....	37
2. HOUSEHOLD TRENDS .....	38
PERSONS PER HOUSEHOLD.....	38
HOUSEHOLD GROWTH.....	39
HOUSEHOLDS BY HOUSEHOLD INCOME.....	40
RENTER HOUSEHOLDS BY HOUSEHOLD SIZE.....	42
AGE OF HOUSING .....	43
HOUSING UNIT CHARACTERISTICS .....	44
<b>G. EMPLOYMENT TREND.....</b>	<b>45</b>
2. TOTAL JOBS BY INDUSTRY .....	47
EMPLOYMENT TRENDS.....	49
<b>H. PROJECT-SPECIFIC AFFORDABILITY &amp; DEMAND ANALYSIS.....</b>	<b>57</b>
LIHTC REQUIREMENTS.....	57
MAXIMUM RENTS.....	57
LIHTC INCOME LIMITS.....	58
<b>I. COMPETITIVE RENTAL ANALYSIS (EXISTING COMPETITIVE RENTAL ENVIRONMENT).....</b>	<b>69</b>
<i>Map of Surveyed Complexes.....</i>	<i>70</i>
<i>CHART OF SURVEYED COMPLEXES.....</i>	<i>71</i>

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**J. ABSORPTION AND STABILIZATION RATES .....73**  
    ABSORPTION ANALYSIS.....73  
    MARKET IMPACT STATEMENT .....74

**K. INTERVIEWS .....75**

**L. CONCLUSIONS AND RECOMMENDATION .....76**

**M. SIGNED STATEMENT REQUIREMENTS.....77**

**DATA SOURCES.....78**

**APPENDICES .....79**  
    COMPLEXES SURVEYED .....80  
    MARKET STUDY TERMINOLOGY.....81  
    DEMOGRAPHIC DATA .....82

**B. EXECUTIVE SUMMARY****1. Description**

The project is the renovation of housing for general occupancy that will use LIHTC financing.

1. The site is located at 500 Walnut Avenue, Waycross, Ware County, GA
2. Project Construction Type: Rehabilitation
3. Occupancy Type: Families
4. Special Population Target: n/a
5. Units by bedroom type and income targeting (AMI)

Bedrooms	Baths	# of Units	AMI Level *
1	1	20	60%
2	1	28	60%
3	1	36	60%
TOTAL		84	

6. Unit size, number of bedrooms and structure type:

Bedrooms	Baths	# of Units	Sq. Feet
1	1	20	660
2	1	28	859
3	1	36	976
TOTAL		84	
STRUCTURE TYPE :walk-up			

7. Rents and Utility allowances

UNIT CONFIGURATION							
Bedrooms	Baths	# of Units	AMI Level *	Sq. Feet	Net Rents	Utility Allow.	Gross Rents
1	1	20	60%	660	643	68	711
2	1	28	60%	859	742	88	830
3	1	36	60%	976	821	103	924
TOTAL		84					

Note: Rents shown are Project Based Section 8 rents. Tenants pay as low as \$0.

**UTILITY RESPONSIBILITY**

UTILITY RESPONSIBILITY (Check Box of Responsible Party)							
Party	Water/Sw	Trash	Electricity	Elec Heat	Gas Heat	Water Heat	Cooking (G/E)
Landlord		X					
Tenant	X		X	X		X	X electric

8. Existing or proposed project based rental assistance: 84 units Project Based Section 8.
9. Proposed Development Amenities:

UNIT AND PROJECT AMENITIES				
Range ( x )		W/D Hookups ( )	Swimming Pool ( x )	Lake/Pond ( )
Refrigerator ( x )		Patio/Balcony ( x )	On-site Mgt. ( x )	On-site Maint. ( x )
Dishwasher ( )		Ceiling Fan ( )	Laundry Facility ( x )	Elevator ( )
Disposal ( )		Fireplace ( )	Club House ( x )	Security Gate ( )
Microwave Oven ( )		Basement ( )	Community Facility ( )	Business Center ( )
Carpet ( x )		Intercom ( )	Fitness Center ( )	Computer Center ( )
A/C-Wall ( )		Security Syst. ( )	Jacuzzi/Sauna ( )	Car Wash Area ( )
A/C-Central ( x )		Furnishings ( )	Playground ( x )	Picnic Area ( x )
Window Blinds ( x )		E-Call Button ( )	Tennis Court ( )	Craft Room ( )
Wash/Dryer ( )		Cable Sat Provided ( )	Sports Court ( )	Library ( )
Wheelchair ramps ( )		Internet Provided ( )	Vaulted Ceilings ( )	Storage ( )
Safety bars ( )		Cable Sat Wired ( )	Internet Wired ( x )	View ( )
Pets Allowed ( )		Hardwood Flooring ( )	Vinyl Flooring ( )	Other* ( )
Pet Fee ( )		*Detail "Other" Amenities:		
Pet Rent ( )				

The amenities are inferior to the market.

10. Project scope of rehab is attached.

11. Projected placed in-service date after rehab:3-1-2025.

The units will be constructed using LIHTC financing and therefore the tenants will have income restrictions and there will be rent limits.

## 2. Site Description

The site is a fully developed urban site with 84 rental housing units. It is approximately 6.02 acres. The area is residential and commercial. There are no obvious environmental or other visible concerns. Adjoining east is vacant land; adjoining north is Vine Street followed by vacant and residential; adjoining west is Walnut Avenue, followed by residential and vacant; adjoining south is Vacant land and further south by a church.

The site has frontage access on Walnut Avenue and Vine Street.

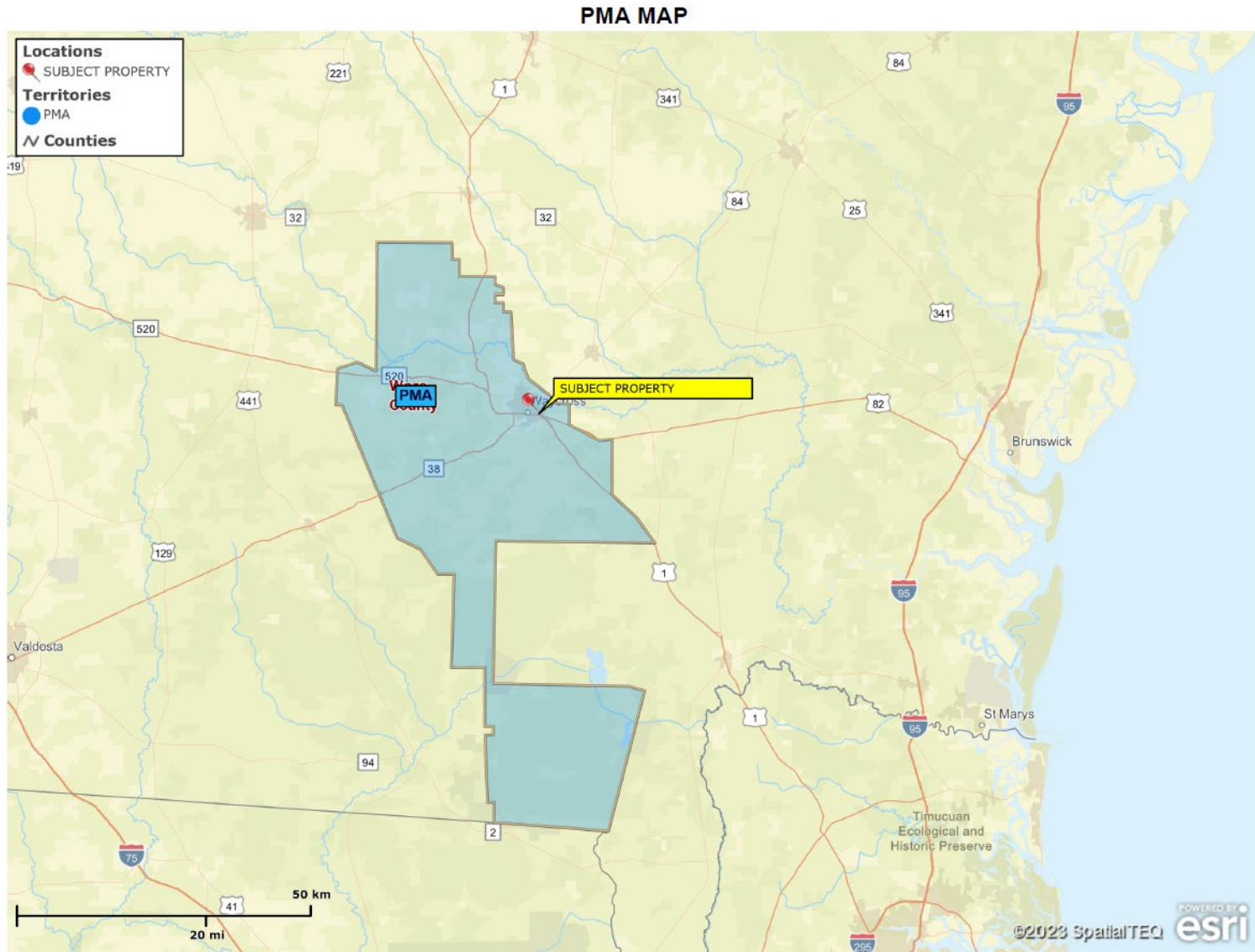
The site is a good location for affordable rental housing.

### 3. Market Area Definition

The Primary Market Area (PMA) is the geographic area from which the property is expected to draw 85% of its residents. We determined the PMA for the project to be an area encompassed by the boundaries Ware County.

The map below shows the boundaries of the PMA. The site is approximately 43 miles from the farthest boundary of the PMA. The use of the county is appropriate for this type of housing in this rural area. The site is located in the northeast part of the PMA and is expected to attract applicants from the entire county.

Primary Market Area Map







CAPTURE RATE ANALYSIS CHART											
AMI	Income Limits	Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
60% AMI	0										
	31200	1BR	20	1,212		1,212	1.65%	<3 months	\$ 650	600-750	\$0
	0										
	35100	2BR	28	1,338		1,338	2.09%	<3 months	\$ 760	600-900	\$0
	0										
	42120	3BR	36	1,517		1,517	2.37%	<3 months	\$ 828	650-950	\$0
TOTAL		60% AMI	84	1,517	0	1,517	5.54%	<3 months			
		TOTAL LIHTC	84	1,517	0	1,517	5.54%	<3 months			

Based upon all of the data and field work, it is our opinion that the capture rates are achievable.

## 7. Competitive Rental Analysis

In the demographics section of the report, we include detailed information on the existing housing stock for the PMA. The renter percentage is 36.39%. One-unit detached homes make up 63.44% of the housing units, while units while structures with 5 or more units make up 7.21% of the housing units. Mobile Homes or Trailers make up 20.84% of the units.

We surveyed 16 complexes with a total of 926 units. This include 8 reported LIHTC projects with a total of 402 units and 8 market rate and other subsidized units with a total of 524 units. The LIHTC complexes had occupancy of 97.01%, while the other units had occupancy of 99%. The overall occupancy rate is 98.06%. The amenities in the majority of the market rate units surveyed are equal or superior to the proposed units. Almost all of the complexes surveyed reported that they had waiting lists of applicants. Some of the rental units are aging with complexes built in the 1970s and 1980s. There are market rate multifamily units that are comparable to the subject. We contacted real estate agents and researched rental properties online and found that homes and mobile homes rent quickly. Based upon this information and assessing the amenities and features of the proposed complex, we have determined the market rates to be \$650 for one-bedroom units, \$760 for two-bedroom units and \$828 for three-bedroom units. The chart below compares the subject rents to the LIHTC maximums and the net market rent.

UNIT	LIHTC MAX RENT	UA	NET LIHTC RENT	MAX PROPOSED LIHTC RENT	Net Market Rent	Advantage over market
1 Bedroom--50% AMI	0	\$0	0	\$0	650	100.0%
3 Bedroom--50%AMI	0	\$0	0	\$0	760	100.0%
4 Bedroom--50% AMI	0	\$0	0	\$0	828	100.0%

Since it is all subsidized rents, we use \$0 as the tenant paid rent.

The proposed project should not have any adverse impact on other affordable housing in the area, including DCA projects. All of the properties surveyed had sustaining occupancy and most had waiting lists.

In the last five years, rental rates and occupancy levels have been increasing. Rental trends in the area include rising rents and level occupancy in the 95-100% range. We project rents to increase 3% per year for the next two years and we project occupancy to be stable, with slight improvements. Foreclosures and abandoned homes are not a factor for this development due to the high rental occupancy in the area. There is no way at this point in time to determine the effect, if any, of the COVID-19 pandemic upon the future economy and rental and occupancy rates. Generally, during economic downturns, the need for affordable housing increases.

There are two housing voids in Ware County. The first is new market rate housing for general occupancy. The income levels are sufficient to support this type of rental housing yet there is still a large demand for it. The second is affordable housing for families. This project will help fill the void for decent affordable housing for families but not for market rate housing.

### 8. Absorption/Stabilization Estimate

We project the following absorption (i.e. leasing) of the new units:

Date	Total # Leased	%
Construction Completion	56	67%
30 Days Post Completion	64	76%
60 Days Post Completion	72	86%
90 Days Post Completion	80	95%
120 Days Post Completion	84	100%

The absorption rate is estimated to be 8 units per month, based upon the interviews with the property managers. Preleasing is projected to result in 56 units rented during construction. 93% occupancy should be achieved approximately 90 days after construction completion.

### 9. Overall Conclusion

We recommend that the proposed project be awarded an allocation of Low-Income Housing Tax Credits based upon our review and analysis of current market conditions, economics, demographics, current occupancy of existing complexes and supply and demand estimates. The proposed design and amenities will enhance the relative marketability.

The site has no adverse conditions and is marketable. There is very little comparable subsidized in the area, so the complex will be able to operate as one of the nicest rental assistance complexes available. The standard calculated capture rate for each type of unit is within DCA guidelines for feasibility in a rural area.

We project the units will be absorbed fully within 120 days of completion. The newly rehabilitated units will have an advantage over other units in the area due to the availability of rental assistance.

The high occupancy rates, waiting lists, acceptable capture rates and interviews with local persons knowledgeable about the housing needs of the area were the major factors that led to these conclusions.

The proposed project when completed will have no appreciable impact on the tax credit and other existing affordable housing in the area. It will have a positive impact on those that are seeking affordable housing in that they will have an additional choice and availability that prior to the completion they will not have. As with any new addition or newly rehabilitated units to a market, this complex may cause other properties to provide a better product and a higher level of customer service and appreciation.

Summary Table:			
Development Name:	Ware Manor	Total # Units:	84
Location:	500 Walnut Ave, Way Cross, GA	# LIHTC Units:	84
PMA Boundary:	Ware County		
South Boundary Line is the farthest from the subject.		Farthest Boundary Distance to Subject:	43 miles

RENTAL HOUSING STOCK (found on page __)									
Type	# Properties			Total Units	Vacant Units			Average Occupancy	
All Rental Housing	16			926	18			98.06%	
Market-Rate Housing	6			344	6			98.26%	
Assisted/Subsidized Housing not to include LIHTC	2			180	0			100.00%	
LIHTC	8			402	12			97.01%	
Stabilized Comps	8			402	12			97.01%	
Properties in Construction & Lease Up									
Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Beds	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advan-tage	Per Unit	Per SF
20	1	1	660	\$0	\$ 650	\$ 0.98	100%	\$ 750	\$ 1.30
28	2	1	859	\$0	\$ 760	\$ 0.88	100%	\$ 900	\$ 1.04
36	3	1	976	\$0	\$ 828	\$ 0.85	100%	\$ 950	\$ 0.71

CAPTURE RATES (found on page __)						
Targeted Population	50%	80%	60%	Market Rate	Market Rate_	Overall LIHTC
Capture Rate			5.54%			5.54%

**C. PROJECT DESCRIPTION**

The project is the renovation of housing for general occupancy that will use LIHTC financing.

1. The site is located at 500 Walnut Avenue, Waycross, Ware County, GA
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UNIT CONFIGURATION							
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Note: Rents shown are Project Based Section 8 rents. Tenants pay as low as \$0.

**UTILITY RESPONSIBILITY**

UTILITY RESPONSIBILITY (Check Box of Responsible Party)							
Party	Water/Sw	Trash	Electricity	Elec Heat	Gas Heat	Water Heat	Cooking (G/E)
Landlord		X					
Tenant	X		X	X		X	X electric

8. Existing or proposed project based rental assistance: 84 units Project Based Section 8.
9. Proposed Development Amenities:

UNIT AND PROJECT AMENITIES				
Range ( x )		W/D Hookups ( )	Swimming Pool ( x )	Lake/Pond ( )
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Dishwasher ( )		Ceiling Fan ( )	Laundry Facility ( x )	Elevator ( )
Disposal ( )		Fireplace ( )	Club House ( x )	Security Gate ( )
Microwave Oven ( )		Basement ( )	Community Facility ( )	Business Center ( )
Carpet ( x )		Intercom ( )	Fitness Center ( )	Computer Center ( )
A/C-Wall ( )		Security Syst. ( )	Jacuzzi/Sauna ( )	Car Wash Area ( )
A/C-Central ( x )		Furnishings ( )	Playground ( x )	Picnic Area ( x )
Window Blinds ( x )		E-Call Button ( )	Tennis Court ( )	Craft Room ( )
Wash/Dryer ( )		Cable Sat Provided ( )	Sports Court ( )	Library ( )
Wheelchair ramps ( )		Internet Provided ( )	Vaulted Ceilings ( )	Storage ( )
Safety bars ( )		Cable Sat Wired ( )	Internet Wired ( x )	View ( )
Pets Allowed ( )		Hardwood Flooring ( )	Vinyl Flooring ( )	Other* ( )
Pet Fee ( )		*Detail "Other" Amenities:		
Pet Rent ( )				

The amenities are inferior to the market.

10. Project scope of rehab is attached.

11. Projected placed in-service date after rehab:3-1-2025.

The units will be constructed using LIHTC financing and therefore the tenants will have income restrictions and there will be rent limits.

**D. Site Evaluation**

1. The site visit including comparable market area developments was made on August 18-19, 2023, by Debbie Amox.
2. The site is a fully developed urban site with 84 rental housing units. It is approximately 6.02 acres. The area is residential and commercial. There are no obvious environmental or other visible concerns. Adjoining east is vacant land; adjoining north is Vine Street followed by vacant and residential; adjoining west is walnut Avenue, followed by residential and vacant; adjoining south is Vacant land and further south by a church.
3. The site has frontage access on Walnut Avenue and Vine Street.
4. The site is a good location for affordable rental housing.



## **2. Site and Neighborhood Photos**

All photographs were taken August 18, 2023.



Adjacent to West



Adjacent to North



Adjacent to East



Adjacent to South



West to East



South to North



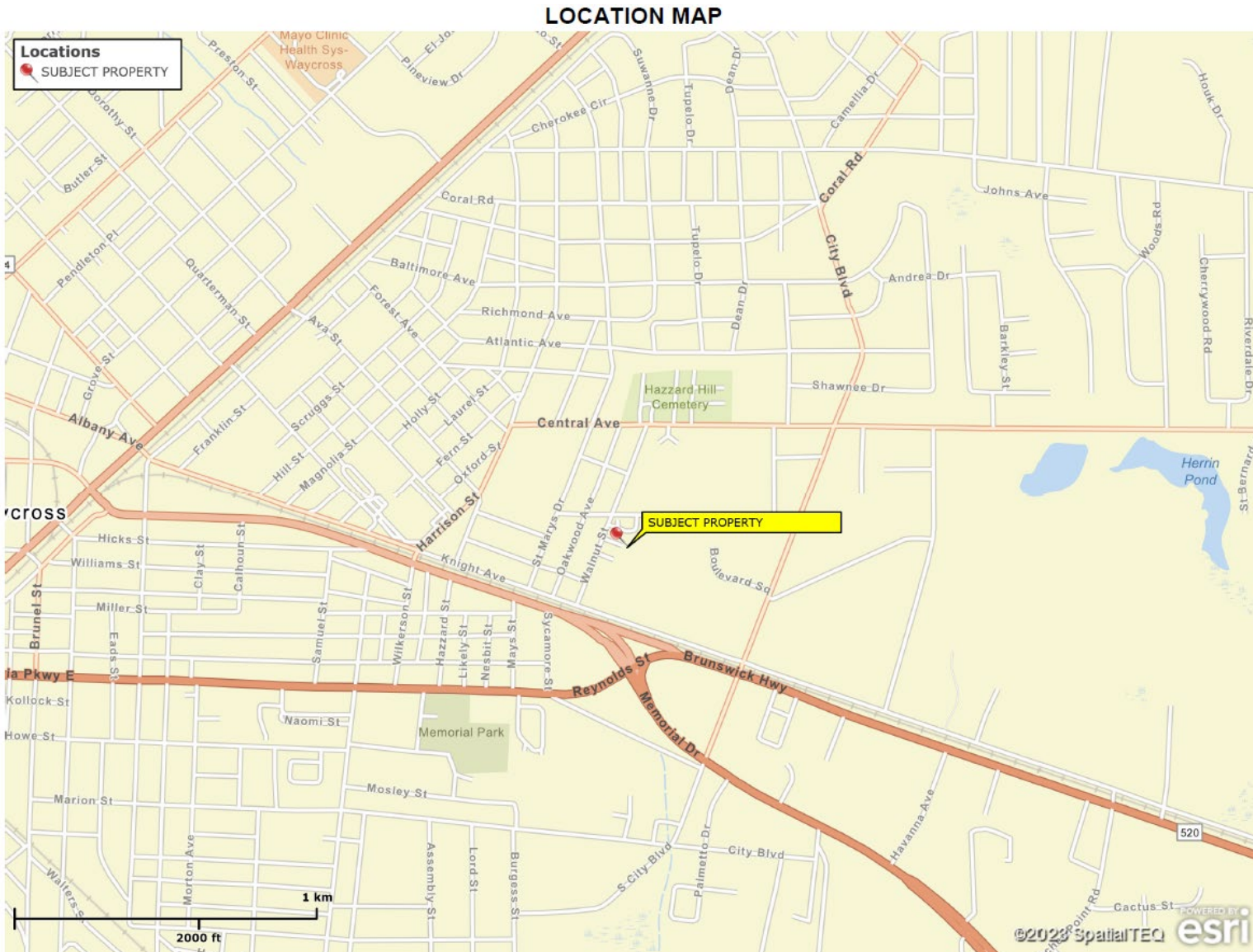
North to South



East to West

**3. Maps and services.**

Location Map



Services Map

# Ware Manor Apartments

SERVICES

1

SUBJECT

2

Kroger

3

Waycross Urgent Care

4

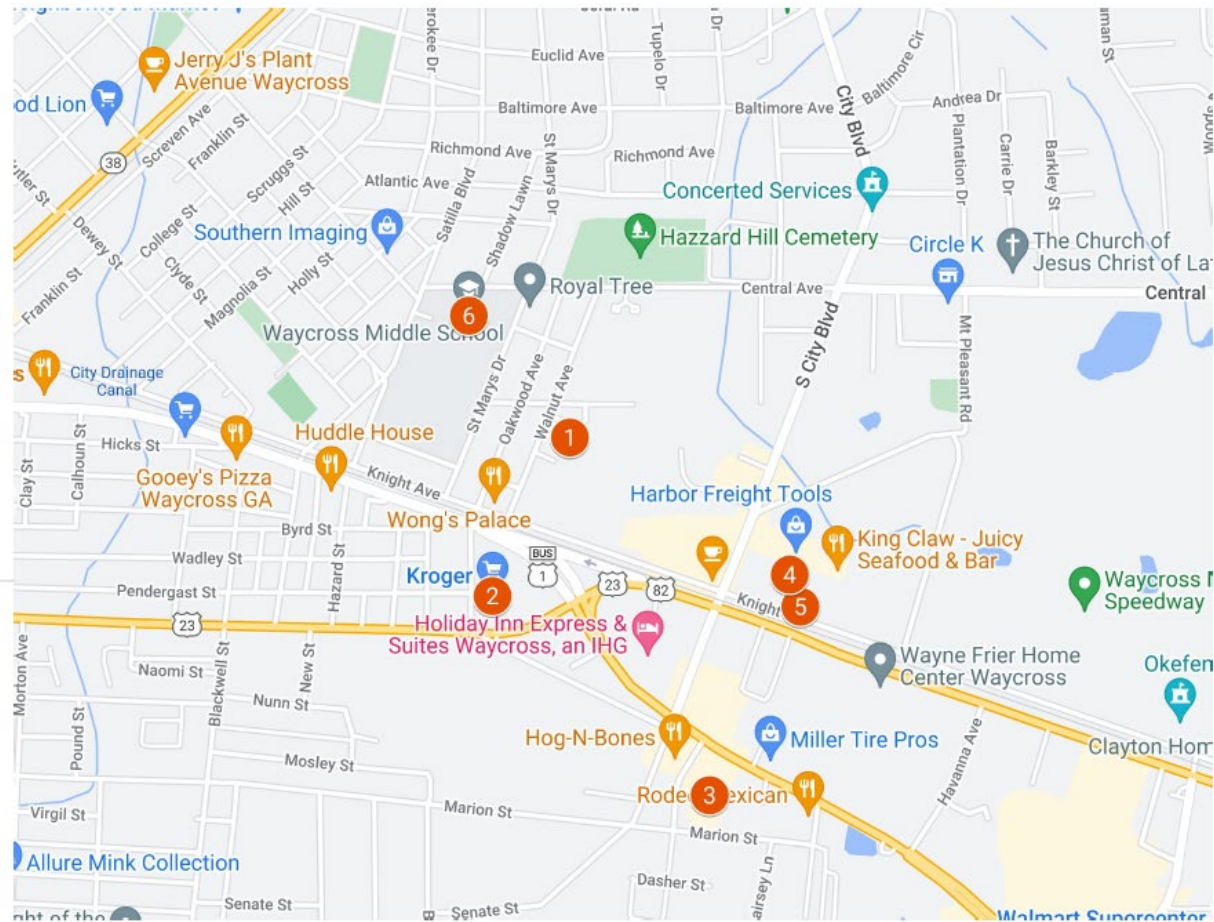
Satilla Square Shopping Center

5

Truist

6

Waycross Middle School



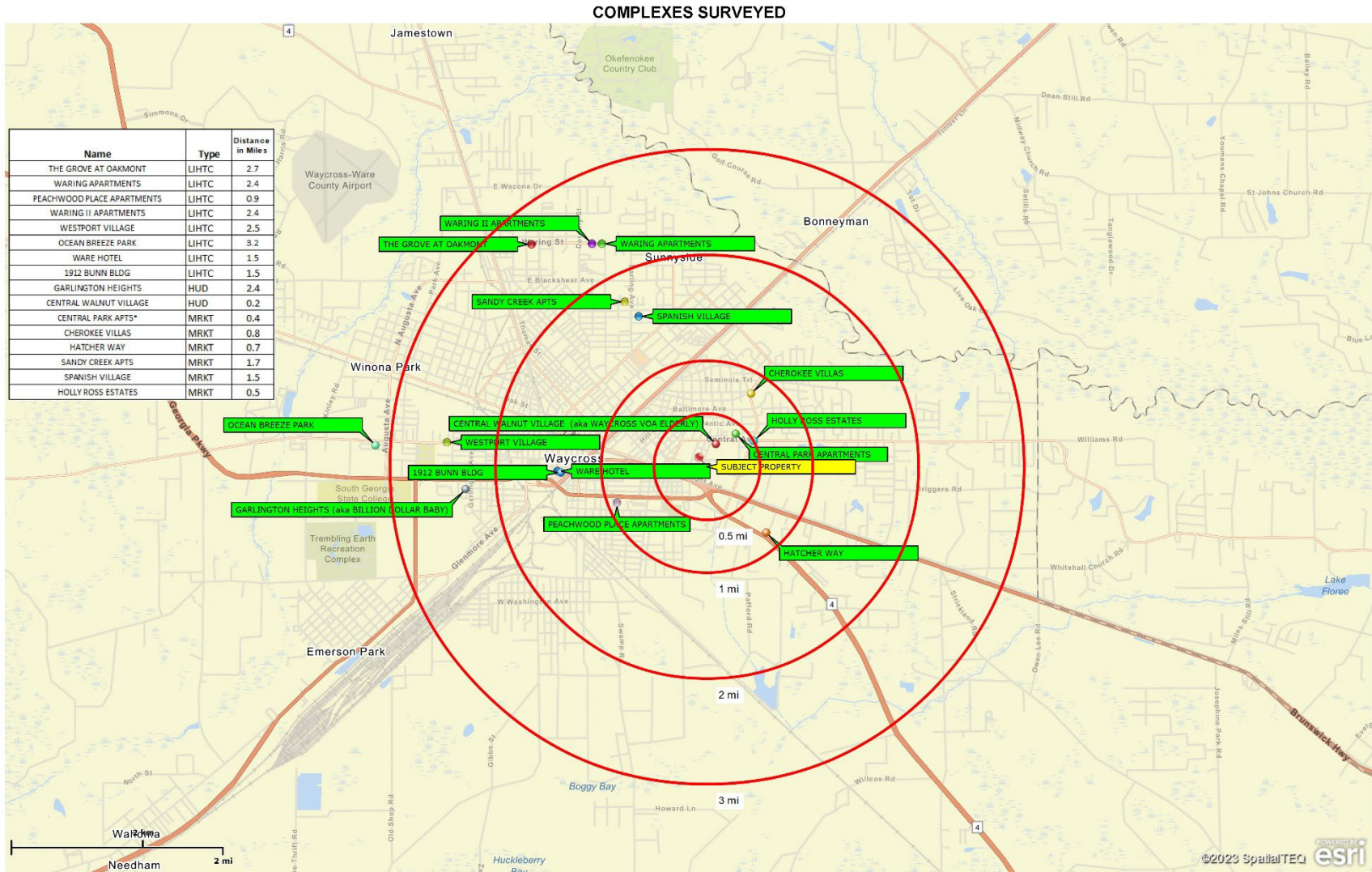


Service	Name/Address	Distance
<b>Full-Service Grocery Store</b>	Kroger 1606 Memorial Dr Waycross	0.2
<b>Pharmacy/Drug Store</b>	Kroger Pharmacy 1606 Memorial Dr Waycross	0.2
<b>Doctor's Office/Emergency Clinic/Urgent Care Facility/Hospital</b>	Waycross Urgent Care Clinic 1912 Memorial Dr Waycross	0.5
<b>Shopping Center</b>	Saltillo Square Shopping Center 1803 Knight Avenue Waycross	0.4
<b>Bank</b>	Truist Bank 1807 Knight Avenue Waycross	0.5
<b>Public School</b>	Waycross Middle School 700 Central Ave Waycross	0.1

All of the above services and amenities are also employment opportunities.

1. The site is a fully developed urban site with 84 rental housing units. It is approximately 6.02 acres. The area is residential and commercial. There are no obvious environmental or other visible concerns. Adjoining east is vacant land; adjoining north is Vine Street followed by vacant and residential; adjoining west is walnut Avenue, followed by residential and vacant; adjoining south is Vacant land and further south by a church. The site is a good location for affordable rental housing.
2. According to information from neighborhoodscout.com, the crime index is 68. This should not be a negative marketing factor and this new housing will improve the area.
3. See map below that shows existing low-income housing.

Surveyed Complexes Map Including Low Income



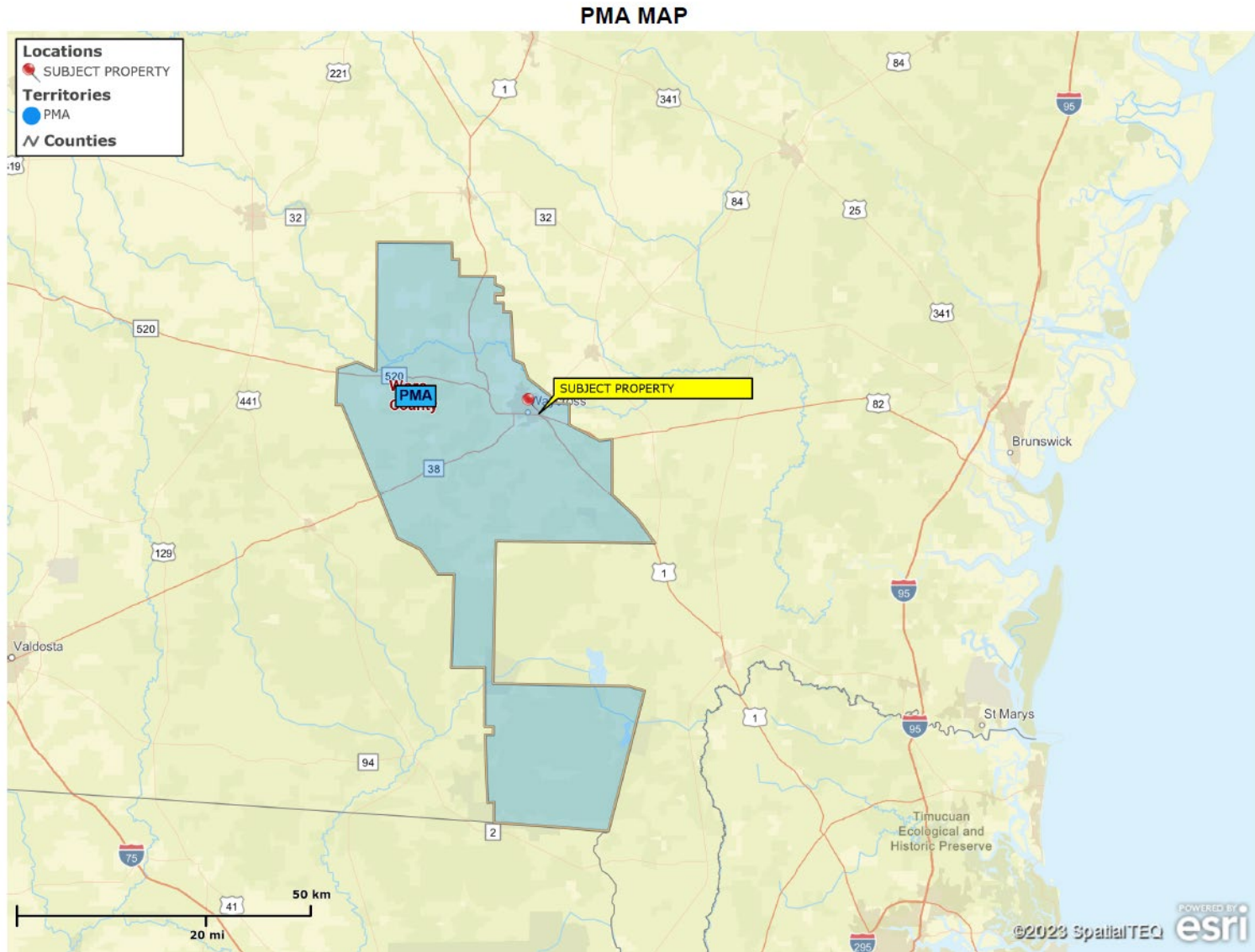
4. There are no known road or infrastructure improvements planned or under construction in the area of the site.
5. Ingress and egress and access to the site is excellent via the hard-surfaced streets that it faces. Pedestrian access is from the unpaved road right of way. Visibility from the access street will be excellent.
6. There are no obvious environmental or other visible concerns. The site is well located for an affordable housing development for families. Proximity to services is good and visibility is excellent. The site should attract those seeking this type of housing.

**E. MARKET AREA**

The Primary Market Area (PMA) is the geographic area from which the property is expected to draw 85% of its residents. We determined the PMA for the project to be an area encompassed by the boundaries Ware County.

The map below shows the boundaries of the PMA. The site is approximately 43 miles from the farthest boundary of the PMA. The use of the county is appropriate for this type of housing in this rural area. The site is located in the northeast part of the PMA and is expected to attract applicants from the entire county.

Primary Market Area Map



**F. COMMUNITY DEMOGRAPHIC DATA**

Gibson Consulting, LLC, Phone Number (318) 524-0177 was retained by the developer to provide a market analysis that could be used to ascertain whether the project as proposed would have a likelihood of success.

In performing a market analysis, the analyst must perform a field study, the market must be defined, suitable data must be obtained from Census and other sources, interviews must be conducted, competing properties must be surveyed, and any special requirements of lenders or allocating agencies must be addressed. The report should be taken as a whole, which forms the basis of the opinion expressed by the analyst.

As an appendix we have attached a market study terminology section for the reader's use.

## METHOD OF ANALYSIS

The purpose of a market analysis is to objectively and professionally analyze the potential success of a remodeled and refreshed or newly constructed housing development. Typically an affordable housing development must maintain approximately 85-90% occupancy in order to be successful. Income and rent restrictions placed upon the project by utilization of the LIHTC program make necessary a specific analysis of the affordable housing market, not simply a study of the general housing market. The general rental housing market in a market area may reveal that the existing rental units have low occupancy or high occupancy. Vacancy rates alone are not sufficient for analyzing the need for affordable housing. For example, vacancies may be high in a market area, but there may be an overwhelming need for additional affordable units. If the units with vacancies are not affordable to LIHTC qualified applicants, those units are not serving the target market. Therefore, introduction of additional affordable housing units may be advisable without affecting the vacancies at the existing units. Conversely, low vacancy rates themselves are not necessarily indicative of the need for additional affordable housing. The nature of the rental rates, occupancy demographics and other factors such as services and amenities are also contributing factors to the overall need for affordable housing. The mere existence of a property does not make it comparable or a factor in the analysis of the market. The characteristics of the property are the determinant of whether the review of it is relevant to the report.

The source of residents and the need for additional housing units may come from:

### 1. New Households

By definition, households need housing to be a household. Household creation in a market area will create a need for housing units. The trend in Georgia (as well as most other states) since 1970 has been that the household contains fewer persons. In other words, household size is decreasing. Because of this fact, even if a market area experiences negative population growth the number of households may increase due to the shrinking number of persons per household. The projected household growth, rather than simple population change is the factor that affects demand for housing.

### 2. Inadequate Supply of Existing Affordable Housing

A shortage of housing that is in the affordable range for LIHTC eligible renters may mean that these persons are living in households with other family members. The simple fact of unavailability of sufficient affordable housing means that an increase in supply of affordable housing will be utilized by those that are not currently able to acquire housing in the existing overpriced market. Lower income families generally pay a higher percentage of income for shelter when there is a shortage of affordable housing. They may be forced to accept rent overburden because of this factor. A comparison of the income characteristics of the market area universe with the rental rates of the market can signal pent-up demand for affordable housing.

### 3. Substandard and Overcrowded Housing Units

Persons living in overcrowded units or substandard housing are an excellent source of demand for new affordable housing. A unit may be substandard because of lack of adequate plumbing facilities, or other factors. An overcrowded unit is generally considered to be a unit that contains more than 1 person per room. Besides the traditional definitions of substandard, demand for affordable housing can come from those who simply wish to upgrade their housing conditions. For example, a family receiving housing assistance from a

Section 8 voucher may be living in a unit that is less desirable and convenient than the new or remodeled units. They might choose to move to the more desirable unit.

#### **4. Special Needs**

Large families, single parent households, elderly, disabled, homeless or handicapped persons are examples of special needs populations which may be a source of demand for new units. The units that address the special need may be more desirable than the housing they use now.

#### **5. Population Growth**

General population growth will cause a need for additional housing through creation of household growth (see 1 above).

#### **6. Favorable Comparability of New or Renovated Units**

In the first several years of a new or renovated project, there will be a source of demand that comes from households which would prefer the newer, more modern housing to the older, less modern place they live now. In every market there is a demand from this group. The market analyst uses the above sources to calculate a demand for new units in the market area for the proposed first year of operation. The demand calculated is only demand from income eligible persons. The units in the pipeline as determined from building permit information reduce the total demand. The penetration of this calculated demand that is necessary for the new and remodeled units to be successful is determined and used in the final recommendation.

#### **7. Primary Market Area and Secondary Market Area**

The market is further analyzed by the analysis of the Primary Market Area (PMA) (Submarket or Neighborhood) and the Secondary Market Area (SMA) (City, MSA or County). The major reasons for moving into the subject project are for affordability of the units, safer community environment and to be closer to new jobs. Demographic information and demand calculations from the PMA form the basis of the recommendations in the report. The comparable project data are mainly from the PMA since the majority of the renters in the proposed project should come from the PMA.



This section of the market study considers housing statistics with the subject's market area. The market area is defined as the area in which similar properties compete with the subject property for tenants or homeowners. The geographic boundaries are determined by physical factors such as highways, water bodies as well as socioeconomic factors such as traditional neighborhood composition recognized by local residents, average home prices, and established employment center.

The demographic data was obtained and compiled by Environics Analytics and the United States 2010 and 2020 Census. The current year update is a shorthand term for the massive set of demographic estimates and projections produced multiple times per year for the Environics Analytics products. Estimates consist of data prepared for the current year, and projections (sometimes called forecasts) are prepared for dates five years in the future.

American Community Survey (ACS) estimates are released every year by the Census, and Environics Analytics continues to make use of ACS estimates of median income and home value to guide estimates at these levels.

To take full advantage of methodological refinements and new data resources, each set of updates begins not with the previous year's estimates, but with data from the most recent decennial census. For this reason, the difference between estimates for consecutive years is not an estimate of change from one year to the next. Change is estimated with reference to the previous census numbers.

In the charts that follow, all 2025 projections (year of project entry) are interpolated from the 2023-2028 projections provided by Environics Analytics.

## Demographic Summary

### Pop-Facts® Executive Summary | Population & Household Trade Area: WARE COUNTY, GA PMA

#### POPULATION

The population in this area is estimated to change from 36,251 to 35,942, resulting in a growth of -0.9% between 2020 and the current year. Over the next five years, the population is projected to grow by 0.0%.

The population in the base area is estimated to change from 331,449,281 to 334,500,069, resulting in a growth of 0.9% between 2020 and the current year. Over the next five years, the population is projected to grow by 2.1%.

The current year median age for this area is 38.1, while the average age is 39.5. Five years from now, the median age is projected to be 38.0.

The current year median age for the base area is 39.2, while the average age is 40.2. Five years from now, the median age is projected to be 40.3.

Of this area's current year estimated population:

61.6% are White Alone, 30.5% are Black or African American Alone, 0.3% are American Indian and Alaska Nat. Alone, 0.9% are Asian Alone, 0.1% are Nat. Hawaiian and Other Pacific Isl. Alone, 2.6% are Some Other Race, and 4.1% are Two or More Races.

Of the base area's current year estimated population:

60.1% are White Alone, 12.5% are Black or African American Alone, 1.2% are American Indian and Alaska Nat. Alone, 6.2% are Asian Alone, 0.2% are Nat. Hawaiian and Other Pacific Isl. Alone, 9.0% are Some Other Race, and 10.9% are Two or More Races.

This area's current estimated Hispanic or Latino population is 5.0%, while the base area's current estimated Hispanic or Latino population is 19.9%.

#### HOUSEHOLD

The number of households in this area is estimated to change from 13,651 to 13,538, resulting in an increase of -0.8% between 2020 and the current year. Over the next five years, the number of households is projected to increase by 0.2%. The number of households in the base area is estimated to change from 126,817,580 to 128,298,155, resulting in an increase of 1.2% between 2020 and the current year. Over the next five years, the number of households is projected to increase by 2.4%.

#### EDUCATION

Currently, it is estimated that 2.9% of the population age 25 and over in this area had earned a Master's Degree, 1.1% had earned a Professional School Degree, 1.0% had earned a Doctorate Degree and 10.1% had earned a Bachelor's Degree.

In comparison, for the base area, it is estimated that for the population over age 25, 9.1% had earned a Master's Degree, 2.2% had earned a Professional School Degree, 1.5% had earned a Doctorate Degree and 20.2% had earned a Bachelor's Degree.

#### INCOME

The average household income is estimated to be \$61,006 for the current year, while the average household income for the base area is estimated to be \$104,972 for the same time frame.

The average household income in this area is projected to change over the next five years, from \$61,006 to \$67,746.

The average household income in the base area is projected to change over the next five years, from \$104,972 to \$118,758.

**HOUSING**

Most of the dwellings in this area (63.6%) are estimated to be Owner-Occupied for the current year. For the base area the majority of the housing units are Owner-Occupied (64.4%).

The majority of dwellings in this area (63.4%) are estimated to be structures of 1 Unit Detached for the current year. The majority of the dwellings in the base area (61.4%) are estimated to be structure of 1 Unit Detached for the same year.

The majority of housing units in this area (18.9%) are estimated to have been Built 1970 to 1979 for the current year.

The majority of housing units in the base area (14.6%) are estimated to have been Built 1970 to 1979 for the current year.

**LABOR**

For this area, Ware County, GA PMA, 95.8% of the labor force is estimated to be employed for the current year.

The employment status of the population age 16 and over is as follows:

0.0% are in the Armed Forces, 47.3% are employed civilians, 2.1% are unemployed civilians, and 50.7% are not in the labor force.

The occupational classification for this area are as follows:

31.2% hold blue collar occupations, 50.0% hold white collar occupations, and 18.8% are occupied as service & farm workers.

For the civilian employed population age 16 and over in this area, it is estimated that they are employed in the following occupational categories:

0.1% are in Architecture and Engineering, 0.9% are in Arts, Entertainment and Sports, 2.1% are in Business and Financial Operations, 0.8% are in Computers and Mathematics, 5.1% are in Education, Training and Libraries, 6.4% are in Healthcare Practitioners and Technicians, 2.9% are in Healthcare Support, 0.6% are in Life, Physical and Social Sciences, 7.6% are in Management, 12.6% are in Office and Administrative Support.

1.8% are in Community and Social Services, 4.4% are in Food Preparation and Serving, 0.9% are in Legal Services, 4.1% are in Protective Services, 11.0% are in Sales and Related Services, 2.9% are in Personal Care Services.

2.8% are in Building and Grounds Maintenance, 4.5% are in Construction and Extraction, 1.7% are in Farming, Fishing and Forestry, 6.9% are in Maintenance and Repair, 10.9% are in Production, 8.9% are in Transportation and Moving.

For the base area, USA, 95.3% of the labor force is estimated to be employed for the current year.

The employment status of the population age 16 and over is as follows:

0.4% are in the Armed Forces, 60.1% are employed civilians, 3.0% are unemployed civilians, and 36.5% are not in the labor force.

The occupational classification for the base area are as follows:

21.3% hold blue collar occupations, 60.5% hold white collar occupations, and 18.2% are occupied as service & farm workers.

For the civilian employed population age 16 and over in the base area, it is estimated that they are employed in the following occupational categories:

2.0% are in Architecture and Engineering, 2.0% are in Arts, Entertainment and Sports, 5.4% are in Business and Financial Operations, 3.3% are in Computers and Mathematics, 6.2% are in Education, Training and Libraries, 6.1% are in Healthcare Practitioners and Technicians, 3.3% are in Healthcare Support, 1.0% are in Life, Physical and Social Sciences, 10.6% are in Management, 11.0% are in Office and Administrative Support.

1.8% are in Community and Social Services, 5.6% are in Food Preparation and Serving, 1.1% are in Legal Services, 2.2% are in Protective Services, 9.9% are in Sales and Related Services, 2.7% are in Personal Care Services.

3.7% are in Building and Grounds Maintenance, 5.1% are in Construction and Extraction, 0.6% are in Farming, Fishing and Forestry, 3.1% are in Maintenance and Repair, 5.6% are in Production, 7.6% are in Transportation and Moving.

Source: Environics Analytics

## 1. POPULATION TRENDS

### a. Total Population

#### TOTAL POPULATION

#### PMA

Population	
2010 Census	36310
2020 Census	36251
2023 Estimate	35942
2025 Projection	35,948
2028 Projection	35958
Percent Change: 2010 to 2020	-0.16%
Percent Change: 2020 to 2023	-0.85%
Percent Change: 2020 to 2023	-0.04%
Percent Change: 2023 to 2028	0.04%
Annualized change: 2010-2020	-0.02%
Annualized change: 2023-2025	-0.28%
Annualized change: 2025-2028	-0.02%
Annualized change: 2023-2028	0.01%
Change 2010-2020	-59
Change 2023-2025	-6
Change 2023-2028	-16

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

### b. Population by age group

**POPULATION DETAILS****PMA**

	2023		2025
<b>Population by Age</b>	35,942	0.0%	35,948
Age 0 - 4	2,471	6.9%	2,471
Age 5 - 9	2,418	6.7%	2,418
Age 10 - 14	2,464	6.9%	2,464
Age 15 - 17	1,465	4.1%	1,465
Age 18 - 20	1,345	3.7%	1,345
Age 21 - 24	1,781	5.0%	1,781
Age 25 - 34	4,704	13.1%	4,705
Age 35 - 44	4,212	11.7%	4,213
Age 45 - 54	4,137	11.5%	4,138
Age 55 - 64	4,211	11.7%	4,212
Age 65 - 74	3,903	10.9%	3,904
Age 75 - 84	1,966	5.5%	1,966
Age 85 and over	865	2.4%	865
Age 16 and over	28,111	78.2%	28,116
Age 18 and over	27,124	75.5%	27,129
Age 21 and over	25,779	71.7%	25,784
Age 65 and over	6,734	18.7%	6,735
Est. Median Age	38.06		
Est. Average Age	39.50		
Persons age 55+	10,945	38.93%	10,947

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

\*Persons age 55+ are 38.93% of the total number of persons age 16+. Since persons under age 16 do not typically form households, we use this percentage to calculate age 55+ demand.

<b>2010 Population by Age</b>		
Age 0 - 4	2,493	6.87
Age 5 - 9	2,297	6.33
Age 10 - 14	2,296	6.32
Age 15 - 17	1,464	4.03
Age 18 - 20	1,531	4.22
Age 21 - 24	1,930	5.32
Age 25 - 34	4,681	12.89
Age 35 - 44	4,531	12.48
Age 45 - 54	5,110	14.07
Age 55 - 64	4,439	12.22
Age 65 - 74	2,857	7.87
Age 75 - 84	1,894	5.22
Age 85+	787	2.17
Age 15+	29,224	80.48
Age 16+	28,740	79.15
Age 18+	27,760	76.45
Age 21+	26,229	72.24
Age 25+	24,299	66.92
Age 65+	5,538	15.25
Median Age	--	38.26

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

## 2. Household Trends

- a. Total number of households and average household size

### PERSONS PER HOUSEHOLD PMA

2010 Census	2.66
2020 Census	2.66
2023 Estimate	2.65
2025 Projection	2.65
2028 Projection	2.65

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

**HOUSEHOLD GROWTH****PMA**

<b>Households</b>	
2010 Census	13,652
2020 Census	13,651
2023 Estimate	13,538
2025 Projection	13,551
2028 Projection	13,570
Percent Change: 2010 to 2020	-0.01%
Percent Change: 2020 to 2023	-0.83%
Percent Change: 2020 to 2023	0.09%
Percent Change: 2023 to 2028	0.24%
Annualized change: 2010-2020	0.00%
Annualized change: 2023-2025	-0.09%
Annualized change: 2025-2028	0.05%
Annualized change: 2023-2028	0.05%
Change 2010-2020	-1
Change 2023-2025	-113
Change 2023-2028	13

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

## b. Household by tenure

**PMA**

	2010		2023		2025
Total Households	13,652		13,538		13,551
Renter Occupied	4,786	35.06%	4,927	36.39%	4931
Owner Occupied	8,866	64.94%	8,611	63.61%	8620

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC



c. Households by Income  
**HOUSEHOLDS BY HOUSEHOLD INCOME**  
**PMA**

<b>PMA</b>	2021	%	2023
Total:	12,763		13,538
Owner occupied:	8,069		8,611
Less than \$5,000	400	4.96%	427
\$5,000 to \$9,999	148	1.83%	158
\$10,000 to \$14,999	455	5.64%	486
\$15,000 to \$19,999	262	3.25%	280
\$20,000 to \$24,999	350	4.34%	374
\$25,000 to \$34,999	1,041	12.90%	1111
\$35,000 to \$49,999	1,097	13.60%	1171
\$50,000 to \$74,999	1,643	20.36%	1753
\$75,000 to \$99,999	1,156	14.33%	1234
\$100,000 to \$149,999	994	12.32%	1061
\$150,000 or more	523	6.48%	558
Renter occupied:	4,694		4,927
Less than \$5,000	249	5.30%	261
\$5,000 to \$9,999	641	13.66%	673
\$10,000 to \$14,999	654	13.93%	686
\$15,000 to \$19,999	309	6.58%	324
\$20,000 to \$24,999	397	8.46%	417
\$25,000 to \$34,999	725	15.45%	761
\$35,000 to \$49,999	849	18.09%	891
\$50,000 to \$74,999	553	11.78%	580
\$75,000 to \$99,999	186	3.96%	195
\$100,000 to \$149,999	67	1.43%	70
\$150,000 or more	64	1.36%	67

Source: U.S. Census Bureau, American Community Survey B25118, Gibson Consulting LLC

<b>Households by HH Income</b>	<b>2020</b>	
Total:	13657	
Owner occupied:	8693	63.65%
Less than \$5,000	393	4.52%
\$5,000 to \$9,999	224	2.58%
\$10,000 to \$14,999	489	5.63%
\$15,000 to \$19,999	309	3.55%
\$20,000 to \$24,999	494	5.68%
\$25,000 to \$34,999	1238	14.24%
\$35,000 to \$49,999	1247	14.34%
\$50,000 to \$74,999	1619	18.62%
\$75,000 to \$99,999	1195	13.75%
\$100,000 to \$149,999	1029	11.84%
\$150,000 or more	456	5.25%
Renter occupied:	4964	36.35%
Less than \$5,000	268	5.40%
\$5,000 to \$9,999	698	14.06%
\$10,000 to \$14,999	490	9.87%
\$15,000 to \$19,999	543	10.94%
\$20,000 to \$24,999	587	11.83%
\$25,000 to \$34,999	769	15.49%
\$35,000 to \$49,999	714	14.38%
\$50,000 to \$74,999	590	11.89%
\$75,000 to \$99,999	184	3.71%
\$100,000 to \$149,999	57	1.15%
\$150,000 or more	64	1.29%

Source: U.S. Census Bureau, American Community Survey b25118

## d. Renter Households by number of persons in the household

**Renter Households by Household Size  
PMA**

	2021	%	2023
Total:	12,763		13538
Owner occupied:	8,069		8611
1-person household	2,242	27.79%	2393
2-person household	3,302	40.92%	3524
3-person household	1,219	15.11%	1301
4-person household	668	8.28%	713
5-person household	476	5.90%	508
6-person household	124	1.54%	132
7-or-more person household	38	0.47%	41
Renter occupied:	4,694	0	4927
1-person household	2,122	45.21%	2227
2-person household	1,240	26.42%	1302
3-person household	586	12.48%	615
4-person household	407	8.67%	427
5-person household	137	2.92%	144
6-person household	163	3.47%	171
7-or-more person household	39	0.83%	41

Source: U.S. Census Bureau, 5-Year American Community Survey B25009, Environics Analytics, Gibson Consulting, LLC

The chart below shows the age of existing housing in the PMA

**AGE OF HOUSING  
PMA**

<b>2023 Est. Housing Units by Year Structure Built</b>		
Built 2014 or Later	537	3.40
Built 2010 to 2013	216	1.36
Built 2000 to 2009	1,548	9.79
Built 1990 to 1999	2,746	17.36
Built 1980 to 1989	2,290	14.48
Built 1970 to 1979	2,996	18.94
Built 1960 to 1969	1,516	9.58
Built 1950 to 1959	2,452	15.50
Built 1940 to 1949	692	4.38
Built 1939 or Earlier	826	5.22
<b>2023 Housing Units by Year Structure Built</b>		
2023 Est. Median Year Structure Built	--	1978

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

The chart below shows existing housing characteristics of the market area.

### HOUSING UNIT CHARACTERISTICS

#### PMA

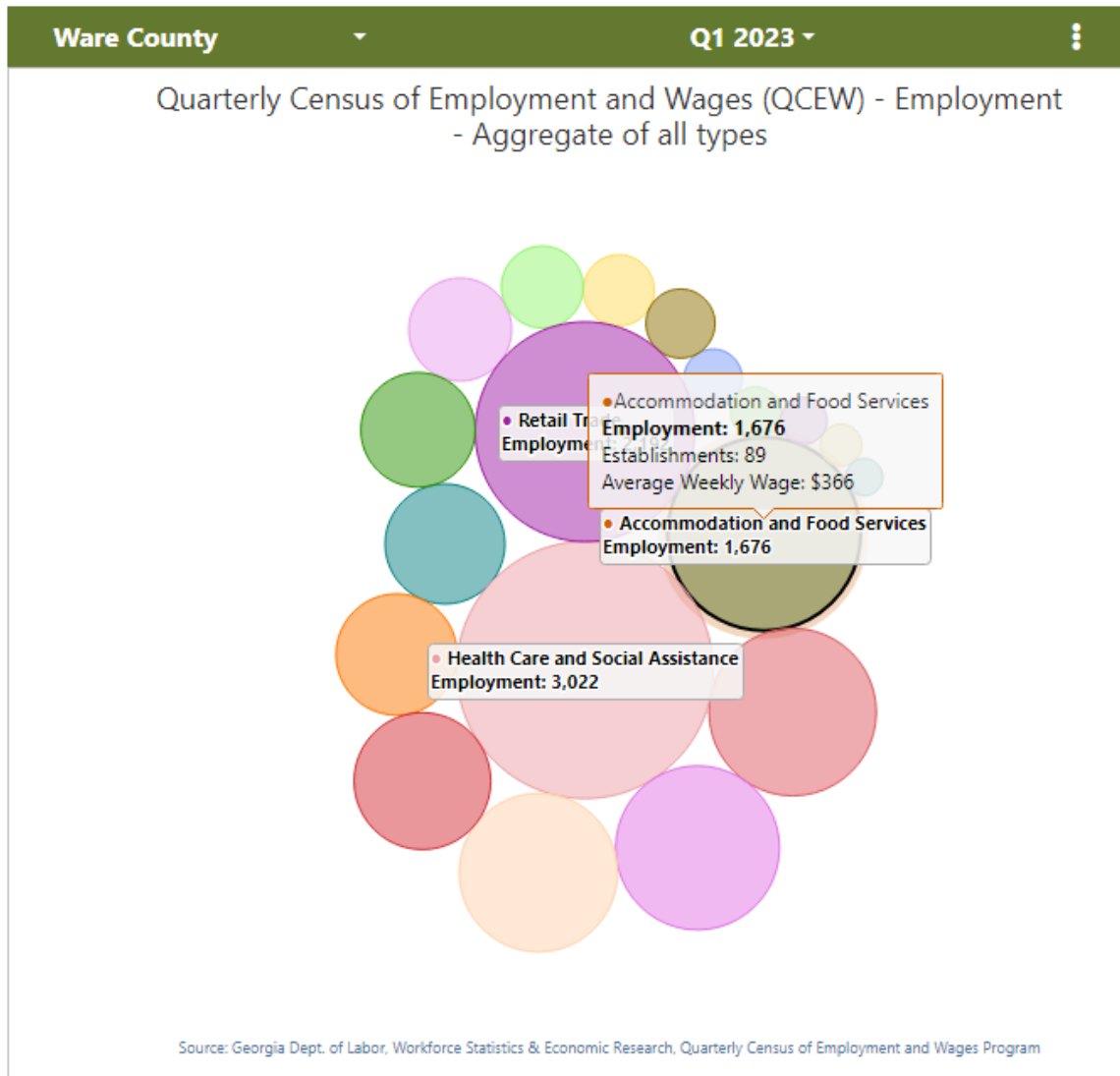
	Count	%
<b>2023 Est. Housing Units by Units in Structure</b>		
1 Unit Attached	122	0.77
1 Unit Detached	10,035	63.44
2 Units	730	4.62
3 to 4 Units	443	2.80
5 to 19 Units	870	5.50
20 to 49 Units	228	1.44
50 or More Units	43	0.27
Mobile Home or Trailer	3,296	20.84
Boat, RV, Van, etc.	52	0.33

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

**G. Employment Trend**1. Total Jobs:  
Ware County

Year	Total Employed
2010	13865
2011	13542
2012	13887
2013	13675
2014	13567
2015	13375
2016	14637
2017	15248
2018	15012
2019	14952
2020	14503
2021	14865
2022	15389

Source: Bureau of Labor Statistics (BLS)



## 2. Total Jobs by Industry:

Quarterly Census of Employment and Wages (QCEW)										
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Area	Time Period	Industry	Industry Code	Establishments	Month 1	Month 2	Month 3	Average	Total Wage	Average Weekly Wage
Ware County	Q1 2023	Agriculture, Forestry, Fishing and Hunting	11	19	131	131	137	133	\$1,457,354.00	\$843.00
Ware County	Q1 2023	Utilities	22	5	52	54	55	54	\$1,508,344.00	\$2,162.00
Ware County	Q1 2023	Construction	23	64	613	620	632	622	\$7,445,569.00	\$921.00
Ware County	Q1 2023	Manufacturing	31-33	34	1,194	1,189	1,206	1,196	\$15,518,627.00	\$998.00
Ware County	Q1 2023	Wholesale Trade	42	49	570	561	568	566	\$9,180,242.00	\$1,247.00
Ware County	Q1 2023	Retail Trade	44-45	178	2,232	2,175	2,169	2,192	\$19,380,538.00	\$680.00
Ware County	Q1 2023	Transportation and Warehousing	48-49	38	813	827	818	819	\$10,932,029.00	\$1,026.00
Ware County	Q1 2023	Information	51	9	104	103	97	101	\$1,126,747.00	\$855.00
Ware County	Q1 2023	Finance and Insurance	52	51	282	265	291	279	\$4,627,409.00	\$1,274.00
Ware County	Q1 2023	Real Estate and Rental and Leasing	53	35	83	83	87	84	\$1,082,169.00	\$987.00
Ware County	Q1 2023	Professional, Scientific, and Technical Servi	54	48	190	195	197	194	\$2,450,825.00	\$972.00
Ware County	Q1 2023	Management of Companies and Enterprises	55	3	67	66	70	68	\$789,842.00	\$898.00
Ware County	Q1 2023	Administrative and Support and Waste Manageme	56	39	439	459	449	449	\$4,895,236.00	\$839.00
Ware County	Q1 2023	Educational Services	61	14	1,266	1,236	1,252	1,251	\$14,157,790.00	\$870.00
Ware County	Q1 2023	Health Care and Social Assistance	62	140	3,009	3,001	3,057	3,022	\$42,633,527.00	\$1,085.00
Ware County	Q1 2023	Arts, Entertainment, and Recreation	71	9	204	208	207	206	\$791,314.00	\$295.00
Ware County	Q1 2023	Accommodation and Food Services	72	89	1,667	1,681	1,679	1,676	\$7,975,860.00	\$366.00
Ware County	Q1 2023	Other Services (except Public Administration)	81	69	633	637	648	639	\$4,853,359.00	\$584.00
Ware County	Q1 2023	Public Administration	92	27	1,109	1,112	1,120	1,114	\$10,951,086.00	\$756.00
Source: Georgia Dept. of Labor, Workforce Statistics & Economic Research, Quarterly Census of Employment and Wages Program										



## 3. Major Employers:

**Employers Search Results**

The table below shows the employers summary in .

Company Name	Partial Address	City	State	Zip Code	Estimated number of employees
Memorial Satilla Health	Tebeau St	Waycross	GA	31501	1,000 to 4,999
Walmart Supercenter	Memorial Dr	Waycross	GA	31503	500 to 999
Ware State Prison	Harris Rd	Waycross	GA	31503	500 to 999
Mall At Waycross	Memorial Dr # 8	Waycross	GA	31501	250 to 499
Baptist Village Retire Cmnty	Carswell Ave	Waycross	GA	31503	250 to 499
Waycross Human Resources Dept	Pendleton St # 2	Waycross	GA	31501	100 to 249
Carolina Skiff	Fulford Rd	Waycross	GA	31503	100 to 249
Ware County High School	Victory Dr	Waycross	GA	31503	100 to 249
Clayton Homes	Industrial Blvd	Waycross	GA	31503	100 to 249
Live Oak Homes	Fulford Rd	Waycross	GA	31503	100 to 249

Employer information is provided by Data Axle®, Omaha, NE, 800/555-5211. Copyright © 2024 Edition 1 Released September 2022. All Rights Reserved. Requests for changes and additions can be sent to Data Axle at [employer.database@data-axle.com](mailto:employer.database@data-axle.com) or by visiting <https://local-listings.data-axle.com/search>.  
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## 4. Unemployment Trends:

**Employment Trends**

## Ware County Annualized Total Employment and Annualized Unemployment Rates

year	Total	Change	Unemployment Rate	Rate Change
2010	13865	4.9	11.1	-0.2
2011	13542	-2.3	11.2	0.0
2012	13887	2.6	10.0	-1.2
2013	13675	-1.5	9.3	-0.7
2014	13567	-0.8	7.9	-1.4
2015	13375	-1.4	6.6	-1.3
2016	14637	9.4	5.5	-1.2
2017	15248	4.2	4.6	-0.9
2018	15012	-1.6	4.0	-0.6
2019	14952	-0.4	3.8	-0.1
2020	14503	-3.0	5.5	1.7
2021	14865	2.5	3.7	-1.8
2022	15389	3.5	3.0	-0.7

Source: Bureau of Labor Statistics

## Ware County Monthly Total Employment and Monthly Unemployment Rates

Month	Total	Change	Unemployment Rate	Rate Change
Jan-21	14952	-1.1	4.6	0.6
Feb-21	14827	-2.0	4.4	0.6
Mar-21	14956	-0.3	4.2	-0.1
Apr-21	14814	11.4	3.8	-6.7
May-21	14817	5.3	3.8	-3.3
Jun-21	14725	3.8	4.3	-2.2
Jul-21	14931	5.9	3.5	-2.7
Aug-21	14778	4.1	3.7	-1.8
Sep-21	14770	4.2	3.1	-2.1
Oct-21	14852	-0.9	3.1	-1.4
Nov-21	14933	-0.6	2.8	-1.4
Dec-21	15028	1.8	2.8	-2.1
Jan-22	15387	2.9	3.1	-1.5
Feb-22	15359	3.6	2.9	-1.5
Mar-22	15580	4.2	2.7	-1.5
Apr-22	15464	4.4	2.4	-1.4
May-22	15543	4.9	2.7	-1.1
Jun-22	15447	4.9	3.3	-1.0
Jul-22	15326	2.7	3.3	-0.2
Aug-22	15101	2.2	3.5	-0.2
Sep-22	15287	3.5	2.7	-0.4
Oct-22	15325	3.2	3.3	0.2

Nov-22	15449	3.5	2.9	0.1
Dec-22	15404	2.5	2.9	0.1
Jan-23	15368	-0.1	3.5	0.5
Feb-23	15371	0.1	3.3	0.4
Mar-23	15453	-0.8	3.2	0.5
Apr-23	15443	-0.1	2.7	0.3
May-23	15603	0.4	3.4	0.7
Jun-23	15596	1.0	3.3	0.1
Jul-23	15556	1.5	3.2	-0.1

Commute Patterns:

**PMA**

<b>2023 Est. Workers Age 16+ by Travel Time to Work</b>		
Less than 15 Minutes	4,060	31.48
15 - 29 Minutes	6,302	48.86
30 - 44 Minutes	1,209	9.37
45 - 59 Minutes	765	5.93
60 or more Minutes	563	4.37
2023 Est. Avg Travel Time to Work in Minutes	--	23.00
<b>2023 Est. Workers Age 16+ by Transp. to Work</b>		
2023 Est. Workers Age 16+ by Transp. to Work	13,251	100.00
Drove Alone	11,424	86.21
Carpooled	1,122	8.47
Public Transport	20	0.15
Walked	155	1.17
Bicycle	28	0.21
Other Means	166	1.25
Worked at Home	336	2.54

Source: Environics Analytics

**EMPLOYMENT and OCCUPATION**

<b>2023 Est. Civ. Employed Pop 16+ by Class of Worker</b>		
2023 Est. Civ. Employed Pop 16+ by Class of Worker	13,469	100.00
For-Profit Private Workers	9,331	69.28
Non-Profit Private Workers)	594	4.41
Local Government Workers	736	5.46
State Government Workers	1,234	9.16
Federal Government Workers	159	1.18
Self-Employed Workers	1,394	10.35
Unpaid Family Workers	21	0.16
<b>2023 Est. Civ. Employed Pop 16+ by Occupation</b>		
Architecture/Engineering	11	0.08
Arts/Design/Entertainment/Sports/Media	120	0.89
Building/Grounds Cleaning/Maintenance	380	2.82
Business/Financial Operations	286	2.12
Community/Social Services	236	1.75
Computer/Mathematical	111	0.82
Construction/Extraction	603	4.48
Education/Training/Library	690	5.12
Farming/Fishing/Forestry	232	1.72
Food Preparation/Serving Related	596	4.42
Healthcare Practitioner/Technician	859	6.38
Healthcare Support	384	2.85
Installation/Maintenance/Repair	927	6.88
Legal	122	0.91
Life/Physical/Social Science	81	0.60
Management	1,028	7.63
Office/Administrative Support	1,699	12.61
Production	1,474	10.94
Protective Services	548	4.07
Sales/Related	1,486	11.03
Personal Care/Service	396	2.94
Transportation/Material Moving	1,200	8.91
<b>2023 Est. Pop Age 16+ by Employment Status</b>		
In Armed Forces	0	0.00
Civilian - Employed	13,287	47.27
Civilian - Unemployed	580	2.06
Not in Labor Force	14,244	50.67

Source: Environics Analytics

**United States Census Bureau OnTheMap**

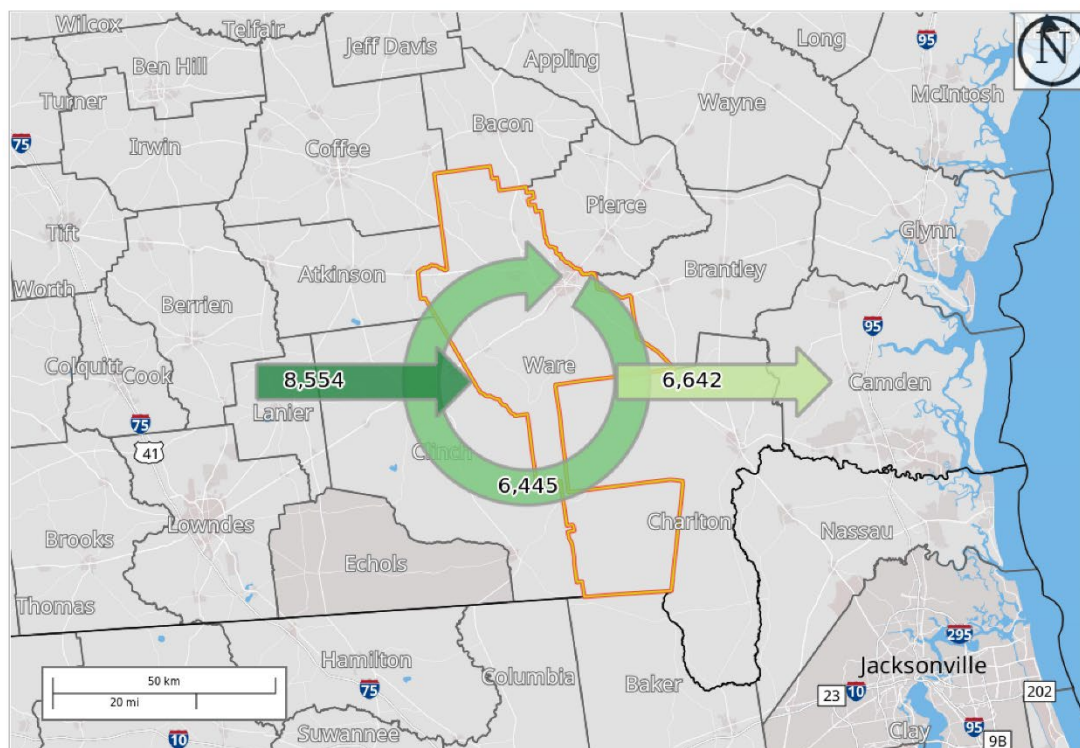
**Inflow/Outflow Report**

All Jobs for All Workers in 2020

Created by the U.S. Census Bureau's OnTheMap <https://onthemap.ces.census.gov> on 09/26/2023

**Inflow/Outflow Counts of All Jobs for Selection Area in 2020**

All Workers



**Map Legend**

**Selection Areas**

Selection Area

**Inflow/Outflow**

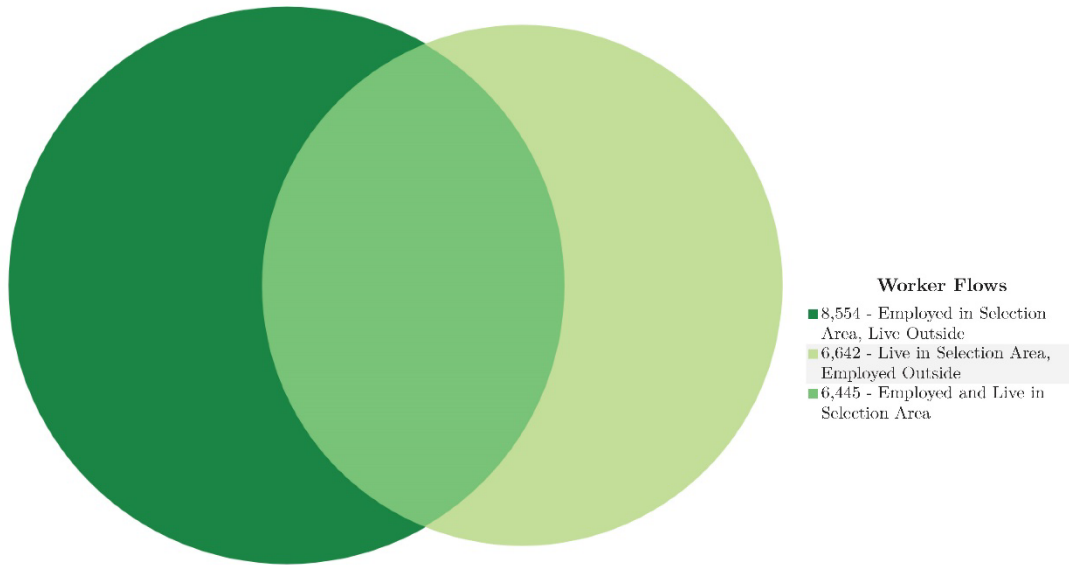
- Employed and Live in Selection Area
- Employed in Selection Area, Live Outside
- Live in Selection Area, Employed Outside

Note: Overlay arrows do not indicate directionality of worker flow between home and employment locations.



Inflow/Outflow Counts of All Jobs for Selection Area in 2020

All Workers



Inflow/Outflow Counts of All Jobs for Selection Area in 2020

All Workers

Worker Totals and Flows	2020	
	Count	Share
Employed in the Selection Area	14,999	100.0
Employed in the Selection Area but Living Outside	8,554	57.0
Employed and Living in the Selection Area	6,445	43.0
Living in the Selection Area	13,087	100.0
Living in the Selection Area but Employed Outside	6,642	50.8
Living and Employed in the Selection Area	6,445	49.2

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**Additional Information**


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**Analysis Settings**

<b>Analysis Type</b>	Inflow/Outflow
<b>Selection area as</b>	N/A
<b>Year(s)</b>	2020
<b>Job Type</b>	All Jobs
<b>Selection Area</b>	Ware County, GA from Counties
<b>Selected Census Blocks</b>	2,457
<b>Analysis Generation Date</b>	09/26/2023 15:50 - OnTheMap 6.23.3
<b>Code Revision</b>	a0c6cbd8bd5ffa750cc0bd14d6c4d02f0c338544
<b>LODES Data Vintage</b>	20230321_1647

**Data Sources**

Source: U.S. Census Bureau, OnTheMap Application and LEHD Origin-Destination Employment Statistics (Beginning of Quarter Employment, 2nd Quarter of 2002-2020).

**Notes**

1. Race, Ethnicity, Educational Attainment, and Sex statistics are beta release results and are not available before 2009.
2. Educational Attainment is only produced for workers aged 30 and over.
3. Firm Age and Firm Size statistics are beta release results for All Private jobs and are not available before 2011.

5. Site Location and Major Employers:

# Ware Manor Apartments JOBS

JOB LOCATIONS

1

SUBJECT

2

Memorial Satilla Health

3

Walmart Supercenter

4

Ware State Prison

5

The Mall at Waycross Shopping Center

6

Baptist Village

7

Ware County Human Resources

8

Carolina Skiff

9

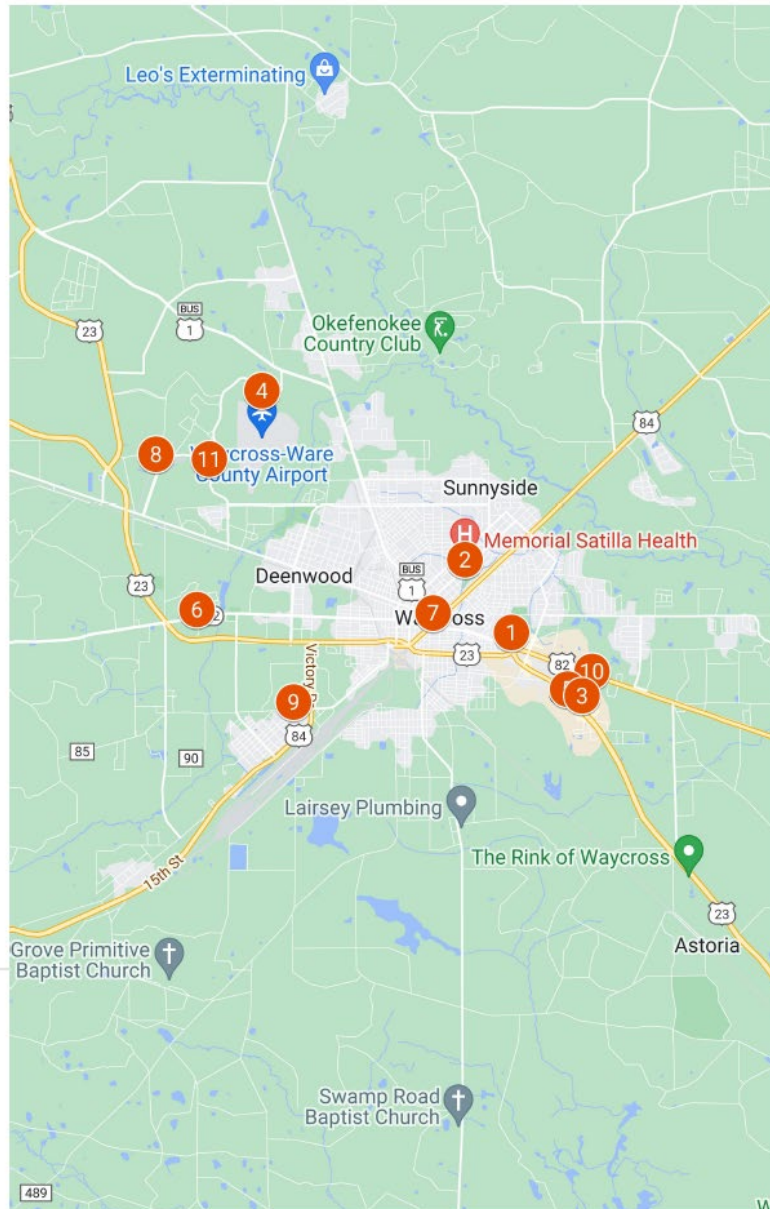
Ware County High School

10

Clayton Homes

11

Live Oak Homes





## 6. Analysis and Conclusions:

The County unemployment rate declined to 3.2% in July 2023, from 3.7% in 2021 and down from 3.3% in March of 2022. The annualized total employment decreased 0.4% in 2019, decreased by 3.0% in 2020, increased 2.5% in 2021 and increased 3.5% in 2022. The annualized unemployment rate decreased 0.1% in 2019, increased 1.7% in 2020, decreased 1.8% in 2021 and decreased 0.7% in 2022. Total employment in July 2023 has increased by 167 over annualized 2022. The large decrease in employment in 2020 was due to the COVID-19 safer at home actions taken by the state.

The area has a concentration of employment in the manufacturing and retail sectors. These jobs have incomes that would make the worker eligible for the proposed housing. Current employment is increasing in these areas.

A review of the commuting patterns shows that 57.0% of those working in Ware County do not live in Ware County. This may be due to a lack of decent affordable housing.

The increases in the number of employed will cause upward pressure on rents and occupancy levels as people are able to improve their housing situations. New households will be formed as a result of the increased employment. The employment conditions and trends are supportive of the need for more affordable housing.

## **H. PROJECT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS**

### 1. Income Restrictions

The demand analysis must begin with a discussion of the requirements of the Low Income Housing Tax Credit program.

#### **LIHTC Requirements**

Section 42 of the Internal Revenue Code allows a credit against income tax for development of low-income housing. As such, the project developed, to be eligible for the credit, must meet certain requirements. Two of the requirements are:

1. Rent restriction
2. Income restrictions

These two restrictions impact upon the market needs when calculating demand for affordable housing. The universe of potential residents is limited by the above restrictions. Generally, the rent (including an allowance for utilities) is limited to 30% of the maximum income limit, adjusted for family size. The proposed development will have units targeted to 60% and 0% of the area median income, as determined by the Department of Housing and Urban Development, adjusted for family size. The charts below summarize these limits for the market area.

#### **Maximum Rents**

<b>Bedrooms (People)</b>	<b>60.00%</b>	<b>FMR</b>
<b>Efficiency (1.0)</b>	682	615
<b>1 Bedroom (1.5)</b>	731	619
<b>2 Bedrooms (3.0)</b>	877	815
<b>3 Bedrooms (4.5)</b>	1014	992
<b>4 Bedrooms (6.0)</b>	1131	1239

Source: HUD 2023 Income Limits, Gibson Consulting, LLC

**LIHTC Income Limits****% of Area Median**

<b>LIHTC Income Limits for 2023 (Based on 2023 MTSP/VLI Income Limits)</b>	
	<b>60.00%</b>
<b>1 Person</b>	27,300
<b>2 Person</b>	31,200
<b>3 Person</b>	35,100
<b>4 Person</b>	39,000
<b>5 Person</b>	42,120
<b>6 Person</b>	45,240
<b>7 Person</b>	48,360
<b>8 Person</b>	51,480

Source: U. S. Department of HUD, 2023

Since 100% of the LIHTC units will be subject to the above rules, the universe for market calculations will include only those with incomes lower than the above amounts in our LIHTC demand calculation. The maximum allowable Area Median Level per household for all bedroom types is based upon a standard of 1.5 persons per bedroom, rounded up to the next whole number. HFOP occupancy (if project is designated as such) is limited to two persons per unit.

## 2. Affordability

This market study is concerned with only the demand from income-eligible households and therefore total demand is adjusted for the income eligible component, i.e. those that can afford the rent. The demand from existing households includes demand from those that occupy substandard or overcrowded housing. Persons with special needs such as, handicapped, or disabled are also sources of demand that factor into the overall calculation. We calculate demand by utilizing data from the PMA. In this market there will be inward migration to the town from the other areas of the county because of the increase in availability of the quality affordable housing proposed by this developer. The minimum income calculated based upon a maximum of 35% of income for rent and utilities. This is conservative since the project can accept housing vouchers and can therefore rent to much lower income levels. DCA requires that the maximum allowable Area Median Level per household for all bedroom types is based upon a standard of 1.5 persons per bedroom, rounded up to the next whole number.

Number of units	Total			
	84	20	28	36
		1BR	2BR	3BR
	%	60% AMI	60% AMI	60% AMI
MINIMUM INCOME		0	0	0
MAXIMUM INCOME		31,200	35,100	42,120
Less than \$5,000	5.30%	5.30%	5.30%	5.30%
\$5,000 to \$9,999	13.66%	13.66%	13.66%	13.66%
\$10,000 to \$14,999	13.93%	13.93%	13.93%	13.93%
\$15,000 to \$19,999	6.58%	6.58%	6.58%	6.58%
\$20,000 to \$24,999	8.46%	8.46%	8.46%	8.46%
\$25,000 to \$34,999	15.45%	9.58%	15.45%	15.45%
\$35,000 to \$49,999	18.09%	0.00%	0.12%	8.59%
\$50,000 to \$74,999	11.78%	0.00%	0.00%	0.00%
\$75,000 to \$99,999	3.96%	0.00%	0.00%	0.00%
Income Eligible %		57.51%	63.50%	71.96%

Number of units	Total	84
	84	
		TOTAL
	%	LIHTC
MINIMUM INCOME		0
MAXIMUM INCOME		42,120
Less than \$5,000	5.30%	5.30%
\$5,000 to \$9,999	13.66%	13.66%
\$10,000 to \$14,999	13.93%	13.93%
\$15,000 to \$19,999	6.58%	6.58%
\$20,000 to \$24,999	8.46%	8.46%
\$25,000 to \$34,999	15.45%	15.45%
\$35,000 to \$49,999	18.09%	8.59%
\$50,000 to \$74,999	11.78%	0.00%
\$75,000 to \$99,999	3.96%	0.00%
Income Eligible %		71.96%

3. Demand

a. Demand from New Household Growth

	1BR	2BR	3BR	TOTAL
	60% AMI	60% AMI	60% AMI	LIHTC
Households-2025	13,551	13,551	13,551	13,551
Households-2023	13,538	13,538	13,538	13,538
New Households	13	13	13	13
% Income Eligible	57.51%	63.50%	71.96%	71.96%
% age eligible	100.00%	100.00%	100.00%	100.00%
Income and age Eligible Households	7	8	9	9
Renter %	36.39%	36.39%	36.39%	36.39%
Demand from new Households	3	3	3	3

b. Demand from Existing Households

The demand from existing households includes demand from those that occupy substandard or overcrowded housing.

**Substandard Housing Data:**

SELECTED CHARACTERISTICS	
Occupied housing units	12,763
Lacking complete plumbing facilities	19
Lacking complete kitchen facilities	37
No telephone service available	198
OCCUPANTS PER ROOM	
Occupied housing units	12,763
1.00 or less	12,473
1.01 to 1.50	154
1.51 or more	136

Source: U.S. Census Bureau, American Community Survey DP04

As shown on the chart above 19 units lack complete plumbing facilities, 37 units lack complete kitchen facilities and 290 units are overcrowded; therefore, substandard units total 346.

	1BR	2BR	3BR	TOTAL
	60% AMI	60% AMI	60% AMI	LIHTC
<b>Total Substandard units</b>	<b>346</b>	<b>346</b>	<b>346</b>	<b>346</b>
<b>% Income Eligible</b>	<b>57.51%</b>	<b>63.50%</b>	<b>71.96%</b>	<b>71.96%</b>
<b>% age eligible</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
<b>Demand From Substandard Units</b>	<b>199</b>	<b>220</b>	<b>249</b>	<b>249</b>



**Rent Overburden Information:**

GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME (GRAPI)	Estimate	Percent
Occupied units paying rent (excluding units where GRAPI cannot be computed)	4,162	
Less than 15.0 percent	682	16.39%
15.0 to 19.9 percent	436	10.48%
20.0 to 24.9 percent	331	7.95%
25.0 to 29.9 percent	542	13.02%
30.0 to 34.9 percent	688	16.53%
35.0 percent or more	1,483	35.63%

Source: U.S. Census Bureau, American Community Survey DP04

The chart above indicates that 35.63% of the renters pay 35.0% or more of their income for rent.

	1BR	2BR	3BR	TOTAL
	60% AMI	60% AMI	60% AMI	LIHTC
Households-2025	13,551	13,551	13,551	13,551
% Income Eligible	57.51%	63.50%	71.96%	71.96%
% age eligible	100.00%	100.00%	100.00%	100.00%
Income and age Eligible Households	7,793	8,605	9,752	9,752
Renter %	36.39%	36.39%	36.39%	36.39%
Income and age Eligible renters	2836	3131	3549	3549
% of Rent Overburdened	35.6%	35.6%	35.6%	35.6%
<b>Demand from Rent Overburdened</b>	<b>1,010</b>	<b>1,116</b>	<b>1,264</b>	<b>1,264</b>

c. Elderly Homeowners likely to convert to rentership

Not applicable.

4. Net Demand, Capture Rate and Stabilization Calculations

Number of units	Total 84	20	28	36	
		1BR	2BR	3BR	TOTAL
	%	60% AMI	60% AMI	60% AMI	LIHTC
MINIMUM INCOME		0	0	0	0
MAXIMUM INCOME		31200	35100	42120	42120
Less than \$5,000	5.30%	5.30%	5.30%	5.30%	5.30%
\$5,000 to \$9,999	13.66%	13.66%	13.66%	13.66%	13.66%
\$10,000 to \$14,999	13.93%	13.93%	13.93%	13.93%	13.93%
\$15,000 to \$19,999	6.58%	6.58%	6.58%	6.58%	6.58%
\$20,000 to \$24,999	8.46%	8.46%	8.46%	8.46%	8.46%
\$25,000 to \$34,999	15.45%	9.58%	15.45%	15.45%	15.45%
\$35,000 to \$49,999	18.09%	0.00%	0.12%	8.59%	8.59%
\$50,000 to \$74,999	11.78%	0.00%	0.00%	0.00%	0.00%
\$75,000 to \$99,999	3.96%	0.00%	0.00%	0.00%	0.00%
<b>Income Eligible</b>		<b>57.51%</b>	<b>63.50%</b>	<b>71.96%</b>	<b>71.96%</b>
<b>Demand from New Households (to 2025):</b>					
Rent		\$0	\$0	\$0	\$0
Utility Allowance		\$0	\$0	\$0	\$0
Total Housing Cost		\$0	\$0	\$0	\$0
Divided by 35%		\$0	\$0	\$0	\$0
Multiply by 12		\$12	\$12	\$12	\$0
Minimum Income to Afford rent		\$0	\$0	\$0	\$0
Maximum Income Limit		\$31,200	\$35,100	\$42,120	\$0
Household Growth Total 2023-2025		13	13	13	13
% Income Eligible		57.51%	63.50%	71.96%	71.96%
% age eligible		100.00%	100.00%	100.00%	100.00%
Income and age Eligible Households		7	8	9	9
Renter %		36.39%	36.39%	36.39%	36.39%
		1BR	2BR	3BR	TOTAL
		60% AMI	60% AMI	60% AMI	LIHTC
<b>DEMAND FROM NEW HOUSEHOLDS</b>		<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
<b>Plus</b>					
<b>Demand from Substandard units</b>		<b>199</b>	<b>220</b>	<b>249</b>	<b>249</b>
<b>Plus</b>					
<b>DEMAND from RENT OVERBURDENED</b>		<b>1,010</b>	<b>1,116</b>	<b>1,264</b>	<b>1,264</b>
<b>Plus</b>					
<b>Demand from Elderly Homeowner Turnover (5% )</b>					
<b>Equals</b>					
<b>Total Demand</b>		<b>1,212</b>	<b>1,338</b>	<b>1,517</b>	<b>1,517</b>
<b>Less</b>					
<b>Supply of Current Vacant Units, under construction and/or newly constructed in the past two years</b>		<b>0</b>		<b>0</b>	<b>0</b>
<b>Equals Net Demand</b>		<b>1,212</b>	<b>1,338</b>	<b>1,517</b>	<b>1,517</b>
<b>Proposed Subject Units</b>		<b>20</b>	<b>28</b>	<b>36</b>	<b>84</b>
<b>Proposed Subject Units Divided by Net Demand</b>					
<b>Capture Rate</b>		<b>1.65%</b>	<b>2.09%</b>	<b>2.37%</b>	<b>5.54%</b>

	HH at	
	60% AMI	LIHTC
<b>MINIMUM INCOME</b>	-	-
<b>MAXIMUM INCOME</b>	<b>42,120</b>	<b>42,120</b>
<b>DEMAND FROM NEW HOUSEHOLDS</b>	<b>3</b>	<b>3</b>
<b>Plus</b>		
<b>Demand from Substandard units</b>	<b>249</b>	<b>249</b>
<b>Plus</b>		
<b>DEMAND from RENT OVERBURDENED</b>	<b>1264</b>	<b>1264</b>
<b>Plus</b>		
<b>Demand from Elderly Homeowner Turnover (5%)</b>	<b>0</b>	<b>0</b>
<b>Equals</b>		
<b>Total Demand</b>	<b>1,517</b>	<b>1,517</b>
<b>Less</b>		
<b>Supply of Current Vacant Units, under construction and/or newly constructed in the past two years</b>	<b>0</b>	<b>0</b>
<b>Equals Net Demand</b>	<b>1,517</b>	<b>1,517</b>
<b>Proposed Subject Units</b>	<b>84</b>	<b>84</b>
<b>Proposed Subject Units Divided by Net Demand</b>	<b>-</b>	<b>-</b>
<b>Capture Rate</b>	<b>5.54%</b>	<b>5.54%</b>

<b>CAPTURE RATE ANALYSIS CHART</b>											
AMI	Income Limits	Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
60% AMI	0										
	31200	1BR	20	1,212		1,212	1.65%	<3 months	\$ 650	600-750	\$0
	0										
	35100	2BR	28	1,338		1,338	2.09%	<3 months	\$ 760	600-900	\$0
	0										
	42120	3BR	36	1,517		1,517	2.37%	<3 months	\$ 828	650-950	\$0
TOTAL		60% AMI	84	1,517	0	1,517	5.54%	<3 months			
		TOTAL LIHTC	84	1,517	0	1,517	5.54%	<3 months			

## **I. COMPETITIVE RENTAL ANALYSIS (EXISTING COMPETITIVE RENTAL ENVIRONMENT)**

In the demographics section of the report, we include detailed information on the existing housing stock for the PMA. The renter percentage is 36.39%. One-unit detached homes make up 63.44% of the housing units, while units while structures with 5 or more units make up 7.21% of the housing units. Mobile Homes or Trailers make up 20.84% of the units.

We surveyed 16 complexes with a total of 926 units. This include 8 reported LIHTC projects with a total of 402 units and 8 market rate and other subsidized units with a total of 524 units. The LIHTC complexes had occupancy of 97.01%, while the other units had occupancy of 99%. The overall occupancy rate is 98.06%. The amenities in the majority of the market rate units surveyed are equal or superior to the proposed units. Almost all of the complexes surveyed reported that they had waiting lists of applicants. Some of the rental units are aging with complexes built in the 1970s and 1980s. There are market rate multifamily units that are comparable to the subject. We contacted real estate agents and researched rental properties online and found that homes and mobile homes rent quickly. Based upon this information and assessing the amenities and features of the proposed complex, we have determined the market rates to be \$650 for one-bedroom units, \$760 for two-bedroom units and \$828 for three-bedroom units. The chart below compares the subject rents to the LIHTC maximums and the net market rent.

<b>UNIT</b>	<b>LIHTC MAX RENT</b>	<b>UA</b>	<b>NET LIHTC RENT</b>	<b>MAX PROPOSED LIHTC RENT</b>	<b>Net Market Rent</b>	<b>Advantage over market</b>
<b>1 Bedroom--50% AMI</b>	<b>0</b>	<b>\$0</b>	<b>0</b>	<b>\$0</b>	650	100.0%
<b>3 Bedroom--50% AMI</b>	<b>0</b>	<b>\$0</b>	<b>0</b>	<b>\$0</b>	760	100.0%
<b>4 Bedroom--50% AMI</b>	<b>0</b>	<b>\$0</b>	<b>0</b>	<b>\$0</b>	828	100.0%

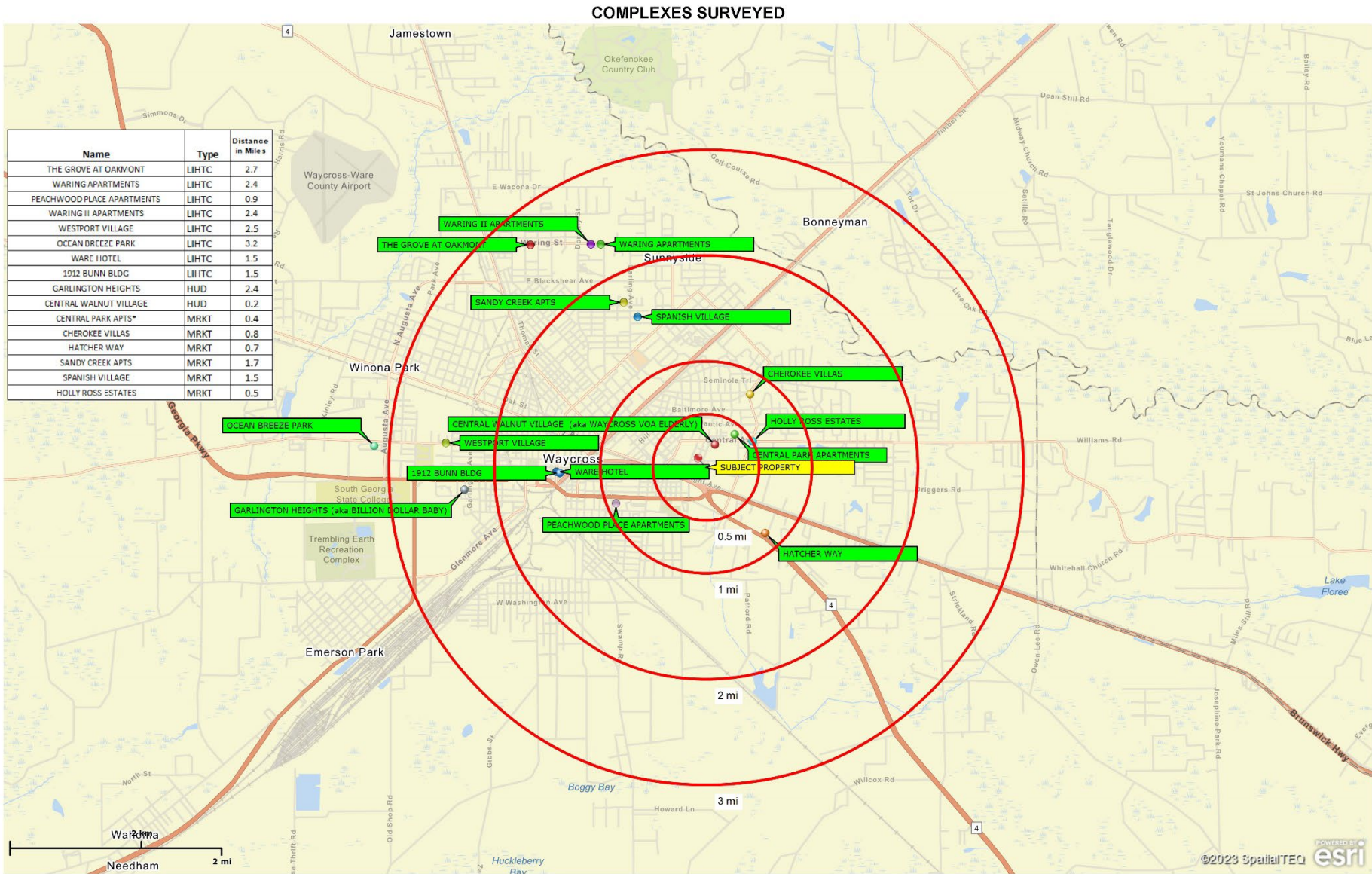
Since it is all subsidized rents, we use \$0 as the tenant paid rent.

The proposed project should not have any adverse impact on other affordable housing in the area, including DCA projects. All of the properties surveyed had sustaining occupancy and most had waiting lists.

In the last five years, rental rates and occupancy levels have been increasing. Rental trends in the area include rising rents and level occupancy in the 95-100% range. We project rents to increase 3% per year for the next two years and we project occupancy to be stable, with slight improvements. Foreclosures and abandoned homes are not a factor for this development due to the high rental occupancy in the area. There is no way at this point in time to determine the effect, if any, of the COVID-19 pandemic upon the future economy and rental and occupancy rates. Generally, during economic downturns, the need for affordable housing increases.

There are two housing voids in Ware County. The first is new market rate housing for general occupancy. The income levels are sufficient to support this type of rental housing yet there is still a large demand for it. The second is affordable housing for families. This project will help fill the void for decent affordable housing for families but not for market rate housing.

Map of Surveyed Complexes



**CHART OF SURVEYED COMPLEXES**

Name	Type	units	# vacant	OCC %	eff rent	eff sf	\$per.sf.	1br rent	1br sf	\$per.sf.	2br rent	2br sf	\$per.sf.	3br rent	3br sf	\$per.sf.
THE GROVE AT OAKMONT	LIHTC	60	0	100.00%				388	767	\$ 0.51	499	1065	\$ 0.47	551	1456	\$ 0.38
WARING APARTMENTS	LIHTC	40	0	100.00%				440	691	\$ 0.64	534	859	\$ 0.62			
PEACHWOOD PLACE APARTMENTS	LIHTC	72	0	100.00%				525	874	\$ 0.60	575	1344	\$ 0.43	625	1260	\$ 0.50
WARING II APARTMENTS	LIHTC	36	0	100.00%				419	816	\$ 0.51	509	1028	\$ 0.50			
WESTPORT VILLAGE	LIHTC	64	0	100.00%				480	760	\$ 0.63	585	1002	\$ 0.58			
OCEAN BREEZE PARK	LIHTC	49	0	100.00%				535	1010	\$ 0.53	575	1133	\$ 0.51			
WARE HOTEL	LIHTC	35	10	71.43%				678	895	\$ 0.76	739	1274	\$ 0.58			
1912 BUNN BLDG	LIHTC	46	2	95.65%				578	800	\$ 0.72	639	915	\$ 0.70			
<b>LIHTC Totals</b>		<b>402</b>	<b>12</b>	<b>97.01%</b>				<b>505</b>	<b>827</b>	<b>\$ 0.61</b>	<b>582</b>	<b>1078</b>	<b>\$ 0.54</b>	<b>588</b>	<b>1358</b>	<b>\$ 0.43</b>
GARLINGTON HEIGHTS	HUD	147		100.00%												
CENTRAL WALNUT VILLAGE	HUD	33	0	100.00%				BOI	700							
CENTRAL PARK APTS*	MRKT	92	0	100.00%				750	770	\$ 0.97	900	1072	\$ 0.84	950	1333	\$ 0.71
CHEROKEE VILLAS	MRKT	20	0	100.00%							625	900	\$ 0.69			
HATCHER WAY	MRKT	64	0	100.00%	650	288	\$ 2.26	750	576	\$ 1.30	900	864	\$ 1.04			
SANDY CREEK APTS	MRKT	80	3	96.25%				500	724	\$ 0.69	600	1016	\$ 0.59	650	1229	\$ 0.53
SPANISH VILLAGE	MRKT	40	3	92.50%	550	350	\$ 1.57	600	800	\$ 0.75	775	1200	\$ 0.65	885	1400	\$ 0.63
HOLLY ROSS ESTATES	MRKT	48	0	100.00%												
<b>Market Totals/AVG</b>		<b>344</b>	<b>6</b>	<b>98.26%</b>				<b>650</b>	<b>718</b>	<b>\$ 0.91</b>	<b>760</b>	<b>1010</b>	<b>\$ 0.75</b>	<b>828</b>	<b>1321</b>	<b>\$ 0.63</b>
<b>Other Subsidized</b>		<b>180</b>	<b>0</b>	<b>100.00%</b>												
<b>Totals-All units</b>		<b>926</b>	<b>18</b>	<b>98.06%</b>												
<b>SUBJECT</b>	<b>LIHTC</b>	<b>84</b>	<b>0</b>	<b>100.00%</b>												

\* Under renovation, all available units are rented.



Name	Type	AMENITIES											Pool	Clubhouse	
		Patio	Central AC	Stove	Ref	MW	DW	WD Conn	Laundry	Carpet	Vinyl	Blinds			Storage
THE GROVE AT OAKMONT	LIHTC	X	X	X	X		X	X	X	X	X	X	X		X
WARING APARTMENTS	LIHTC	X	X	X	X		X	X	X	X	X	X			X
PEACHWOOD PLACE APARTMENTS	LIHTC	X	X	X	X		X	X	X	X	X	X		X	
WARING II APARTMENTS	LIHTC	X	X	X	X		X	X	X	X	X	X			X
WESTPORT VILLAGE	LIHTC	X	X	X	X		X	X	X	X	X	X	X		X
OCEAN BREEZE PARK	LIHTC	X	X	X	X	X	X	X	X	X	X	X	X		X
WARE HOTEL	LIHTC		X	X	X		X		X	X	X	X			X
1912 BUNN BLDG	LIHTC		X	X	X	X	X	X	X	X	X	X			X
GARLINGTON HEIGHTS	HUD	X	X	X	X				X	X	X	X			
CENTRAL WALNUT VILLAGE	HUD		X	X	X				X		X	X	X		
CENTRAL PARK APTS*	MRKT	X	X	X	X			X	X		X	X			
CHEROKEE VILLAS	MRKT		X	X	X		X	X		X	X	X			
HATCHER WAY	MRKT	X	X	X	X			X	X	X	X	X	X		
SANDY CREEK APTS	MRKT	X	X	X	X	X	X	X	X	X	X	X		X	X
SPANISH VILLAGE	MRKT	X	X	X	X		X	X	X	X	X	X		X	
HOLLY ROSS ESTATES	MRKT	X	X	X	X										

## J. Absorption and Stabilization Rates

### ABSORPTION ANALYSIS

The timeframe within which the new units are leased is the main component of the absorption analysis. The analyst must consider the existing rental occupancy and turnover rate of comparable units. Relative desirability of services, rates, facilities and amenities are also factors. It is common for any new units to receive an immediate surge of demand simply because they are new and the selection is greatest. Likewise, the final 5% of the units to be rented are typically the hardest to rent because they are, in effect, the least desirable units in the new complex.

The appearance of new units on the market will also cause competing properties to make changes in rates and amenities to attract and keep tenants. Due to the tight nature of the budgets of multifamily developments, there is not a huge permanent price reduction that is available to the competing properties. The new units will cause the competing existing units to provide better service. In a loose market, this is truer than in a tight market. In a tight market, the new units will be absorbed quickly and there may be a slightly increased turnover rate as a result of tenants attempting to upgrade their housing situation.

We project the following absorption (i.e. leasing) of the new units:

<b>Date</b>	<b>Total # Leased</b>	<b>%</b>
Construction Completion	56	67%
30 Days Post Completion	64	76%
60 Days Post Completion	72	86%
90 Days Post Completion	80	95%
120 Days Post Completion	84	100%

The absorption rate is estimated to be 8 units per month, based upon the interviews with the property managers. Preleasing is projected to result in 56 units rented during construction. 93% occupancy should be achieved approximately 90 days after construction completion.

**MARKET IMPACT STATEMENT**

The proposed project when completed will have no appreciable impact on the tax credit and other existing affordable housing in the area. It will have a positive impact on those that are seeking affordable housing in that they will have an additional choice and availability that prior to the completion they will not have. As with any new addition or newly rehabilitated units to a market, this complex may cause other properties to provide a better product and a higher level of customer service and appreciation.

**K. INTERVIEWS**

Jenny, the manager of Waring Apts. and Waring Apts. II reported that occupancy generally stays full and vacancies are rented quickly. She did not know of any additional quality market rate rentals in the area.

Emily, the manager of Hatcherway Apts., reported that occupancy generally stays full and vacancies are rented quickly.

## **L. CONCLUSIONS and RECOMMENDATION**

We recommend that the proposed project be awarded an allocation of Low-Income Housing Tax Credits based upon our review and analysis of current market conditions, economics, demographics, current occupancy of existing complexes and supply and demand estimates. The proposed design and amenities will enhance the relative marketability.

The site has no adverse conditions and is marketable. There is very little comparable subsidized in the area, so the complex will be able to operate as one of the nicest rental assistance complexes available. The standard calculated capture rate for each type of unit is within DCA guidelines for feasibility in a rural area.

We project the units will be absorbed fully within 120 days of completion. The newly rehabilitated units will have an advantage over other units in the area due to the availability of rental assistance.

The high occupancy rates, waiting lists, acceptable capture rates and interviews with local persons knowledgeable about the housing needs of the area were the major factors that led to these conclusions.

The proposed project when completed will have no appreciable impact on the tax credit and other existing affordable housing in the area. It will have a positive impact on those that are seeking affordable housing in that they will have an additional choice and availability that prior to the completion they will not have. As with any new addition or newly rehabilitated units to a market, this complex may cause other properties to provide a better product and a higher level of customer service and appreciation.

**M. Signed Statement Requirements**


This market study has been prepared by Gibson Consulting, LLC, 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, and Model Content Standards for the Content of Market Studies. 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.

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


To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

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

**Gibson Consulting, LLC**

By:   
 \_\_\_\_\_  
**Jim Howell**  
**Senior Market Analyst**  
**1651 E. 70<sup>th</sup> Street**  
**PMB 403**  
**Shreveport, LA 71105-5115**



By:   
 \_\_\_\_\_  
**Debbie J. Amox**  
**Market Analyst**

**DATA SOURCES**

Envionics Analytics  
Census Bureau  
Census American Fact Finder  
<http://www.novoco.com>  
<http://lihtc.huduser.org>  
SOCDS Building Permit Database  
Apartment management contacts  
U.S. Bureau of Economic Analysis  
Bureau of Labor Standards  
City of Waycross  
Ware County  
Real Estate Center at Texas A&M University  
HUD  
Georgia DCA  
Neighborhoodscout.com  
NCHMA

**APPENDICES**



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**Complexes Surveyed**

# The Grove at Oakmont

400 E Waring St  
Waycross, GA 31503

Telephone: (912) 387-2108

Contact:

Didn't get name  
8/25/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$388	0	9	767	50%, 60%	
2 BR							
2 BR	2.5	\$499	0	33	1065	50%, 60%	
3 BR	2.5	\$551	0	18	1267-1456	50%, 60%	
4 BR							
<b>Design/Location/Condition</b>					<b>Site Info:</b>		
Structure/Stories					Total Units		
Brick, Vinyl/2 Stories					Total Vacant		
Year Built/Year Renovated					Total Units		
2017					60		
Condition/Street Appeal					Section 8		
Good					Yes		
Neighborhood Condition					No		
Good					Accepts:		
					✓		
<b>Unit Equipment/Amenities</b>					# of Vouchers:		
Yes							
No							
Type					<b>Type of Financing:</b>		
Balcony/Patio					LIHTC		
✓					✓		
AC: Central/Wall					RD		
✓							
Range/Refrigerator					RD R/A		
✓							
Microwave/Dishwasher					Market		
✓					HOME		
Washer/Dryer Included					Bonds		
					Section 8		
Washer/Dryer Connections					Other:		
✓							
Floor Coverings					<b>Type of Structure:</b>		
✓					Low Rise		
Carpet, Vinyl					High Rise		
Window Coverings					Garden		
✓					✓		
Cable/Satellite/Internet READY					Walk-up		
✓					SF		
Special Features					Duplex		
					Triplex		
✓					Quadplex		
<b>Site Equipment/Amenities</b>					Townhome		
Yes					✓		
No					Other:		
Type							
Parking (\$ _____ (Fee))					<b>Type of Occupancy:</b>		
✓					Multifamily		
Extra Storage					✓		
✓					Elderly (55+)		
Security					Elderly (62+)		
✓					Other:		
Clubhouse/Meeting Room							
✓					<b>Notes:</b>		
Pool					100% Occupancy Rate; Vantage Management; Rushed me off the phone.		
✓							
Recreation Areas							
✓							
Playground							
✓							
Laundry Facility(ies)							
✓							
Bus. Center/Nghbrhd Network							
✓							
Service Coordinations							
✓							
<b>Utilities Included In Rent</b>							
Yes							
No							
Type							
Heat					Electric		
✓							
Cooling					Electric		
✓							
Cooking					Electric		
✓							
Hot Water					Electric		
✓							
Other Electric					Electric		
✓							
Cold Water/Sewer					Tenant		
✓							
Trash/Recycle					Included		
✓							
Pest Control					Included		
✓							

# Waring Apartments

812 E Waring St  
Waycross, GA 31501-7982

Telephone: (912) 285-0373; (770) 386-2921

Contact:

Jenny  
8/29/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$440	0	30	691	50%, 60%	
2 BR	1	\$534	0	10	859	50%, 60%	
2 BR							
3 BR							
4 BR							
Design/Location/Condition					Site Info:		
Structure/Stories					Total Units		
Year Built/Year Renovated					Total Vacant		
Condition/Street Appeal					Section 8		
Neighborhood Condition					Accepts:		
					# of Vouchers:		
Unit Equipment/Amenities					Type of Financing:		
					LIHTC		
					RD		
					RD R/A		
					Market		
					HOME		
					Bonds		
					Section 8		
					Other:		
Site Equipment/Amenities					Type of Structure:		
					Low Rise		
					High Rise		
					Garden		
					Walk-up		
					SF		
					Duplex		
					Triplex		
					Quadplex		
					Townhome		
					Other:		
Utilities Included In Rent					Type of Occupancy:		
					Multifamily		
					Elderly (55+)		
					Elderly (62+)		
					Other:		
Notes:							
100% Occupancy Rate; Tower Management							

# Peachwood Place Apartments

801 Naomi St  
Waycross, GA 31501-2059

Telephone: (912) 285-2199

Contact:

Tiffany  
8/31/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR							
2 BR							
2 BR	2	\$475-\$525		16	874	50%, 60%	
3 BR	2	\$525-\$575		32	1344	50%, 60%	
4 BR	2	\$575-\$625		24	1260	50%, 60%	
<b>Design/Location/Condition</b>				<b>Site Info:</b>			
Structure/Stories	Vinyl/2 Stories			Total Units	72	Total Vacant	0
Year Built/Year Renovated	1998			<b>Section 8</b>	Yes	No	
Condition/Street Appeal	Good			Accepts:	✓		
Neighborhood Condition	Good			# of Vouchers:	30		
<b>Unit Equipment/Amenities</b>	Yes	No	Type	<b>Type of Financing:</b>			
Balcony/Patio	✓			LIHTC	✓		
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher	✓		DW	Market			
Washer/Dryer Included		✓		HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		Carpet, Vinyl	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			<b>Type of Structure:</b>			
Special Features		✓		Low Rise			
<b>Site Equipment/Amenities</b>	Yes	No	Type	High Rise			
Parking (\$ _____ (Fee))	✓			Garden			
Extra Storage		✓		Walk-up	✓		
Security		✓		SF			
Clubhouse/Meeting Room		✓		Duplex			
Pool	✓			Triplex			
Recreation Areas		✓		Quadplex			
Playground		✓		Townhome			
Laundry Facility(ies)	✓			Other:			
Bus. Center/Nghbrhd Network		✓		<b>Type of Occupancy:</b>			
Service Coordinations		✓		Multifamily	✓		
<b>Utilities Included In Rent</b>	Yes	No	Type	Elderly (55+)			
Heat		✓	Electric	Elderly (62+)			
Cooling		✓	Electric	Other:			
Cooking		✓	Electric	<b>Notes:</b>			
Hot Water		✓	Electric	Spoke to Tiffany - asked me to call back.			
Other Electric		✓	Electric	Could never reach again after multiple tries.			
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

# Waring II Apartments

806 E Waring St  
Waycross, GA 31501-7912

Telephone: (912) 285-0373; (770) 386-2921

Contact:

Jenny  
8/29/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$419	0	20	816	50%, 60%, MRKT	
2 BR	1	\$509	0	16	1028	50%, 60%, MRKT	
2 BR							
3 BR							
4 BR							
<b>Design/Location/Condition</b>				<b>Site Info:</b>			
Structure/Stories				Total Units			
Year Built/Year Renovated				Total Vacant			
Condition/Street Appeal				Section 8			
Neighborhood Condition				Accepts:			
<b>Unit Equipment/Amenities</b>				# of Vouchers:			
				<b>Type of Financing:</b>			
Balcony/Patio				LIHTC			
AC: Central/Wall				RD			
Range/Refrigerator				RD R/A			
Microwave/Dishwasher				Market			
Washer/Dryer Included				HOME			
Washer/Dryer Connections				Bonds			
Floor Coverings				Section 8			
Window Coverings				Other:			
Cable/Satellite/Internet READY				<b>Type of Structure:</b>			
Special Features				Low Rise			
<b>Site Equipment/Amenities</b>				High Rise			
Parking (\$ _____) (Fee)				Garden			
Extra Storage				Walk-up			
Security				SF			
Clubhouse/Meeting Room				Duplex			
Pool				Triplex			
Recreation Areas				Quadplex			
Playground				Townhome			
Laundry Facility(ies)				Other:			
Bus. Center/Nghbrhd Network				<b>Type of Occupancy:</b>			
Service Coordinations				Multifamily			
<b>Utilities Included In Rent</b>				Elderly (55+)			
Heat				Elderly (62+)			
Cooling				Other:			
Cooking				<b>Notes:</b>			
Hot Water				100 % Occupancy Rate; Tower Management			
Other Electric							
Cold Water/Sewer							
Trash/Recycle							
Pest Control							

# Westpoint Village Apartments

1612 Carswell Ave  
Waycross, GA 31503-4129

Telephone: (912) 285-1754; (803) 419-6546

Contact:

Kimberly  
8/29/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$275, \$480, \$480	0	32	760	30%, 50%, 60%	
2 BR	1	\$325, \$560, \$585	0	32	1002	30%, 50%, 60%	
2 BR							
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		Brick, Vinyl/2 Stories		Total Units	64	Total Vacant	
Year Built/Year Renovated		2007		Total Units	64	0	
Condition/Street Appeal		Good		Section 8			
Neighborhood Condition		Good		Yes	No		
Unit Equipment/Amenities				Accepts:	✓		
	Yes	No	Type	# of Vouchers:	6		
Balcony/Patio	✓			Type of Financing:			
AC: Central/Wall	✓			LIHTC	✓		
Range/Refrigerator	✓			RD			
Microwave/Dishwasher	✓		DW	RD R/A			
Washer/Dryer Included		✓		Market			
Washer/Dryer Connections	✓			HOME			
Floor Coverings	✓		Carpet, Vinyl	Bonds			
Window Coverings	✓			Section 8			
Cable/Satellite/Internet READY	✓			Other:			
Special Features	✓		Elevator	Type of Structure:			
Site Equipment/Amenities				Low Rise	✓		
Parking (\$ _____ (Fee)	✓			High Rise			
Extra Storage	✓			Garden			
Security		✓		Walk-up			
Clubhouse/Meeting Room	✓			SF			
Pool		✓		Duplex			
Recreation Areas	✓		Fitness Center	Triplex			
Playground		✓		Quadplex			
Laundry Facility(ies)	✓			Townhome			
Bus. Center/Nghbrhd Network	✓			Other:			
Service Coordinations		✓		Type of Occupancy:			
Utilities Included In Rent				Multifamily	✓		
Heat		✓	Electric	Elderly (55+)			
Cooling		✓	Electric	Elderly (62+)			
Cooking		✓	Electric	Other:			
Hot Water		✓	Electric	Notes:			
Other Electric		✓	Electric	100% Occupancy Rate; Kay Hike Management			
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

# Ocean Breeze Apartments

2001 Ocean Breeze Circle  
Waycross, GA 31503-8890

Telephone: (912) 548-0791; (803) 419-6546

Contact:

No Response



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR							
2 BR							
2 BR	2	\$435, \$535	0	20	1010	50%, 60%	
3 BR	2	\$505, \$575	0	29	1133	50%, 60%	
4 BR							
<b>Design/Location/Condition</b>							
Structure/Stories		Brick, Vinyl/1 Story					
Year Built/Year Renovated		2009					
Condition/Street Appeal		Good					
Neighborhood Condition		Good					
<b>Unit Equipment/Amenities</b>		<b>Yes</b>	<b>No</b>	<b>Type</b>			
Balcony/Patio		✓					
AC: Central/Wall		✓					
Range/Refrigerator		✓					
Microwave/Dishwasher		✓					
Washer/Dryer Included			✓				
Washer/Dryer Connections		✓					
Floor Coverings		✓		Carpet, Vinyl			
Window Coverings		✓					
Cable/Satellite/Internet READY		✓					
Special Features			✓				
<b>Site Equipment/Amenities</b>		<b>Yes</b>	<b>No</b>	<b>Type</b>			
Parking (\$ _____ (Fee)		✓					
Extra Storage		✓					
Security			✓				
Clubhouse/Meeting Room		✓					
Pool			✓				
Recreation Areas			✓				
Playground			✓				
Laundry Facility(ies)		✓					
Bus. Center/Nghbrhd Network			✓				
Service Coordinations			✓				
<b>Utilities Included In Rent</b>		<b>Yes</b>	<b>No</b>	<b>Type</b>			
Heat			✓	Electric			
Cooling			✓	Electric			
Cooking			✓	Electric			
Hot Water			✓	Electric			
Other Electric			✓	Electric			
Cold Water/Sewer			✓	Tenant			
Trash/Recycle		✓		Included			
Pest Control		✓		Included			
<b>Site Info:</b>		<b>Total Units</b>		<b>Total Vacant</b>			
Total Units		49		0			
<b>Section 8</b>		<b>Yes</b>		<b>No</b>			
Accepts:		✓					
# of Vouchers:							
<b>Type of Financing:</b>							
LIHTC		✓					
RD							
RD R/A							
Market							
HOME							
Bonds							
Section 8							
Other:							
<b>Type of Structure:</b>							
Low Rise							
High Rise							
Garden							
Walk-up							
SF		✓					
Duplex							
Triplex							
Quadplex							
Townhome							
Other:							
<b>Type of Occupancy:</b>							
Multifamily		✓					
Elderly (55+)							
Elderly (62+)							
Other:							
<b>Notes:</b>							
Boyd Management; all information from internet.							

# Ware Hotel

604 Elizabeth St  
Waycross, GA 31501-3700

Telephone: (912) 283-7331; 912-282-

Contact:

Charles- Maintenance  
9/5/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$612-\$678	7	17	490-895	50%, 60%	
2 BR	1	\$661-\$739	3	18	829-1274	50%, 60%	
2 BR							
3 BR							
4 BR							
Design/Location/Condition					Site Info:	Total Units	Total Vacant
Structure/Stories		Brick/6 Stories			Total Units	35	10
Year Built/Year Renovated		2012			Section 8	Yes	No
Condition/Street Appeal		Good			Accepts:	✓	
Neighborhood Condition		Good			# of Vouchers:	2	
Unit Equipment/Amenities				Yes	No	Type	
Balcony/Patio					✓		
AC: Central/Wall				✓			
Range/Refrigerator				✓			
Microwave/Dishwasher				✓		DW	
Washer/Dryer Included					✓		
Washer/Dryer Connections					✓		
Floor Coverings				✓		Carpet, Vinyl	
Window Coverings				✓			
Cable/Satellite/Internet READY				✓			
Special Features				✓		Elevator	
Site Equipment/Amenities				Yes	No	Type	
Parking (\$ _____ (Fee)				✓			
Extra Storage					✓		
Security					✓		
Clubhouse/Meeting Room				✓			
Pool					✓		
Recreation Areas				✓		Fitness Room	
Playground					✓		
Laundry Facility(ies)				✓			
Bus. Center/Nghbrhd Network					✓		
Service Coordinations					✓		
Utilities Included In Rent				Yes	No	Type	
Heat					✓	Electric	
Cooling					✓	Electric	
Cooking					✓	Electric	
Hot Water					✓	Electric	
Other Electric					✓	Electric	
Cold Water/Sewer				✓		Included	
Trash/Recycle				✓		Included	
Pest Control				✓		Included	
							Type of Financing:
							LIHTC
							RD
							RD R/A
							Market
							HOME
							Bonds
							Section 8
							Other:
							Type of Structure:
							Low Rise
							High Rise
							Garden
							Walk-up
							SF
							Duplex
							Triplex
							Quadplex
							Townhome
							Other:
							Type of Occupancy:
							Multifamily
							Elderly (55+)
							Elderly (62+)
							Other:
							Notes:
							Charles believed rents were \$100 more than 1912 Bunn Bldg; said they had some vacancies but he did not know exact count; working from waitlist; all other information from internet; Fairway Management Inc.



# 1912 Bunn Building

513 Elizabeth St  
Waycross, GA 31501-3701

Telephone: (912) 283-1404; (912) 282-9749

Contact:

Charles- Maintenance  
9/5/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$578	1	17	800		
2 BR	1	\$639	1	29	915		
2 BR							
3 BR							
4 BR							
<b>Design/Location/Condition</b>					<b>Site Info:</b>		
Structure/Stories					Total Units		
Brick/5 Stories					46		
Year Built/Year Renovated					Total Vacant		
2021					2		
Condition/Street Appeal					<b>Section 8</b>		
Good					Yes		
Neighborhood Condition					No		
Good					Accepts:		
					✓		
<b>Unit Equipment/Amenities</b>					# of Vouchers:		
Yes					<b>Type of Financing:</b>		
No					LIHTC		
Type					RD		
Balcony/Patio					RD R/A		
✓					Market		
AC: Central/Wall					HOME		
✓					Bonds		
Range/Refrigerator					Section 8		
✓					Other:		
Microwave/Dishwasher							
✓					<b>Type of Structure:</b>		
Washer/Dryer Included					Low Rise		
✓					High Rise		
Washer/Dryer Connections					Garden		
✓					Walk-up		
Floor Coverings					SF		
✓					Duplex		
Window Coverings					Triplex		
✓					Quadplex		
Cable/Satellite/Internet READY					Townhome		
✓					Other:		
Special Features							
✓					<b>Type of Occupancy:</b>		
Elevator					Multifamily		
					Elderly (55+)		
<b>Site Equipment/Amenities</b>					Elderly (62+)		
Yes					Other:		
No							
Type					<b>Notes:</b>		
Parking (\$ _____ (Fee))					Charles believed rents were \$100 less at Ware Hotel; said they had some vacancies but he did not know exact count; working from waitlist; all other information from internet; Fairway Management Inc.		
✓							
Extra Storage							
Security							
✓							
Clubhouse/Meeting Room							
✓							
Pool							
Recreation Areas							
✓							
Playground							
Laundry Facility(ies)							
✓							
Bus. Center/Nghbrhd Network							
✓							
Service Coordinations							
<b>Utilities Included In Rent</b>							
Yes							
No							
Type							
Heat							
Cooling							
Cooking							
Hot Water							
Other Electric							
Cold Water/Sewer							
✓							
Trash/Recycle							
✓							
Pest Control							
✓							

# Central Park Apartments

1000 Central Ave  
Waycross, GA 31501

Telephone: (912) 283-7131

Contact:

April  
8/29/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions			
Studio										
1 BR	1	\$750	71	14	770	MRKT				
2 BR	1	\$850		50	852	MRKT				
2 BR	2	\$900		13	1072	MRKT				
3 BR										
3 BR	2.5	\$950		15	1200-1333	MRKT				
<b>Design/Location/Condition</b>				<b>Site Info:</b>				<b>Total Units</b>	<b>Total Vacant</b>	
Structure/Stories				Brick, Vinyl/2 Stories				Total Units	92	71
Year Built/Year Renovated				1975/1997/2023- under renovations now				<b>Section 8</b>	<b>Yes</b>	<b>No</b>
Condition/Street Appeal				Good				Accepts:		✓
Neighborhood Condition				Good				# of Vouchers:		
<b>Unit Equipment/Amenities</b>				<b>Yes</b>	<b>No</b>	<b>Type</b>	<b>Type of Financing:</b>			
Balcony/Patio				✓			LIHTC			
AC: Central/Wall				✓			RD			
Range/Refrigerator				✓			RD R/A			
Microwave/Dishwasher					✓		Market			✓
Washer/Dryer Included					✓		HOME			
Washer/Dryer Connections				✓		3BR only	Bonds			
Floor Coverings				✓		Vinyl Plank	Section 8			
Window Coverings				✓			Other:			
Cable/Satellite/Internet READY				✓			<b>Type of Structure:</b>			
Special Features					✓		Low Rise			
<b>Site Equipment/Amenities</b>				<b>Yes</b>	<b>No</b>	<b>Type</b>	High Rise			
Parking (\$ _____ (Fee)				✓			Garden			
Extra Storage					✓		Walk-up			✓
Security					✓		SF			
Clubhouse/Meeting Room					✓		Duplex			
Pool					✓		Triplex			
Recreation Areas					✓		Quadplex			
Playground					✓		Townhome			
Laundry Facility(ies)				✓			Other:			
Bus. Center/Nghbrhd Network					✓		<b>Type of Occupancy:</b>			
Service Coordinations					✓		Multifamily			✓
<b>Utilities Included In Rent</b>				<b>Yes</b>	<b>No</b>	<b>Type</b>	Elderly (55+)			
Heat					✓	Electric	Elderly (62+)			
Cooling					✓	Electric	Other:			
Cooking					✓	Electric	<b>Notes:</b>			
Hot Water					✓	Electric	23% Occupancy Rate; Property under renovation; should be completed by Dec 2023. \$25 water fee will be added to rent			
Other Electric					✓	Electric				
Cold Water/Sewer				✓		Tenant				
Trash/Recycle				✓		Included				
Pest Control				✓		Included				

# Cherokee Villas

1302 Coral Rd  
Waycross, GA 31501

Telephone: (912) 614-7714

**Contact:**

Would not give name  
8/25/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR							
2 BR	1	\$595-\$625	0	20	900	MRKT	
2 BR							
3 BR							
4 BR							
<b>Design/Location/Condition</b>				<b>Site Info:</b>			
Structure/Stories		Brick/2 Stories		Total Units	20	Total Vacant	0
Year Built/Year Renovated		1985		<b>Section 8</b>	Yes	No	No
Condition/Street Appeal		Good		Accepts:			✓
Neighborhood Condition		Good		# of Vouchers:			
<b>Unit Equipment/Amenities</b>				<b>Type of Financing:</b>			
Balcony/Patio		✓		LIHTC			
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher	✓		DW	Market		✓	
Washer/Dryer Included		✓		HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		Carpet, Vinyl	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			<b>Type of Structure:</b>			
Special Features		✓		Low Rise			
<b>Site Equipment/Amenities</b>				High Rise			
Parking (\$ _____ (Fee))	✓			Garden			
Extra Storage		✓		Walk-up		✓	
Security		✓		SF			
Clubhouse/Meeting Room		✓		Duplex			
Pool		✓		Triplex			
Recreation Areas		✓		Quadplex			
Playground		✓		Townhome			
Laundry Facility(ies)		✓		Other:			
Bus. Center/Nghbrhd Network		✓		<b>Type of Occupancy:</b>			
Service Coordinations		✓		Multifamily		✓	
<b>Utilities Included In Rent</b>				Elderly (55+)			
Heat		✓	Electric	Elderly (62+)			
Cooling		✓	Electric	Other:			
Cooking		✓	Electric	<b>Notes:</b>			
Hot Water		✓	Electric	Coley Properties; Would not participate. Said she is not the owner and the owners do not like to give their information out. All info from previous survey and internet.			
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

# Hatcherway Apartments

127 Havanna Ave  
Waycross, GA 31501

Telephone: (912) 288-8243

Contact:

Emily  
8/29/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio	1	\$650	0	6	288	MRKT	
1 BR	1	\$750	0	46	576	MRKT	
2 BR	1	\$850	0	6	864	MRKT	
2 BR	2	\$900	0	6	864	MRKT	
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		Vinyl/1 Story		Total Units	64	Total Vacant	0
Year Built/Year Renovated		1985/Under Remodel done 12/23		Section 8		Yes	No
Condition/Street Appeal		Good		Accepts:			✓
Neighborhood Condition		Good		# of Vouchers:			
Unit Equipment/Amenities		Yes	No	Type of Financing:			
Balcony/Patio	✓			LIHTC			
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher		✓		Market		✓	
Washer/Dryer Included		✓		HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		Carpet, Vinyl	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			Type of Structure:			
Special Features		✓		Low Rise			
Site Equipment/Amenities		Yes	No	Type of Occupancy:			
Parking (\$ _____ (Fee)	✓			Multifamily		✓	
Extra Storage	✓			Elderly (55+)			
Security		✓		Elderly (62+)			
Clubhouse/Meeting Room		✓		Other:			
Pool		✓		Notes:			
Recreation Areas		✓		Under Remodel should be complete by December 2023. She wouldn't give out vacancy or occupancy.			
Playground		✓					
Laundry Facility(ies)	✓						
Bus. Center/Nghbrhd Network		✓					
Service Coordinations		✓					
Utilities Included In Rent		Yes	No	Type			
Heat		✓					
Cooling		✓					
Cooking		✓					
Hot Water		✓					
Other Electric		✓					
Cold Water/Sewer	✓						
Trash/Recycle	✓						
Pest Control	✓						

# Sandy Creek Apartments

600 Summit St  
Waycross, GA 31501

Telephone: (912) 285-1852

Contact:

No good number found



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	\$500	0	20	724	MRKT	
2 BR	1	\$550	0	32	872	MRKT	
2 BR	2	\$600	1	12	1016	MRKT	
3 BR	2	\$650	2	16	1229	MRKT	
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		Vinyl/2 Stories		Total Units	80	Total Vacant	3
Year Built/Year Renovated		1974		<b>Section 8</b>	Yes	No	
Condition/Street Appeal		Good		Accepts:		✓	
Neighborhood Condition		Good		# of Vouchers:			
Unit Equipment/Amenities		Yes	No	Type	Type of Financing:		
Balcony/Patio	✓				LIHTC		
AC: Central/Wall	✓				RD		
Range/Refrigerator	✓				RD R/A		
Microwave/Dishwasher	✓				Market	✓	
Washer/Dryer Included		✓			HOME		
Washer/Dryer Connections	✓			3BR Only	Bonds		
Floor Coverings	✓			Carpet, Vinyl	Section 8		
Window Coverings	✓				Other:		
Cable/Satellite/Internet READY	✓				Type of Structure:		
Special Features		✓			Low Rise		
Site Equipment/Amenities		Yes	No	Type	High Rise		
Parking (\$ _____ (Fee))	✓				Garden		
Extra Storage		✓			Walk-up	✓	
Security		✓			SF		
Clubhouse/Meeting Room	✓				Duplex		
Pool	✓				Triplex		
Recreation Areas		✓			Quadplex		
Playground		✓			Townhome		
Laundry Facility(ies)	✓				Other:		
Bus. Center/Nghbrhd Network		✓			Type of Occupancy:		
Service Coordinations		✓			Multifamily	✓	
Utilities Included In Rent		Yes	No	Type	Elderly (55+)		
Heat		✓		Electric	Elderly (62+)		
Cooling		✓		Electric	Other:		
Cooking		✓		Electric	Notes:		
Hot Water		✓		Electric	no other number found; all information from internet.		
Other Electric		✓		Electric			
Cold Water/Sewer	✓			Included			
Trash/Recycle	✓			Included			
Pest Control	✓			Included			

# Spanish Village Apartments

512 Bay St  
Waycross, GA 31501

Telephone: (912) 285-3802

Contact:  
No Response



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio	1	\$535-\$550	1	6	350	MRKT	
1 BR	1	\$550-\$575	1	9	700-750	MRKT	
1 BR	1	\$600	1	9	800	MRKT	
2 BR	1.5, 2	\$735-\$750	0	7	1000	MRKT	
2 BR	1.5, 2	\$750-\$775	0	7	1200	MRKT	
3 BR	2	\$835-\$885	0	2	1400	MRKT	
<b>Design/Location/Condition</b>							
Structure/Stories	Stucco/1 & 2 Stories						
Year Built/Year Renovated	1972-1980						
Condition/Street Appeal	Good						
Neighborhood Condition	Good						
<b>Unit Equipment/Amenities</b>		<b>Yes</b>	<b>No</b>	<b>Type</b>			
Balcony/Patio	✓						
AC: Central/Wall	✓						
Range/Refrigerator	✓						
Microwave/Dishwasher	✓			DW			
Washer/Dryer Included		✓					
Washer/Dryer Connections	✓			3 BR Only			
Floor Coverings	✓			Carpet, Vinyl			
Window Coverings	✓						
Cable/Satellite/Internet READY	✓						
Special Features		✓					
<b>Site Equipment/Amenities</b>		<b>Yes</b>	<b>No</b>	<b>Type</b>			
Parking (\$ _____ (Fee)	✓						
Extra Storage		✓					
Security		✓					
Clubhouse/Meeting Room		✓					
Pool	✓						
Recreation Areas	✓			Tennis Court			
Playground		✓					
Laundry Facility(ies)	✓						
Bus. Center/Nghbrhd Network		✓					
Service Coordinations		✓					
<b>Utilities Included In Rent</b>		<b>Yes</b>	<b>No</b>	<b>Type</b>			
Heat		✓		Electric			
Cooling		✓		Electric			
Cooking		✓		Electric			
Hot Water		✓		Electric			
Other Electric		✓		Electric			
Cold Water/Sewer	✓			Included			
Trash/Recycle	✓			Included			
Pest Control		✓		Included			
<b>Site Info:</b>		<b>Total Units</b>		<b>Total Vacant</b>			
Total Units		40		3			
<b>Section 8</b>		<b>Yes</b>		<b>No</b>			
Accepts:				✓			
# of Vouchers:							
<b>Type of Financing:</b>							
LIHTC							
RD							
RD R/A							
Market				✓			
HOME							
Bonds							
Section 8							
Other:							
<b>Type of Structure:</b>							
Low Rise							
High Rise							
Garden				✓			
Walk-up							
SF							
Duplex							
Triplex							
Quadplex							
Townhome				✓			
Other:							
<b>Type of Occupancy:</b>							
Multifamily				✓			
Elderly (55+)							
Elderly (62+)							
Other:							
<b>Notes:</b>							
				multiple messages left; no response. All information from internet.			

# Holly Ross Estates

1808-1928 Central Ave  
Waycross, GA 31501

Telephone: (912) 288-5886

Contact:

No good number found



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR							
2 BR	1.5		0	48		MRKT	
2 BR							
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories				Total Units			
Year Built/Year Renovated				Total Vacant			
Condition/Street Appeal				Section 8			
Neighborhood Condition				Accepts:			
				# of Vouchers:			
Unit Equipment/Amenities				Type of Financing:			
	Yes	No	Type	LIHTC			
Balcony/Patio	✓			RD			
AC: Central/Wall	✓			RD R/A			
Range/Refrigerator	✓			Market			
Microwave/Dishwasher				HOME			
Washer/Dryer Included				Bonds			
Washer/Dryer Connections				Section 8			
Floor Coverings	✓			Other:			
Window Coverings	✓			Type of Structure:			
Cable/Satellite/Internet READY	✓			Low Rise			
Special Features				High Rise			
Site Equipment/Amenities				Garden			
Parking (\$ _____ (Fee)	✓			Walk-up			
Extra Storage				SF			
Security				Duplex			
Clubhouse/Meeting Room				Triplex			
Pool				Quadplex			
Recreation Areas				Townhome			
Playground				Other:			
Laundry Facility(ies)				Type of Occupancy:			
Bus. Center/Nghbrhd Network				Multifamily			
Service Coordinations				Elderly (55+)			
Utilities Included In Rent				Elderly (62+)			
Heat		✓	Electric	Other:			
Cooling		✓	Electric	Notes:			
Cooking		✓	Electric	no other number found; all information from internet.			
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

# Garlington Heights

(aka Billion Dollar Baby - Part of Waycross Housing Authority)

301 Garlington Ave  
Waycross, GA 31501

Telephone: (912) 287-2440

Contact:

Refused to respond  
8/30/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio				147			
1 BR		BOI					
2 BR							
2 BR							
3 BR							
4 BR							
Design/Location/Condition					Site Info:	Total Units	Total Vacant
Structure/Stories		Brick/2 Stories			Total Units	147	0
Year Built/Year Renovated					Section 8	Yes	No
Condition/Street Appeal		Good			Accepts:		✓
Neighborhood Condition		Good			# of Vouchers:		
Unit Equipment/Amenities				Yes	No	Type	
Balcony/Patio		✓					
AC: Central/Wall		✓					
Range/Refrigerator		✓					
Microwave/Dishwasher		✓					
Washer/Dryer Included		✓					
Washer/Dryer Connections		✓					
Floor Coverings		✓		Carpet, Vinyl			
Window Coverings		✓					
Cable/Satellite/Internet READY		✓					
Special Features							
Site Equipment/Amenities				Yes	No	Type	
Parking (\$ _____ (Fee)		✓					
Extra Storage		✓					
Security		✓					
Clubhouse/Meeting Room		✓					
Pool		✓					
Recreation Areas		✓					
Playground		✓					
Laundry Facility(ies)		✓					
Bus. Center/Nghbrhd Network		✓					
Service Coordinations		✓					
Utilities Included In Rent				Yes	No	Type	
Heat		✓		Electric			
Cooling		✓		Electric			
Cooking		✓		Electric			
Hot Water		✓		Electric			
Other Electric		✓		Electric			
Cold Water/Sewer		✓		Included			
Trash/Recycle		✓		Included			
Pest Control		✓		Included			
					Type of Financing:		
					LIHTC		
					RD		
					RD R/A		
					Market		
					HOME		
					Bonds		
					Section 8		
					Other:	Public Housing	
					Type of Structure:		
					Low Rise		
					High Rise		
					Garden		
					Walk-up	✓	
					SF		
					Duplex		
					Triplex		
					Quadplex		
					Townhome	✓	
					Other:		
					Type of Occupancy:		
					Multifamily	✓	
					Elderly (55+)		
					Elderly (62+)		
					Other:		
					Notes:		
					Waycross Housing Authority; Refused to participate in survey and asked us to remove from contacting them.		



# Central Walnut Village

(fka Waycross VOA Elderly)

904 Central Ave  
Waycross, GA 31501

Telephone: (912) 285-9725

Contact:

Paige Kennedy  
8/21/2023



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	% Target AMI	Rent Concessions
Studio							
1 BR	1	BOI	0	33	approx 700	30%	
2 BR							
2 BR							
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		Brick/1 Story		Total Units	33	Total Vacant	0
Year Built/Year Renovated		2006/As Needed		<b>Section 8</b>			
Condition/Street Appeal		Good		Yes		No	
Neighborhood Condition		Good		Accepts: <input type="checkbox"/>			
Unit Equipment/Amenities				Type of Financing:			
Balcony/Patio		Yes	No	Type	LIHTC		
AC: Central/Wall	✓		✓		RD		
Range/Refrigerator	✓				RD R/A		
Microwave/Dishwasher			✓		Market		
Washer/Dryer Included			✓		HOME		
Washer/Dryer Connections			✓		Bonds		
Floor Coverings	✓			Vinyl	Section 8		
Window Coverings	✓				Other:	HUD	
Cable/Satellite/Internet READY	✓				Type of Structure:		
Special Features			✓		Low Rise		
Site Equipment/Amenities				Type of Occupancy:			
Parking (\$ _____ (Fee))	✓				Multifamily		
Extra Storage	✓				Elderly (55+)		
Security			✓		Elderly (62+)	✓	
Clubhouse/Meeting Room			✓		Other:		
Pool			✓		Notes:		
Recreation Areas			✓		senior independent living		
Playground			✓				
Laundry Facility(ies)	✓						
Bus. Center/Nghbrhd Network			✓				
Service Coordinations			✓				
Utilities Included In Rent				Type			
Heat			✓	Electric			
Cooling			✓	Electric			
Cooking			✓	Electric			
Hot Water			✓	Electric			
Other Electric			✓	Electric			
Cold Water/Sewer	✓			Included			
Trash/Recycle	✓			Included			
Pest Control	✓			Included			

**Market Study Terminology**



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[www.housingonline.com](http://www.housingonline.com)

## Market Study Terminology

Effective January 1, 2007, all affordable housing market studies performed by NCHMA members incorporate the member certification, market study index, the market study terminology and market study standards.

State Housing Finance Agencies and other industry members are welcome to incorporate the information below in their own standards. NCHMA only requests written notification of use.

### I. Common Market Study Terms

The terms in this section are definitions agreed upon by NCHMA members. Market studies for affordable housing prepared by NCNCHMAHMA members should use these definitions in their studies except where other definitions are specifically identified.

Terminology	Definition
Absorption period	The period of time necessary for a newly constructed or renovated property to achieve the <i>stabilized level of occupancy</i> . The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the <i>stabilized level of occupancy</i> has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.
Absorption rate	The average number of units rented each month during the <i>absorption period</i> .
Acceptable <i>rent burden</i>	The rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.
Achievable Rents	See <i>Market Rent, Achievable Restricted Rent</i> .
Affordable housing	Housing affordable to low or very low-income tenants.
Amenity	Tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs,

services and activities.

Annual demand	The total estimated demand present in the market in any one year for the type of units proposed.
Assisted housing	Housing where federal, state or other programs <i>subsidize</i> the monthly costs to the tenants.
Bias	A proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.
Capture rate	The percentage of age, size, and income qualified renter households in the <i>primary market area</i> that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The <i>Capture Rate</i> is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the <i>primary market area</i> . See also: penetration rate.
Comparable property	A property that is representative of the rental housing choices of the subject's <i>primary market area</i> and that is similar in construction, size, amenities, location, and/or age. Comparable and <i>competitive</i> properties are generally used to derive market rent and to evaluate the subject's position in the market. See the NCHMA white paper <i>Selecting Comparable Properties</i>
Competitive property	A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.
Comprehensive Market Study	NCHMA defines a comprehensive market study for the purposes of IRS Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRS Section 42 request for completion of a market study by a 'disinterested party.'
Concession	Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).
Demand	The total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be of the appropriate age, income, tenure and size for a specific proposed development. Components of

demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Effective rents	Contract rent less concessions.
Household trends	Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g. at marriage or separation), changes in average household size, and net <i>migration</i> .
Income band	The range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined <i>acceptable rent burden</i> percentage and the maximum typically is pre-defined by specific program requirements or by general market parameters.
Infrastructure	Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.
Market advantage	The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. $(\text{market rent} - \text{proposed rent}) / \text{market rent} * 100$
Market analysis	A study of real estate market conditions for a specific type of property.
Market area	See <i>primary market area</i> .
Market demand	The total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.
Market rent	The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the <i>primary market area</i> considering its location, features and amenities. Market rent should be adjusted for <i>concessions</i> and owner paid utilities included in the rent. See the NCHMA publication <i>Calculating Market Rent</i> .

Market study	A comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography. The minimal content of a market study is shown in the NCHMA publication <i>Model Content for Market Studies for Rental Housing</i> .
Marketability	The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.
Market vacancy rate, economic	Percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.
Market vacancy rate, physical	Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.
Migration	The movement of households into or out of an area, especially a <i>primary market area</i> .
Mixed income property	An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50% and 60%).
Mobility	The ease with which people move from one location to another.
Move-up demand	An estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to newer tax credit properties-
Multi-family	Structures that contain more than two housing units.
Neighborhood	An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.
Net rent (also referred to as contract rent or lease rent)	Gross rent less <i>tenant paid utilities</i> .
Penetration rate	The percentage of age and income qualified renter households in the <i>primary market area</i> that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to

achieve the *stabilized level of occupancy*. Funding agencies may require restrictions to the qualified Households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors.

units in all proposals / households in market \* 100

See also: capture rate.

Pent-up demand	A market in which there is a scarcity of supply and vacancy rates are very low.
Population trends	Changes in population levels for a particular area over a specific period of time—which is a function of the level of births, deaths, and net <i>migration</i> .
Primary market area	A geographic area from which a property is expected to draw the majority of its residents. See the NCHMA publication <i>Determining Market Area</i> .
Programmatic rents	See <i>restricted rents</i> .
Project based rent assistance	Rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.
Redevelopment	The redesign or rehabilitation of existing properties.
Rent burden	Gross rent divided by adjusted monthly household income.
Rent burdened households	Households with <i>rent burden</i> above the level determined by the lender, investor, or public program to be an acceptable rent-to-income ratio.
Restricted rent	The rent charged under the restrictions of a specific housing program or subsidy.
Restricted rent, Achievable	The rents that the project can attain taking into account both market conditions and rent in the <i>primary market area</i> and income restrictions.
Saturation	The point at which there is no longer demand to support additional units. Saturation usually refers to a particular segment of a specific market.
Secondary market area	The portion of a market area that supplies additional support to an apartment property beyond that provided by the primary market area.
Special needs population	Specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs populations include: substance abusers, visually impaired person or

	persons with mobility limitations.
Stabilized level of occupancy	The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.
Subsidy	Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's <i>contract rent</i> and the amount paid by the tenant toward rent.
Substandard conditions	Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.
Target income band	The <i>income band</i> from which the subject property will draw tenants.
Target population	The market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.
Tenant paid utilities	The cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.
Turnover turnover period	1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. $\text{Housing units with new occupants} / \text{housing units} * 100$ 2. The percent of occupants in a given apartment complex that move in one year.
Unmet housing need	New units required in the market area to accommodate household growth, homeless people, and households in substandard conditions.
Unrestricted rents	Rents that are not subject to <i>restriction</i> .
Unrestricted units	Units that are not subject to any income or rent restrictions.
Vacancy period	The amount of time that an apartment remains vacant and available for rent.
Vacancy rate-economic vacancy rate - physical	Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.



## II. Other Useful Terms

The terms in this section are not defined by NCHMA.

<b>Terminology</b>	<b>Definition</b>
Area Median Income (AMI)	100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.
Attached housing	Two or more dwelling units connected with party walls (e.g. townhouses or flats).
Basic Rent	The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.
Below Market Interest Rate Program (BMIR)	Program targeted to renters with income not exceeding 80% of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.
Census Tract	A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.
Central Business District (CBD)	The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.
Community Development Corporation (CDC)	Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.
Condominium	A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract Rent	1.The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).
Difficult Development Area (DDA)	An area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.
Detached Housing	A freestanding dwelling unit, typically single-family, situated on its own lot.
Elderly or Senior Housing	Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80% of the units in each building are restricted for occupancy by Households where at least one Household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.
Extremely Low Income	Person or Household with income below 30% of Area Median Income adjusted for Household size.
Fair Market Rent (FMR)	The estimates established by HUD of the Gross Rents (Contract Rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40% of the rental units have rents below the FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.
Garden Apartments	Apartments in low-rise buildings (typically two to four stories) that feature low density, ample open-space around buildings, and on-site parking.
Gross Rent	The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.
High-rise	A residential building having more than ten stories.
Household	One or more people who occupy a housing unit as their usual place of residence.
Housing Unit	House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.
Housing Choice Voucher (Section 8)	Federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible Households to use in the

Program)	housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.
Housing Finance Agency (HFA)	State or local agencies responsible for financing housing and administering Assisted Housing programs.
HUD Section 8 Program	Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenants' adjusted income.
HUD Section 202 Program	Federal Program, which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.
HUD Section 811 Program	Federal program, which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.
HUD Section 236 Program	Federal program which provides interest reduction payments for loans which finance housing targeted to Households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.
Income Limits	Maximum Household income by county or Metropolitan Statistical Area , adjusted for Household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes Income Limits each year for 30% median, Very Low Income (50%), and Low-Income (80%), for households with 1 through 8 people.
Low Income	Person or Household with gross Household income below 80% of Area Median Income adjusted for Household size.

Low Income Housing Tax Credit	A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on these units be restricted accordingly.
Low Rise Building	A building with one to three stories
Metropolitan Statistical Area (MSA)	A geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.
Mid-rise	A building with four to ten stories.
Moderate Income	Person or Household with gross household income between 80 and 120 percent of area median income adjusted for Household size.
Public Housing or Low Income Conventional Public Housing	HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.
Qualified Census Tract (QCT)	Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of Households have an income less than 60% of Area Median Income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.
Rural Development (RD) Market Rent	A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an un-subsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD Property.
Rural Development (RD) Program (Formerly the Farmers	Federal program which provides low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent,

Home Administration Section 515 Rural Rental Housing Program)	whichever is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.
Single-Family Housing	A dwelling unit, either attached or detached, designed for use by one Household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.
State Data Center (SDC)	A state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.
Tenant	One who rents real property from another.
Tenure	The distinction between owner-occupied and renter-occupied housing units.
Townhouse (or Row House)	Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.
Very Low Income	Person or Household whose gross household income does not exceed 50% of Area Median Income adjusted for Household size.
Zoning	Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

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**Demographic Data**

Trade Area: Ware County, GAPMA

	Total	%
<b>Population</b>		
2010 Census	36,310	100.00
2020 Census	36,251	100.00
2023 Estimate	35,942	100.00
2028 Projection	35,958	100.00
<b>Population Growth</b>		
Percent Change: 2010 to 2020	--	-0.16
Percent Change: 2020 to 2023	--	-0.85
Percent Change: 2023 to 2028	--	0.04
<b>Households</b>		
2010 Census	13,652	100.00
2020 Census	13,651	100.00
2023 Estimate	13,538	100.00
2028 Projection	13,570	100.00
<b>Household Growth</b>		
Percent Change: 2010 to 2020	--	-0.01
Percent Change: 2020 to 2023	--	-0.83
Percent Change: 2023 to 2028	--	0.24
<b>Family Households</b>		
2010 Census	9,209	100.00
2023 Estimate	9,152	100.00
2028 Projection	9,172	100.00
<b>Family Household Growth</b>		
Percent Change: 2020 to 2023	--	-0.62
Percent Change: 2023 to 2028	--	0.22

Benchmark: USA

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	Count	%
<b>2010 Population by Single Race Classification</b>		
White Alone	24,104	66.38
Black/African American Alone	10,719	29.52
American Indian/Alaskan Native Alone	119	0.33
Asian Alone	279	0.77
Native Hawaiian/Pacific Islander Alone	13	0.04
Some Other Race Alone	543	1.50
Two or More Races	533	1.47
<b>2010 Population by Ethnicity</b>		
Hispanic/Latino	1,208	3.33
Not Hispanic/Latino	35,102	96.67
<b>2010 Hispanic/Latino Population by Single-Classification Race</b>		
White Alone	519	1.43
Black/African American Alone	59	0.16
American Indian/Alaskan Native Alone	23	0.06
Asian Alone	1	0.00
Native Hawaiian/Pacific Islander Alone	6	0.02
Some Other Race Alone	508	1.40
Two or More Races	92	0.25
<b>2010 Population by Sex</b>		
Male	18,066	49.76
Female	18,244	50.24
Male to Female Ratio	-	0.99
<b>2010 Population by Age</b>		
Age 0 - 4	2,493	6.87
Age 5 - 9	2,297	6.33
Age 10 - 14	2,296	6.32
Age 15 - 17	1,464	4.03
Age 18 - 20	1,531	4.22
Age 21 - 24	1,930	5.32
Age 25 - 34	4,681	12.89
Age 35 - 44	4,531	12.48
Age 45 - 54	5,110	14.07
Age 55 - 64	4,439	12.22
Age 65 - 74	2,857	7.87
Age 75 - 84	1,894	5.22
Age 85+	787	2.17
Age 15+	29,224	80.48
Age 16+	28,740	79.15
Age 18+	27,760	76.45
Age 21+	26,229	72.24
Age 25+	24,299	66.92
Age 65+	5,538	15.25
Median Age	-	38.26
<b>2010 Male Population by Age</b>		
Age 0 - 4	1,258	3.46
Age 5 - 9	1,186	3.27
Age 10 - 14	1,159	3.19
Age 15 - 17	756	2.08
Age 18 - 20	835	2.30
Age 21 - 24	1,059	2.92
Age 25 - 34	2,529	6.96
Age 35 - 44	2,423	6.67
Age 45 - 54	2,521	6.94
Age 55 - 64	2,122	5.84
Age 65 - 74	1,263	3.48
Age 75 - 84	749	2.06
Age 85+	206	0.57
Median Age, Male	-	36.03
<b>2010 Female Population by Age</b>		
Age 0 - 4	1,235	3.40
Age 5 - 9	1,111	3.06
Age 10 - 14	1,137	3.13
Age 15 - 17	708	1.95
Age 18 - 20	696	1.92
Age 21 - 24	871	2.40
Age 25 - 34	2,152	5.93
Age 35 - 44	2,108	5.81
Age 45 - 54	2,589	7.13
Age 55 - 64	2,317	6.38
Age 65 - 74	1,594	4.39
Age 75 - 84	1,145	3.15
Age 85+	581	1.60
Median Age, Female	-	40.89



Trade Area: Ware County, GA PMA

Total Households: 13,538

	Count	%
<b>2010 Households by Household Type</b>		
Family Households	9,209	67.45
NonFamily Households	4,443	32.55
<b>2010 Group Quarters Population</b>		
Group Quarters Population	2,409	6.63
<b>2010 Hispanic or Latino Households</b>		
Hispanic/Latino Households	316	2.31
<b>2010 Households by Household Size</b>		
1-Person Household	3,886	28.46
2-Person Household	4,458	32.66
3-Person Household	2,259	16.55
4-Person Household	1,762	12.91
5-Person Household	802	5.88
6-Person Household	305	2.23
7+ Person Household	180	1.32
<b>2010 Family Households by Type by Presence of Children</b>		
Married Couple Family, With Own Kids	2,214	24.04
Married Couple Family, Without Own Kids	3,870	42.02
Male Householder, With Own Kids	310	3.37
Male Householder, Without Own Kids	394	4.28
Female Householder, With Own Kids	1,277	13.87
Female Householder, Without Own Kids	1,144	12.42
<b>2010 Households by Presence of People Under Age 18</b>		
Households with People Under 18 Years old	4,550	33.33
Married Couple Family	2,515	18.42
Other Family Household, Male Householder	370	2.71
Other Family Household, Female Householder	1,629	11.93
NonFamily Household, Male Householder	27	0.20
NonFamily Household, Female Householder	9	0.07
<b>2010 Occupied Housing Units by Tenure</b>		
Renter-Occupied	4,786	35.06
Owner-Occupied	8,866	64.94

Benchmark: USA

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Trade Area: Ware County, GAPMA

Population	
2010 Census	36,310
2020 Census	36,251
2023 Estimate	35,942
2028 Projection	35,968
Population Growth	
Percent Change: 2010 to 2020	-0.16
Percent Change: 2020 to 2023	-0.85
Percent Change: 2023 to 2028	0.04
Households	
2010 Census	13,652
2020 Census	13,651
2023 Estimate	13,538
2028 Projection	13,570
Household Growth	
Percent Change: 2010 to 2020	-0.01
Percent Change: 2020 to 2023	-0.83
Percent Change: 2023 to 2028	0.24
Family Households	
2010 Census	9,209
2023 Estimate	9,152
2028 Projection	9,172
Family Household Growth	
Percent Change: 2010 to 2023	-0.62
Percent Change: 2023 to 2028	0.22

Benchmark: USA

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Trade Area: Ware County, GA PMA

Total Population: 35,942 | Total Households: 13,538

	Count	%
<b>2023 Est. Population by Single-Classification Race</b>		
White Alone	22,139	61.60
Black/African American Alone	10,957	30.48
American Indian/Alaskan Native Alone	102	0.28
Asian Alone	318	0.89
Native Hawaiian/Pacific Islander Alone	22	0.06
Some Other Race Alone	934	2.60
Two or More Races	1,470	4.09
<b>2023 Est. Population by Hispanic or Latino Origin</b>		
Not Hispanic or Latino	34,148	95.01
Hispanic or Latino	1,794	4.99
Mexican Origin	1,090	60.76
Puerto Rican Origin	354	19.73
Cuban Origin	0	0.00
All Other Hispanic or Latino	350	19.51
<b>2023 Est. Pop by Race, Asian Alone, by Category</b>		
Chinese, except Taiwanese	15	4.72
Filipino	1	0.32
Japanese	30	9.43
Asian Indian	88	27.67
Korean	13	4.09
Vietnamese	5	1.57
Cambodian	0	0.00
Hmong	0	0.00
Laotian	1	0.32
Thai	0	0.00
All Other Asian Races Including 2+ Category	165	51.89
<b>2023 Est. Pop Age 5+ by Language Spoken At Home</b>		
Speak Only English at Home	32,028	95.69
Speak Asian/Pacific Isl. Lang. at Home	154	0.46
Speak Indo-European Language at Home	343	1.02
Speak Spanish at Home	888	2.65
Speak Other Language at Home	58	0.17
<b>2023 Est. Hisp. or Latino Pop by Single-Class. Race</b>		
White Alone	391	21.80
Black/African American Alone	72	4.01
American Indian/Alaskan Native Alone	26	1.45
Asian Alone	0	0.00
Native Hawaiian/Pacific Islander Alone	0	0.00
Some Other Race Alone	834	46.49
Two or More Races	471	26.25
<b>2023 Population by Ancestry</b>		
Arab	52	0.14
Czech	0	0.00
Danish	0	0.00
Dutch	107	0.30
English	1,423	3.96
French (Excluding Basque)	155	0.43
French Canadian	10	0.03
German	830	2.31
Greek	0	0.00
Hungarian	0	0.00
Irish	1,528	4.25
Italian	400	1.11
Lithuanian	3	0.01
Norwegian	38	0.11
Polish	100	0.28
Portuguese	19	0.05
Russian	35	0.10
Scotch-Irish	331	0.92
Scottish	268	0.75
Slovak	7	0.02
Subsaharan African	105	0.29
Swedish	10	0.03
Swiss	13	0.04
Ukrainian	0	0.00
United States or American	2,944	8.19
Welsh	87	0.24
West Indian (Excluding Hispanic groups)	97	0.27
Other Ancestry	20,806	57.89
Ancestry Unclassified	6,574	18.29

Benchmark: USA

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# Pop-Facts® Demographic Snapshot | Population & Race



Trade Area: Ware County, GAPMA

Total Population: 35,942 | Total Households: 13,538

	Count	%
<b>2023 Est. Population by Sex</b>		
Male	17,959	49.97
Female	17,983	50.03
<b>2023 Est. Population by Age</b>		
Age 0 - 4	2,471	6.88
Age 5 - 9	2,418	6.73
Age 10 - 14	2,464	6.86
Age 15 - 17	1,465	4.08
Age 18 - 20	1,345	3.74
Age 21 - 24	1,781	4.96
Age 25 - 34	4,704	13.09
Age 35 - 44	4,212	11.72
Age 45 - 54	4,137	11.51
Age 55 - 64	4,211	11.72
Age 65 - 74	3,903	10.86
Age 75 - 84	1,966	5.47
Age 85 and over	865	2.41
Age 16 and over	28,111	78.21
Age 18 and over	27,124	75.47
Age 21 and over	25,779	71.72
Age 65 and over	6,734	18.74
Median Age	-	38.06
Average Age	-	39.50
<b>2023 Est. Pop Age 15+ by Marital Status</b>		
Total, Never Married	10,186	35.63
Male, Never Married	5,725	20.02
Female, Never Married	4,461	15.60
Married, Spouse Present	11,104	38.84
Married, Spouse Absent	1,343	4.70
Widowed	2,331	8.15
Male, Widowed	509	1.78
Female, Widowed	1,822	6.37
Divorced	3,625	12.68
Male, Divorced	1,852	6.48
Female, Divorced	1,773	6.20
<b>2023 Est. Male Population by Age</b>		
Male: Age 0 - 4	1,271	7.08
Male: Age 5 - 9	1,260	7.02
Male: Age 10 - 14	1,280	7.13
Male: Age 15 - 17	771	4.29
Male: Age 18 - 20	732	4.08
Male: Age 21 - 24	998	5.56
Male: Age 25 - 34	2,552	14.21
Male: Age 35 - 44	2,155	12.00
Male: Age 45 - 54	2,087	11.62
Male: Age 55 - 64	2,028	11.29
Male: Age 65 - 74	1,755	9.77
Male: Age 75 - 84	806	4.49
Male: Age 85 and over	264	1.47
Median Age, Male	-	35.50
Average Age, Male	-	37.70
<b>2023 Est. Female Population by Age</b>		
Female: Age 0 - 4	1,200	6.67
Female: Age 5 - 9	1,158	6.44
Female: Age 10 - 14	1,184	6.58
Female: Age 15 - 17	694	3.86
Female: Age 18 - 20	613	3.41
Female: Age 21 - 24	783	4.35
Female: Age 25 - 34	2,152	11.97
Female: Age 35 - 44	2,057	11.44
Female: Age 45 - 54	2,050	11.40
Female: Age 55 - 64	2,183	12.14
Female: Age 65 - 74	2,148	11.95
Female: Age 75 - 84	1,160	6.45
Female: Age 85 and over	601	3.34
Median Age, Female	-	40.84
Average Age, Female	-	41.40

Benchmark: USA

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Trade Area: Ware County, GAPMA

Total Population: 35,942 | Total Households: 13,538

	Count	%
<b>2023 Est. Households by Household Type</b>		
Family Households	9,152	67.60
NonFamily Households	4,386	32.40
<b>2023 Est. Group Quarters Population</b>		
2023 Est. Group Quarters Population	2,232	6.21
<b>2023 HHs By Ethnicity, Hispanic/Latino</b>		
2023 HHs By Ethnicity, Hispanic/Latino	583	4.31
<b>2023 Est. Family HH Type by Presence of Own Child.</b>		
Married Couple Family, own children	2,224	24.30
Married Couple Family, no own children	3,880	42.40
Male Householder, own children	304	3.32
Male Householder, no own children	392	4.28
Female Householder, own children	1,238	13.53
Female Householder, no own children	1,114	12.17
<b>2023 Est. Households by Household Size</b>		
1-Person Household	3,896	28.78
2-Person Household	4,983	36.81
3-Person Household	1,994	14.73
4-Person Household	1,454	10.74
5-Person Household	911	6.73
6-Person Household	237	1.75
7-or-more-person	63	0.47
2023 Est. Average Household Size	-	2.50
<b>2023 Est. Households by Number of Vehicles</b>		
No Vehicles	1,187	8.77
1 Vehicle	5,199	38.40
2 Vehicles	5,204	38.44
3 Vehicles	1,551	11.46
4 Vehicles	351	2.59
5 or more Vehicles	46	0.34
2023 Est. Average Number of Vehicles	-	1.60
<b>2023 Est. Occupied Housing Units by Tenure</b>		
Housing Units, Owner-Occupied	8,611	63.61
Housing Units, Renter-Occupied	4,927	36.39
<b>2023 Owner Occ. HUs: Avg. Length of Residence</b>		
2023 Owner Occ. HUs: Avg. Length of Residence	-	19.50
<b>2023 Renter Occ. HUs: Avg. Length of Residence</b>		
2023 Renter Occ. HUs: Avg. Length of Residence	-	6.20
<b>2023 Est. Owner-Occupied Housing Units by Value</b>		
Value Less Than \$20,000	592	6.88
Value \$20,000 - \$39,999	847	9.84
Value \$40,000 - \$59,999	717	8.33
Value \$60,000 - \$79,999	782	9.08
Value \$80,000 - \$99,999	825	9.58
Value \$100,000 - \$149,999	1,795	20.84
Value \$150,000 - \$199,999	1,127	13.09
Value \$200,000 - \$299,999	1,169	13.58
Value \$300,000 - \$399,999	405	4.70
Value \$400,000 - \$499,999	140	1.63
Value \$500,000 - \$749,999	86	1.00
Value \$750,000 - \$999,999	29	0.34
Value \$1,000,000 - \$1,499,999	24	0.28
Value \$1,500,000 - \$1,999,999	31	0.36
Value \$2,000,000 or more	42	0.49
2023 Est. Median All Owner-Occupied Housing Value	-	113,749.49

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	Count	%
<b>2023 Est. Housing Units by Units in Structure</b>		
1 Unit Attached	122	0.77
1 Unit Detached	10,035	63.44
2 Units	730	4.62
3 to 4 Units	443	2.80
5 to 19 Units	870	5.50
20 to 49 Units	228	1.44
50 or More Units	43	0.27
Mobile Home or Trailer	3,296	20.84
Boat, RV, Van, etc.	52	0.33
<b>2023 Est. Housing Units by Year Structure Built</b>		
Built 2014 or Later	537	3.40
Built 2010 to 2013	216	1.36
Built 2000 to 2009	1,548	9.79
Built 1990 to 1999	2,746	17.36
Built 1980 to 1989	2,290	14.48
Built 1970 to 1979	2,996	18.94
Built 1960 to 1969	1,516	9.58
Built 1950 to 1959	2,452	15.50
Built 1940 to 1949	692	4.38
Built 1939 or Earlier	826	5.22
<b>2023 Housing Units by Year Structure Built</b>		
2023 Est. Median Year Structure Built	-	1,978.08
<b>2023 Est. Households by Presence of People Under 18</b>		
2023 Est. Households by Presence of People Under 18	4,504	33.27
<b>Households with 1 or More People under Age 18</b>		
Married Couple Family	2,520	55.95
Other Family, Male Householder	364	8.08
Other Family, Female Householder	1,584	35.17
NonFamily Household, Male Householder	27	0.60
NonFamily Household, Female Householder	9	0.20
<b>2023 Est. Households with No People under Age 18</b>		
Households with No People under Age 18	9,034	66.73
<b>Households with No People under Age 18</b>		
Married Couple Family	3,590	39.74
Other Family, Male Householder	327	3.62
Other Family, Female Householder	766	8.48
NonFamily, Male Householder	1,885	20.87
NonFamily, Female Householder	2,466	27.30

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Trade Area: Ware County, GA PMA

Total Population: 35,942 | Total Households: 13,538

	Count	%
<b>2023 Est. Pop Age 25+ by Edu. Attainment</b>		
Less than 9th Grade	1,192	4.97
Some High School, No Diploma	3,272	13.63
High School Graduate (or GED)	9,752	40.64
Some College, No Degree	4,328	18.04
Associate's Degree	1,844	7.68
Bachelor's Degree	2,417	10.07
Master's Degree	699	2.91
Professional Degree	260	1.08
Doctorate Degree	234	0.97
<b>2023 Est. Pop Age 25+ by Edu. Attain., Hisp./Lat.</b>		
Less than High School Diploma	435	47.08
High School Graduate	275	29.76
Some College or Associate's Degree	76	8.22
Bachelor's Degree or Higher	138	14.94
<b>2023 Est. Households by HH Income</b>		
Income < \$15,000	2,185	16.14
Income \$15,000 - \$24,999	1,618	11.95
Income \$25,000 - \$34,999	1,840	13.59
Income \$35,000 - \$49,999	1,893	13.98
Income \$50,000 - \$74,999	2,203	16.27
Income \$75,000 - \$99,999	1,542	11.39
Income \$100,000 - \$124,999	900	6.65
Income \$125,000 - \$149,999	493	3.64
Income \$150,000 - \$199,999	493	3.64
Income \$200,000 - \$249,999	176	1.30
Income \$250,000 - \$499,999	147	1.09
Income \$500,000+	48	0.35
2023 Est. Average Household Income	-	61,006.00
2023 Est. Median Household Income	-	43,256.73
<b>2023 Median HH Inc. by Single-Class. Race or Eth.</b>		
White Alone	-	50,898.74
Black or African American Alone	-	30,683.41
American Indian and Alaskan Native Alone	-	47,116.57
Asian Alone	-	48,054.37
Native Hawaiian and Other Pacific Islander Alone	-	68,048.77
Some Other Race Alone	-	32,117.95
Two or More Races	-	28,314.16
Hispanic or Latino	-	30,545.85
Not Hispanic or Latino	-	44,396.49
<b>2023 Est. Families by Poverty Status</b>		
2023 Families at or Above Poverty	7,652	83.61
2023 Families at or Above Poverty with children	2,817	30.78
2023 Families Below Poverty	1,500	16.39
2023 Families Below Poverty, with kids	1,190	13.00

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Trade Area: Ware County, GAPMA

Total Population: 35,942 | Total Households: 13,538

	Count	%
<b>2023 Est. Employed Civilian Population 16+ by Occupation Classification</b>		
White Collar	6,729	49.96
Blue Collar	4,204	31.21
Service and Farming	2,536	18.83
<b>2023 Est. Workers Age 16+ by Travel Time to Work</b>		
Less than 15 Minutes	4,060	31.48
15 - 29 Minutes	6,302	48.86
30 - 44 Minutes	1,209	9.37
45 - 59 Minutes	765	5.93
60 or more Minutes	563	4.37
2023 Est. Avg Travel Time to Work in Minutes	-	23.00
<b>2023 Est. Workers Age 16+ by Transp. to Work</b>		
2023 Est. Workers Age 16+ by Transp. to Work	13,251	100.00
Drove Alone	11,424	86.21
Carpooled	1,122	8.47
Public Transport	20	0.15
Walked	155	1.17
Bicycle	28	0.21
Other Means	166	1.25
Worked at Home	336	2.54
<b>2023 Est. Civ. Employed Pop 16+ by Class of Worker</b>		
2023 Est. Civ. Employed Pop 16+ by Class of Worker	13,469	100.00
For-Profit Private Workers	9,331	69.28
Non-Profit Private Workers	594	4.41
Local Government Workers	736	5.46
State Government Workers	1,234	9.16
Federal Government Workers	159	1.18
Self-Employed Workers	1,394	10.35
Unpaid Family Workers	21	0.16
<b>2023 Est. Civ. Employed Pop 16+ by Occupation</b>		
Architecture/Engineering	11	0.08
Arts/Design/Entertainment/Sports/Media	120	0.89
Building/Grounds Cleaning/Maintenance	380	2.82
Business/Financial Operations	286	2.12
Community/Social Services	236	1.75
Computer/Mathematical	111	0.82
Construction/Extraction	603	4.48
Education/Training/Library	690	5.12
Farming/Fishing/Forestry	232	1.72
Food Preparation/Serving Related	596	4.42
Healthcare Practitioner/Technician	859	6.38
Healthcare Support	384	2.85
Installation/Maintenance/Repair	927	6.88
Legal	122	0.91
Life/Physical/Social Science	81	0.60
Management	1,028	7.63
Office/Administrative Support	1,699	12.61
Production	1,474	10.94
Protective Services	548	4.07
Sales/Related	1,486	11.03
Personal Care/Service	396	2.94
Transportation/Material Moving	1,200	8.91
<b>2023 Est. Pop Age 16+ by Employment Status</b>		
In Armed Forces	0	0.00
Civilian - Employed	13,287	47.27
Civilian - Unemployed	580	2.06
Not in Labor Force	14,244	50.67

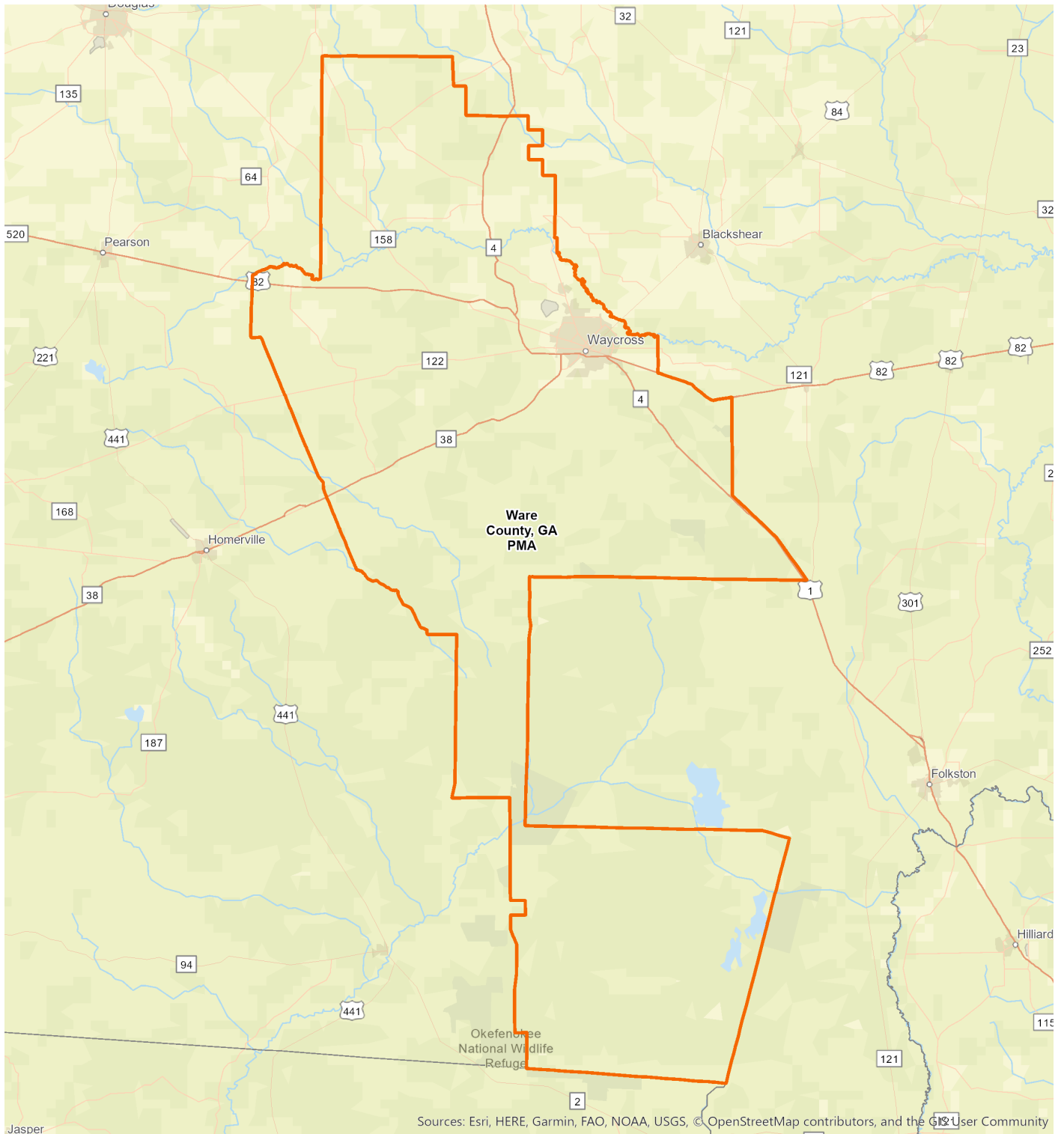
Benchmark: USA

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Trade Area: Ware County, GAPMA

Total Population: 35,942 | Total Households: 13,538



# Report Details

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**Name:** Executive Dashboard  
**Date / Time:** 9/25/2023 10:36:08 PM  
**Workspace Vintage:** 2023

## Trade Area

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Name	Level	Geographies
Ware County, GA PMA	County	Ware County, GA

## Benchmark

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Name	Level	Geographies
USA	Entire US	United States

## DataSource

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