



REAL PROPERTY RESEARCH GROUP

ATLANTA ■ WASHINGTON/BALTIMORE

## Market Feasibility Analysis

# Magnolia Place Apartments

Blue Ridge, Fannin County, Georgia

Prepared for:

**Beverly J. Searles Foundation**

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## 1. EXECUTIVE SUMMARY

Beverly J. Searles Foundation has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis for Magnolia Place, a proposed rental community in Blue Ridge, Fannin County, Georgia. As proposed, Magnolia Place will be newly constructed and financed in part with nine percent Low Income Housing Tax Credits (LIHTC) allocated by the Georgia Department of Community Affairs (DCA). Magnolia Place will offer 84 rental units including 75 LIHTC rental units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Nine rental units will be market rate. The following report, including the executive summary, is based on DCA's 2023 market study requirements.

### 1. Project Description

- The subject site is positioned along the southeastern intersection of Boardtown Road and Trackside Lane in Blue Ridge, Fannin County, Georgia.
- Magnolia Place will offer 84 newly constructed apartments including 75 Low Income Housing Tax Credit (LIHTC) units targeting renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI) in Blue Ridge, Fannin County, Georgia. Nine units will be market rate. The community will offer 30 one bedroom units, 34 two bedroom units, 14 three bedroom units, and six four bedroom units.
- The community will offer newly constructed garden apartments.
- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include trash removal.

Unit Mix/Rents										
Type	Bed	Bath	Income Target	Quantity	Size (Sq. Feet)	Net Rent	Utility Allowance	Gross Rent	Rent/Gross Sq. Foot	Maximum Net LIHTC Rent
LIHTC	1	1	50% AMI	5	650	\$559	\$109	\$668	\$0.86	\$559
LIHTC	1	1	60% AMI	11	650	\$678	\$109	\$787	\$1.04	\$692
LIHTC	1	1	60% AMI	10	650	\$692	\$109	\$801	\$1.06	\$692
MKT	1	1		4	650	\$942	-	\$942	\$1.45	-
<b>One Bedroom Subtotal</b>				<b>30</b>	<b>650</b>	<b>\$698</b>		<b>\$793</b>	<b>\$1.07</b>	
LIHTC	2	2	50% AMI	10	850	\$663	\$139	\$802	\$0.78	\$663
LIHTC	2	2	60% AMI	2	850	\$747	\$139	\$886	\$0.88	\$824
LIHTC	2	2	60% AMI	17	850	\$824	\$139	\$963	\$0.97	\$824
MKT	2	2		5	850	\$1,132	-	\$1,132	\$1.33	-
<b>Two Bedroom Subtotal</b>				<b>34</b>	<b>850</b>	<b>\$817</b>		<b>\$936</b>	<b>\$0.96</b>	
LIHTC	3	2	60% AMI	14	1,112	\$927	\$173	\$1,100	\$0.83	\$939
<b>Three Bedroom Subtotal</b>				<b>14</b>	<b>1,112</b>	<b>\$927</b>		<b>\$1,100</b>	<b>\$0.83</b>	
LIHTC	4	2	60% AMI	6	1,240	\$1,029	\$211	\$1,240	\$0.83	\$1,029
<b>Four Bedroom Subtotal</b>				<b>6</b>	<b>1,240</b>	<b>\$1,029</b>		<b>\$1,240</b>	<b>\$0.83</b>	
<b>Total/Average</b>				<b>84</b>	<b>850</b>	<b>\$808</b>		<b>\$934</b>	<b>\$0.95</b>	

Rents include: trash removal

Source: Beverly J. Searles Foundation

- Magnolia Place will offer a refrigerator, range/oven, dishwasher, microwave, disposal, patios/balconies, carpet in bedroom areas and LVT plank in living, dining, kitchen, and bathrooms, high speed internet, and in-unit washer and dryers in each unit which is superior to all surveyed communities.
- Magnolia Place will offer a community room, fitness center, business center, community garden, library, wellness room, and playground. Magnolia Place's proposed amenities will be competitive among surveyed LIHTC communities and will be superior to the surveyed market rate communities.



## **2. Site Description / Evaluation:**

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

- The subject site is in a rural setting approximately one mile southwest of downtown Blue Ridge. A mixture of residential and commercial uses is within one-half mile of the site to the north and east. Appalachian Highway is less than one-half mile west of the subject site. Although located just east of Appalachian Highway, the subject site is situated away from the thoroughfare with well-wooded areas, multi-family apartments, and low-density single-family neighborhoods surrounding the property.
- Neighborhood amenities are convenient to the site including a convenience store, library, schools, police department, fire department, restaurants, a bank, and a pharmacy within two miles of the site. Shopping including Walmart Supercenter is within three miles of the subject site while downtown Blue Ridge is less than one mile northeast of the subject site.
- The subject site is positioned along the southeastern intersection of Boardtown Road and Trackside Lane in Blue Ridge, Fannin County, Georgia.
- The subject site is less than one mile east of access to U.S. Highway 76 (Appalachian Highway), which turns into Highway 575 that connects to the Atlanta Metro Area to the south and downtown Atlanta, roughly 91 miles south of the subject site.
- Magnolia Place will have visibility from Boardtown Road and Trackside Lane, both lightly traveled connector roads. The subject property will have adequate visibility for a primarily affordable rental community.
- The subject site is suitable for the proposed development. RPRG did not identify any negative land uses that would affect the proposed development's viability in the marketplace.

## **3. Market Area Definition**

- The Magnolia Place Market Area consists of census tracts in northern Gilmer County, Fannin County, and eastern Union County centered on the city of Blue Ridge. The neighborhoods included in the Magnolia Place Market Area are those most comparable with the area immediately surrounding the subject site and residents of this market area would likely consider the subject property a suitable shelter location. The market area encompasses the North Georgia mountains and rural areas north of the Atlanta Metropolitan region. The Magnolia Place Market Area extends to three counties due to the large census tracts and sparse population throughout the market area.
- The boundaries of the Magnolia Place Market Area and their approximate distance from the subject site are Georgia/North Carolina/Tennessee state boundary (8.7 miles to the north), Notley Lake/Owltown Road (18.5 miles to the east), Highway 52 East (18.4 miles to the south), and Fannin County/Murray County boundary (16.2 miles to the west).

## **4. Community Demographic Data**

- The Magnolia Place Market Area had significant population and household growth from 2010 to 2023 with population and household growth expected to accelerate on a nominal basis over the next three years.
  - The Magnolia Place Market Area's population and household base increased significantly between 2010 and 2023 with net growth of 5,345 people (11.2 percent) and 2,870 households (14.2 percent). The Magnolia Place Market Area's average annual growth was 411 people (0.9 percent) and 221 households (1.1 percent) over this period.



- The Magnolia Place Market Area is expected to add 432 people (0.8 percent) and 242 households (1.0 percent) per year from 2023 to 2026, which equates to the net addition of 1,295 people (2.4 percent) and 727 households (3.1 percent).
- The Magnolia Place Market Area contain 54,570 people and 23,836 households in 2026.
- The median age of the population residing in the Magnolia Place Market Area is slightly older than the Tri-County Region's population with median ages of 50 and 49, respectively. The Magnolia Place Market Area has large proportions of Adults ages 35 to 61 (34.3 percent) and Seniors ages 62 and older (33.5 percent). Young Adults ages 20 to 34 and Children/Youth under 20 years old account for 13.1 and 19.1 percent of the Magnolia Place Market Area's population, respectively.
- Multi-person households without children were the most common household type in the Magnolia Place Market Area at 48.5 percent compared to 48.3 percent in the Tri-County Region. Approximately 25.6 percent were households with children while 26.0 percent of households in the Magnolia Place Market Area were single-person households.
- The Magnolia Place Market Area's renter percentage of 21.1 percent is slightly lower than the Tri-County Region's 21.6 percent. Renter households accounted for 12.8 percent of net household growth in the Magnolia Place Market Area over the past 13 years. RPRG projects renter households will account for 21.1 percent of net household growth over the next three years which is equal to the market area's renter percentage. This results in annual growth of 51 renter households in the market area from 2023 to 2026 for net growth of 153 renter households over the next three years.
- Roughly three-fifths (60.7 percent) of renter households in the Magnolia Place Market Area had one or two people including 35.1 percent with one person, the most common household size. Approximately 28.5 percent of renter households had three or four people while 10.8 percent had 5 or more people.
- The Magnolia Place Market Area's 2023 median income of \$62,708 is comparable to the \$63,193 median in the Tri-County Region. RPRG estimates that the median income of Magnolia Place Market Area households by tenure is \$40,246 for renters and \$69,198 for owners. Approximately one-quarter (28.6 percent) of renter households in the Magnolia Place Market Area earn less than \$25,000, one-third (32.8 percent) earn \$25,000 to \$49,999, and 15.4 percent earn \$50,000 to \$74,999. Roughly 23 percent of market area renter households earn upper incomes of \$75,000 or more.

## 5. **Economic Data:**

Fannin County's economy has performed well over the past decade. The county lost jobs in 2020 due to the pandemic but the At-Place Employment has fully rebounded and the county's overall and employed portion of the labor force have rebounded following losses due to the pandemic and are higher than pre-pandemic annual figures.

- Fannin County's unemployment rate steadily declined from 10.1 percent in 2012 during the previous recession-era to 3.5 percent in 2019. Reflecting the impact of the COVID-19 pandemic, the county's unemployment rate increased to 4.7 percent in 2020 before rebounding to 2.9 percent in 2021. The county's unemployment rate slightly increased to 3.1 percent in January 2023; however, monthly figures should not be compared to annual averages given seasonality.
- Fannin County's At-Place Employment added jobs in seven of nine years from 2011 to 2019 with the net addition of 1,340 jobs (27.1 percent) reaching an all-time high annual average At-Place Employment of 6,276 jobs in 2019; the county added at least 270 new jobs in four of nine years. The county lost 407 jobs in 2020 during the pandemic but the county has



recovered all losses in 2021 and through the third quarter of 2022 with the net addition of 489 jobs.

- Fannin County's largest sectors are Trade-Transportation-Utilities and Leisure-Hospitality which combined account for 53.5 percent of jobs in the county compared to 29.6 percent of jobs nationally. Two additional sectors (Government and Education-Health) account for 14.6 to 14.7 percent of the county's jobs compared to the nation. Fannin County has a notably smaller percentage of jobs in the Professional-Business sector when compared to the nation (8.3 percent versus 15.1 percent).
- According to the Georgia Department of Economic Development press releases, no major expansions were identified in Fannin County since January 2022. RPRG did not identify any WARN notices in Fannin County since 2022.

#### **6. Affordability and Demand Analysis:**

- Magnolia Place will offer 84 rental units of which 75 will target households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Nine units will be market rate. The affordability analysis utilizes the weighted average proposed rent.
- The proposed units will target renter householders earning from \$22,903 to \$77,040. The 84 proposed units would need to capture 3.2 percent of the 2,589 income-qualified renter households to lease-up.
- The proposed LIHTC units will target renter householders earning from \$22,903 to \$49,620. The 75 LIHTC units would need to capture 4.4 percent of the 1,705 income-qualified renter households to lease-up.
- All renter capture rates are acceptable indicating sufficient income-qualified renter households will exist in Magnolia Place Market Area as of 2026 to support the 84 units proposed at Magnolia Place.
- The project's capture rates by income target 3.7 percent for 50 percent, 11.2 percent for 60 percent AMI units, and 1.4 percent for market rate (120 percent AMI) units. The project's LIHTC capture rate is 10.7 percent and the project's overall capture rate is 8.0 percent. Capture rates by floor plan within an income range from 0.7 percent to 12.6 percent and capture rates by floor plan are 3.9 percent for all one bedroom units, 5.3 percent for all two bedroom units, 7.0 percent for all three bedroom units, and 3.6 percent for all four bedroom units.
- All capture rates are below DCA thresholds and indicate sufficient demand in the market area to support the proposed Magnolia Place.

#### **7. Competitive Rental Analysis**

RPRG surveyed six general occupancy communities in the Magnolia Place Market Area (four market rate communities, one LIHTC community, and one LIHTC community with PBRA). Due to limited stock of rental communities in the market area, we also surveyed Near Market communities representing regional options in this analysis, which includes three LIHTC communities in the Blairsville area east of the market area.

- The Market Area rental market without PBRA is performing very well with one vacancy among 160 units for an aggregate vacancy rate of 0.6 percent; Mineral Springs (Market Area LIHTC community) is fully occupied. All Near Market LIHTC communities are fully occupied while Ellijay East (LIHTC community with PBRA) reported 11 vacancies among 45 units for a vacancy rate of 24.4 percent. According to Ellijay East's management, the high vacancy rate is due to a recent change in management.



- Among surveyed Market Area rental communities without PBRA, net rents, unit sizes, and rents per square foot are as follows:
  - **One bedroom** effective rents average \$872 per month. The average one bedroom unit size is 653 square feet resulting in a net rent per square foot of \$1.33.
  - **Two bedroom** effective rents average \$1,142 per month. The average two bedroom unit size is 968 square feet resulting in a net rent per square foot of \$1.18.
  - **Three bedroom** effective rents average \$671 per month. The average three bedroom unit size is 1,104 square feet resulting in a net rent per square foot of \$0.61. Two LIHTC communities offered three bedroom units, so the three bedroom average is skewed low due to the LIHTC income targeting.
  - **Four bedroom** effective rents average \$732 per month. The average four bedroom unit size is 1,372 square feet resulting in a net per square foot of \$0.53. Two LIHTC communities offered four bedroom units, so the four bedroom average is skewed low due to the LIHTC income targeting.
- Among surveyed Near Market rental communities, net rents, unit sizes, and rents per square foot are as follows:
  - **One bedroom** effective rents average \$581 per month. The average one bedroom unit size is 719 square feet resulting in a net rent per square foot of \$0.81.
  - **Two bedroom** effective rents average \$627 per month. The average two bedroom unit size is 1,078 square feet resulting in a net rent per square foot of \$0.58.
  - **Three bedroom** effective rents average \$711 per month. The average three bedroom unit size is 1,327 square feet resulting in a net rent per square foot of \$0.54. One LIHTC community and one mixed-income community offered three bedroom units, so the three bedroom average is skewed low due to the LIHTC income targeting.
  - **Four bedroom** effective rents average \$867 per month. The average four bedroom unit size is 1,615 square feet resulting in a net per square foot of \$0.54.
- Based on our adjustment calculations, the estimated market rents for the units at Magnolia Place are \$998 for one bedroom units, \$1,138 for two bedroom units, \$1,295 for three bedroom units, and \$1,415 for four bedroom units. All proposed 50 percent AMI and weighted average 60 percent AMI LIHTC rents have significant rent advantages ranging from 27.3 percent to 44.0 percent. The proposed one bedroom market rate rent has a 5.6 percent rent advantage while the proposed two bedroom market rate rent has a 0.5 percent rent advantage. The project's overall market advantage is 28.81 percent.
- RPRG identified one market rate multi-family development under construction on McKinney Road in Blue Ridge. The development is expected to comprise 18 units, of which 10 units will be one bedroom units and eight will be two bedroom units according to Marie Woody, Department Head of Fannin County Land Development.

## 8. Absorption/Stabilization Estimates

- Based on the proposed product and the factors discussed above, we expect Magnolia Place to lease-up at a rate of 10 units per month. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent within seven to eight months.
- Given the well performing rental market in the Magnolia Place Market Area and projected renter household growth, we do not expect Magnolia Place to have a negative impact on existing and proposed rental communities in the Magnolia Place Market Area including those with tax credits.

## 9. Interviews



Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, leasing agents, Olivia Holloway (Union County Building and Development), Marie Woody (Department Head of Fannin County Land Development), Karen Henson (Director of Gilmer County Planning and Zoning), Chris Mortimer (Taxes and Licensing Clerk with the City of Blue Ridge), and the Blue Ridge Housing Authority. We also reviewed DCA's lists of recent Low Income Housing Tax Credit (LIHTC) allocation and application lists and reviewed local newspaper articles.

**10. Overall Conclusion / Recommendation**

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

We recommend proceeding with the project as planned.



**DCA Summary Table:**

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rent*	Market Rents Band	Proposed Rents
<b>50% AMI</b>	<b>\$22,903 - \$32,100</b>									
One Bedroom Units		5	7.8%	160	0	160	3.1%	\$998	\$525-\$1,150	\$559
Two Bedroom Units		10	6.7%	138	0	138	7.2%	\$1,138	\$562-\$1,475	\$663
<b>60% AMI</b>	<b>\$27,211 - \$49,620</b>									
One Bedroom Units		21	10.2%	210	0	210	10.0%	\$998	\$525-\$1,150	\$678-\$692
Two Bedroom Units		19	7.3%	151	0	151	12.6%	\$1,138	\$562-\$1,475	\$747-\$824
Three Bedroom Units		14	9.7%	200	0	200	7.0%	\$1,295	\$693-\$871	\$927
Four Bedroom Units		6	8.1%	167	0	167	3.6%	\$1,415	\$732-\$867	\$1,029
<b>120% AMI</b>	<b>\$36,034 - \$77,040</b>									
One Bedroom Units		4	27.5%	568	10	558	0.7%	\$998	\$525-\$1,150	\$942
Two Bedroom Units		5	24.4%	505	8	497	1.0%	\$1,138	\$562-\$1,475	\$1,132
<b>By Bedroom</b>										
One Bedroom Units		30	37.7%	778	10	768	3.9%	\$998	\$525-\$1,150	\$559-\$972
Two Bedroom Units		34	31.7%	655	8	647	5.3%	\$1,138	\$562-\$1,475	\$663-\$1,132
Three Bedroom Units		14	9.7%	200	0	200	7.0%	\$1,295	\$693-\$871	\$927
Four Bedroom Units		6	8.1%	167	0	167	3.6%	\$1,415	\$732-\$867	\$1,029
<b>Project Total</b>	<b>\$27,211 - \$77,040</b>									
50% AMI	\$22,903 - \$32,100	10	13.0%	269	0	269	3.7%			
60% AMI	\$27,211 - \$49,620	65	28.0%	578	0	578	11.2%			
LIHTC Units	\$22,903 - \$49,620	75	33.9%	700	0	700	10.7%			
120% AMI	\$36,034 - \$77,040	9	33.0%	682	18	664	1.4%			
Total Units	\$27,211 - \$77,040	84	51.4%	1,062	18	1,044	8.0%			

\*Attainable market rent (estimated market rent)



SUMMARY TABLE:		
Development Name:	Magnolia Place	Total # Units: 84
Location:	Southeastern intersection of Boardtown Road and Trakside Lane, Blue Ridge, GA	75
PMA Boundary:	North: Georgia/North Carolina/Tennessee state boundary, East: Nottley Lake/Owltown Road, South: Highway 52 East, West: Fannin County/Murray County boundary	# LIHTC Units:
	Farthest Boundary Distance to Subject:	18.5 miles

RENTAL HOUSING STOCK – (found on pages 10, 47, 52-56)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	388	12	96.9%
Market-Rate Housing	4	93	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	1	45	11	75.6%
<b>LIHTC</b>	<b>4</b>	<b>250</b>	<b>0</b>	<b>100.0%</b>
Stabilized Comps	9	388	12	96.9%
Properties in construction & lease up				

Subject Development					Achievable Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
5	1	1	650	\$559	\$998	\$1.54	44.0%	\$1,135	\$2.39
11	1	1	650	\$678	\$998	\$1.54	32.1%	\$1,135	\$2.39
10	1	1	650	\$592	\$998	\$1.54	40.7%	\$1,135	\$2.39
4	1	1	650	\$942	\$998	\$1.54	5.6%	\$1,135	\$2.39
10	2	2	850	\$663	\$1,138	\$1.34	41.7%	\$1,475	\$1.48
2	2	2	850	\$747	\$1,138	\$1.34	34.4%	\$1,475	\$1.48
17	2	2	850	\$824	\$1,138	\$1.34	27.6%	\$1,475	\$1.48
5	2	2	850	\$1,132	\$1,138	\$1.34	0.5%	\$1,475	\$1.48
14	3	2	1,112	\$927	\$1,295	\$1.16	28.4%	\$1,140	\$0.87
6	4	2	1,240	\$1,029	\$1,415	\$1.14	27.3%	\$1,600	\$0.99

CAPTURE RATES (found on page 45)						
Targeted Population	50% AMI	60% AMI	LIHTC	Market Rate		Overall
Capture Rate	3.7%	11.2%	10.7%	1.4%		8.0%

## 2. INTRODUCTION

### A. Overview of Subject

The subject of this report is Magnolia Place, a proposed mixed-income multi-family rental community in Blue Ridge, Fannin County, Georgia. Magnolia Place will be newly constructed and financed in part with nine percent Low Income Housing Tax Credits (LIHTC) allocated by the Georgia Department of Community Affairs (DCA). Magnolia Place will offer 84 rental units including 75 LIHTC rental units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Nine rental units will be market rate without rent or income restrictions.

### B. Purpose of Report

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

### C. Format of Report

The report format is comprehensive and conforms to DCA's 2023 Market Study Manual and Qualified Allocation Plan (QAP). The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

### D. Client, Intended User, and Intended Use

The Client is Beverly J. Searles Foundation (Developer). Along with the Client, the Intended Users are DCA, potential lenders, and investors.

### E. Applicable Requirements

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

- DCA's 2023 Market Study Manual and Qualified Allocation Plan (QAP).
- The National Council of Housing Market Analysts' (NCHMA) Recommended Model Content.

### F. Scope of Work

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

- Please refer to Appendix 5 for a detailed list of DCA requirements as well as the corresponding pages of requirements within the report.
- Quincy Haisley (Analyst) conducted a site visit to the subject site, neighborhood, and market area on May 2, 2023.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers and leasing agents. We contacted Olivia Holloway (Union County Building and Development), Marie Woody (Department Head of Fannin County Land Development), Karen Henson (Director of Gilmer County Planning and Zoning), Chris Mortimer (Taxes and Licensing Clerk with the City of Blue Ridge), and the Blue Ridge Housing Authority. We also reviewed



DCA's lists of recent Low Income Housing Tax Credit (LIHTC) allocation and application lists and reviewed local newspaper articles.

- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

### **G. Report Limitations**

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

### **H. Other Pertinent Remarks**

None.



### 3. PROJECT DESCRIPTION

#### A. Project Overview

Magnolia Place will offer 84 newly constructed apartments including 75 Low Income Housing Tax Credit (LIHTC) units targeting renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI) in Blue Ridge, Fannin County, Georgia. Nine units will be market rate without rent or income restrictions. The community will offer 30 one bedroom units, 34 two bedroom units, 14 three bedroom units, and 6 four bedroom units. The site is southeast of the intersection of Boardtown Road and Trackside Lane in Blue Ridge, Georgia.

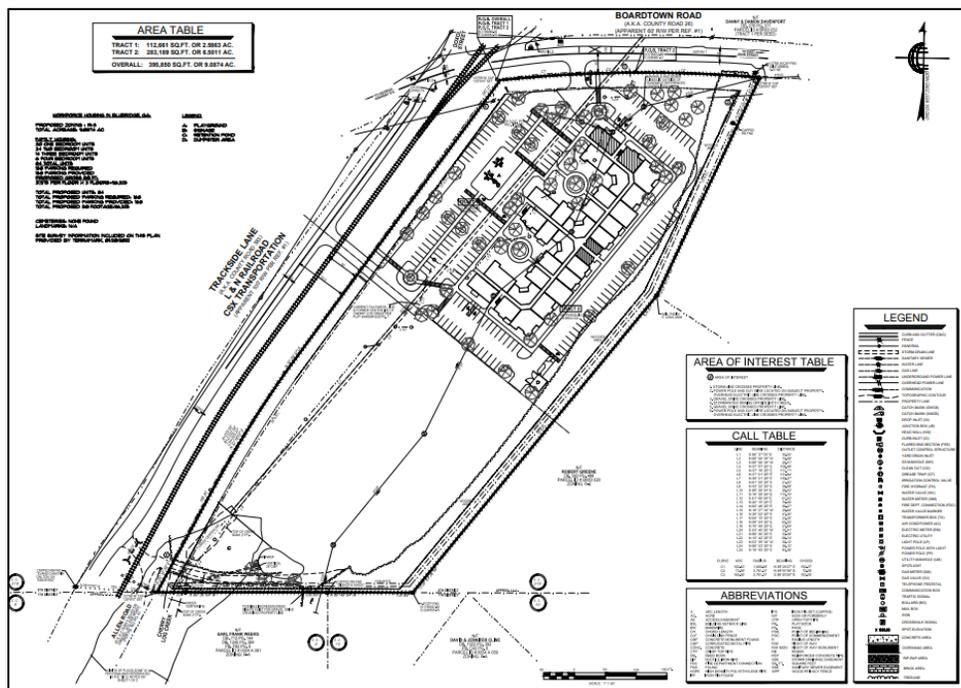
#### B. Project Type and Target Market

Magnolia Place will target very low to moderate income renter households. The targeted tenancy of the development is general occupancy. The proposed unit mix includes 30 one bedroom units (35.7 percent), 34 two bedroom units (40.5 percent), 14 three bedroom units (16.7 percent), and six four bedroom units (7.1 percent). The proposed one and two bedroom units will primarily target singles, couples, and roommates. The three bedroom and four bedroom units will appeal to households desiring additional space, including larger households with children.

#### C. Building Types and Placement

Magnolia Place will include one three-story garden-style building with a mountain residential exterior. The subject property will be accessible via one entrance in the northern portion of the site on Boardtown Road and surface parking will surround the building (Figure 1). The residential building will be in the central portion of the overall site. The CSX Transportation line will border the western boundary of the subject site.

Figure 1 Site Plan, Magnolia Place



Source: Beverly J. Searles Foundation



## D. Detailed Project Description

### 1. Project Description

Magnolia Place will offer 30 one bedroom units (35.7 percent), 34 two bedroom units (40.5 percent), 14 three bedroom units (16.7 percent), and six four bedroom units (7.1 percent), of which 75 units will be targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI). Nine units will be market rate without rent or income restrictions.

- One bedroom units will have one bathroom and 650 square feet.
- Two bedroom units will have two bathrooms and 850 square feet.
- Three bedroom units will have two bathrooms and 1,112 square feet.
- Four bedroom units will have two bathrooms and 1,240 square feet (Table 1).
- The subject property will be southeast of the intersection of Boardtown Road and Trackside Lane in Blue Ridge, Georgia.
- Magnolia Place will offer newly constructed garden apartments with a mountain residential exterior.
- The proposed rents will include the cost of trash removal. Tenants will bear the cost of all other utilities.
- Proposed unit features and community amenities are detailed in Table 2.

**Table 1 Detailed Unit Mix and Rents, Magnolia Place**

Unit Mix/Rents										
Type	Bed	Bath	Income Target	Quantity	Size (Sq. Feet)	Net Rent	Utility Allowance	Gross Rent	Rent/Gross Sq. Foot	Maximum Net LIHTC Rent
LIHTC	1	1	50% AMI	5	650	\$559	\$109	\$668	\$0.86	\$559
LIHTC	1	1	60% AMI	11	650	\$678	\$109	\$787	\$1.04	\$692
LIHTC	1	1	60% AMI	10	650	\$692	\$109	\$801	\$1.06	\$692
MKT	1	1		4	650	\$942	-	\$942	\$1.45	-
<b>One Bedroom Subtotal</b>				<b>30</b>	<b>650</b>	<b>\$698</b>		<b>\$793</b>	<b>\$1.07</b>	
LIHTC	2	2	50% AMI	10	850	\$663	\$139	\$802	\$0.78	\$663
LIHTC	2	2	60% AMI	2	850	\$747	\$139	\$886	\$0.88	\$824
LIHTC	2	2	60% AMI	17	850	\$824	\$139	\$963	\$0.97	\$824
MKT	2	2		5	850	\$1,132	-	\$1,132	\$1.33	-
<b>Two Bedroom Subtotal</b>				<b>34</b>	<b>850</b>	<b>\$817</b>		<b>\$936</b>	<b>\$0.96</b>	
LIHTC	3	2	60% AMI	14	1,112	\$927	\$173	\$1,100	\$0.83	\$939
<b>Three Bedroom Subtotal</b>				<b>14</b>	<b>1,112</b>	<b>\$927</b>		<b>\$1,100</b>	<b>\$0.83</b>	
LIHTC	4	2	60% AMI	6	1,240	\$1,029	\$211	\$1,240	\$0.83	\$1,029
<b>Four Bedroom Subtotal</b>				<b>6</b>	<b>1,240</b>	<b>\$1,029</b>		<b>\$1,240</b>	<b>\$0.83</b>	
<b>Total/Average</b>				<b>84</b>	<b>850</b>	<b>\$808</b>		<b>\$934</b>	<b>\$0.95</b>	

Rents include: trash removal

Source: Beverly J. Searles Foundation



**Table 2 Unit Features and Community Amenities, Magnolia Place**

Unit Features	Community Amenities
<ul style="list-style-type: none"> <li>• Kitchens with refrigerator, range/oven, dishwasher, disposal, and microwave</li> <li>• In-unit washer and dryer</li> <li>• Carpet in bedroom areas and LVT plank in living, dining, kitchen, and bathrooms</li> <li>• High speed internet</li> <li>• Balconies</li> <li>• Five percent of units will be ADA</li> </ul>	<ul style="list-style-type: none"> <li>• Community room</li> <li>• Fitness center</li> <li>• Business center</li> <li>• Community garden</li> <li>• Library</li> <li>• Wellness room</li> <li>• Playground</li> </ul>

Source: Beverly J. Searles Foundation

**2. Other Proposed Uses**

None.

**3. Proposed Timing of Development**

Magnolia Place is expected to begin construction in August 2024 with construction completion in September 2025. The first move-ins are expected in October 2025. The subject property’s anticipated placed-in-service year is 2026 for the purposes of this report as this will be the first full year the community is open.

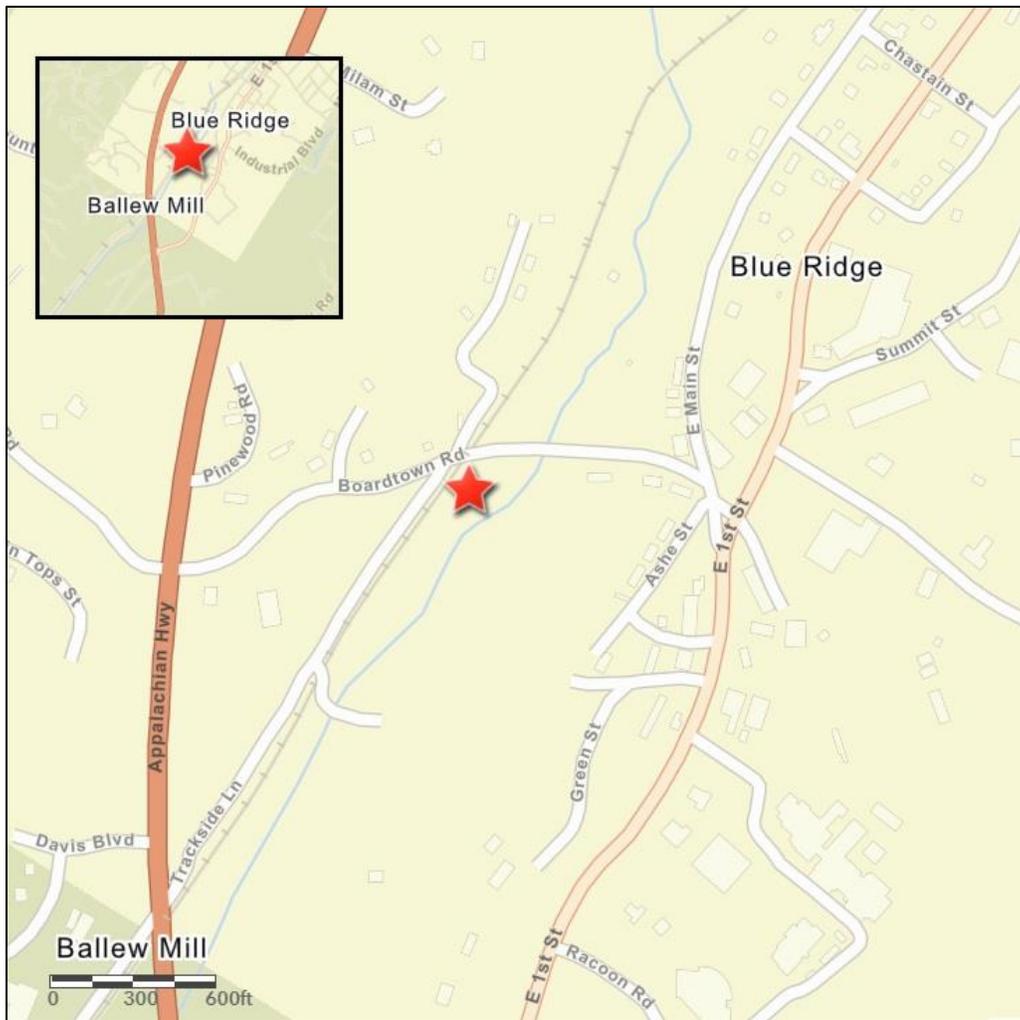
## 4. SITE EVALUATION

### A. Site Analysis

#### 1. Site Location

The subject site is positioned along the southeastern intersection of Boardtown Road and Trackside Lane in Blue Ridge, Fannin County, Georgia (Map 1).

**Map 1 Site Location, Magnolia Place**



## 2. Existing and Proposed Uses

The subject site is an undeveloped parcel with no existing structures; the site is comprised of low vegetation with trees at the edges of the site. The site for Magnolia Place is 9.09 acres and is roughly rectangular with flat elevation (Figure 2). Magnolia Place will offer 84 general occupancy garden apartments.

**Figure 2 Views of Subject Site**



Facing southeast from Trackside Lane



Facing southeast from Boardtown Road



Facing east from Trackside Lane



Facing east from intersection of Boardtown Road and Trackside Lane



Facing east from Trackside Lane

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

The subject site is approximately one mile southwest of downtown Blue Ridge and is surrounded by a mixture of land uses. Residential uses, a logging business, air conditioning business, a storage facility, and cabin rentals are located to the north, south, west, and east of the subject site (Figure 3). Older multi-family units are found to the east of the subject site and single-family homes are located north and west of the site. A CSX Transportation line is immediately west of the subject site adjacent to Trackside Lane. Main Street is less than one-half mile east of the site, which leads to downtown Blue Ridge. Downtown Blue Ridge is less than one mile northeast of the subject site and is comprised of multiple small businesses including Das Kaffee Haus, The Blue Coyote, Out of the Blue, Southern Charm, and Cucinella's Pizzeria. Also found in the downtown Blue Ridge area are the Blue Ridge Scenic Railway, Blue Ridge Mountains Arts Association, and Downtown Blue Ridge Play Park.

**Figure 3 Satellite Image of Subject Site**



#### 4. Land Uses Surrounding the Subject Site

Nearby land uses surrounding the subject site include (Figure 4):

- **North:** Logging business, single-family homes, and downtown Blue Ridge
- **East:** Multi-family apartments and Main Street
- **South:** Self-storage facility and undeveloped land
- **West:** CSX Transportation line, James Thomas Heating and Cooling, Mountain Top Cabin Rentals, and single-family detached homes

**Figure 4 Views of Surrounding Land Uses**



**Logging business to the north**



**Detached single-family home to the west**



**Multi-family apartments to the east**



**James Thomas Heating and Cooling to the west**



**Commercial building and railroad tracks to the northwest**

## **B. Neighborhood Analysis**

### **1. General Description of Neighborhood**

The subject site is in a rural setting approximately one mile southwest of downtown Blue Ridge. The immediate neighborhood surrounding the site is a mixture of residential and commercial uses, such as a logging business, apartments, an air conditioning business, and a self-storage facility. Commercial development is densest in or near downtown Blue Ridge along Main Street with residential uses extending from downtown. Appalachian Highway, a major transportation thoroughfare, is less than one-half mile west of the subject site. Although located just east of Appalachian Highway, the subject site is buffered from the thoroughfare with well-wooded areas, apartments, and low-density single-family neighborhoods surrounding the property.

### **2. Neighborhood Planning Activities**

Fannin County with the Cities of Blue Ridge, McCaysville, and Morganton recently adopted their joint comprehensive plan in September 2022. The visions and goals for all municipalities include continued cooperation between county government and local cities to plan for the future, enhance the quality of life for citizens, and protect natural resources. The Georgia Planning Act of 1989 mandates all local governments must prepare and update the local comprehensive plan to maintain Qualified Local Government Status (QLG).

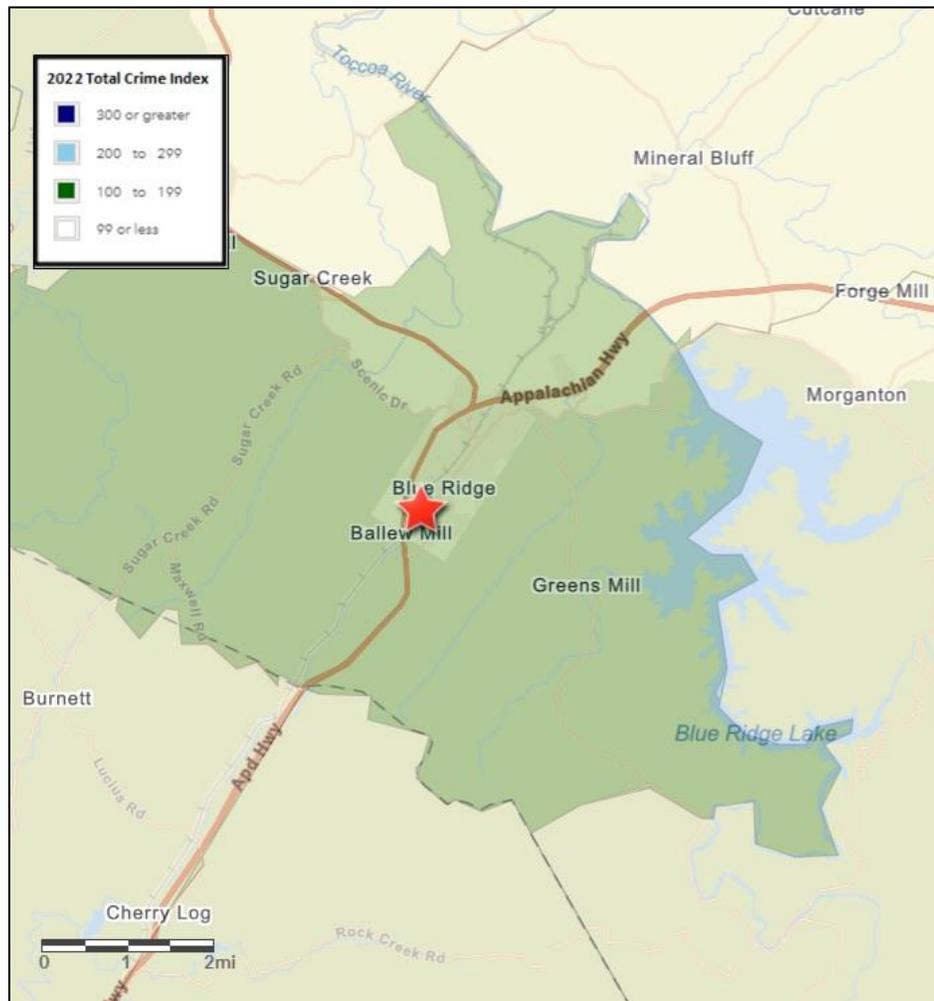
A 56-unit luxury condominium community is planned in downtown Blue Ridge. The development (Highlands of Blue Ridge) will offer one, two, and three bedroom floorplans along West First Street. Amenities will include a swimming pool, community outdoor entertaining space, covered parking, and storage. The condominiums are expected to be listed in the mid \$400,000s to \$600,000s.

### **3. Public Safety**

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

The 2022 CrimeRisk Index for the census tracts in the general vicinity of the subject site are color coded with the site's census tract being green, indicating a crime risk (100 to 199) slightly above the national average (100) (Map 2). The subject's crime risk is comparable to the location of most commercial and residential areas in and surrounding Blue Ridge, with lower crime risks approximately two miles to the north, south, and east. The areas with lower crime risks are primarily rural. Based on this data and observations made during our site visit, RPRG does not believe crime nor the perception of crime will negatively impact the subject property's viability.

## Map 2 Crime Index Map



### C. Site Visibility and Accessibility

#### 1. Visibility

Magnolia Place will have visibility from Boardtown Road, a lightly traveled connector street to Appalachian Highway, the primary transportation thoroughfare in the region, to the west. Boardtown Road also connects to Main Street to the east. The subject property will also have visibility from the lightly traveled Trackside Lane. The site's visibility is adequate for a primarily affordable rental community.

#### 2. Vehicular Access

Magnolia Place will be accessible via an entrance on Boardtown Road to the north, a well-traveled connector street. RPRG does not anticipate problems with accessibility.

#### 3. Availability of Public Transit

The city of Blue Ridge does not currently offer public transportation or transit service. However, Fannin County provides on-demand transportation service throughout Fannin County. The Mountain Area Transportation System (M.A.T.S) offers transportation services operated on non-fixed routes;



vehicles are available and accessible to wheelchairs and curb pick-up. A reservation is encouraged 24 hours in advance; the service is available for a fee of \$2.00 one-way up to ten miles and \$3.00 one-way over ten miles.

#### **4. Availability of Inter-Regional Transit**

From a regional perspective, the subject site is less than one mile east of access to U.S. Highway 76 (Appalachian Highway), which in turn, turns into Highway 575 that ties to the Atlanta Metro Area to the south and downtown Atlanta, roughly 91 miles south of the subject property. The site is approximately 12 miles south of the Tennessee state border and 14 miles south of the North Carolina state border. Atlanta's Hartsfield-Jackson International Airport is roughly 100 miles (one hour and 45 minutes) south of the subject site via Interstates 575 and 75.

#### **5. Accessibility Improvements Under Construction and Planned**

##### ***Roadway Improvements Under Construction and Planned***

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

##### ***Transit and Other Improvements Under Construction and/or Planned***

None.

#### **6. Environmental Concerns**

RPRG did not identify any visible environmental site concerns.

### **D. Residential Support Network**

#### **1. Key Facilities and Services near the Subject Site**

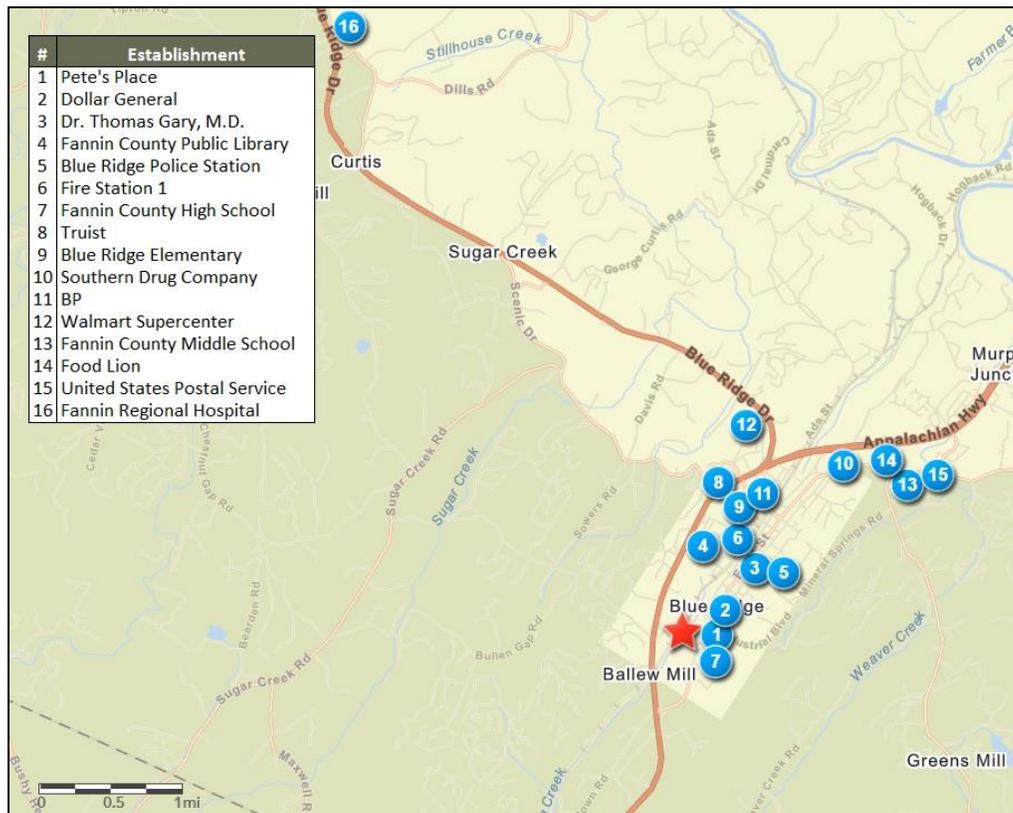
The appeal of any given community is often based in part on its proximity to those facilities and services required daily. Key facilities and services and their distances from the subject site are listed in Table 3 and their locations are plotted on Map 3.

**Table 3 Key Facilities and Services**

Establishment	Type	Address	Driving Distance
Pete's Place	Restaurant	2460 E 1st St.	0.3 mile
Dollar General	General Retail	2686 E 1st St.	0.5 mile
Dr. Thomas Gary, M.D.	Doctor/Medical	809 E Main St.	0.8 mile
Fannin County Public Library	Library	400 W Main St.	0.8 mile
Blue Ridge Police Station	Police	301 Church St.	0.9 mile
Fire Station 1	Fire	342 W Main St.	1 mile
Fannin County High School	Public School	360 Rebel Cir.	1 mile
Truist	Bank	3831 Appalachian Hwy.	1.5 miles
Blue Ridge Elementary	Public School	224 E Highland St.	1.6 miles
Southern Drug Company	Pharmacy	4075 E 1st St.	1.8 miles
BP	Convenience Store	181 W First St.	1.9 miles
Walmart Supercenter	General Retail	97 Commerce Dr.	2.2 miles
Fannin County Middle School	Public School	4560 Old Hwy 76	2.4 miles
Food Lion	Grocery	4295 Old Hwy 76	2.8 miles
United States Postal Service	Post Office	273 Orvin Lance Dr.	3.3 miles
Fannin Regional Hospital	Hospital	2855 Old Hwy 5 North	6.8 miles

Source: Field and Internet Research, RPRG, Inc.

**Map 3 Location of Key Facilities and Services**





## 2. Essential Services

### *Health Care*

Fannin Regional Hospital is roughly seven miles northwest of the subject property at 2855 Old Highway 5 North in Blue Ridge. This 50-bed acute-care hospital offers many services including a 24/7 emergency department, surgical services, and rehabilitation services.

Dr. Thomas Gary, M.D. is a doctor's office less than one mile north of the subject site on E Main Street in Blue Ridge.

### *Education*

The subject site is in the Fannin County School District which has an enrollment of roughly 2,900 students. Based on current attendance zones, students residing at the subject property would attend Blue Ridge Elementary School (1.6 miles), Fannin County Middle School (2.4 miles), and Fannin County High School (one mile).

Several colleges and universities are located throughout the region including University of North Georgia – Blue Ridge Campus (5.9 miles), Dalton State College – Gilmer Campus (15.0 miles), North Georgia Technical College (23.0 miles), and Young Harris College (32.2 miles). Atlanta, approximately 91 miles south of the site, has multiple colleges and universities including Emory University, the Georgia Institute of Technology, and Georgia State University.

## 3. Commercial Goods and Services

### *Convenience Goods*

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

One convenience store (BP), a pharmacy (Southern Drug Company), a bank (Truist), grocery store (Food Lion), and general retailer (Dollar General) are within approximately three miles north of the site.

### *Shoppers Goods*

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

Walmart Supercenter is approximately two miles north of the site on Commerce Drive. Adjacent to Walmart are retailers such as The Home Depot, Sherwin-Williams Paint Store, and various small retailers and restaurants including AT&T Store, Starbucks, and Kizuna Japanese.

## 4. Location of Low Income Housing

A list and map of existing low-income housing in the Magnolia Place Market Area are provided in the Existing Low Income Rental Housing section of this report, starting on page 58.

## E. Site Conclusion

The subject site will be suitable for its intended use in a rural setting near commercial development and neighborhood amenities, while also retaining its privacy and quiet. Neighborhood amenities and



major traffic arteries are convenient to the subject property and surrounding land uses are compatible with multi-family rental housing. Quincy Haisley (Analyst) conducted a site visit to the subject site, neighborhood, and market area on May 2, 2023. RPRG did not identify negative attributes that would impact the ability of Magnolia Place to successfully lease its units.



## 5. MARKET AREA

### A. Introduction

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

### B. Delineation of Market Area

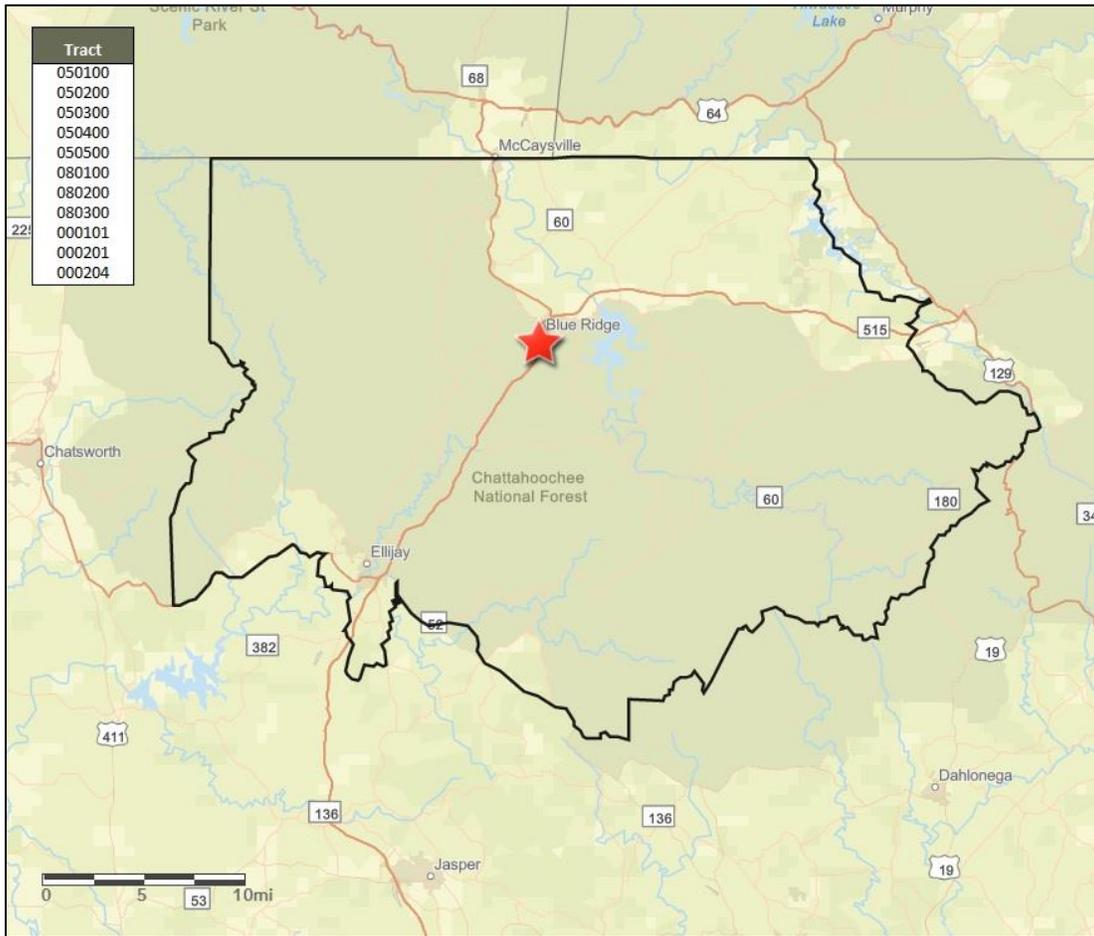
The Magnolia Place Market Area consists of census tracts in northern Gilmer County, Fannin County, and eastern Union County centered on the city of Blue Ridge (Map 4). The neighborhoods included in the Magnolia Place Market Area are those most comparable with the area immediately surrounding the subject site and residents of this market area would likely consider the subject property a suitable shelter location. The market area encompasses the North Georgia mountains and rural areas north of the Atlanta Metropolitan region. The Magnolia Place Market Area extends to three counties due to the large census tracts and sparse population throughout the market area.

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

- North:** Georgia/North Carolina/Tennessee state boundary ..... (8.7 miles)
- East:** Notley Lake/Owltown Road..... (18.5 miles)
- South:** Highway 52 East..... (18.4 miles)
- West:** Fannin County/Murray County boundary ..... (16.2 miles)

The Magnolia Place Market Area is compared to the Tri-County Region, comprised Gilmer County, Fannin County, and Union County, which is presented as a secondary market area for demographic purposes. Demand estimates are based only on the Magnolia Place Market Area.

**Map 4 Magnolia Place Market Area**



## 6. COMMUNITY DEMOGRAPHIC DATA

### A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Magnolia Place Market Area and Tri-County Region, comprising Gilmer County, Fannin County, and Union County, and using U.S. Census data and data from Esri, a national data vendor which prepares small area estimates and projections of population and households. Building permit trends collected from the HUD State of the Cities Data Systems (SOCDS) database were also considered. All demographic data is based on historic Census data and the most recent local area projections available for the Magnolia Place Market Area and Tri-County Region. We have evaluated projections in context with recent trends, available economic data, current market conditions, and any potential remaining impact of the COVID-19 pandemic. Demographic data is presented for 2010, 2023, and 2026 per DCA's 2023 Market Study Guide.

### B. Trends in Population and Households

#### 1. Recent Past Trends

The Magnolia Place Market Area's population and household base increased significantly between 2010 and 2023 with net growth of 5,345 people (11.2 percent) and 2,870 households (14.2 percent). The Magnolia Place Market Area's average annual growth was 411 people (0.9 percent) and 221 households (1.1 percent) over this period (Table 4). Total population and household counts in 2023 in the market area are 53,276 people and 23,109 households. The Tri-County Region also grew significantly with the net addition of 10,232 people (14.0 percent) and 5,089 households (16.6 percent) during this period.

#### 2. Projected Trends

Based on Census data, RPRG projects population growth in the Magnolia Place Market Area will accelerate on a nominal basis with annual growth of 432 people (0.8 percent) from 2023 to 2026; household growth is also projected to accelerate on a nominal basis with annual growth of 242 households (1.0 percent) from 2023 to 2026. Net growth over this period will be 1,295 people (2.4 percent) and 727 households (3.1 percent) (Table 4). The Magnolia Place Market Area is projected to contain 54,570 people and 23,836 households in 2026.

The Tri-County Region is projected to grow slightly faster on a percentage basis when compared to the market area with the net addition of 2,628 people (3.1 percent) and 1,343 households (3.8 percent) from 2023 to 2026; average annual growth rates over this period are 1.0 percent for population and 1.3 percent for households.

The average household size in the market area of 2.30 persons per household in 2023 is expected to decrease to 2.28 persons per household by 2026 (Table 5).

#### 3. Building Permit Trends

RPRG examines building permit trends as one way of determining if the housing supply is meeting demand, as measured by new households. Residential permit activity in Fannin County spiked from 106 permitted units in 2010 to an annual average of 322 permitted units from 2018 to 2020 before increasing to a 12-year high of 447 permitted units in 2021 (Table 6). Fannin County authorized an annual average of 238 new housing units from 2010 to 2021.

Single-unit homes accounted for 99.0 percent of all residential units permitted in Fannin County over this period. Only 24 units in multi-family buildings were permitted from 2010 to 2021.



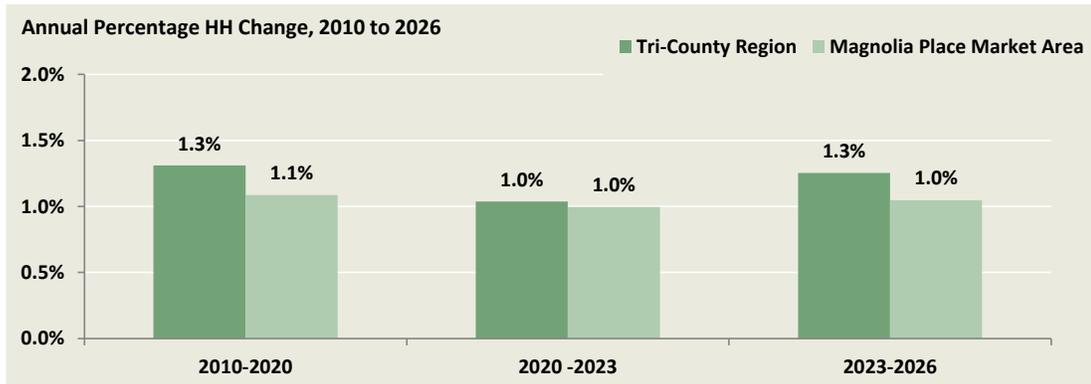
**Table 4 Population and Household Trends**

Population	Tri-County Region					Magnolia Place Market Area				
	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2010	73,330					47,931				
2020	81,304	7,974	10.9%	797	1.1%	51,925	3,994	8.3%	399	0.8%
2023	83,562	2,258	2.8%	753	0.9%	53,276	1,351	2.6%	450	0.9%
	<b>Change 2010-23</b>	10,232	14.0%	787	1.1%	<b>Change 2010-23</b>	5,345	11.2%	411	0.9%
2026	86,190	2,628	3.1%	876	1.0%	54,570	1,295	2.4%	432	0.8%

Households	Tri-County Region					Magnolia Place Market Area				
	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2010	30,617					20,239				
2020	34,628	4,011	13.1%	401	1.3%	22,439	2,200	10.9%	220	1.1%
2023	35,706	1,078	3.1%	359	1.0%	23,109	670	3.0%	223	1.0%
	<b>Change 2010-23</b>	5,089	16.6%	391	1.3%	<b>Change 2010-23</b>	2,870	14.2%	221	1.1%
2026	37,049	1,343	3.8%	448	1.3%	23,836	727	3.1%	242	1.0%

Source: 2010 Census; 2020 Census; Esri; and Real Property Research Group, Inc.



**Table 5 Persons per Household, Magnolia Place Market Area**

Average Household Size			
Year	2010	2023	2026
Population	47,931	53,276	54,570
Group Quarters	299	171	176
Households	20,239	23,109	23,836
<b>Avg. HH Size</b>	<b>2.35</b>	<b>2.30</b>	<b>2.28</b>

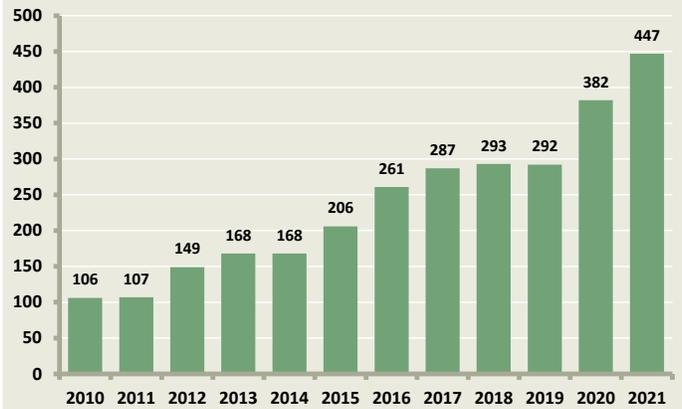
Source: 2010 Census; Esri; and RPRG, Inc.



**Table 6 Building Permits by Structure Type, Fannin County**

Fannin County					
Year	Single - Unit	Two Units	3-4 Units	5+ Units	Ann. Total
2010	104	2	0	0	106
2011	107	0	0	0	107
2012	149	0	0	0	149
2013	168	0	0	0	168
2014	168	0	0	0	168
2015	206	0	0	0	206
2016	261	0	0	0	261
2017	287	0	0	0	287
2018	267	2	0	24	293
2019	292	0	0	0	292
2020	382	0	0	0	382
2021	447	0	0	0	447
<b>2010-2021</b>	<b>2,838</b>	<b>4</b>	<b>0</b>	<b>24</b>	<b>2,866</b>
<b>Ann. Avg.</b>	<b>237</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>239</b>

**Total Housing Units Permitted 2010 - 2021**



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

### C. Demographic Characteristics

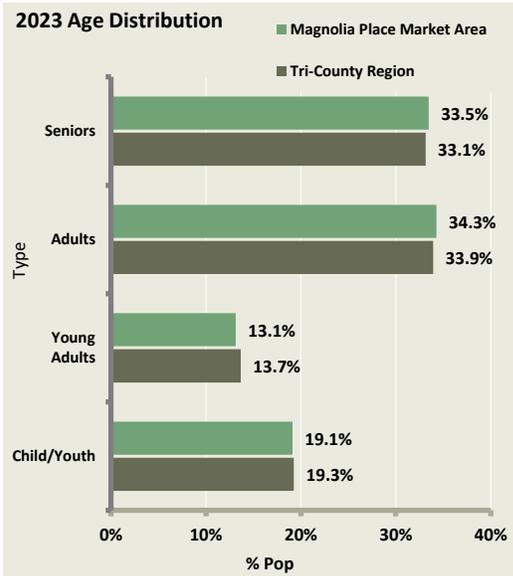
#### 1. Age Distribution and Household Type

The median age of the population residing in the Magnolia Place Market Area is slightly older than the Tri-County Region’s population with median ages of 50 and 49, respectively (Table 7). The Magnolia Place Market Area has large proportions of Adults ages 35 to 61 (34.3 percent) and Seniors ages 62 and older (33.5 percent). Young Adults ages 20 to 34 and Children/Youth under 20 years old account for 13.1 and 19.1 percent of the Magnolia Place Market Area’s population, respectively. The Tri-County Region has a larger proportion of people under 35 years old when compared to the Magnolia Place Market Area (33.0 percent versus 32.2 percent).

**Table 7 2023 Age Distribution**

2023 Age Distribution	Tri-County Region		Magnolia Place Market Area	
	#	%	#	%
<b>Children/Youth</b>	<b>16,093</b>	<b>19.3%</b>	<b>10,180</b>	<b>19.1%</b>
Under 5 years	3,698	4.4%	2,323	4.4%
5-9 years	4,138	5.0%	2,609	4.9%
10-14 years	4,366	5.2%	2,755	5.2%
15-19 years	3,892	4.7%	2,492	4.7%
<b>Young Adults</b>	<b>11,420</b>	<b>13.7%</b>	<b>7,003</b>	<b>13.1%</b>
20-24 years	3,239	3.9%	1,964	3.7%
25-34 years	8,181	9.8%	5,040	9.5%
<b>Adults</b>	<b>28,359</b>	<b>33.9%</b>	<b>18,264</b>	<b>34.3%</b>
35-44 years	8,879	10.6%	5,588	10.5%
45-54 years	9,955	11.9%	6,390	12.0%
55-61 years	9,525	11.4%	6,286	11.8%
<b>Seniors</b>	<b>27,690</b>	<b>33.1%</b>	<b>17,829</b>	<b>33.5%</b>
62-64 years	4,082	4.9%	2,694	5.1%
65-74 years	13,975	16.7%	9,226	17.3%
75-84 years	7,493	9.0%	4,635	8.7%
85 and older	2,139	2.6%	1,274	2.4%
<b>TOTAL</b>	<b>83,562</b>	<b>100%</b>	<b>53,276</b>	<b>100%</b>
<b>Median Age</b>	<b>49</b>		<b>50</b>	

Source: Esri; RPRG, Inc.



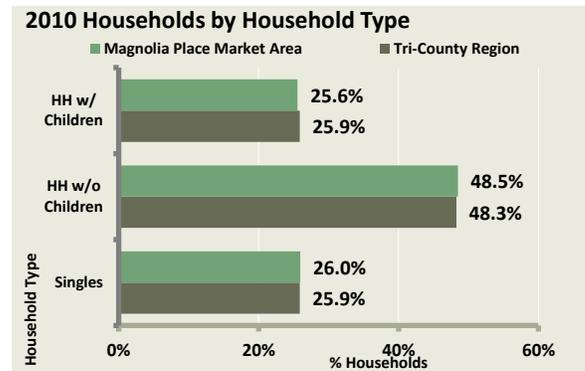


Multi-person households without children were the most common household type in the Magnolia Place Market Area at 48.5 percent compared to 48.3 percent in the Tri-County Region. Approximately 25.6 percent were households with children while 26.0 percent of households in the Magnolia Place Market Area were single-person households (Table 8). The Tri-County Region had a similar distribution; however, the region had larger proportions of households with children (25.9 percent) and lower proportions of single-person households (25.9 percent) and multi-person households without children (48.3 percent) when compared to the market area.

**Table 8 Households by Household Type**

2010 Households by Household Type	Tri-County Region		Magnolia Place Market Area	
	#	%	#	%
Married w/Children	5,543	18.1%	3,589	17.7%
Other w/ Children	2,378	7.8%	1,586	7.8%
<b>Households w/ Children</b>	<b>7,921</b>	<b>25.9%</b>	<b>5,175</b>	<b>25.6%</b>
Married w/o Children	11,918	38.9%	7,847	38.8%
Other Family w/o Children	1,638	5.3%	1,146	5.7%
Non-Family w/o Children	1,220	4.0%	818	4.0%
<b>Households w/o Children</b>	<b>14,776</b>	<b>48.3%</b>	<b>9,811</b>	<b>48.5%</b>
<b>Singles</b>	<b>7,920</b>	<b>25.9%</b>	<b>5,253</b>	<b>26.0%</b>
<b>Total</b>	<b>30,617</b>	<b>100%</b>	<b>20,239</b>	<b>100%</b>

Source: 2010 Census; RPRG, Inc.

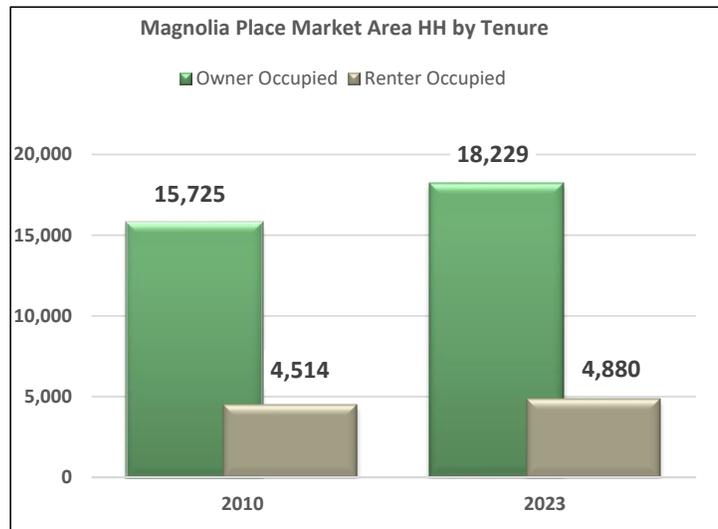


## 2. Household Trends by Tenure

### a. Recent Past Trends

The number of renter households in the Magnolia Place Market Area increased steadily from 4,514 in 2010 to 4,880 in 2023, representing a net increase of 366 renter households or 8.1 percent (Figure 5); the Magnolia Place Market Area added 28 renter households per year over the past 13 years. The number of owner households in the Magnolia Place Market Area increased from 15,725 in 2010 to 18,229 in 2023 for an increase of 15.9 percent.

**Figure 5 Magnolia Place Market Area Households by Tenure 2010-2023**



The Magnolia Place Market Area’s renter percentage of 21.1 percent in 2023 is slightly lower than the Tri-County Region’s 21.6 percent (Table 9). The Magnolia Place Market Area’s annual average household growth by tenure over the past 13 years was 28 renter households (0.6 percent) and 193 owner households (1.1 percent), decreasing the renter percentage from 22.3 percent in 2010 to 21.1 percent in 2023. Renter households accounted for 12.8 percent of net household growth in the Magnolia Place Market Area from 2010 to 2023 compared to 18.9 percent in the Tri-County Region.

**Table 9 Households by Tenure, 2010-2023**

Tri-County Region	2010		2023		Change 2010-2023				% of Change 2010 - 2023
					Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	
Owner Occupied	23,879	78.0%	28,005	78.4%	4,126	17.3%	317	1.2%	81.1%
Renter Occupied	6,738	22.0%	7,701	21.6%	963	14.3%	74	1.0%	18.9%
<b>Total Occupied</b>	<b>30,617</b>	<b>100%</b>	<b>35,706</b>	<b>100%</b>	<b>5,089</b>	<b>16.6%</b>	<b>391</b>	<b>1.2%</b>	<b>100%</b>
Total Vacant	16,206		16,270						
<b>TOTAL UNITS</b>	<b>46,823</b>		<b>51,976</b>						

Magnolia Place Market Area	2010		2023		Change 2010-2023				% of Change 2010 - 2023
					Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	
Owner Occupied	15,725	77.7%	18,229	78.9%	2,504	15.9%	193	1.1%	87.2%
Renter Occupied	4,514	22.3%	4,880	21.1%	366	8.1%	28	0.6%	12.8%
<b>Total Occupied</b>	<b>20,239</b>	<b>100%</b>	<b>23,109</b>	<b>100%</b>	<b>2,870</b>	<b>14.2%</b>	<b>221</b>	<b>1.0%</b>	<b>100%</b>
Total Vacant	11,110		11,952						
<b>TOTAL UNITS</b>	<b>31,349</b>		<b>35,061</b>						

Source: U.S. Census of Population and Housing, 2010, 2020; Esri, RPRG, Inc.

### b. Projected Household Tenure Trends

Esri's data suggests renter households will account for only 3.1 percent of the market area's net household growth over the next three years, well below the overall renter percentage and a departure from the trend over the past 13 years (12.8 percent). Based on our research including an analysis of demographic and multi-family trends, RPRG projects renter households will account for at least 21.1 percent of net household growth over the next three years which is equal to the market area's 2023 renter percentage. This results in annual growth of 51 renter households in the market area from 2023 to 2026 for net growth of 153 renter households over the next three years.

**Table 10 Households by Tenure, 2023-2026**

Magnolia Place Market Area	2023		2026 Esri HH by Tenure		Esri Change by Tenure		Annual Change by Tenure	
	#	%	#	%	#	%	#	%
Owner Occupied	18,229	78.9%	18,712	79.3%	483	96.9%	161	0.9%
Renter Occupied	4,880	21.1%	4,896	20.7%	16	3.1%	5	0.1%
<b>Total Occupied</b>	<b>23,109</b>	<b>100%</b>	<b>23,608</b>	<b>100%</b>	<b>499</b>	<b>100%</b>	<b>166</b>	<b>0.7%</b>
Total Vacant	11,952		12,493					
<b>TOTAL UNITS</b>	<b>35,061</b>		<b>36,101</b>					

Magnolia Place Market Area	2023		2026 RPRG HH by Tenure		RPRG Change by Tenure		Annual Change by Tenure	
	#	%	#	%	#	%	#	%
Owner Occupied	18,229	78.9%	18,802	78.9%	573	78.9%	191	1.0%
Renter Occupied	4,880	21.1%	5,034	21.1%	153	21.1%	51	1.0%
<b>Total Occupied</b>	<b>23,109</b>	<b>100%</b>	<b>23,836</b>	<b>100%</b>	<b>727</b>	<b>100%</b>	<b>242</b>	<b>1.0%</b>
Total Vacant	11,952		12,493					
<b>TOTAL UNITS</b>	<b>35,061</b>		<b>36,329</b>					

Source: Esri, RPRG, Inc.



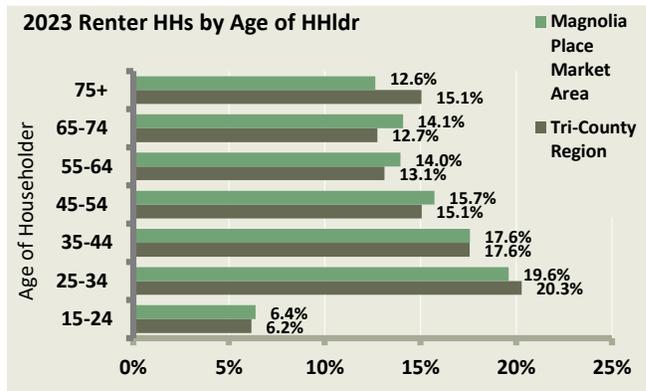
### 3. Renter Household Characteristics

Over half (52.9 percent) of renter householders in the Magnolia Place Market Area are working age adults age 25-54 years and 14.0 percent are older adults age 55-64 years. Approximately six percent of householders are under the age of 25 and roughly one-quarter (26.7 percent) are age 65+ (Table 11). The Tri-County Region has a similar distribution with a slightly larger proportion of households age 25-34 years when compared to the market area (20.3 percent versus 19.6 percent).

**Table 11 Renter Households by Age of Householder**

Renter Households	Tri-County Region		Magnolia Place Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	475	6.2%	312	6.4%
25-34 years	1,562	20.3%	957	19.6%
35-44 years	1,353	17.6%	858	17.6%
45-54 years	1,160	15.1%	768	15.7%
55-64 years	1,011	13.1%	681	14.0%
65-74 years	981	12.7%	688	14.1%
75+ years	1,159	15.1%	617	12.6%
<b>Total</b>	<b>7,701</b>	<b>100%</b>	<b>4,880</b>	<b>100%</b>

Source: Esri, Real Property Research Group, Inc.

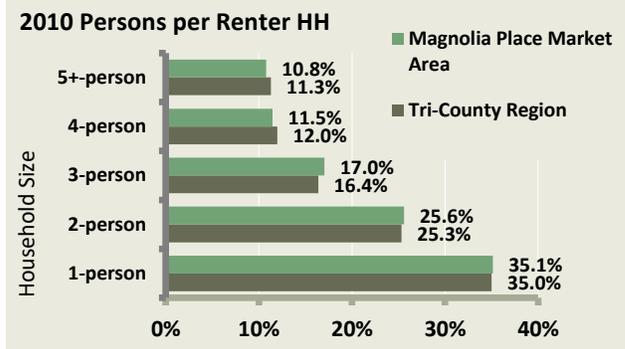


Roughly three-fifths (60.7 percent) of renter households in the Magnolia Place Market Area had one or two people including 35.1 percent with one person, the most common household size. Approximately 28.5 percent of renter households had three or four people while 10.8 percent had 5 or more people (Table 12). The Tri-County Region had a slightly lower percentage of renter households with one to three people when compared to the market area (76.7 percent versus 77.7 percent).

**Table 12 2010 Renter Households by Household Size**

Renter Occupied	Tri-County Region		Magnolia Place Market Area	
	#	%	#	%
1-person hhld	2,359	35.0%	1,586	35.1%
2-person hhld	1,706	25.3%	1,155	25.6%
3-person hhld	1,104	16.4%	769	17.0%
4-person hhld	808	12.0%	517	11.5%
5+-person hhld	761	11.3%	487	10.8%
<b>TOTAL</b>	<b>6,738</b>	<b>100%</b>	<b>4,514</b>	<b>100%</b>

Source: 2010 Census



### 4. Income Characteristics

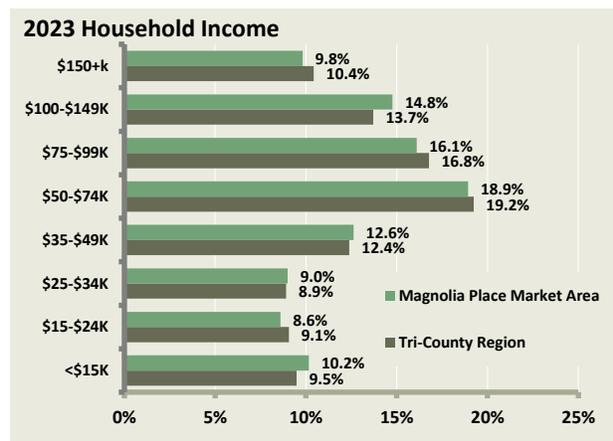
The Magnolia Place Market Area’s 2023 median income of \$62,708 is comparable to the \$63,193 median in the Tri-County Region (Table 13). Roughly 19 percent of Magnolia Place Market Area households earn less than \$25,000, one-fifth (21.6 percent) earn \$25,000 to \$49,999, and 18.9 percent earn \$50,000 to \$74,999. Approximately two-fifths (40.7 percent) of Magnolia Place Market Area households earn upper incomes of at least \$75,000 including 9.8 percent earning \$150,000 or more. The Tri-County Region has a slightly larger percentage of households earning incomes of \$50,000 to \$99,999 compared to the market area (36.0 percent versus 35.0 percent).



**Table 13 2023 Household Income, Magnolia Place Market Area**

Estimated 2023 Household Income		Tri-County Region		Magnolia Place Market Area	
		#	%	#	%
less than \$15,000	\$15,000	3,390	9.5%	2,348	10.2%
\$15,000	\$24,999	3,234	9.1%	1,988	8.6%
\$25,000	\$34,999	3,183	8.9%	2,077	9.0%
\$35,000	\$49,999	4,422	12.4%	2,917	12.6%
\$50,000	\$74,999	6,868	19.2%	4,374	18.9%
\$75,000	\$99,999	5,991	16.8%	3,722	16.1%
\$100,000	\$149,999	4,896	13.7%	3,412	14.8%
\$150,000	Over	3,724	10.4%	2,270	9.8%
<b>Total</b>		<b>35,706</b>	<b>100%</b>	<b>23,109</b>	<b>100%</b>
<b>Median Income</b>		<b>\$63,193</b>		<b>\$62,708</b>	

Source: Esri; Real Property Research Group, Inc.

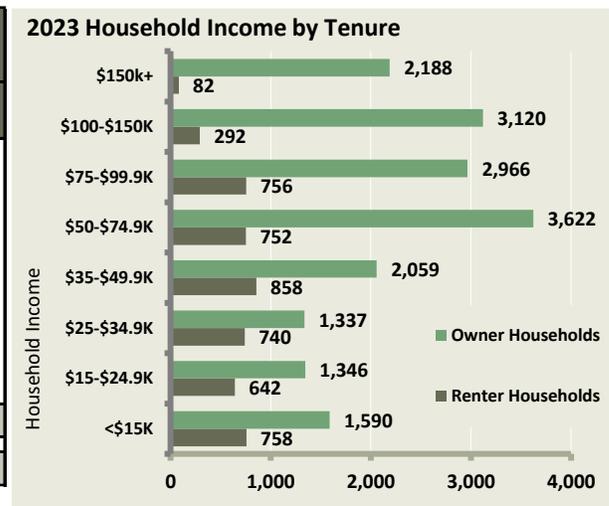


The Magnolia Place Market Area has large proportions of low and moderate-income renter households. Based on the U.S. Census Bureau’s American Community Survey data, the breakdown of tenure, and household estimates, RPRG estimates that the median income of Magnolia Place Market Area households by tenure is \$40,246 for renters and \$69,198 for owners (Table 14). Approximately one-quarter (28.6 percent) of renter households in the Magnolia Place Market Area earn less than \$25,000, one-third (32.8 percent) earn \$25,000 to \$49,999, and 15.4 percent earn \$50,000 to \$74,999. Roughly 23 percent of market area renter households earn upper incomes of \$75,000 or more.

**Table 14 2023 Household Income by Tenure, Magnolia Place Market Area**

Estimated 2023 HH Income	Renter Households		Owner Households	
	#	%	#	%
less than \$15,000	758	15.5%	1,590	8.7%
\$15,000	642	13.1%	1,346	7.4%
\$25,000	740	15.2%	1,337	7.3%
\$35,000	858	17.6%	2,059	11.3%
\$50,000	752	15.4%	3,622	19.9%
\$75,000	756	15.5%	2,966	16.3%
\$100,000	292	6.0%	3,120	17.1%
\$150,000	82	1.7%	2,188	12.0%
<b>Total</b>	<b>4,880</b>	<b>100%</b>	<b>18,229</b>	<b>100%</b>
<b>Median Income</b>	<b>\$40,246</b>		<b>\$69,198</b>	

Source: American Community Survey 2017-2021 Estimates, Esri, RPRG



Thirty-three percent of renter households in the Magnolia Place Market Area pay at least 35 percent of income for rent (Table 15). Approximately seven percent of renter households are living in substandard conditions; this includes only overcrowding and incomplete plumbing.

**Table 15 Rent Burdened and Substandard Housing, Magnolia Place Market Area**

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	288	5.6%
10.0 to 14.9 percent	532	10.3%
15.0 to 19.9 percent	478	9.3%
20.0 to 24.9 percent	380	7.4%
25.0 to 29.9 percent	618	12.0%
30.0 to 34.9 percent	564	11.0%
35.0 to 39.9 percent	295	5.7%
40.0 to 49.9 percent	376	7.3%
50.0 percent or more	739	14.4%
Not computed	878	17.1%
<b>Total</b>	<b>5,148</b>	<b>100.0%</b>
<b>&gt; 35% income on rent</b>	<b>1,410</b>	<b>33.0%</b>

Source: American Community Survey 2017-2021

Substandardness	
Total Households	
<b>Owner occupied:</b>	
Complete plumbing facilities:	17,245
1.00 or less occupants per room	16,663
1.01 or more occupants per room	582
Lacking complete plumbing facilities:	143
Overcrowded or lacking plumbing	725
<b>Renter occupied:</b>	
Complete plumbing facilities:	5,148
1.00 or less occupants per room	4,777
1.01 or more occupants per room	371
Lacking complete plumbing facilities:	0
Overcrowded or lacking plumbing	371
<b>Substandard Housing</b>	<b>1,096</b>
<b>% Total Stock Substandard</b>	<b>4.9%</b>
<b>% Rental Stock Substandard</b>	<b>7.2%</b>



## 7. EMPLOYMENT TRENDS

### A. Introduction

This section of the report focuses primarily on economic trends and conditions in Fannin County, Georgia, the county in which the subject site is located. Economic trends in Georgia and the nation are also discussed for comparison purposes. This section presents the latest economic data available at the local and national levels.

### B. Labor Force, Resident Employment, and Unemployment

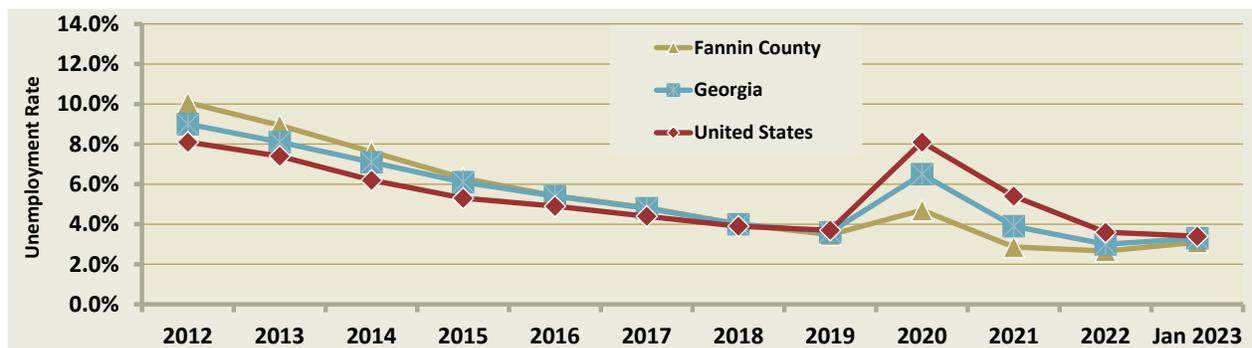
#### 1. Trends in Annual Average Labor Force and Unemployment Data

Fannin County added 1,540 net workers (15.4 percent) from 2012 to 2019 while the employed portion of the labor force increased at a faster pace with the net addition of 2,145 employed workers (23.9 percent) over this period (Table 16). The county lost 354 workers (3.1 percent) and 479 employed workers (4.3 percent) in 2020 due to the COVID-19 pandemic before rebounding to an all-time annual high in 2022 with net growth of 1,013 workers and 989 employed workers in 2021 and 2022. The number of unemployed workers decreased by 60.2 percent from 1,005 in 2012 to 400 unemployed workers in 2019 before increasing to 525 unemployed workers in 2020 due to the pandemic. Following a significant rebound in the number of employed workers from 2020 to 2022, the number of unemployed workers decreased by 39.4 percent to 318. The overall labor force and employed workers increased slightly in January 2023; however, monthly totals reflect seasonality.

**Table 16 Annual Average Labor Force and Unemployment Data**

Annual Average Unemployment	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Jan 2023
Labor Force	9,982	9,750	9,840	9,999	10,829	11,088	11,334	11,522	11,168	11,747	11,950	12,181
Employment	8,977	8,878	9,090	9,369	10,242	10,553	10,880	11,122	10,643	11,410	11,632	11,805
Unemployment	1,005	872	750	630	587	535	454	400	525	337	318	376
<b>Unemployment Rate</b>												
Fannin County	10.1%	8.9%	7.6%	6.3%	5.4%	4.8%	4.0%	3.5%	4.7%	2.9%	2.7%	3.1%
Georgia	9.0%	8.1%	7.1%	6.1%	5.4%	4.8%	4.0%	3.6%	6.5%	3.9%	3.0%	3.3%
United States	8.1%	7.4%	6.2%	5.3%	4.9%	4.4%	3.9%	3.7%	8.1%	5.4%	3.6%	3.4%

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



Fannin County’s annual average unemployment rate steadily declined from 2012 to 2019 and reached 3.5 percent in 2019, slightly below state (3.6 percent) and national (3.7 percent) rates (Table 16). Annual average unemployment rates increased sharply in all three areas in 2020 due to the COVID-19 pandemic with the county’s 4.7 percent below the state rate (6.5 percent) and national rate (8.1 percent). The county’s unemployment rate recovered significantly to 3.1 percent in January 2023 compared to 3.3 percent in Georgia and 3.4 percent in the nation.

### C. Commutation Patterns

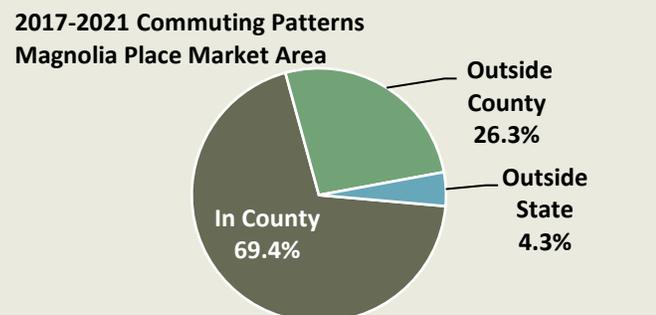
Workers residing in the Magnolia Place Market Area have a wide range of commute times. Over half (52.3 percent) of workers residing in the Magnolia Place Market Area commuted less than 20 minutes or worked from home, 31.3 percent commuted 20 to 39 minutes, and 16.4 percent commuted at least 40 minutes including 10.2 percent commuting at least 60 minutes (Table 17).

Nearly 70 percent of workers residing in the Magnolia Place Market Area worked in their county of residence while 26.3 percent worked in another Georgia county. Approximately four percent of Magnolia Place Market Area workers were employed outside the state, reflecting the close proximity to the North Carolina and Tennessee state borders.

**Table 17 Commutation Data, Magnolia Place Market Area**

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home:	18,956	92.9%	Worked in state of residence:	19,534	95.7%
Less than 5 minutes	527	2.6%	Worked in county of residence	14,157	69.4%
5 to 9 minutes	2,217	10.9%	Worked outside county of residence	5,377	26.3%
10 to 14 minutes	2,955	14.5%	Worked outside state of residence	877	4.3%
15 to 19 minutes	3,509	17.2%	<b>Total</b>	<b>20,411</b>	<b>100%</b>
20 to 24 minutes	2,415	11.8%			
25 to 29 minutes	1,065	5.2%			
30 to 34 minutes	2,599	12.7%			
35 to 39 minutes	323	1.6%			
40 to 44 minutes	241	1.2%			
45 to 59 minutes	1,023	5.0%			
60 to 89 minutes	1,060	5.2%			
90 or more minutes	1,022	5.0%			
Worked at home	1,455	7.1%			
<b>Total</b>	<b>20,411</b>				

Source: American Community Survey 2017-2021



Source: American Community Survey 2017-2021

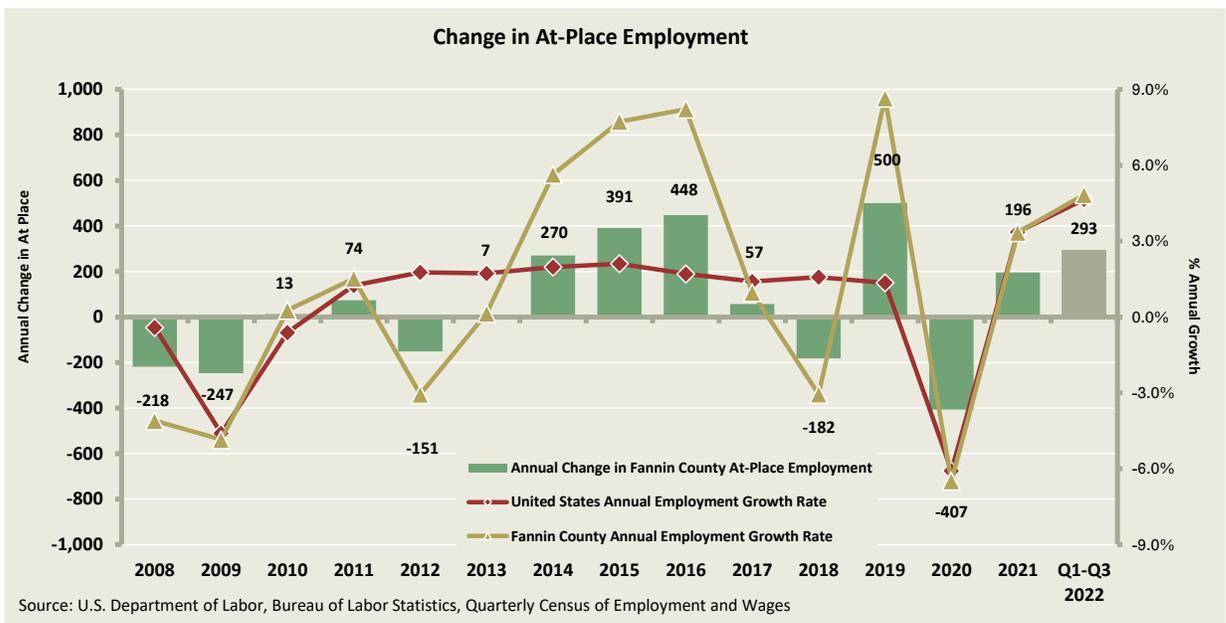
### D. At-Place Employment

#### 1. Trends in Total At-Place Employment

Fannin County's At-Place Employment (jobs located in the county) grew by 27.1 percent from 2011 to 2019 with the net addition of 1,340 jobs since the previous recession-era (Figure 6). The county added jobs in seven of nine years from 2011 to 2019 including at least 270 new jobs in four years. The county lost 407 jobs in 2020 at the onset of the COVID-19 pandemic which was comparable on a percentage basis when compared to the nation (6.5 percent versus 6.1 percent). Fannin County recouped all losses with the net addition of 489 jobs in 2021 and through the third quarter of 2022.



**Figure 6 At-Place Employment, Fannin County**

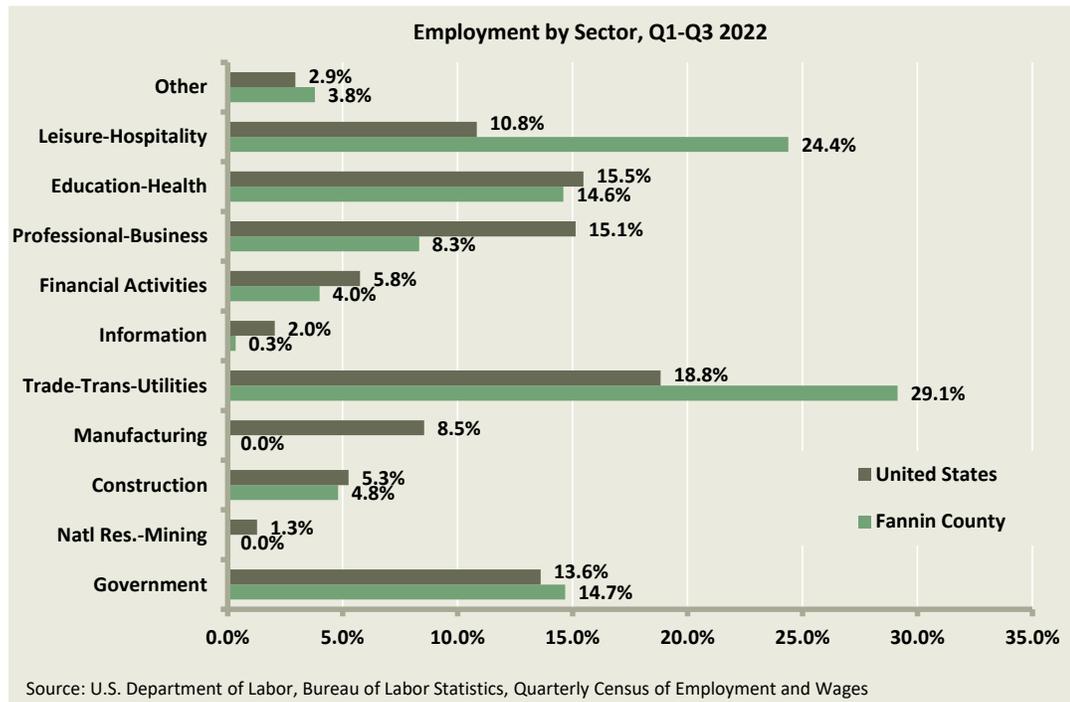


## 2. At-Place Employment by Industry Sector

Trade-Transportation-Utilities is the largest employment sector in Fannin County accounting for 29.1 percent of jobs compared to 18.8 percent of jobs nationally (Figure 7). Three sectors (Leisure-Hospitality, Government, and Education-Health) each account for 14.6 percent to 24.4 percent of the county’s jobs while the Professional-Business sector accounts for 8.3 percent. The Trade-Transportation-Utilities and Leisure-Hospitality sectors account for significantly larger proportions of the county’s jobs compared to jobs nationally with the largest discrepancy in the Leisure-Hospitality sector (24.4 percent versus 10.8 percent) while Fannin County has a notably smaller percentage of jobs in the Professional-Business sector when compared to the nation (8.3 percent versus 15.1 percent). Data regarding the Manufacturing and Natural Resources-Mining sectors were unavailable.



**Figure 7 Total Employment by Sector, Fannin County 2022 (Q1-Q3)**

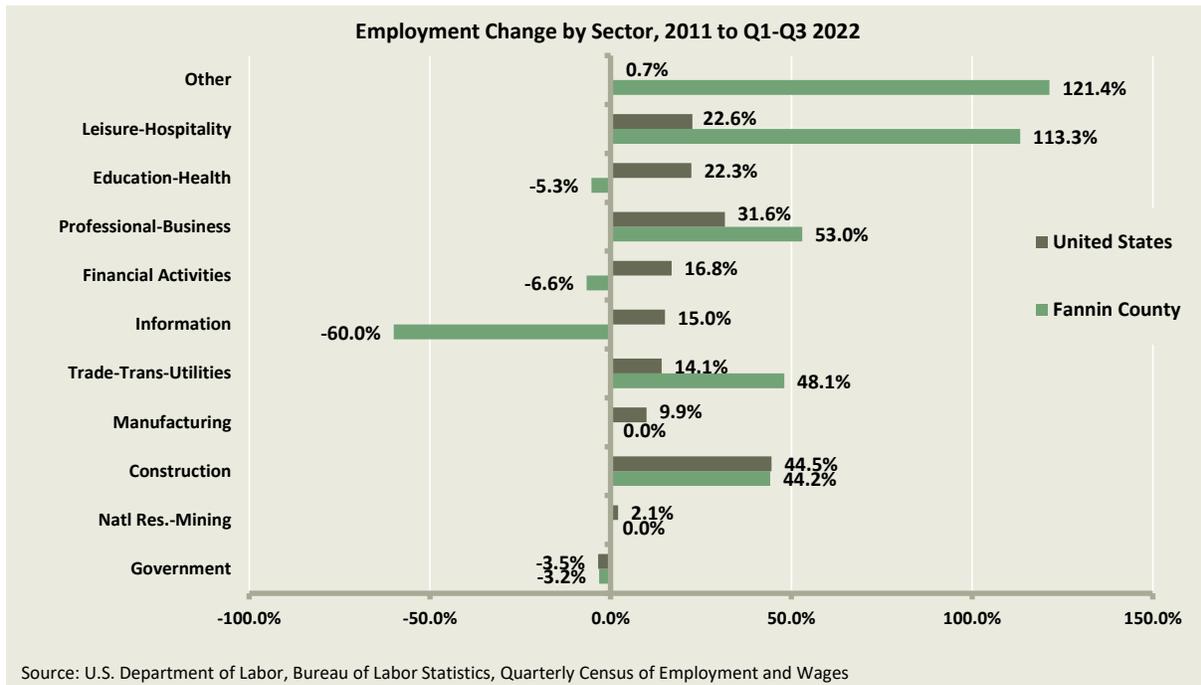


Sector	Other	Leisure-Hospitality	Education-Health	Professional-Business	Financial Activities	Information	Trade-Trans-Utilities	Manufacturing	Construction	Natl. Res.-Mining	Government	Total Employment
Jobs	288	1,551	928	529	254	22	1,852	-	306	-	933	6,358

Five of 11 economic sectors in Fannin County added jobs from 2011 to 2022 (Q1-Q3) including the county’s second-largest sector (Leisure-Hospitality) more than doubling in size with net growth of 113.3 percent. The county’s largest sector (Trade-Transportation-Utilities) grew by 48.1 percent (Figure 8). Education-Health, Financial Activities, Information, and Government lost jobs since 2011; however, two sectors with losses (Financial Activities and Information) account for 4.3 percent of the county’s jobs combined. Government and Education-Health, which account for 14.7 percent and 14.6 percent of the county’s jobs, respectively, reported losses of 5.3 percent and 3.2 percent. Data was unavailable for the sectors of Manufacturing and Natural Resources-Mining.



**Figure 8 Employment Change by Sector, Fannin County 2011–2022 (Q1-Q3)**



### 3. Major Employers

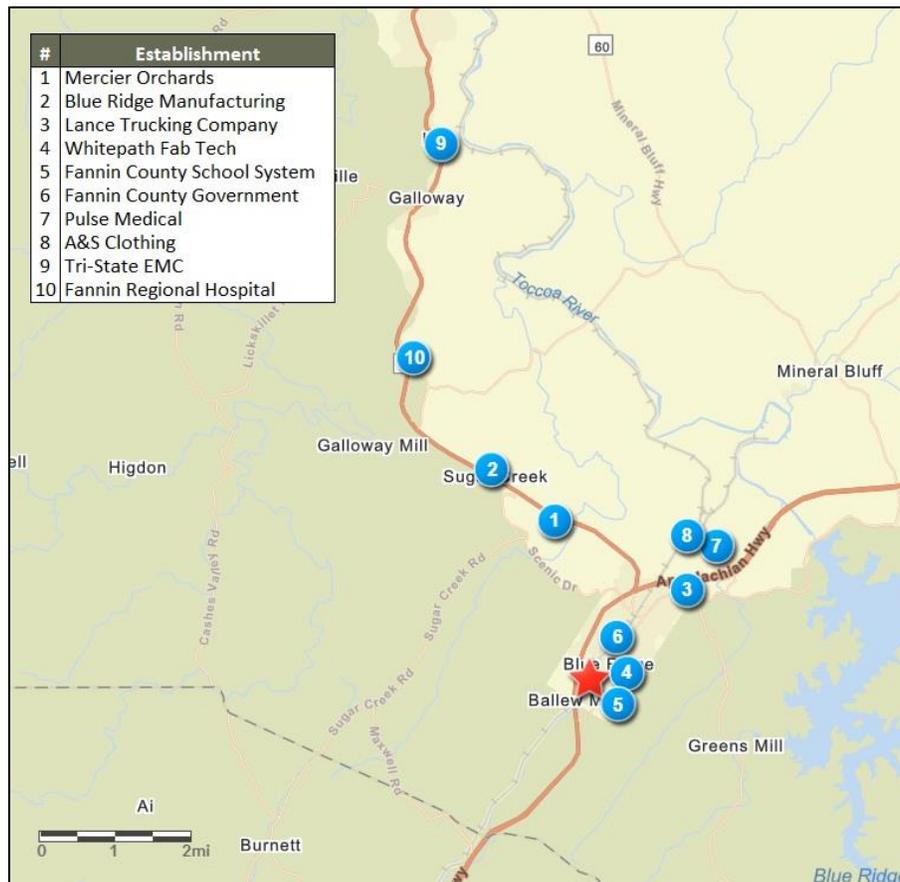
Mercier Orchards, an agricultural company, is Fannin County’s largest single employer. Other major employers include four manufacturers, a trucking transportation company, the Fannin County School System, the county’s government, Tri-State EMC, and the regional hospital (Table 18). The majority of Fannin County’s major employers are in Blue Ridge within two miles of the subject site (Map 5).

**Table 18 Major Employers, Fannin County**

Rank	Name	Sector
1	Mercier Orchards	Agriculture
2	Blue Ridge Manufacturing	Manufacturing
3	Lance Trucking Company	Trucking Transportation
4	Whitepath Fab Tech	Manufacturing
5	Fannin County School System	Education
6	Fannin County Government	Government
7	Pulse Medical	Manufacturing
8	A&S Clothing	Manufacturing
9	Tri-State EMC	Utilities
10	Fannin Regional Hospital	Healthcare

Source: Fannin County Development Authority

### Map 5 Major Employers, Fannin County



#### 4. Recent Economic Expansions and Contractions

According to the Georgia Department of Economic Development press releases, no major expansions were identified in Fannin County since January 2022.

In contrast, the Worker Adjustment and Retraining Notification (WARN) Act helps ensure advance notice of qualified plant closings and mass layoffs. RPRG did not identify any WARN notices issued in Fannin County since 2022.

#### E. Conclusions on Local Economics

Fannin County's At-Place Employment grew significantly prior to the pandemic with net growth of 1,340 jobs (27.1 percent) from 2011 to 2019. The county's unemployment rate decreased from 10.1 percent in 2012 to 3.5 percent in 2019 prior to the pandemic which was slightly below the state and national levels. Like all areas of the nation, Fannin County's economy was negatively impacted by the COVID-19 pandemic with increased unemployment and job losses; however, the county rebounded with an average overall and employed portion of the labor force larger in January 2023 than the pre-pandemic total in 2019 while the county recovered all jobs lost during the pandemic. Fannin County's economy is projected to continue growing following the pandemic which is expected to continue to fuel demand for housing.

## 8. AFFORDABILITY & DEMAND ANALYSIS

### A. Affordability Analysis

#### 1. Methodology

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

The first component of the Affordability Analysis involves looking at the total household income distribution and renter household income distribution among Magnolia Place Market Area households for the target year of 2026. RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2017-2021 American Community Survey along with estimates and projected income growth by Esri (Table 19).

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

HUD has computed a National Non-Metro 2022 median household income of \$71,300. Based on that median income, adjusted for household size, the maximum income limit and minimum income requirements are computed for each floor plan (Table 20). The minimum income limits are calculated assuming up to 35 percent of income is spent on total housing cost (rent plus utilities). The maximum allowable incomes are based on 1.5 persons per bedroom rounded up to the nearest whole number per DCA requirements. Maximum gross rents, however, are based on the federal regulation of 1.5 persons per bedroom.

**Table 19 2026 Total and Renter Income Distribution**

Magnolia Place Market Area		2026 Total Households		2026 Renter Households	
2026 Income		#	%	#	%
less than	\$15,000	2,155	9.0%	719	14.3%
	\$15,000 - \$24,999	1,924	8.1%	642	12.8%
	\$25,000 - \$34,999	1,990	8.3%	733	14.6%
	\$35,000 - \$49,999	2,828	11.9%	860	17.1%
	\$50,000 - \$74,999	4,461	18.7%	792	15.7%
	\$75,000 - \$99,999	4,061	17.0%	852	16.9%
	\$100,000 - \$149,999	3,832	16.1%	339	6.7%
	\$150,000 - Over	2,584	10.8%	97	1.9%
<b>Total</b>		<b>23,836</b>	<b>100%</b>	<b>5,034</b>	<b>100%</b>
<b>Median Income</b>		<b>\$66,926</b>		<b>\$42,393</b>	

Source: American Community Survey 2017-2021 Estimates, Esri, RPRG

**Table 20 LIHTC Income and Rent Limits, National Non-Metro Median**

HUD 2022 Median Household Income											
U.S. Non-Metropolitan		\$71,300									
Very Low Income for 4 Person Household		\$35,650									
2022 Computed Area Median Gross Income		<b>\$71,300</b>									
Utility Allowance:											
1 Bedroom		\$109									
2 Bedroom		\$139									
3 Bedroom		\$173									
4 Bedroom		\$211									
Household Income Limits by Household Size:											
Household Size	30%	40%	50%	60%	80%	100%	120%	150%	200%		
1 Person	\$14,970	\$19,960	\$24,950	\$29,940	\$39,920	\$49,900	\$59,880	\$74,850	\$99,800		
2 Persons	\$17,100	\$22,800	\$28,500	\$34,200	\$45,600	\$57,000	\$68,400	\$85,500	\$114,000		
3 Persons	\$19,260	\$25,680	\$32,100	\$38,520	\$51,360	\$64,200	\$77,040	\$96,300	\$128,400		
4 Persons	\$21,390	\$28,520	\$35,650	\$42,780	\$57,040	\$71,300	\$85,560	\$106,950	\$142,600		
5 Persons	\$23,100	\$30,800	\$38,500	\$46,200	\$61,600	\$77,000	\$92,400	\$115,500	\$154,000		
6 Persons	\$24,810	\$33,080	\$41,350	\$49,620	\$66,160	\$82,700	\$99,240	\$124,050	\$165,400		
Imputed Income Limits by Number of Bedroom (Assuming 1.5 persons per bedroom):											
Persons	# Bed-rooms	30%	40%	50%	60%	80%	100%	120%	150%	200%	
2	1	\$17,100	\$22,800	\$28,500	\$34,200	\$45,600	\$57,000	\$68,400	\$85,500	\$114,000	
3	2	\$19,260	\$25,680	\$32,100	\$38,520	\$51,360	\$64,200	\$77,040	\$96,300	\$128,400	
5	3	\$23,100	\$30,800	\$38,500	\$46,200	\$61,600	\$77,000	\$92,400	\$115,500	\$154,000	
6	4	\$24,810	\$33,080	\$41,350	\$49,620	\$66,160	\$82,700	\$99,240	\$124,050	\$165,400	
LIHTC Tenant Rent Limits by Number of Bedrooms (assumes 1.5 persons per bedroom):											
# Persons		30%		40%		50%		60%		80%	
		Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
1 Bedroom		\$400	\$291	\$534	\$425	\$668	\$559	\$801	\$692	\$1,069	\$960
2 Bedroom		\$481	\$342	\$642	\$503	\$802	\$663	\$963	\$824	\$1,284	\$1,145
3 Bedroom		\$556	\$383	\$741	\$568	\$926	\$753	\$1,112	\$939	\$1,483	\$1,310
4 Bedroom		\$620	\$409	\$827	\$616	\$1,033	\$822	\$1,240	\$1,029	\$1,654	\$1,443

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

## 2. Affordability Analysis

The steps below look at the affordability of the proposed units at the subject property. The weighted average proposed rent was utilized for this analysis (Table 21):

- Looking at the one bedroom units at 60 percent AMI (center left panel), the weighted average overall shelter cost at the proposed rents would be \$794 (\$685 average net rent plus a utility allowance of \$109 to cover all utilities except for trash removal).
- We determined that a one bedroom unit at 60 percent AMI would be affordable to households earning at least \$27,211 per year by applying a 35 percent rent burden to the gross rent. A projected 3,511 renter households in the market area will earn at least this amount in 2026.
- Assuming a household size of two people per bedroom, the maximum income limit for a one bedroom unit at 60 percent AMI would be \$34,200. According to the interpolated income distribution for 2026, 2,999 renter households are projected to reside in the market area with incomes exceeding this income limit.
- Subtracting the 2,999 renter households with incomes above the maximum income limit from the 3,511 renter households that could afford to rent this unit, RPRG computes that a projected 512 renter households in the Magnolia Place Market Area are in the band of affordability for Magnolia Place's one bedroom units at 60 percent AMI.



- Magnolia Place would need to capture 4.1 percent of these income-qualified renter households to absorb the 21 proposed one bedroom units at 60 percent AMI.
- Using the same methodology, we determined the band of qualified households for the remaining floor plan types, AMI levels, and for the project overall. The remaining capture rates range from 0.3 percent to 5.2 percent while capture rates by income target are 1.5 percent for 50 percent AMI units, 4.6 percent for 60 percent AMI unit, and 0.5 percent for market rate (120 percent AMI) units.
- The project’s LIHTC capture rate is 4.4 percent; the project’s overall capture rate is 3.2 percent.

**Table 21 Affordability Analysis, Magnolia Place**

50% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units	
Number of Units		5		10	
Net Rent		\$559		\$663	
Gross Rent		\$668		\$802	
Income Range (Min, Max)		\$22,903	\$28,500	\$27,497	\$32,100
<b>Renter Households</b>					
Range of Qualified Hhlds		3,808	3,417	3,490	3,153
# Qualified Households		391		337	
<b>Renter HH Capture Rate</b>		<b>1.3%</b>		<b>3.0%</b>	

60% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units		Three Bedroom Units		Four Bedroom Units	
Number of Units		21		19		14		6	
Net Rent		\$685		\$816		\$927		\$1,029	
Gross Rent		\$794		\$955		\$1,100		\$1,240	
Income Range (Min, Max)		\$27,211	\$34,200	\$32,739	\$38,520	\$37,714	\$46,200	\$42,514	\$49,620
<b>Renter Households</b>									
Range of Qualified Hhlds		3,511	2,999	3,106	2,739	2,785	2,299	2,510	2,103
# Qualified Households		512		367		486		407	
<b>Renter HH Capture Rate</b>		<b>4.1%</b>		<b>5.2%</b>		<b>2.9%</b>		<b>1.5%</b>	

120% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units	
Number of Units		4		5	
Net Rent		\$942		\$1,132	
Gross Rent		\$1,051		\$1,271	
Income Range (Min, Max)		\$36,034	\$68,400	\$43,577	\$77,040
<b>Renter Households</b>					
Range of Qualified Hhlds		2,881	1,498	2,449	1,219
# Qualified Households		1,384		1,230	
<b>Renter HH Capture Rate</b>		<b>0.3%</b>		<b>0.4%</b>	

Income Target	# Units	Renter Households = 5,034				
		Band of Qualified Hhlds		# Qualified HHs	Capture Rate	
50% AMI	10	Income Households	\$22,903 3,808	\$32,100 3,153	655	1.5%
60% AMI	65	Income Households	\$27,211 3,511	\$49,620 2,103	1,408	4.6%
LIHTC Units	75	Income Households	\$22,903 3,808	\$49,620 2,103	1,705	4.4%
120% AMI	9	Income Households	\$36,034 2,881	\$77,040 1,219	1,662	0.5%
Total Units	84	Income Households	\$22,903 3,808	\$77,040 1,219	2,589	3.2%

Source: Income Projections, RPRG, Inc.



### 3. Conclusions of Affordability

All renter capture rates are acceptable indicating sufficient income-qualified renter households will exist in Magnolia Place Market Area as of 2026 to support the 84 units proposed at Magnolia Place.

## B. Demand Estimates and Capture Rates

### 1. Methodology

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

- The first component of demand is household growth. This number is the number of income-qualified renter households projected to move into the Magnolia Place Market Area between the base year (2023) and the placed-in-service year of 2026.
- The next component of demand is income-qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to ACS data, the percentage of renter households in the primary market area that are "substandard" is 7.2 percent (see Table 15 on page 33). This substandard percentage is applied to current household numbers.
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to ACS data, 33.0 percent of Magnolia Place Market Area renter households are categorized as cost burdened (see Table 15 on page 33).

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 22. Income qualification percentages for demand estimates are derived by using the Affordability Analysis detailed in Table 21.

### 2. Demand Analysis

According to DCA's demand methodology, all comparable units recently funded by DCA, proposed for funding for a bond allocation from DCA, or any comparable units at communities undergoing lease-up are to be subtracted from the demand estimates to arrive at net demand. RPRG identified one development of 18 market rate units undergoing construction in the market area comprising 10 one bedroom units and 8 two bedroom units which are subtracted from demand estimates.

The project's capture rates by income target are 3.7 percent for 50 percent, 11.2 percent for 60 percent AMI units, and 1.4 percent for market rate (120 percent AMI) units. The project's LIHTC capture rate is 10.7 percent and the project's overall capture rate is 8.0 percent (Table 22 and Table 23). Capture rates by floor plan within an income range from 0.7 percent to 12.6 percent and capture rates by floor plan are 3.9 percent for all one bedroom units, 5.3 percent for all two bedroom units, 7.0 percent for all three bedroom units, and 3.6 percent for all four bedroom units.



**Table 22 Overall Demand Estimates, Magnolia Place**

Income Target	50% AMI	60% AMI	LIHTC Units	120% AMI	Total Units
Minimum Income Limit	\$22,903	\$27,211	\$22,903	\$36,034	\$27,211
Maximum Income Limit	\$32,100	\$49,620	\$49,620	\$77,040	\$77,040
<b>(A) Renter Income Qualification Percentage</b>	<b>13.0%</b>	<b>28.0%</b>	<b>33.9%</b>	<b>33.0%</b>	<b>51.4%</b>
Demand from New Renter Households <i>Calculation (C-B) * F * A</i>	13	29	35	34	53
<b>PLUS</b>					
Demand from Existing Renter HHs (Substandard) <i>Calculation B * D * F * A</i>	46	98	119	116	181
<b>PLUS</b>					
Demand from Existing Renter HHs (Overburdened) - <i>Calculation B * E * F * A</i>	210	451	546	532	829
<b>Total Demand</b>	<b>269</b>	<b>578</b>	<b>700</b>	<b>682</b>	<b>1,062</b>
<b>LESS</b>					
Comparable Units	0	0	0	18	18
<b>Net Demand</b>	<b>269</b>	<b>578</b>	<b>700</b>	<b>664</b>	<b>1,044</b>
Proposed Units	10	65	75	9	84
<b>Capture Rate</b>	<b>3.7%</b>	<b>11.2%</b>	<b>10.7%</b>	<b>1.4%</b>	<b>8.0%</b>

Demand Calculation Inputs	
A). % of Renter Hhlds with Qualifying Income	see above
B). 2023 Householders	23,109
C). 2026 Householders	23,594
D). Substandard Housing (% of Rental Stock)	7.2%
E). Rent Overburdened (% of Renter HHs at >35%)	33.0%
F). Renter Percentage (% of all 2023 HHs)	21.1%

**Table 23 Demand Estimates by Floor Plan, Magnolia Place**

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate
<b>50% AMI</b>	<b>\$22,903 - \$32,100</b>						
One Bedroom Units		5	7.8%	160	0	160	3.1%
Two Bedroom Units		10	6.7%	138	0	138	7.2%
<b>60% AMI</b>	<b>\$27,211 - \$49,620</b>						
One Bedroom Units		21	10.2%	210	0	210	10.0%
Two Bedroom Units		19	7.3%	151	0	151	12.6%
Three Bedroom Units		14	9.7%	200	0	200	7.0%
Four Bedroom Units		6	8.1%	167	0	167	3.6%
<b>120% AMI</b>	<b>\$36,034 - \$77,040</b>						
One Bedroom Units		4	27.5%	568	10	558	0.7%
Two Bedroom Units		5	24.4%	505	8	497	1.0%
<b>By Bedroom</b>							
One Bedroom Units		30	37.7%	778	10	768	3.9%
Two Bedroom Units		34	31.7%	655	8	647	5.3%
Three Bedroom Units		14	9.7%	200	0	200	7.0%
Four Bedroom Units		6	8.1%	167	0	167	3.6%
<b>Project Total</b>	<b>\$27,211 - \$77,040</b>						
50% AMI	\$22,903 - \$32,100	10	13.0%	269	0	269	3.7%
60% AMI	\$27,211 - \$49,620	65	28.0%	578	0	578	11.2%
LIHTC Units	\$22,903 - \$49,620	75	33.9%	700	0	700	10.7%
120% AMI	\$36,034 - \$77,040	9	33.0%	682	18	664	1.4%
Total Units	\$27,211 - \$77,040	84	51.4%	1,062	18	1,044	8.0%

**3. DCA Demand Conclusions**

All capture rates are well below DCA thresholds and indicate sufficient demand in the market area to support the proposed units at Magnolia Place and the pipeline community.

## 9. COMPETITIVE RENTAL ANALYSIS

### A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Magnolia Place Market Area. We pursued several avenues of research to identify multi-family rental projects that are in the planning stages or under construction in the Magnolia Place Market Area. We contacted Olivia Holloway (Union County Building and Development), Marie Woody (Department Head of Fannin County Land Development), Karen Henson (Director of Gilmer County Planning and Zoning), Chris Mortimer (Taxes and Licensing Clerk with the City of Blue Ridge), and the Blue Ridge Housing Authority. We also reviewed DCA's lists of recent Low Income Housing Tax Credit (LIHTC) allocation and application lists and reviewed local newspaper articles. The rental survey was conducted in April and May 2023.

### B. Overview of Market Area Housing Stock

The renter occupied housing stock in both the Magnolia Place Market Area and Tri-County Region include a mix of structure types. Roughly one-third (32.2 percent) of renter occupied units in the Magnolia Place Market Area are in multi-family structures including 22.2 percent in structures with five or more units compared to 20.8 percent in the Tri-County Region (Table 24). Approximately 44 percent of renter occupied units in the Magnolia Place Market Area are single-family detached homes compared to 43.9 percent in the Tri-County Region. Mobile home renter occupied units are slightly more common in the Tri-County Region at 23.8 percent compared to 22.2 percent in the Magnolia Place Market Area. Roughly 87 percent of owner occupied units are single-family detached homes in both the Magnolia Place Market Area and Tri-County Region with nearly all remaining units in mobile homes.

**Table 24 Occupied Housing Units by Structure and Tenure**

Structure Type	Owner Occupied				Renter Occupied			
	Tri-County Region		Magnolia Place Market Area		Tri-County Region		Magnolia Place Market Area	
	#	%	#	%	#	%	#	%
1, detached	22,878	87.4%	15,030	86.7%	3,331	43.9%	2,233	43.5%
1, attached	251	1.0%	238	1.4%	131	1.7%	108	2.1%
2	8	0.0%	8	0.0%	362	4.8%	261	5.1%
3-4	12	0.0%	10	0.1%	373	4.9%	253	4.9%
5-9	10	0.0%	10	0.1%	365	4.8%	302	5.9%
10-19	0	0.0%	0	0.0%	254	3.3%	189	3.7%
20+ units	15	0.1%	15	0.1%	968	12.7%	649	12.6%
Mobile home	2,999	11.5%	2,026	11.7%	1,810	23.8%	1,138	22.2%
<b>TOTAL</b>	<b>26,173</b>	<b>100%</b>	<b>17,337</b>	<b>100%</b>	<b>7,594</b>	<b>100%</b>	<b>5,133</b>	<b>100%</b>

Source: American Community Survey 2017-2021

The renter occupied housing stock in the Magnolia Place Market Area is comparable in age to the Tri-County Region's with a renter occupied median year built of 1988 in both areas (Table 25). Over half (52.2 percent) of renter occupied units in the Magnolia Place Market Area were built prior to 1990 while one-quarter (25.2 percent) were built since 2000. Owner occupied units are significantly newer than renter occupied units in the Magnolia Place Market Area with a median year built of 1996; approximately 63 percent of owner occupied units in the market area were built in the 1990s or later. Nearly one-quarter (23.8 percent) of owner occupied units in the market area were built prior to 1980. The 1980s, 1990s, and 2000s were the most active decades for construction among the market area's renter occupied units with 60.5 percent of all renter occupied units built in this time frame.



According to 2017-2021 ACS data, the median value among owner occupied housing units in the Magnolia Place Market Area was \$221,505, which is \$4,023 or 1.8 percent higher than the Tri-County Region median of \$217,483 (Table 26). ACS estimates home values based upon values from homeowners’ assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data but offers insight of relative housing values among two or more areas.

**Table 25 Dwelling Units by Year Built and Tenure**

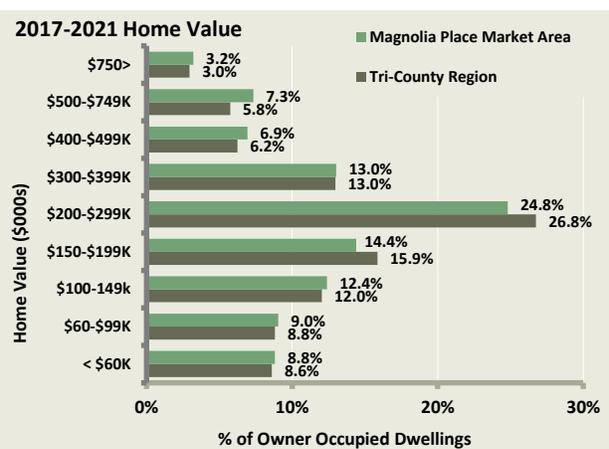
Year Built	Owner Occupied				Renter Occupied			
	Tri-County Region		Magnolia Place Market Area		Tri-County Region		Magnolia Place Market Area	
	#	%	#	%	#	%	#	%
2020 or later	0	0.0%	0	0.0%	0	0.0%	0	0.0%
2010 to 2019	2,627	10.0%	1,992	11.5%	599	7.9%	519	10.1%
2000 to 2009	8,582	32.5%	5,429	31.2%	1,026	13.5%	775	15.1%
1990 to 1999	5,533	21.0%	3,500	20.1%	1,854	24.3%	1,163	22.6%
1980 to 1989	3,771	14.3%	2,307	13.3%	2,135	28.0%	1,173	22.8%
1970 to 1979	2,328	8.8%	1,764	10.1%	763	10.0%	557	10.8%
1960 to 1969	1,223	4.6%	749	4.3%	512	6.7%	385	7.5%
1950 to 1959	1,193	4.5%	700	4.0%	336	4.4%	294	5.7%
1940 to 1949	517	2.0%	456	2.6%	154	2.0%	141	2.7%
1939 or earlier	608	2.3%	491	2.8%	247	3.2%	141	2.7%
<b>TOTAL</b>	<b>26,382</b>	<b>100%</b>	<b>17,388</b>	<b>100%</b>	<b>7,626</b>	<b>100%</b>	<b>5,148</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1996</b>		<b>1996</b>		<b>1988</b>		<b>1988</b>	

Source: American Community Survey 2017-2021

**Table 26 Value of Owner Occupied Housing Stock**

2017-2021 Home Value	Tri-County Region		Magnolia Place Market Area	
	#	%	#	%
less than \$60,000	2,272	8.6%	1,534	8.8%
\$60,000 - \$99,999	2,325	8.8%	1,573	9.0%
\$100,000 - \$149,999	3,175	12.0%	2,155	12.4%
\$150,000 - \$199,999	4,185	15.9%	2,504	14.4%
\$200,000 - \$299,999	7,058	26.8%	4,315	24.8%
\$300,000 - \$399,999	3,421	13.0%	2,266	13.0%
\$400,000 - \$499,999	1,648	6.2%	1,205	6.9%
\$500,000 - \$749,999	1,517	5.8%	1,275	7.3%
\$750,000 over	781	3.0%	561	3.2%
<b>Total</b>	<b>26,382</b>	<b>100%</b>	<b>17,388</b>	<b>100%</b>
<b>Median Value</b>	<b>\$217,483</b>		<b>\$221,505</b>	

Source: American Community Survey 2017-2021



### C. Survey of General Occupancy Rental Communities

#### 1. Introduction to the Rental Housing Survey

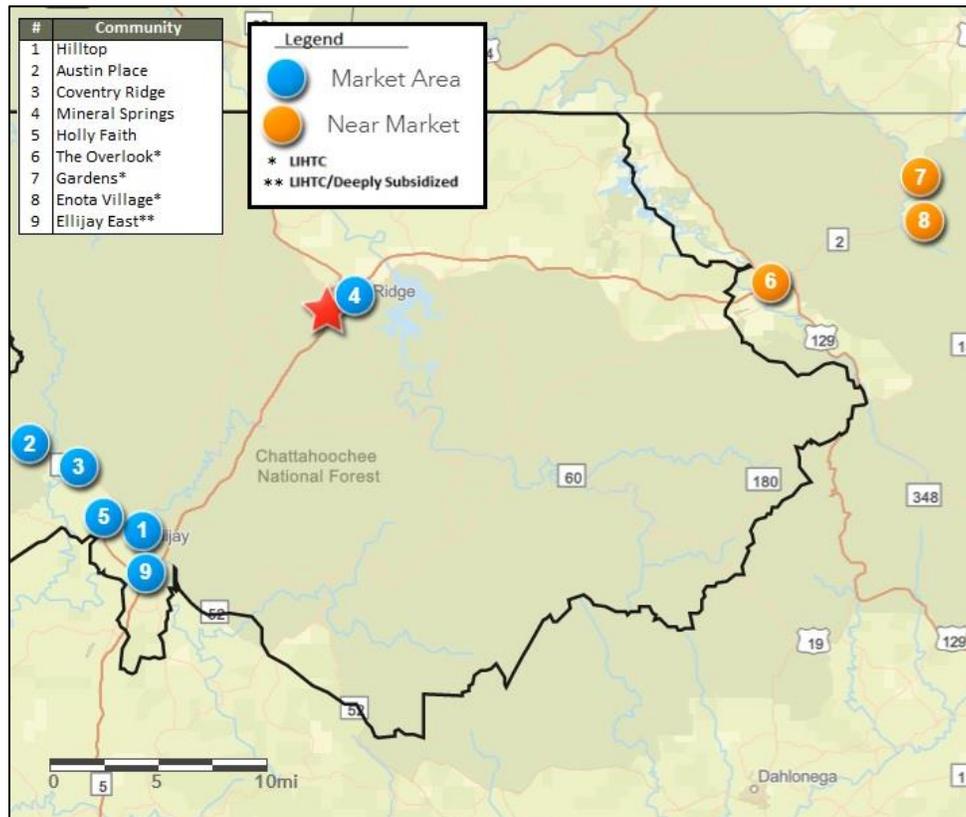
As part of this analysis, RPRG surveyed six general occupancy communities in the Magnolia Place Market Area including four market rate communities, one LIHTC community, and one LIHTC community with PBRA. Due to the limited stock of rental communities in the market area, we also surveyed Near Market communities representing regional options in this analysis, which includes three LIHTC communities in the Blairsville area east of the market area. While not all rental

communities surveyed will directly compete with the subject property, they offer insight into current multi-family options, conditions, and pricing in the region. Age-restricted communities were excluded from the analysis given the difference in age-targeting. RPRG was unable to survey one general occupancy LIHTC community (Nantahala Village) and one deeply subsidized LIHTC community (Brookstone) after repeated attempts to contact management. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 6.

## 2. Location

One of six surveyed communities in the market area is in Blue Ridge, roughly one mile northeast of the subject site along Mineral Springs Road. Five surveyed communities in the market area are clustered in Ellijay within 17 miles southwest of the subject site. Two Near Market communities (Gardens and Enota Village) are located near U.S. Highway 515 in Blairsville roughly 31 miles east of the subject site while one Near Market community (The Overlook) is approximately 22 miles northeast of the subject site in Young Harris (Map 6). The site is in a generally comparable location to the surveyed communities and shares similar rural locations with generally comparable access to area amenities and major thoroughfares in the region.

**Map 6 Surveyed Rental Communities**



## 3. Size of Communities

The surveyed Market Area communities without PBRA range in size from 12 to 67 units and average 43 units; the Near Market surveyed communities range in size from 51 to 72 units and average 61 units (Table 27). Mineral Springs (Market Area LIHTC community) offers 67 units while the Near Market LIHTC communities average 61 units with a range of 51 to 72 units (Table 28). Three Market Area communities have 12 to 26 units, and three communities have 27 to 67 units. Among the three Near Market communities, two have 51 to 60 units and one community has 72 units.

#### 4. Age of Communities

The average year built across all surveyed rental communities is 2001 with a placed-in-service range from 1991 to 2017 (Table 27). The Near Market communities are significantly newer with a placed-in-service range of 2007 to 2017 and an average year built of 2013; the Market Area communities without PBRA are older with a placed-in-service range of 1990 to 2003 and an average year built of 1996. The surveyed Near Market LIHTC communities have a placed-in-service range of 2007 to 2017 with an average year built of 2013 while Mineral Springs (Market Area LIHTC community) was built in 2003 (Table 28).

#### 5. Structure Type

Among the six Market Area communities, four surveyed communities offer garden apartments with two communities also offering townhomes. Two Market Area communities offer townhomes exclusively. All Near Market communities offer garden apartments exclusively (Table 27).

#### 6. Vacancy Rates

The Market Area rental market without PBRA is performing very well with one vacancy among 160 units for an aggregate vacancy rate of 0.6 percent; Mineral Springs (Market Area LIHTC community) is fully occupied (Table 27). All Near Market LIHTC communities are fully occupied while Ellijay East (LIHTC community with PBRA inside the market area) reported 11 vacancies among 45 units for a vacancy rate of 24.4 percent (Table 28). According to Ellijay East's management, the high vacancy rate is due to a recent change in management.

#### 7. Rent Concessions

None of the surveyed communities were offering rental incentives at the time of our survey.

**Table 27 Summary, Surveyed Rental Communities**

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Avg 3BR Rent (1)	Avg 4BR Rent (1)	Incentives
	Subject Property - 50% AMI		Gar	10			\$559	\$663			
	Subject Property - 60% AMI		Gar	65			\$685	\$816	\$927	\$1,029	
	Subject Property - Market		Gar	9			\$942	\$1,132			
	<b>Total</b>			<b>84</b>							
<b>Market Area Communities</b>											
1	Hilltop	1990	TH	37	1	2.7%		\$1,475			None
2	Austin Place	1998	Gar/TH	26	0	0.0%	\$1,150	\$1,250			None
3	Coventry Ridge	1995	Gar	18	0	0.0%	\$1,075	\$1,240			None
4	Mineral Springs*	2003	Gar/TH	67	0	0.0%		\$1,200	\$871	\$732	None
5	Holly Faith	1995	Gar	12	0	0.0%	\$525	\$725			None
	<b>Market Area Total</b>			<b>160</b>	<b>1</b>	<b>0.6%</b>					
	<b>Market Area Stabilized Total</b>										
	<b>Market Area Average</b>	1996		56			\$917	\$1,178	\$871		
<b>Near Market Communities</b>											
6	The Overlook*	2017	Gar	72	0	0.0%	\$572	\$675	\$762		None
7	Gardens*	2014	Gar	51	0	0.0%	\$621	\$672			None
8	Enota Village*	2007	Gar	60	0	0.0%		\$626	\$693	\$867	None
	<b>Near Market Total</b>			<b>183</b>	<b>0</b>	<b>0.0%</b>					
	<b>Near Market Stabilized Total</b>										
	<b>Near Market Average</b>	2013		61			\$596	\$657	\$728	\$732	
	<b>Total Average</b>	2002		343	1	0.3%	\$788	\$983	\$775	\$800	
	<b>LIHTC Total</b>			250	0	0.0%					
	<b>LIHTC Average</b>	2010		63			\$596	\$793	\$775	\$800	

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

(\*) LIHTC

Source: Phone Survey, RPRG, Inc. April/May 2023

**Table 28 Summary, Deeply Subsidized LIHTC Community**

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)
9	Ellijay East	1991	TH	45	11	24.4%	\$599	\$562
	<b>Total Average</b>	<b>1991</b>		<b>45</b>	<b>11</b>	<b>24.4%</b>	<b>\$599</b>	<b>\$562</b>

Source: Phone Survey, RPRG, Inc. April/May 2023

(\*) LIHTC/Deeply Subsidized Community

## 8. Absorption History

The Overlook (Near Market LIHTC community) delivered 72 units in August 2017 after pre-leasing began in May 2017. The community stabilized in December 2017 for an average monthly absorption of roughly nine units.

## D. Analysis of Product Offerings

### 1. Payment of Utility Costs

Among Market Area communities, all communities include trash removal. One community inside the market area, Coventry Ridge, includes all utilities in the rent while Austin Place includes water, sewer, and trash removal in rent (Table 29). Among Near Market communities, three of four communities include trash removal in the rent; Ellijay East (Near Market) includes water, sewer, and trash removal in the rent. Among surveyed LIHTC communities (Market Area and Near Market), all include trash removal in rent. Magnolia Place will include the cost of trash removal in the rent.

### 2. Unit Features

Among Market Area Communities, four of five surveyed communities offer a dishwasher, and all communities offer washer and dryer hook ups. Two Market Area communities offer disposals and none of the surveyed Market Area communities offer a microwave (Table 29). Three surveyed Market Area communities offer patios/balconies as standard. Three of four Near Market communities offer a dishwasher and disposal while two Near Market communities offer microwaves. Three of four Near Market communities offer patios/balconies as standard. Magnolia Place will offer a refrigerator, range/oven, dishwasher, microwave, disposal, patios/balconies, carpet in bedroom areas and LVT plank in living, dining, kitchen, and bathrooms, high speed internet, and in-unit washer and dryers in each unit which is superior to all surveyed communities.

### 3. Parking

All surveyed communities offer surface parking as the standard parking option.

### 4. Community Amenities

The surveyed communities in both the Market Area and Near Market generally offer limited amenities. Among surveyed Market Area communities, two communities offer a playground. Mineral Springs, a LIHTC community, also offers a clubhouse, fitness room, and business center. Two Near Market communities offer a clubhouse, fitness room, and playground while all three surveyed Near Market communities offer a business center (Table 30). Magnolia Place will offer a community room, fitness center, business center, community garden, library, wellness room, and playground. Magnolia Place's proposed amenities will be competitive among surveyed LIHTC communities and will be superior to the surveyed market rate communities.



**Table 29 Utility Arrangement and Unit Features, Surveyed Rental Communities**

Community	Utilities Included in Rent						Dish-washer	Dispos-al	Micro-wave	In Unit Laundry	Patio Balcony
	Heat	Hot Water	Cooking	Electric	Water	Trash					
<b>Subject Property</b>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	STD	STD - Full	STD				
<b>Market Area Communities</b>											
Hilltop	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD		Hook Ups					
Austin Place	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD			Hook Ups	STD
Coventry Ridge	<input checked="" type="checkbox"/>				Hook Ups	STD					
Mineral Springs*	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD		Hook Ups	STD				
Holly Faith	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD			Hook Ups					
<b>Near Market Communities</b>											
The Overlook*	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	STD	Hook Ups	STD				
Gardens*	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	STD	Hook Ups	STD				
Enota Village*	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD		Hook Ups					
Ellijay East^	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>				Hook Ups	STD

Source: Phone Survey, RPRG, Inc. April/May 2023

(\*) LIHTC

(^) LIHTC/Deeply Subsidized

**Table 30 Community Amenities, Surveyed Rental Communities**

Community	Clubhouse	Fitness Room	Playground	Business Center
<b>Subject Property</b>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Market Area Communities</b>				
Hilltop	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Austin Place	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coventry Ridge	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mineral Springs*	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Holly Faith	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Near Market Communities</b>				
The Overlook*	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Gardens*	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Enota Village*	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Ellijay East^	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Source: Phone Survey, RPRG, Inc. April/May 2023

(\*) LIHTC

(^) LIHTC/Deeply Subsidized

**5. Unit Distribution**

All surveyed communities (Market Area and Near Market) offer two bedroom units, six of nine offer one bedroom units, and three offer three bedroom units. Two communities offer four bedroom units while no surveyed communities offer all four floor plans (Table 31). All Market Area communities



reported unit distributions. Among Market Area communities, two bedroom units are the most common at 71.9 percent, followed by three bedroom units at 13.1 percent. Four bedroom units are least common at 3.3 percent while one bedroom units comprise 11.8 percent of Market Area housing stock. Near Market communities reporting unit distributions contain 27.9 percent of the surveyed Near Market rental stock. Among these communities, two bedroom units are the most common at 64.7 percent of surveyed units followed by one bedroom units at 35.3 percent. Three and four bedroom unit distributions were unavailable.

## 6. Effective Rents

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

Among surveyed Market Area rental communities without PBRA, net rents, unit sizes, and rents per square foot are as follows:

- **One bedroom** effective rents average \$872 per month. The average one bedroom unit size is 653 square feet resulting in a net rent per square foot of \$1.33.
- **Two bedroom** effective rents average \$1,142 per month. The average two bedroom unit size is 968 square feet resulting in a net rent per square foot of \$1.18.
- **Three bedroom** effective rents average \$671 per month. The average three bedroom unit size is 1,104 square feet resulting in a net rent per square foot of \$0.61. Two LIHTC communities offered three bedroom units, so the three bedroom average is skewed low due to the LIHTC income targeting.
- **Four bedroom** effective rents average \$732 per month. The average four bedroom unit size is 1,372 square feet resulting in a net per square foot of \$0.53. Two LIHTC communities offered four bedroom units, so the four bedroom average is skewed low due to the LIHTC income targeting.

Average effective rents include LIHTC units at 30 percent and 60 percent AMI as well as market rate units. LIHTC rents are generally at the lowest end of the market in terms of price.

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

- **One bedroom** effective rents average \$581 per month. The average one bedroom unit size is 719 square feet resulting in a net rent per square foot of \$0.81.
- **Two bedroom** effective rents average \$627 per month. The average two bedroom unit size is 1,078 square feet resulting in a net rent per square foot of \$0.58.
- **Three bedroom** effective rents average \$711 per month. The average three bedroom unit size is 1,327 square feet resulting in a net rent per square foot of \$0.54. One LIHTC community and one mixed-income community offered three bedroom units, so the three bedroom average is skewed low due to the LIHTC income targeting.
- **Four bedroom** effective rents average \$867 per month. The average four bedroom unit size is 1,615 square feet resulting in a net per square foot of \$0.54.

Average effective rents include LIHTC units at 30 percent, 50 percent, and 60 percent AMI as well as market rate units. LIHTC rents are generally at the lowest end of the market in terms of price.



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

Community	Total Units	One Bedroom Units				Two Bedroom Units				Three Bedroom Units				Four Bedroom Units			
		Units	Rent (1)	SF	Rent/ SF	Units	Rent (1)	SF	Rent/ SF	Units	Rent (1)	SF	Rent/ SF	Units	Rent (1)	SF	Rent/ SF
Subject - 50% AMI	15	5	\$559	650	\$0.86	10	\$663	850	\$0.78								
Subject - 60% AMI	60	21	\$685	650	\$1.05	19	\$816	850	\$0.96	14	\$927	1,112	\$0.83	6	\$1,029	1,240	\$0.83
Subject - Market	9	4	\$942	650	\$1.45	5	\$1,132	850	\$1.33								
<b>Total</b>	<b>84</b>	<b>30</b>				<b>34</b>				<b>14</b>				<b>6</b>			
<b>Market Area Communities</b>																	
Hilltop	37					37	\$1,475	1,000	\$1.48								
Austin Place	26	8	\$1,135	760	\$1.49	18	\$1,230	1,100	\$1.12								
Mineral Springs	35					35	\$1,190	840	\$1.42								
Coventry Ridge	18	6	\$955	400	\$2.39	12	\$1,090	800	\$1.36								
Mineral Springs 60% AMI*	25									20	\$956	1,104	\$0.87	5	\$1,049	1,372	\$0.76
Holly Faith	12	4	\$525	800	\$0.66	8	\$725	1,100	\$0.66								
Mineral Springs 30% AMI*	7									4	\$386	1,104	\$0.30	3	\$414	1,372	\$0.30
Market Area Total/Average	153		\$872	653	\$1.33		\$1,142	968	\$1.18		\$671	1,104	\$0.61		\$732	1,372	\$0.53
Market Area Unit Distribution	153	18				110				20				5			
Market Area % of Total	100.0%	11.8%				71.9%				13.1%				3.3%			
<b>Near Market Communities</b>																	
Enota Village							\$1,040	1,143	\$0.91	\$1,140	1,412	\$0.81		\$1,600	1,615	\$0.99	
The Overlook 60% AMI*	72		\$620	719	\$0.86		\$737	1,029	\$0.72	\$834	1,200	\$0.70					
Gardens 60% AMI*	45	15	\$616	719	\$0.86	30	\$674	1,029	\$0.66								
The Overlook 50% AMI*			\$503	719	\$0.70		\$592	1,029	\$0.58	\$670	1,200	\$0.56					
Enota Village 50% AMI*	60						\$542	1,143	\$0.47	\$615	1,412	\$0.44		\$680	1,615	\$0.42	
Gardens 50% AMI*	6	3	\$585	719	\$0.81	3	\$542	1,029	\$0.53								
Enota Village 30% AMI*							\$265	1,143	\$0.23	\$295	1,412	\$0.21		\$322	1,615	\$0.20	
Near Market Total/Average	183		\$581	719	\$0.81		\$627	1,078	\$0.58		\$711	1,327	\$0.54		\$867	1,615	\$0.54
Near Market Unit Distribution	51	18				33											
Near Market % of Total	27.9%	35.3%				64.7%											
<b>Total/Average</b>	<b>336</b>		<b>\$706</b>	<b>691</b>	<b>\$1.02</b>		<b>\$842</b>	<b>1,032</b>	<b>\$0.82</b>		<b>\$699</b>	<b>1,263</b>	<b>\$0.55</b>		<b>\$813</b>	<b>1,518</b>	<b>\$0.54</b>
Unit Distribution	204	36				143				20				5			
% of Total	60.7%	17.6%				70.1%				9.8%				2.5%			

(1) Rent is adjusted to include trash, and Incentives

(\*) LIHTC

Source: Phone Survey, RPRG, Inc. April/May 2023

### 7. Scattered Site Rentals

Given the multi-family rental options in the market area, limited scattered site options, and rent and income restrictions proposed for 75 of 84 units at Magnolia Place, scattered site rentals are not expected to be a significant source of competition for the subject property. The average rent for three bedroom scattered site rentals in the market area is \$2,750 while the four bedroom scattered site rental is \$4,000 per month (Table 32).

**Table 32 Scattered Site Rentals, Magnolia Place Market Area**

Bed	Bath	Sq. Ft.	Rent	Address	City	Type
3	3	1,950	\$2,300	190 Brookwood Drive	Blue Ridge	SFD
3	2	1,296	\$3,000	5496 Rock Creek Road	Cherry Log	SFD
3	2	1,600	\$2,500	668 Lower Star Creek Road	Morganton	SFD
3	3.5	2,592	\$3,200	565 Hidden Lake Drive	Cherry Log	SFD
<b>3BR Average</b>			<b>\$2,750</b>			
4	2	2,128	\$4,000	1441 Chestnut Gap Road	Blue Ridge	SFD

Source: Zillow

## 8. Estimated Market Rent

To better understand how the proposed rents compare with the rental market, rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. No market rate communities offer one, two, three, and four bedroom units. Three market rate communities offering one and two bedroom units are included in this analysis and adjustments made are broken down into four classifications. Notably, a \$100 adjustment will be utilized regarding number of bedrooms. These classifications and an explanation of the adjustments made follows:

**Table 33 Estimate of Market Rent Adjustments**

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

Rent Adjustments Summary	
<b>B. Design, Location, Condition</b>	
Structure / Stories	\$25.00
Year Built / Condition	\$0.75
Quality/Street Appeal	\$20.00
Location	\$20.00
<b>C. Unit Equipment / Amenities</b>	
Number of Bedrooms	\$100.00
Number of Bathrooms	\$30.00
Unit Interior Square Feet	\$0.25
Balcony / Patio / Porch	\$5.00
AC Type:	\$5.00
Range / Refrigerator	\$25.00
Microwave / Dishwasher	\$5.00
Washer / Dryer: In Unit	\$25.00
Washer / Dryer: Hook-ups	\$5.00
<b>D. Site Equipment / Amenities</b>	
Parking (\$ Fee)	
Club House	\$10.00
Pool	\$10.00
Recreation Areas	\$5.00
Fitness Center	\$10.00

Based on our adjustment calculations, the estimated market rents for the units at Magnolia Place are \$998 for one bedroom units (Table 34), \$1,138 for two bedroom units (Table 35), \$1,295 for three bedroom units (Table 36), and \$1,415 for four bedroom units (Table 37). All proposed 50 percent AMI and weighted average 60 percent AMI LIHTC rents have significant rent advantages ranging from 27.3 percent to 44.0 percent. The proposed one bedroom market rate rent has a 5.6 percent rent advantage while the proposed two bedroom market rate rent has a 0.5 percent rent advantage (Table 38). The project's overall market advantage is 28.81 percent.



Table 34 Adjusted Rent Comparison, One Bedroom

One Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Magnolia Place	Austin Place		Coventry Ridge		Holly Faith		
SE intersection of Boardtown Road and Trackside Lane	3017 Chatsworth Highway		137 Sumner Top Lane		79 Tower Road		
Blue Ridge, Fannin County, GA	Ellijay	Gilmer	Ellijay	Gilmer	Ellijay	Gilmer	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (Avg. 60% LIHTC)	\$678	\$1,150	\$0	\$1,075	\$0	\$525	\$0
Utilities Included	T	W, S, T	(\$15)	None	(\$120)	T	\$0
Rent Concessions	\$0	None	\$0	None	\$0	None	\$0
<b>Effective Rent</b>	<b>\$678</b>	<b>\$1,135</b>		<b>\$955</b>		<b>\$525</b>	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden/TH	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2026	1998	\$21	1995	\$23	1995	\$23
Quality/Street Appeal	Above Average	Average	\$20	Below Average	\$40	Below Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	1	1	\$0	1	\$0	1	\$0
Number of Bathrooms	1	1	\$0	1	\$0	1	\$0
Unit Interior Square Feet	650	760	(\$28)	400	\$63	800	(\$38)
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	No	\$5
AC Type:	Central	Central	\$0	Window	\$5	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / No	\$5	No / No	\$10	No / Yes	\$5
Washer / Dryer: In Unit	Yes	No	\$25	No	\$25	No	\$25
Washer / Dryer: Hook-ups	Yes	Yes	\$0	Yes	\$0	No	\$5
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Learning Center	Yes	No	\$10	No	\$10	No	\$10
Club House	Yes	No	\$10	No	\$10	No	\$10
Pool	No	No	\$0	No	\$0	No	\$0
Recreation Areas	Yes	No	\$5	No	\$5	No	\$5
Fitness Center	Yes	No	\$10	No	\$10	No	\$10
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		8	1	10	0	10	1
Sum of Adjustments B to D		\$106	(\$28)	\$201	\$0	\$138	(\$38)
F. Total Summary							
Gross Total Adjustment		\$134		\$201		\$176	
Net Total Adjustment		\$78		\$201		\$100	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,213		\$1,156		\$625	
% of Effective Rent		106.9%		121.0%		119.0%	
<b>Estimated Market Rent</b>	<b>\$998</b>						
<b>Rent Advantage \$</b>	<b>\$320</b>						
<b>Rent Advantage %</b>	<b>32.1%</b>						

**Table 35 Adjusted Rent Comparison, Two Bedroom**

Two Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Magnolia Place SE intersection of Boardtown Road and Trackside Lane Blue Ridge, Fannin County, GA	Austin Place		Coventry Ridge		Holly Faith		
	3017 Chatsworth Highway		137 Sumner Top Lane		79 Tower Road		
	Ellijay	Gilmer	Ellijay	Gilmer	Ellijay	Gilmer	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (Avg. 60% LIHTC)	\$747	\$1,250	\$0	\$1,240	\$0	\$750	\$0
Utilities Included	T	W, S, T	(\$20)	All	(\$150)	T	\$0
Rent Concessions	\$0	None	\$0	None	\$0	None	\$0
<b>Effective Rent</b>	<b>\$747</b>	<b>\$1,230</b>		<b>\$1,090</b>		<b>\$750</b>	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden/TH	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2026	1998	\$21	1995	\$23	1995	\$23
Quality/Street Appeal	Above Average	Average	\$20	Below Average	\$40	Below Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	2	2	\$0	2	\$0	2	\$0
Number of Bathrooms	2	1.5	\$15	1	\$30	1	\$30
Unit Interior Square Feet	850	1,100	(\$63)	800	\$13	1,100	(\$63)
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	No	\$5
AC Type:	Central	Central	\$0	Window	\$5	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / No	\$5	No / No	\$10	No / Yes	\$5
Washer / Dryer: In Unit	Yes	No	\$25	No	\$25	No	\$25
Washer / Dryer: Hook-ups	Yes	Yes	\$0	Yes	\$0	No	\$5
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Learning Center	Yes	No	\$10	No	\$10	No	\$10
Club House	Yes	No	\$10	No	\$10	No	\$10
Pool	No	No	\$0	No	\$0	No	\$0
Recreation Areas	Yes	No	\$5	No	\$5	No	\$5
Fitness Center	Yes	No	\$10	No	\$10	No	\$10
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		9	1	11	0	11	1
Sum of Adjustments B to D		\$121	(\$63)	\$181	\$0	\$168	(\$63)
F. Total Summary							
Gross Total Adjustment		\$184		\$181		\$231	
Net Total Adjustment		\$58		\$181		\$105	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,288		\$1,271		\$855	
% of Effective Rent		104.7%		116.6%		114.0%	
<b>Estimated Market Rent</b>	<b>\$1,138</b>						
<b>Rent Advantage \$</b>	<b>\$391</b>						
<b>Rent Advantage %</b>	<b>34.4%</b>						



**Table 36 Adjusted Rent Comparison, Three Bedroom**

Three Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Magnolia Place SE intersection of Boardtown Road and Trackside Lane Blue Ridge, Fannin County, GA	Austin Place		Coventry Ridge		Holly Faith		
	3017 Chatsworth Highway		137 Sumner Top Lane		79 Tower Road		
	Ellijay	Gilmer	Ellijay	Gilmer	Ellijay	Gilmer	
<b>A. Rents Charged</b>	<b>Subject</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Street Rent (Avg. 60% LIHTC)	\$927	\$1,250	\$0	\$1,240	\$0	\$750	\$0
Utilities Included	T	W, S, T	(\$25)	All	(\$170)	T	\$0
Rent Concessions	\$0	None	\$0	None	\$0	None	\$0
<b>Effective Rent</b>	<b>\$927</b>	<b>\$1,225</b>		<b>\$1,070</b>		<b>\$750</b>	
<i>In parts B thru D, adjustments were made only for differences</i>							
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Structure / Stories	Garden	Garden/TH	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2026	1998	\$21	1995	\$23	1995	\$23
Quality/Street Appeal	Above Average	Average	\$20	Below Average	\$40	Below Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
<b>C. Unit Equipment / Amenities</b>		<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Number of Bedrooms	3	2	\$100	2	\$100	2	\$100
Number of Bathrooms	2	1.5	\$15	1	\$30	1	\$30
Unit Interior Square Feet	1,112	1,100	\$3	800	\$78	1,100	\$3
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	No	\$5
AC Type:	Central	Central	\$0	Window	\$5	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / No	\$5	No / No	\$10	No / Yes	\$5
Washer / Dryer: In Unit	Yes	No	\$25	No	\$25	No	\$25
Washer / Dryer: Hook-ups	Yes	Yes	\$0	Yes	\$0	No	\$5
<b>D. Site Equipment / Amenities</b>		<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Learning Center	Yes	No	\$10	No	\$10	No	\$10
Club House	Yes	No	\$10	No	\$10	No	\$10
Pool	No	No	\$0	No	\$0	No	\$0
Recreation Areas	Yes	No	\$5	No	\$5	No	\$5
Fitness Center	Yes	No	\$10	No	\$10	No	\$10
<b>E. Adjustments Recap</b>		<b>Positive</b>	<b>Negative</b>	<b>Positive</b>	<b>Negative</b>	<b>Positive</b>	<b>Negative</b>
Total Number of Adjustments		11	0	12	0	13	0
Sum of Adjustments B to D		\$224	\$0	\$346	\$0	\$271	\$0
<b>F. Total Summary</b>							
<i>Gross Total Adjustment</i>		\$224		\$346		\$271	
<i>Net Total Adjustment</i>		\$224		\$346		\$271	
<b>G. Adjusted And Achievable Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
Adjusted Rent		\$1,449		\$1,416		\$1,021	
% of Effective Rent		118.3%		132.3%		136.1%	
<b>Estimated Market Rent</b>	<b>\$1,295</b>						
<b>Rent Advantage \$</b>	<b>\$368</b>						
<b>Rent Advantage %</b>	<b>28.4%</b>						

**Table 37 Adjusted Rent Comparison, Four Bedroom**

Four Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Magnolia Place SE intersection of Boardtown Road and Trackside Lane Blue Ridge, Fannin County, GA	Austin Place		Coventry Ridge		Holly Faith		
	3017 Chatsworth Highway		137 Sumner Top Lane		79 Tower Road		
	Ellijay	Gilmer	Ellijay	Gilmer	Ellijay	Gilmer	
<b>A. Rents Charged</b>	<b>Subject</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Street Rent (Avg. 60% LIHTC)	\$1,029	\$1,250	\$0	\$1,240	\$0	\$750	\$0
Utilities Included	T	W, S, T	(\$40)	All	(\$217)	T	\$0
Rent Concessions	\$0	None	\$0	None	\$0	None	\$0
<b>Effective Rent</b>	<b>\$1,029</b>	<b>\$1,210</b>		<b>\$1,023</b>		<b>\$750</b>	
<i>In parts B thru D, adjustments were made only for differences</i>							
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Structure / Stories	Garden	Garden/TH	\$0	Garden	\$0	Garden	\$0
Year Built / Condition	2026	1998	\$21	1995	\$23	1995	\$23
Quality/Street Appeal	Above Average	Average	\$20	Below Average	\$40	Below Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
<b>C. Unit Equipment / Amenities</b>		<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Number of Bedrooms	4	2	\$200	2	\$200	2	\$200
Number of Bathrooms	2	1.5	\$15	1	\$30	1	\$30
Unit Interior Square Feet	1,240	1,100	\$35	800	\$110	1,100	\$35
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	No	\$5
AC: (C)entral / (W)all / (N)one	Central	Central	\$0	Window	\$5	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / No	\$5	No / No	\$10	No / Yes	\$5
Washer / Dryer: In Unit	Yes	No	\$25	No	\$25	No	\$25
Washer / Dryer: Hook-ups	Yes	Yes	\$0	Yes	\$0	No	\$5
<b>D. Site Equipment / Amenities</b>		<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>	<b>Data</b>	<b>\$ Adj.</b>
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Learning Center	Yes	No	\$10	No	\$10	No	\$10
Club House	Yes	No	\$10	No	\$10	No	\$10
Pool	No	No	\$0	No	\$0	No	\$0
Recreation Areas	Yes	No	\$5	No	\$5	No	\$5
Fitness Center	Yes	No	\$10	No	\$10	No	\$10
<b>E. Adjustments Recap</b>		<b>Positive</b>	<b>Negative</b>	<b>Positive</b>	<b>Negative</b>	<b>Positive</b>	<b>Negative</b>
Total Number of Adjustments		11	0	12	0	13	0
Sum of Adjustments B to D		\$356	\$0	\$478	\$0	\$403	\$0
<b>F. Total Summary</b>							
<i>Gross Total Adjustment</i>		\$356		\$478		\$403	
<i>Net Total Adjustment</i>		\$356		\$478		\$403	
<b>G. Adjusted And Achievable Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
Adjusted Rent		\$1,566		\$1,501		\$1,153	
% of Effective Rent		129.4%		146.7%		153.7%	
<b>Estimated Market Rent</b>	<b>\$1,415</b>						
<b>Rent Advantage \$</b>	<b>\$386</b>						
<b>Rent Advantage %</b>	<b>27.3%</b>						

**Table 38 Market Rent and Rent Advantage Summary**

<b>50% AMI Units</b>	<b>One Bedroom</b>	<b>Two Bedroom</b>	<b>Three Bedroom</b>	<b>Four Bedroom</b>
Subject Rent	\$559	\$663		
Est. Market Rent	\$998	\$1,138		
Rent Advantage (\$)	\$439	\$475		
Rent Advantage (%)	44.0%	41.7%		
Proposed Units	5	10		
<b>Market Advantage</b>				<b>42.5%</b>
<b>60% AMI Units</b>	<b>One Bedroom</b>	<b>Two Bedroom</b>	<b>Three Bedroom</b>	<b>Four Bedroom</b>
Subject Rent	\$685	\$816	\$927	\$1,029
Est. Market Rent	\$998	\$1,138	\$1,295	\$1,415
Rent Advantage (\$)	\$313	\$322	\$368	\$386
Rent Advantage (%)	31.4%	28.3%	28.4%	27.3%
Proposed Units	21	19	14	6
<b>Market Advantage</b>				<b>29.3%</b>
<b>MKT Units</b>	<b>One Bedroom</b>	<b>Two Bedroom</b>	<b>Three Bedroom</b>	<b>Four Bedroom</b>
Subject Rent	\$942	\$1,132		
Est. Market Rent	\$998	\$1,138		
Rent Advantage (\$)	\$56	\$6		
Rent Advantage (%)	5.6%	0.5%		
Proposed Units	4	5		
<b>Market Advantage</b>				<b>2.8%</b>
<b>Overall Market Advantage</b>				<b>28.81%</b>

### E. Multi-Family Pipeline

For purpose of identifying pipeline projects, we contacted Olivia Holloway (Union County Building and Development), Marie Woody (Department Head of Fannin County Land Development), Karen Henson (Director of Gilmer County Planning and Zoning), and Chris Mortimer (Taxes and Licensing Clerk with the City of Blue Ridge). We also reviewed DCA's lists of recent Low Income Housing Tax Credit (LIHTC) allocation and application lists and reviewed local newspaper articles.

RPRG identified one market rate multi-family development under construction on McKinney Road in Blue Ridge. The development is expected to comprise 18 units, of which 10 units will be one bedroom units and eight units will be two bedroom units according to Marie Woody, Department Head of Fannin County Land Development. Another development received rezoning approval with conditions in June 2022 at 558 Progress Road in Ellijay according to Karen Henson, Director of Gilmer County Planning and Zoning. The developer is expected to present plans for a maximum of 80 multi-family units; however, the development has not moved forward, and no other information was available.



### F. Housing Authority Information

According to the Blue Ridge Housing Authority’s website, the multi-family public housing waiting list is currently open and accepting applications for all bedroom unit sizes (one, two, three, and four bedroom units). Applications are available Monday through Friday from 10am to 3pm. The Blue Ridge Housing Authority manages 48 public housing units but does not manage Section 8 Housing Choice Vouchers (HCV).

### G. Existing Low Income Rental Housing

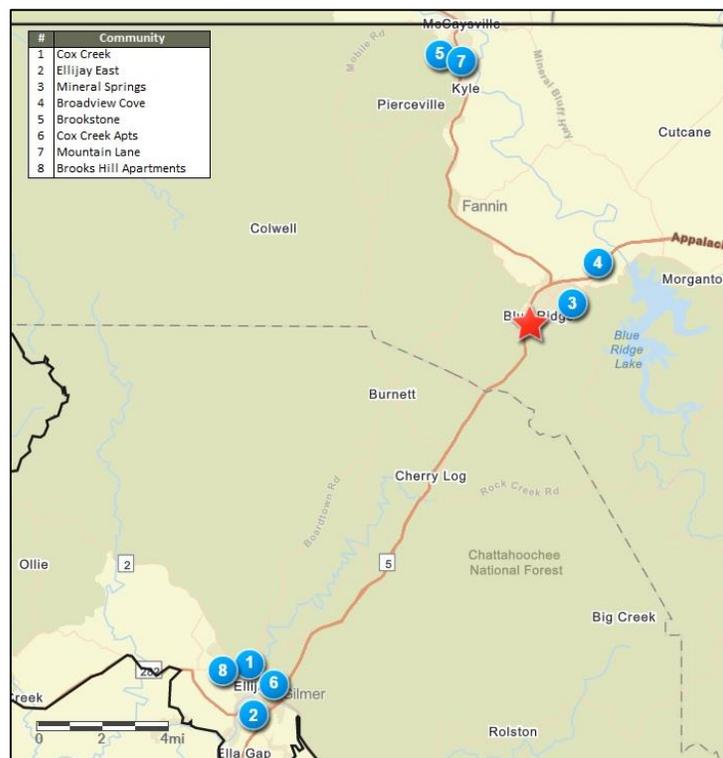
RPRG identified eight affordable rental communities in the Magnolia Place Market Area including three general occupancy LIHTC communities, one senior LIHTC community, three general occupancy deeply subsidized communities, and one senior deeply subsidized community (Table 39). Two general occupancy LIHTC communities were surveyed for the rental survey; we were unable to survey Cox Creek (LIHTC) after repeated attempts to contact management. The location of these communities relative to the subject site is shown in Map 7.

**Table 39 Affordable Communities, Magnolia Place Market Area**

Community	Subsidy	Type	Address	City	Distance
Cox Creek	LIHTC	General	200 Penland St.	Ellijay	15.3 miles
Ellijay East	LIHTC	General	188 Eric Simpson Dr.	East Ellijay	16 miles
Mineral Springs	LIHTC	General	297 Mineral Springs Rd.	Blue Ridge	1.8 miles
Broadview Cove	LIHTC	Senior	93 Broadview Ln.	Blue Ridge	3.9 miles
Brookstone	USDA-RD	General	85 Brookstone Way	McCaysville	11.6 miles
Cox Creek Apts	USDA-RD	General	200 Penland St.	Ellijay	15.3 miles
Mountain Lane	USDA-RD	General	40 Mountain Ln.	Blue Ridge	10.8 miles
Brooks Hill Apartments	USDA-RD	Senior	185 Penland St.	Ellijay	15.3 miles

Source: HUD, GA DCA

**Map 7 Affordable Rental Communities, Magnolia Place Market Area**





## **H. Impact of Abandoned, Vacant, or Foreclosed Homes**

RPRG attempted to obtain recent foreclosure data from several sources including RealtyTrac in the Magnolia Place Market Area; however, data was not available for the past several months. The lack of foreclosure data likely reflects restrictions on foreclosures due to the COVID-19 pandemic. As evidenced by very low vacancy rates, foreclosures or vacant homes will not negatively impact the performance of the subject property.

## 10. FINDINGS AND CONCLUSIONS

### A. Key Findings

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

#### 1. Site and Neighborhood Analysis

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

- The subject site is in a rural setting approximately one mile southwest of downtown Blue Ridge. A mixture of residential and commercial uses is within one-half mile of the site to the north and east. Appalachian Highway is less than one-half mile west of the subject site. Although located just east of Appalachian Highway, the subject site is situated away from the thoroughfare with well-wooded areas, multi-family apartments, and low-density single-family neighborhoods surrounding the property.
- Neighborhood amenities are convenient to the site including a convenience store, library, schools, police department, fire department, restaurants, a bank, and a pharmacy within two miles of the site. Shopping including Walmart Supercenter is within three miles of the subject site while downtown Blue Ridge is less than one mile northeast of the subject site.
- The subject site is positioned along the southeastern intersection of Boardtown Road and Trackside Lane in Blue Ridge, Fannin County, Georgia.
- The subject site is less than one mile east of access to U.S. Highway 76 (Appalachian Highway), which turns into Highway 575 that connects to the Atlanta Metro Area to the south and downtown Atlanta, roughly 91 miles south of the subject site.
- Magnolia Place will have visibility from Boardtown Road and Trackside Lane, both lightly traveled connector roads. The subject property will have adequate visibility for a primarily affordable rental community.
- The subject site is suitable for the proposed development. RPRG did not identify any negative land uses that would affect the proposed development's viability in the marketplace.

#### 2. Economic Context

Fannin County's economy has performed well over the past decade. The county lost jobs in 2020 due to the pandemic but the At-Place Employment has fully rebounded and the county's overall and employed portion of the labor force have rebounded following losses due to the pandemic and are higher than pre-pandemic annual figures.

- Fannin County's unemployment rate steadily declined from 10.1 percent in 2012 during the previous recession-era to 3.5 percent in 2019. Reflecting the impact of the COVID-19 pandemic, the county's unemployment rate increased to 4.7 percent in 2020 before rebounding to 2.9 percent in 2021. The county's unemployment rate slightly increased to 3.1 percent in January 2023; however, monthly figures reflect seasonality.
- Fannin County's At-Place Employment added jobs in seven of nine years from 2011 to 2019 with the net addition of 1,340 jobs (27.1 percent) reaching an all-time high annual average At-Place Employment of 6,276 jobs in 2019; the county added at least 270 new jobs in four of nine years. The county lost 407 jobs in 2020 during the pandemic but the county has recovered all losses in 2021 and through the third quarter of 2022 with the net addition of 489 jobs.



- Fannin County's largest sectors are Trade-Transportation-Utilities and Leisure-Hospitality which combined account for 53.5 percent of jobs in the county compared to 29.6 percent of jobs nationally. Two additional sectors (Government and Education-Health) account for 14.6 to 14.7 percent of the county's jobs compared to the nation. Fannin County has a notably smaller percentage of jobs in the Professional-Business sector when compared to the nation (8.3 percent versus 15.1 percent).
- According to the Georgia Department of Economic Development press releases, no major expansions were identified in Fannin County since January 2022. RPRG did not identify any WARN notices in Fannin County since 2022.

### 3. Population and Household Trends

The Magnolia Place Market Area had significant population and household growth from 2010 to 2023 with population and household growth expected to accelerate on a nominal basis over the next three years.

- The Magnolia Place Market Area's population and household base increased significantly between 2010 and 2023 with net growth of 5,345 people (11.2 percent) and 2,870 households (14.2 percent). The Magnolia Place Market Area's average annual growth was 411 people (0.9 percent) and 221 households (1.1 percent) over this period.
- The Magnolia Place Market Area is expected to add 432 people (0.8 percent) and 242 households (1.0 percent) per year from 2023 to 2026, which equates to the net addition of 1,295 people (2.4 percent) and 727 households (3.1 percent).
- The Magnolia Place Market Area contain 54,570 people and 23,836 households in 2026.

### 4. Demographic Analysis

The population and household base of the Magnolia Place Market Area is slightly older, less affluent, and less likely to rent when compared to the Tri-County Region.

- The median age of the population residing in the Magnolia Place Market Area is slightly older than the Tri-County Region's population with median ages of 50 and 49, respectively. The Magnolia Place Market Area has large proportions of Adults ages 35 to 61 (34.3 percent) and Seniors ages 62 and older (33.5 percent). Young Adults ages 20 to 34 and Children/Youth under 20 years old account for 13.1 and 19.1 percent of the Magnolia Place Market Area's population, respectively.
- Multi-person households without children were the most common household type in the Magnolia Place Market Area at 48.5 percent compared to 48.3 percent in the Tri-County Region. Approximately 25.6 percent were households with children while 26.0 percent of households in the Magnolia Place Market Area were single-person households.
- The Magnolia Place Market Area's renter percentage of 21.1 percent is slightly lower than the Tri-County Region's 21.6 percent. Renter households accounted for 12.8 percent of net household growth in the Magnolia Place Market Area over the past 13 years. RPRG projects renter households will account for 21.1 percent of net household growth over the next three years which is equal to the market area's renter percentage. This results in annual growth of 51 renter households in the market area from 2023 to 2026 for net growth of 153 renter households over the next three years.
- Roughly three-fifths (60.7 percent) of renter households in the Magnolia Place Market Area had one or two people including 35.1 percent with one person, the most common household size. Approximately 28.5 percent of renter households had three or four people while 10.8 percent had 5 or more people.



- The Magnolia Place Market Area’s 2023 median income of \$62,708 is comparable to the \$63,193 median in the Tri-County Region. RPRG estimates that the median income of Magnolia Place Market Area households by tenure is \$40,246 for renters and \$69,198 for owners. Approximately one-quarter (28.6 percent) of renter households in the Magnolia Place Market Area earn less than \$25,000, one-third (32.8 percent) earn \$25,000 to \$49,999, and 15.4 percent earn \$50,000 to \$74,999. Roughly 23 percent of market area renter households earn upper incomes of \$75,000 or more.

## 5. Competitive Housing Analysis

RPRG surveyed six general occupancy communities in the Magnolia Place Market Area (four market rate communities, one LIHTC community, and one LIHTC community with PBRA). Due to limited stock of rental communities in the market area, we also surveyed Near Market communities representing regional options in this analysis, which includes three LIHTC communities in the Blairsville area east of the market area.

- The Market Area rental market without PBRA is performing very well with one vacancy among 160 units for an aggregate vacancy rate of 0.6 percent; Mineral Springs (Market Area LIHTC community) is fully occupied. All Near Market LIHTC communities are fully occupied while Ellijay East (LIHTC community with PBRA) reported 11 vacancies among 45 units for a vacancy rate of 24.4 percent. According to Ellijay East’s management, the high vacancy rate is due to a recent change in management.
- Among surveyed Market Area rental communities without PBRA, net rents, unit sizes, and rents per square foot are as follows:
  - **One bedroom** effective rents average \$872 per month. The average one bedroom unit size is 653 square feet resulting in a net rent per square foot of \$1.33.
  - **Two bedroom** effective rents average \$1,142 per month. The average two bedroom unit size is 968 square feet resulting in a net rent per square foot of \$1.18.
  - **Three bedroom** effective rents average \$671 per month. The average three bedroom unit size is 1,104 square feet resulting in a net rent per square foot of \$0.61. Two LIHTC communities offered three bedroom units, so the three bedroom average is skewed low due to the LIHTC income targeting.
  - **Four bedroom** effective rents average \$732 per month. The average four bedroom unit size is 1,372 square feet resulting in a net per square foot of \$0.53. Two LIHTC communities offered four bedroom units, so the four bedroom average is skewed low due to the LIHTC income targeting.

Average effective rents include LIHTC units at 30 percent and 60 percent AMI as well as market rate units. LIHTC rents are generally at the lowest end of the market in terms of price.

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

- **One bedroom** effective rents average \$581 per month. The average one bedroom unit size is 719 square feet resulting in a net rent per square foot of \$0.81.
- **Two bedroom** effective rents average \$627 per month. The average two bedroom unit size is 1,078 square feet resulting in a net rent per square foot of \$0.58.
- **Three bedroom** effective rents average \$711 per month. The average three bedroom unit size is 1,327 square feet resulting in a net rent per square foot of \$0.54. One LIHTC community and one mixed-income community offered three bedroom units, so the three bedroom average is skewed low due to the LIHTC income targeting.



- **Four bedroom** effective rents average \$867 per month. The average four bedroom unit size is 1,615 square feet resulting in a net per square foot of \$0.54.

Average effective rents include LIHTC units at 30 percent, 50 percent, and 60 percent AMI as well as market rate units. LIHTC rents are generally at the lowest end of the market in terms of price.

- Based on our adjustment calculations, the estimated market rents for the units at Magnolia Place are \$998 for one bedroom units, \$1,138 for two bedroom units, \$1,295 for three bedroom units, and \$1,415 for four bedroom units. All proposed 50 percent and weighted average 60 percent AMI LIHTC rents have significant rent advantages ranging from 27.3 percent to 44.0 percent. The proposed one bedroom market rate rent has a 5.6 percent rent advantage while the proposed two bedroom market rate rent has a 0.5 percent rent advantage. The project's overall market advantage is 28.81 percent.
- RPRG identified one market rate multi-family development under construction on McKinney Road in Blue Ridge. The development is expected to comprise 18 units, of which 10 units will be one bedroom units and eight will be two bedroom units according to Marie Woody, Department Head of Fannin County Land Development.

## B. Product Evaluation

Considered in the context of the competitive environment, the relative position of Magnolia Place is as follows:

- **Site:** The subject site is acceptable for a rental housing development targeting very low to moderate income renter households. The site is convenient to major thoroughfares, employment, and neighborhood amenities. Surrounding land uses are compatible with multi-family development including single-family attached detached homes, commercial uses, and a multi-family development. The site is in a generally comparable location to the surveyed communities and shares similar rural locations with generally comparable access to area amenities and major thoroughfares in the region.
- **Unit Distribution:** The proposed unit mix for Magnolia Place includes 30 one bedroom units (35.7 percent), 34 two bedroom units (40.5 percent), 14 three bedroom units (16.7 percent), and six four bedroom units (7.1 percent). All four floorplans are offered in the Magnolia Place Market Area including three and four bedroom units at the LIHTC community (Mineral Springs); two of three Near Market communities offer three bedroom units while one LIHTC community also offers four bedroom units. The subject property will be weighted more heavily towards one bedroom units when compared to the surveyed communities in the market area (35.7 percent versus 11.8 percent). This is acceptable as roughly 61 percent of renter households in the market area had one or two people and the Affordability Analysis illustrates significant income qualified households will exist in the market area for the proposed unit mix and rents. The proposed unit mix is acceptable and will be well received by the target market of very low to moderate income households.
- **Unit Size:** The proposed unit sizes at Magnolia Place are 650 square feet for one bedroom units, 850 square feet for two bedroom units, 1,112 square feet for three bedroom units, and 1,240 square feet for four bedroom units. The proposed unit sizes are within the range of surveyed units among one, two, and three bedroom units while roughly 130 square feet smaller than the units at Mineral Springs (Market Area LIHTC community). The proposed unit sizes will be competitive in the market area with the proposed unit features/community amenities and rents.
- **Unit Features:** Magnolia Place will offer a refrigerator, range/oven, dishwasher, microwave, disposal, patios/balconies, carpet in bedroom areas and LVT plank in living, dining, kitchen, and bathrooms, high speed internet, and in-unit washer and dryers in each unit which is superior to all surveyed communities.



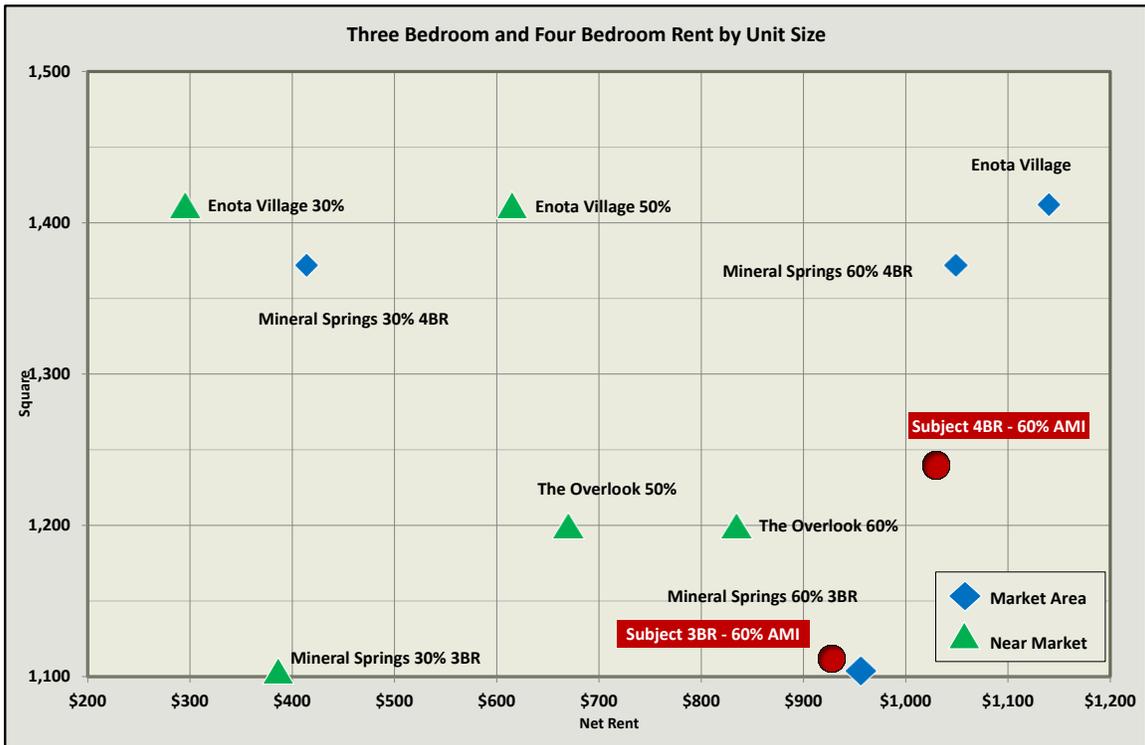
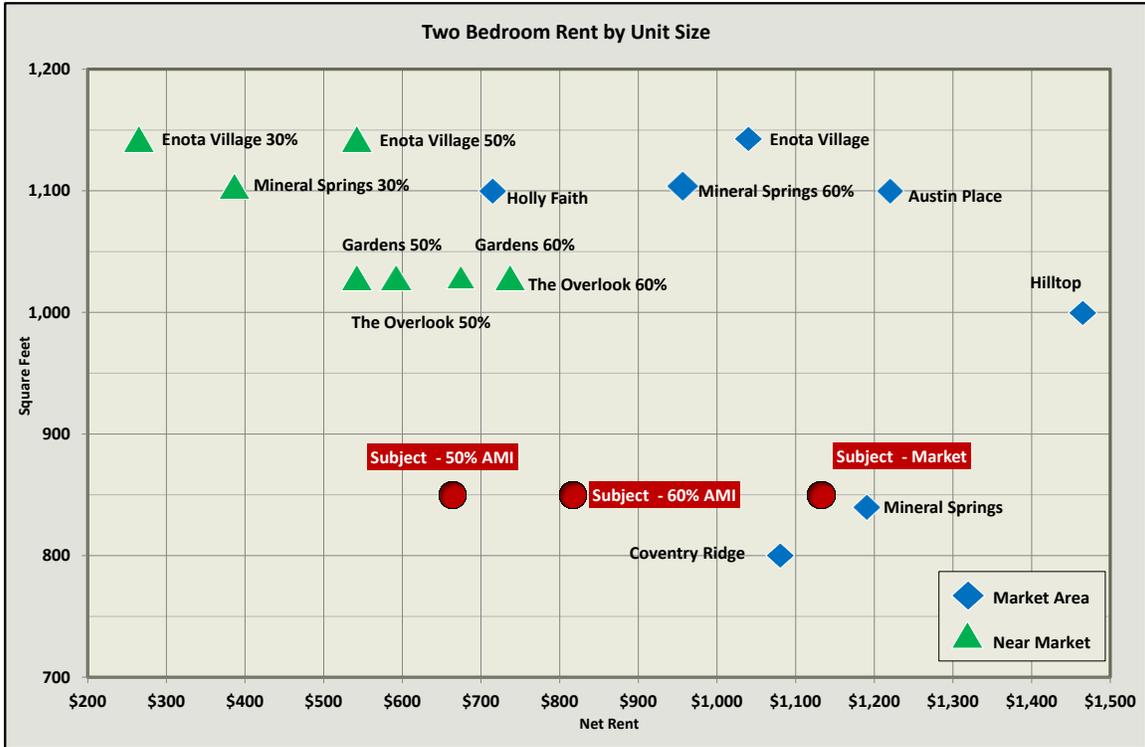
- **Community Amenities:** Magnolia Place will offer a community room, fitness center, business center, community garden, library, wellness room, and playground. Magnolia Place’s proposed amenities will be competitive among surveyed LIHTC communities and will be superior to the surveyed market rate communities.
- **Marketability:** The subject property will offer an attractive product that will help fill a void for affordable general occupancy rental units in the market area. The new construction will be appealing to renters as all Market Area surveyed communities are more than 20 years old.

### C. Price Position

The proposed 50 percent AMI and weighted average 60 percent AMI rents are comparably positioned with existing LIHTC rents in the market area and/or well below most market rate rents in the market area (Figure 9). The proposed market rate rents are priced roughly \$200 to \$350 below the top of the market for one bedroom and two bedroom units, respectively, and will be below the three highest-priced communities in the market area. The Affordability Analysis illustrates significant income-qualified renter households will exist in the market area for the proposed rents. All proposed rents are appropriate and will be competitive in the market area, especially given the competitive proposed product.

**Figure 9 Price Position, Magnolia Place**







## 11. ABSORPTION AND STABILIZATION RATES

### A. Absorption Estimate

The Overlook (Near Market LIHTC community) delivered 72 units in August 2017 after pre-leasing began in May 2017. The community stabilized in December 2017 for an average monthly absorption of roughly nine units. Absorption estimates are based on a variety of factors in addition to the experience of existing communities in the market area including:

- The market area is projected to add 242 total households annually from 2023 to 2026 including 51 renter households.
- The Market Area rental market without PBRA is performing very well with one vacancy among 160 units for an aggregate vacancy rate of 0.6 percent; Mineral Springs (Market Area LIHTC community) is fully occupied. All Near Market LIHTC communities are fully occupied while Ellijay East (LIHTC community with PBRA) reported 11 vacancies among 45 units for a vacancy rate of 24.4 percent. According to Ellijay East's management, the high vacancy rate is due to a recent change in management.
- Roughly 1,700 renter households will be income-qualified for at least one of the proposed LIHTC units at the subject property; the project's LIHTC affordability renter capture rate is 4.4 percent. The project's overall, including market rate units, affordability renter capture rate is 3.2 percent.
- All DCA demand capture rates overall and by floor plan are below DCA thresholds indicating sufficient demand to support the proposed units. The project's overall capture rate is 8.0 percent.
- The newly constructed Magnolia Place will be competitive in the market area and will be appealing to very low to moderate income renters.

Based on the proposed product and the factors discussed above, we expect Magnolia Place to lease-up at a rate of 10 units per month. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent within seven to eight months.

### B. Impact on Existing and Pipeline Rental Market

Given the well performing rental market in the Magnolia Place Market Area and projected renter household growth, we do not expect Magnolia Place to have a negative impact on existing and proposed rental communities in the Magnolia Place Market Area including those with tax credits.



## **12. INTERVIEWS**

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, leasing agents, Olivia Holloway (Union County Building and Development), Marie Woody (Department Head of Fannin County Land Development), Karen Henson (Director of Gilmer County Planning and Zoning), Chris Mortimer (Taxes and Licensing Clerk with the City of Blue Ridge), and the Blue Ridge Housing Authority. We also reviewed DCA's lists of recent Low Income Housing Tax Credit (LIHTC) allocation and application lists and reviewed local newspaper articles.



### 13. CONCLUSIONS AND RECOMMENDATIONS

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rent*	Market Rents Band	Proposed Rents
<b>50% AMI</b>										
One Bedroom Units	\$22,903 - \$32,100	5	7.8%	160	0	160	3.1%	\$998	\$525-\$1,150	\$559
Two Bedroom Units		10	6.7%	138	0	138	7.2%	\$1,138	\$562-\$1,475	\$663
<b>60% AMI</b>										
One Bedroom Units	\$27,211 - \$49,620	21	10.2%	210	0	210	10.0%	\$998	\$525-\$1,150	\$678-\$692
Two Bedroom Units		19	7.3%	151	0	151	12.6%	\$1,138	\$562-\$1,475	\$747-\$824
Three Bedroom Units		14	9.7%	200	0	200	7.0%	\$1,295	\$693-\$871	\$927
Four Bedroom Units		6	8.1%	167	0	167	3.6%	\$1,415	\$732-\$867	\$1,029
<b>120% AMI</b>										
One Bedroom Units	\$36,034 - \$77,040	4	27.5%	568	10	558	0.7%	\$998	\$525-\$1,150	\$942
Two Bedroom Units		5	24.4%	505	8	497	1.0%	\$1,138	\$562-\$1,475	\$1,132
<b>By Bedroom</b>										
One Bedroom Units		30	37.7%	778	10	768	3.9%	\$998	\$525-\$1,150	\$559-\$972
Two Bedroom Units		34	31.7%	655	8	647	5.3%	\$1,138	\$562-\$1,475	\$663-\$1,132
Three Bedroom Units		14	9.7%	200	0	200	7.0%	\$1,295	\$693-\$871	\$927
Four Bedroom Units		6	8.1%	167	0	167	3.6%	\$1,415	\$732-\$867	\$1,029
<b>Project Total</b>										
50% AMI	\$22,903 - \$32,100	10	13.0%	269	0	269	3.7%			
60% AMI	\$27,211 - \$49,620	65	28.0%	578	0	578	11.2%			
LIHTC Units	\$22,903 - \$49,620	75	33.9%	700	0	700	10.7%			
120% AMI	\$36,034 - \$77,040	9	33.0%	682	18	664	1.4%			
Total Units	\$27,211 - \$77,040	84	51.4%	1,062	18	1,044	8.0%			

\*Attainable market rent (estimated market rent)

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

We recommend proceeding with the project as planned.

Quincy Haisley  
Analyst

Brett Welborn  
Senior Analyst

Tad Scepiani  
Managing Principal



## **14. APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS**

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

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



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

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



## 15. APPENDIX 2 ANALYST CERTIFICATIONS

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

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

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

A handwritten signature in black ink that reads "Quincy Haisley". The signature is written in a cursive style and is positioned above a horizontal line.

Quincy Haisley  
Analyst

Real Property Research Group, Inc.

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



**16. APPENDIX 3 NCHMA CERTIFICATION**

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

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

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

**Real Property Research Group, Inc.**



\_\_\_\_\_  
Tad Scepaniak  
Name

\_\_\_\_\_  
Managing Principal  
Title

\_\_\_\_\_  
May 2, 2023  
Date



## 17. APPENDIX 4 ANALYST RESUMES

### TAD SCEPANIAK Managing Principal

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

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

#### Areas of Concentration:

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

#### Education:

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



**BRETT WELBORN**  
**Senior Analyst**

Brett Welborn entered the field of Real Estate Market Research in 2008, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. Since 2014, Brett has served as Analyst for RPRG, conducting market studies for affordable and market rate communities, and is a team lead in RPRG's Roswell office.

**Areas of Concentration:**

- Low Income Housing Tax Credits: Brett has worked extensively with the Low-Income Housing Tax Credit program, evaluating general occupancy, senior oriented, and special needs developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a wide range of project types, including newly constructed communities, adaptive reuses, and rehabilitations.
- Market Rate Rental Housing: Brett has analyzed various projects for lenders and developers of market rate rental housing including those compliant with HUD MAP guidelines under the FHA 221(d)(4) program. The market rate studies produced are often used to determine the rental housing needs of a specific submarket and to obtain financing.

**Education:**

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



**QUINCY HAISLEY**  
**Analyst**

Quincy Haisley joined RPRG in June 2021 after completion of her master's degree at the Georgia Institute of Technology. Prior to joining RPRG, Quincy earned a bachelor's degree in Geography with an emphasis in Urban and Regional Planning from Brigham Young University. At the Georgia Institute of Technology, she received her master's degree in City and Regional Planning, specializing in Housing and Community Development. Throughout her academic career, she interned with local governments, an affordable housing consulting firm, and an urban planning non-profit.

At RPRG, Quincy focuses on rental market studies.

**Education:**

Master of City and Regional Planning – Housing and Community Development; Georgia Institute of Technology

Bachelor of Science – Geography – Urban and Regional Planning; Brigham Young University



## 18. APPENDIX 5 DCA CHECKLIST

### A. Executive Summary

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



7.	Competitive Rental Analysis		
	i. An analysis of the competitive properties in the PMA. ....	Page(s)	4
	ii. Number of properties.....	Page(s)	4
	iii. Rent bands for each bedroom type proposed. ....	Page(s)	4
	iv. Average market rents.....	Page(s)	4
8.	Absorption/Stabilization Estimate:		
	i. An estimate of the number of units expected to be leased at the subject property, on average, per month.....	Page(s)	5
	ii. Number of months required for the project to stabilize at 93% occupancy..	Page(s)	5
	iii. Estimate of stabilization occupancy and number of months to achieve that occupancy rate.....	Page(s)	5
9.	Interviews .....	Page(s)	5
10.	Overall Conclusion:		
	i. Overall conclusion regarding potential for success of the proposed development.....	Page(s)	5
11.	Summary Table.....	Page(s)	7
<b>B.</b>	<b>Project Description</b>		
1.	Project address and location.....	Page(s)	11
2.	Construction type.....	Page(s)	11
3.	Occupancy Type.....	Page(s)	11
4.	Special population target (if applicable).....	Page(s)	N/A
5.	Number of units by bedroom type and income targeting (AMI).....	Page(s)	12
6.	Unit size, number of bedrooms, and structure type.....	Page(s)	12
7.	Rents and Utility Allowances.....	Page(s)	12
8.	Existing or proposed project based rental assistance.....	Page(s)	12
9.	Proposed development amenities.....	Page(s)	13
10.	For rehab proposals, current occupancy levels, rents being charged, and tenant incomes, if available, as well as detailed information with regard to the scope of work planned. Scopes of work should include an estimate of the total and per unit construction cost.....	Page(s)	N/A
11.	Projected placed-in-service date.....	Page(s)	13
<b>C.</b>	<b>Site Evaluation</b>		
1.	Date of site / comparables visit and name of site inspector.....	Page(s)	9
2.	Physical features of the site and adjacent parcel, including positive and negative attributes.....	Page(s)	14-17
3.	The site's physical proximity to surrounding roads, transportation (including bus stops), amenities, employment, and community services.....	Page(s)	19-22
4.	Labeled photographs of the subject property (front, rear and side elevations, on- site amenities, interior of typical units, if available), of the neighborhood, and street scenes with a description of each vantage point.....	Page(s)	15, 17
5.	A map clearly identifying the project and proximity to neighborhood amenities. A listing of the closest shopping areas, schools, employment centers, medical facilities and other amenities that would be important to the target population and the proximity in miles to each.....	Page(s)	22



6. The land use and structures of the area immediately surrounding the site including significant concentrations of residential, commercial, industrial, vacant, or agricultural uses; comment on the condition of these existing land uses. ....	Page(s)	16
7. Any public safety issues in the area, including local perceptions of crime, crime statistics, or other relevant information. ....	Page(s)	18
8. A map identifying existing low-income housing: 4% & 9% tax credit, tax exempt bond, Rural Development, Public Housing, DCA HOME funded, Sec. 1602 Tax Credit Exchange program, USDA financed, Georgia Housing Trust Fund of the Homeless financed properties, and HUD 202 or 811 and Project Based Rental Assistance (PBRA). Indicate proximity in miles of these properties to the proposed site.....	Page(s)	59
9. Road or infrastructure improvements planned or under construction in the PMA.....	Page(s)	20
10. Vehicular and pedestrian access, ingress/egress, and visibility of site.....	Page(s)	19-19
11. Overall conclusions about the subject site, as it relates to the marketability of the proposed development.....	Page(s)	22

#### D. Market Area

1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site.....	Page(s)	24
2. Map Identifying subject property's location within market area.....	Page(s)	25

#### E. Community Demographic Data

1. Population Trends		
i. Total Population.....	Page(s)	26
ii. Population by age group.....	Page(s)	28
iii. Number of elderly and non-elderly.....	Page(s)	N/A
iv. If a special needs population is proposed, provide additional information on population growth patterns specifically related to the population.....	Page(s)	N/A
2. Household Trends		
i. Total number of households and average household size.....	Page(s)	26-27
ii. Household by tenure (If appropriate, breakout by elderly and non-elderly).....	Page(s)	30-30
iii. Households by income. (Elderly proposals should reflect the income distribution of elderly households only).....	Page(s)	32-32
iv. Renter households by number of persons in the household.....	Page(s)	31

#### F. Employment Trends

1. Total jobs in the county or region.....	Page(s)	35
2. Total jobs by industry – numbers and percentages.....	Page(s)	36
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area.....	Page(s)	38
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past 10 years.....	Page(s)	34
5. Map of the site and location of major employment concentrations.....	Page(s)	39
6. Analysis of data and overall conclusions relating to the impact on housing demand.....	Page(s)	39

#### G. Affordability and Demand Analysis



1. Income Restrictions / Limits .....	Page(s)	41
2. Affordability estimates .....	Page(s)	41
3. Demand		
i. Demand from new households.....	Page(s)	44
ii. Occupied households (deduct current tenants who are expected, as per Relocation Plan, to return from property unit count prior to determining capture rates).....	Page(s)	44
iii. Demand from existing households.....	Page(s)	44
iv. Elderly Homeowners likely to convert to rentership.....	Page(s)	N/A
v. Net Demand and Capture Rate Calculations .....	Page(s)	44-44

#### H. Competitive Rental Analysis (Existing Competitive Rental Environment)

1. Detailed project information for each competitive rental community surveyed		
i. Name and address of the competitive property development .....	Page(s)	App. 6
ii. Name, title, and phone number of contact person and date contact was made. ....	Page(s)	App. 6
iii. Description of property.....	Page(s)	App. 6
iv. Photographs.....	Page(s)	App. 6
v. Square footages for each competitive unit type.....	Page(s)	52, App. 6
vi. Monthly rents and the utilities included in the rents of each unit type.....	Page(s)	50, 52, App. 6
vii. Project age and current physical condition.....	Page(s)	48, App. 6
viii. Concessions given if any.....	Page(s)	48
ix. Current vacancy rates, historic vacancy factors, waiting lists, and turnover rates, broken down by bedroom size and structure type.....	Page(s)	48
x. Number of units receiving rental assistance, description of assistance as project or tenant based.....	Page(s)	App. 6
xi. Lease-up history .....	Page(s)	49

#### Additional rental market information

2. An analysis of the vouchers available in the Market Area, including if vouchers go unused and whether waitlisted households are income-qualified and when the list was last updated. ....	Page(s)	58
3. If the proposed development represents an additional phase of an existing housing development, include a tenant profile and information on a waiting list of the existing phase.....	Page(s)	N/A
4. A map showing the competitive projects and all LIHTC and Bond proposed projects which have received tax credit allocations within the market area.....	Page(s)	47, 59
5. An assessment as to the quality and compatibility of the proposed amenities to what is currently available in the market.....	Page(s)	65
6. Consider tenancy type. If comparable senior units do not exist in the PMA, provide an overview of family-oriented properties, or vice versa. Account for differences in amenities, unit sizes, and rental levels.....	Page(s)	N/A
7. Provide the name, address/location, name of owner, number of units, unit configuration, rent structure, estimated date of market entry, and any other relevant market analysis information of developments in the planning, rehabilitation, or construction stages. If there are none, provide a statement to that effect.....	Page(s)	58



8. Provide documentation and diagrams on how the projected initial rents for the project compare to the rental range for competitive projects within the PMA and provide an achievable market rent and rent advantage for each of the proposed unit types.....	Page(s)	53, 65
9. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years.....	N/A	
10. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area.....	Page(s)	60
11. Comment on any other DCA funded projects located outside of the primary area, but located within a reasonable distance from the proposed project.....	Page(s)	59
12. Note whether the proposed project would adversely impact the occupancy and health of existing properties financed by Credits, USDA, HUD 202, or 811 (as appropriate), DCA or locally financed HOME properties, Sec. 1602 Tax Credit Exchange program, HTF, and HUD 221(d)(3) and HUD 221 (d) (4) and other market rate FHA insured properties (not including public housing properties).....	Page(s)	59, 67
 <b>I. Absorption and Stabilization Rates</b>		
1. Anticipated absorption rate of the subject property.....	Page(s)	67
2. Stabilization period.....	Page(s)	67
3. Projected stabilized occupancy rate and how many months to achieve it.....	Page(s)	67
 <b>J. Interviews.....</b>	Page(s)	68
 <b>K. Conclusions and Recommendations.....</b>	Page(s)	69
 <b>L. Signed Statement Requirements.....</b>	Page(s)	App 2



## 19. APPENDIX 6 RENTAL COMMUNITY PROFILES

Community	Address	City	Date Surveyed	Phone Number
Austin Place	3017 Chatsworth Hwy.	Ellijay	4/18/2023	706-273-2727
Coventry Ridge	137 Sumner Top Ln.	Ellijay	4/10/2023	706-889-3709
Ellijay East	188 Eric Simpson Dr.	East Ellijay	5/2/2023	706-635-3900
Enota Village	851 Murphy St.	Young Harris	4/28/2023	706-379-3001
Gardens	150 Charlie Corn Dr.	Young Harris	4/17/2023	762-349-1501
Hilltop	351 Penland St.	Ellijay	4/17/2023	678-788-4454
Holly Faith	79 Tower Rd.	Ellijay	4/10/2023	706-635-1501
Mineral Springs	297 Mineral Springs Rd.	Blue Ridge	4/14/2023	706-258-3451
The Overlook	110 Overlook Ct.	Blairsville	4/11/2023	706-400-5760

# Austin Place



**ADDRESS**  
3017 Chatsworth Hwy., Ellijay, GA, 30540

**COMMUNITY TYPE**  
Market Rate - General

**STRUCTURE TYPE**  
2 Story - Garden/TH

**UNITS**  
26

**VACANCY**  
0.0 % (0 Units) as of 04/18/23

**OPENED IN**  
1998



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	31%	\$1,125	760	\$1.48
Two	69%	\$1,220	1,100	\$1.11

### Community Amenities

### Features

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

<b>Parking</b>		<b>Contacts</b>	
<b>Parking Description</b>	Free Surface Parking	<b>Phone</b>	706-273-2727
<b>Parking Description #2</b>			

### Comments

PL & Occ-100%. Management stated they keep an extensive waitlist.

Floorplans (Published Rents as of 04/18/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	8	\$1,150	760	\$1.51	Market	-
Townhouse		2	1.5	18	\$1,250	1,100	\$1.14	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	04/18/23	02/28/23	10/06/22
<b>% Vac</b>	0.0%	0.0%	0.0%
<b>One</b>	\$1,150	\$1,100	\$1,100
<b>Two</b>	\$1,250	\$1,200	\$1,200

Adjustments to Rent	
<b>Incentives</b>	None
<b>Utilities in Rent</b>	Water/Sewer, Trash
<b>Heat Source</b>	Natural Gas

## Austin Place

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

# Coventry Ridge



**ADDRESS**  
137 Sumner Top Ln., Ellijay, GA, 30540

**COMMUNITY TYPE**  
Market Rate - General

**STRUCTURE TYPE**  
1 Story - Garden

**UNITS**  
18

**VACANCY**  
0.0 % (0 Units) as of 04/10/23

**OPENED IN**  
1995



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	33%	\$945	400	\$2.36
Two	67%	\$1,080	800	\$1.35

### Community Amenities

### Features

Standard	Ceiling Fan, Patio Balcony, Cable TV
Hook Ups	In Unit Laundry
Window Units	Air Conditioning
Vinyl/Linoleum	Flooring Type 1
Carpet	Flooring Type 2
White	Appliances
Laminate	Countertops

### Parking

Parking Description	Free Surface Parking
Parking Description #2	

### Contacts

Phone	706-889-3709
-------	--------------

### Comments

PL & Occ-100%

Floorplans (Published Rents as of 04/10/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	6	\$1,075	400	\$2.69	Market	-
Garden		2	1.0	12	\$1,240	800	\$1.55	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	04/10/23	02/28/23	09/30/22
% Vac	0.0%	5.6%	0.0%
One	\$1,075	\$1,075	\$790
Two	\$1,240	\$1,240	\$975

### Adjustments to Rent

Incentives	None
Utilities in Rent	Heat, Hot Water, Cooking, Electricity, Water/Sewer, Trash
Heat Source	Natural Gas

## Coventry Ridge

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

# Ellijay East



**ADDRESS**  
188 Eric Simpson Dr., East Ellijay, GA

**COMMUNITY TYPE**  
Deep Subsidy - General

**STRUCTURE TYPE**  
2 Story – Townhouse

**UNITS**  
45

**VACANCY**  
24.4 % (11 Units) as of 05/02/23

**OPENED IN**  
1991



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	38%	\$584	630	\$0.93
Two	62%	\$542	922	\$0.59

Community Amenities
Basketball, Playground

### Features

Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard	Patio Balcony

Parking	Contacts
Parking Description	Free Surface Parking
Parking Description #2	Phone
	706-635-3900

### Comments

Rural development, rent is basic rent. Vac: 2 1br, 3 2br.  
14 units with RA  
LIHTC/USDA  
Management attributed high vacancy rate due to change in management in February 2023

Floorplans (Published Rents as of 05/02/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Townhouse		1	1.0	17	\$599	630	\$0.95	RD	-
Townhouse		2	1.5	28	\$562	922	\$0.61	RD	-

Historic Vacancy & Eff. Rent (1)			
Date	05/02/23	06/11/20	06/17/10
% Vac	24.4%	11.1%	13.3%
One	\$599	\$552	\$0
Two	\$562	\$658	\$0

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

## Ellijay East

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

# Enota Village



**ADDRESS** 851 Murphy St., Young Harris, GA, 30582      **COMMUNITY TYPE** LIHTC - General      **STRUCTURE TYPE** 3 Story – Garden      **UNITS** 60      **VACANCY** 0.0 % (0 Units) as of 04/28/23      **OPENED IN** 2007



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	0%	\$616	1,143	\$0.54
Three	0%	\$683	1,412	\$0.48
Four+	0%	\$857	1,615	\$0.53

**Community Amenities**  
 Clubhouse, Community Room, Fitness Room, Central Laundry, Playground, Business Center, Computer Center

**Features**

**Standard** Dishwasher, Disposal, Ceiling Fan  
**Hook Ups** In Unit Laundry  
**Central / Heat Pump** Air Conditioning

Parking		Contacts	
<b>Parking Description</b>	Free Surface Parking	<b>Owner / Mgmt.</b>	EnVolve
<b>Parking Description #2</b>		<b>Phone</b>	706-379-3001

**Comments**

37 50% units, 10 30% units, 13 market rate units. 20 2BRs, 32 3BRs, 8 4BRs.  
 PL-100%, Occ-98%. Waitlist: 75-80 households.  
 Faux Granite CT & black/white apps

Floorplans (Published Rents as of 04/28/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		2	2.0		\$275	1,143	\$0.24	LIHTC	30%
Garden		2	2.0		\$552	1,143	\$0.48	LIHTC	50%
Garden		2	2.0		\$1,050	1,143	\$0.92	Market	-
Garden		3	2.0		\$305	1,412	\$0.22	LIHTC	30%
Garden		3	2.0		\$625	1,412	\$0.44	LIHTC	50%
Garden		3	2.0		\$1,150	1,412	\$0.81	Market	-
Garden		4	2.0		\$322	1,615	\$0.20	LIHTC	30%
Garden		4	2.0		\$680	1,615	\$0.42	LIHTC	50%
Garden		4	2.0		\$1,600	1,615	\$0.99	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	04/28/23	02/03/20	12/19/19
<b>% Vac</b>	0.0%	0.0%	0.0%
<b>Two</b>	\$626	\$460	\$455
<b>Three</b>	\$693	\$511	\$486
<b>Four+</b>	\$867	\$547	\$517

Adjustments to Rent	
<b>Incentives</b>	None
<b>Utilities in Rent</b>	Trash
<b>Heat Source</b>	Electric

Initial Absorption	
Opened: 2007-11-01	Months: 6.0
Closed: 2008-05-01	10.0 units/month

**Enota Village**

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

# Gardens



**ADDRESS** 150 Charlie Corn Drive, Young Harris, GA, 30582  
**COMMUNITY TYPE** LIHTC - General  
**STRUCTURE TYPE** 2 Story - Garden  
**UNITS** 51  
**VACANCY** 0.0 % (0 Units) as of 04/17/23  
**OPENED IN** 2014



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	35%	\$611	719	\$0.85
Two	65%	\$662	1,029	\$0.64

Community Amenities
Central Laundry, Fitness Room

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

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Investors Management Company
Parking Description #2		Phone	762-349-1501

**Comments**  
 PL-100%, Occ-100%. Waitlist: 7 households.

Floorplans (Published Rents as of 04/17/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	15	\$626	719	\$0.87	LIHTC	60%
Garden		1	1.0	3	\$595	719	\$0.83	LIHTC	50%
Garden		2	2.0	3	\$552	1,029	\$0.54	LIHTC	50%
Garden		2	2.0	30	\$684	1,029	\$0.66	LIHTC	60%

Historic Vacancy & Eff. Rent (1)		
Date	04/17/23	05/03/22
% Vac	0.0%	0.0%
One	\$611	\$540
Two	\$618	\$644

Adjustments to Rent	
Incentives	None
Utilities in Rent	Trash

## Gardens

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

# Hilltop



**ADDRESS** 351 Penland St, Ellijay, GA, 30540      **COMMUNITY TYPE** Market Rate - General      **STRUCTURE TYPE** 2 Story - Townhouse      **UNITS** 37      **VACANCY** 2.7 % (1 Units) as of 04/17/23      **OPENED IN** 1990



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	100%	\$1,465	1,000	\$1.47

Community Amenities
Basketball, Playground

### Features

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

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Affinity Property Management
Parking Description #2		Phone	404-4551-8900/678-788-4454

### Comments

Floorplans (Published Rents as of 04/17/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Townhouse		2	1.5	37	\$1,475	1,000	\$1.48	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	04/17/23	05/06/22	06/11/20
% Vac	2.7%	0.0%	0.0%
Two	\$1,475	\$1,300	\$825

Adjustments to Rent	
Incentives	None
Utilities in Rent	Trash
Heat Source	Electric

## Hilltop

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

# Holly Faith



**ADDRESS** 79 Tower Rd., Ellijay, GA, 30540      **COMMUNITY TYPE** Market Rate - General      **STRUCTURE TYPE** 1 Story - Garden      **UNITS** 12      **VACANCY** 0.0 % (0 Units) as of 04/10/23      **OPENED IN** 1995



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	33%	\$515	800	\$0.64
Two	67%	\$715	1,100	\$0.65

### Community Amenities

### Features

**Standard** Dishwasher, Ceiling Fan  
**Hook Ups** In Unit Laundry  
**Central / Heat Pump** Air Conditioning

Parking		Contacts	
<b>Parking Description</b>	Free Surface Parking	<b>Phone</b>	706-635-1501
<b>Parking Description #2</b>			

### Comments

Management estimated updated rent prices as all units have been under long-term leases.

Floorplans (Published Rents as of 04/10/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	4	\$525	800	\$0.66	Market	-
Garden		2	1.0	8	\$725	1,100	\$0.66	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	04/10/23	05/10/22	05/14/21
<b>% Vac</b>	0.0%	0.0%	0.0%
<b>One</b>	\$525	\$495	\$495
<b>Two</b>	\$725	\$700	\$700

Adjustments to Rent	
<b>Incentives</b>	None
<b>Utilities in Rent</b>	Trash
<b>Heat Source</b>	Electric

## Holly Faith

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

# Mineral Springs



**ADDRESS** 297 Mineral Springs Rd., Blue Ridge, GA, 30513     **COMMUNITY TYPE** LIHTC - General     **STRUCTURE TYPE** 3 Story – Garden/TH     **UNITS** 67     **VACANCY** 0.0 % (0 Units) as of 04/14/23     **OPENED IN** 2003



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	52%	\$1,190	840	\$1.42
Three	36%	\$861	1,104	\$0.78
Four+	12%	\$811	1,372	\$0.59

Community Amenities
Clubhouse, Fitness Room, Central Laundry, Playground, Business Center, Computer Center

Features	
Standard	Dishwasher, Disposal, Patio Balcony
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Vinyl/Linoleum	Flooring Type 1
Carpet	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Envolve
Parking Description #2		Phone	706-258-3451

**Comments**  
 PL & Occ-100%. Extensive waitlist for LIHTC units.

Floorplans (Published Rents as of 04/14/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Townhouse		2	2.5	35	\$1,200	840	\$1.43	Market	-
Garden		3	2.0	4	\$396	1,104	\$0.36	LIHTC	30%
Garden		3	2.0	20	\$966	1,104	\$0.88	LIHTC	60%
Garden		4	2.0	3	\$424	1,372	\$0.31	LIHTC	30%
Garden		4	2.0	5	\$1,059	1,372	\$0.77	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	04/14/23	05/02/22	05/14/21
% Vac	0.0%	0.0%	0.0%
Two	\$1,200	\$1,175	\$825
Three	\$681	\$630	\$620
Four+	\$742	\$688	\$692

Adjustments to Rent	
Incentives	None
Utilities in Rent	Trash
Heat Source	Electric

## Mineral Springs

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

# The Overlook



**ADDRESS**  
110 Overlook Court, Blairsville, GA, 30512

**COMMUNITY TYPE**  
LIHTC - General

**STRUCTURE TYPE**  
2 Story – Garden

**UNITS**  
72

**VACANCY**  
0.0 % (0 Units) as of 04/11/23

**OPENED IN**  
2017



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	0%	\$562	719	\$0.78
Two	0%	\$665	1,029	\$0.65
Three	0%	\$752	1,200	\$0.63

Community Amenities
Clubhouse, Community Room, Central Laundry, Playground, Business Center, Computer Center, Picnic Area

### Features

<b>Standard</b>	Dishwasher, Disposal, Microwave, Ceiling Fan, Patio Balcony
<b>Hook Ups</b>	In Unit Laundry
<b>Central / Heat Pump</b>	Air Conditioning
<b>White</b>	Appliances
<b>Laminate</b>	Countertops

### Parking

<b>Parking Description</b>	Free Surface Parking
<b>Parking Description #2</b>	

### Contacts

<b>Owner / Mgmt.</b>	Investors Management Company
<b>Phone</b>	706-400-5760

### Comments

Started preleasing May 2017, opened August 2017, stabilized December 2017.  
 PL & Occ-100%. Waitlist: 4 years.  
 Unit mix: 12 1br, 30 2br, 30 3br.

Floorplans (Published Rents as of 04/11/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0		\$630	719	\$0.88	LIHTC	60%
Garden		1	1.0		\$513	719	\$0.71	LIHTC	50%
Garden		2	2.0		\$747	1,029	\$0.73	LIHTC	60%
Garden		2	2.0		\$602	1,029	\$0.59	LIHTC	50%
Garden		3	2.0		\$844	1,200	\$0.70	LIHTC	60%
Garden		3	2.0		\$680	1,200	\$0.57	LIHTC	50%

Historic Vacancy & Eff. Rent (1)			
Date	04/11/23	05/05/22	
<b>% Vac</b>	0.0%	0.0%	N/A
<b>One</b>	\$572	\$600	\$0
<b>Two</b>	\$675	\$717	\$0
<b>Three</b>	\$762	\$814	\$0

Adjustments to Rent	
<b>Incentives</b>	None
<b>Utilities in Rent</b>	Trash

Initial Absorption	
Opened: 2017-05-01	Months: 7.0
Closed: 2017-12-31	8.9 units/month

## The Overlook

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