

Market Feasibility Analysis

Heritage Oaks
809 Broad Street
Cordele, Crisp County, Georgia 31015

Prepared For

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SECTION A – EXECUTIVE SUMMARY

This report evaluates the market feasibility of the existing Heritage Oaks rental community to be renovated utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Cordele, Georgia. Based on the findings contained in this report, we believe a market will continue to exist for the subject project following renovations, as long as the subject project is renovated and operated as proposed in this report.

1. Project Description:

The Heritage Oaks apartment community located in Cordele, Crisp County, Georgia, was originally built in 1985 and has operated under the Rural Development 515 (RD 515) program since that time. The project contains 50 general-occupancy units, comprised of 14 one-bedroom garden-style units and 36 two-bedroom townhouse-style units. Currently, Rental Assistance (RA) directly from Rural Development is not provided on any of the subject units. Management reports the subject project is currently 100.0% occupied and maintains a waiting list which ranges from five to nine households, depending upon bedroom type.

The proposed Tax Credit renovations, which will be financed through a Tax Exempt Bond, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, all units will target households earning up to 60% of Area Median Household Income (AMHI) under Tax Credit guidelines. All renovations are expected to be completed in 2014.

2. Site Description/Evaluation:

The subject project is currently 100.0% occupied, which is evidence that the subject site location has had a positive impact on its marketability. Notably, the subject project fits well with the surrounding residential structures within the site neighborhood which were observed to be generally well-maintained. Visibility and access of the subject project are both considered good as the subject project is clearly visible and easily accessible from Broad Street, a lightly traveled residential roadway which borders the site to the west. The site is also within proximity to shopping, employment, recreation, entertainment and education opportunities, as well as all public safety services. Notably, of these services are located within 2.4 miles of the subject site. Overall, we expect the site's consistency with the surrounding residential structures, convenient accessibility and proximity to community services to contribute to the site's continued marketability following renovations.

3. Market Area Definition:

The Primary Market Area (PMA) is the geographical area from which most of the support for the subject development is expected to continue to originate. The Cordele Site PMA includes the town of Cordele and outlying unincorporated areas of Crisp County. The boundaries of the Site PMA generally include the Crisp County boundary to the north; Justice Road, State Route 257 and Penia Road North and South to the east; Old Hatley Road, State Route 300 and McKinney Road to the south; and Coney Road North and South to the west. A justification of these boundaries and a detailed map are included in Section D of this report.

4. Community Demographic Data:

The Cordele Site PMA is projected to experience both population and household growth between 2013 and 2015. Specifically, the total population within the Site PMA is projected to increase by 192 (1.2%) while the total number of households will increase by 91 (1.5%) during this time period. Further, the primary age group (ages 25 to 64) at the subject project is estimated to comprise approximately 70.0% of all households within the Site PMA in 2013. It should also be noted that the number of renter households within the Site PMA is projected to increase by 30 households between 2013 and 2015. Overall, these demographic trends are indicative of an expanding base of potential demographic support for the subject project within the Site PMA. Detailed demographic information is included in Section E of this report.

5. Economic Data:

According to a local economic representative, there have been multiple positive announcements within the Crisp County economy. However, despite these positive announcements the local economy has struggled to return to pre-recession levels. According to data provided by the U.S. Department of Labor, Bureau of Labor Statistics, the employment base and unemployment rate within Crisp County have both remained relatively stable since the downturn caused by the national recession. However, this data also indicates that the employment base has decreased and the unemployment rate has increased thus far in 2013. While there have been several positive announcements within the Crisp County economy, these economic trends indicate that the local economy will likely continue to experience a slow recovery from the impact of the national recession. Based on the preceding analysis and the fact that the unemployment rate within Crisp County remains high at 13.0% through August of 2013, we anticipate that demand for affordable housing within the Crisp County and Cordele areas will remain high for the foreseeable future. Detailed economic information is included in Section F of this report.

6. Project-Specific Affordability and Demand Analysis:

Based on our demand estimates detailed in Section G of this report, there will be 391 income-qualified renter households to support the 50 renovated units. As such, the capture rate would be 12.8% ($50 / 391 = 12.8\%$) if all units were vacated. However, the project is 100.0% occupied and all current tenants are anticipated to remain following LIHTC renovations. Therefore, the renovated subject project will have an effective capture rate of 0.0%. A detailed capture rate analysis and alternative demand scenarios are provided in Section G of this report.

7. Comparable/Competitive Rental Analysis

Following renovations the subject project will offer one- and two-bedroom units targeting general-occupancy households earning up to 60% of Area Median Household Income (AMHI). We identified and surveyed a total of nine projects within the Site PMA that offer Low-Income Housing Tax Credit (LIHTC) units. However, four of these nine LIHTC projects target senior households (age 55 and/or 62 and older), while another offers only larger unit types (three- and four-bedroom units which would typically accommodate household sizes that would not qualify to reside at the subject project. As such, these LIHTC projects targeting distinctly different populations (seniors age 55 and 62 and older) and offering larger unit types have not been included in our comparable analysis as they are not considered to be directly competitive with the subject project. The four remaining LIHTC projects identified and surveyed within the Site PMA offer one- and two-bedroom units targeting general-occupancy households earning up to 50% and/or 60% of AMHI. Also note that two of these four LIHTC projects identified and surveyed in the market, Pecan Grove (Map ID 9) and Willow Apartments (Map ID 15), also operate under the Rural Development Section 515 (RD 515) program. However, the majority of the units at these two projects do not operate with Rental Assistance (RA), thus requiring most tenants of these properties to pay between basic and market rents. Based on the preceding analysis, these four LIHTC projects identified and surveyed within the market should offer an accurate base of comparability for the subject project and are considered competitive.

These comparable/competitive properties and the subject development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Heritage Oaks	1985 / 2014	50	100.0%	-	5-9 H.H.	Families; 60% AMHI & RD 515
8	Pateville Estates	2004	76	100.0%	2.4 Miles	500 H.H.	Families; 50% AMHI
9	Pecan Grove	1982 / 2004	40	90.0%	1.5 Miles	None	Families; 50% & 60% AMHI & RD 515
13	Suwanee House	1996	40	97.5%	1.6 Miles	None	Families; 50% & 60% AMHI
15	Willow Apts.	1992 / 2011	31	100.0%	1.7 Miles	6 H.H.	Families; 50% & 60% AMHI & RD 515

OCC. - Occupancy

The four comparable LIHTC projects have a combined occupancy rate of 97.3%, and none have an occupancy rate below 90.0%, as illustrated in the preceding table. Note that the 90.0% occupancy rate reported at Pecan Grove (Map ID 9) is attributed to only four (4) vacant units at this relatively small property (40 total units). Further, two of the four comparable LIHTC projects, Pateville Estates (Map ID 8) and Willow Apartments (Map ID 15), maintain waiting lists for their next available units. These high occupancy rates and waiting lists maintained among the comparable LIHTC projects indicate that there is pent-up demand for affordable Tax Credit product within the Site PMA.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Heritage Oaks	\$513/60% (14)	\$616/60% (36)	-	-	-
8	Pateville Estates	-	\$561/50% (38/0)	\$641/50% (16/0)	\$731/50% (22/0)	None
9	Pecan Grove	\$482-\$644*/50% (7/0)	\$558-\$745*/50% (16/4)	\$621-\$793*/60% (4/0)	-	None
		\$482-\$644*/60% (5/0)	\$558-\$745*/60% (8/0)			
13	Suwanee House	\$445/50% (8/1)	\$536/50% (12/0)	-	-	None
		\$449/60% (6/0)	\$547/60% (14/0)			
15	Willow Apts.	\$487-\$632*/60% (4/0)	\$593-\$747*/50% (9/0)	\$651-\$821*/50% (2/0)	-	None
			\$593-\$747*/60% (12/0)	\$651-\$821*/60% (4/0)		

*Denotes basic and market rents (includes subsidized units which operate with Rental Assistance requiring tenants to pay up to 30% of their adjusted gross income towards rent)

The proposed subject gross rents are \$513 and \$616 for the one- and two-bedroom units, respectively. Note that these are the highest priced one- and two-bedroom non-subsidized Tax Credit units in the market, as illustrated in the preceding table. However, it should be noted that there is only one (1) vacant non-subsidized Tax Credit unit in the market (one-bedroom unit at 50% AMHI at Suwanee House). The four vacant units at Pecan Grove (Map ID 9) are likely among the units which do not receive RA at this project, thus requiring tenants of those units to pay between basic and market rents. However, despite these vacancies, the basic and market rents charged at Pecan Grove are considered achievable in the market as Willow Apartments (Map ID 15) is 100% occupied and charges basic and market rents similar to those at Pecan Grove. All LIHTC units targeting households earning up to 60% of AMHI, similar to the subject project, are 100.0% occupied. Considering these high occupancy rates and previously mentioned waiting lists maintained at some of the comparable LIHTC projects, these properties could likely achieve higher rents than those currently being charged in the Cordele Site PMA. Additionally, the proposed renovations to the subject project are expected to be substantial and will likely allow the subject project to achieve premium Tax Credit rents within the Site PMA. Regardless, a Private Rental Assistance (PRA) subsidy will be available to all existing unassisted residents, preventing a rent increase on the current unassisted tenants of the subject project. Given the availability of a PRA subsidy, the subject project will continue to remain a substantial value in the region. The appropriateness of subject project's proposed rents is further evaluated within Addendum E of this report.

Our comparative analysis in Section H reveals the unit designs (square footage and bathrooms) of the subject units are relatively competitive with those of the comparable LIHTC projects in the market. Further, the 100.0% occupancy rate reported at the subject project indicates that the unit sizes (square feet) and number of bathrooms offered are appropriate for the targeted tenant profile and have not, and should not, adversely impact marketability of the subject project. Similarly, the proposed amenities package is also considered appropriate for the targeted tenant population at the subject project. Based on the anticipated value that will be created by the availability of a Private Rental Assistance (PRA) subsidy which will prevent a rent increase on all current unassisted tenants at the subject project, we expect the renovated subject project to be competitive as proposed.

8. Absorption/Stabilization Estimates

According to management, the subject project is currently 100.0% occupied and maintains a waiting list which ranges from five to nine households, depending upon bedroom type. It should also be noted that while residents will be relocated temporarily during renovations, they will not be permanently displaced. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 50 subject units will be vacated and that all units will have to be re-rented following renovations. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy.

It is our opinion that the 50 units at the subject site will reach a stabilized occupancy of 93.0% within approximately 12 months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately four units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report.

9. Overall Conclusion:

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the 50 units at the subject site, assuming it is renovated and operated as detailed in this report. Changes in the project's scope of renovations, rents, amenities or renovation completion date may alter these findings.

Based on the preceding analysis and information provided throughout this report, we have no recommendations or suggested modifications for the subject project at this time.

SUMMARY TABLE

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

Development Name:	Heritage Oaks	Total # Units:	50
Location:	809 Broad Street, Cordele, Georgia 31015 (Crisp County)	# LIHTC Units:	50
PMA Boundary:	The Crisp County boundary to the north; Justice Road, State Route 257 and Penia Road North and South to the east; Old Hatley Road, State Route 300 and McKinney Road to the south; and Coney Road North and South to the west.		
	Farthest Boundary Distance to Subject:		9.0 miles

RENTAL HOUSING STOCK (found on page H-2)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	20	942	17	98.2%
Market-Rate Housing	8	267*	12	95.5%
Assisted/Subsidized Housing not to include LIHTC	4	250	0	100.0%
LIHTC	9	425**	5	98.8%
Stabilized Comps (in PMA only)	4	187	5	97.3%
Properties in Construction & Lease Up	-	-	-	-

*Excludes Tax Credit units at the one mixed-income development

**Excludes Market-Rate units at the one mixed-income development

Subject Development					Achievable Market Rents			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent*	Per Unit	Per SF	Advantage	Per Unit	Per SF
14	One	1.0	700	\$439	\$530	\$0.76	17.2%	\$559	\$0.66
36	Two	1.5	900	\$517	\$610	\$0.68	15.2%	\$639	\$0.56

*2013 maximum allowable LIHTC gross rent less the value of tenant-paid utilities

DEMOGRAPHIC DATA (found in Section E & G)

	2010		2013		2015	
Renter Households	3,189	51.2%	3,254	51.8%	3,284	51.5%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	668	10.6%	669	10.5%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-6)

Type of Demand	RA Units	Non-RA Units	Overall as Proposed	Market-rate	Other__	LIHTC Only Scenario
Renter Household Growth	-	-1	-1	-	-	-1
Existing Households (Overburd + Substand)	-	392	392	-	-	392
Homeowner conversion (Seniors)	-	-	-	-	-	-
Total Primary Market Demand	-	391	391	-	-	391
Less Comparable/Competitive Supply	-	0	0	-	-	0
Net Income-Qualified Renter HHs	-	391	391	-	-	391

CAPTURE RATES (found on page G-6)

Targeted Population	RA Units	Non-RA Units	Overall as Proposed	Market-rate	Other__	LIHTC Only Scenario
Capture Rate	-	12.8%	12.8%	-	-	12.8%

SECTION B - PROJECT DESCRIPTION

The Heritage Oaks apartment community located in Cordele, Crisp County, Georgia, was originally built in 1985 and has operated under the Rural Development 515 (RD 515) program since that time. The project contains 50 general-occupancy units, comprised of 14 one-bedroom garden-style units and 36 two-bedroom townhouse-style units. Currently, Rental Assistance (RA) directly from Rural Development is not provided on any of the subject units. Management reports the subject project is currently 100.0% occupied and maintains a waiting list which ranges from five to nine households, depending upon bedroom type.

The proposed Tax Credit renovations, which will be financed through a Tax Exempt Bond, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, all units will target households earning up to 60% of Area Median Household Income (AMHI) under Tax Credit guidelines. All renovations are expected to be completed in 2014. Additionally, a Private Rental Assistance (PRA) subsidy, which will be financed by the developer, will be available to all existing residents (PRA subsidy not to extend beyond existing residents). The PRA subsidy will prevent a rent increase on current residents, allowing existing residents to pay current rents. Additional project details follow:

- 1. PROJECT NAME:** Heritage Oaks
- 2. PROPERTY LOCATION:** 809 Broad Street
Cordele, Georgia 31015
(Crisp County)
- 3. PROJECT TYPE:** Current: RD 515
Proposed: RD 515 & Tax Credit
- 4. UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet	Current Rents*	2013 LIHTC Rents				2013 Rent Limits		Market Rents (CRUCU)	Proposed Achievable Net Rents
						AMHI	Gross	U.A.	Net	Max. Allow.	Fair Market		
14	One-Br.	1.0	G	700	\$380	60%	\$513	\$74	\$439	\$513	\$455	\$530	\$439
36	Two-Br.	1.5	TH	900	\$405	60%	\$616	\$99	\$517	\$616	\$599	\$610	\$517
50	Total												

Source: Boyd Management
 AMHI – Area Median Household Income (Crisp County, GA; 2013)
 *Denotes current basic rents under the RD 515 program
 U.A. – Utility Allowance
 Max. Allow. – Maximum Allowable
 CRUCU – Conventional Rents for Comparable Units
 TH – Townhouse
 G - Garden



- 5. TARGET MARKET:** Low-Income Families
- 6. PROJECT DESIGN:** Seven (7) one- and two-story residential buildings and one (1) one-story non-residential building.
- 7. ORIGINAL YEAR BUILT:** 1985
- 8. ANTICIPATED RENOVATION COMPLETION DATE:** 2014

9. UNIT AMENITIES:

- Electric Range
- Refrigerator
- Central Air Conditioning
- Washer/Dryer Hookups
- Dishwasher
- Carpet
- Window Blinds
- Patio
- Additional Storage
- Ceiling Fan

10. COMMUNITY AMENITIES:

- On-Site Management
- Sports Court (Basketball)
- Playground
- Picnic Area

11. RESIDENT SERVICES:

Not applicable

12. UTILITY RESPONSIBILITY:

Water, sewer and trash collection will be included in the cost of rent. All other utility costs will be the responsibility of the tenant, these include the following:

- General Electricity
- Electric Heat
- Electric Cooking
- Electric Hot Water Heat

13. RENTAL ASSISTANCE:

The subject property currently operates under the RD 515 program guidelines. However, Rental Assistance (RA) is not provided on any of the subject units.

14. PARKING:

The subject site offers a surface parking lot containing 65 parking spaces at no additional charge to its residents.

15. CURRENT OCCUPANCY AND TENANT PROFILE:

The 50-unit project is currently 100.0% occupied and maintains waitlists of five and nine households for its next available one- and two-bedroom units, respectively. Based on information provided by the developer, we anticipate that most, if not all, current tenants will continue to income-qualify following renovations.

16. PLANNED RENOVATIONS:

Currently, the subject project is considered to be of relatively good overall quality, but shows signs of slight property aging. According to the developer, the subject property will undergo approximately \$27,000 in planned renovations per unit. The subject is expected to include, but will not be limited to, the following renovations:

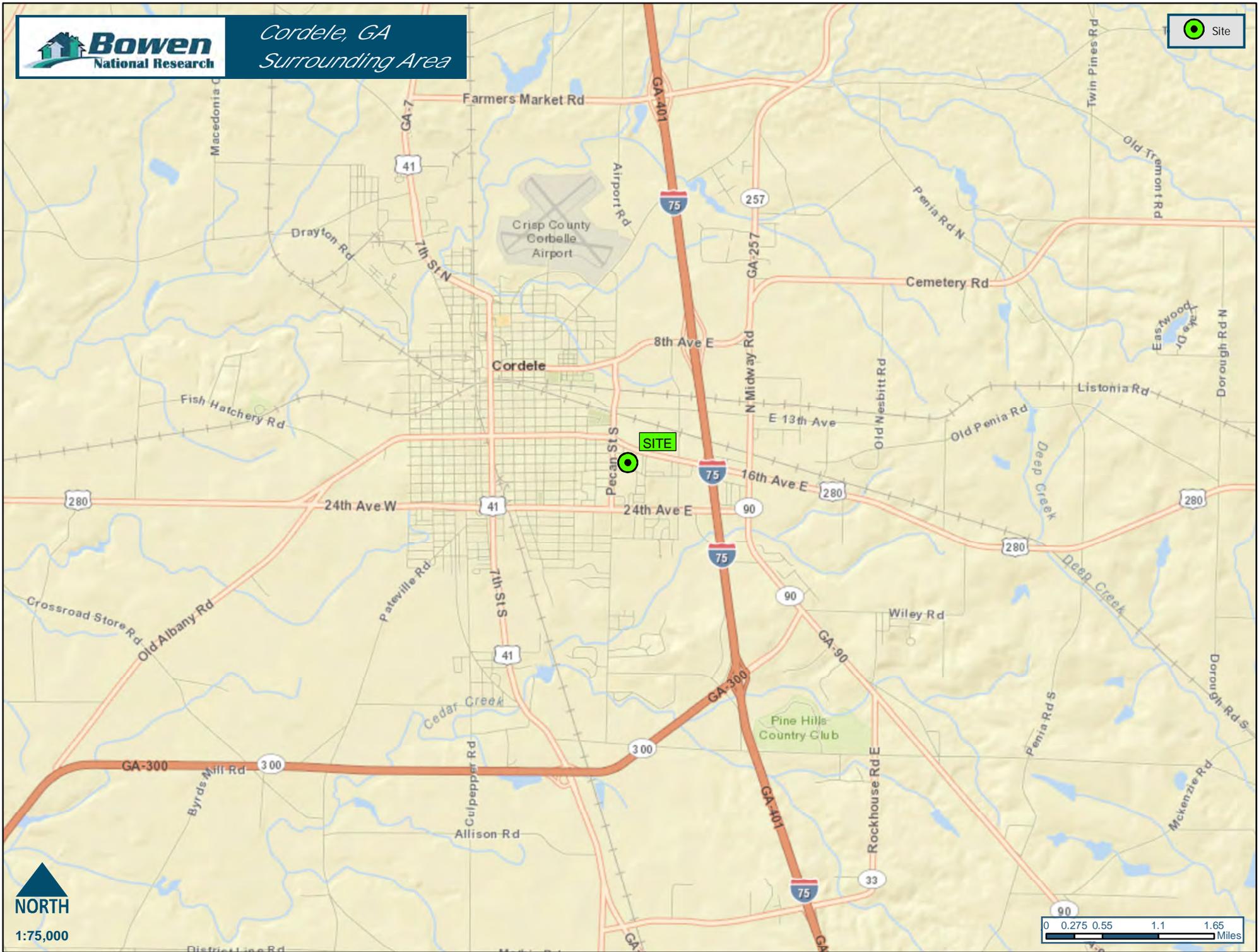
- New floor coverings
- Painting of unit interiors
- Replacement of kitchen cabinets and countertops
- Replacement of existing kitchen appliances
- Replacement of plumbing fixtures
- Replacement of lighting fixtures
- Replace windows and window blinds
- Replacement of interior and exterior doorways
- Replacement of bathroom cabinets and countertop
- Installation of new HVAC
- Re-roofing of buildings
- Upgrade and improve exteriors of buildings
- Landscape improvements to the entrance with new signage (as needed)
- Upgrade sidewalks, dumpster surrounds and landscaping.

17. STATISTICAL AREA: Crisp County, Georgia (2013)

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

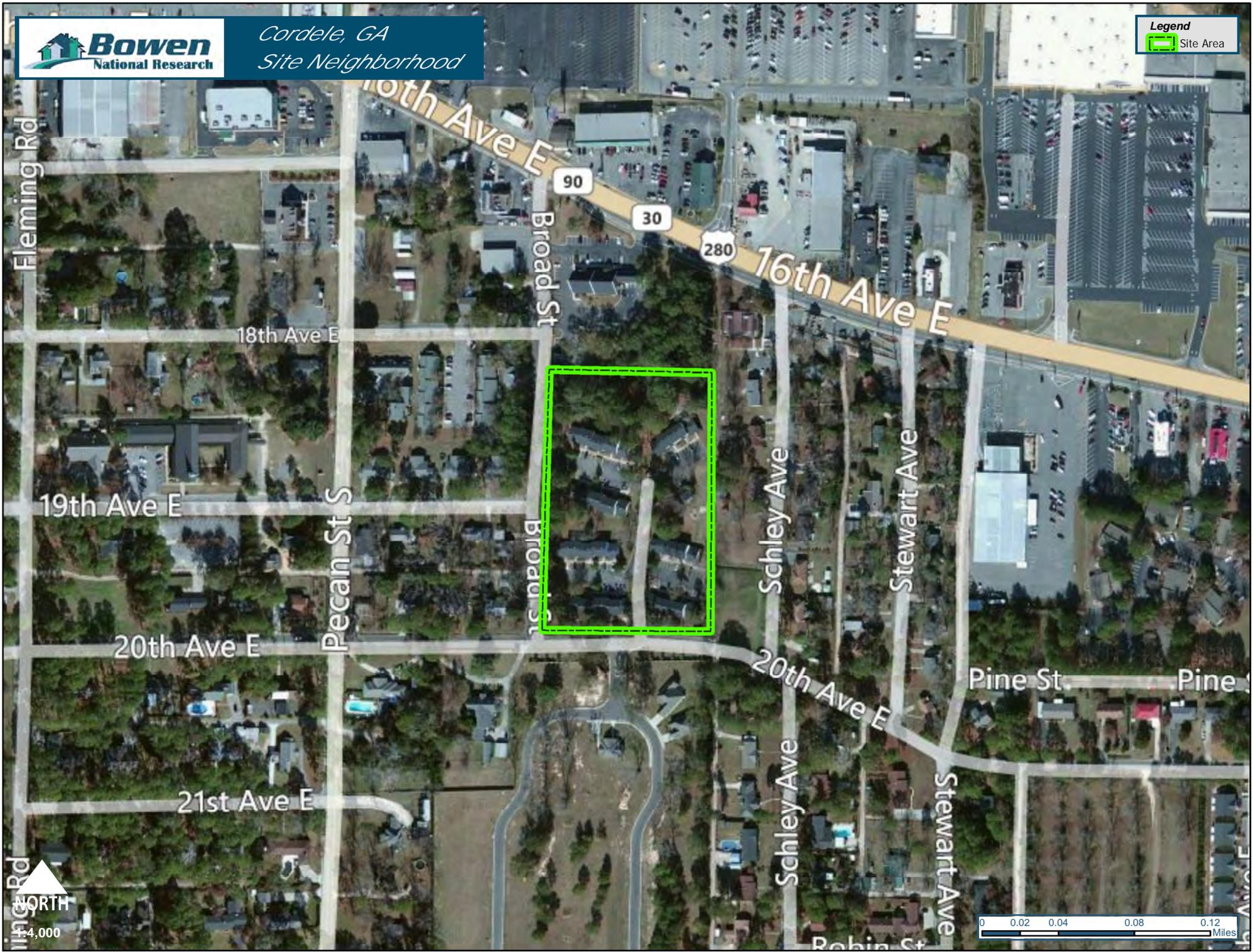


*Cordele, GA
Surrounding Area*



1:75,000





SECTION C – SITE DESCRIPTION AND EVALUATION

This is a telephone update of the original market study completed by Bowen National Research in February, 2013. Note we did not revisit the site for this analysis. We have assumed the surrounding land uses have not changed since the original site inspection, conducted during the week of January 14, 2013 by Bowen National Research.

1. LOCATION

The subject site is the existing Heritage Oaks Apartments located at 809 Broad Street in the eastern portion of Cordele, Georgia. Located within Crisp County, Cordele is approximately 66.0 miles south of Macon, Georgia and approximately 91.0 miles southeast of Columbus, Georgia.

2. SURROUNDING LAND USES

The subject site is located within an established area of Cordele. Surrounding land uses generally include scattered single-family homes various local businesses. The following is a description of adjacent land uses:

North -	A wooded tree line borders the site to the north. Continuing north is Regions Bank, Los Compadres Mexican Restaurant and U.S. Highway 280. A commercial corridor consisting primarily of retail space with anchor stores such as Goody's, Dollar General, Ace Hardware, CATO and numerous other commercial, retail and dining establishments extends beyond.
East -	A predominately residential neighborhood borders the site to the east. These structures are generally one-story, brick dwellings considered to be in good condition. Continuing east is the Flint River Pottery store and various other retail and restaurant establishments.
South -	East 20 th Street borders the site to the south. Continuing south across East 20 th Street are two single-story homes considered to be in excellent condition and undeveloped land. A residential neighborhood consisting of single-family homes generally considered to be in good condition extends beyond.
West -	Broad Street is the western boundary of the site. Continuing west are the Cambridge Apartments, a sixteen-unit apartment community considered to be in average condition. Scattered single-family dwellings, consisting mostly of one-story structures considered to be in average to good condition are located beyond.

The subject site is situated within an established area comprised primarily of single-family homes that are generally considered to be well maintained and in good condition. The design of the subject project is considered to be consistent with these surrounding residential structures. Further, the wooded tree-line along the perimeter of the subject project provides a natural buffer to additional surrounding land uses within the immediate site neighborhood and is considered beneficial to the continued marketability of the subject project. No nuisances were observed within proximity of the subject site. Overall, the subject property fits well with the surrounding land uses and will continue to benefit from its proximity to nearby community services.

3. VISIBILITY AND ACCESS

The subject project is unobstructed by the surrounding land uses upon ingress and egress of the subject site along Broad Street, which borders the subject site to the west. Further, signage for the subject project is located along Broad Street and is clearly visible to both, vehicular and pedestrian traffic traveling along Broad Street. As such, visibility of the subject site is considered good. The subject site derives access from Broad Street a lightly traveled two-lane residential roadway bordering the subject site to the west and connecting U.S. Highway 280 and East 20th Street, to the north and south, respectively. While vehicular traffic along this two-lane roadway is considered light, pedestrian traffic is considered insignificant. As such, access to the subject project is considered good, given Broad Street's convenient access from both U.S. Highway 280 and East 20th Street, and due to the light vehicular traffic patterns along Broad Street from which the site is accessed.

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

4. SITE PHOTOGRAPHS

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

SITE PHOTOGRAPHS



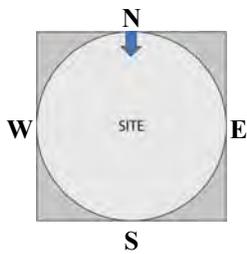
Site Entryway



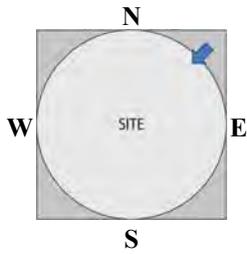
Entryway Signage



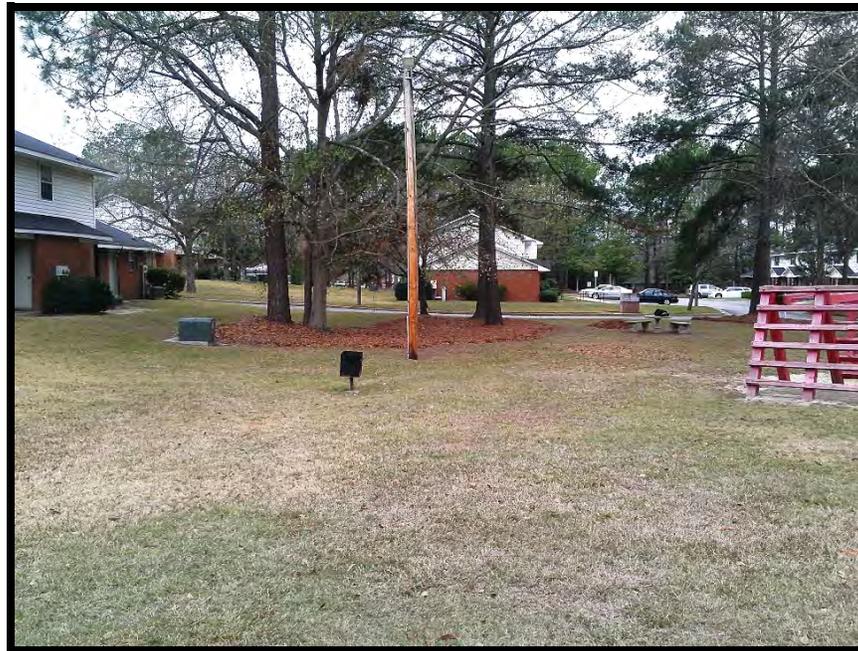
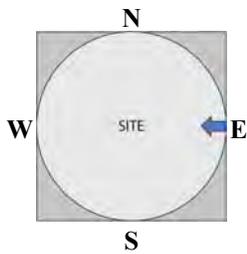
Typical Building Exterior



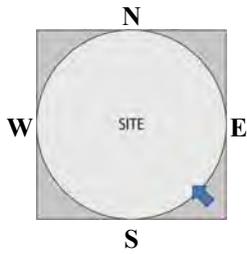
View of site from the north



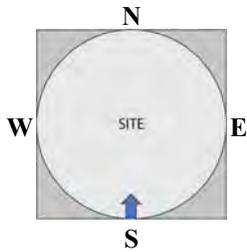
View of site from the northeast



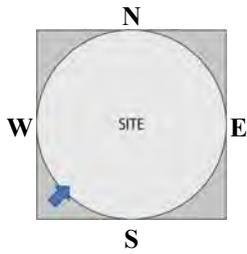
View of site from the east



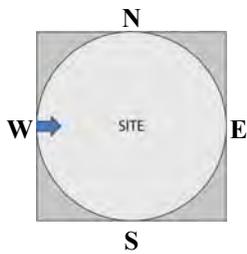
View of site from the southeast



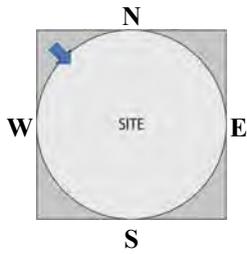
View of site from the south



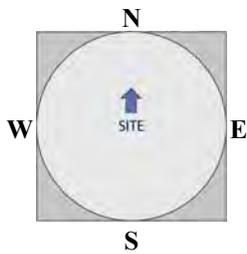
View of site from the southwest



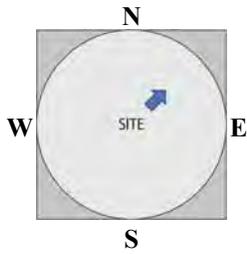
View of site from the west



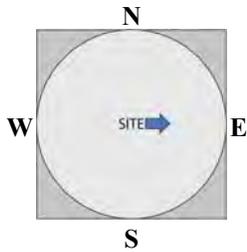
View of site from the northwest



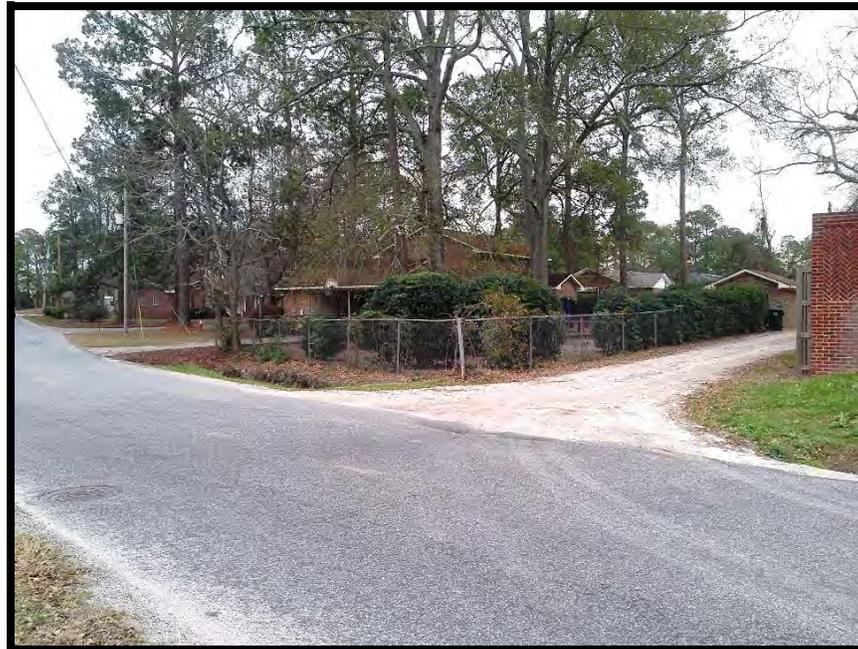
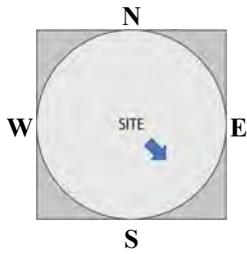
North view from site



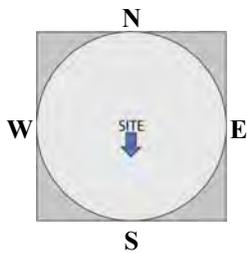
Northeast view from site



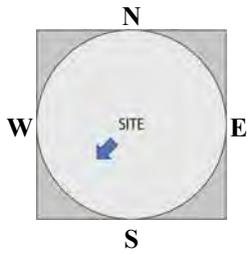
East view from site



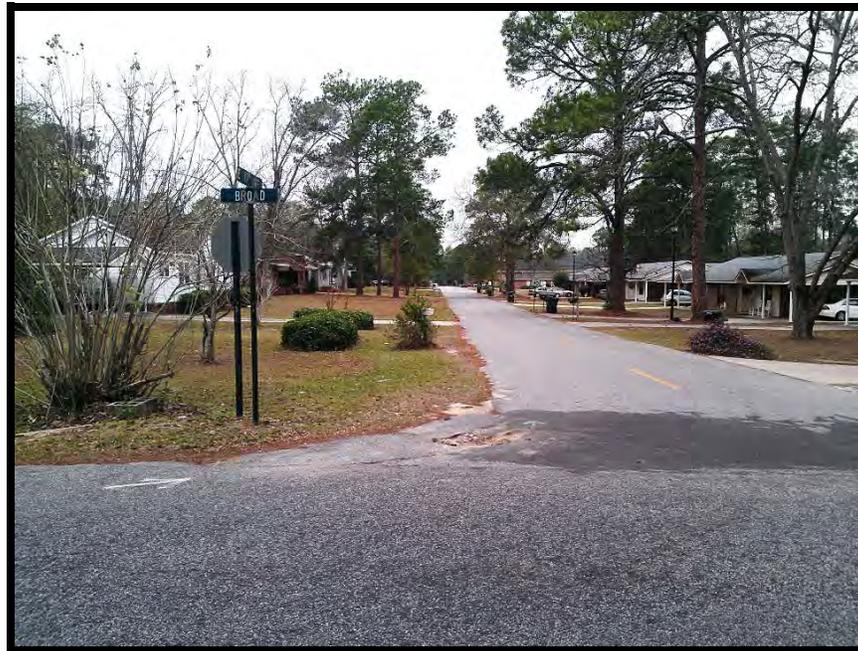
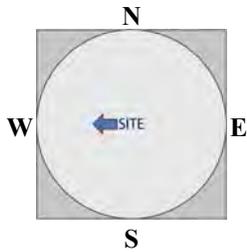
Southeast view from site



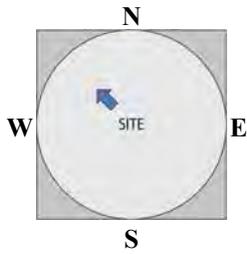
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape south view of Broad Street



Streetscape north view of Broad Street



Recreation Area



Picnic Area



Grill Area



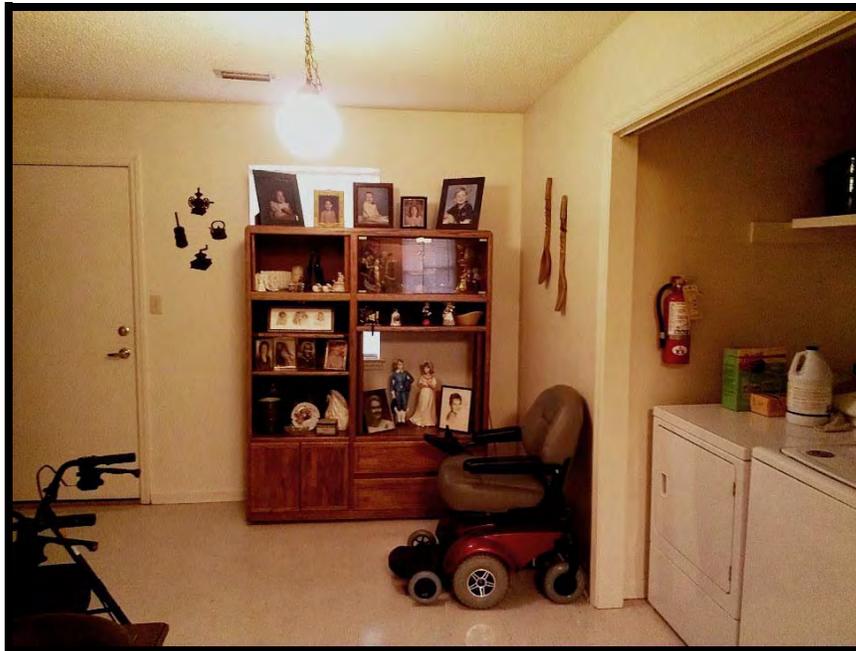
Recreation Area and grill area



Typical Living Room in One-Bedroom Handicap Accessible Unit



Typical Kitchen in One-Bedroom Handicap Accessible Unit



Typical Dining Area in One-Bedroom Handicap Accessible Unit



Typical Washer/Dryer Hookup in One-Bedroom Handicap Accessible Unit



Typical One-Bedroom Handicap Accessible Unit



Typical Bathroom in One-Bedroom Handicap Accessible Unit



Typical Living Room in a Two-Bedroom Unit



Typical Kitchen in a Two-Bedroom Unit



Typical Washer/Dryer Hookup in a Two-Bedroom Unit



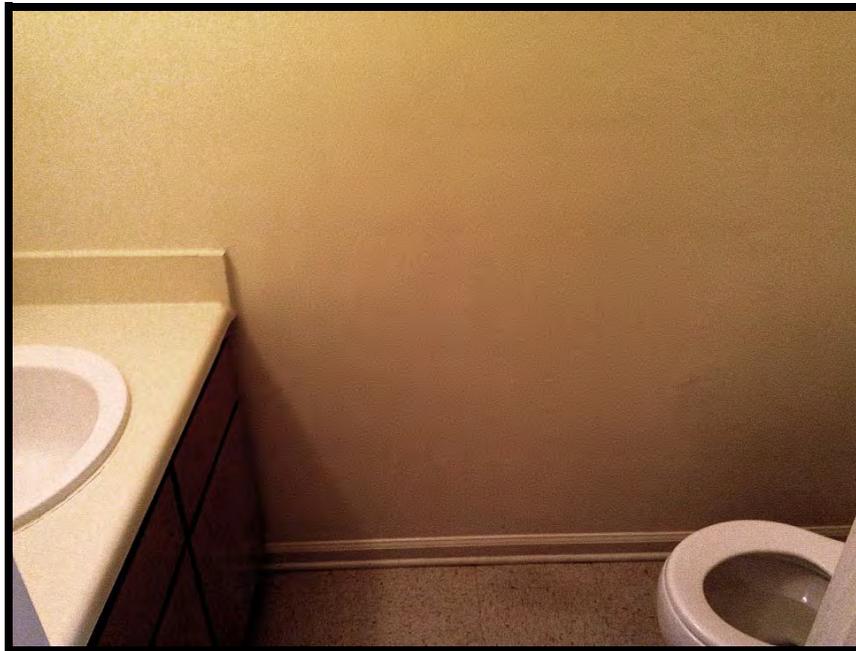
Typical Master Bedroom in a Two-Bedroom Unit



Typical Spare Bedroom in a Two-Bedroom Unit



Typical Full Bathroom in a Two-Bedroom Unit



Typical Half Bathroom in a Two-Bedroom Unit



Typical Half Bathroom Vanity in a Two-Bedroom Unit

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

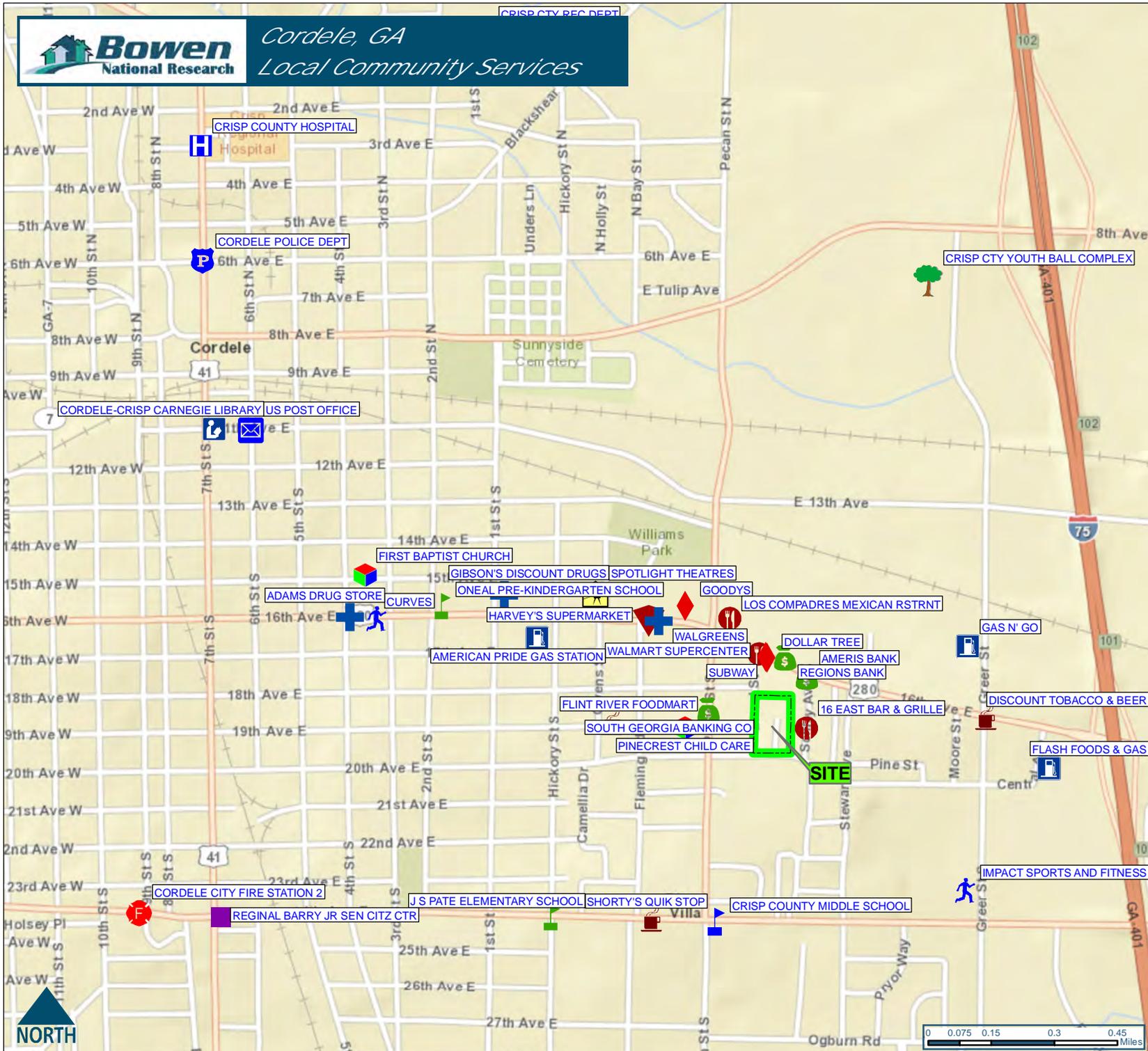
Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 280 Interstate 75	0.1 North 0.8 East
Public Bus Stop	N/A	N/A
Major Employers/ Employment Centers	Walmart Supercenter Crisp County Hospital	0.1 Northeast 2.1 Northwest
Convenience Store	Flint River Foodmart Discount Tobacco & Beer Shorty's Quik Stop	0.4 West 0.6 East 0.7 Southwest
Grocery	Walmart Supercenter Harvey's Supermarket	0.1 Northeast 0.3 Northwest
Discount Department Store	Walmart Supercenter Dollar Tree Goody's	0.1 Northeast 0.1 Northeast 0.2 Northwest
Schools: Elementary Elementary Middle/Junior High High	J S Pate Elementary School (K-2) Southwestern Elementary School (3-5) Crisp County Middle School (6-8) Crisp County High School (9-12)	0.8 Southwest 2.2 West 0.6 South 2.4 Southeast
Hospital/Medical Center	Crisp County Hospital	2.1 Northwest
Police	Cordele Police Department	1.8 Northwest
Fire	Cordele City Fire Station 2	1.7 West
Post Office	U.S. Post Office	1.5 Northwest
Bank	Regions Bank South Georgia Banking Co Ameris Bank	0.1 Northeast 0.1 Southwest 0.2 East
Library	Cordele-Crisp Carnegie Library	1.5 West
Senior Center	Reginal Barry, Jr. Senior Citizen Center	1.5 West
Gas Station	American Pride Gas Station Flash Foods & Gas Gas N' Go	0.4 Northwest 0.7 East 0.8 East
Pharmacy	Walgreens Gibson's Discount Drugs Adams Drug Store	0.3 Northwest 0.6 West 0.9 West
Restaurant	Subway Los Compadres Mexican Restaurant 16 East Bar & Grille	0.1 North 0.1 Northwest 0.2 Northeast
Day Care	Pinecrest Child Care First Baptist Church	0.2 West 1.2 Northwest
Cinema/Theatre	Spotlight Theatres	0.4 West
Fitness Center	Impact Sports And Fitness Curves	0.6 Southeast 0.9 West
Park	Crisp County Youth Ball Complex Crisp County Recreation Department	1.1 Northeast 1.5 Northwest

N/A- Not Available

The site is located in the eastern portion of Cordele and is within proximity of most community services considered beneficial to family-oriented housing as offered at the subject project. Many of these community services are located within 1.0 mile of the subject property. These services located within 1.0 mile of the subject project include but are not limited to grocery stores, shopping opportunities, banks, gas stations, pharmacies and various dining establishments. Fixed route public transportation is not provided within the Cordele area. However, as most residents of this area are likely accustomed to not having this service readily available to them, we do not anticipate the lack of public transportation to have an adverse impact on the continued marketability of the subject project.

Further, all public safety services are provided by the Cordele Police and Fire Departments, located 1.8 miles and 1.7 miles from the subject project, respectively. The Crisp County Hospital is the Cordele area's full-service hospital and is located within 2.1 miles of the subject project. The subject project is served by Crisp County Schools as all applicable attendance schools are located within 2.4 miles of the subject project. Overall, the site's proximity to community and public safety services, as well as all applicable attendance schools will continue to contribute to the marketability of the subject project.

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

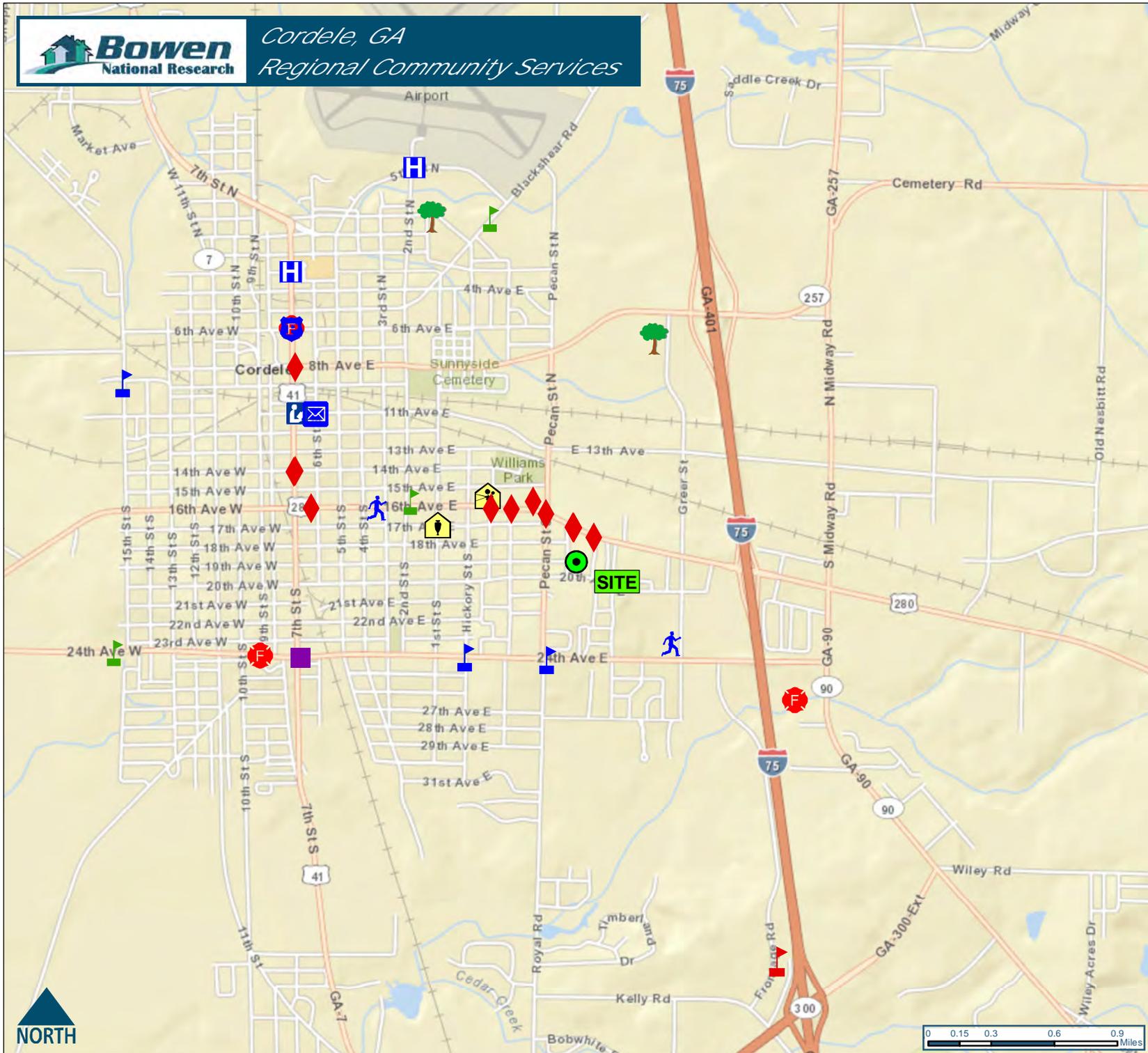


Legend

- Site Area
- bank
- child care
- cinema
- convenience store
- elementary school
- fire
- fitness center
- gas
- grocery
- hospital
- library
- middle school
- park
- pharmacy
- police
- post office
- restaurant
- senior services
- shopping



1:20,000



Legend

- Site
- cinema
- elementary school
- fire
- fitness center
- high school
- hospital
- library
- middle school
- museum
- park
- police
- post office
- senior services
- shopping



1:40,000

6. CRIME ISSUES

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

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

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

Total crime risk for the Site PMA is 137 with an overall personal crime index of 142 and a property crime index of 115. Total crime risk for Crisp County is 120 with indexes for personal and property crime of 125 and 100, respectively.

	Crime Risk Index	
	Site PMA	Crisp County
Total Crime	137	120
Personal Crime	142	125
Murder	168	164
Rape	67	62
Robbery	98	87
Assault	255	208
Property Crime	115	100
Burglary	142	128
Larceny	154	126
Motor Vehicle Theft	53	50

Source: Applied Geographic Solutions

As illustrated in the preceding table the crime rate reported for the Site PMA (137) is slightly higher than that reported within Crisp County (120) as well as the national average (100). However, the perception of crime within the immediate site neighborhood is likely low, as evidenced by the 100.0% occupancy rate reported at the subject project. This high occupancy rate indicates that residents of the area likely perceive the subject site as a safe environment. Based on the preceding analysis, the safe living environment provided at the subject development should contribute to the continued marketability of the subject project following renovations.

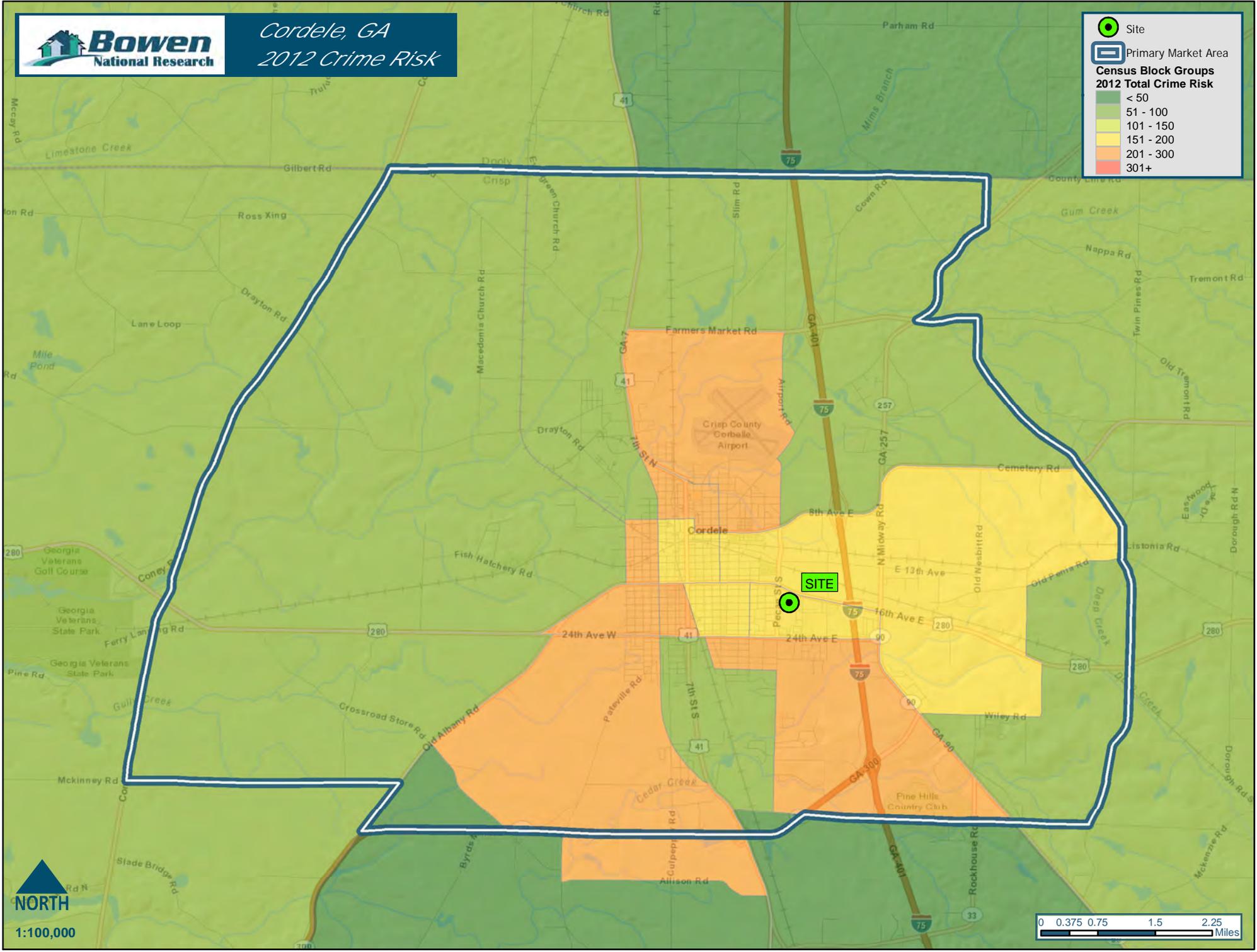
A map illustrating crime risk is on the following page.



Cordele, GA
2012 Crime Risk

● Site
▭ Primary Market Area
**Census Block Groups
2012 Total Crime Risk**

Green	< 50
Light Green	51 - 100
Yellow	101 - 150
Orange	151 - 200
Red-Orange	201 - 300
Red	301+




NORTH
1:100,000

0 0.375 0.75 1.5 2.25
Miles

7. OVERALL SITE EVALUATION

The subject project is currently 100.0% occupied, which is evidence that the subject site location has had a positive impact on its marketability. Notably, the subject project fits well with the surrounding residential structures within the site neighborhood which were observed to be generally well-maintained. Visibility and access of the subject project are both considered good as the subject project is clearly visible and easily accessible from Broad Street, a lightly traveled residential roadway which borders the site to the west. The site is also within proximity to shopping, employment, recreation, entertainment and education opportunities, as well as all public safety services. Notably, of these services are located within 2.4 miles of the subject site. Overall, we expect the site's consistency with the surrounding residential structures, convenient accessibility and proximity to community services to contribute to the site's continued marketability following renovations.

8. MAP OF LOW-INCOME RENTAL HOUSING

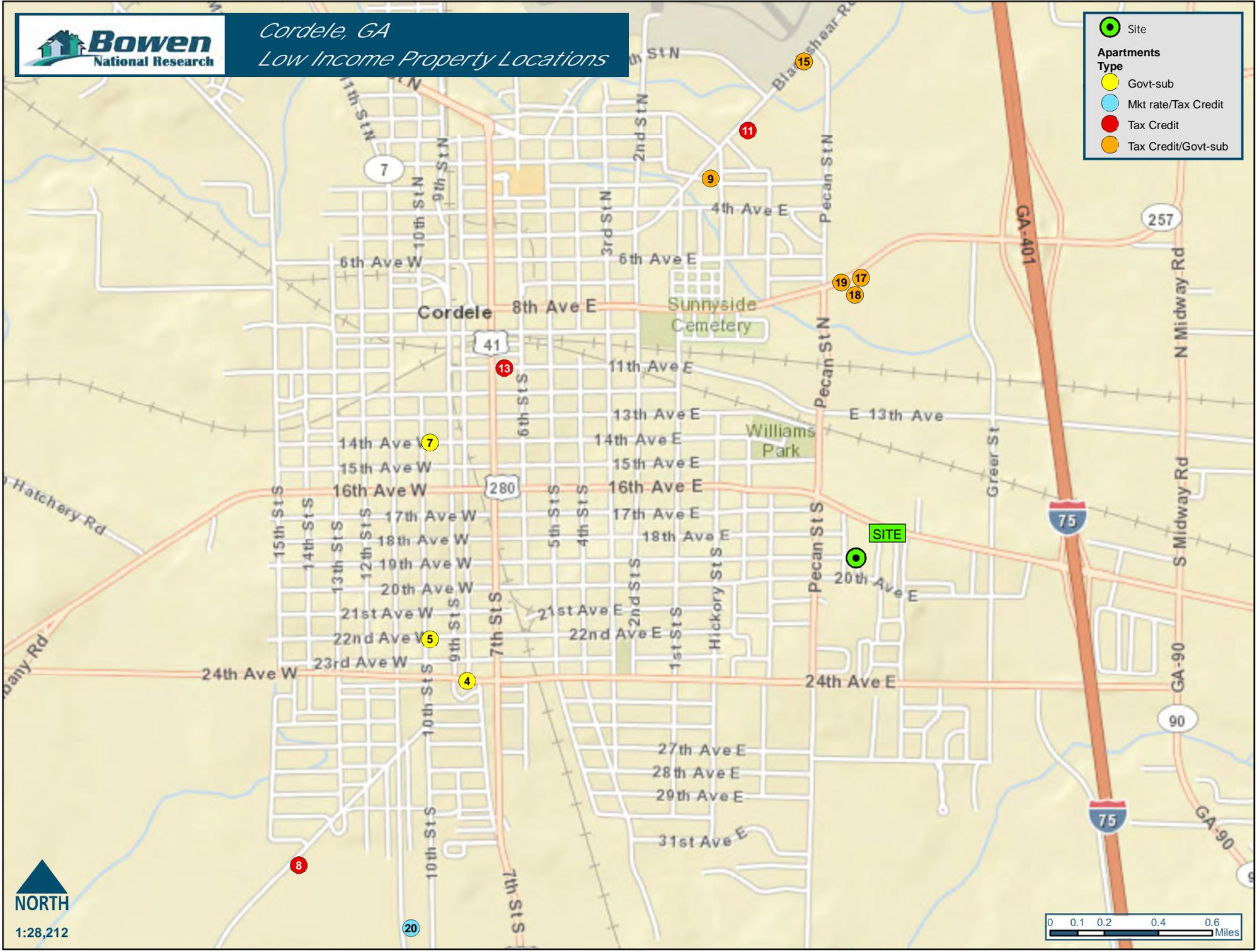
A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.

Site

- Site

Apartments Type

- Govt-sub
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub



SECTION D – PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is the geographical area from which most of the support for the subject development is expected to continue to originate. The Cordele Site PMA was determined through interviews with management at the subject site, area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts at the time of the original site visit and field work conducted by Bowen National Research the week of January 14, 2013. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Cordele Site PMA includes the town of Cordele and outlying unincorporated areas of Crisp County. The boundaries of the Site PMA generally include the Crisp County boundary to the north; Justice Road, State Route 257 and Penia Road North and South to the east; Old Hatley Road, State Route 300 and McKinney Road to the south; and Coney Road North and South to the west. The Site PMA boundaries are approximately within 9.0 miles from the subject site.

Betty Towns, Property Manager of the subject site Heritage Oaks Apartments in Cordele, Georgia stated that due to the rural nature of the surrounding areas, support for her project is generally concentrated within the immediate Cordele area. Specifically, Ms. Towns stated that more than 90% of her current tenants originated from within the Cordele town limits. Further, Ms. Towns stated that all households which are currently on her waiting list are currently residing within the town of Cordele.

Rontavius Telfair, Property Manager of the Rosewood Estates apartment project in Cordele, Georgia also stated that the majority of support for his project originates from within the town of Cordele. Mr. Telfair stated that residents within the Cordele area typically do not relocate to areas outside of Cordele. Likewise Mr. Telfair also stated that residents outside of the Cordele area typically do not relocate to Cordele. Mr. Telfair attributes this primarily local support base to the proximity of most of his residents' families which live within the immediate Cordele area. Mr. Telfair also stated that he typically maintains an extensive wait list at his property which typically is comprised of households from within the immediate and surrounding areas of Cordele.

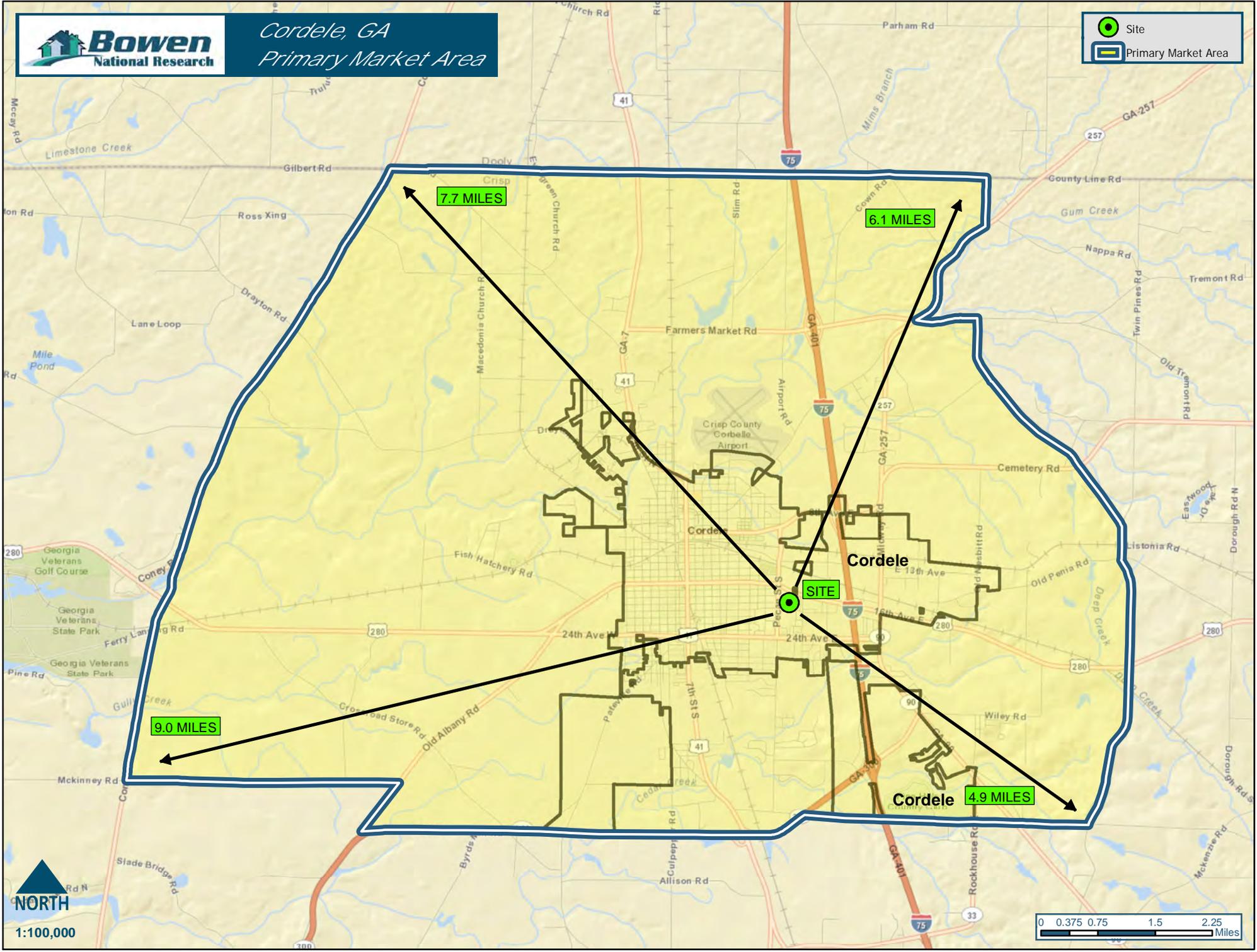
Although a small portion of support may originate from some of the outlying rural areas, we have not considered any secondary market area in this report.

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



*Cordele, GA
Primary Market Area*

● Site
▭ Primary Market Area



7.7 MILES

6.1 MILES

9.0 MILES

4.9 MILES

NORTH
1:100,000

0 0.375 0.75 1.5 2.25 Miles

SECTION E - COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2013 (estimated) and 2015 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2013 (Estimated)	2015 (Projected)
Population	16,023	16,327	16,517	16,709
Population Change	-	304	190	192
Percent Change	-	1.9%	1.2%	1.2%

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

The Cordele Site PMA population base increased by 304 between 2000 and 2010. This represents a 1.9% increase from the 2000 population, or an annual rate of 0.2%. Between 2010 and 2013, the population increased by 190, or 1.2%. It is projected that the population will increase by 192, or 1.2%, between 2013 and 2015. This projected population growth will likely result in increased housing demand within the Site PMA.

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

Population by Age	2010 (Census)		2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	5,166	31.6%	5,107	30.9%	5,137	30.7%	30	0.6%
20 to 24	1,008	6.2%	1,020	6.2%	996	6.0%	-24	-2.4%
25 to 34	1,984	12.2%	2,038	12.3%	2,065	12.4%	27	1.3%
35 to 44	1,935	11.9%	1,895	11.5%	1,898	11.4%	4	0.2%
45 to 54	2,105	12.9%	2,035	12.3%	1,994	11.9%	-41	-2.0%
55 to 64	1,980	12.1%	2,115	12.8%	2,178	13.0%	63	3.0%
65 to 74	1,096	6.7%	1,227	7.4%	1,332	8.0%	106	8.6%
75 & Over	1,053	6.4%	1,081	6.5%	1,109	6.6%	28	2.6%
Total	16,327	100.0%	16,517	100.0%	16,709	100.0%	192	1.2%

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

As the preceding table illustrates, nearly 49% of the population is expected to be between 25 and 64 years old in 2013. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants. Notably, the population of this primary age group is projected to increase by 53 persons within the Site PMA between 2013 and 2015, as illustrated in the preceding table.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2013 (Estimated)	2015 (Projected)
Households	5,933	6,226	6,280	6,371
Household Change	-	293	54	91
Percent Change	-	4.9%	0.9%	1.5%
Household Size	2.70	2.62	2.58	2.57

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

Within the Cordele Site PMA, households increased by 293 (4.9%) between 2000 and 2010. Between 2010 and 2013, households increased by 54 or 0.9%. By 2015, there will be 6,371 households, an increase of 91 households, or 1.5% from 2013 levels. This is an increase of approximately 46 households annually over the next two years. Similar to population trends, this projected household growth will likely result in increased housing demand within the Site PMA.

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

Households by Age	2010 (Census)		2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	328	5.0%	350	5.6%	339	5.3%	-11	-3.3%
25 to 34	942	14.3%	986	15.7%	997	15.6%	11	1.1%
35 to 44	1,102	16.7%	1,023	16.3%	1,023	16.0%	-1	-0.1%
45 to 54	1,288	19.5%	1,133	18.0%	1,106	17.4%	-27	-2.4%
55 to 64	1,338	20.3%	1,265	20.1%	1,299	20.4%	34	2.7%
65 to 74	846	12.8%	828	13.2%	897	14.1%	68	8.3%
75 to 84	548	8.3%	494	7.9%	503	7.9%	9	1.8%
85 & Over	203	3.1%	200	3.2%	209	3.3%	8	4.1%
Total	6,595	100.0%	6,280	100.0%	6,371	100.0%	91	1.5%

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

As previously stated, the primary age group of potential renters at the subject project is those between the ages of 25 and 64. Notably, this primary age group is estimated to comprise approximately 70.0% of all households within the Site PMA in 2013, as illustrated in the preceding table.

Households by tenure are distributed as follows:

Distribution of Households	2010 (Census)		2013 (Estimated)		2015 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied (<Age 62)	1,625	26.1%	1,682	26.8%	1,678	26.3%
Owner-Occupied (Age 62+)	1,411	22.7%	1,344	21.4%	1,409	22.1%
Renter-Occupied (<Age 62)	2,614	42.0%	2,731	43.5%	2,733	42.9%
Renter-Occupied (Age 62+)	576	9.2%	523	8.3%	551	8.6%
Total	6,226	100.0%	6,280	100.0%	6,371	100.0%

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

It is estimated that 43.5% of all occupied housing units within the Site PMA will be occupied by renters under the age of 62 in 2013.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2013 (Estimated)		2015 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	3,037	48.8%	3,026	48.2%	3,087	48.5%
Renter-Occupied	3,189	51.2%	3,254	51.8%	3,284	51.5%
Total	6,226	100.0%	6,280	100.0%	6,371	100.0%

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

In 2013, homeowners occupied 48.2% of all occupied housing units, while the remaining 51.8% were occupied by renters. The share of renters is relatively high and represents a good base of potential renter support in the market for the subject development. Further, renter households are projected to increase by 30 households between 2013 and 2015, demonstrating an increasing base of renter support within the Site PMA.

The household sizes by tenure within the Site PMA, based on the 2013 estimates and 2015 projections, were distributed as follows:

Persons Per Renter Household	2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,032	31.7%	1,046	31.9%	14	1.4%
2 Persons	756	23.2%	762	23.2%	6	0.8%
3 Persons	605	18.6%	611	18.6%	6	1.0%
4 Persons	438	13.5%	440	13.4%	2	0.5%
5 Persons+	423	13.0%	425	12.9%	1	0.3%
Total	3,254	100.0%	3,284	100.0%	30	0.9%

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

Persons Per Owner Household	2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Households	Percent	Households	Percent	Households	Percent
1 Person	728	24.1%	747	24.2%	19	2.6%
2 Persons	1,214	40.1%	1,238	40.1%	24	2.0%
3 Persons	496	16.4%	506	16.4%	10	2.0%
4 Persons	361	11.9%	367	11.9%	5	1.5%
5 Persons+	226	7.5%	230	7.4%	3	1.4%
Total	3,026	100.0%	3,087	100.0%	61	2.0%

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

The one- and two-bedroom units offered at the subject project will continue to house up to three-person households following renovations. As the preceding illustrates, nearly 74.0% of all renter households within the Site PMA are estimated to be comprised of one- to three-person households in 2013. As such, the subject project will continue to be able to accommodate most renter households within the Site PMA based on size.

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

Household Income	2010 (Census)		2013 (Estimated)		2015 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,209	19.4%	1,135	18.1%	1,133	17.8%
\$10,000 to \$19,999	1,262	20.3%	1,190	19.0%	1,187	18.6%
\$20,000 to \$29,999	918	14.7%	920	14.7%	925	14.5%
\$30,000 to \$39,999	539	8.7%	457	7.3%	479	7.5%
\$40,000 to \$49,999	573	9.2%	643	10.2%	641	10.1%
\$50,000 to \$59,999	421	6.8%	508	8.1%	503	7.9%
\$60,000 to \$74,999	466	7.5%	542	8.6%	555	8.7%
\$75,000 to \$99,999	392	6.3%	414	6.6%	438	6.9%
\$100,000 to \$124,999	231	3.7%	246	3.9%	260	4.1%
\$125,000 to \$149,999	81	1.3%	90	1.4%	102	1.6%
\$150,000 to \$199,999	85	1.4%	81	1.3%	86	1.3%
\$200,000 & Over	48	0.8%	55	0.9%	62	1.0%
Total	6,226	100.0%	6,280	100.0%	6,371	100.0%
Median Income	\$26,985		\$28,851		\$29,357	

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

In 2010, the median household income was \$26,985. This increased by 6.9% to \$28,851 in 2013. By 2015, it is projected that the median household income will be \$29,357, an increase of 1.8% from 2013.

The following tables illustrate renter household income by household size for 2010, 2013 and 2015 for the Cordele Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	425	111	193	80	43	852
\$10,000 to \$19,999	196	272	144	125	69	806
\$20,000 to \$29,999	206	108	146	114	97	671
\$30,000 to \$39,999	59	35	56	6	17	173
\$40,000 to \$49,999	10	104	10	12	100	236
\$50,000 to \$59,999	19	40	17	63	13	153
\$60,000 to \$74,999	16	21	9	24	71	141
\$75,000 to \$99,999	33	9	2	4	3	51
\$100,000 to \$124,999	9	34	16	2	2	63
\$125,000 to \$149,999	10	2	1	2	0	14
\$150,000 to \$199,999	5	6	1	3	2	17
\$200,000 & Over	7	2	1	1	3	13
Total	994	744	595	437	420	3,189

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2013 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	408	108	176	87	41	819
\$10,000 to \$19,999	209	232	139	110	72	763
\$20,000 to \$29,999	229	119	163	94	76	681
\$30,000 to \$39,999	43	31	57	4	18	153
\$40,000 to \$49,999	11	135	12	10	112	279
\$50,000 to \$59,999	29	55	18	90	16	208
\$60,000 to \$74,999	28	22	11	41	80	182
\$75,000 to \$99,999	30	9	3	2	4	48
\$100,000 to \$124,999	15	36	22	0	2	75
\$125,000 to \$149,999	12	1	2	0	0	16
\$150,000 to \$199,999	7	5	1	1	1	15
\$200,000 & Over	10	2	1	0	2	15
Total	1,032	756	605	438	423	3,254

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2015 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	408	106	177	89	41	821
\$10,000 to \$19,999	209	227	139	112	72	759
\$20,000 to \$29,999	236	119	159	92	76	682
\$30,000 to \$39,999	44	36	63	3	19	165
\$40,000 to \$49,999	11	132	12	10	111	277
\$50,000 to \$59,999	28	59	18	88	16	209
\$60,000 to \$74,999	30	24	11	42	79	187
\$75,000 to \$99,999	32	9	3	2	4	50
\$100,000 to \$124,999	16	38	25	0	1	80
\$125,000 to \$149,999	12	1	2	0	0	16
\$150,000 to \$199,999	9	6	1	1	2	18
\$200,000 & Over	10	4	1	0	3	18
Total	1,046	762	611	440	425	3,284

Source: Ribbon Demographics; ESRI; Urban Decision Group

The Cordele Site PMA is projected to experience both population and household growth between 2013 and 2015. Specifically, the total population within the Site PMA is projected to increase by 192 (1.2%) while the total number of households will increase by 91 (1.5%) during this time period. Further, the primary age group (ages 25 to 64) at the subject project is estimated to comprise approximately 70.0% of all households within the Site PMA in 2013. It should also be noted that the number of renter households within the Site PMA is projected to increase by 30 households between 2013 and 2015. Overall, these demographic trends are indicative of an expanding base of potential demographic support for the subject project within the Site PMA.

SECTION F - ECONOMIC TRENDS

1. LABOR FORCE PROFILE

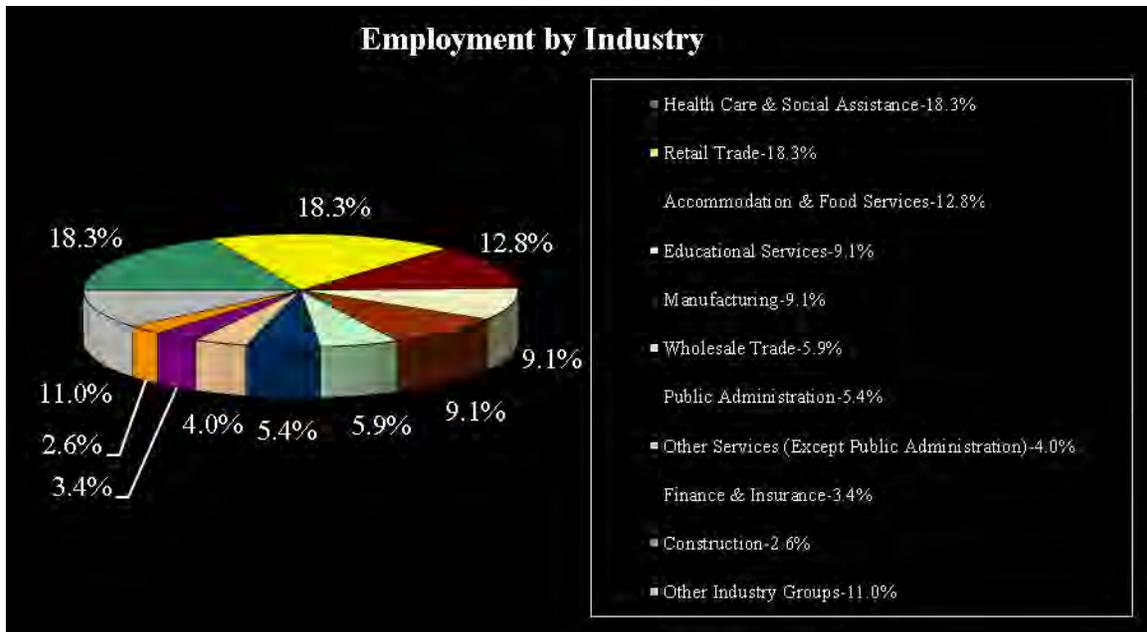
The labor force within the Cordele Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 18.3%), Retail Trade and Accommodation & Food Services comprise over 49% of the Site PMA labor force. Employment in the Cordele Site PMA, as of 2013, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	10	1.1%	81	0.9%	8.1
Mining	0	0.0%	0	0.0%	0.0
Utilities	3	0.3%	25	0.3%	8.3
Construction	38	4.3%	249	2.6%	6.6
Manufacturing	29	3.3%	862	9.1%	29.7
Wholesale Trade	42	4.7%	564	5.9%	13.4
Retail Trade	176	19.9%	1,739	18.3%	9.9
Transportation & Warehousing	19	2.1%	121	1.3%	6.4
Information	15	1.7%	101	1.1%	6.7
Finance & Insurance	68	7.7%	319	3.4%	4.7
Real Estate & Rental & Leasing	53	6.0%	208	2.2%	3.9
Professional, Scientific & Technical Services	54	6.1%	229	2.4%	4.2
Management of Companies & Enterprises	1	0.1%	60	0.6%	60.0
Administrative, Support, Waste Management & Remediation Services	19	2.1%	107	1.1%	5.6
Educational Services	18	2.0%	865	9.1%	48.1
Health Care & Social Assistance	77	8.7%	1,740	18.3%	22.6
Arts, Entertainment & Recreation	10	1.1%	87	0.9%	8.7
Accommodation & Food Services	61	6.9%	1,212	12.8%	19.9
Other Services (Except Public Administration)	124	14.0%	379	4.0%	3.1
Public Administration	61	6.9%	515	5.4%	8.4
Nonclassifiable	8	0.9%	25	0.3%	3.1
Total	886	100.0%	9,488	100.0%	10.7

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

E.P.E. - Average Employees Per Establishment

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



Typical wages by job category for the Middle Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Middle Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$84,590	\$106,520
Business and Financial Occupations	\$59,640	\$69,720
Computer and Mathematical Occupations	\$60,480	\$76,060
Architecture and Engineering Occupations	\$65,880	\$73,630
Community and Social Service Occupations	\$35,620	\$41,880
Art, Design, Entertainment and Sports Medicine Occupations	\$35,780	\$48,400
Healthcare Practitioners and Technical Occupations	\$60,510	\$69,400
Healthcare Support Occupations	\$21,420	\$26,160
Protective Service Occupations	\$30,190	\$33,690
Food Preparation and Serving Related Occupations	\$18,480	\$19,810
Building and Grounds Cleaning and Maintenance Occupations	\$20,890	\$23,550
Personal Care and Service Occupations	\$19,400	\$22,160
Sales and Related Occupations	\$26,820	\$35,520
Office and Administrative Support Occupations	\$28,510	\$33,110
Construction and Extraction Occupations	\$34,260	\$38,120
Installation, Maintenance and Repair Occupations	\$38,390	\$41,750
Production Occupations	\$30,760	\$31,340
Transportation and Moving Occupations	\$26,740	\$34,260

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

Most annual blue-collar salaries range from \$18,480 to \$38,390 within the Middle Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$66,220. It is important to note that most occupational types within the Middle Georgia Nonmetropolitan Area have lower typical wages than the State of Georgia's typical wages. The subject project will generally target households with incomes below \$25,000. The area employment base has a significant number of income-appropriate occupations from which the subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The ten largest commercial employers within the Crisp County and Cordele areas comprise a total of 1,650 employees. These employers are summarized as follows:

Employer Name	Business Type	Total Employed
Crisp County School System	Education	822
Crisp Regional Hospital	Healthcare	739
Norbord	Sub-flooring Manufacturer	192
Crisp County	Government	190
City of Cordele	Government	165
Harris Waste Management	Recycling Equipment Manufacturer	131
Marvair	HVAC System Manufacturer	122
Classic Surrounds	Decorative Surround Manufacturer	120
Big Tex Trailers	Utility Trailer Manufacturer	100
MBM	Commercial Frozen Food Distributor	80
Total		1,650

Source: Cordele-Crisp Chamber of Commerce, 2013

According to a representative with the Cordele-Crisp Chamber of Commerce, the local economy is improving slowly while some businesses are expanding. Notable economic announcements impacting the Crisp County and Cordele areas according to this representative are as follows:

- Chexar Network, a financial risk management/check processing company announced that it would be opening a risk management center in Cordele. As of October 2013 Chexar Network opened one facility on Seventh Street which created a total of 90 new jobs within the Cordele economy. Chexar Network is also in talks regarding a second facility to be opened along Frontage Road.

- Big Tex Manufacturing, the nation's largest utility trailer manufacturer, is anticipated to add an additional 400 jobs over a five year period beginning in 2012.
- In November of 2012, Stella-Jones Incorporated announced that it had begun construction of a new \$11.0 million wood treating facility on a 40-acre parcel of land in Cordele. The new facility will be primarily devoted to the production of railway ties. According to this representative with the Economic Development Center, this facility opened in January 2013 and currently employs approximately 25 to 30 employees.
- A new \$8.0 million Darton College campus is set to break ground in downtown Cordele to replace the existing campus that is older and unable to accommodate the college's growth. The new campus is expected to allow for an additional 40 teaching and support jobs with its anticipated completion date of November 2014. This project is currently under construction.

WARN (layoff notices):

According to the Georgia Department of Labor website, there have been no WARN notices of large-scale layoffs or closures reported for city of Cordele over the past year.

3. EMPLOYMENT TRENDS

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

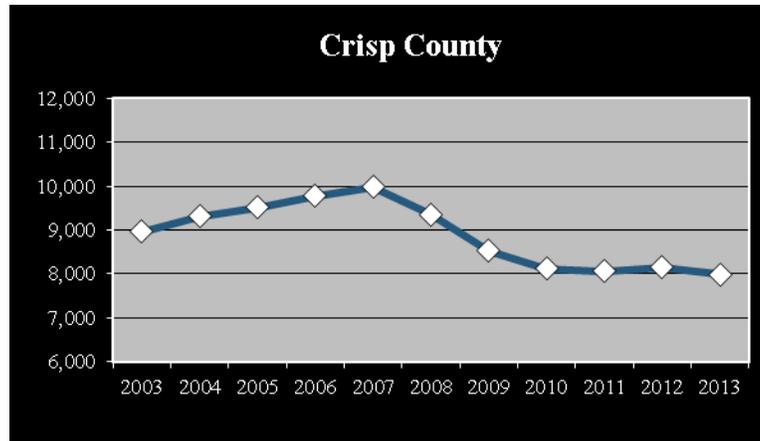
Excluding 2013, the employment base has declined by 12.9% over the past five years in Crisp County, more than the Georgia state decline of 3.7%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Crisp County, Georgia and the United States.

Year	Total Employment					
	Crisp County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2003	8,963	-	4,173,787	-	137,936,674	-
2004	9,319	4.0%	4,249,007	1.8%	138,386,944	0.3%
2005	9,515	2.1%	4,375,178	3.0%	139,988,842	1.2%
2006	9,776	2.7%	4,500,150	2.9%	142,328,023	1.7%
2007	9,990	2.2%	4,587,739	1.9%	144,990,053	1.9%
2008	9,365	-6.3%	4,540,706	-1.0%	146,397,529	1.0%
2009	8,531	-8.9%	4,289,819	-5.5%	146,068,824	-0.2%
2010	8,118	-4.8%	4,241,718	-1.1%	140,721,369	-3.7%
2011	8,057	-0.8%	4,295,113	1.3%	140,483,185	-0.2%
2012	8,158	1.3%	4,371,608	1.8%	141,748,955	0.9%
2013*	7,991	-2.0%	4,399,866	0.6%	141,772,241	0.0%

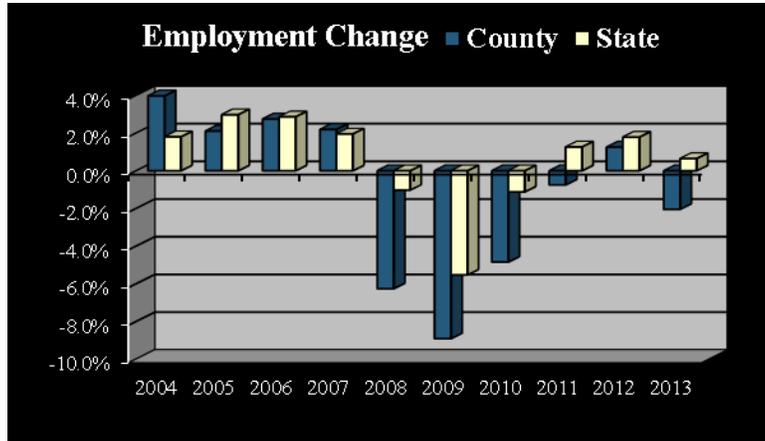
Source: Department of Labor; Bureau of Labor Statistics

*Through August



As the preceding illustrates, the Crisp County employment base was adversely impacted by the national recession between 2007 and 2010. However, since the impact of the national recession, the local employment base has remained relatively stable over the past three years. Though it should be noted that the employment base within Crisp County has decreased by 167 employees thus far in 2013.

The following table illustrates the percent change in employment for Crisp County and Georgia.

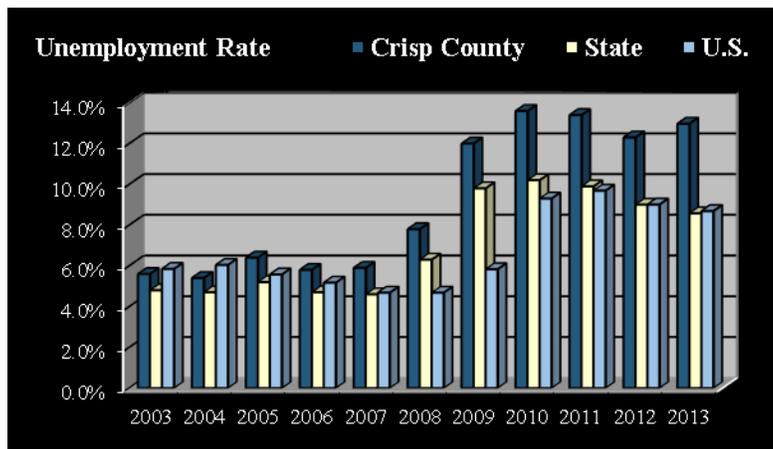


Unemployment rates for Crisp County, Georgia and the United States are illustrated as follows:

Year	Unemployment Rate		
	Crisp County	Georgia	United States
2003	5.6%	4.8%	5.8%
2004	5.4%	4.7%	6.0%
2005	6.4%	5.2%	5.6%
2006	5.8%	4.7%	5.2%
2007	5.9%	4.6%	4.7%
2008	7.8%	6.3%	4.7%
2009	12.0%	9.8%	5.8%
2010	13.6%	10.2%	9.3%
2011	13.4%	9.9%	9.7%
2012	12.3%	9.0%	9.0%
2013*	13.0%	8.6%	8.7%

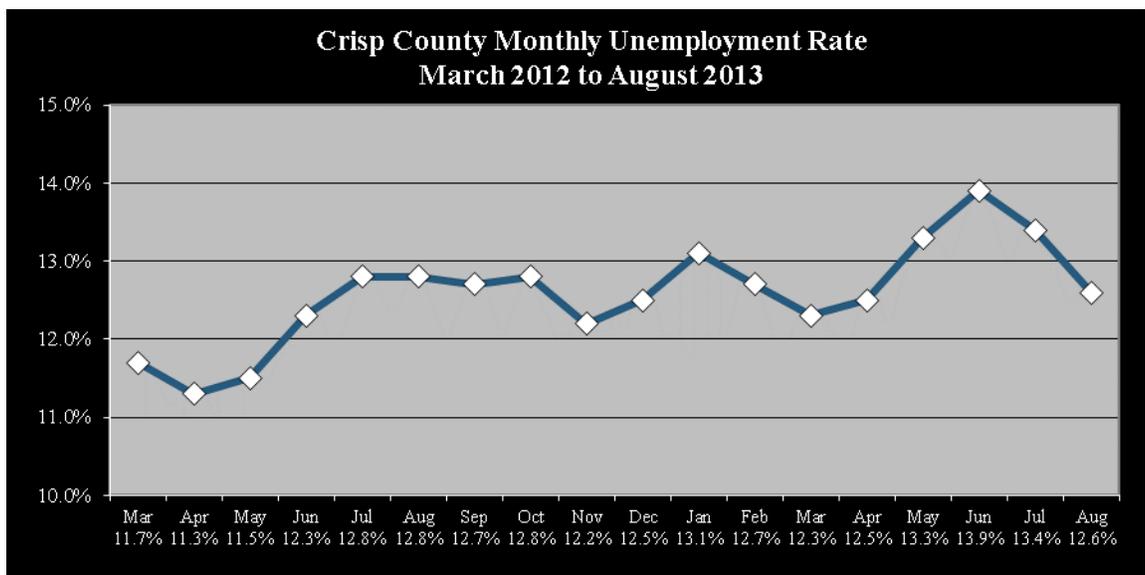
Source: Department of Labor, Bureau of Labor Statistics

*Through August



The unemployment rate in Crisp County has ranged between 5.4% and 13.6%, consistently above the state average since 2003. Similar to employment base trends, the unemployment rate was negatively impacted by the national recession, increasing from 5.9% in 2007 to 13.6% in 2010. As the preceding table illustrates, the unemployment rate within Crisp County remains above pre-recession levels at 13.0% through August of 2013.

The following table illustrates the monthly unemployment rate in Crisp County for the most recent 18-month period for which data is currently available.



As illustrated in the preceding table, the unemployment rate within Crisp County has trended upward over the past 18-month period from 11.7% in March of 2012 to 12.6% in August of 2013. Note however, that the unemployment rate has decreased each of the past two months.

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

In-Place Employment Crisp County			
Year	Employment	Change	Percent Change
2003	8,243	-	-
2004	8,719	476	5.8%
2005	8,798	79	0.9%
2006	8,901	103	1.2%
2007	9,108	207	2.3%
2008	8,484	-624	-6.9%
2009	7,612	-872	-10.3%
2010	7,201	-411	-5.4%
2011	7,158	-43	-0.6%
2012	7,172	14	0.2%
2013*	7,844	672	9.4%

Source: Department of Labor, Bureau of Labor Statistics

*Through March

Data for 2012, the most recent year that year-end figures are available, indicates in-place employment in Crisp County to be 87.9% of the total Crisp County employment. This means that most residents both live and work within Crisp County. This large share of in-place employment within Crisp County will likely enhance marketability of the subject project, as it is likely that most residents of the subject project will not have significant commute times to their place of employment.

4. ECONOMIC FORECAST

According to a local economic representative, there have been multiple positive announcements within the Crisp County economy. However, despite these positive announcements the local economy has struggled to return to pre-recession levels. According to data provided by the U.S. Department of Labor, Bureau of Labor Statistics, the employment base and unemployment rate within Crisp County have both remained relatively stable since the downturn caused by the national recession. However, this data also indicates that the employment base has decreased and the unemployment rate has increased thus far in 2013. While there have been several positive announcements within the Crisp County economy, these economic trends indicate that the local economy will likely continue to experience a slow recovery from the impact of the national recession. Based on the preceding analysis and the fact that the unemployment rate within Crisp County remains high at 13.0% through August of 2013, we anticipate that demand for affordable housing within the Crisp County and Cordele areas will remain high for the foreseeable future.

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

Insert Major employment concentrations map



SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

The subject project currently operates under the income and rent requirements of the RD Section 515 program. While the project will be renovated with a Tax-Exempt Bond financing, it is expected to follow the same household eligibility requirements that are currently in effect. Regardless, we have provided various demand scenarios that evaluate the depth of continued support for the project under the RD program and in the event the project had to operate exclusively under the LIHTC program.

1. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within Crisp County, Georgia, which has a median four-person household income of \$44,200 for 2013. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level:

Household Size	Maximum Allowable Income
	60%
One-Person	\$19,200
Two-Person	\$21,900
Three-Person	\$24,660

a. Maximum Income Limits

The largest units (two-bedroom) at the subject site are expected to continue to house up to three-person households. As such, the maximum allowable income at the subject site is **\$24,660**.

b. Minimum Income Requirements

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

The proposed Low-Income Housing Tax Credit units will have a lowest gross rent of \$513. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,156.

Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$15,390.

c. Income-Appropriate Range

Considering that none of the subject units operate with Rental Assistance (RA), the income-appropriate range required for residency at the subject project as proposed will be similar to the income-appropriate range required for residency at the subject site in the unlikely scenario the subject project operated exclusively under the LIHTC program. As such, the income appropriate range required for residency at the subject project in both scenarios is \$15,390 to \$24,660.

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority:

- a. **Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using 2010 renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households*
- b. **Demand from Existing Households:** The second source of demand should be projected from:
 - **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the subject development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent. Based on Table B25074 of the American Community Survey (ACS) 2006-2010 5-year estimates, approximately 53.8% of renter households with incomes between \$15,390 and \$24,660 within the Site PMA were rent overburdened. These households have been included in our demand analysis.*

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing. Based on Table B25016 of the American Community Survey (ACS) 2006-2010 5-year estimates, 4.8% of all households in the Site PMA were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.*
- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure above 5% must be based on actual market conditions, as documented in the study.*

Note that elderly homeowner conversion has not been considered in our demand calculations, as the subject project is not age-restricted.

- c. **Other:** *DCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of developments awarded and/or constructed from 2011 to the present is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2011 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **DCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from DCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.**

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

There are no LIHTC properties that were funded and/or built during the projection period (2011 to current). Additionally, there were no existing LIHTC properties operating below a stabilized occupancy of 90.0% within the Site PMA. As such, there were no existing LIHTC properties included as part of supply in our demand analysis.

The following is a summary of our demand calculations:

Demand Component	Overall Demand Limited to 60% of AMHI (\$15,390 To \$24,660)
Demand From New Households (Age- And Income-Appropriate)	668 - 669 = -1
+	
Demand From Existing Households (Rent Overburdened)	669 X 53.8% = 360
+	
Demand From Existing Households (Renters In Substandard Housing)	669 X 4.8% = 32
=	
Demand Subtotal	391
+	
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A
=	
Total Demand	391
-	
Supply (Current vacant units, under construction and/or newly constructed in the past two years)	0
=	
Net Demand	391
Subject Units	50
Capture Rate	12.8%

If all units at the subject project were vacated simultaneously and had to be re-rented at the proposed gross LIHTC rents, the subject project's required capture rate would be 12.8% ($50 / 391 = 12.8\%$) as illustrated in the preceding table. This capture rate is considered relatively low and achievable for rural markets such as the Cordele Site PMA and illustrates that there will be a sufficient number of households from which the subject project could draw support. Regardless, as stated throughout this report the subject project is currently 100.0% occupied and all current tenants will likely remain following renovations. Therefore, the subject project has an effective capture rate of 0.0%.

The following is our estimated share of demand by bedroom type within the Site PMA:

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	30%
Two-Bedroom	50%
Three-Bedroom	20%
Total	100.0%

Applying these shares to the income-qualified households yields demand and capture rates of the subject units by bedroom type as illustrated in the following table:

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand	Supply*	Net Demand	Capture Rate	Absorption	Average Market Rent**	Subject Rents
RD 515 & LIHTC One-Bedroom (30%)	60%	14	117	0	117	12.0%	6 Months	\$377	\$439
RD 515 & LIHTC Two-Bedroom (50%)	60%	36	196	0	196	18.4%	12 Months	\$518	\$517
RD 515 & LIHTC Three-Bedroom (20%)	60%	0	78	0	78	-	-	-	-

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

**Average of non-subsidized collected rents identified within the market

N/A- Not Available

The capture rates by bedroom type are 12.0% and 18.4% for the one- and two-bedroom units, respectively. These are considered relatively low and achievable for rural markets and demonstrate that a sufficient amount of demographic support exists for the subject development post renovations.

SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Cordele Site PMA in 2010 and 2013 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2013 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	6,226	87.2%	6,280	86.4%
Owner-Occupied	3,037	48.8%	3,026	48.2%
Renter-Occupied	3,189	51.2%	3,254	51.8%
Vacant	914	12.8%	985	13.6%
Total	7,140	100.0%	7,265	100.0%

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

Based on a 2013 update of the 2010 Census, of the 7,265 total housing units in the market, 13.6% were vacant. It should be noted however, that the number of vacant housing units within the Site PMA also includes abandoned, dilapidated and for-sale rental housing units, and is not likely reflective of the long-term rental housing market within the Cordele Site PMA. As such, we have conducted a field survey of conventional rentals within the Site PMA to determine the strength of the long-term rental housing market within the Site PMA.

We identified and personally surveyed 20 conventional housing projects containing a total of 942 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 98.2%, a strong rate for rental housing. Among these projects, 11 are non-subsidized (market-rate and Tax Credit) projects containing 489 units. These non-subsidized units are 97.3% occupied. The remaining nine projects contain 453 government-subsidized units, which are 99.1% occupied.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	7	261	12	95.4%
Market-rate/Tax Credit	1	56	0	100.0%
Tax Credit	3	172	1	99.4%
Tax Credit/Government-Subsidized	5	203	4	98.0%
Government-Subsidized	4	250	0	100.0%
Total	20	942	17	98.2%

As the preceding table illustrates, each of the rental housing segments within the Site PMA are performing extremely well as none report occupancy rates below 95.4%. Notably, each of the Tax Credit segments (market-rate/Tax Credit, non-subsidized Tax Credit and subsidized Tax Credit) is operating at or above 98.0% occupancy. These high occupancy rates indicate that Tax Credit product of all types has been well received and is likely in high demand within the Site PMA.

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	15	5.6%	1	6.7%	\$530
One-Bedroom	1.0	56	21.0%	3	5.4%	\$671
Two-Bedroom	1.0	31	11.6%	1	3.2%	\$555
Two-Bedroom	2.0	21	7.9%	2	9.5%	\$861
Two-Bedroom	2.5	56	21.0%	5	8.9%	\$841
Three-Bedroom	1.5	18	6.7%	0	0.0%	\$647
Three-Bedroom	2.0	38	14.2%	0	0.0%	\$965
Three-Bedroom	2.5	18	6.7%	0	0.0%	\$899
Three-Bedroom	3.0	12	4.5%	0	0.0%	\$1,004
Four-Bedroom	2.5	2	0.7%	0	0.0%	\$973
Total Market-rate		267	100.0%	12	4.5%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	42	18.9%	1	2.4%	\$445
Two-Bedroom	1.0	54	24.3%	0	0.0%	\$524
Two-Bedroom	2.0	38	17.1%	0	0.0%	\$561
Three-Bedroom	2.0	34	15.3%	0	0.0%	\$641
Three-Bedroom	2.5	16	7.2%	0	0.0%	\$654
Four-Bedroom	2.0	18	8.1%	0	0.0%	\$731
Four-Bedroom	2.5	14	6.3%	0	0.0%	\$753
Four-Bedroom	3.0	6	2.7%	0	0.0%	\$731
Total Tax Credit		222	100.0%	1	0.5%	-

The market-rate units are 95.5% occupied and the Tax Credit units are 99.5% occupied. Also note that the median gross Tax Credit rents illustrated in the preceding table are significantly lower than the median gross rents reported among similar market-rate unit types in the Site PMA. Considering these lower median gross Tax Credit rents and high occupancy rate reported among the non-subsidized Tax Credit units in the market, non-subsidized Tax Credit product is likely perceived as a substantial value within the market.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	6	0.0%
B	3	111	3.6%
B-	2	86	5.8%
C+	1	16	12.5%
C-	1	48	2.1%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	50	0.0%
B+	1	56	0.0%
B	1	76	0.0%
C+	1	40	2.5%

Vacancies are highest among market-rate projects with a rating of "C+", as illustrated in the preceding table. Also note that vacancy rates among non-subsidized Tax Credit projects do not exceed 2.5%, regardless of quality rating. Based on these low reported non-subsidized Tax Credit vacancy rates, non-subsidized Tax Credit product appears to be in high demand within the Site PMA, regardless of quality rating. Nonetheless, the subject project is anticipated to have an improved quality and aesthetic appeal following renovations which will contribute to its continued marketability.

2. SUMMARY OF ASSISTED PROJECTS

There are a total of 13 federally subsidized and/or Tax Credit apartment developments in the Cordele Site PMA. These projects were surveyed in October 2013 and are summarized as follows.

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)			
						One-Br.	Two-Br.	Three-Br.	Four-Br.
1	Heritage Oaks (Site)	RD 515	1985	50	100.0%	\$502 - \$651 (14)	\$563 - \$727 (36)	-	-
4	Hilltop	RD 515	1982	64	100.0%	\$507 - \$657 (16)	\$563 - \$745 (48)	-	-
5	Holsey Cobb Village	SEC 8	1973	36	100.0%	\$688 (2)	\$830 (14)	\$931 (20)	-
7	Morningside Homes	PH	1953	100	100.0%	\$401 (23)	\$501 (36)	\$582 (36)	\$698 (5)
8	Pateville Estates	TAX	2004	76	100.0%	-	\$561 (38)	\$641 (16)	\$731 (22)
9	Pecan Grove	TAX & RD 515	1982 / 2004	40	90.0%	\$482 - \$644 (12)	\$558 - \$745 (24)	\$621 - \$793 (4)	-
11	Overlook Pointe	TAX	2006	56	100.0%	\$252 - \$457 (28)	\$299 - \$524 (28)	-	-
13	Suwanee House	TAX	1996	40	97.5%	\$445 - \$449 (14)	\$536 - \$547 (26)	-	-
15	Willow Apts.	TAX & RD 515	1992 / 2011	31	100.0%	\$487 - \$632 (4)	\$593 - \$747 (21)	\$651 - \$821 (6)	-
17	Woodvale I	TAX & RD 515	1988 / 2010	40	100.0%	\$502 - \$652 (32)	\$568 - \$738 (8)	-	-
18	Woodvale II	TAX & RD 515	1991 / 2010	46	100.0%	\$502 - \$652 (40)	\$568 - \$738 (6)	-	-
19	Woodvale III	TAX & RD 515	1994 / 2012	46	100.0%	\$502 - \$652 (44)	\$568 - \$738 (2)	-	-
20	Rosewood Estates	TAX	2010	50*	100.0%	-	-	\$404 - \$804 (34)	\$453 - \$903 (16)
Total				675	99.3%				

The overall occupancy is 99.4% for these projects. Notably, 11 of the 13 federally subsidized and/or Tax Credit projects in the Site PMA are 100.0% occupied. These high occupancy rates indicate that there is pent-up demand for such housing within the Site PMA.

HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Georgia Department of Community Affairs (GDCA) Rental Assistance Division-Middle-Eastman Office there are approximately 185 Housing Choice Voucher holders within Crisp County and 42 people currently on the waiting list for additional Vouchers. The waiting list is closed indefinitely. Annual turnover of persons in the Voucher program is

estimated at five households. This reflects the continuing need for Housing Choice Voucher assistance within Crisp County.

The following table outlines the HUD 2013 Fair Market Rents for Crisp County, Georgia and the proposed gross Tax Credit rents at the subject site:

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents (AMHI)
One-Br.	\$455	\$513 (60%)
Two-Br.	\$599	\$616 (60%)

All of the proposed gross rents are set above the Fair Market Rents. As such, the subject project will not likely receive much support from Voucher holders within the Site PMA. This has been considered in our absorption projections later in this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

According to area planning and building representatives, there are currently no multifamily rental housing projects planned or under construction within the Site PMA.

Building Permit Data

The following table illustrates single-family and multifamily building permits issued within the city of Cordele and Crisp County for the past ten years:

Housing Unit Building Permits for Crisp County:										
Permits	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Multifamily Permits	0	4	56	2	2	0	0	0	0	0
Single-Family Permits	132	71	71	86	69	39	20	75	15	16
Total Units	132	75	127	88	71	39	20	75	15	16

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

Housing Unit Building Permits for Cordele, GA:										
Permits	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Multifamily Permits	0	4	44	2	2	0	0	0	0	0
Single-Family Permits	83	20	20	22	25	8	4	57	4	1
Total Units	83	24	64	24	27	8	4	57	4	1

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

As the preceding illustrates, there have been no multifamily building permits issued within the town of Cordele or Taylor County since 2007. Considering the high occupancy rates reported among the affordable rental housing projects in the market and based on the limited number of multifamily building permits issued, it is likely that there is high demand for additional affordable rental housing units within the Site PMA.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Following renovations the subject project will offer one- and two-bedroom units targeting general-occupancy households earning up to 60% of Area Median Household Income (AMHI). We identified and surveyed a total of nine projects within the Site PMA that offer Low-Income Housing Tax Credit (LIHTC) units. However, four of these nine LIHTC projects target senior households (age 55 and/or 62 and older), while another offers only larger unit types (three- and four-bedroom units which would typically accommodate household sizes that would not qualify to reside at the subject project. As such, these LIHTC projects targeting distinctly different populations (seniors age 55 and 62 and older) and offering larger unit types have not been included in our comparable analysis as they are not considered to be directly competitive with the subject project. The four remaining LIHTC projects identified and surveyed within the Site PMA offer one- and two-bedroom units targeting general-occupancy households earning up to 50% and/or 60% of AMHI. Also note that two of these four LIHTC projects identified and surveyed in the market, Pecan Grove (Map ID 9) and Willow Apartments (Map ID 15), also operate under the Rural Development Section 515 (RD 515) program. However, the majority of the units at these two projects do not operate with Rental Assistance (RA), thus requiring most tenants of these properties to pay between basic and market rents. Based on the preceding analysis, these four LIHTC projects identified and surveyed within the market should offer an accurate base of comparability for the subject project and are considered competitive.

These comparable/competitive properties and the subject development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum A, Field Survey of Conventional Rentals.

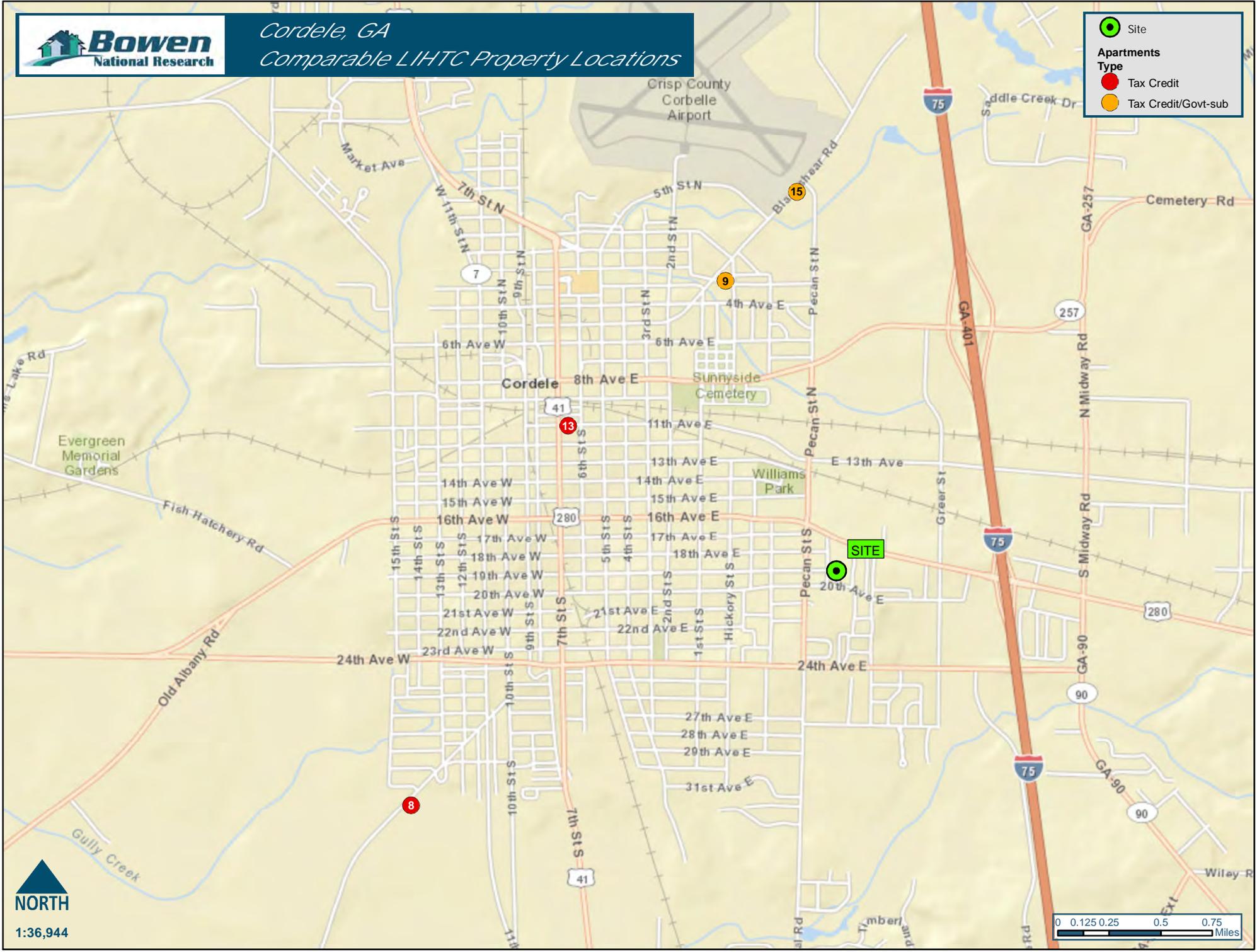
Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Heritage Oaks	1985 / 2014	50	100.0%	-	5-9 H.H.	Families; 60% AMHI & RD 515
8	Pateville Estates	2004	76	100.0%	2.4 Miles	500 H.H.	Families; 50% AMHI
9	Pecan Grove	1982 / 2004	40	90.0%	1.5 Miles	None	Families; 50% & 60% AMHI & RD 515
13	Suwanee House	1996	40	97.5%	1.6 Miles	None	Families; 50% & 60% AMHI
15	Willow Apts.	1992 / 2011	31	100.0%	1.7 Miles	6 H.H.	Families; 50% & 60% AMHI & RD 515

OCC. - Occupancy

The four comparable LIHTC projects have a combined occupancy rate of 97.3%, and none have an occupancy rate below 90.0%, as illustrated in the preceding table. Note that the 90.0% occupancy rate reported at Pecan Grove (Map ID 9) is attributed to only four (4) vacant units at this relatively small property (40 total units). Further, two of the four comparable LIHTC projects, Pateville Estates (Map ID 8) and Willow Apartments (Map ID 15), maintain waiting lists for their next available units. These high occupancy rates and waiting lists maintained among the comparable LIHTC projects indicate that there is pent-up demand for affordable Tax Credit product within the Site PMA.

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

 Site
Apartments Type
 Tax Credit
 Tax Credit/Govt-sub



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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Heritage Oaks	\$513/60% (14)	\$616/60% (36)	-	-	-
8	Pateville Estates	-	\$561/50% (38/0)	\$641/50% (16/0)	\$731/50% (22/0)	None
9	Pecan Grove	\$482-\$644*/50% (7/0)	\$558-\$745*/50% (16/4)	\$621-\$793*/60% (4/0)	-	None
		\$482-\$644*/60% (5/0)	\$558-\$745*/60% (8/0)			
13	Suwanee House	\$445/50% (8/1)	\$536/50% (12/0)	-	-	None
		\$449/60% (6/0)	\$547/60% (14/0)			
15	Willow Apts.	\$487-\$632*/60% (4/0)	\$593-\$747*/50% (9/0)	\$651-\$821*/50% (2/0)	-	None
			\$593-\$747*/60% (12/0)	\$651-\$821*/60% (4/0)		

The proposed subject gross rents are \$513 and \$616 for the one- and two-bedroom units, respectively. Note that these are the highest priced one- and two-bedroom non-subsidized Tax Credit units in the market, as illustrated in the preceding table. However, it should be noted that there is only one (1) vacant non-subsidized Tax Credit unit in the market (one-bedroom unit at 50% AMHI at Suwanee House). The four vacant units at Pecan Grove (Map ID 9) are likely among the units which do not receive RA at this project, thus requiring tenants of those units to pay between basic and market rents. However, despite these vacancies, the basic and market rents charged at Pecan Grove are considered achievable in the market as Willow Apartments (Map ID 15) is 100% occupied and charges basic and market rents similar to those at Pecan Grove. All LIHTC units targeting households earning up to 60% of AMHI, similar to the subject project, are 100.0% occupied. Considering these high occupancy rates and previously mentioned waiting lists maintained at some of the comparable LIHTC projects, these properties could likely achieve higher rents than those currently being charged in the Cordele Site PMA. Additionally, the proposed renovations to the subject project are expected to be substantial and will likely allow the subject project to achieve premium Tax Credit rents within the Site PMA. Regardless, a Private Rental Assistance (PRA) subsidy will be available to all existing unassisted residents, preventing a rent increase on the current unassisted tenants of the subject project. Given the availability of a PRA subsidy, the subject project will continue to remain a substantial value in the region. The appropriateness of subject project's proposed rents is further evaluated within Addendum E of this report.

The following table illustrates the weighted average collected rents of the two comparable non-subsidized LIHTC projects in the market by bedroom type.

Weighted Average Collected Rent Of Comparable LIHTC Units	
One-Br.	Two-Br.
\$327 (60%)	\$389 (60%)

*Represents the weighted average rents for 60% units only

The rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent (% AMHI)	Difference	Proposed Rent (% AMHI)	Rent Advantage
One-Br.	\$327	- \$439	-\$112	/ \$439	-25.5%
Two-Br.	\$389	- \$517	-\$128	/ \$517	-24.8%

As the preceding table illustrates, the subject's proposed rents represent negative rent advantages ranging of 25.5% and 24.8% for the one- and two-bedroom units, respectively. Regardless, as noted throughout this report a Private Rental Assistance (PRA) subsidy will be available to all existing unassisted residents, preventing a rent increase on the current unassisted tenants of the subject project. Based on the preceding analysis the subject units will continue to represent a substantial value within the market.

Please note that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in Addendum E of this report.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Heritage Oaks	700	900	-	-
8	Pateville Estates	-	1,068	1,333	1,469
9	Pecan Grove	600	800	1,000	-
13	Suwanee House	850	900	-	-
15	Willow Apts.	640	795 - 883	944	-
Map I.D.	Project Name	One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Heritage Oaks	1.0	1.5	-	-
8	Pateville Estates	-	2.0	2.0	2.0 - 3.0
9	Pecan Grove	1.0	1.0	2.0	-
13	Suwanee House	1.0	1.0	-	-
15	Willow Apts.	1.0	2.0	2.0	-

As illustrated in the preceding tables, the subject project offers unit sizes (square feet) which are equal to or larger than those offered among most of the comparable LIHTC projects in the market. The number of bathrooms offered at the subject project is also considered competitive with those offered among most of the comparable LIHTC projects in the market. Further, the 100.0% occupancy rate and waiting list currently maintained at the subject project demonstrate that the unit sizes (square feet) and number of bathrooms offered at the subject project are appropriate for the targeted tenant population (general-occupancy) and should contribute to the subject project's continued marketability following renovations.

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

COMPARABLE PROPERTIES AMENITIES - CORDELE, GEORGIA

MAP ID	APPLIANCES							UNIT AMENITIES												
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING	OTHER
SITE	X	X		X			X		C		X	X	X				B		S	Storage
8	X	X		X	X		X		C		X	X	X				B		S	
13	X	X					X		C		S	X					B		O,S	
9	X	X	X	X			X		C		X	X					B		S	Storage
15	X	X		X	X	X	X		C		X	X	X				B		S	Storage

MAP ID	PROJECT AMENITIES															OTHER				
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY		PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER	
SITE		X					X		B							X				
8	X		X		X		X						X	X		X	X			
13		X	X																	
9		X	X		X	X	X						X			X				
15		X	X		X	X	X						X			X				Gazebo

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional

Window Treatments
B - Blinds
C - Curtains
D - Drapes

Parking
A - Attached
C - Carport
D - Detached
O - On Street
S - Surface
G - Parking Garage
(o) - Optional
(s) - Some

Sports Courts
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

Floor Covering
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

Community Space
A - Activity Room
L - Lounge/Gathering Room
T - Training Room

The subject project will offer an appliance and unit amenity package which is generally considered to be competitive with those offered among the comparable LIHTC projects in the market. Notably, the inclusion of key amenities such as, but not limited to, a dishwasher, washer/dryer hookups and an additional storage area will ensure the subject project's continued marketability following renovations. Conversely, the project amenity package offered at the subject project is somewhat limited compared to those offered among most of the comparable LIHTC projects in the market. Regardless, the 100.0% occupancy rate and waiting list maintained at the subject project demonstrate that both the unit and project amenity packages offered at the subject project are appropriate for the targeted tenant population (general-occupancy) and should contribute to the continued marketability of the subject project following renovations.

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the subject development will be competitive. Note that while the proposed subject gross rents are the highest non-subsidized LIHTC rents in the market among one- and two-bedroom units, the high occupancy rates and waitlists maintained among the comparable LIHTC projects in the market indicate that higher rents than those currently being charged at these projects could likely be achieved within the market. Further, the proposed renovations to the subject development will also likely allow the subject project to achieve premium rents within the market. Regardless, a Private Rental Assistance (PRA) subsidy will be available to all existing unassisted residents, preventing a rent increase on the current unassisted tenants of the subject project. Given the availability of a PRA subsidy, the subject project will continue to remain a substantial value in the region. Further, the 100.0% occupancy rate and waiting list maintained at the subject project indicate that the unit sizes (square feet) and amenity packages offered are appropriate for the targeted tenant profile and should contribute to the subject project's continued marketability following renovations.

Comparable/Competitive Housing Impact

The anticipated occupancy rates of the existing comparable Tax Credit developments in the market following renovations at the subject site are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2015
8	Pateville Estates	100.0%	95.0% +
9	Pecan Grove	90.0%	93.0% +
13	Suwanee House	97.5%	95.0% +
15	Willow Apts.	100.0%	95.0% +

As discussed throughout this report and illustrated in the preceding table, each of the comparable LIHTC projects in the market are currently operating at or above 90.0% occupancy. Further, the subject project is currently 100.0% occupied and the proposed renovations to the subject project will not introduce any new units to the market. Based on the preceding factors, we do not anticipate the renovations to the subject project will have any significant (if any) impact on future occupancy rates at the comparable LIHTC projects in the market.

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

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$101,175. At an estimated interest rate of 4.3% and a 30-year term (and 95% LTV), the monthly mortgage for a \$101,175 home is \$592, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$101,175
Mortgaged Value = 95% of Median Home Price	\$96,116
Interest Rate - Bankrate.com	4.3%
Term	30
Monthly Principal & Interest	\$474
Estimated Taxes and Insurance*	\$118
Estimated Monthly Mortgage Payment	\$592

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents for the subject property are \$439 and \$517 per month for the one- and two-bedroom units, respectively. Therefore, the cost of a monthly mortgage for a typical home in the area is \$75 to \$153 greater than the cost of renting a unit at the subject project, depending upon bedroom type. Therefore, we do not anticipate any competitive impact on or from the homebuyer market. In fact, given the available PRA subsidy which will prevent a rent increase on all current unassisted residents, the cost of owning a home in the area is likely even greater than that illustrated above.

SECTION I – ABSORPTION & TABILIZATION RATES

According to management, the subject project is currently 100.0% occupied and maintains a waiting list which ranges from five to nine households, depending upon bedroom type. It should also be noted that while residents will be relocated temporarily during renovations, they will not be permanently displaced. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 50 subject units will be vacated and that all units will have to be re-rented following renovations. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy.

It is our opinion that the 50 units at the subject site will reach a stabilized occupancy of 93.0% within approximately 12 months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately four units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report.

In reality, the absorption period for this project will be less than two months as most tenants are expected to remain at the project and continue to pay current rents. This is based on the fact that a PRA subsidy will be available to all current unassisted residents, preventing a rent increase on these existing residents.

SECTION J – INTERVIEWS

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

- Brenda Curry, Office Director with the Georgia Department of Community Affairs (GDCA), Rental Assistance Division-Middle-Eastman Office, stated that there is a huge need for affordable housing in the Middle Georgia Region. Specifically, due to recent budget cuts they have closed all waiting lists in the counties that the Middle-Eastman office serves (including Crisp County) and they currently are not maintaining waiting lists until additional funding is received. In fact, Ms. Curry stated that they are unsure they will have the funding to pay for the vouchers that are already in use within their jurisdiction. Additionally, according to Ms. Curry the Department of Justice was awarded a settlement from HUD to distribute Housing Choice Vouchers (HCV) to individuals that are due to be released from state mental hospitals because of the decrease in funding for these facilities. As a result, any future available funding allotted to GDCA for the HCV Program will go towards assistance for this population. The government is also cutting the Eastman Office's administration funding and they might have to use some of the remaining administration funding to pay for the current HCV that they have issued. Based on the following factors, Ms. Curry feels that affordable housing will remain in high demand within the Crisp County region.
- Ron Telfair property manager at Rosewood Estates, a mixed-income (market-rate and Tax Credit) property within the Cordele Site PMA stated that there is a need for more affordable housing in the Cordele area. Mr. Telfair specifically stated that his property has maintained a 100.0% occupancy rate for the past 38 months and currently maintains a waiting list of 260 households for their next available units. Mr. Telfair feels that three- and four-bedroom units are in highest demand due to the high occupancy rate and waiting list maintained at his property which only offers such unit types.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the Heritage Oaks apartment complex following renovations, assuming it is renovated and operated as detailed in this report. Note however, that changes to the project's rents, amenities or scope of renovations may alter these findings.

Given the high occupancy rates reported among all affordable (Tax Credit and government-subsidized) rental projects in the Site PMA, the subject project will continue to offer an affordable rental housing alternative that is in high demand within the market. Additionally, as shown in the Project Specific Demand Analysis section of this report, there is sufficient support for the subject development to operate as proposed. Further, considering that the subject project will offer a Private Rental Assistance subsidy to all current unassisted residents, the subject project will remain a value within the market. Given that the project is 100.0% occupied and will not introduce new units to the market as part of the proposed renovations, it is our opinion that the subject project will have no impact on the existing affordable rental alternatives within the Site PMA.

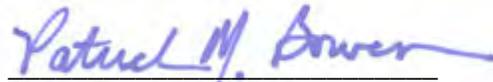
Based on the preceding analysis and information provided throughout this report, we have no recommendations or suggested modifications for the subject project at this time.

SECTION L - SIGNED STATEMENT

This certifies that Lisa Wood, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the subject site in Cordele, Georgia on January of 2013. Note that this is a telephone update of the original market study completed by Bowen National Research in January, 2013, and we did not revisit the site for this analysis. Further, the information contained in this report is true and accurate as of November 6, 2013.

I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GA-DCA market study manual and GA-DCA Qualified Action Plan.

Certified:



Patrick Bowen
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Date: November 6, 2013



Lisa Wood
Market Analyst
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Date: November 6, 2013



Craig Rupert
Market Analyst
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Date: November 6, 2013

SECTION M – MARKET STUDY REPRESENTATION

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

SECTION N - QUALIFICATIONS

The Company

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

The Staff

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, for 15 years. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Benjamin J. Braley, Market Analyst, has conducted market research for over six years in more than 550 markets throughout the United States. He is experienced in preparing feasibility studies for a variety of applications, including those that meet standards required by state agency and federal housing guidelines. Additionally, Mr. Braley has analyzed markets for single-family home developments, commercial office and retail space, student housing properties and senior housing (i.e. nursing homes, assisted living, continuing care retirement facilities, etc.). Mr. Braley is a member of the National Council of Housing Market Analysts (NCHMA) and graduated from Otterbein College with a bachelor's degree in Economics.

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

Craig Rupert, Market Analyst with Bowen National Research, has conducted market research in both urban and rural markets throughout the United States. He provides thorough evaluation of site attributes, area competitors, market trends and economic characteristics. Specifically, he has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, Indian housing, senior rental housing facilities and student housing facilities. Mr. Rupert has a Bachelor of Science degree in Hospitality Management from Youngstown State University.

Heather Moore, Market Analyst, has been with Bowen National Research since the fall of 2010. She has evaluated the rental market in cities throughout the United States and is able to provide detailed site-specific analysis. Ms. Moore has a Bachelors of Arts in Marketing from Urbana University.

Greg Gray, Market Analyst, has more than twelve years of experience conducting site-specific analysis in markets throughout the country. He is especially trained in the evaluation of condominium and senior living developments. Mr. Gray has the ability to provide detailed site-specific analysis as well as evaluate market and economic trends and characteristics.

Christine Atkins, Market Analyst, has more than three years of experience in the property management industry and has managed a variety of rental housing types. With experience in conducting site-specific analysis, she has the ability to analyze market and economic trends and conditions. Ms. Atkins holds a Bachelor of Arts in Communication from the University of Cincinnati.

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

Chuck Ewing, Market Analyst, has been conducting site-specific analysis throughout the United States since 2009. He has experience in the evaluation of a variety of real estate developments that include affordable and market-rate apartments, senior living facilities, student housing, supportive and disabled veteran housing, farm worker housing and regional rental supply analysis. Mr. Ewing has a Bachelor of Arts degree in Economics from the Ohio State University.

Marlon Boone, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Boone graduated from The Ohio State University with a Bachelor of Science in City and Regional Planning, with a concentration in Housing, Development and Real Estate.

Tyler Bowers, Market Analyst, has travelled the country and studied the housing industry in both urban and rural markets. He is able to analyze both the aesthetics and operations of rental housing properties, particularly as they pertain to each particular market. Mr. Bowers has a Bachelor Degree of Arts in History from Indiana University.

Amy Tyrrell is a Project Director for Bowen National Research and is based out of Washington, DC. She has 16 years experience in the real estate and construction industries, with 11 years specializing in the research field. She has researched, analyzed, and prepared reports on a variety of trends, industries, and property types, including industrial, office, medical office, multifamily apartments and condominiums, and senior housing. Prior to her focus on research, Ms. Tyrrell performed financial analysis for retail developments throughout the United States. She holds a Masters in Business Administration with concentrations in real estate and marketing from the University of Cincinnati and a Bachelor of Arts in economics with a minor in mathematics from Smith College.

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

Desireé Johnson is the Field Support Coordinator at Bowen National Research. Ms. Johnson is involved in the day-to-day management of the field support department, as well as preparing jobs for field and phone analysis. She has been involved in extensive market research in a variety of project types for more than five years. Ms. Johnson has the ability to research, find, analyze and manipulate data in a multitude of ways. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

June Davis, Office Manager of Bowen National Research, has 24 years experience in market feasibility research. Ms. Davis has overseen production on over 15,000 market studies for projects throughout the United States.

ADDENDUM A: PHONE SURVEY OF CONVENTIONAL RENTALS

CORDELE, GEORGIA

The following section is a phone survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and previous field inspection conducted by our firm. The intent of this phone survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site. None of these properties were visited in person. Because this information is collected by phone, we cannot verify the accuracy of this data.

The phone survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Properties surveyed by name, address, telephone number, project type, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives, and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here. Note that projects are organized by project type.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Listings for unit and project amenities, parking options, optional charges, utilities (including responsibility), and appliances.
- Collected rent by unit type and bedrooms.
- Unit size by unit type and bedrooms.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- An analysis of units, vacancies, and median rent. Where applicable, non-subsidized units are distributed separately.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.

- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.

Finally, it should be noted that this is not likely a complete inventory of all rental properties. An in-person visit would allow verification of data collected by telephone, as well as an opportunity to identify other potential competitive properties.

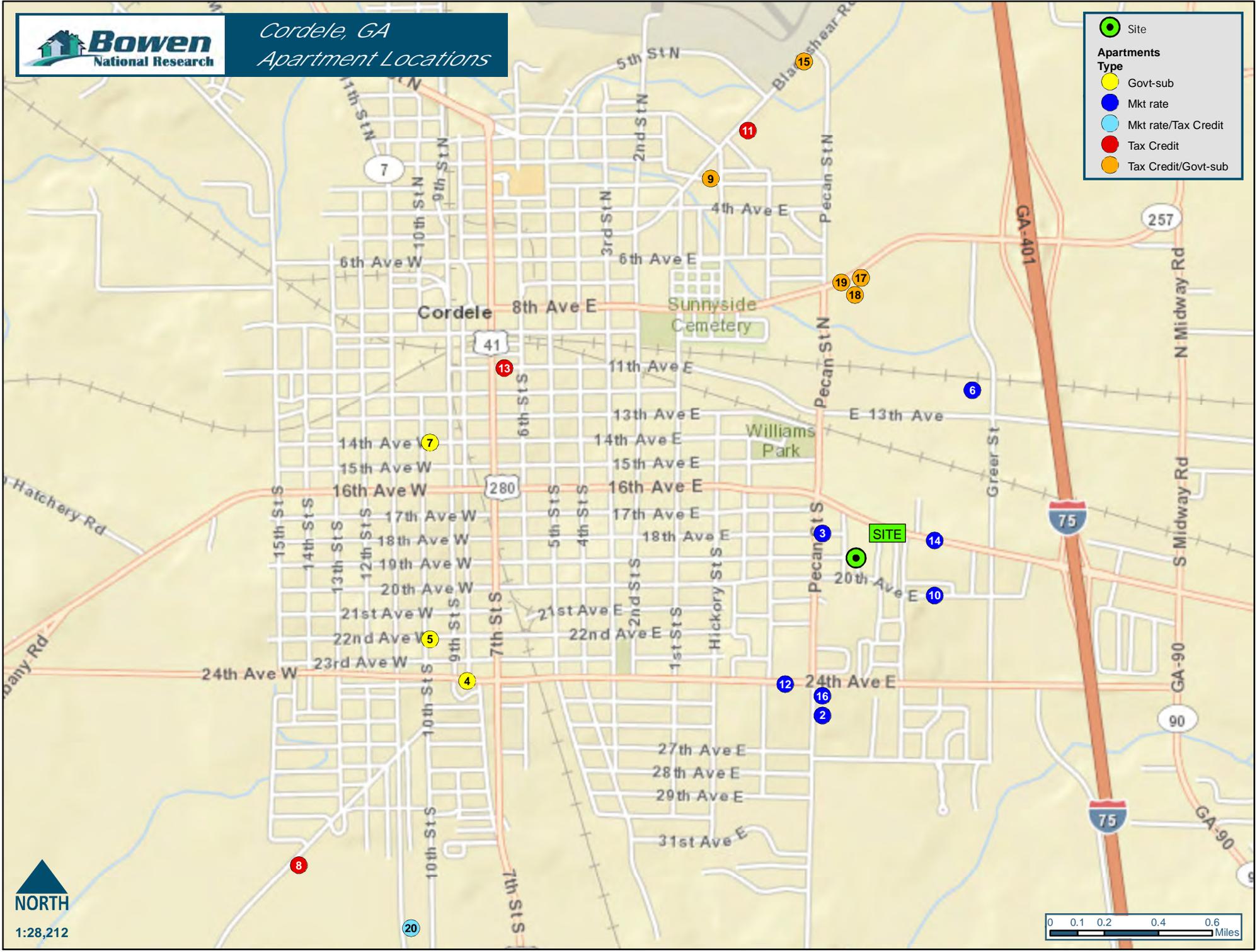


Cordele, GA
Apartment Locations

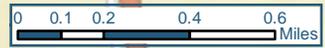
● Site

Apartments Type

- Govt-sub
- Mkt rate
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub



1:28,212



MAP IDENTIFICATION LIST - CORDELE, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Heritage Oaks (Site)	GSS	B-	1985	50	0	100.0%	-
2	Emerald Apts.	MRR	C-	1968	48	1	97.9%	0.6
3	Cambridge	MRR	C+	1980	16	2	87.5%	0.1
4	Hilltop	GSS	C+	1982	64	0	100.0%	1.5
5	Holsey Cobb Village	GSS	C-	1973	36	0	100.0%	1.5
6	Madison Place	MRR	B	1984	39	3	92.3%	1.1
7	Morningside Homes	GSS	C	1953	100	0	100.0%	1.6
8	Pateville Estates	TAX	B	2004	76	0	100.0%	2.4
9	Pecan Grove	TGS	B	1982	40	4	90.0%	1.5
10	Pecan Terrace	MRR	B	2005	36	0	100.0%	0.4
◆ 11	Overlook Pointe	TAX	B+	2006	56	0	100.0%	1.7
12	St. James	MRR	B-	1984	36	4	88.9%	0.6
13	Suwanee House	TAX	C+	1996	40	1	97.5%	1.6
14	Whisperwood Apts.	MRR	B-	1985	50	1	98.0%	0.4
15	Willow Apts.	TGS	B	1992	31	0	100.0%	1.7
16	Woodstone	MRR	B	1982	36	1	97.2%	0.5
◆ 17	Woodvale I	TGS	B	1988	40	0	100.0%	1.0
◆ 18	Woodvale II	TGS	B	1991	46	0	100.0%	1.0
◆ 19	Woodvale III	TGS	B	1994	46	0	100.0%	1.0
20	Rosewood Estates	MRT	A-	2010	56	0	100.0%	2.5

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	7	261	12	95.4%	0
MRT	1	56	0	100.0%	0
TAX	3	172	1	99.4%	0
TGS	5	203	4	98.0%	0
GSS	4	250	0	100.0%	0

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)

Survey Date: October 2013

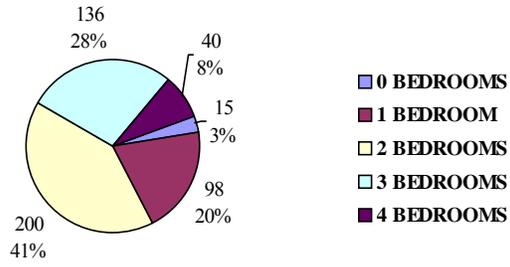
DISTRIBUTION OF UNITS - CORDELE, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	15	5.6%	1	6.7%	\$530
1	1	56	21.0%	3	5.4%	\$671
2	1	31	11.6%	1	3.2%	\$555
2	2	21	7.9%	2	9.5%	\$861
2	2.5	56	21.0%	5	8.9%	\$841
3	1.5	18	6.7%	0	0.0%	\$647
3	2	38	14.2%	0	0.0%	\$965
3	2.5	18	6.7%	0	0.0%	\$899
3	3	12	4.5%	0	0.0%	\$1,004
4	2.5	2	0.7%	0	0.0%	\$973
TOTAL		267	100.0%	12	4.5%	
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	42	18.9%	1	2.4%	\$445
2	1	54	24.3%	0	0.0%	\$524
2	2	38	17.1%	0	0.0%	\$561
3	2	34	15.3%	0	0.0%	\$641
3	2.5	16	7.2%	0	0.0%	\$654
4	2	18	8.1%	0	0.0%	\$731
4	2.5	14	6.3%	0	0.0%	\$753
4	3	6	2.7%	0	0.0%	\$731
TOTAL		222	100.0%	1	0.5%	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	132	65.0%	0	0.0%	N.A.
2	1	40	19.7%	4	10.0%	N.A.
2	2	21	10.3%	0	0.0%	N.A.
3	2	10	4.9%	0	0.0%	N.A.
TOTAL		203	100.0%	4	2.0%	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
1	1	55	22.0%	0	0.0%	N.A.
2	1	98	39.2%	0	0.0%	N.A.
2	2.5	36	14.4%	0	0.0%	N.A.
3	1	56	22.4%	0	0.0%	N.A.
4	1.5	5	2.0%	0	0.0%	N.A.
TOTAL		250	100.0%	0	0.0%	
GRAND TOTAL		942	-	17	1.8%	

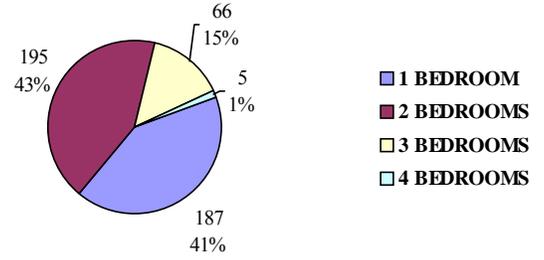
DISTRIBUTION OF UNITS - CORDELE, GEORGIA

DISTRIBUTION OF UNITS BY BEDROOM

NON-SUBSIDIZED



SUBSIDIZED



SURVEY OF PROPERTIES - CORDELE, GEORGIA

1 Heritage Oaks (Site)			
	Address 809 Broad St. Cordele, GA 31015	Phone (229) 273-3386 (Contact by phone)	Total Units 50
	Year Built 1985 Comments RD 515, no RA; HCV (5 units); E-call buttons in handicap (2 units) only	Contact Betty	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating B- Waiting List 14 households
2 Emerald Apts.			
	Address 1506 S. Pecan St. Cordele, GA 31015	Phone (229) 273-8842 (Contact by phone)	Total Units 48
	Year Built 1968 Comments Does not accept HCV	Contact Mark	Vacancies 1 Occupied 97.9% Floors 2 Quality Rating C- Waiting List None
3 Cambridge			
	Address 1112 18th Ave. Cordele, GA 31015	Phone (229) 273-9430 (Contact by phone)	Total Units 16
	Year Built 1980 Comments Does not accept HCV; Higher rents on units with hardwood floors	Contact Sherrie	Vacancies 2 Occupied 87.5% Floors 1 Quality Rating C+ Waiting List None
4 Hilltop			
	Address 211 W. 24th Ave. Cordele, GA 31015	Phone (912) 273-1351 (Contact by phone)	Total Units 64
	Year Built 1982 Comments RD 515, has RA (29 units); HCV (13 units)	Contact Lynn	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating C+ Waiting List None
5 Holsey Cobb Village			
	Address 1210 S. 10th St. Cordele, GA 31015	Phone (229) 273-7837 (Contact by phone)	Total Units 36
	Year Built 1973 Comments HUD Section 8; Washer hookups only	Contact Gwen	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C- Waiting List 1-2 years

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: October 2013

SURVEY OF PROPERTIES - CORDELE, GEORGIA

6 Madison Place			
	Address 1501 13th Ave. E Cordele, GA 31015	Phone (229) 273-9430 (Contact by phone)	Total Units 39
	Year Built 1984 Comments Does not accept HCV	Contact Sherrie	Vacancies 3 Occupied 92.3% Floors 1,2 Quality Rating B
			Waiting List None
7 Morningside Homes			
	Address 401 S. 10th St. Cordele, GA 31015	Phone (229) 273-3938 (Contact by phone)	Total Units 100
	Year Built 1953 Comments Public housing; Washer hookups only	Contact Karen	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C
			Waiting List 2 months
8 Pateville Estates			
	Address 2101 Pateville Rd. Cordele, GA 31015	Phone (229) 271-8260 (Contact by phone)	Total Units 76
	Year Built 2004 Comments 50% AMHI; HCV (33 units)	Contact Debbie	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating B Single-Family Homes Waiting List 500 households
9 Pecan Grove			
	Address 801 Blackshear Rd. Cordele, GA 31015	Phone (229) 273-0756 (Contact by phone)	Total Units 40
	Year Built 1982 Renovated 2004 Comments 50% & 60% AMHI; RD 515, has RA (4 units); HCV (11 units)	Contact Bambi	Vacancies 4 Occupied 90.0% Floors 2 Quality Rating B
			Waiting List None
10 Pecan Terrace			
	Address 1520 E. 20th Ave. Cordele, GA 31015	Phone (229) 273-2141 (Contact by phone)	Total Units 36
	Year Built 2005 Comments Does not accept HCV; Duplexes	Contact Brian	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B
			Waiting List 1 household

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: October 2013

SURVEY OF PROPERTIES - CORDELE, GEORGIA

11 Overlook Pointe			
	Address 1114 Blackshear Rd. Cordele, GA 31015	Phone (229) 271-9416 (Contact by phone)	Total Units 56
	Year Built 2006	Contact Tiffany	Vacancies 0
	Comments 30%, 50% & 60% AMHI; HCV (5 units); Unit mix by AMHI estimated		Occupied 100.0%
			Floors 2
			Quality Rating B+
			Senior Restricted (55+)
			Waiting List
			8 households
12 St. James			
	Address 1008 E. 24th Ave. Cordele, GA 31015	Phone (229) 273-9430 (Contact by phone)	Total Units 36
	Year Built 1984	Contact Sherrie	Vacancies 4
	Comments Does not accept HCV; Higher rent on units with hardwood floors; Vacancies due to multi-level units, people are looking for garden units		Occupied 88.9%
			Floors 2
			Quality Rating B-
			Waiting List
			None
13 Suwanee House			
	Address 101 S. 7th St. Cordele, GA 31015	Phone (229) 273-5550 (Contact by phone)	Total Units 40
	Year Built 1996	Contact Amy	Vacancies 1
	Comments 50% & 60% AMHI; HCV (4 units); HOME Funds (40 units)		Occupied 97.5%
			Floors 2
			Quality Rating C+
			Waiting List
			None
14 Whisperwood Apts.			
	Address 1506 E. 16th Ave. Cordele, GA 31015	Phone (229) 513-4012 (Contact by phone)	Total Units 50
	Year Built 1985	Contact Tometrice	Vacancies 1
	Comments Does not accept HCV; 1 & 2-br units have washer/dryer hookups & patio; 2-br units have dishwasher		Occupied 98.0%
			Floors 1
			Quality Rating B-
			Waiting List
			None
15 Willow Apts.			
	Address 1210 Blackshear Rd. Cordele, GA 31015	Phone (229) 273-6496 (Contact by phone)	Total Units 31
	Year Built 1992 Renovated 2011	Contact Tiffany	Vacancies 0
	Comments 50% & 60% AMHI; RD 515, has RA (14 units); HCV (1 unit); Unit mix estimated		Occupied 100.0%
			Floors 1,2
			Quality Rating B
			Waiting List
			6 households

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: October 2013

SURVEY OF PROPERTIES - CORDELE, GEORGIA

16 Woodstone			
	Address 1410 S. Pecan St. Cordele, GA 31015	Phone (229) 273-8842 (Contact in person)	Total Units 36
	Year Built 1982 Comments	Contact Tammy	Vacancies 1 Occupied 97.2% Floors 2 Quality Rating B Waiting List None
17 Woodvale I			
	Address 1301 E. 8th Ave. Cordele, GA 31015	Phone (229) 273-8802 (Contact by phone)	Total Units 40
	Year Built 1988 Renovated 2010 Comments 50% & 60% AMHI; RD 515, has RA (38 units); Accepts HCV (0 currently)	Contact Natalie	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B Senior Restricted (62+) Waiting List 17 households
18 Woodvale II			
	Address 1301 E. 8th Ave. Cordele, GA 31015	Phone (229) 273-8802 (Contact by phone)	Total Units 46
	Year Built 1991 Renovated 2010 Comments 50% & 60% AMHI; RD 515, has RA (43 units); Accepts HCV (0 currently)	Contact Natalie	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B Senior Restricted (62+) Waiting List 17 households
19 Woodvale III			
	Address 1301 E. 8th Ave. Cordele, GA 31015	Phone (229) 273-8802 (Contact by phone)	Total Units 46
	Year Built 1994 Renovated 2012 Comments 50% & 60% AMHI; RD 515, has RA (46 units)	Contact Natalie	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B Senior Restricted (62+) Waiting List 17 households
20 Rosewood Estates			
	Address 57 Rosewood Cir. Cordele, GA 31015	Phone (229) 273-4799 (Contact by phone)	Total Units 56
	Year Built 2010 Comments Market-rate (6 units); 30%, 50% & 60% AMHI (50 units); HCV (7 units); Opened 12/2010, 100% occupied 7/2011, began preleasing 6/2010	Contact Brian	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating A- Single-Family Homes Waiting List 260 households

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: October 2013

COLLECTED RENTS - CORDELE, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
2		\$425	\$475	\$550					
3	\$419		\$619 to \$639	\$719 to \$739					
6		\$539	\$639	\$739				\$739	
8			\$403	\$450	\$486				\$486
10				\$700					
11		\$175 to \$380	\$200 to \$425						
12							\$619 to \$639		
13		\$323 to \$327	\$378 to \$389						
14	\$395	\$495	\$575 to \$595						
16							\$550	\$650	
20				\$190 to \$660	\$480			\$440 to \$660	\$180 to \$700

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: October 2013

PRICE PER SQUARE FOOT - CORDELE, GEORGIA

STUDIO UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
3	Cambridge	1	500	\$554	\$1.11
14	Whisperwood Apts.	1	356	\$530	\$1.49
ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Emerald Apts.	1	500	\$487	\$0.97
6	Madison Place	1	850	\$715	\$0.84
14	Whisperwood Apts.	1	576	\$671	\$1.16
11	Overlook Pointe	1	760	\$252 to \$457	\$0.33 to \$0.60
13	Suwanee House	1	850	\$445 to \$449	\$0.52 to \$0.53
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Emerald Apts.	1	800	\$555	\$0.69
3	Cambridge	2	1140	\$841 to \$861	\$0.74 to \$0.76
6	Madison Place	2	1140	\$861	\$0.76
12	St. James	2.5	1190	\$841 to \$861	\$0.71 to \$0.72
14	Whisperwood Apts.	1 to 2	864	\$797 to \$817	\$0.92 to \$0.95
16	Woodstone	2.5	1300	\$756	\$0.58
8	Pateville Estates	2	1068	\$561	\$0.53
11	Overlook Pointe	1	1000	\$299 to \$524	\$0.30 to \$0.52
13	Suwanee House	1	900	\$536 to \$547	\$0.60 to \$0.61
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Emerald Apts.	1.5	990	\$647	\$0.65
3	Cambridge	3	1400	\$984 to \$1004	\$0.70 to \$0.72
6	Madison Place	3	1400	\$1004	\$0.72
10	Pecan Terrace	2	1200	\$965	\$0.80
16	Woodstone	2.5	1500	\$899	\$0.60
20	Rosewood Estates	2	1192 to 1280	\$404 to \$874	\$0.34 to \$0.68
		2.5	1332	\$654 to \$874	\$0.49 to \$0.66
8	Pateville Estates	2	1333	\$641	\$0.48
FOUR+ BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
20	Rosewood Estates	2	1500 to 1538	\$453 to \$753	\$0.30 to \$0.49
		2.5	1500 to 1538	\$753 to \$973	\$0.50 to \$0.63
8	Pateville Estates	2	1469	\$731	\$0.50

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: October 2013

PRICE PER SQUARE FOOT - CORDELE, GEORGIA

FOUR+ BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
8	Pateville Estates	3	1469	\$731	\$0.50

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: October 2013

AVERAGE GROSS RENT PER SQUARE FOOT - CORDELE, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.04	\$0.74	\$0.75
TOWNHOUSE	\$0.00	\$0.67	\$0.63

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.55	\$0.54	\$0.51
TOWNHOUSE	\$0.00	\$0.00	\$0.53

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.83	\$0.61	\$0.66
TOWNHOUSE	\$0.00	\$0.67	\$0.58

TAX CREDIT UNITS - CORDELE, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 11	Overlook Pointe	3	760	1	30%	\$175
13	Suwanee House	8	850	1	50%	\$323
13	Suwanee House	6	850	1	60%	\$327
◆ 11	Overlook Pointe	14	760	1	50%	\$355
9	Pecan Grove	7	600	1	50%	\$360 - \$522
9	Pecan Grove	5	600	1	60%	\$360 - \$522
15	Willow Apts.	4	640	1	60%	\$365 - \$510
◆ 18	Woodvale II	20	750	1	50%	\$380 - \$530
◆ 11	Overlook Pointe	11	760	1	60%	\$380
◆ 17	Woodvale I	16	750	1	60%	\$380 - \$530
◆ 18	Woodvale II	20	750	1	60%	\$380 - \$530
◆ 19	Woodvale III	44	665	1	50%	\$380 - \$530
◆ 17	Woodvale I	16	750	1	50%	\$380 - \$530
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 11	Overlook Pointe	3	1000	1	30%	\$200
13	Suwanee House	12	900	1	50%	\$378
13	Suwanee House	14	900	1	60%	\$389
9	Pecan Grove	8	800	1	60%	\$400 - \$587
◆ 11	Overlook Pointe	14	1000	1	50%	\$400
9	Pecan Grove	16	800	1	50%	\$400 - \$587
8	Pateville Estates	38	1068	2	50%	\$403
◆ 17	Woodvale I	4	840	1	50%	\$410 - \$580
◆ 19	Woodvale III	2	826	1	60%	\$410 - \$580
◆ 17	Woodvale I	4	840	1	60%	\$410 - \$580
◆ 18	Woodvale II	3	840	1	50%	\$410 - \$580
◆ 18	Woodvale II	3	840	1	60%	\$410 - \$580
◆ 11	Overlook Pointe	11	1000	1	60%	\$425
15	Willow Apts.	1	883	2	50%	\$435 - \$589
15	Willow Apts.	6	883	2	60%	\$435 - \$589
15	Willow Apts.	6	795	2	60%	\$435 - \$589
15	Willow Apts.	8	795	2	50%	\$435 - \$589

◆ - Senior Restricted

TAX CREDIT UNITS - CORDELE, GEORGIA

THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
20	Rosewood Estates	2	1192 - 1280	2	30%	\$190
9	Pecan Grove	4	1000	2	60%	\$430 - \$602
20	Rosewood Estates	11	1192 - 1280	2	50%	\$440
20	Rosewood Estates	11	1332	2.5	50%	\$440
8	Pateville Estates	16	1333	2	50%	\$450
15	Willow Apts.	4	944	2	60%	\$460 - \$630
15	Willow Apts.	2	944	2	50%	\$460 - \$630
20	Rosewood Estates	5	1280	2	60%	\$590
20	Rosewood Estates	5	1332	2.5	60%	\$590
FOUR-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
20	Rosewood Estates	1	1538	2	30%	\$180
20	Rosewood Estates	8	1500 - 1538	2.5	50%	\$480
20	Rosewood Estates	1	1500	2	50%	\$480
8	Pateville Estates	6	1469	3	50%	\$486
8	Pateville Estates	16	1469	2	50%	\$486
20	Rosewood Estates	6	1500 - 1538	2.5	60%	\$630

◆ - Senior Restricted

QUALITY RATING - CORDELE, GEORGIA

MARKET-RATE PROJECTS AND UNITS

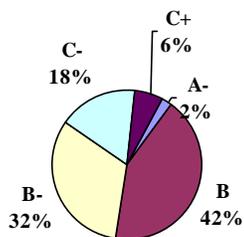
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	1	6	0.0%				\$874	\$973
B	3	111	3.6%		\$715	\$756	\$965	
B-	2	86	5.8%	\$530	\$671	\$841		
C+	1	16	12.5%	\$554		\$841	\$984	
C-	1	48	2.1%		\$487	\$555	\$647	

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

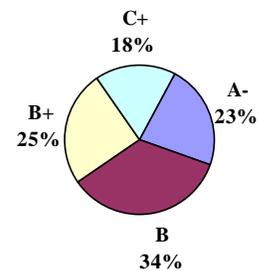
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	1	50	0.0%				\$654	\$753
B+	1	56	0.0%		\$432	\$499		
B	1	76	0.0%			\$561	\$641	\$731
C+	1	40	2.5%		\$445	\$547		

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - CORDELE, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	1	48	1	2.1%	48	9.8%
1970 to 1979	0	0	0	0.0%	48	0.0%
1980 to 1989	5	177	11	6.2%	225	36.2%
1990 to 1999	1	40	1	2.5%	265	8.2%
2000 to 2005	2	112	0	0.0%	377	22.9%
2006	1	56	0	0.0%	433	11.5%
2007	0	0	0	0.0%	433	0.0%
2008	0	0	0	0.0%	433	0.0%
2009	0	0	0	0.0%	433	0.0%
2010	1	56	0	0.0%	489	11.5%
2011	0	0	0	0.0%	489	0.0%
2012	0	0	0	0.0%	489	0.0%
2013**	0	0	0	0.0%	489	0.0%
TOTAL	11	489	13	2.7%	489	100.0 %

* Only Market-Rate and Tax Credit projects. Does not include government-subsidized projects.

** As of October 2013

Survey Date: October 2013

APPLIANCES AND UNIT AMENITIES - CORDELE, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	11	100.0%	489
REFRIGERATOR	11	100.0%	489
ICEMAKER	1	9.1%	56
DISHWASHER	10	90.9%	449
DISPOSAL	9	81.8%	413
MICROWAVE	1	9.1%	56
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	11	100.0%	489
AC - WINDOW	0	0.0%	
FLOOR COVERING	11	100.0%	489
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	11	100.0%	489
PATIO/DECK/BALCONY	10	90.9%	441
CEILING FAN	8	72.7%	389
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	1	9.1%	56
WINDOW TREATMENTS	11	100.0%	489
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	0	0.0%	

* - Does not include units where appliances/amenities are optional; Only includes market-rate or non-government subsidized Tax Credit.

PROJECT AMENITIES - CORDELE, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	1	9.1%	76
ON-SITE MANAGEMENT	4	36.4%	202
LAUNDRY	4	36.4%	222
CLUB HOUSE	2	18.2%	112
MEETING ROOM	1	9.1%	76
FITNESS CENTER	2	18.2%	112
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	3	27.3%	180
COMPUTER LAB	3	27.3%	188
SPORTS COURT	0	0.0%	56
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	0	0.0%	
SECURITY GATE	0	0.0%	
BUSINESS CENTER	1	9.1%	56
CAR WASH AREA	0	0.0%	
PICNIC AREA	2	18.2%	132
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	2	18.2%	132

DISTRIBUTION OF UTILITIES - CORDELE, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
LANDLORD			
ELECTRIC	1	56	5.9%
GAS	1	48	5.1%
TENANT			
ELECTRIC	17	802	85.1%
GAS	1	36	3.8%
			100.0%
COOKING FUEL			
LANDLORD			
ELECTRIC	1	56	5.9%
GAS	1	48	5.1%
TENANT			
ELECTRIC	17	782	83.0%
GAS	1	56	5.9%
			100.0%
HOT WATER			
LANDLORD			
ELECTRIC	1	56	5.9%
GAS	1	48	5.1%
TENANT			
ELECTRIC	18	838	89.0%
			100.0%
ELECTRIC			
TENANT	20	942	100.0%
			100.0%
WATER			
LANDLORD	11	517	54.9%
TENANT	9	425	45.1%
			100.0%
SEWER			
LANDLORD	13	629	66.8%
TENANT	7	313	33.2%
TRASH PICK-UP			
LANDLORD	14	665	70.6%
TENANT	6	277	29.4%
			100.0%

UTILITY ALLOWANCE - CORDELE, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$15	\$17		\$2	\$16	\$20	\$6	\$7	\$45	\$12	\$18	\$16	\$20
1	GARDEN	\$21	\$23		\$2	\$22	\$28	\$9	\$9	\$62	\$15	\$23	\$16	\$20
1	TOWNHOUSE	\$21	\$23		\$2	\$22	\$28	\$9	\$9	\$62	\$15	\$23	\$16	\$20
2	GARDEN	\$27	\$30		\$2	\$28	\$36	\$10	\$12	\$80	\$19	\$29	\$16	\$20
2	TOWNHOUSE	\$27	\$30		\$2	\$28	\$36	\$10	\$12	\$80	\$19	\$29	\$16	\$20
3	GARDEN	\$33	\$36		\$3	\$34	\$44	\$13	\$14	\$97	\$24	\$34	\$16	\$20
3	TOWNHOUSE	\$33	\$36		\$3	\$34	\$44	\$13	\$14	\$97	\$24	\$34	\$16	\$20
4	GARDEN	\$40	\$46		\$3	\$43	\$57	\$16	\$18	\$124	\$30	\$41	\$16	\$20
4	TOWNHOUSE	\$40	\$46		\$3	\$43	\$57	\$16	\$18	\$124	\$30	\$41	\$16	\$20

GA-Southern Region (6/2013)

Survey Date: October 2013

ADDENDUM B

COMPARABLE PROPERTY PROFILES

2 Emerald Apts.

0.6 miles to site



Address	1506 S. Pecan St. Cordele, GA 31015		
Phone	(229) 273-8842	Contact	Mark
Total Units	48	Vacancies	1
		Percent Occupied	97.9%
Project Type	Market-Rate		
Year Open	1968	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	C-	Neighborhood Rating	B
Remarks	Does not accept HCV		

Features and Utilities

Utilities Landlord pays Gas Heat, Gas Hot Water, Gas for Cooking, Water, Sewer, Trash
Unit Amenities Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Blinds
Project Amenities Playground

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	2	0	500	\$0.85	\$425
2	1	G	28	1	800	\$0.59	\$475
3	1.5	G	18	0	990	\$0.56	\$550

6 Madison Place

1.1 miles to site



Address	1501 13th Ave. E Cordele, GA 31015		
Phone	(229) 273-9430	Contact	Sherrie
Total Units	39	Vacancies	3
		Percent Occupied	92.3%
Project Type	Market-Rate		
Year Open	1984	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV		

Features and Utilities

Utilities No landlord paid utilities
Unit Amenities Refrigerator, Range, Dishwasher, Disposal, Central AC, Wood Flooring, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	21	3	850	\$0.63	\$539
2	2	G	10	0	1140	\$0.56	\$639
3	3	T	4	0	1400	\$0.53	\$739
3	3	G	4	0	1400	\$0.53	\$739

12 St. James

0.6 miles to site



Address	1008 E. 24th Ave. Cordele, GA 31015		
Phone	(229) 273-9430	Contact	Sherrie
Total Units	36	Vacancies	4
		Percent Occupied	88.9%
Project Type	Market-Rate		
Year Open	1984	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B

Remarks
Does not accept HCV; Higher rent on units with hardwood floors; Vacancies due to multi-level units, people are looking for garden units

Features and Utilities

Utilities No landlord paid utilities
Unit Amenities Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Storage
Project Amenities

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	2.5	T	36	4	1190	\$0.52 - \$0.54	\$619 to \$639

14 Whisperwood Apts.

0.5 miles to site



Address	1506 E. 16th Ave. Cordele, GA 31015		
Phone	(229) 513-4012	Contact	Tometrice
Total Units	50	Vacancies	1
		Percent Occupied	98.0%
Project Type	Market-Rate		
Year Open	1985	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Does not accept HCV; 1 & 2-br units have washer/dryer hookups & patio; 2-br units have dishwasher		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Laundry Facility

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
0	1	G	11	1	356	\$1.11	\$395
1	1	G	33	0	576	\$0.86	\$495
2	1 to 2	G	6	0	864	\$0.67 - \$0.69	\$575 to \$595

904 Lexington Place

30.1 miles to site



Address	1130 Felder St. Americus, GA 31709		
Phone	(229) 928-8413	Contact	Mary
Total Units	97	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1990	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; Higher rents on units with laminate wood floors; Replacing all units will have laminate wood flooring		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Wood Flooring, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Lake

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	14	0	850	\$0.66	\$559
2	2	G	22	0	1140	\$0.58 - \$0.60	\$659 to \$685
2	2.5	T	50	0	1140	\$0.58 - \$0.60	\$659 to \$685
3	3	T	11	0	1400	\$0.54 - \$0.56	\$759 to \$785

907 Troy Hill

30.9 miles to site



Address	303 E. Glessner St. Americus, GA 31709		
Phone	(229) 924-8440	Contact	Renee
Total Units	57	Vacancies	3
		Percent Occupied	94.7%
Project Type	Market-Rate		
Year Open	1972	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	10 households		
Quality Rating	C	Neighborhood Rating	B
Remarks	Does not accept HCV; Townhomes built in 1998, have washer/dryer hookups, central AC, storage & tenant pays all utilities; 1-br have wall AC & ceiling fans		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Window AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	36	1	640	\$0.64	\$410
2	1.5	T	21	2	980	\$0.54 - \$0.55	\$525 to \$535

8 Pateville Estates

2.4 miles to site



Address	2101 Pateville Rd. Cordele, GA 31015		
Phone	(229) 271-8260	Contact	Debbie
Total Units	76	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	2004	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	500 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	50% AMHI; HCV (33 units)		



Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, Laundry Facility, Meeting Room, Playground, Computer Lab, Picnic Area, Social Services

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	2	G	38	0	1068	\$0.38	\$403	50%
3	2	G	16	0	1333	\$0.34	\$450	50%
4	2	G	16	0	1469	\$0.33	\$486	50%
4	3	T	6	0	1469	\$0.33	\$486	50%

13 Suwanee House

1.6 miles to site



Address	101 S. 7th St. Cordele, GA 31015		
Phone	(229) 273-5550	Contact	Amy
Total Units	40	Vacancies	1
		Percent Occupied	97.5%
Project Type	Tax Credit		
Year Open	1996	Floors	2
Concessions	No Rent Specials		
Parking	On Street Parking, Surface Parking		
Waiting List	NONE		
Quality Rating	C+	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (4 units); HOME Funds (40 units)		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Laundry Facility

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	850	\$0.38	\$327	60%
1	1	G	8	1	850	\$0.38	\$323	50%
2	1	G	14	0	900	\$0.43	\$389	60%
2	1	G	12	0	900	\$0.42	\$378	50%

9 Pecan Grove

1.5 miles to site



Address	801 Blackshear Rd. Cordele, GA 31015		
Phone	(229) 273-0756	Contact	Bambi
Total Units	40	Vacancies	4
		Percent Occupied	90.0%
Project Type	Tax Credit & Government-Subsidized		
Year Open	1982	Renovated	2004
		Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	50% & 60% AMHI; RD 515, has RA (4 units); HCV (11 units)		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds, Storage
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Fitness Center, Playground, Computer Lab, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	5	0	600	\$0.60 - \$0.87	\$360 to \$522	60%
1	1	G	7	0	600	\$0.60 - \$0.87	\$360 to \$522	50%
2	1	G	8	0	800	\$0.50 - \$0.73	\$400 to \$587	60%
2	1	G	16	4	800	\$0.50 - \$0.73	\$400 to \$587	50%
3	2	G	4	0	1000	\$0.43 - \$0.60	\$430 to \$602	60%

15 Willow Apts.

1.7 miles to site



Address	1210 Blackshear Rd. Cordele, GA 31015		
Phone	(229) 273-6496	Contact	Tiffany
Total Units	31	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit & Government-Subsidized		
Year Open	1992	Renovated	2011
		Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	6 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	50% & 60% AMHI; RD 515, has RA (14 units); HCV (1 unit); Unit mix estimated		



Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Storage
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Fitness Center, Playground, Computer Lab, Picnic Area, Gazebo

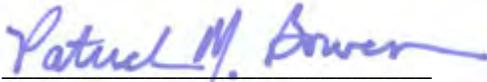
Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	4	0	640	\$0.57 - \$0.80	\$365 to \$510	60%
2	2	G	8	0	795	\$0.55 - \$0.74	\$435 to \$589	50%
2	2	T	6	0	883	\$0.49 - \$0.67	\$435 to \$589	60%
2	2	T	1	0	883	\$0.49 - \$0.67	\$435 to \$589	50%
2	2	G	6	0	795	\$0.55 - \$0.74	\$435 to \$589	60%
3	2	G	4	0	944	\$0.49 - \$0.67	\$460 to \$630	60%
3	2	G	2	0	944	\$0.49 - \$0.67	\$460 to \$630	50%

ADDENDUM C – Member Certification & Checklist

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

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



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ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

ADDENDUM D - Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of an existing apartment project in Georgia following renovations under the Low-Income Housing Tax Credit (LIHTC) program. Currently, the project is a Rural Development Section 515 (RD Section 515) project. When applicable, we have incorporated the market study requirements as outlined in exhibits 4-10 and 4-11 of the Rural Development Handbook.

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

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation.
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns.
- A drive-time analysis to the site.
- Personal observations by the field analyst.

- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.
- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to the subject development. An in-depth evaluation of those two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the subject project renovations are complete and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of those properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- We conduct an analysis of the subject project's required capture of the number of income-appropriate households within the PMA based on GDCA's demand estimate guidelines. This capture rate analysis considers all income-qualified renter households. For senior projects, the market analyst is permitted to use conversion of homeowners to renters as an additional support component. Demand is conducted by bedroom type and targeted AMHI for the subject project. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.

- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item with the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit. This analysis is done for each bedroom type proposed for the site.

3. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period.

Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; Bowen National Research, however, makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

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4. SOURCES

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

- The 2000 and 2010 Census on Housing
- American Community Survey
- Urban Decision Group (UDG)
- ESRI
- Area Chamber of Commerce
- Georgia Department of Community Affairs
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- HISTA Data (household income by household size, tenure and age of head of household) by Ribbon Demographics

ADDENDUM E - ACHIEVABLE MARKET RENT ANALYSIS

A. INTRODUCTION

We identified and surveyed four market-rate properties within the Cordele Site PMA that we consider to be most comparable to the subject project. However, due to the limited number comparable market-rate projects in the Site PMA, we also identified and surveyed two additional market-rate properties located outside of the Site PMA but within the region, in the town of Americus that we consider comparable to the subject project based on age, bedroom types offered and amenities offered. Note that the Americus area is considered socioeconomically different than the Cordele area in terms of household income, home values, rents charged and services offered. Therefore, we have made an adjustment to each of the comparable market-rate projects located in the Americus area to reflect these market differences. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents, or *Conventional Rents for Comparable Units*, that can be achieved in the open market for the subject units without maximum income and rent restrictions.

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Heritage Oaks	1985 / 2014	50	100.0%	-	14 (100.0%)	36 (100.0%)	-
2	Emerald Apts.	1968	48	97.9%	-	2 (100.0%)	28 (96.4%)	18 (100.0%)
6	Madison Place	1984	39	92.3%	-	21 (85.7%)	10 (100.0%)	8 (100.0%)
12	St. James	1984	36	88.9%	-	-	36 (88.9%)	-
14	Whisperwood Apts.	1985	50	98.0%	11 (90.9%)	33 (100.0%)	6 (100.0%)	-
904	Lexington Place	1990	97	100.0%	-	14 (100.0%)	72 (100.0%)	11 (100.0%)
907	Troy Hill	1972	57	94.7%	-	36 (97.2%)	21 (90.5%)	-

Map IDs 904 and 907 are located outside the Site PMA

The six selected market-rate projects have a combined total of 327 units with an overall occupancy rate of 96.3%. None of the comparable properties has an occupancy rate below 88.9%.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate adjustments made (as needed) for various features and locations or neighborhood characteristics, as well as for quality differences that exist between the selected properties and the subject development.

Rent Comparability Grid

Unit Type →

ONE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Heritage Oaks		Emerald Apts.		Madison Place		Whisperwood Apts.		Lexington Place		Troy Hill	
809 Broad St.		1506 S. Pecan St.		1501 13th Ave. E		1506 E. 16th Ave.		1130 Felder St.		303 E. Glessner St.	
Cordele, GA		Cordele, GA		Cordele, GA		Cordele, GA		Americus, GA		Americus, GA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$425		\$539		\$495		\$559		\$410	
2	Date Surveyed	Sep-13		Aug-13		Aug-13		Sep-13		Sep-13	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		86%		100%		100%		97%	
5	Effective Rent & Rent/ sq. ft	\$425	0.85	\$539	0.63	\$495	0.86	\$559	0.66	\$410	0.64
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/1,2		R/1		WU/1,2		WU/2	
7	Yr. Built/Yr. Renovated	1985/2014		1968	\$32	1984	\$16	1985	\$15	1990	\$10
8	Condition /Street Appeal	G		F	\$15	G		G		F	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		Yes		Yes		No	(\$56)
11	Yes			Yes		Yes		No	(\$56)	No	(\$41)
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	700		500	\$36	850	(\$27)	576	\$22	850	(\$27)
14	Balcony/ Patio	Y		N	\$5	Y		Y		Y	
15	AC: Central/ Wall	C		C		C		C		W	\$5
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y		N/Y		N/Y		N/Y		N/Y	
18	Washer/Dryer	HU		HU		HU/L	(\$5)	HU		N	\$10
19	Floor Coverings	C		C		W		W		C	
20	Window Coverings	B		B		B		B		B	
21	Storage	Y		N	\$5	N	\$5	Y		N	\$5
22	Garbage Disposal	N		Y	(\$5)	Y	(\$5)	Y	(\$5)	N	
23	Ceiling Fans	Y		N	\$5	Y		Y		Y	
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	N	\$5	Y		Y	
26	Security Gate	N		N		N		N		N	
27	Clubhouse/ Meeting Rooms	N/N		N/N		N/N		N/N		N/N	
28	Pool/ Recreation Areas	S		N	\$3	N	\$3	N	\$3	P	(\$7)
29	Computer Center	N		N		N		N		N	
30	Picnic Area	Y		N	\$3	N	\$3	N	\$3	N	\$3
31	Playground	Y		Y		N	\$3	N	\$3	N	\$3
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		Y/G	(\$21)	N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		Y/G	(\$9)	N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		Y/G	(\$22)	N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	Y/Y		Y/Y		N/N	\$38	N/N	\$38	N/N	\$38
39	Trash /Recycling	Y/N		Y/N		N/N	\$16	N/N	\$16	N/N	\$16
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	9	1	6	2	7	2	3	4	8	2
41	Sum Adjustments B to D	\$109	(\$5)	\$35	(\$32)	\$61	(\$10)	\$16	(\$95)	\$80	(\$48)
42	Sum Utility Adjustments		(\$52)	\$54		\$54		\$54			
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$52	\$166	\$57	\$121	\$105	\$125	(\$25)	\$165	\$32	\$128
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$477		\$596		\$600		\$534		\$442	
45	Adj Rent/Last rent		112%		111%		121%		96%		108%
46	Estimated Market Rent	\$530		\$0.76							

← Estimated Market Rent/ Sq. Ft

Rent Comparability Grid

Unit Type →

TWO BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Heritage Oaks		Emerald Apts.		Madison Place		St. James		Whisperwood Apts.		Troy Hill	
809 Broad St.		1506 S. Pecan St.		1501 13th Ave. E		1008 E. 24th Ave.		1506 E. 16th Ave.		303 E. Glessner St.	
Cordele, GA		Cordele, GA		Cordele, GA		Cordele, GA		Cordele, GA		Americus, GA	
A. Rents Charged	Data on Subject	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$475		\$639		\$619		\$575		\$525	
2	Date Surveyed	Sep-13		Aug-13		Oct-13		Aug-13		Sep-13	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	96%		100%		89%		100%		90%	
5	Effective Rent & Rent/ sq. ft	\$475	0.59	\$639	0.56	\$619	0.52	\$575	0.67	\$525	0.54
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	TH/2		WU/2		TH/2		R/1		WU/2	
7	Yr. Built/Yr. Renovated	1985/2014		1968	\$32	1984	\$16	1984	\$16	1985	\$15
8	Condition /Street Appeal	G		F	\$15	G		G		F	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		Yes		Yes		No	(\$53)
C. Unit Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1.5		1	\$15	2	(\$15)	1	\$15	1.5	
13	Unit Interior Sq. Ft.	900		800	\$14	1140	(\$34)	1190	(\$41)	864	\$5
14	Balcony/ Patio	Y		N	\$5	Y		Y		Y	
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y		N/Y		N/Y		N/Y		N/Y	
18	Washer/Dryer	HU		HU		HU		HU/L	(\$5)	HU	
19	Floor Coverings	C		C		W		C		C	
20	Window Coverings	B		B		B		B		B	
21	Storage	Y		N	\$5	N	\$5	Y		N	\$5
22	Garbage Disposal	N		Y	(\$5)	Y	(\$5)	Y	(\$5)	N	
23	Ceiling Fans	Y		N	\$5	Y		Y		N	\$5
D. Site Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	N	\$5	N	\$5	Y	
26	Security Gate	N		N		N		N		N	
27	Clubhouse/ Meeting Rooms	N/N		N/N		N/N		N/N		N/N	
28	Pool/ Recreation Areas	S		N	\$3	N	\$3	N	\$3	N	\$3
29	Computer Center	N		N		N		N		N	
30	Picnic Area	Y		N	\$3	N	\$3	N	\$3	N	\$3
31	Playground	Y		Y		N	\$3	N	\$3	N	\$3
32	Social Services	N		N		N		N		N	
E. Utilities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		Y/G	(\$27)	N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		Y/G	(\$10)	N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		Y/G	(\$28)	N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	Y/Y		Y/Y		N/N	\$48	N/N	\$48	N/N	\$48
39	Trash /Recycling	Y/N		Y/N		N/N	\$16	N/N	\$16	N/N	\$16
F. Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos
40	# Adjustments B to D	10	1	6	3	5	3	7	2	5	3
41	Sum Adjustments B to D	\$102	(\$5)	\$35	(\$54)	\$30	(\$76)	\$49	(\$10)	\$28	(\$71)
42	Sum Utility Adjustments		(\$65)	\$64		\$64		\$64		\$64	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$32	\$172	\$45	\$153	\$18	\$170	\$103	\$123	\$21	\$163
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent
44	Adjusted Rent (5+ 43)	\$507		\$684		\$637		\$678		\$546	
45	Adj Rent/Last rent		107%		107%		103%		118%		104%
46	Estimated Market Rent	\$610		\$0.68		← Estimated Market Rent/ Sq. Ft					

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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents (aka *Conventional Rents for Comparable Units-CRCU*) for units similar to the subject development are \$530 for a one-bedroom unit and \$610 for a two-bedroom unit, which are illustrated as follows:

Bedroom Type	Proposed Collected Rent*	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$439 (60%)	\$530	17.2%
Two-Bedroom	\$517 (60%)	\$610	15.2%

*2013 maximum allowable LIHTC gross rent less the value of tenant-paid utilities
 CRCU – Conventional Rents for Comparable Units

Typically, Tax Credit rents in urban markets are set 10% or more below achievable market rents to ensure that a LIHTC project will have a sufficient flow of tenants. In more rural settings, such as the subject site location, a market rent advantage near 0.0% is acceptable as Tax Credit product often represents some of the most desirable rental housing opportunities available. Regardless, the proposed collected Tax Credit rents represent market rent advantages ranging of 17.2% and 15.2% for the one- and two-bedroom units, respectively. As such, the subject project will likely be viewed as a value within the Site PMA.

Additionally, a Private Rental Assistance (PRA) subsidy will be available to all current unassisted residents. This subsidy will prevent a rent increase on any current unassisted residents. Considering the available PRA subsidy, the subject project will likely be viewed as an even greater value than that illustrated above.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
7. Upon completion of renovations, the subject project will have an effective age of a project built in 2000. The selected properties were built between 1986 and 1990. Note that while the one-bedroom units at Troy Hill (Map ID 907) were built in 1972, the two-bedroom units were built in 1998. Based on the preceding analysis we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an improved quality and aesthetic appeal following renovations. We have made adjustments for those properties that we consider to have an inferior quality to the subject development.
10. As previously stated, two of the selected properties are located outside of the Cordele Site PMA, in the town of Americus, due to the limited number of comparable market-rate projects within the Site PMA. Based on factors such as median household income, rents charged, home values and community services offered, adjustments of 10% have been made to the comparable properties located within the Americus market to reflect the differences between the Americus and Cordele markets.
12. There is a variety of the number of bathrooms offered among the units at the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package which is considered to be relatively competitive with those offered at most of the selected properties. Regardless, we have made adjustments for features lacking at the subject project, and in some cases, adjustments for features the subject property offers, that the selected properties do not offer.

- 24.-32. The subject project will offer a project amenities package that is generally considered to be slightly superior to those offered among most of the selected properties. We have made monetary adjustments to reflect the differences between the project's and the selected properties' project amenities.
- 33.-39. We made adjustments to reflect the differences in utility responsibility at the selected properties as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

Addendum F:
RENT ROLL

******insert rent roll******