

A MARKET STUDY OF:

GLYNN PINES I & II

78 & 80 Glynnmarsh Drive
Brunswick, Glynn County, Georgia 31525

Original Inspection Date: June 1, 2018
Most Recent Inspection Date: February 28, 2019
Effective Date: December 27, 2018
Report Date: March 4, 2019

Prepared for:
Brian Moloney
Assistant Project Manager
Vitus
1700 Seventh Avenue, Suite 2000
Seattle, WA 98101

Deltek #: 10181695

Prepared by:
Novogradac & Company LLP
6700 Antioch Road, Suite 450
Merriam, KS 66204
913-677-4600





March 4, 2019

Brian Moloney
Assistant Project Manager
Vitus
1700 Seventh Avenue, Suite 2000
Seattle, WA 98101

Re: Market Study - Application for Glynn Pines I & II, located in Brunswick, Glynn County, Georgia

Dear Mr. Moloney:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Brunswick, Glynn County, Georgia area relative to the above-referenced Section 8 project.

The purpose of this market study is to assess the feasibility of the LIHTC acquisition/rehabilitation of Glynn Pines I & II (Subject), an existing 88-unit Section 8 multifamily development. The Subject offers one and two-bedroom units to seniors 62 and older, all of which benefit from Section 8 rental assistance, which is expected to remain post-renovation. Following renovation, all 88 units will be restricted to households earning 60 percent of the Area Median Income (AMI), or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

Novogradac & Company LLP adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA). The NCHMA certification and checklist can be found in the Addenda of this report. Please refer to the checklist to find the sections in which content is located.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac & Company LLP



Rachel Barnes Denton, MAI
Partner
Novogradac & Company LLP
March 4, 2019
Date



Brian Neukam
Manager
Novogradac & Company LLP
March 4, 2019
Date



Sara Nachbar
Manager
Novogradac & Company LLP
March 4, 2019
Date



Matthew Egerstrom
Analyst
Novogradac & Company LLP
March 4, 2019
Date



Ryan Houghtaling
Junior Analyst
March 4, 2019
Date

TABLE OF CONTENTS

A. Executive Summary	1
B. Project Description.....	7
C. Site Evaluation.....	12
D. Market Area	22
E. Community Demographic Data	26
F. Employment Trends.....	33
G. Project-Specific Affordability and Demand Analysis	40
H. Competitive Rental Analysis.....	49
I. Absorption and Stabilization Rates.....	103
J. Interviews	105
K. Conclusions and Recommendations	107
L. Signed Statement Requirements.....	110
M. Market Study Representation	112
Addendum A	Assumptions and Limiting Conditions
Addendum B	Subject and Neighborhood Photographs
Addendum C	Qualifications
Addendum D.....	Summary Matrix
Addendum E	Site & Floor Plans

A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Glynn Pines I & II (Subject) will be a renovated multifamily property located in Brunswick, Glynn County, Georgia, which consists of 72 one-bedroom units and 16 two-bedroom units contained in 10 single-story garden-style residential buildings. The Subject currently benefits from Project-Based Section 8 rent subsidies (HAP Contracts GA060009059 and GA06001214) that cover all 88 units. The current HAP contract for Phase I has a term of September 1, 2014 to August 21, 2019. Phase II has a HAP contract with a term of December 1, 2016 to November 30, 2021. The most recent HAP contract rent increase was September 1, 2018 and December 1, 2017 for Phase I and II, respectively. Additionally, the developer is proposing to renovate with LIHTC equity in 2019.

The following table illustrates the proposed unit mix and proposed post renovation rents.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking LIHTC Rent	Utility Allowance (1)	Gross Rent	2018 LIHTC Maximum Allowable Gross Rent	Current Contract Rents	Proposed Contract Rents*
<i>@60%/Section 8 – Phase I</i>								
1BR/1BA	602	46	\$516	\$80	\$596	\$596	\$613	\$825
2BR/1BA	734	8	\$615	\$100	\$715	\$715	\$681	\$900
<i>@60%/Section 8 – Phase II</i>								
1BR/1BA	602	26	\$515	\$81	\$596	\$596	\$650	\$825
2BR/1BA	734	8	\$611	\$104	\$715	\$715	\$737	\$900
		88						

(1)Source of Utility Allowance provided by the HAP Contract/Rent Schedules dated 9/1/2018 (Ph. I) and 12/1/2017 (Ph. II)

*Based on a third party rent comparability study dated May 23, 2018

Of the Subject’s 88 units, all will continue to operate with a Section 8 project-based subsidy. Tenants will pay 30 percent of their income toward rent, not to exceed the LIHTC rent limits. Overall, the Subject will be slightly inferior to similar to the LIHTC comparables in terms of age/condition. The Subject will be generally inferior to LIHTC competition in terms of unit sizes and similar to slightly superior in terms of unit amenities. The Subject offers a similar location relative to the LIHTC comparables. Overall, we believe that the Subject’s physical improvements and amenities will allow it to effectively compete in the market, given the subsidies in place.

According to information provided by the developer, the Subject’s scope of renovation will include, but will not be limited to: asbestos abatement, concrete repair/replacement, masonry repairs and cleaning, roof replacement, drywall repair, plumbing repairs, HVAC repairs, new fencing, new signage, new windows and doors, new appliances, new cabinets and countertops, updated lighting, paint, new water heaters, new flooring, new fixtures, new thermostats and smoke detectors, ADA compliance updates, landscaping, and community space updates. The total renovation hard costs are estimated to be \$4,533,060, or approximately \$51,512 per unit. Based on the information from the developer, renovations will occur with limited tenant displacement.

2. Site Description/Evaluation

The Subject is located in a mixed-use neighborhood in unincorporated Glynn County, known as Country Club Estates, approximately five miles north of Brunswick’s Central Business District (CBD).The Subject site has average visibility, views, and accessibility from neighborhood thoroughfares. Immediate surrounding uses include multifamily, single family, wooded area, and retail/commercial uses. The Subject site is considered a

desirable location for rental housing. The uses surrounding the Subject are in average to good condition, and the site is within reasonable proximity to locational amenities, the majority of which are within 3.0 miles of the Subject site, and some of which are within walking distance.

3. Market Area Definition

The Primary Market Area (PMA) is as Glynn County. While the market area accounts for a large geographic area, we believe this is reasonable, particularly given the Subject’s age-restricted tenancy. Senior housing in the region is limited, and as such, the Subject is expected to attract tenants from a larger area. Further, Brunswick is the county seat and serves as the economic hub for southeast Georgia. Another important note is that of the county’s 585 square miles, approximately 165 square miles is water. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North:	18.2 miles
East:	12.6 miles
South:	14.8 miles
West:	18.2 miles

The PMA is generally defined as the Glynn/McIntosh County line to the north, the Brantley/Glynn County line to the west, the Glynn/Wayne County line to the northwest, the Glynn/Camden County line to the south, and the Atlantic Ocean to the east. This area was defined based on interviews with local market, including property managers at comparable properties and the Subject’s property manager. The farthest PMA boundary from the Subject is approximately 18.2 miles. The secondary market area (SMA) for the Subject is the Brunswick, Georgia Metropolitan Statistical Area, which is comprised of Brantley, Glynn, and McIntosh Counties.

4. Community Demographic Data

Between 2010 and 2018, senior population in the PMA grew 3.8 percent annually, while the MSA and the nation grew at rates of 3.5 and 3.6 percent, respectively. Senior population in the PMA is anticipated to continue to grow through market entry and 2023 at a pace of 3.4 percent annually, which is faster than the growth projected in the MSA and in the nation. Therefore, the Subject should be well-positioned to service this market. Renter households are concentrated in the lowest income cohorts, with 49.5 percent of senior renters in the PMA are earning less than \$30,000 annually. The Subject will target households earning between \$0 and \$25,440, with subsidy. Overall, sustained senior population growth in the PMA and MSA is a positive indication of continued demand for the Subject. Therefore, the Subject should be well-positioned to service this market.

According to *RealtyTrac* statistics, one in every 2,486 housing units nationwide was in some stage of foreclosure as of November 2018. The Subject’s zip code (31525) is experiencing a foreclosure rate of one in every 1,564 homes. Further, the city of Brunswick is experiencing a foreclosure rate of one in every 2,347 homes, which is similar to the foreclosure rate for Glynn County. The state of Georgia is experiencing a foreclosure rate of one in every 2,397 homes. Overall, the Subject’s zip code is experiencing a much lower foreclosure rate compared to the county, city, state, and nation. The Subject’s neighborhood does not appear to have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

The largest industries in the PMA are the accommodation/food services, retail trade, and healthcare/social assistance sectors. Positions in these industries account for 39.4 percent of all jobs in the area. The two largest employers in the area are Sea Island Company and Southeast Georgia Health System. The MSA has experienced annual employment growth from 2002 through 2018 year-to-date, with the exception of 2009

through 2011 and from 2013 to 2014. The total employment in the MSA surpassed pre-recessionary levels in October 2018, four years after the nation. The unemployment rate in the MSA has decreased annually since 2012, and is currently decreasing at a faster rate than that of the nation. As such, it appears the MSA has recovered from the recession and is likely in an expansionary phase, although sustained recovery has not yet been demonstrated with respect to employment

6. Project-Specific Affordability and Demand Analysis

All of the Subject's 88 units benefit from Section 8 rental assistance. According to the income audit provided by the client, all of the current residents will continue to income-qualify post-renovation. These units are presumed leasable, and only the three vacant units have been accounted for in our capture rate analysis.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$0	\$25,440	3	330	0	330	0.9%	One month	\$919	\$778	\$1,153	\$515-\$516
1BR Overall	\$0	\$25,440	3	330	0	330	0.9%	One month	-	-	-	-

As the analysis illustrates, the Subject's 60 percent AMI capture rate is just 0.9 percent. Therefore, we believe there is adequate demand for the Subject. The capture rate at the Subject is well below the 2019 DCA Market Study capture rate threshold of 30 percent.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 "true" comparable properties containing 1,042 units.

The availability of LIHTC data is considered adequate; we have included four comparable properties which offer LIHTC units, all of which are located within the PMA, and all target the general population. It should be noted that two of the comparable LIHTC properties feature market rate units. We believe these comparables are the most comparable properties in the area and are located in generally similar areas in terms of access to amenities. We were unable to identify any LIHTC comparables offering age-restricted units.

Finally, it is of note that the Subject's 88 units currently benefit from a Housing Assistance Program (HAP) contract. Following renovation, all units will continue to benefit from Section 8 subsidy. As such, qualifying tenants will pay only 30 percent of their household income on rent. The comparable affordable properties are located between 2.6 and 8.8 miles from the Subject.

The availability of market rate data is considered adequate. It should be noted that there is a lack of senior development in the PMA; therefore, all of the market rate comparables target the general population. We have included six conventional market rate properties in our analysis of the competitive market. The market rate properties are located in the PMA, between 0.1 and 1.3 miles from the Subject. The comparables were built or last renovated between 1977 and 2015. Overall, we believe the market rate properties we have used in our analysis are the most comparable. It should be noted that there is a lack of senior development in the PMA. Other market rate properties were excluded based on condition, design, or tenancy.

When comparing the Subject's rents to the average comparable rents, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable

properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

SUBJECT COMPARISON TO SURVEYED RENTS

Unit Type	Subject LIHTC Rent	Surveyed Minimum	Surveyed Maximum	Surveyed Average	Rent Advantage
1BR	\$515-\$516	\$498	\$1,106	\$770	33%
2BR	\$611-\$615	\$599	\$1,165	\$816	25%

As illustrated the Subject’s proposed 60 percent AMI rents are below the surveyed average and the range of the comparable properties. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties. Nonetheless, all tenants at the Subject will continue to pay 30 percent of income toward rent, given the project-based Section 8 subsidies in place.

8. Absorption/Stabilization Estimate

Two of the comparables were able to report recent absorption data. Abbington Woods and Norwich Commons are LIHTC properties in Brunswick that opened in 2014. These properties reported absorption paces of 56 and 52 units per month, respectively.

With subsidy for all units, a waiting list, and the fact that all existing tenants are expected to remain income-qualified following renovations, we expect an absorption period of one month.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is continued demand for the Subject property as proposed. The affordable comparables are experiencing a weighted average vacancy rate of 0.3 percent. Further, all of the affordable properties maintain a waiting list. These factors illustrate demand for affordable housing. The Subject will offer generally similar to slightly superior unit amenities when compared to the comparables, but similar to inferior common area amenities. Overall, we believe that the Subject’s physical improvements and amenities will allow it to effectively compete in the LIHTC market, given the low vacancy levels, waiting lists, and subsidies in place that will remain post-renovation. As a comprehensive renovation of an existing property, the Subject will be in good condition upon completion and will be considered similar in terms of condition to the majority of the comparable properties. The Subject’s unit sizes are slightly inferior to inferior to the comparables. Given the Subject’s anticipated good condition and the demand for affordable housing evidenced by low vacancy at LIHTC comparable properties, we believe that the Subject is feasible as proposed, despite some slightly inferior attributes. We believe that it will continue to perform well and will not negatively impact the existing or proposed affordable rental units in the market.

GLYNN PINES I & II – BRUNSWICK, GA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Glynn Pines I & II						Total # Units:		88
Location:		78 & 80 Glynnmarsh Dr. Brunswick, GA 31525						# LIHTC Units:		88
PMA Boundary:		The PMA is defined as the Glynn/McIntosh County line to the north, the Brantley/Glynn County line to the west, the Glynn/Wayne County line to the northwest, the Glynn/Camden County line to the south, and the Atlantic Ocean to the east.								
Farthest Boundary Distance to Subject:									18.2	
Rental Housing Stock (found on pages 20)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	24	2,578	80	94.1%						
Market-Rate Housing	15	1,889	79	95.8%						
Assisted/Subsidized Housing not to include LIHTC	5	341	0	100.0%						
LIHTC	4	348	1	99.7%						
Stabilized Comps	23	2,450	80	94.1%						
Properties in Construction & Lease Up	1	304	304	0.0%						
*Only includes properties in PMA										
Subject Development					Average Market Rent			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed LIHTC Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
46	1BR at 60%/Sec 8	1	602	\$516	\$888	\$1.14	-42%	\$1,118	\$1.36	
8	2BR at 60%/Sec 8	1	734	\$615	\$910	\$0.83	-32%	\$1,180	\$1.06	
26	1BR at 60%/Sec 8	1	602	\$515	\$888	\$1.14	-42%	\$1,118	\$1.36	
8	2BR at 60%/Sec 8	1	734	\$611	\$910	\$0.83	-33%	\$1,180	\$1.06	
Demographic Data (found on pages 30 & 44)										
		2010		2018		Market Entry				
Renter Households		2,261	24.8%	2,724	22.1%	2,836	22.0%			
Income-Qualified Renter HHS (LIHTC)		N/Ap	N/Ap	N/Ap	N/Ap	N/Ap	N/Ap			
Targeted Income-Qualified Renter Household Demand (found on pages 45-46)										
Type of Demand	30%	50%	60%	Market-rate	Other: 60%/Sec. 8	Overall*				
Renter Household Growth	N/Ap	N/Ap	N/Ap	N/Ap	112	112				
Existing Households (Overburdened + Substandard)	N/Ap	N/Ap	N/Ap	N/Ap	468	468				
Homeowner conversion (Seniors)	N/Ap	N/Ap	N/Ap	N/Ap	201	201				
Total Primary Market Demand	N/Ap	N/Ap	N/Ap	N/Ap	703	703				
Less Comparable/Competitive Supply	N/Ap	N/Ap	N/Ap	N/Ap	0	0				
Adjusted Income-qualified Renter HHS**	N/Ap	N/Ap	N/Ap	N/Ap	1,203	1,203				
Capture Rates (found on page 47-48)										
Targeted Population	30%	50%	60%	Market-rate	Other: 60%/Sec. 8	Overall				
Capture Rate:	N/Ap	N/Ap	N/Ap	N/Ap	0.9%	0.9%				

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. **Project Address and Development Location:** The Subject is located at 78 & 80 Glynnmarsh Drive, Brunswick, Glynn County, Georgia 31525.
- 2. **Construction Type:** The Subject consists of 72 one-bedroom units and 16 two-bedroom units contained in 18 single-story garden-style residential buildings constructed in 1970 and 1979. In addition, the property includes a one-story ancillary building that houses the leasing office.
- 3. **Occupancy Type:** Seniors (62+).
- 4. **Special Population Target:** None.
- 5. **Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. **Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. **Rents and Utility Allowances:** See following property profile.
- 8. **Existing or Proposed Project-Based Rental Assistance:** Currently, the Subject operates as a Section 8 development. Of the 88 units at the property, all are subject to Section 8 restrictions. Following renovations, all 88 rental units will continue to benefit from the HAP contract. The current HAP contract for Phase I has a term of September 1, 2014 to August 21, 2019. Phase II has a HAP contract with a term of December 1, 2016 to November 30, 2021. The most recent HAP contract rent increase was September 1, 2018 and December 1, 2017 for Phase I and II, respectively.
- 9. **Proposed Development Amenities:** See following property profile.

Property Profile Report - As Is

Glynn Pines I & II												
Comp #	Subject											
Effective Rent Date	12/27/2018											
Location	78 & 80 Glynnmarsh Drive Brunswick, GA 31525 Glynn County											
Units	88											
Vacant Units	3											
Vacancy Rate	3.40%											
Type	Garden (age-restricted)											
Year Built / Renovated	1970 & 1979 /											
Major Competitors	None identified											
Tenant Characteristics	Seniors, 62+											
Market												
Program	@60% (Section 8)	Leasing Pace		Pre-leased to two weeks								
Annual Turnover Rate	11%	Change in Rent (Past Year)		Increased 2-7% since 2Q18								
Units/Month Absorbed	n/a	Concession		None								
Section 8 Tenants	0%											
Utilities												
A/C	not included – central				Other Electric				not included			
Cooking	not included – electric				Water				included			
Water Heat	not included – electric				Sewer				included			
Heat	not included – gas				Trash Collection				included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	Range
1	1	Garden	46	602	\$613	\$0	Section 8	Yes	2	4.30%	N/A	
1	1	Garden	26	602	\$650	\$0	Section 8	Yes	1	3.80%	N/A	
2	1	Garden	8	734	\$681	\$0	Section 8	Yes	0	0.00%	N/A	
2	1	Garden	8	734	\$737	\$0	Section 8	Yes	0	0.00%	N/A	
Amenities												
In-Unit	Balcony/Patio				Security				Patrol			
	Blinds								Perimeter Fencing			
	Carpeting											
	Central A/C											
	Coat Closet											
	Ceiling Fan											
	Garbage Disposal											
	Grab Bars											
	Hand Rails											
	Oven											
	Pull Cords											
	Refrigerator											
	Washer/Dryer hookup											
Property	Off-Street Parking				Premium				none			
	On-Site Management											
Services	none				Other				none			
Comments												



The property consists of two phases, each of which operate with a HAP contract for all units. Phase I was constructed in 1970 and consists of 46 one-bedroom and eight two-bedroom units. Phase II consists of 26 one-bedroom and eight two-bedroom units and was constructed in 1979. Contract rents are illustrated; Phase II has slightly higher contract rents than Phase I. Units are identical in all regards in both phases, and a leasing office is the only common area on-site.

10. Scope of Renovations:

According to information provided by the developer, the Subject’s scope of renovation will include, but will not be limited to: asbestos abatement, concrete repair/replacement, masonry repairs and cleaning, roof replacement, drywall repair, plumbing repairs, HVAC repairs, new fencing, new signage, new windows and doors, new appliances, new cabinets and countertops, updated lighting, paint, new water heaters, new flooring, new fixtures, new thermostats and smoke detectors, ADA compliance updates, landscaping, and community space updates. The total renovation hard costs are estimated to be \$4,533,060, or approximately \$51,512 per unit. Based on the information from the developer, renovations will occur with limited tenant displacement.

11. Current Rents:

The current rents at the Subject are based on 30 percent of resident incomes for all 88 units, as the Subject operates with Section 8 rental assistance. The following table illustrates the Subject’s current rents and unit mix detailed on the rent roll provided, dated November 30, 2018.

CURRENT RENTS

Unit Type	Unit Size (SF)	Number of Units	Current Contract Rent (1)	Minimum Tenant Paid Rent	Maximum Tenant Paid Rent	Average Tenant Paid Rent
<i>Section 8 (Phase I)</i>						
1BR/1BA	602	46	\$613	\$83	\$386	\$217
2BR/1BA	734	8	\$681	\$0	\$521	\$210
<i>Section 8 (Phase II)</i>						
1BR/1BA	602	26	\$650	\$13	\$527	\$230
2BR/1BA	734	8	\$737	\$90	\$455	\$243
Total		88				

Notes (1) Rent Schedules effective 9/1/2018 (Ph. I) and 12/1/2017 (Ph. II)

12. Current Occupancy:

As of November 30, 2018 Subject was 96.6 percent occupied and maintains a waiting list of 15 households. According to the financial statements from 2015 through 2017, the Subject has operated with an economic vacancy and collection loss of 1.0 percent or less.

13. Current Tenant Income:

Most of the current tenants at the Subject, according to the client, have incomes that would be too low to income-qualify for the Subject without its current Section 8 contract, as all 88 units benefit from Section 8 rental assistance. An income audit was not available for our review.

14. Placed in Service Date:

The Subject was originally constructed in 1970 and 1979. The rehabilitation of the Subject is expected to begin in February 2019 and be completed on January 29, 2020. For the purposes of this report, we have estimated a placed in service date of January 29, 2020.

Conclusion:

The Subject will be an average-quality age-restricted apartment community, comprised of single-story residential buildings comparable to most of the inventory in the area. As a newly renovated property, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

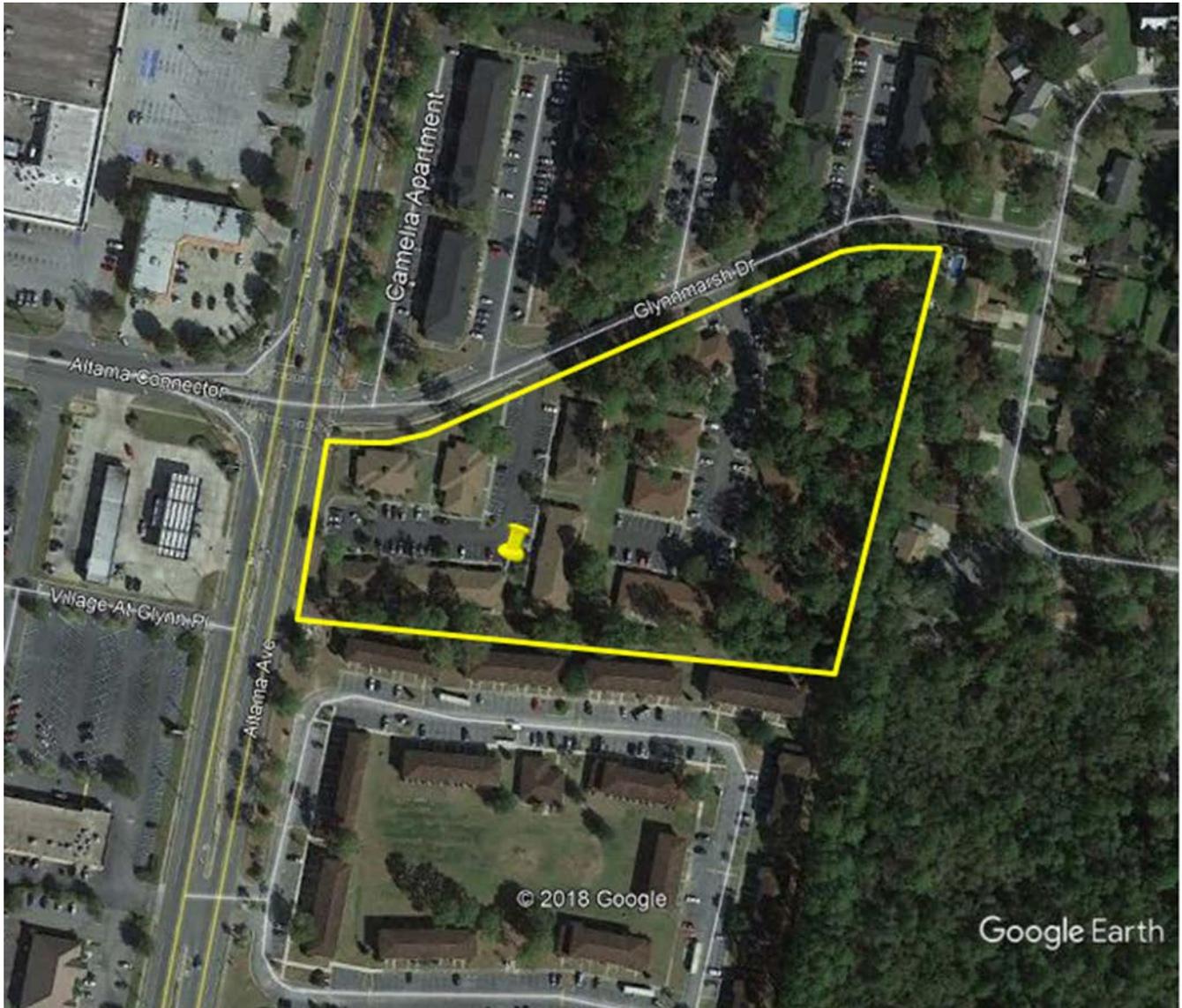
PROJECT DESCRIPTION

1. **Date of Site Visit and Name of Inspector:** Ryan Houghtaling last inspected the site on February 28, 2019. Matt Egerstrom previously inspected the site on June 1, 2018.

2. **Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage:

The Subject site has frontage along east side of Altama Avenue and the south side of Glynnmarsh Drive. An aerial photograph of the Subject site is below.

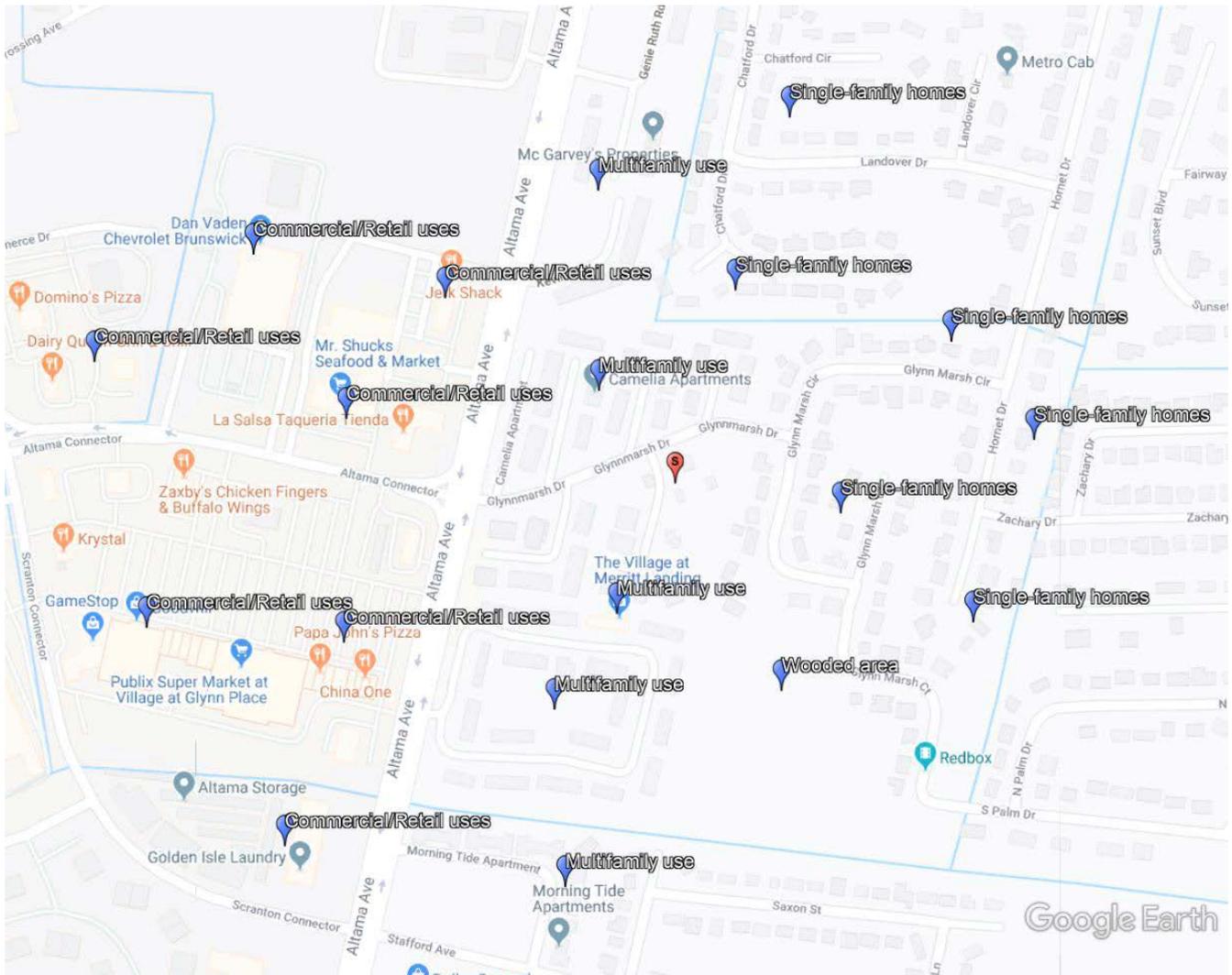


Visibility/Views:

Views to the north of the Subject consist of Glynnmarsh Drive followed by Camelia Apartments, a market rate comparable in average condition. Views to the east of the Subject consist of wooded areas, as well as single family residences in average condition. Views to the south consist of Merritt Landing Apartments, a market rate comparable in average condition. Views to the west of the Subject consist of Altama Avenue followed by various retail/commercial uses ranging from average to good condition. Overall, views and visibility are average.

Surrounding Uses:

The following map illustrates the surrounding land uses.



The Subject is located in a mixed-use neighborhood in the northern portion of Brunswick. The neighborhood consists primarily of single-family homes, multifamily development, commercial, and retail uses. Land adjacent to the north is Camelia Apartments, a 110-unit market rate comparable. To the east, land use is primarily single-family homes ranging from fair to average condition. Adjacent to the south of the Subject is Merritt Landing Apartments, a 128-unit market rate comparable. Land adjacent to the west, across Altama Avenue, land use consists of various retail and commercial uses including restaurants, grocery, and gas. Overall, the majority of surrounding land uses are in average or good condition.

Retail/commercial occupancy appeared to be 95 to 100 percent at the time of our inspection. Overall, surrounding land uses are considered compatible with the Subject’s current multifamily use. The Subject site is considered “Somewhat Walkable” by *WalkScore* with a rating of 68 out of 100. The Subject site is considered to be in a desirable location for rental housing. The uses surrounding the Subject are in average or good condition, and the site is within reasonable proximity to locational amenities, which are within 2.0 miles of the Subject.

Positive/Negative Attributes of Site:

The Subject is located adjacent to the east of Altama Avenue, a main arterial connecting the Subject to a variety of commercial and retail uses within 0.5 miles of the site. The Subject is currently 96.6 percent occupied; as such, it appears that there are no detrimental influences near the Subject which are impacting occupancy or marketability. The Subject’s location provides easy access to all amenities in and around Brunswick and Glynn County.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.0 miles of most locational amenities.

4. Pictures of Site and Adjacent Uses:

The following are pictures of the Subject site and adjacent uses.



Subject signage



Subject exterior



Subject exterior



Subject exterior and parking



Subject exterior



Leasing office exterior



Typical single-family home east of Subject



Retail/commercial uses west of Subject



Multifamily comparable north of Subject



Multifamily development south of Subject

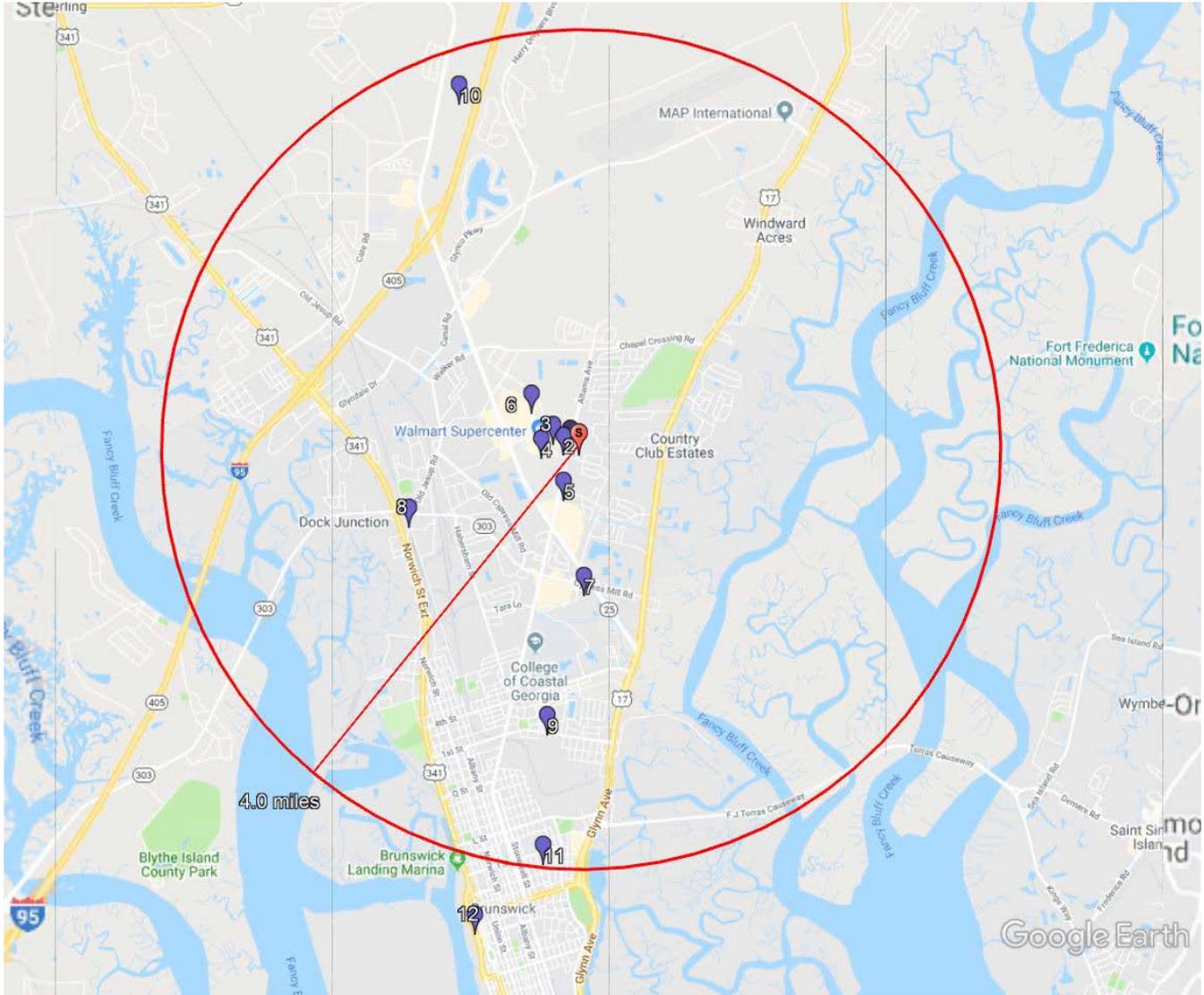


View east on Glynmarsh Drive



View west on Glynmarsh Drive

5. Proximity to Locational Amenities: The following table details the Subject's distance from key locational amenities.



LOCATIONAL AMENITIES AND SERVICES

#	Service/Amenity	Distance	#	Service/Amenity	Distance
1	Parker's Gas Station	0.3 miles	7	Glynn County Fire Dept.	1.8 miles
2	Publix Super Market/Pharmacy	0.3 miles	8	Marshes of Glynn Library	2.3 miles
3	Atlantic National Bank	0.3 miles	9	SE Georgia Health Hospital	2.8 miles
4	Walmart Supercenter	0.4 miles	10	Glynn County Police Dept.	3.4 miles
5	Dollar General	0.4 miles	11	Senior Center	4.0 miles
6	Coastal Comm. Medical Clinic	0.8 miles	12	United States Postal Service	4.5 miles

6. Description of Land Uses:

The Subject is located in a mixed-use neighborhood in unincorporated Glynn County, known as Country Club Estates, approximately five miles north of Brunswick’s Central Business District (CBD). The neighborhood consists of several multifamily and single family residences, some undeveloped or wooded land, and commercial and retail uses concentrated along major arterials. Land use adjacent to the north is Camelia Apartments, a comparable property in average condition consisting of 110 market rate units. To the east of the Subject is a single-family residential neighborhood consisting of homes in average condition. To the southeast of the Subject is undeveloped wooded land. To the south of the Subject is Merritt Landing Apartments, a multifamily development in average condition consisting of 35 market rate units. To the west of the Subject, across Altama Avenue, is a variety of commercial and retail uses in average to good condition. Merritt Landing Apartments has also been utilized as a comparable and offers 35 one, two, and three-bedroom market rate units. Overall, the majority of surrounding land uses are in average or good condition.

7. Crime:

A crime index below 100 is below the national average and anything over 100 is above the nation’s crime index average. A crime index of 75 in a PMA would be 25 percent below the national average while a crime rate of 200 would be twice that of the national average. The following table illustrates crime statistics for the PMA and the MSA as compared to the nation.

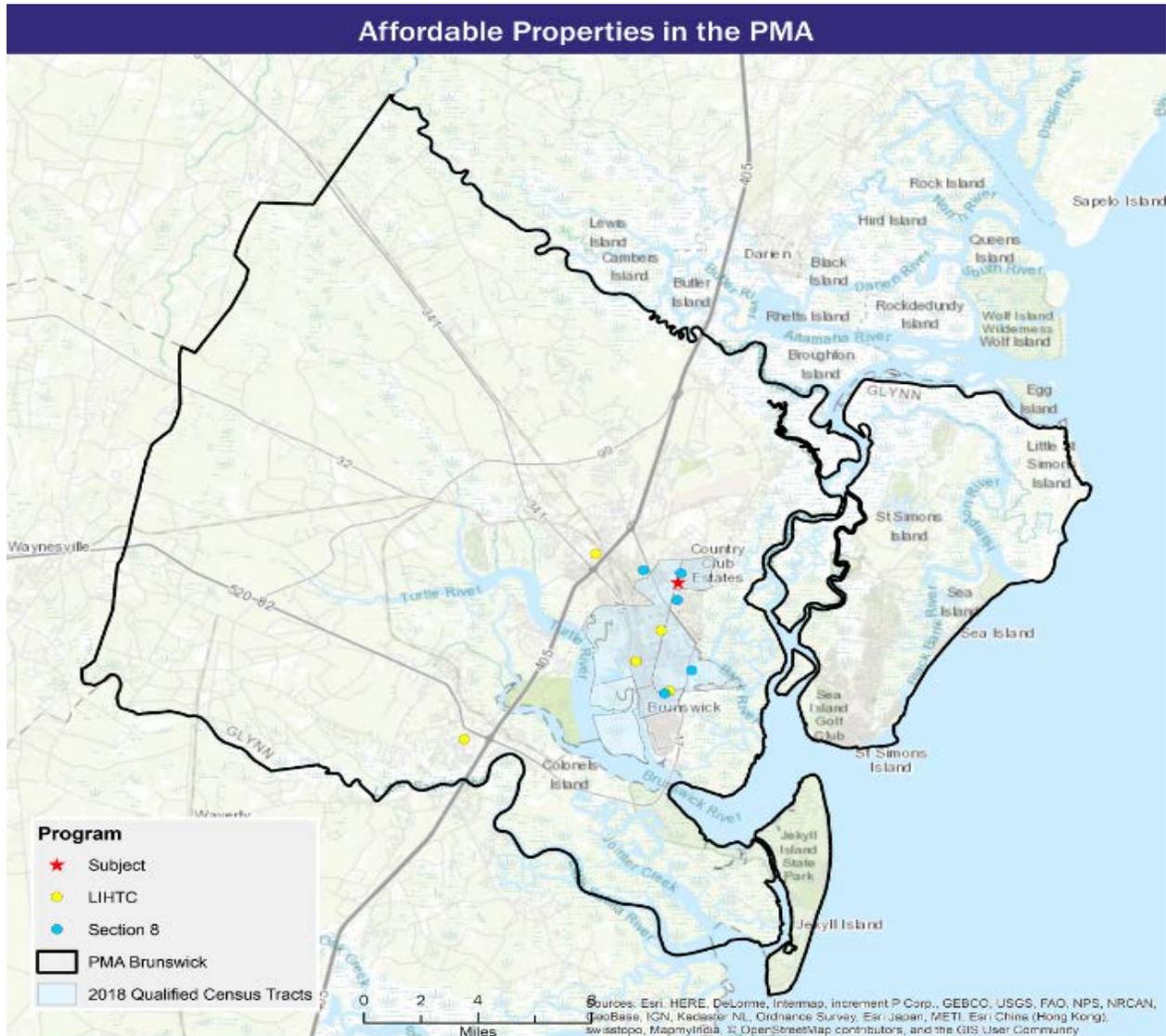
2018 CRIME INDICES

	PMA	Brunswick, GA Metropolitan Statistical Area
Total Crime*	136	130
Personal Crime*	126	121
Murder	105	106
Rape	93	91
Robbery	101	95
Assault	142	137
Property Crime*	137	131
Burglary	152	150
Larceny	139	132
Motor Vehicle Theft	80	75

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018
 *Unweighted aggregations

As indicated in the previous table, total crime in the PMA is slightly above that of the MSA and nation. The Subject offers patrol and perimeter fencing as security features, similar to slightly superior to the comparables. Overall, the security features appear market oriented.

8. Existing Assisted Rental Housing Property Map: The following map and list identifies all assisted rental housing properties in the PMA.



AFFORDABLE IN THE PMA

Property Name	Location	Number of Units	Program	Tenancy	Map Color
Glynn Pines I & II	Brunswick	88	Section 8	Senior	Red Star
Tara Arms Apartments	Brunswick	81	HOME	Family	Yellow
Abbingdon Woods*	Brunswick	56	LIHTC	Family	
Norwich Commons*	Brunswick	52	LIHTC	Family	
Eagle's Point*	Brunswick	168	LIHTC/Market	Family	
Whispering Oaks*	Brunswick	72	LIHTC/Market	Family	
Coastal Village	Brunswick	N/Av	PSH	Homeless	Blue
Glynn Isle Townhomes	Brunswick	65	Section 8	Family	
Buckingham Terrace I-III	Brunswick	40	Section 8	Senior	
St. Mark's Towers Inc.	Brunswick	150	Section 8	Senior	
Glynn Paton Res. Corp.	Brunswick	5	Section 8	Disabled	

*Utilized as a comparable

9. Road, Infrastructure or Proposed Improvements: We did not witness any road, infrastructure or proposed improvements during our fieldwork.

10. Access, Ingress-Egress and Visibility of Site: The Subject is accessed via the south side of Glynnmarsh Drive, a lightly traveled neighborhood road that generally transverses east and west. Glynnmarsh Drive connects with Altama Avenue adjacent to the northwest of the site. Altama Avenue is a four-lane moderately traveled road that generally traverses north and south. To the north, Altama Avenue provides access to Chapel Crossing Road, a four-lane road that generally transverses east and west. Chapel Crossing Road, to the west, and Altama Avenue, to the south, provide access to State Highway 25. State Highway 25 provides access to Interstate 95 approximately 2.3 miles northwest of the Subject. Interstate 95 provides access to Jacksonville to the south and Savannah to the north. Overall, access is considered average, and traffic flow in the Subject’s immediate area is considered light to moderate.

Views to the north of the Subject consist of Glynnmarsh Drive followed by Camelia Apartments, a market rate comparable in average condition. Views to the east of the Subject consist of wooded areas, as well as single family residences in average condition. Views to the south consist of Merritt Landing Apartments, a market rate comparable in average condition. Views to the west of the Subject consist of Altama Avenue followed by various retail/commercial uses ranging from average to good condition. Overall, views and visibility are average.

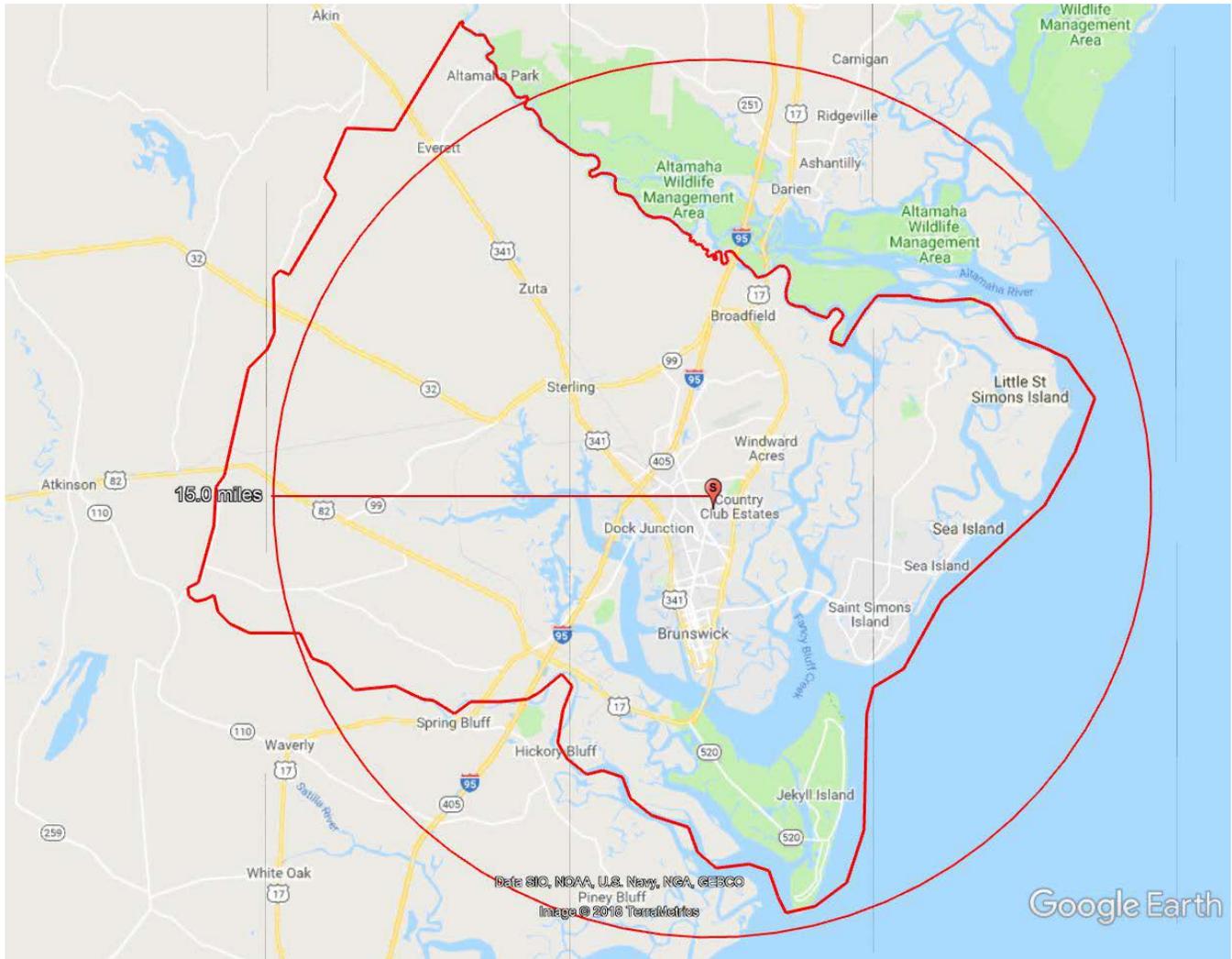
11. Conclusion: The Subject site is located on Glynnmarsh Drive. The Subject site has average visibility, views, and accessibility from neighborhood thoroughfares. Immediate surrounding uses include multifamily properties, single family homes, wooded areas, and retail/commercial uses. Total crime risk indices in the Subject’s PMA are above that of the nation and the MSA. The Subject site is considered a desirable location for rental housing. The uses surrounding the Subject are in average condition, and the site is within reasonable proximity to locational amenities, which are within 5.5 miles of the Subject site, many of which are within walking distance.

D. MARKET AREA

PRIMARY MARKET AREA

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at or below market rents.

Primary Market Area Map



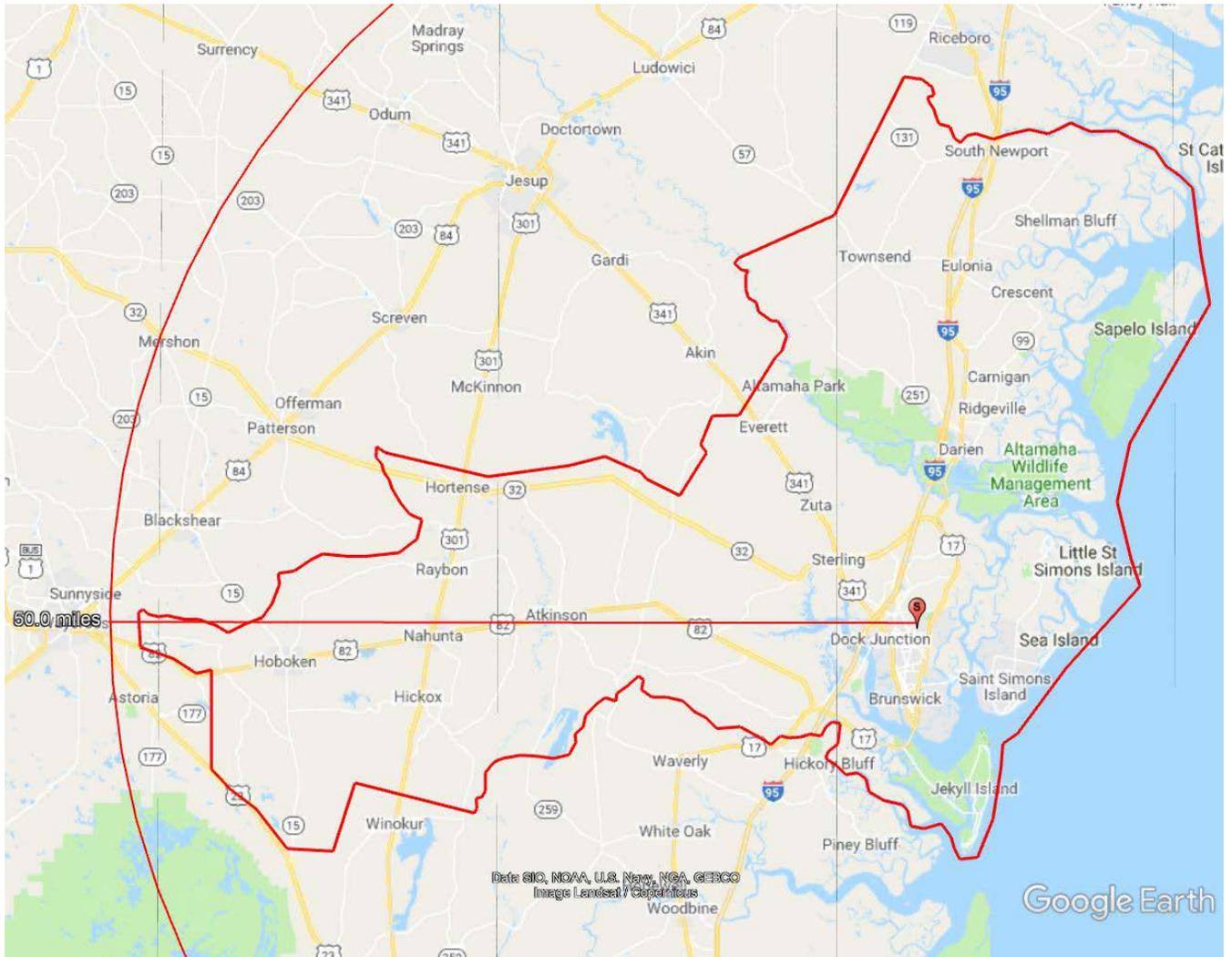
The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Secondary Market Area (SMA) are areas of growth or contraction.

The Primary Market Area (PMA) is defined as Glynn County. While the market area accounts for a large geographic area, we believe this is reasonable, particularly given the Subject's age-restricted tenancy. Senior housing in the region is limited, and as such, the Subject is expected to attract tenants from a larger area. Further, Brunswick is the county seat and serves as the economic hub for southeast Georgia. Another important note is that of the county's 585 square miles, approximately 165 square miles is water. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North:	18.2 miles
East:	12.6 miles
South:	14.8 miles
West:	18.2 miles

The PMA is generally defined as the Glynn/McIntosh County line to the north, the Brantley/Glynn County line to the west, the Glynn/Wayne County line to the northwest, the Glynn/Camden County line to the south, and the Atlantic Ocean to the east. This area was defined based on interviews with local market, including property managers at comparable properties and the Subject's property manager. The farthest PMA boundary from the Subject is approximately 18.2 miles. The secondary market area (SMA) for the Subject is the Brunswick, Georgia Metropolitan Statistical Area, which is comprised of Brantley, Glynn, and McIntosh Counties.

Secondary Market Area Map



E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Brunswick, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and the MSA.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly in the MSA, the PMA and nationally from 2000 through 2023, including the date of market entry.

1a. Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2023, including market entry.

POPULATION						
Year	PMA		Brunswick, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	67,487	-	92,936	-	281,038,168	-
2010	79,626	1.8%	112,346	2.1%	308,745,538	1.0%
2018	85,133	0.8%	117,750	0.6%	330,088,686	0.8%
Market Entry	86,507	1.1%	118,939	0.7%	334,248,485	0.8%
2023	89,714	1.1%	121,713	0.7%	343,954,683	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

SENIOR POPULATION, 62+						
Year	PMA		Brunswick, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	11,563	-	15,048	-	41,431,899	-
2010	15,050	3.0%	21,098	4.0%	50,358,738	2.2%
2018	19,793	3.8%	27,195	3.5%	65,111,602	3.6%
Market Entry	20,803	3.4%	28,459	3.1%	68,094,090	3.1%
2023	23,158	3.4%	31,410	3.1%	75,053,229	3.1%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

Between 2000 and 2010 there was an approximate 1.8 percent annual increase in the PMA and 2.1 percent annual increase in the MSA, both of which outpaced the national growth. Senior population in both the PMA and MSA outpaced national growth, as well as general population growth during the same time period. Senior population in the PMA is anticipated to continue to grow through market entry and 2023 at a pace of 3.4 percent annually, which is faster than the growth projected in the MSA and in the nation. Overall, sustained population growth in the PMA and MSA, at rates equal to or above the nation, is a positive indication of continued demand for the Subject.

1b. Total Population by Age Group

The following tables illustrate the population by age cohort within the PMA and MSA from 2000 to 2023.

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2018	Projected Mkt Entry January 2020	2023
0-4	4,393	5,352	5,193	5,253	5,392
5-9	4,684	5,348	5,213	5,267	5,393
10-14	4,930	5,282	5,340	5,390	5,508
15-19	4,867	5,233	5,123	5,191	5,349
20-24	3,722	4,823	4,927	4,880	4,769
25-29	4,096	4,853	5,420	5,358	5,212
30-34	4,211	4,640	5,178	5,319	5,647
35-39	5,070	4,889	5,080	5,183	5,422
40-44	5,266	5,056	4,806	4,979	5,384
45-49	4,994	5,812	5,184	5,132	5,010
50-54	4,720	5,827	5,505	5,468	5,381
55-59	3,759	5,412	6,036	5,911	5,620
60-64	3,028	5,123	5,837	5,938	6,172
65-69	2,737	4,027	5,458	5,595	5,913
70-74	2,492	2,872	4,277	4,548	5,181
75-79	2,079	2,127	2,917	3,204	3,874
80-84	1,357	1,549	1,871	2,046	2,453
85+	<u>1,081</u>	<u>1,401</u>	<u>1,768</u>	<u>1,848</u>	<u>2,034</u>
Total	67,486	79,626	85,133	86,507	89,714

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

POPULATION BY AGE GROUP

Age Cohort	Brunswick, GA Metropolitan Statistical Area				
	2000	2010	2018	Projected Mkt Entry January 2020	2023
0-4	6,183	7,462	7,144	7,158	7,190
5-9	6,710	7,430	7,242	7,261	7,304
10-14	6,982	7,572	7,351	7,421	7,584
15-19	6,810	7,544	6,979	7,075	7,300
20-24	5,109	6,634	6,702	6,568	6,254
25-29	5,703	6,549	7,435	7,244	6,799
30-34	5,971	6,415	7,080	7,203	7,490
35-39	7,032	6,936	6,980	7,084	7,326
40-44	7,222	7,329	6,726	6,897	7,297
45-49	6,853	8,300	7,300	7,177	6,890
50-54	6,451	8,356	7,789	7,708	7,520
55-59	5,162	7,794	8,515	8,330	7,899
60-64	4,248	7,317	8,278	8,382	8,626
65-69	3,715	5,794	7,678	7,838	8,210
70-74	3,222	4,114	5,952	6,299	7,110
75-79	2,593	2,928	3,964	4,336	5,203
80-84	1,644	2,110	2,419	2,652	3,194
85+	<u>1,325</u>	<u>1,762</u>	<u>2,215</u>	<u>2,306</u>	<u>2,517</u>
Total	92,935	112,346	117,749	118,938	121,713

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

The largest age cohorts in the PMA and MSA as of 2018 are the 55 to 59, 60 to 64, 50 to 54, and 65 to 69 age groups, respectively, which indicates the presence of seniors in the area.

1c. Number of Elderly and Non-Elderly

The following table illustrates the elderly population (62+) within the PMA and MSA from 2000 through 2023.

NUMBER OF ELDERLY AND NON-ELDERLY

Year	Total Population	PMA		Brunswick, GA Metropolitan Statistical Area		
		Non-Elderly	Elderly (62+)	Total Population	Non-Elderly	Elderly (62+)
2000	67,487	55,924	11,563	92,936	71,027	15,048
2010	79,626	64,576	15,050	112,346	80,527	21,098
2018	85,133	65,340	19,793	117,750	78,729	27,195
Market Entry	86,507	65,705	20,803	118,939	78,797	28,459
2023	89,714	66,556	23,158	121,713	78,954	31,410

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

The elderly population (62+) in the PMA is expected to increase steadily through market entry and 2023.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, and (e) Elderly Households 62+ within the MSA, the PMA, and nationally from 2000 through 2023.

2a. Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2023.

HOUSEHOLDS

Year	PMA		Brunswick, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	27,183	-	36,809	-	105,403,008	-
2010	31,731	1.7%	44,582	2.1%	116,716,296	1.1%
2018	34,085	0.9%	46,781	0.6%	124,110,017	0.8%
Market Entry	34,678	1.2%	47,315	0.8%	125,533,791	0.8%
2023	36,061	1.2%	48,561	0.8%	128,855,931	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 62+

Year	PMA		Brunswick, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	7,581	-	9,910	-	26,183,427	-
2010	9,122	2.0%	12,913	3.0%	30,451,595	1.6%
2018	12,320	4.2%	17,069	3.9%	38,109,323	3.0%
Market Entry	12,909	3.2%	17,776	2.8%	39,667,681	2.7%
2023	14,282	3.2%	19,427	2.8%	43,303,850	2.7%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

Households grew more rapidly in the MSA than in the PMA and the nation between 2000 and 2010. Over the next five years, household growth in the PMA is projected to increase at a rate faster than the MSA and nation, while senior household growth in the PMA is projected to continue to outpace the general population at a rate of 3.2 percent annually, which is above the projected MSA and national growth.

AVERAGE HOUSEHOLD SIZE

Year	PMA		Brunswick, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.44	-	2.48	-	2.59	-
2010	2.47	0.1%	2.49	0.0%	2.58	-0.1%
2018	2.46	0.0%	2.49	0.0%	2.59	0.1%
Market Entry	2.46	-0.1%	2.48	-0.1%	2.60	0.1%
2023	2.45	-0.1%	2.48	-0.1%	2.61	0.1%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

The average household size in the PMA is similar to that of the MSA and slightly below the nation at 2.46 persons. Over the next five years, the average household size in the PMA is projected to remain generally stable.

2b. Households by Tenure

The table below depicts senior household growth by tenure from 2000 through 2023.

TENURE PATTERNS – 62+

Year	PMA				Brunswick, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	%	Number	%	Number	%	Number	%
2010	6,861	75.2%	2,261	24.8%	10,052	77.8%	2,861	22.2%
2018	9,596	77.9%	2,724	22.1%	13,545	79.4%	3,524	20.6%
Market Entry	10,073	78.0%	2,836	22.0%	14,123	79.5%	3,653	20.5%
2023	11,185	78.3%	3,097	21.7%	15,473	79.6%	3,954	20.4%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

As the table illustrates, 22.1 percent of senior households within the PMA reside in renter-occupied units. Although the percentage of senior renter-occupied units is projected to decrease through 2023, the number of renter-occupied units is projected to increase by approximately 373 households.

2c. Household Income

The following table depicts senior renter household income in the PMA in 2018, market entry, and 2023.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 62+

Income Cohort	2018		Projected Mkt Entry January 2020		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	398	14.6%	415	14.6%	455	14.7%
\$10,000-19,999	632	23.2%	644	22.7%	673	21.7%
\$20,000-29,999	318	11.7%	326	11.5%	346	11.2%
\$30,000-39,999	433	15.9%	441	15.6%	460	14.9%
\$40,000-49,999	158	5.8%	168	5.9%	192	6.2%
\$50,000-59,999	129	4.7%	137	4.8%	156	5.0%
\$60,000-74,999	173	6.4%	178	6.3%	190	6.1%
\$75,000-99,999	222	8.1%	230	8.1%	250	8.1%
\$100,000-124,999	93	3.4%	103	3.6%	126	4.1%
\$125,000-149,999	44	1.6%	51	1.8%	67	2.2%
\$150,000-199,999	43	1.6%	51	1.8%	69	2.2%
\$200,000+	<u>81</u>	<u>3.0%</u>	<u>91</u>	<u>3.2%</u>	<u>113</u>	<u>3.6%</u>
Total	2,724	100.0%	2,836	100.0%	3,097	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, December 2018

RENTER HOUSEHOLD INCOME DISTRIBUTION - Brunswick, GA MSA, 62+

Income Cohort	2018		Projected Mkt Entry January 2020		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	531	15.1%	549	15.0%	592	15.0%
\$10,000-19,999	945	26.8%	956	26.2%	981	24.8%
\$20,000-29,999	428	12.1%	437	12.0%	457	11.6%
\$30,000-39,999	470	13.3%	478	13.1%	495	12.5%
\$40,000-49,999	192	5.4%	205	5.6%	235	5.9%
\$50,000-59,999	155	4.4%	164	4.5%	186	4.7%
\$60,000-74,999	212	6.0%	219	6.0%	234	5.9%
\$75,000-99,999	253	7.2%	262	7.2%	282	7.1%
\$100,000-124,999	120	3.4%	135	3.7%	170	4.3%
\$125,000-149,999	66	1.9%	77	2.1%	101	2.6%
\$150,000-199,999	62	1.8%	71	1.9%	92	2.3%
\$200,000+	<u>90</u>	<u>2.6%</u>	<u>102</u>	<u>2.8%</u>	<u>129</u>	<u>3.3%</u>
Total	3,524	100.0%	3,653	100.0%	3,954	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, December 2018

2d. Renter Households by Number of Persons in the Household

The following table illustrates household size for senior renter households in 2018, market entry, and 2023.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 62+

Household Size	2018		Projected Mkt Entry January 2020		2023	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	1,577	57.9%	1,640	57.8%	1,787	57.7%
2 Persons	905	33.2%	939	33.1%	1,017	32.8%
3 Persons	73	2.7%	81	2.8%	98	3.2%
4 Persons	46	1.7%	52	1.8%	67	2.2%
5+ Persons	<u>123</u>	<u>4.5%</u>	<u>125</u>	<u>4.4%</u>	<u>128</u>	<u>4.1%</u>
Total Households	2,724	100%	2,836	100%	3,097	100%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, December 2018

The majority of senior renter households in the PMA are one-person households, followed by two-person households. Overall, the Subject development serves households 62+ with one to two persons as an age-restricted property offering one and two-bedroom units.

Conclusion

Between 2010 and 2018, senior population in the PMA grew 3.8 percent annually, while the MSA and the nation grew at rates of 3.5 and 3.6 percent, respectively. Senior population in the PMA is anticipated to continue to grow through market entry and 2023 at a pace of 3.4 percent annually, which is faster than the growth projected in the MSA and in the nation. Therefore, the Subject should be well-positioned to service this market. Renter households are concentrated in the lowest income cohorts, with 49.5 percent of senior renters in the PMA are earning less than \$30,000 annually. The Subject will target households earning between \$0 and \$25,440, with subsidy. Overall, sustained senior population growth in the PMA and MSA is a positive indication of continued demand for the Subject. Therefore, the Subject should be well-positioned to service this market.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The PMA is economically reliant on the accommodation/food services, retail trade, and healthcare/social assistance industries. Employment levels in the MSA decreased during the national recession, but passed pre-recessionary highs in October 2018, and has experienced increases in total employment each year since 2015.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Glynn County, GA. Note that the data below was the most recent data available.

Year	Total Employment	% Change
2007	39,275	-
2008	39,144	-0.3%
2009	36,683	-6.7%
2010	34,262	-7.1%
2011	34,484	0.6%
2012	35,308	2.3%
2013	34,349	-2.8%
2014	34,814	1.3%
2015	36,637	5.0%
2016	37,801	3.1%
2017	38,609	2.1%
2018 YTD Average	38,783	2.5%
Dec-17	37,716	-
Dec-18	38,237	1.4%

Source: U.S. Bureau of Labor Statistics
YTD as of Dec. 2018

As illustrated in the table above, Glynn County experienced a weakening economy during the national recession in terms of total jobs from 2008 to 2011. However, employment in the county has increased annually from 2014 through 2018 year-to-date. In addition, between December 2017 and December 2018, total jobs in Glynn County grew by 1.4 percent

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors in Glynn County, GA.

Q1 2018 Covered Employment Glynn County, Georgia

	Number	Percent
Total, all industries	31,675	-
Goods-producing	3,519	-
Natural resources and mining	80	0.3%
Construction	1,418	4.5%
Manufacturing	2,021	6.4%
Service-providing	28,156	-
Trade, transportation, and utilities	7,907	25.0%
Information	322	1.0%
Financial activities	1,132	3.6%
Professional and business services	3,244	10.2%
Education and health services	5,498	17.4%
Leisure and hospitality	8,806	27.8%
Other services	1,161	3.7%
Unclassified	86	0.3%

Source: Bureau of Labor Statistics, December 2018

The large share of employment in leisure and hospitality is notable as this industry is historically volatile, and prone to contraction during recessionary periods. However, the county also has a significant share of employment in the utilities, education, and health services industries, which are historically stable during economic downturns.

The following table illustrates employment by industry for the PMA and the nation as of 2018.

2018 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	# Employed	% Employed	# Employed	% Employed
Accommodation/Food Services	5,982	14.3%	11,958,374	7.6%
Retail Trade	5,414	12.9%	17,381,607	11.0%
Healthcare/Social Assistance	5,130	12.3%	22,154,439	14.0%
Educational Services	3,427	8.2%	14,568,337	9.2%
Public Administration	2,713	6.5%	7,345,537	4.7%
Admin/Support/Waste Mgmt Svcs	2,705	6.5%	6,943,459	4.4%
Construction	2,664	6.4%	10,333,928	6.5%
Manufacturing	2,608	6.2%	15,694,985	9.9%
Other Services	2,203	5.3%	7,758,801	4.9%
Prof/Scientific/Tech Services	1,854	4.4%	11,673,939	7.4%
Transportation/Warehousing	1,509	3.6%	6,660,099	4.2%
Arts/Entertainment/Recreation	1,314	3.1%	3,672,444	2.3%
Finance/Insurance	1,147	2.7%	7,284,572	4.6%
Wholesale Trade	1,012	2.4%	4,028,405	2.6%
Real Estate/Rental/Leasing	941	2.3%	3,165,171	2.0%
Utilities	484	1.2%	1,433,069	0.9%
Information	375	0.9%	2,881,691	1.8%
Agric/Forestry/Fishing/Hunting	319	0.8%	2,273,158	1.4%
Mgmt of Companies/Enterprises	7	0.0%	87,511	0.1%
Mining	0	0.0%	591,596	0.4%
Total Employment	41,808	100.0%	157,891,122	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

The largest industries in the PMA are the accommodation/food services, retail trade, and healthcare/social assistance sectors. Positions in these industries account for 39.5 percent of all jobs in the area, which is higher than the nation. The accommodation/food and administration/support/waste management sectors are overrepresented in the PMA. Industries under-represented in the PMA include the manufacturing and professional/scientific/technology sectors.

3. Major Employers

The chart below shows the largest employers in Glynn County.

MAJOR EMPLOYERS

Glynn County

Company	Industry	Number of Employees
Sea Island Company	Accommodation/Food Services	1,760
Southeast Georgia Health System	Healthcare/Social Assistance	1,700
Brunswick Cellulose Inc.	Manufacturing	600
Wal-Mart Super Center	Retail Trade	500
eBay Enterprise Inc.	Retail Trade	450
King & Prince Seafood Corp.	Manufacturing (Food)	345
College of Coastal Georgia	Educational Services	300
International Auto Processing	Transportation/Warehousing	283
Rich Products Corp.	Manufacturing (Food)	251
Pinova Inc.	Manufacturing	247
King and Prince Resort	Accommodation/Food Services	230

Source: Brunswick and Glynn County Development Authority (2015), Novogradac & Company December 2018

The two largest employers in Glynn County are within accommodation/food services and healthcare/social assistance, each employing more than 1,700 employees. Other sectors among the major employers include manufacturing, retail trade, educational services, and transportation/warehousing.

4. Expansions/Contractions

The following table illustrates the layoffs and closures of significance that have occurred or been announced since 2015 in Glynn County according to the Georgia Department of Economic Development. It should be noted that there were no notices filed in 2016 or 2017 within the county.

WARN NOTICES (2015 TO 2018 YTD)

Glynn County, GA

Company	City	Industry	Number of Employees Affected	WARN Date
Amports	Brunswick	Transportation	12	1/31/2018
International Auto Processing	Brunswick	Manufacturing	65	4/30/2015
Total			77	

Source: Georgia Department of Economic Development, Novogradac & Company LLP, December 2018

As illustrated in the above table, there have been 77 employees impacted by layoffs or closures since 2015 in the county. Overall, these layoffs are insignificant relative to the size of the local economy and the recent opportunities created through the reported business expansions.

We contacted John Scott, Project Manager with the Brunswick and Glynn County Development Authority, in order to obtain information about recent business activity in Brunswick and Glynn County. According to Mr. Scott, the economy in Brunswick is very strong. Mr. Scott stated that Canal Crossing Shopping Center

recently opened, bringing several new businesses to the area including Sam’s Club, Hobby Lobby, Academy Sports, and Home Goods, as well as various restaurants and hotels, creating 1,000 new jobs. Mr. Scott also stated that Beachview Tent Rental recently opened, creating 80 new jobs. Further, Gulfstream Aerospace Corporation and Stambaugh Aviation both recently expanded, creating 150 and 100 new jobs, respectively. All of these openings and expansions have occurred since 2015. Mr. Scott indicated that there have been no major business closures or layoffs in Glynn County within the last three years.

5. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Brunswick, GA MSA from 2002 to 2018 year-to-date (October).

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)								
Year	Brunswick, GA Metropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	45,205	-	4.4%	-	136,485,000	-	5.8%	-
2003	46,424	2.7%	4.3%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2004	47,749	2.9%	4.3%	0.0%	139,252,000	1.1%	5.5%	-0.5%
2005	49,266	3.2%	4.7%	0.5%	141,730,000	1.8%	5.1%	-0.5%
2006	50,584	2.7%	4.1%	-0.6%	144,427,000	1.9%	4.6%	-0.5%
2007	51,673	2.2%	3.8%	-0.3%	146,047,000	1.1%	4.6%	0.0%
2008	51,732	0.1%	5.3%	1.6%	145,363,000	-0.5%	5.8%	1.2%
2009	48,467	-6.3%	8.9%	3.6%	139,878,000	-3.8%	9.3%	3.5%
2010	46,649	-3.8%	10.5%	1.5%	139,064,000	-0.6%	9.6%	0.3%
2011	46,277	-0.8%	10.8%	0.4%	139,869,000	0.6%	9.0%	-0.7%
2012	47,104	1.8%	9.9%	-1.0%	142,469,000	1.9%	8.1%	-0.9%
2013	46,507	-1.3%	8.8%	-1.0%	143,929,000	1.0%	7.4%	-0.7%
2014	45,985	-1.1%	7.7%	-1.1%	146,305,000	1.7%	6.2%	-1.2%
2015	47,240	2.7%	6.3%	-1.4%	148,833,000	1.7%	5.3%	-0.9%
2016	49,430	4.6%	5.6%	-0.8%	151,436,000	1.7%	4.9%	-0.4%
2017	50,577	2.3%	4.9%	-0.6%	153,337,000	1.3%	4.4%	-0.5%
2018 YTD Average*	51,664	2.2%	3.8%	-1.1%	155,695,545	1.5%	3.9%	-0.4%
Oct-2017	50,290	-	4.7%	-	154,223,000	-	3.9%	-
Oct-2018	50,986	1.4%	3.6%	-1.1%	156,952,000	1.8%	3.5%	-0.4%

Source: U.S. Bureau of Labor Statistics, December 2018

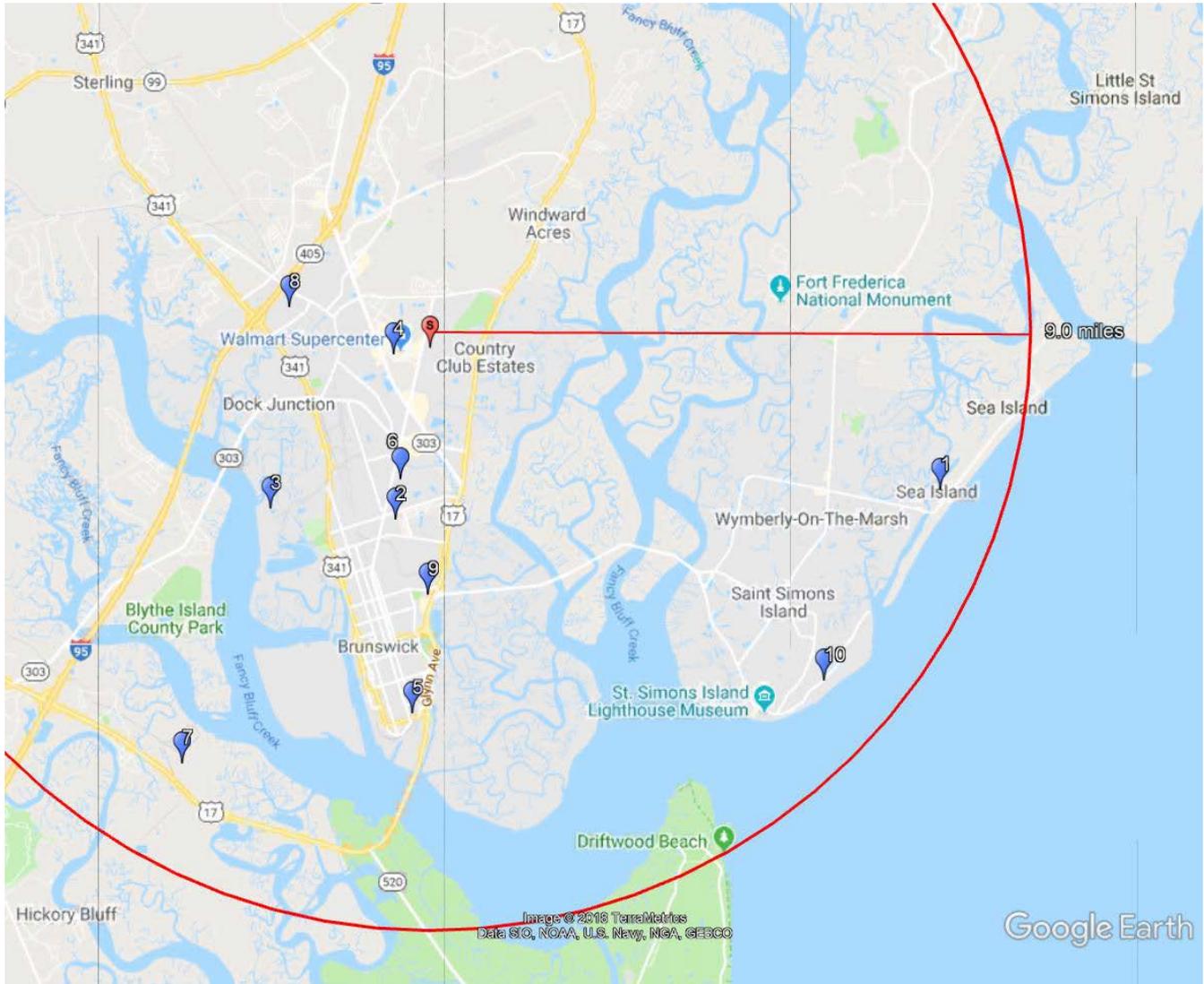
*2018 data is through October

From 2009 through 2011 and from 2013 to 2014, total employment in the MSA declined. However, total employment increased in all other years between 2002 and 2018 year-to-date. Similar to the nation, the MSA experienced its most significant recession-related employment losses in 2009. The effects of the recession were particularly pronounced in the MSA, which experienced a 10.8 percent decrease in total employment (2008 to 2011), well below the 4.9 percent contraction reported by the nation (2007-2010). The MSA surpassed its pre-recessionary employment level in October 2018, whereas the nation fully recovered in 2014. Furthermore, the total employment growth in the MSA from October 2017 to October 2018 was 40 basis points less than the nation.

Before 2010, the MSA reported an unemployment rate that was lower than the nation. Since 2010, the MSA has reported an unemployment rate that is higher than the nation. Unemployment in the MSA began increasing during 2008 at the onset of the national recession, which continued through 2011, peaking at 10.8 percent, compared to the national peak of 9.6 percent during the previous year. Unemployment has decreased annually since 2012. As of October 2018, the unemployment rate in the MSA was 3.6 percent, which is slightly above that of the nation at 3.5 percent. Given that total employment in the MSA has recently surpassed its pre-recessionary employment levels, and local unemployment is decreasing at a faster rate than the nation, it appears the MSA has recovered from the recession and is likely in an expansionary phase, although sustained recovery has not yet been demonstrated with respect to employment.

6. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Glynn County, Georgia.



MAJOR EMPLOYERS Glynn County

#	Company	Industry	Number of Employees
1	Sea Island Company	Accommodation/Food Services	1,760
2	Southeast Georgia Health System	Healthcare/Social Assistance	1,700
3	Brunswick Cellulose Inc.	Manufacturing	600
4	Wal-Mart Super Center	Retail Trade	500
N/Av	eBay Enterprise Inc.	Retail Trade	450
5	King & Prince Seafood Corp.	Manufacturing (Food)	345
6	College of Coastal Georgia	Educational Services	300
7	International Auto Processing	Transportation/Warehousing	283
8	Rich Products Corp.	Manufacturing (Food)	251
9	Pinova Inc.	Manufacturing	247
10	King and Prince Resort	Accommodation/Food Services	230

Source: Brunswick and Glynn County Development Authority (2015), Novogradac & Company, retrieved December 2018

7. Conclusion

The largest industries in the PMA are the accommodation/food services, retail trade, and healthcare/social assistance sectors. Positions in these industries account for 39.4 percent of all jobs in the area. The two largest employers in the area are Sea Island Company and Southeast Georgia Health System. The MSA has experienced annual employment growth from 2002 through 2018 year-to-date, with the exception of 2009 through 2011 and from 2013 to 2014. The total employment in the MSA surpassed pre-recessionary levels in October 2018, four years after the nation. The unemployment rate in the MSA has decreased annually since 2012, and is currently decreasing at a faster rate than that of the nation. As such, it appears the MSA has recovered from the recession and is likely in an expansionary phase, although sustained recovery has not yet been demonstrated with respect to employment

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

INDICATIONS OF DEMAND

Based upon our market research, demographic calculations and analysis, we believe there is demand for the Subject property as conceived. Strengths of the Subject will include its newly renovated units and proximity to local amenities, including public transit. In addition to strong occupancy levels at all of the stabilized comparables, four of the five affordable comparables maintain waiting lists. There is adequate demand for the Subject based on our calculations. We also believe the proposed rents offer value in the market.

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 30 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom).

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

2. Affordability

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for seniors. Nonetheless, the Subject will benefit from project-based Section 8 rental assistance, and the minimum income of tenants is \$0.

INCOME LIMITS – AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income
<i>60% AMI/Section 8</i>		
1BR/1BA	\$0	\$25,440
2BR/1BA	\$0	\$25,440

3. Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

3a. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized 2020, the anticipated date of market entry, as the base year for the analysis. Therefore, 2018 household population estimates are inflated to 2020 by interpolation of the difference between 2018 estimates and 2020 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2020. This number takes the overall growth from 2018 to 2020 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3b. Demand from Existing Households

Demand for existing households is estimated by summing two sources of potential tenants. The first source is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using ACS data based on appropriate income levels.

The second source is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

3c. Demand from Elderly Homeowners likely to Convert to Rentership

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3d. Other

Per the 2018 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

DCA does not consider household turnover to be a source of market demand. Therefore, we have not accounted for household turnover in our demand analysis.

4. New Demand, Capture Rates and Stabilization Conclusions

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2015 to the present.

Additions to Supply

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we have deducted the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2015 through the present.
- Vacancies in projects placed in service prior to 2015 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2015 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, 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. We were able to identify competitive units at two developments in the PMA that were allocated, placed in service, or stabilizing between 2015 and present.

We were able to obtain information on new development entering the PMA from the Planning Department with the City of Brunswick, the Glynn County Department of Planning and Zoning, as well online resources including CoStar and the Georgia Department of Community Affairs. According to our findings, there two market rate developments currently proposed or under construction that target the general population. As such, these developments will not directly compete with the Subject. Further, according to the Georgia Department of Community Affairs' Tax Credit Awards lists, there has been one property selected for LIHTC funding in the PMA since 2015. Brunswick Commons was awarded LIHTC credits in the first round funding cycle of 2018 for the new construction of an 84-unit multifamily development targeting the general population. The property will be located at 3470 Coral Park Drive, approximately 1.5 miles south of the Subject. Since this development will target the general population, and units will not benefit from subsidy, it will not directly compete with the Subject.

Overall, there are no competitive proposed, planned, or under construction new additions to the supply within the Subject's PMA.

PMA Occupancy

Per DCA's guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA.

AFFORDABLE OCCUPANCY IN THE PMA

Property Name	Program	Tenancy	Location	Number of Units	Occupancy
Tara Arms Apartments	HOME	Family	Brunswick	81	100%
Abbingtion Woods*	LIHTC	Family	Brunswick	56	100%
Norwich Commons*	LIHTC	Family	Brunswick	52	100%
Eagle's Point*	LIHTC/Market	Family	Brunswick	168	99.4%
Whispering Oaks*	LIHTC/Market	Family	Brunswick	72	100%
Coastal Village	PSH	Homeless	Brunswick	N/Av	N/Av
Glynn Isle Townhomes	Section 8	Family	Brunswick	65	N/Av
Buckingham Terrace I-III	Section 8	Senior	Brunswick	40	100%
St. Mark's Towers Inc.	Section 8	Senior	Brunswick	150	100%
Glynn Paton Res. Corp.	Section 8	Disabled	Brunswick	5	N/Av

*Utilized as a comparable

The average occupancy rate of competitive developments in the PMA is 99.7 percent.

Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

All of the Subject’s 88 units will continue to benefit from Section 8 rental assistance. According to the income audit provided by the client, all of the current residents will continue to income-qualify post-renovation. These units are presumed leasable, and only the vacant units have been accounted for in our capture rate analysis, which totals three units.

5. Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of January 2020 were illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 62+

Income Cohort	2018		Projected Mkt Entry January 2020		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	398	14.6%	415	14.6%	455	14.7%
\$10,000-19,999	632	23.2%	644	22.7%	673	21.7%
\$20,000-29,999	318	11.7%	326	11.5%	346	11.2%
\$30,000-39,999	433	15.9%	441	15.6%	460	14.9%
\$40,000-49,999	158	5.8%	168	5.9%	192	6.2%
\$50,000-59,999	129	4.7%	137	4.8%	156	5.0%
\$60,000-74,999	173	6.4%	178	6.3%	190	6.1%
\$75,000-99,999	222	8.1%	230	8.1%	250	8.1%
\$100,000-124,999	93	3.4%	103	3.6%	126	4.1%
\$125,000-149,999	44	1.6%	51	1.8%	67	2.2%
\$150,000-199,999	43	1.6%	51	1.8%	69	2.2%
\$200,000+	<u>81</u>	<u>3.0%</u>	<u>91</u>	<u>3.2%</u>	<u>113</u>	<u>3.6%</u>
Total	2,724	100.0%	2,836	100.0%	3,097	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, December 2018

60% AMI – As Proposed

Income Category	New Renter Households - Total Change in Households PMA 2018 to Prj Mrkt Entry January 2020		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	17	15.3%	\$9,999	100.0%	17
\$10,000-19,999	12	11.0%	\$9,999	100.0%	12
\$20,000-29,999	8	7.5%	\$5,440	54.4%	5
\$30,000-39,999	8	7.2%	\$0	0.0%	0
\$40,000-49,999	10	9.1%	\$0	0.0%	0
\$50,000-59,999	8	7.2%	\$0	0.0%	0
\$60,000-74,999	5	4.6%	\$0	0.0%	0
\$75,000-99,999	8	7.5%	\$0	0.0%	0
\$100,000-124,999	10	8.8%	\$0	0.0%	0
\$125,000-149,999	7	6.2%	\$0	0.0%	0
\$150,000-199,999	8	7.0%	\$0	0.0%	0
\$200,000+	10	8.6%	\$0	0.0%	0
Total	112	100.0%		30.4%	34

Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	398	14.6%	\$9,999	100.0%	398
\$10,000-19,999	632	23.2%	\$9,999	100.0%	632
\$20,000-29,999	318	11.7%	\$5,440	54.4%	173
\$30,000-39,999	433	15.9%	\$0	0.0%	0
\$40,000-49,999	158	5.8%	\$0	0.0%	0
\$50,000-59,999	129	4.7%	\$0	0.0%	0
\$60,000-74,999	173	6.4%	\$0	0.0%	0
\$75,000-99,999	222	8.1%	\$0	0.0%	0
\$100,000-124,999	93	3.4%	\$0	0.0%	0
\$125,000-149,999	44	1.6%	\$0	0.0%	0
\$150,000-199,999	43	1.6%	\$0	0.0%	0
\$200,000+	81	3.0%	\$0	0.0%	0
Total	2,724	100.0%		44.2%	1,203

ASSUMPTIONS - 60%

ASSUMPTIONS - 60%						
Tenancy		Senior	% of Income towards Housing			40%
Rural/Urban		Urban	Maximum # of Occupants			2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	0%	0%	
4	0%	0%	0%	0%	0%	
5+	0%	0%	0%	0%	0%	

Demand from New Renter Households 2018 to January 2020

Income Target Population	@60%
New Renter Households PMA	112
Percent Income Qualified	30.4%
New Renter Income Qualified Households	34

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	2,724
Income Qualified	44.2%
Income Qualified Renter Households	1,203
Percent Rent Overburdened Prj Mrkt Entry January 2020	38.2%
Rent Overburdened Households	460

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,203
Percent Living in Substandard Housing	0.6%
Households Living in Substandard Housing	8

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	10,073
Rural Versus Urban	0.1%
Senior Demand Converting from Homeownership	10

Total Demand

Total Demand from Existing Households	478
Total New Demand	34
Total Demand (New Plus Existing Households)	512

Demand from Seniors Who Convert from Homeownership	10
Percent of Total Demand From Homeownership Conversion	2.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	57.8%	296
Two Persons	33.1%	169
Three Persons	2.8%	15
Four Persons	1.8%	9
Five Persons	4.4%	22
Total	100.0%	512

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	100%	296
Of two-person households in 1BR units	20%	34
Of two-person households in 2BR units	80%	135
Total Demand		465

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
1 BR	330	-	0	=	330
2 BR	<u>135</u>	-	<u>0</u>	=	<u>135</u>
Total	465		0		465

	Developer's Unit Mix		Net Demand		Capture Rate
1 BR	3	/	330	=	0.9%
Total	3		330		0.9%

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a senior LIHTC property. Some factors affect the indicated capture rates and are discussed following.

- This *Demand Analysis* does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject’s units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

DEMAND AND NET DEMAND		
	HH at 60% AMI (\$0 to \$25,440)	Overall Demand
Demand from New Households (age and income appropriate)	34	34
PLUS	+	+
Demand from Existing Renter Households - Rent Overburdened Households	460	460
PLUS	+	+
Demand from Existing Renter Households - Substandard Housing	8	8
=	=	=
Sub Total	501	501
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	10	10
Equals Total Demand	511	511
Less	-	-
New Supply	0	0
Equals Net Demand	511	511

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$0	\$25,440	3	330	0	330	0.9%	One month	\$919	\$778	\$1,153	\$515-\$516
1BR Overall	\$0	\$25,440	3	330	0	330	0.9%	One month	-	-	-	-

As the analysis illustrates, the Subject’s 60 percent AMI capture rate is just 0.9 percent. Therefore, we believe there is adequate demand for the Subject. The capture rate at the Subject is well below the 2019 DCA Market Study capture rate threshold of 30 percent.

H. COMPETITIVE RENTAL ANALYSIS

COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 1,042 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered adequate; we have included four comparable properties which offer LIHTC units, all of which are located within the PMA, and all target the general population. It should be noted that two of the comparable LIHTC properties feature market rate units. We believe these comparables are the most comparable properties in the area and are located in generally similar areas in terms of access to amenities. We were unable to identify any LIHTC comparables offering age-restricted units.

Finally, it is of note that the Subject’s 88 units currently benefit from a Housing Assistance Program (HAP) contract. Following renovation, all units will continue to benefit from Section 8 subsidy. As such, qualifying tenants will pay only 30 percent of their household income on rent. The comparable affordable properties are located between 2.6 and 8.8 miles from the Subject.

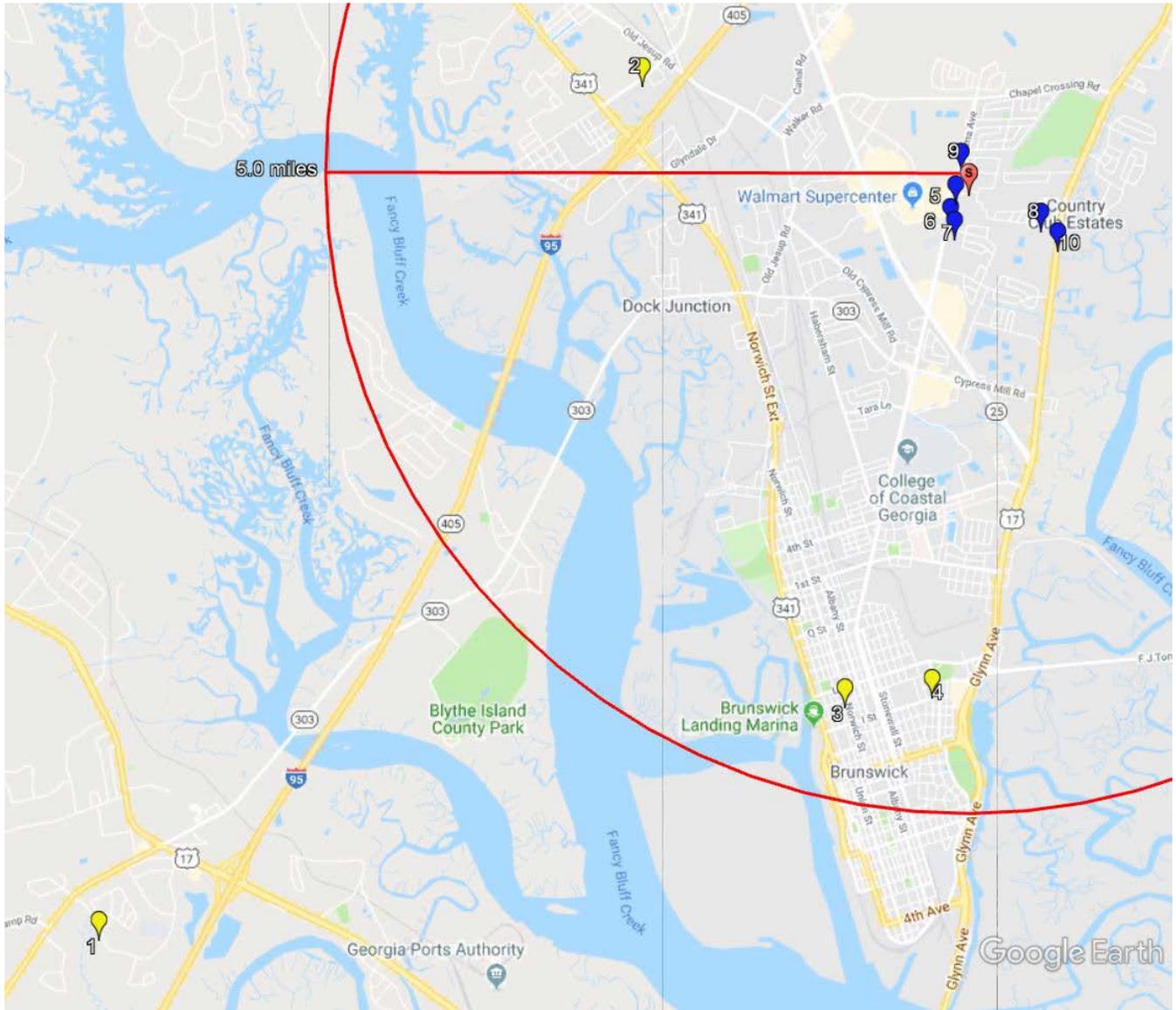
The availability of market rate data is considered adequate. It should be noted that there is a lack of senior development in the PMA; therefore, all of the market rate comparables target the general population. We have included six conventional market rate properties in our analysis of the competitive market. The market rate properties are located in the PMA, between 0.1 and 1.3 miles from the Subject. The comparables were built or last renovated between 1977 and 2015. Overall, we believe the market rate properties we have used in our analysis are the most comparable. It should be noted that there is a lack of senior development in the PMA. Other market rate properties were excluded based on condition, design, or tenancy.

Excluded Properties

The following table illustrates properties within the PMA that have been excluded from our analysis along with their reason for exclusion.

EXCLUDED LIST			
Property Name	Rent Structure	Tenancy	Reason for Exclusion
Coastal Village	PSH	Homeless	Differing Tenancy
Glynn Isle Townhomes	Section 8	Family	Subsidized
Buckingham Terrace I-III	Section 8	Senior	Subsidized
St. Mark's Towers Inc.	Section 8	Senior	Subsidized
Glynn Paton Res. Corp.	Section 8	Disabled	Subsidized
Lanier Landing	Market	Family	Only 3BR

Comparable Rental Property Map



COMPARABLE PROPERTIES

Map #	Property Name	Program	Tenancy	Distance
1	Abbington Woods	LIHTC	Family	8.8 miles
2	Eagle's Pointe	LIHTC/Market	Family	2.6 miles
3	Norwich Commons	LIHTC	Family	3.9 miles
4	Whispering Oaks	LIHTC/Market	Family	3.8 miles
5	Camelia Apartments	Market	Family	0.1 miles
6	Merritt Landing Apartments	Market	Family	0.1 miles
7	Morning Tide Apartments	Market	Family	0.3 miles
8	Palm Club Apartments	Market	Family	0.6 miles
9	The Reserve At Altama	Market	Family	0.3 miles
10	Westminster Club	Market	Family	1.3 miles

1. The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX														
Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Glynn Pines I & II 78 & 80 Glynnmarsh Drive Brunswick, GA 31525 Glynn County		Garden 1-stories 1970/1979 / 2019 Senior	@60% (Section 8)	1BR / 1BA	46	52.3%	602	@60% (Section 8)	\$613	N/A	Yes	2	4.4%
					1BR / 1BA	26	29.6%	602	@60% (Section 8)	\$650	N/A	Yes	1	3.9%
					2BR / 1BA	8	9.1%	734	@60% (Section 8)	\$681	N/A	Yes	0	0.0%
					2BR / 1BA	8	9.1%	734	@60% (Section 8)	\$737	N/A	Yes	0	0.0%
						88								
1	Abbingtion Woods 3000 Abbingtion Woods Drive Brunswick, GA 31523 Glynn County	8.4 miles	Garden 3-stories 2014 / n/a Family	@50%, @60%	1BR / 1BA	4	7.1%	775	@50%	\$448	Yes	Yes	0	0.0%
					1BR / 1BA	6	10.7%	775	@60%	\$498	Yes	Yes	0	0.0%
					2BR / 2BA	13	23.2%	1,162	@50%	\$561	Yes	Yes	0	0.0%
					2BR / 2BA	19	33.9%	1,162	@60%	\$621	Yes	Yes	0	0.0%
					3BR / 2BA	6	10.7%	1,260	@50%	\$638	Yes	Yes	0	0.0%
					3BR / 2BA	8	14.3%	1,260	@60%	\$738	Yes	Yes	0	0.0%
						56								
2	Eagle's Pointe 104 Eagles Pointe Drive Brunswick, GA 31520 Glynn County	4.0 miles	Garden 3-stories 2003 / n/a Family	@50%, @60%, Market	1BR / 1BA	11	6.6%	821	@50%	\$490	Yes	Yes	0	0.0%
					1BR / 1BA	12	7.1%	821	@60%	\$604	Yes	Yes	0	0.0%
					1BR / 1BA	5	3.0%	821	Market	\$818	N/A	Yes	1	20.0%
					2BR / 2BA	35	20.8%	1,086	@50%	\$561	Yes	Yes	0	0.0%
					2BR / 2BA	32	19.1%	1,086	@60%	\$697	Yes	Yes	0	0.0%
					2BR / 2BA	17	10.1%	1,086	Market	\$926	N/A	Yes	0	0.0%
					3BR / 2BA	13	7.7%	1,209	@50%	\$613	Yes	Yes	0	0.0%
					3BR / 2BA	12	7.1%	1,209	@60%	\$770	Yes	Yes	0	0.0%
					3BR / 2BA	7	4.2%	1,209	Market	\$1,062	N/A	Yes	0	0.0%
					4BR / 3BA	10	6.0%	1,460	@50%	\$651	Yes	Yes	0	0.0%
					4BR / 3BA	9	5.4%	1,460	@60%	\$826	Yes	Yes	0	0.0%
					4BR / 3BA	5	3.0%	1,460	Market	\$1,175	N/A	Yes	0	0.0%
	168										1	0.6%		
3	Norwich Commons 3400 Norwich Street Brunswick, GA 31520 Glynn County	2.8 miles	Various 2-stories 2014 / n/a Family	@50%, @60%	2BR / 2BA	2	3.9%	1,150	@50%	\$509	No	Yes	0	0.0%
					2BR / 2BA	10	19.2%	1,150	@60%	\$599	No	Yes	0	0.0%
					3BR / 2BA	3	5.8%	1,300	@50%	\$547	No	Yes	0	0.0%
					3BR / 2BA	3	5.8%	1,300	@50%	\$547	No	Yes	0	0.0%
					3BR / 2BA	17	32.7%	1,300	@60%	\$696	No	Yes	0	0.0%
					3BR / 2BA	13	25.0%	1,300	@60%	\$665	No	Yes	0	0.0%
					4BR / 2BA	1	1.9%	1,450	@50%	\$573	No	Yes	0	0.0%
					4BR / 2BA	3	5.8%	1,450	@60%	\$739	No	Yes	0	0.0%
	52										0	0.0%		
4	Whispering Oaks 100 Whispering Oaks Drive Brunswick, GA 31520 Glynn County	2.4 miles	Garden 2-stories 2004 / n/a Family	@50%, @60%, Market	2BR / 2BA	15	20.8%	1,130	@50%	\$551	Yes	Yes	0	0.0%
					2BR / 2BA	14	19.4%	1,130	@60%	\$687	Yes	Yes	0	0.0%
					2BR / 2BA	6	8.3%	1,130	Market	\$751	N/A	Yes	0	0.0%
					3BR / 2BA	15	20.8%	1,260	@50%	\$603	Yes	Yes	0	0.0%
					3BR / 2BA	7	9.7%	1,260	@60%	\$760	Yes	Yes	0	0.0%
					3BR / 2BA	7	9.7%	1,260	Market	\$863	N/A	Yes	0	0.0%
					4BR / 2BA	3	4.2%	1,550	@50%	\$642	Yes	Yes	0	0.0%
					4BR / 2BA	3	4.2%	1,550	@60%	\$817	Yes	Yes	0	0.0%
					4BR / 2BA	2	2.8%	1,550	Market	\$951	N/A	Yes	0	0.0%
	72										0	0.0%		
5	Camelia Apartments 5800 Altama Avenue Brunswick, GA 31525 Glynn County	1.7 miles	Garden 2-stories 1977 / n/a Family	Market	1BR / 1BA	40	36.4%	690	Market	\$753	N/A	No	0	0.0%
					2BR / 1.5BA	50	45.5%	1,032	Market	\$916	N/A	No	2	4.0%
					3BR / 2.5BA	20	18.2%	1,255	Market	\$988	N/A	No	1	5.0%
	110										3	2.7%		
6	Merritt Landing Apartments 5700 Altama Avenue Brunswick, GA 31525 Glynn County	1.6 miles	Townhouse 2-stories 1973 / 2018 Family	Market	1BR / 1BA	22	17.2%	682	Market	\$843	N/A	No	1	4.6%
					2BR / 1BA	76	59.4%	925	Market	\$926	N/A	No	1	1.3%
					3BR / 1.5BA	20	15.6%	1,066	Market	\$1,063	N/A	No	1	5.0%
					4BR / 2BA	10	7.8%	1,144	Market	\$1,276	N/A	No	0	0.0%
	128										3	2.3%		
7	Morning Tide Apartments 5600 Altama Avenue Brunswick, GA 31525 Glynn County	1.5 miles	Garden 2-stories 1970 / 2015 Family	Market	2BR / 1BA	60	100.0%	950	Market	\$701	N/A	No	1	1.7%
						60								
8	Palm Club Apartments 111 South Palm Drive Brunswick, GA 31525 Glynn County	1.4 miles	Garden 3-stories 1999 / n/a Family	Market	1BR / 1BA	17	12.9%	811	Market	\$1,096	N/A	No	2	11.8%
					1BR / 1BA	17	12.9%	824	Market	\$1,106	N/A	No	0	0.0%
					2BR / 2BA	75	56.8%	1,109	Market	\$1,165	N/A	No	3	4.0%
					3BR / 2BA	23	17.4%	1,343	Market	\$1,369	N/A	No	2	8.7%
	132										7	5.3%		
9	The Reserve At Altama 5801 Altama Avenue Brunswick, GA 31525 Glynn County	2.0 miles	Garden 2-stories 1969 / 2018 Family	Market	1BR / 1BA	20	18.5%	960	Market	\$793	N/A	No	3	15.0%
					2BR / 1.5BA	72	66.7%	1,160	Market	\$951	N/A	No	5	6.9%
					3BR / 2BA	16	14.8%	1,470	Market	\$1,058	N/A	No	2	12.5%
	108										10	9.3%		
10	Westminster Club 3901 Darien Highway Brunswick, GA 31525 Glynn County	1.2 miles	Garden 2-stories 1973 / 2002 Family	Market	1BR / 1BA	56	35.9%	610	Market	\$743	N/A	No	2	3.6%
					2BR / 1.5BA	80	51.3%	1,152	Market	\$851	N/A	No	2	2.5%
					3BR / 2.5BA	14	9.0%	1,320	Market	\$963	N/A	No	1	7.1%
					3.5BR / 2.5BA	6	3.9%	1,623	Market	\$1,013	N/A	No	0	0.0%
						156								

GLYNN PINES I & II – BRUNSWICK, GA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.					
	Units Surveyed:	1,042	Weighted Occupancy:	97.1%	
	Market Rate	694	Market Rate	95.8%	
	Tax Credit	348	Tax Credit	99.7%	
		One-Bedroom One Bath		Two-Bedroom One Bath	
		Property	Average	Property	Average
RENT	Palm Club Apartments (Market)		\$1,106	Palm Club Apartments (Market)(2BA)	\$1,165
	Palm Club Apartments (Market)		\$1,096	The Reserve At Altama (Market)(1.5BA)	\$951
	Merritt Landing Apartments (Market)		\$843	Eagle's Pointe (Market)(2BA)	\$926
	Eagle's Pointe (Market)		\$818	Merritt Landing Apartments (Market)	\$926
	The Reserve At Altama (Market)		\$793	Camelia Apartments (Market)(1.5BA)	\$916
	Camelia Apartments (Market)		\$753	Westminster Club (Market)(1.5BA)	\$851
	Westminster Club (Market)		\$743	Whispering Oaks (Market)(2BA)	\$751
	Glynn Pines I & II (@60%)		\$650	Glynn Pines I & II (@60%)	\$737
	Glynn Pines I & II (@60%)		\$613	Morning Tide Apartments (Market)	\$701
	Eagle's Pointe (@60%)		\$604	Eagle's Pointe (@60%)(2BA)	\$697
	Abbingtion Woods (@60%)		\$498	Whispering Oaks (@60%)(2BA)	\$687
	Eagle's Pointe (@50%)		\$490	Glynn Pines I & II (@60%)	\$681
	Abbingtion Woods (@50%)		\$448	Abbingtion Woods (@60%)(2BA)	\$621
				Norwich Commons (@60%)(2BA)	\$599
				Abbingtion Woods (@50%)(2BA)	\$561
			Eagle's Pointe (@50%)(2BA)	\$561	
			Whispering Oaks (@50%)(2BA)	\$551	
			Norwich Commons (@50%)(2BA)	\$509	
SQUARE FOOTAGE	The Reserve At Altama (Market)		960	Abbingtion Woods (@50%)(2BA)	1,162
	Palm Club Apartments (Market)		824	Abbingtion Woods (@60%)(2BA)	1,162
	Eagle's Pointe (Market)		821	The Reserve At Altama (Market)(1.5BA)	1,160
	Eagle's Pointe (@50%)		821	Westminster Club (Market)(1.5BA)	1,152
	Eagle's Pointe (@60%)		821	Norwich Commons (@50%)(2BA)	1,150
	Palm Club Apartments (Market)		811	Norwich Commons (@60%)(2BA)	1,150
	Abbingtion Woods (@50%)		775	Whispering Oaks (@50%)(2BA)	1,130
	Abbingtion Woods (@60%)		775	Whispering Oaks (Market)(2BA)	1,130
	Camelia Apartments (Market)		690	Whispering Oaks (@60%)(2BA)	1,130
	Merritt Landing Apartments (Market)		682	Palm Club Apartments (Market)(2BA)	1,109
	Westminster Club (Market)		610	Eagle's Pointe (@50%)(2BA)	1,086
	Glynn Pines I & II (@60%)		602	Eagle's Pointe (Market)(2BA)	1,086
	Glynn Pines I & II (@60%)		602	Eagle's Pointe (@60%)(2BA)	1,086
				Camelia Apartments (Market)(1.5BA)	1,032
				Morning Tide Apartments (Market)	950
			Merritt Landing Apartments (Market)	925	
			Glynn Pines I & II (@60%)	734	
			Glynn Pines I & II (@60%)	734	
RENT PER SQUARE FOOT	Palm Club Apartments (Market)		\$1.35	Palm Club Apartments (Market)(2BA)	\$1.05
	Palm Club Apartments (Market)		\$1.34	Glynn Pines I & II (@60%)	\$1.00
	Merritt Landing Apartments (Market)		\$1.24	Merritt Landing Apartments (Market)	\$1.00
	Westminster Club (Market)		\$1.22	Glynn Pines I & II (@60%)	\$0.93
	Camelia Apartments (Market)		\$1.09	Camelia Apartments (Market)(1.5BA)	\$0.89
	Glynn Pines I & II (@60%)		\$1.08	Eagle's Pointe (Market)(2BA)	\$0.85
	Glynn Pines I & II (@60%)		\$1.02	The Reserve At Altama (Market)(1.5BA)	\$0.82
	Eagle's Pointe (Market)		\$1.00	Westminster Club (Market)(1.5BA)	\$0.74
	The Reserve At Altama (Market)		\$0.83	Morning Tide Apartments (Market)	\$0.74
	Eagle's Pointe (@60%)		\$0.74	Whispering Oaks (Market)(2BA)	\$0.66
	Abbingtion Woods (@60%)		\$0.64	Eagle's Pointe (@60%)(2BA)	\$0.64
	Eagle's Pointe (@50%)		\$0.60	Whispering Oaks (@60%)(2BA)	\$0.61
	Abbingtion Woods (@50%)		\$0.58	Abbingtion Woods (@60%)(2BA)	\$0.53
				Norwich Commons (@60%)(2BA)	\$0.52
				Eagle's Pointe (@50%)(2BA)	\$0.52
			Whispering Oaks (@50%)(2BA)	\$0.49	
			Abbingtion Woods (@50%)(2BA)	\$0.48	
			Norwich Commons (@50%)(2BA)	\$0.44	

PROPERTY PROFILE REPORT

Abbington Woods

Effective Rent Date	12/20/2018
Location	3000 Abbington Woods Drive Brunswick, GA 31523 Glynn County
Distance	8.8 miles
Units	56
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Norwich Commons
Tenant Characteristics	Mixed tenancy
Contact Name	Ashley
Phone	912-574-7505



Market Information

Program	@50%, @60%
Annual Turnover Rate	33%
Units/Month Absorbed	56
HCV Tenants	18%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 0-5% since 1Q18
Concession	None
Waiting List	Yes; 20 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	4	775	\$405	\$0	@50%	yes	0	0.0%	yes	None
1	1	Garden (3 stories)	6	775	\$455	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	13	1,162	\$510	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	19	1,162	\$570	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	6	1,260	\$575	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	8	1,260	\$675	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$405	\$0	\$405	\$43	\$448	1BR / 1BA	\$455	\$0	\$455	\$43	\$498
2BR / 2BA	\$510	\$0	\$510	\$51	\$561	2BR / 2BA	\$570	\$0	\$570	\$51	\$621
3BR / 2BA	\$575	\$0	\$575	\$63	\$638	3BR / 2BA	\$675	\$0	\$675	\$63	\$738

Abbington Woods, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Wellness room and library
Exercise Facility	Central Laundry		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Recreation Areas			

Comments

The contact stated that the property was recently approved to increase rents to the 2018 maximum allowable levels.

Trend Report

Vacancy Rates

2Q17	2Q18	4Q18
1.8%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$400	\$0	\$400	\$443
2018	2	0.0%	\$405	\$0	\$405	\$448
2018	4	0.0%	\$405	\$0	\$405	\$448

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$485	\$0	\$485	\$536
2018	2	0.0%	\$505	\$0	\$505	\$556
2018	4	0.0%	\$510	\$0	\$510	\$561

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$550	\$0	\$550	\$613
2018	2	0.0%	\$570	\$0	\$570	\$633
2018	4	0.0%	\$575	\$0	\$575	\$638

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$410	\$0	\$410	\$453
2018	2	0.0%	\$430	\$0	\$430	\$473
2018	4	0.0%	\$455	\$0	\$455	\$498

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$510	\$0	\$510	\$561
2018	2	0.0%	\$540	\$0	\$540	\$591
2018	4	0.0%	\$570	\$0	\$570	\$621

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$620	\$0	\$620	\$683
2018	2	0.0%	\$650	\$0	\$650	\$713
2018	4	0.0%	\$675	\$0	\$675	\$738

Trend: Comments

2Q17	The manager could not provide the number of units by bedroom type and AMI level. The manager indicated that rents are set just below the maximum allowable LIHTC rents. The property currently maintains a waiting list of eight households for one-bedroom units, 16 households for two-bedroom units, and seven households for three-bedroom units.
2Q18	No additional information was provided.
4Q18	The contact stated that the property was recently approved to increase rents to the 2018 maximum allowable levels.

Photos



PROPERTY PROFILE REPORT

Eagle's Pointe

Effective Rent Date	12/31/2018
Location	104 Eagles Pointe Drive Brunswick, GA 31520 Glynn County
Distance	2.6 miles
Units	168
Vacant Units	1
Vacancy Rate	0.6%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	4/01/2003
Leasing Began	8/01/2003
Last Unit Leased	N/A
Major Competitors	Walden Shores, Palm Club, Cypress, Legacy
Tenant Characteristics	Mixed tenancy
Contact Name	Shannon
Phone	855-889-2153



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	14%
Units/Month Absorbed	21
HCV Tenants	52%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max; Decreased 0 - 1% since 2Q18
Concession	None
Waiting List	Yes; one year

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	11	821	\$447	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	12	821	\$561	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	5	821	\$775	\$0	Market	Yes	1	20.0%	N/A	None
2	2	Garden (3 stories)	35	1,086	\$510	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	32	1,086	\$646	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	17	1,086	\$875	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	13	1,209	\$550	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	12	1,209	\$707	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	7	1,209	\$999	\$0	Market	Yes	0	0.0%	N/A	None
4	3	Garden (3 stories)	10	1,460	\$575	\$0	@50%	Yes	0	0.0%	yes	None
4	3	Garden (3 stories)	9	1,460	\$750	\$0	@60%	Yes	0	0.0%	yes	None
4	3	Garden (3 stories)	5	1,460	\$1,099	\$0	Market	Yes	0	0.0%	N/A	None

Trend Report

Vacancy Rates

2Q12	3Q13	2Q18	4Q18
5.4%	11.3%	4.8%	0.6%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$449	\$0	\$449	\$492
2013	3	N/A	\$449	\$29	\$420	\$463
2018	2	N/A	\$547	\$0	\$547	\$590
2018	4	0.0%	\$447	\$0	\$447	\$490

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$524	\$0	\$524	\$575
2013	3	N/A	\$524	\$35	\$489	\$540
2018	2	N/A	\$632	\$0	\$632	\$683
2018	4	0.0%	\$510	\$0	\$510	\$561

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$587	\$0	\$587	\$650
2013	3	N/A	\$587	\$41	\$546	\$609
2018	2	N/A	\$693	\$0	\$693	\$756
2018	4	0.0%	\$550	\$0	\$550	\$613

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

4BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$638	\$0	\$638	\$714
2013	3	N/A	\$638	\$45	\$593	\$669
2018	2	N/A	\$736	\$0	\$736	\$812
2018	4	0.0%	\$575	\$0	\$575	\$651

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$563	\$0	\$563	\$606
2013	3	N/A	\$563	\$39	\$524	\$567
2018	2	N/A	\$568	\$0	\$568	\$611
2018	4	0.0%	\$561	\$0	\$561	\$604

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$660	\$0	\$660	\$711
2013	3	N/A	\$660	\$47	\$613	\$664
2018	2	N/A	\$727	\$0	\$727	\$778
2018	4	0.0%	\$646	\$0	\$646	\$697

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$744	\$0	\$744	\$807
2013	3	N/A	\$744	\$54	\$690	\$753
2018	2	N/A	\$999	\$0	\$999	\$1,062
2018	4	0.0%	\$707	\$0	\$707	\$770

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

4BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$813	\$0	\$813	\$889
2013	3	N/A	\$813	\$60	\$753	\$829
2018	2	N/A	\$1,018	\$0	\$1,018	\$1,094
2018	4	0.0%	\$750	\$0	\$750	\$826

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$669	\$0	\$669	\$712
2013	3	N/A	\$669	\$48	\$621	\$664
2018	2	N/A	\$775	\$0	\$775	\$818
2018	4	20.0%	\$775	\$0	\$775	\$818

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$769	\$0	\$769	\$820
2013	3	N/A	\$769	\$56	\$713	\$764
2018	2	N/A	\$875	\$0	\$875	\$926
2018	4	0.0%	\$875	\$0	\$875	\$926

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$869	\$0	\$869	\$932
2013	3	N/A	\$869	\$64	\$805	\$868
2018	2	N/A	\$1,005	\$0	\$1,005	\$1,068
2018	4	0.0%	\$999	\$0	\$999	\$1,062

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

4BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$969	\$0	\$969	\$1,045
2013	3	N/A	\$969	\$73	\$896	\$972
2018	2	N/A	\$1,099	\$0	\$1,099	\$1,175
2018	4	0.0%	\$1,099	\$0	\$1,099	\$1,175

Trend: Comments

2Q12	We talked to Virgil Hernandez, the regional manager for Concord Management properties in the area. Mr. Hernandez stated that turnover is high due to seasonal activity and Brunswick being a very transitional place, in his opinion. Only concessions offered are lowered application fees. Mr. Hernandez stated that the only waitlist active for the property was for three and four-bedroom units. He also stated that rents will be decreasing between \$20 and \$30 in the beginning of June.
3Q13	The property manager stated that the current high occupancy rate is for two reasons. First, she said that the property recently changed management companies. Second, she said that many tenants had been evicted around the same time as the management replacement and that they were trying to attract higher quality tenants presently to reduce overall turnover, which is high. Currently, there is a special of \$99 for the first month's rent for all unit types.
2Q18	The contact was unable to provide a break down of the current vacancies or indicate how many units are pre-leased.
4Q18	The contact confirmed that rents are kept at the maximum allowable levels.

Photos



PROPERTY PROFILE REPORT

Norwich Commons

Effective Rent Date	12/27/2018
Location	3400 Norwich Street Brunswick, GA 31520 Glynn County
Distance	3.9 miles
Units	52
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Abbingtion Wood; Whispering Oaks
Tenant Characteristics	Mixed tenancy
Contact Name	Donna
Phone	912-265-2442



Market Information

Program	@50%, @60%
Annual Turnover Rate	2%
Units/Month Absorbed	52
HCV Tenants	29%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Decreased 0 - 22% since 2018
Concession	None
Waiting List	Yes; 5,000 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Townhouse (2 stories)	2	1,150	\$458	\$0	@50%	Yes	0	0.0%	no	None
2	2	Townhouse (2 stories)	10	1,150	\$548	\$0	@60%	Yes	0	0.0%	no	None
3	2	One-story	3	1,300	\$484	\$0	@50%	Yes	0	0.0%	no	None
3	2	One-story	17	1,300	\$633	\$0	@60%	Yes	0	0.0%	no	None
3	2	Townhouse (2 stories)	3	1,300	\$484	\$0	@50%	Yes	0	0.0%	no	None
3	2	Townhouse (2 stories)	13	1,300	\$602	\$0	@60%	Yes	0	0.0%	no	None
4	2	One-story	1	1,450	\$497	\$0	@50%	Yes	0	0.0%	no	None
4	2	One-story	3	1,450	\$663	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$458	\$0	\$458	\$51	\$509	2BR / 2BA	\$548	\$0	\$548	\$51	\$599
3BR / 2BA	\$484	\$0	\$484	\$63	\$547	3BR / 2BA	\$602 - \$633	\$0	\$602 - \$633	\$63	\$665 - \$696
4BR / 2BA	\$497	\$0	\$497	\$76	\$573	4BR / 2BA	\$663	\$0	\$663	\$76	\$739

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage(\$0.00)		
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact confirmed that rents were lowered from the previous survey, but did not provide additional details. Further, the contact stated that demand for affordable housing in the area is strong.

Trend Report

Vacancy Rates

2Q12	2Q17	2Q18	4Q18
N/A	0.0%	0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$415	\$0	\$415	\$466
2017	2	0.0%	\$472	\$0	\$472	\$523
2018	2	0.0%	\$502	\$0	\$502	\$553
2018	4	0.0%	\$458	\$0	\$458	\$509

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$465 - \$525	\$0	\$465 - \$525	\$528 - \$588
2017	2	0.0%	\$529 - \$553	\$0	\$529 - \$553	\$592 - \$616
2018	2	0.0%	\$559 - \$563	\$0	\$559 - \$563	\$622 - \$626
2018	4	0.0%	\$484	\$0	\$484	\$547

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$555	\$0	\$555	\$631
2017	2	0.0%	\$578	\$0	\$578	\$654
2018	2	0.0%	\$608	\$0	\$608	\$684
2018	4	0.0%	\$497	\$0	\$497	\$573

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$455	\$0	\$455	\$506
2017	2	0.0%	\$518	\$0	\$518	\$569
2018	2	0.0%	\$548	\$0	\$548	\$599
2018	4	0.0%	\$548	\$0	\$548	\$599

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$505 - \$585	\$0	\$505 - \$585	\$568 - \$648
2017	2	0.0%	\$572 - \$658	\$0	\$572 - \$658	\$635 - \$721
2018	2	0.0%	\$602 - \$688	\$0	\$602 - \$688	\$665 - \$751
2018	4	0.0%	\$602 - \$633	\$0	\$602 - \$633	\$665 - \$696

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$595	\$0	\$595	\$671
2017	2	0.0%	\$668	\$0	\$668	\$744
2018	2	0.0%	\$698	\$0	\$698	\$774
2018	4	0.0%	\$663	\$0	\$663	\$739

Trend: Comments

- 2Q12 The proposed property's utility allowances are \$194, \$248, and \$300 for the two, three, and four-bedroom units, respectively.
- 2Q17 The contact stated that the property maintains a waiting list that is approximately 200 households in length. The duplex units have attached garages and there is no additional charge.
- 2Q18 The contact indicated that there is very high demand for affordable housing in the area, citing a waiting list of over 5,000 households and reporting no turnover in the past year. The one vacant unit is pre-leased.
- 4Q18 The contact confirmed that rents were lowered from the previous survey, but did not provide additional details. Further, the contact stated that demand for affordable housing in the area is strong.

Photos



PROPERTY PROFILE REPORT

Whispering Oaks

Effective Rent Date	5/15/2018
Location	100 Whispering Oaks Drive Brunswick, GA 31520 Glynn County
Distance	3.8 miles
Units	72
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Eagle's Pointe, Glynn Place, Tara Arms Apartments
Tenant Characteristics	Mixed tenancy
Contact Name	Tracy
Phone	912-261-1392



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	42%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Kept at max; remained stable
Concession	None
Waiting List	Yes; eight households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	15	1,130	\$500	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	14	1,130	\$636	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	6	1,130	\$700	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	15	1,260	\$540	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	7	1,260	\$697	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	7	1,260	\$800	\$0	Market	Yes	0	0.0%	N/A	None
4	2	Garden (2 stories)	3	1,550	\$566	\$0	@50%	Yes	0	0.0%	yes	None
4	2	Garden (2 stories)	3	1,550	\$741	\$0	@60%	Yes	0	0.0%	yes	None
4	2	Garden (2 stories)	2	1,550	\$875	\$0	Market	Yes	0	0.0%	N/A	None

Trend Report

Vacancy Rates

3Q13	2Q17	2Q18	4Q18
0.0%	1.4%	0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$506	\$0	\$506	\$557
2017	2	0.0%	\$527	\$0	\$527	\$578
2018	2	0.0%	\$500	\$0	\$500	\$551
2018	4	0.0%	\$500	\$0	\$500	\$551

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$568	\$0	\$568	\$631
2017	2	0.0%	\$593	\$0	\$593	\$656
2018	2	0.0%	\$540	\$0	\$540	\$603
2018	4	0.0%	\$540	\$0	\$540	\$603

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$615	\$0	\$615	\$691
2017	2	0.0%	\$646	\$0	\$646	\$722
2018	2	0.0%	\$566	\$0	\$566	\$642
2018	4	0.0%	\$566	\$0	\$566	\$642

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$642	\$0	\$642	\$693
2017	2	7.1%	\$663	\$0	\$663	\$714
2018	2	0.0%	\$636	\$0	\$636	\$687
2018	4	0.0%	\$636	\$0	\$636	\$687

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$725	\$0	\$725	\$788
2017	2	0.0%	\$750	\$0	\$750	\$813
2018	2	0.0%	\$697	\$0	\$697	\$760
2018	4	0.0%	\$697	\$0	\$697	\$760

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$790	\$0	\$790	\$866
2017	2	0.0%	\$821	\$0	\$821	\$897
2018	2	0.0%	\$741	\$0	\$741	\$817
2018	4	0.0%	\$741	\$0	\$741	\$817

Trend: Market

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$650	\$0	\$650	\$701
2017	2	0.0%	\$700	\$0	\$700	\$751
2018	2	0.0%	\$700	\$0	\$700	\$751
2018	4	0.0%	\$700	\$0	\$700	\$751

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$750	\$0	\$750	\$813
2017	2	0.0%	\$800	\$0	\$800	\$863
2018	2	0.0%	\$800	\$0	\$800	\$863
2018	4	0.0%	\$800	\$0	\$800	\$863

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$800	\$0	\$800	\$876
2017	2	0.0%	\$875	\$0	\$875	\$951
2018	2	0.0%	\$875	\$0	\$875	\$951
2018	4	0.0%	\$875	\$0	\$875	\$951

Trend: Comments

- 3Q13 There are currently no vacancies. Some rents have been raised slightly in the past year and some have been lowered slightly, but none more than about \$20 higher or lower. Rents on all LIHTC units are currently at their maximum allowable. The property is no longer offering concessions. The property manager stated that there is currently a waiting list but it is small, less than 10 prospective tenants, and that sometimes they don't have a waiting list.
- 2Q17 The contact stated that there are approximately five households currently on the waiting list. The vacant two-bedroom unit is pre-leased and will be occupied by a resident soon. There are 144 surface-level uncovered parking spaces on the property.
- 2Q18 No additional comments were provided.
- 4Q18 The information presented in the profile is from the 2Q2018 survey.

Photos



PROPERTY PROFILE REPORT

Camelia Apartments

Effective Rent Date	12/20/2018
Location	5800 Altama Avenue Brunswick, GA 31525 Glynn County
Distance	0.1 miles
Units	110
Vacant Units	3
Vacancy Rate	2.7%
Type	Garden (2 stories)
Year Built/Renovated	1977 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Reserve, Palm Club, Fountain Lakes
Tenant Characteristics	Mixed tenancy
Contact Name	Javel
Phone	912-267-9994



Market Information

Program	Market
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within 1 Week
Annual Chg. in Rent	Increased 0-7% since 2018
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	40	690	\$695	\$0	Market	no	0	0.0%	N/A	None
2	1.5	Garden (2 stories)	50	1,032	\$850	\$0	Market	no	2	4.0%	N/A	None
3	2.5	Garden (2 stories)	20	1,255	\$910	\$0	Market	no	1	5.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$695	\$0	\$695	\$58	\$753
2BR / 1.5BA	\$850	\$0	\$850	\$66	\$916
3BR / 2.5BA	\$910	\$0	\$910	\$78	\$988

Camelia Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Central Laundry	Off-Street Parking(\$0.00)	None	None
On-Site Management	Swimming Pool		

Comments

The property does not accept Housing Choice Vouchers.

Trend Report

Vacancy Rates

3Q13	1Q15	2Q18	4Q18
7.3%	0.9%	6.4%	2.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	20.0%	\$500	\$0	\$500	\$558
2015	1	0.0%	\$500	\$0	\$500	\$558
2018	2	10.0%	\$695	\$0	\$695	\$753
2018	4	0.0%	\$695	\$0	\$695	\$753

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$580	\$0	\$580	\$646
2015	1	0.0%	\$580	\$0	\$580	\$646
2018	2	4.0%	\$795	\$0	\$795	\$861
2018	4	4.0%	\$850	\$0	\$850	\$916

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$690	\$0	\$690	\$768
2015	1	5.0%	\$690	\$0	\$690	\$768
2018	2	5.0%	\$895	\$0	\$895	\$973
2018	4	5.0%	\$910	\$0	\$910	\$988

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

Trend: Comments

3Q13	The property is currently at 93 percent occupancy with eight vacancies. Rents have been raised slightly in the past year. The property manager stated that she believes there is a higher demand for market-rate units with two or more bedrooms than for one-bedroom apartments, and all of the properties vacancies are one bedroom units. There is currently no waiting list, but the property manager stated it is not unusual for there to be a small one and that vacancies are typically filled nearly instantly for two and three bedroom units and usually within a month for the one-bedroom units. No utilities are included in the rent.
1Q15	The property has a wide range of tenants, 20 percent of which are senior citizens. The rest are comprised of singles of all ages and families.
2Q18	The contact had no additional comments.
4Q18	The property does not accept Housing Choice Vouchers.

Photos



PROPERTY PROFILE REPORT

Merritt Landing Apartments

Effective Rent Date	12/20/2018
Location	5700 Altama Avenue Brunswick, GA 31525 Glynn County
Distance	0.1 miles
Units	128
Vacant Units	3
Vacancy Rate	2.3%
Type	Townhouse (2 stories)
Year Built/Renovated	1973 / 2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Camelia Apartments
Tenant Characteristics	Mixed tenancy
Contact Name	Stacy
Phone	912-217-4950



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	10
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased \$75-\$80 post-renovation
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Townhouse (2 stories)	22	682	\$800	\$0	Market	No	1	4.5%	N/A	None
2	1	Townhouse (2 stories)	76	925	\$875	\$0	Market	No	1	1.3%	N/A	None
3	1.5	Townhouse (2 stories)	20	1,066	\$1,000	\$0	Market	No	1	5.0%	N/A	None
4	2	Townhouse (2 stories)	10	1,144	\$1,200	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$800	\$0	\$800	\$43	\$843
2BR / 1BA	\$875	\$0	\$875	\$51	\$926
3BR / 1.5BA	\$1,000	\$0	\$1,000	\$63	\$1,063
4BR / 2BA	\$1,200	\$0	\$1,200	\$76	\$1,276

Merritt Landing Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Central Laundry	Off-Street Parking(\$0.00)	None	None
On-Site Management	Picnic Area		
Playground	Recreation Areas		

Comments

The property does not accept Housing Choice Vouchers. According to the contact, the property completed renovations in early 2018, resulting in 35 vacancies during construction. The property reached stabilized occupancy within four months, resulting in an absorption rate of 10 units per month. Rental rates increased between \$75 and \$80 post-renovation. Renovations included new appliances, flooring, cabinets, bathroom fixtures, tile, and paint. The contact was unable to provide turnover information due to the renovations.

Merritt Landing Apartments, continued

Trend Report

Vacancy Rates

3Q13	2Q17	2Q18	4Q18
6.2%	7.8%	27.3%	2.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$450	\$0	\$450	\$493
2017	2	9.1%	\$608	\$0	\$608	\$651
2018	2	N/A	\$725 - \$800	\$0	\$725 - \$800	\$768 - \$843
2018	4	4.5%	\$800	\$0	\$800	\$843

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$540	\$0	\$540	\$591
2017	2	3.9%	\$668	\$0	\$668	\$719
2018	2	N/A	\$795 - \$875	\$0	\$795 - \$875	\$846 - \$926
2018	4	1.3%	\$875	\$0	\$875	\$926

3BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$600	\$0	\$600	\$663
2017	2	15.0%	\$754	\$0	\$754	\$817
2018	2	N/A	\$925 - \$1,000	\$0	\$925 - \$1,000	\$988 - \$1,063
2018	4	5.0%	\$1,000	\$0	\$1,000	\$1,063

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$700	\$0	\$700	\$776
2017	2	20.0%	\$850	\$0	\$850	\$926
2018	2	N/A	\$975 - \$1,070	\$0	\$975 - \$1,070	\$1,051 - \$1,146
2018	4	0.0%	\$1,200	\$0	\$1,200	\$1,276

Trend: Comments

3Q13	The property manager stated that the majority of tenants utilize Section 8 vouchers, approximately 60 percent. This is a significant increase from when the property was last surveyed in May 2012.
	The property manager stated that she currently has eight vacancies, but five are preleased. There is a short waiting list for the three and four bedroom units. The property manager stated that she thinks there is a higher demand for these unit types than for one and two bedroom units. Rents are unchanged in the past year.
2Q17	The contact stated that none of the vacant units have been pre-leased. The property has surface level parking spaces and there is no additional charge for parking. The contact was unable to provide the number of parking spaces on the property.
2Q18	The contact stated that 18 of the 35 vacancies are currently being renovated, and will soon be finished. The contact was unsure how many of the remaining vacancies are yet to be renovated. The low end of the rent range is for the non-renovated units, and the high end is for the renovated units. The contact stated that the property recently came under new management as the result of a buy-out, and is now managed by DLP Realty.
4Q18	The property does not accept Housing Choice Vouchers. According to the contact, the property completed renovations in early 2018, resulting in 35 vacancies during construction. The property reached stabilized occupancy within four months, resulting in an absorption rate of 10 units per month. Rental rates increased between \$75 and \$80 post-renovation. Renovations included new appliances, flooring, cabinets, bathroom fixtures, tile, and paint. The contact was unable to provide turnover information due to the renovations.

Photos



Morning Tide Apartments, continued

Trend Report

Vacancy Rates

2Q18	4Q18
3.3%	1.7%

Trend: Market

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	3.3%	\$650	\$0	\$650	\$701
2018	4	1.7%	\$650	\$0	\$650	\$701

Trend: Comments

2Q18	This property does not accept Housing Choice Vouchers. According to the contact, units were updated in 2015 to include new carpet/vinyl flooring, cabinets, countertops, paint, and bathroom fixtures. The property is under new management as of 2015.
4Q18	The property does not accept Housing Choice Vouchers. According to the contact, units were updated in 2015 to include new carpet/vinyl flooring, cabinets, countertops, paint, and bathroom fixtures. The property is under new management as of 2015. The contact stated that the rental rates at the property are typically lower than other multifamily developments in the area; however, she was unable to provide an explanation.

PROPERTY PROFILE REPORT

Palm Club Apartments

Effective Rent Date	12/20/2018
Location	111 South Palm Drive Brunswick, GA 31525 Glynn County
Distance	0.6 miles
Units	132
Vacant Units	7
Vacancy Rate	5.3%
Type	Garden (3 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Crystal
Phone	912-466-9090



Market Information

Program	Market
Annual Turnover Rate	65%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	17	811	\$1,038	\$0	Market	No	2	11.8%	N/A	None
1	1	Garden (3 stories)	17	824	\$1,048	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	75	1,109	\$1,099	\$0	Market	No	3	4.0%	N/A	None
3	2	Garden (3 stories)	23	1,343	\$1,291	\$0	Market	No	2	8.7%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,038 - \$1,048	\$0	\$1,038 - \$1,048	\$58	\$1,096 - \$1,106
2BR / 2BA	\$1,099	\$0	\$1,099	\$66	\$1,165
3BR / 2BA	\$1,291	\$0	\$1,291	\$78	\$1,369

Palm Club Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog Park
Exercise Facility	Central Laundry		
Off-Street Parking(\$20.00)	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Tennis Court		

Comments

This property utilizes Yieldstar; therefore, rents change daily. Off-street parking is not included in monthly rent, and is available to tenants for an additional \$20 per month.

Trend Report

Vacancy Rates

3Q13	2Q17	2Q18	4Q18
3.1%	0.8%	3.0%	5.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$680	\$0	\$680	\$738
2017	2	2.9%	\$849 - \$872	\$0	\$849 - \$872	\$907 - \$930
2018	2	5.9%	\$856 - \$926	\$0	\$856 - \$926	\$914 - \$984
2018	4	5.9%	\$1,038 - \$1,048	\$0	\$1,038 - \$1,048	\$1,096 - \$1,106

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$780	\$0	\$780	\$846
2017	2	0.0%	\$969	\$0	\$969	\$1,035
2018	2	N/A	\$1,024 - \$1,099	\$0	\$1,024 - \$1,099	\$1,090 - \$1,165
2018	4	4.0%	\$1,099	\$0	\$1,099	\$1,165

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$830	\$0	\$830	\$908
2017	2	0.0%	\$1,034	\$0	\$1,034	\$1,112
2018	2	N/A	\$1,155 - \$1,190	\$0	\$1,155 - \$1,190	\$1,233 - \$1,268
2018	4	8.7%	\$1,291	\$0	\$1,291	\$1,369

Trend: Comments

3Q13	The property manager stated that there are currently four vacancies, and that the typical occupancy rate is 95 percent or higher. She also stated that she believes there is higher demand for one and two bedroom units rather than units with three bedrooms or more. Tenants pay for all their own utilities. Rents are adjusted quarterly based on demand, some are slightly higher than last year and some are slightly lower.
2Q17	The property has uncovered surface level parking spaces and there is no additional charge for parking. The contact was unable to provide the number of parking spaces on the property.
2Q18	This property utilizes Yieldstar, thus rents change daily. Off-street parking is not included in monthly rent, and is available to tenants for an additional \$20 per month.
4Q18	This property utilizes Yieldstar; therefore, rents change daily. Off-street parking is not included in monthly rent, and is available to tenants for an additional \$20 per month.

Photos



PROPERTY PROFILE REPORT

The Reserve At Altama

Effective Rent Date	12/26/2018
Location	5801 Altama Avenue Brunswick, GA 31525 Glynn County
Distance	0.3 miles
Units	108
Vacant Units	10
Vacancy Rate	9.3%
Type	Garden (2 stories)
Year Built/Renovated	1969 / 2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Camila, Marsh Landing
Tenant Characteristics	Mixed tenancy
Contact Name	Patricia
Phone	912-264-1000



Market Information

Program	Market
Annual Turnover Rate	37%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Remained stable since 2Q18
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	20	960	\$750	\$0	Market	No	3	15.0%	N/A	None
2	1.5	Garden (2 stories)	72	1,160	\$900	\$0	Market	No	5	6.9%	N/A	None
3	2	Garden (2 stories)	16	1,470	\$995	\$0	Market	No	2	12.5%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$750	\$0	\$750	\$43	\$793
2BR / 1.5BA	\$900	\$0	\$900	\$51	\$951
3BR / 2BA	\$995	\$0	\$995	\$63	\$1,058

The Reserve At Altama, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpet/Hardwood	Carpeting		
Central A/C	Dishwasher		
Exterior Storage	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Courtyard	None	None
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Swimming Pool			

Comments

The property is renovating its units as they turn over. Renovations include new appliances, flooring, light fixtures, and paint. Storage space is available at no additional charge. Rents illustrated are for updated units.

The Reserve At Altama, continued

Trend Report

Vacancy Rates

2Q12	3Q13	2Q18	4Q18
0.9%	0.9%	3.7%	9.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$599	\$0	\$599	\$642
2013	3	0.0%	\$599	\$0	\$599	\$642
2018	2	5.0%	\$750	\$0	\$750	\$793
2018	4	15.0%	\$750	\$0	\$750	\$793

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	1.4%	\$699	\$0	\$699	\$750
2013	3	1.4%	\$699	\$0	\$699	\$750
2018	2	4.2%	\$900	\$0	\$900	\$951
2018	4	6.9%	\$900	\$0	\$900	\$951

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$799	\$0	\$799	\$862
2013	3	0.0%	\$799	\$0	\$799	\$862
2018	2	0.0%	\$995	\$0	\$995	\$1,058
2018	4	12.5%	\$995	\$0	\$995	\$1,058

Trend: Comments

2Q12	Leasing agent could only speak quickly. When asked about the steep rent hikes, the agent could not account for them. We assume changes in management or market conditions. Currently the waitlist is at 4 people.
3Q13	Property manager stated that the vacancy rate is currently at 95 percent. Rents are unchanged since last year. There is no longer a wait list, but vacant units can typically be rented out in two to three weeks. Utilities are not included in the rent. Property does not accept Section 8 tenants.
2Q18	The property is renovating its units as they turn over. Renovations include new appliances, flooring, light fixtures, and paint. Storage space is available at no additional charge. Rents illustrated are for updated units.
4Q18	N/A

Photos



PROPERTY PROFILE REPORT

Westminster Club

Effective Rent Date	12/20/2018
Location	3901 Darien Highway Brunswick, GA 31525 Glynn County
Distance	1.3 miles
Units	156
Vacant Units	5
Vacancy Rate	3.2%
Type	Garden (2 stories)
Year Built/Renovated	1973 / 2002
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Palm Club, Cove at Fountain Lake
Tenant Characteristics	Mixed tenancy
Contact Name	Mickey
Phone	912-264-4832



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	0
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased 8-11% since 2Q17
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	56	610	\$700	\$0	Market	No	2	3.6%	N/A	None
2	1.5	Garden (2 stories)	80	1,152	\$800	\$0	Market	No	2	2.5%	N/A	None
3	2.5	Garden (2 stories)	14	1,320	\$900	\$0	Market	No	1	7.1%	N/A	None
3.5	2.5	Garden (2 stories)	6	1,623	\$950	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$700	\$0	\$700	\$43	\$743
2BR / 1.5BA	\$800	\$0	\$800	\$51	\$851
3BR / 2.5BA	\$900	\$0	\$900	\$63	\$963
3.5BR / 2.5BA	\$950	\$0	\$950	\$63	\$1,013

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Exercise Facility	Central Laundry	None	None
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court			

Comments

The property does not accept Housing Choice Vouchers. All units include washer/dryer hookups and washer/dryers are available for tenants to rent for an additional \$30 per month.

Trend Report

Vacancy Rates

3Q13	2Q17	2Q18	4Q18
3.2%	0.0%	0.6%	3.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	3.6%	\$525	\$0	\$525	\$568
2017	2	0.0%	\$625	\$0	\$625	\$668
2018	2	1.8%	\$675	\$0	\$675	\$718
2018	4	3.6%	\$700	\$0	\$700	\$743

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$650	\$0	\$650	\$701
2017	2	0.0%	\$725	\$0	\$725	\$776
2018	2	0.0%	\$775	\$0	\$775	\$826
2018	4	2.5%	\$800	\$0	\$800	\$851

3.5BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$800	\$0	\$800	\$863
2017	2	0.0%	\$875	\$0	\$875	\$938
2018	2	0.0%	\$900	\$0	\$900	\$963
2018	4	0.0%	\$950	\$0	\$950	\$1,013

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	21.4%	\$750	\$0	\$750	\$813
2017	2	0.0%	\$830	\$0	\$830	\$893
2018	2	0.0%	\$850	\$0	\$850	\$913
2018	4	7.1%	\$900	\$0	\$900	\$963

Trend: Comments

3Q13	Property manager stated that occupancy is currently at 97 percent with no waiting list. Rents are slightly higher on two-bedroom units than they were a year ago, but they are unchanged for one-bedroom and three-bedroom units. The more expensive three-bedroom unit is larger and has a den. Concessions for new move-ins are no longer being offered.
	There is a flat surcharge for water for all unit types: \$25 for the one-bedroom, \$30 for the two-bedroom, and \$50 for the three-bedroom units.
2Q17	This property does not accept Housing Choice Vouchers.
2Q18	The contact stated that tenants come from both the local area and from out of state. The contact could not indicate which units were vacant. Washer/dryers are available for \$30 per month.
4Q18	The property does not accept Housing Choice Vouchers. All units include washer/dryer hookups and washer/dryers are available for tenants to rent for an additional \$30 per month.

Photos



2. The following information is provided as required by DCA:

Housing Choice Vouchers

We contacted Hope Morris, Director of Housing at the Brunswick Housing Authority, regarding the Section 8 Housing Choice Voucher Program. According to Ms. Morris, the Brunswick Housing Authority allocates 750 Housing Choice Vouchers throughout Glynn County, 712 of which are currently in use. The waiting list was last opened on May 15, 2018, but is currently closed. Ms. Morris stated that there are over 520 households on the waiting list and that the estimated wait time is four to eight months. The 2018 payment standards for Glynn County are detailed in the table below. The Subject’s proposed gross LIHTC rents are above the payment standards; however, all of the Subject’s units will continue to benefit from project-based vouchers.

PAYMENT STANDARDS – HALL COUNTY (EFFECTIVE 1/1/2018)

Unit Type	Gross Payment Standard
1BR	\$583
2BR	\$752

Source: Georgia Department of Community Affairs, 12/2018

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Abbingtion Woods	LIHTC	Family	18%
Eagle's Pointe	LIHTC/ Market	Family	52%
Norwich Commons	LIHTC	Family	29%
Whispering Oaks	LIHTC/ Market	Family	42%
Camelia Apartments	Market	Family	0%
Merritt Landing Apartments	Market	Family	0%
Morning Tide Apartments	Market	Family	0%
Palm Club Apartments	Market	Family	0%
The Reserve At Altama	Market	Family	0%
Westminster Club	Market	Family	0%

The comparable properties reported voucher usage ranging from zero to 52 percent. None of the market-rate properties reported voucher usage. Four of the LIHTC properties reported voucher usage, with an average utilization of 35.2 percent. Given that all of the Subject’s units currently benefit from a HAP contract, it is not necessary that qualifying households have a voucher in order to benefit from subsidized rent. As such, voucher usage at the Subject would be limited. However, should the Subject operate without a HAP Contract, it is likely that the Subject would maintain a voucher usage of approximately 35 percent following renovations.

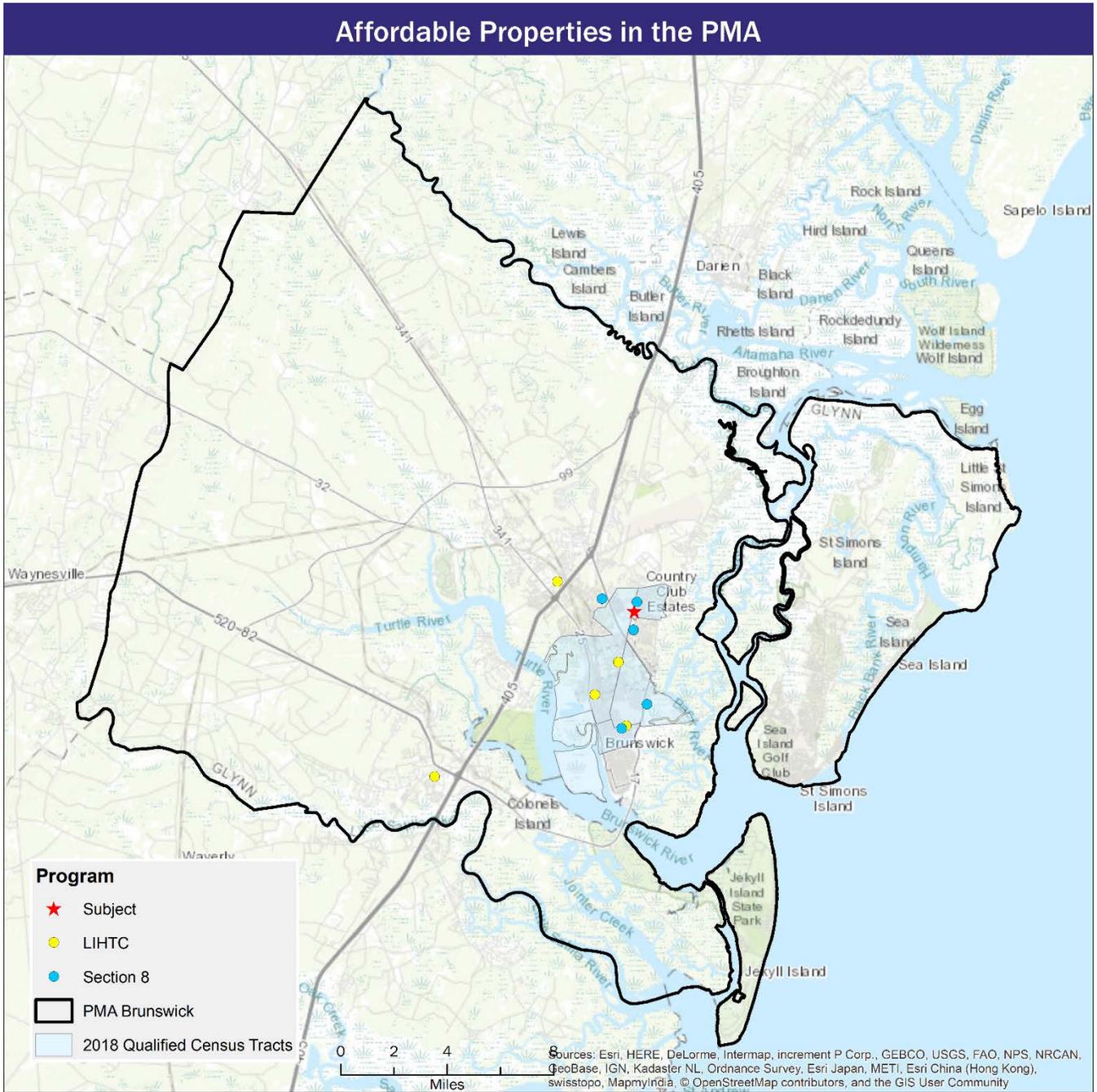
Phased Developments

The Subject is part of a previously phased development, constructed in 1970 (Phase I) and 1979 (Phase II).

Rural Areas

The Subject is not located in a rural area.

3. Competitive Project Map



AFFORDABLE IN THE PMA

Property Name	Location	Number of Units	Program	Tenancy	Map Color
Glynn Pines I & II	Brunswick	88	Section 8	Senior	Red Star
Tara Arms Apartments	Brunswick	81	HOME	Family	Yellow
Abbingtion Woods*	Brunswick	56	LIHTC	Family	
Norwich Commons*	Brunswick	52	LIHTC	Family	
Eagle's Point*	Brunswick	168	LIHTC/Market	Family	
Whispering Oaks*	Brunswick	72	LIHTC/Market	Family	
Coastal Village	Brunswick	N/Av	PSH	Homeless	
Glynn Isle Townhomes	Brunswick	65	Section 8	Family	Blue
Buckingham Terrace I-III	Brunswick	40	Section 8	Senior	
St. Mark's Towers Inc.	Brunswick	150	Section 8	Senior	
Glynn Paton Res. Corp.	Brunswick	5	Section 8	Disabled	

*Utilized as a comparable

4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below.

AMENITY MATRIX											
	Subject	Abbington Woods	Eagle's Pointe	Norwich Commons	Whispering Oaks	Camelia Apartments	Merritt Landing	Morning Tide Apartments	Palm Club Apartments	The Reserve At Altama	Westminster Club
Rent Structure	Section 8	LIHTC	LIHTC/ Market	LIHTC	LIHTC/ Family	Market	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building											
Property Type	Garden	Garden	Garden	Various	Garden	Garden	Townhouse	Garden	Garden	Garden	Garden
# of Stories	1-stories	3-stories	3-stories	2-stories	2-stories	2-stories	2-stories	2-stories	3-stories	2-stories	2-stories
Year Built	1970 & 1979	2014	2003	2014	2004	1977	1973	1970s	1999	1969	1973
Year Renovated	Proposed	n/a	n/a	n/a	n/a	n/a	Ongoing	2015	n/a	Ongoing	2002
Courtyard	no	no	yes	no	no	no	no	no	no	yes	no
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	yes	no	no	no	no	no	no	no	no	no	no
Sewer	yes	no	no	no	no	no	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	no	yes	yes	no	yes	yes
Accessibility											
Grab Bars	yes	no	no	no	no	no	no	no	no	no	no
Hand Rails	yes	no	no	no	no	no	no	no	no	no	no
Pull Cords	yes	no	no	no	no	no	no	no	no	no	no
Unit Amenities											
Balcony/Patio	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	no	no	yes	yes	yes	yes	yes	yes	no
Hardwood	yes	no	yes	yes	no	no	no	no	no	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	no	yes	no	yes	yes	yes	no	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes
Exterior Storage	no	no	no	no	yes	no	no	no	yes	no	no
Walk-In Closet	yes	yes	yes	yes	no	no	yes	no	yes	yes	yes
Washer/Dryer	yes	no	no	no	no	no	no	no	no	no	no
W/D Hookup	no	yes	yes	yes	yes	yes	yes	no	yes	no	yes
Kitchen											
Dishwasher	no	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	no	yes	no	yes	no	no
Microwave	no	yes	no	yes	no	no	no	no	yes	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	no	yes	yes	yes	yes	no	no	no	yes	no	no
Community Room	no	yes	yes	yes	yes	no	no	no	yes	yes	no
Central Laundry	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation											
Exercise Facility	no	yes	yes	yes	yes	no	no	no	yes	no	yes
Playground	no	yes	yes	no	yes	no	yes	no	no	no	yes
Swimming Pool	no	no	yes	no	yes	yes	no	no	yes	yes	yes
Picnic Area	no	yes	yes	yes	yes	no	yes	no	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	no	yes	no	yes
Recreational Area	no	yes	yes	yes	yes	no	yes	no	yes	no	yes
Adult Education	no	no	no	no	yes	no	no	no	no	no	no
Security											
Limited Access	no	no	yes	no	yes	no	no	no	yes	no	no
Patrol	yes	no	yes	no	yes	yes	yes	no	yes	yes	no
Perimeter Fencing	yes	no	yes	no	yes	no	no	no	yes	no	no
Parking											
Garage	no	no	no	yes	no	no	no	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject's in-unit amenity package is considered to be similar to slightly superior to the LIHTC comparables and generally similar to superior to the majority of market rate comparables. In terms of property amenities, the Subject is generally inferior to the comparables. The Subject does not offer exterior storage, a dishwasher, or a microwave, which is offered at several of the comparables, but does offer washer/dryer hookups and walk-in closets. Further, the Subject does not offer a community room, exercise facility, picnic area, recreational areas, or a swimming pool, which several of the comparables include. Nonetheless, as a subsidized development, we believe that the amenities package will allow the Subject to

effectively compete in the market, particularly given the stabilized occupancy levels historically and presence of a waiting list.

5. Comparable Tenancy

The Subject will target seniors, aged 62 and over. All of the LIHTC and market comparable properties target families. It should be noted that there is a lack of senior development in the PMA.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Abbingtion Woods	LIHTC	56	0	0.0%
Eagle's Pointe	LIHTC/ Market	168	1	0.6%
Norwich Commons	LIHTC	52	0	0.0%
Whispering Oaks	LIHTC/ Market	72	0	0.0%
Camelia Apartments	Market	110	3	2.7%
Merritt Landing Apartments	Market	128	3	2.3%
Morning Tide Apartments	Market	60	1	1.7%
Palm Club Apartments	Market	132	7	5.3%
The Reserve At Altama	Market	108	10	9.3%
Westminster Club	Market	156	5	3.2%
Total LIHTC		348	1	0.3%
Total Market Rate		694	29	4.2%
Overall Total		1,042	30	2.9%

*Located outside of the PMA

As illustrated, vacancy rates among the comparable properties range from zero to 0.6 percent, averaging 0.3 percent. Three LIHTC comparables are fully occupied, and all four of the LIHTC comparables maintain waiting lists, similar to the Subject.

The vacancy rates for the market rate comparable properties ranged from 1.7 to 9.3 percent, with an average of 4.2 percent. As of November 30, 2018, the Subject is 96.6 percent occupied and maintains a waiting list of 15 households. According to the financial statements from 2015 through 2017, the Subject has operated with an economic vacancy and collection loss of 1.0 percent or less. Additional historical financial information was not available.

7. Properties Under Construction and Proposed

We spoke with John Hunter, Planner with the City of Brunswick Department of Planning and Zoning, regarding new multifamily developments in the area that are currently planned, under construction, or recently completed. According to Mr. Hunter, there are no multifamily developments that are currently planned, under construction, or recently completed in the city.

We also spoke with Maury Postal with the Glynn County Department of Planning and Zoning. According to Mr. Postal, there is one development, Bergen Woods, which is proposed in Glynn County. Bergen Woods is proposed for construction at 5970 Golden Isles Parkway, approximately 3.4 miles northwest of the Subject, and will consist of 252 market rate units. Since this development will offer market rate units to the general population, it will not directly compete with the Subject. Mr. Postal further stated that there are no multifamily developments that are currently under construction or recently completed in Glynn County.

Further, we researched the CoStar multifamily report for new development in the Subject’s PMA. According to our findings, there is one multifamily development that is currently under construction within the PMA. Enclave at Gateway Center (Phase II) consists of 300 studio units contained in three-story garden-style residential buildings. The market rate development is expected to be completed in 2019 and will target the general population. As a market rate development targeting the general population, the property will not directly compete with the Subject.

8. Rental Advantage

The following table illustrates the Subject’s similarity to the comparable properties. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

SIMILARITY MATRIX									
#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Abbingtion Woods	LIHTC	Family	Superior	Similar	Similar	Slightly Superior	Superior	25
2	Eagle's Pointe	LIHTC/Market	Family	Superior	Slightly Inferior	Similar	Similar	Superior	15
3	Norwich Commons	LIHTC	Family	Superior	Similar	Similar	Slightly Superior	Superior	25
4	Whispering Oaks	LIHTC/Market	Family	Superior	Similar	Similar	Similar	Superior	20
5	Camelia Apartments	Market	Family	Superior	Inferior	Similar	Inferior	Superior	0
6	Merritt Landing	Market	Family	Superior	Similar	Similar	Inferior	Slightly Superior	5
7	Morning Tide Apartments	Market	Family	Superior	Inferior	Similar	Slightly Inferior	Superior	5
8	Palm Club Apartments	Market	Family	Superior	Slightly Superior	Similar	Slightly Inferior	Superior	20
9	The Reserve At Altama	Market	Family	Superior	Similar	Similar	Slightly Inferior	Superior	15
10	Westminster Club	Market	Family	Superior	Similar	Similar	Slightly Inferior	Superior	15

The rental rates at the LIHTC properties are compared to the Subject’s proposed 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON - @60%		
Property Name	1BR	2BR
Glynn Pines I & II (Subject)	\$515-\$516	\$611-\$615
LIHTC Maximum (Net)	\$515-\$516	\$611-\$615
Abbingtion Woods	\$498	\$621
Eagle's Pointe	\$604	\$697
Norwich Commons	-	\$599
Whispering Oaks	-	\$687
Average (excluding Subject)	\$551	\$651
Achievable LIHTC Rent (Absent Subsidy)	\$515-\$516	\$611-\$615

The Subject’s proposed rental rates at 60 percent AMI are set at the 2018 maximum allowable levels. It should be noted that the Subject has a project-specific utility allowance, based on the current HAP contract/rent schedule; as such, the maximum permitted net rents per phase vary slightly. Three of the four

affordable comparables reported achieving maximum allowable rents, and all maintain waiting lists. Overall, the Subject will be generally similar or slightly inferior to the LIHTC comparables in terms of age/condition. The Subject offers a similar location relative to the LIHTC comparables and will be the only senior LIHTC development in Glynn County. Overall, if we hypothetically assume the Subject’s lost its subsidy post renovation, maximum allowable rents appear achievable in the current market, despite some inferior characteristics given the strong demand for affordable housing in the market.

Analysis of “Market Rents”

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not ‘Achievable unrestricted market rent.’ In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comps. In a small rural market, there may be neither tax credit comps nor market rate comps with similar positioning as the Subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

When comparing the Subject’s rents to the average comparable rent, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

SUBJECT COMPARISON TO SURVEYED RENTS

Unit Type	Subject LIHTC Rent	Surveyed Minimum	Surveyed Maximum	Surveyed Average	Rent Advantage
1BR	\$515-\$516	\$498	\$1,106	\$770	33%
2BR	\$611-\$615	\$599	\$1,165	\$816	25%

As illustrated the Subject’s proposed 60 percent AMI rents are below the surveyed average and the range of the comparable properties. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties. Nonetheless, all tenants at the Subject will continue to pay 30 percent of income toward rent, given the project-based Section 8 subsidies in place.

9. LIHTC Competition – DCA Funded Properties within the PMA

If allocated, the Subject will be generally similar or slightly inferior to the existing LIHTC housing stock. The average LIHTC vacancy rate is considered excellent at 0.3 percent.

According to the Georgia Department of Community Affairs’ Tax Credit Awards lists, there has been one property selected for LIHTC funding in the PMA since 2015. Brunswick Commons was awarded LIHTC credits in the first round funding cycle of 2018 for the new construction of an 84-unit multifamily development targeting the general population. The property will be located at 3470 Coral Park Drive, approximately 1.5 miles south of the Subject. Since this development will target the general population, it will not directly compete with the Subject.

The Subject property is currently 96.6 percent occupied with a waiting list, and all of the Subject’s 88 units will continue to benefit from a Section 8 rental subsidy. Additionally, existing LIHTC and other affordable properties in the PMA maintain high occupancy rates. Given this information, we do not believe that the renovation of the Subject utilizing tax credits will impact the existing LIHTC properties in the area that are in overall good condition and currently performing well. However, it is possible that the Subject will draw tenants from the older LIHTC, or public housing properties that suffer from deferred maintenance and those that are currently underperforming the market. Overall, we believe there is ample demand for the Subject, in addition to the existing LIHTC properties.

10. Rental Trends in the PMA

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS - TOTAL POPULATION

Year	PMA				Brunswick, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	%	Number	%	Number	%	Number	%
2000	17,868	65.7%	9,315	34.3%	26,134	71.0%	10,675	29.0%
2010	20,158	63.5%	11,573	36.5%	30,389	68.2%	14,193	31.8%
2017	20,236	59.8%	13,593	40.2%	29,979	64.3%	16,628	35.7%
Market Entry	20,685	60.0%	13,797	40.0%	30,387	64.6%	16,628	35.4%
2022	21,359	60.2%	14,102	39.8%	30,999	65.1%	16,628	34.9%

Source: Esri Demographics 2017, Novogradac & Company LLP, June 2018

TENURE PATTERNS - 62+

Year	PMA				Brunswick, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	%	Number	%	Number	%	Number	%
2000	-	-	-	-	-	-	-	-
2010	6,861	75.2%	2,261	24.8%	10,052	77.8%	2,861	22.2%
2018	9,596	77.9%	2,724	22.1%	13,545	79.4%	3,524	20.6%
Market Entry	10,073	78.0%	2,836	22.0%	14,123	79.5%	3,653	20.5%
2023	11,185	78.3%	3,097	21.7%	15,473	79.6%	3,954	20.4%

Source: Esri Demographics 2018, Novogradac & Company LLP, December 2018

As the table illustrates, 22.1 percent of senior households within the PMA reside in renter-occupied units. Although the percentage of senior renter-occupied units is projected to decrease through 2023, the number of renter-occupied units is projected to increase by approximately 373 households.

Historical Vacancy

The following table details historical vacancy levels for the properties included as comparables.

CHANGE IN VACANCY RATES

Comparable Property	Type	Total Units	2QTR 2012	3QTR 2013	1QTR 2015	2QTR 2017	2QTR 2018	4QTR 2018
Glynn Pines I & II	Garden	88	N/A	N/A	N/A	N/A	0.0%	3.4%
Abbington Woods	Garden	56	N/A	N/A	N/A	1.8%	0.0%	0.0%
Eagle's Pointe	Garden	168	5.4%	11.3%	N/A	N/A	4.8%	0.6%
Norwich Commons	Various	52	N/A	N/A	N/A	0.0%	0.0%	0.0%
Whispering Oaks	Garden	72	5.6%	0.0%	N/A	1.4%	0.0%	0.0%
Camelia Apartments	Garden	110	8.2%	7.3%	0.9%	N/A	6.4%	2.7%
Merritt Landing Apartments	Townhouse	128	1.6%	6.2%	N/A	7.8%	27.3%	2.3%
Morning Tide Apartments	Garden	60	N/A	N/A	N/A	N/A	3.3%	1.7%
Palm Club Apartments	Garden	132	4.5%	3.1%	N/A	0.8%	3.0%	5.3%
The Reserve At Altama	Garden	108	0.9%	0.9%	N/A	N/A	3.7%	9.3%
Westminster Club	Garden	156	5.1%	3.2%	N/A	0.0%	0.6%	3.2%
		1130	4.5%	4.6%	0.9%	2.0%	4.5%	2.6%

In general, the majority of the comparable properties have generally experienced stable or decreasing vacancy rates from 2012 through 2018. All of the affordable properties demonstrate a historic trend of low vacancy rates. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically stable vacancy rates, indicate demand for affordable rental housing in the Subject's market.

Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH

Property Name	Rent Structure	Rent Growth
Abbington Woods	LIHTC	Increased to max
Eagle's Pointe	LIHTC/ Market	LIHTC kept at max; Market decreased 0 - 1% since 2Q18
Norwich Commons	LIHTC	Decreased 0 - 22% since 2Q18
Whispering Oaks	LIHTC/ Market	LIHTC kept at max; Market remained stable
Camelia Apartments	Market	Increased 0-7% since 2Q18
Merritt Landing Apartments	Market	Increased \$75-\$80 post-renovation
Morning Tide Apartments	Market	Annual increase of 1-3%
Palm Club Apartments	Market	Fluctuates daily
The Reserve At Altama	Market	Remained stable since 2Q18
Westminster Club	Market	Increased 8-11% since 2Q17

Three of the LIHTC comparables reported achieving the maximum allowable rents at all AMI levels. Abbington Woods reported that the property recently increased rental rates to the maximum allowable levels. Norwich Commons reported significant rental decreases since second quarter 2018. It should be noted that rental rates at the property were voluntarily lowered by ownership, but additional details were not provided. Further, the contact at the property stated that demand for affordable housing in the area is strong, and that the property is typically 100 percent occupied. Among the market rate comparables, four reported annual increases in rent, while one reported no rent growth, and the remaining property utilizes Yieldstar to determine daily rents, which fluctuate daily. The Subject's asking LIHTC rents are set at the maximum allowable levels. However, with the Section 8 rental assistance in place at the Subject for all 88 units, rent increases at the property should not directly impact these residents, as they will continue to pay just 30 percent of their income toward rent.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to RealtyTrac statistics, one in every 2,486 housing units nationwide was in some stage of foreclosure as of November 2018. The Subject's zip code (31525) is experiencing a foreclosure rate of one

in every 1,564 homes. Further, the city of Brunswick is experiencing a foreclosure rate of one in every 2,347 homes, which is similar to the foreclosure rate for Glynn County. The state of Georgia is experiencing a foreclosure rate of one in every 2,397 homes. Overall, the Subject's zip code is experiencing a much lower foreclosure rate compared to the county, city, state, and nation. The Subject's neighborhood does not appear to have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

12. Primary Housing Void

Three of the four affordable comparables reported achieving rents at the maximum allowable levels for all AMI levels. The average vacancy among the affordable comparables is 0.3 percent, and all reported maintaining waiting lists. The high occupancy rates at the affordable properties indicate demand for affordable housing in the market. Additionally, among senior renter households in the PMA, 49.5 percent earn less than \$30,000 annually indicating a need for affordable housing in the immediate area. This number of senior renter households is projected to increase through market entry.

13. Effect of Subject on Other Affordable Units in Market

As previously noted, there has been one property awarded tax credits in the PMA since 2015. However, this property will target the general population and will not directly compete with the Subject. The low vacancy rates among both the affordable and market rate properties illustrate a strong demand for the addition of affordable housing within the market. As the Subject is an existing, 96.6 percent occupied property, it is not considered an addition to the amount of affordable housing in the market. The vacancy rate among the existing affordable comparables is very low at 0.3 percent. The need for quality rental housing is further illustrated by the lack of senior LIHTC properties in the region and the high occupancy rates of the other subsidized properties in the area. In summary, the performance of the comparable LIHTC properties and that fact the Subject is an existing, stabilized Section 8 property; all data points indicate that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is continued demand for the Subject property as proposed. The affordable comparables are experiencing a weighted average vacancy rate of 0.3 percent. Further, all of the affordable properties maintain a waiting list. These factors illustrate demand for affordable housing. The Subject will offer generally similar to slightly superior unit amenities when compared to the comparables, but similar to inferior common area amenities. Overall, we the Subject's physical improvements and amenities will allow it to effectively compete in the LIHTC market, given the low vacancy levels, waiting lists, and subsidies in place that will remain post-renovation. As a comprehensive renovation of an existing property, the Subject will be in good condition upon completion and will be considered similar in terms of condition to the majority of the comparable properties. The Subject's unit sizes are slightly inferior to inferior to the comparables. Given the Subject's anticipated good condition and the demand for affordable housing evidenced by low vacancy at LIHTC comparable properties, we believe that the Subject is feasible as proposed, despite some slightly inferior attributes. We believe that it will continue to perform well and will not negatively impact the existing or proposed affordable rental units in the market.

I. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

Two of the comparables were able to report recent absorption data. Abbington Woods and Norwich Commons are LIHTC properties in Brunswick that opened in 2014. These properties reported absorption paces of 56 and 52 units per month, respectively.

With subsidy for all units, a waiting list, and the fact that all existing tenants are expected to remain income-qualified following renovations, we expect an absorption period of one month.

J. INTERVIEWS

INTERVIEWS

Brunswick Housing Authority

We contacted Hope Morris, Director of Housing at the Brunswick Housing Authority, regarding the Section 8 Housing Choice Voucher Program. According to Ms. Morris, the Brunswick Housing Authority allocates 750 Housing Choice Vouchers throughout Glynn County, 712 of which are currently in use. The waiting list was last opened on May 15, 2018, but is currently closed. Ms. Morris stated that there are over 520 households on the waiting list and that the estimated wait time is four to eight months. The 2018 payment standards for Glynn County are detailed in the table below. The Subject’s proposed gross LIHTC rents are above the payment standards; however, all of the Subject’s units will continue to benefit from project-based vouchers.

PAYMENT STANDARDS – HALL COUNTY (EFFECTIVE 1/1/2018)

Unit Type	Gross Payment Standard
1BR	\$583
2BR	\$752

Source: Georgia Department of Community Affairs, 12/2018

Planning

We spoke with John Hunter, Planner with the City of Brunswick Department of Planning and Zoning, regarding new multifamily developments in the area that are currently planned, under construction, or recently completed. According to Mr. Hunter, there are no multifamily developments that are currently planned, under construction, or recently completed in the city.

We also spoke with Maury Postal with the Glynn County Department of Planning and Zoning. According to Mr. Postal, there is one development, Bergen Woods, which is proposed in Glynn County. Bergen Woods is proposed for construction at 5970 Golden Isles Parkway, approximately 3.4 miles northwest of the Subject, and will consist of 252 market rate units. Since this development will offer market rate units to the general population, it will not directly compete with the Subject. Mr. Postal further stated that there are no multifamily developments that are currently under construction or recently completed in Glynn County.

Further, we researched the CoStar multifamily report for new development in the Subject’s PMA. According to our findings, there is one multifamily development that is currently under construction within the PMA. Enclave at Gateway Center (Phase II) consists of 300 studio units contained in three-story garden-style residential buildings. The market rate development is expected to be completed in 2019 and will target the general population. As a market rate development targeting the general population, the property will not directly compete with the Subject.

Brunswick and Glynn County Development Authority

We contacted John Scott, Project Manager, with the Brunswick and Glynn County Development Authority in order to obtain information about recent business activity in Brunswick and Glynn County. According to Mr. Scott, the economy in Brunswick and Glynn County is very strong. Mr. Scott stated that Canal Crossing Shopping Center recently opened, bringing several new businesses including Sam’s Club, Hobby Lobby, Academy Sports, and Home Goods, as well as various restaurants and hotels and creating 1,000 new jobs in Glynn County. Mr. Scott also stated that Beachview Tent Rental recently opened, creating 80 new jobs. Further, Mr. Scott stated that Gulfstream Aerospace Corporation and Stambaugh Aviation both recently expanded, creating 150 and 100 new jobs, respectively. All of these openings and expansions have occurred since 2015. Mr. Scott indicated that there have been no major business closures or layoffs in Glynn County the last three years.

Additional interviews can be found in the comments section of the property profiles.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Between 2010 and 2018, senior population in the PMA grew 3.8 percent annually, while the MSA and the nation grew at rates of 3.5 and 3.6 percent, respectively. Senior population in the PMA is anticipated to continue to grow through market entry and 2023 at a pace of 3.4 percent annually, which is faster than the growth projected in the MSA and in the nation. Therefore, the Subject should be well-positioned to service this market. Renter households are concentrated in the lowest income cohorts, with 49.5 percent of senior renters in the PMA are earning less than \$30,000 annually. The Subject will target households earning between \$0 and \$25,440, with subsidy. Overall, sustained senior population growth in the PMA and MSA is a positive indication of continued demand for the Subject. Therefore, the Subject should be well-positioned to service this market.

Employment Trends

The largest industries in the PMA are the accommodation/food services, retail trade, and healthcare/social assistance sectors. Positions in these industries account for 39.4 percent of all jobs in the area. The two largest employers in the area are Sea Island Company and Southeast Georgia Health System. The MSA has experienced annual employment growth from 2002 through 2018 year-to-date, with the exception of 2009 through 2011 and from 2013 to 2014. The total employment in the MSA surpassed pre-recessionary levels in October 2018, four years after the nation. The unemployment rate in the MSA has decreased annually since 2012, and is currently decreasing at a faster rate than that of the nation. As such, it appears the MSA has recovered from the recession and is likely in an expansionary phase, although sustained recovery has not yet been demonstrated with respect to employment.

Capture Rates

All of the Subject's 88 units benefit from Section 8 rental assistance. According to the income audit provided by the client, all of the current residents will continue to income-qualify post-renovation. These units are presumed leasable, and only the three vacant units have been accounted for in our capture rate analysis.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$0	\$25,440	3	330	0	330	0.9%	One month	\$919	\$778	\$1,153	\$515-\$516
1BR Overall	\$0	\$25,440	3	330	0	330	0.9%	One month	-	-	-	-

As the analysis illustrates, the Subject's 60 percent AMI capture rate is just 0.9 percent. Therefore, we believe there is adequate demand for the Subject. The capture rate at the Subject is well below the 2019 DCA Market Study capture rate threshold of 30 percent.

Absorption

Two of the comparables were able to report recent absorption data. Abbington Woods and Norwich Commons are LIHTC properties in Brunswick that opened in 2014. These properties reported absorption paces of 56 and 52 units per month, respectively. With subsidy for all units, a waiting list, and the fact that all existing tenants are expected to remain income-qualified following renovations, we expect an absorption period of one month.

Vacancy Trends

As illustrated, vacancy rates among the comparable properties range from zero to 0.6 percent, averaging 0.3 percent. Three LIHTC comparables are fully occupied, and all four of the LIHTC comparables maintain waiting lists, similar to the Subject.

The vacancy rates for the market rate comparable properties ranged from 1.7 to 9.3 percent, with an average of 4.2 percent. As of November 30, 2018, the Subject is 96.6 percent occupied and maintains a waiting list of 15 households. According to the financial statements from 2015 through 2017, the Subject has operated with an economic vacancy and collection loss of 1.0 percent or less. Additional historical financial information was not available.

Strengths of the Subject

The Subject is also located in close proximity to locational amenities. The Subject is 96.6 percent occupied and maintains a waiting list, with strong historical occupancy. Additionally, all of the Subject's 88 units currently benefit from Housing Assistance Program (HAP) contracts. As such, tenants will pay only 30 percent of their household income on rent. The current tenants are anticipated to income-qualify for the Subject post-renovation. Finally, there are no existing age-restricted LIHTC developments in the Subject's market.

Conclusion

The Subject is located in close proximity to locational amenities. According to rent roll dated November 30, 2018, the current occupancy rate at the Subject is 96.6 percent, and the contact at the Subject reports that the property maintains a waiting list of 15 households. Overall, we believe there is continued demand for the Subject, as the senior population is increasing, yet there are no senior LIHTC developments in the Subject's market area. Additionally, all of the Subject's 88 units currently benefit from Housing Assistance Program (HAP) contracts. As such, tenants will pay only 30 percent of their household income on rent. The current tenants are anticipated to income-qualify for the Subject post-renovation.

Based upon our market research, demographic calculations and analysis, we believe there is continued demand for the Subject property as proposed. The affordable comparables are experiencing a weighted average vacancy rate of 0.3 percent. Further, all of the affordable properties maintain a waiting list. These factors illustrate demand for affordable housing. The Subject will offer generally similar to slightly superior unit amenities when compared to the comparables, but similar to inferior common area amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market, given the low vacancy levels, waiting lists, and subsidies in place that will remain post-renovation. As a comprehensive renovation of an existing property, the Subject will be in good condition upon completion and will be considered similar in terms of condition to the majority of the comparable properties. The Subject's unit sizes are slightly inferior to inferior to the comparables. Given the Subject's anticipated good condition and the demand for affordable housing evidenced by low vacancy at LIHTC comparable properties, we believe that the Subject is feasible as proposed, despite some slightly inferior attributes. We believe that it will continue to perform well and will not negatively impact the existing or proposed affordable rental units in the market.

Recommendations

We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



Rachel Barnes Denton, MAI
Partner
Novogradac & Company LLP
March 4, 2019
Date



Brian Neukam
Manager
Novogradac & Company LLP
March 4, 2019
Date



Sara Nachbar
Manager
Novogradac & Company LLP
March 4, 2019
Date



Matthew Egerstrom
Analyst
Novogradac & Company LLP
March 4, 2019
Date



Ryan Houghtaling
Junior Analyst
March 4, 2019
Date

M. MARKET STUDY REPRESENTATION

Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



Rachel Barnes Denton, MAI
Partner
Novogradac & Company LLP
March 4, 2019
Date



Brian Neukam
Manager
Novogradac & Company LLP
March 4, 2019
Date



Sara Nachbar
Manager
Novogradac & Company LLP
March 4, 2019
Date



Matthew Egerstrom
Analyst
Novogradac & Company LLP
March 4, 2019
Date



Ryan Houghtaling
Junior Analyst
March 4, 2019
Date

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst,

firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM B
SUBJECT AND NEIGHBORHOOD PHOTOGRAPHS

Photographs of Subject Site and Surrounding Uses

(Taken June 1, 2018)



Subject signage



Exterior of Subject



Exterior of Subject



Exterior of Subject



Exterior of Subject



Typical off-street parking



Typical off-street parking



Typical sidewalk/walkway



Central mail boxes



Maintenance shed



Typical central air conditioning unit



Exterior of leasing office



Interior of leasing office



Typical living room



Typical living room



Typical kitchen



Typical kitchen



Typical bathroom



Typical bathroom



Typical bedroom



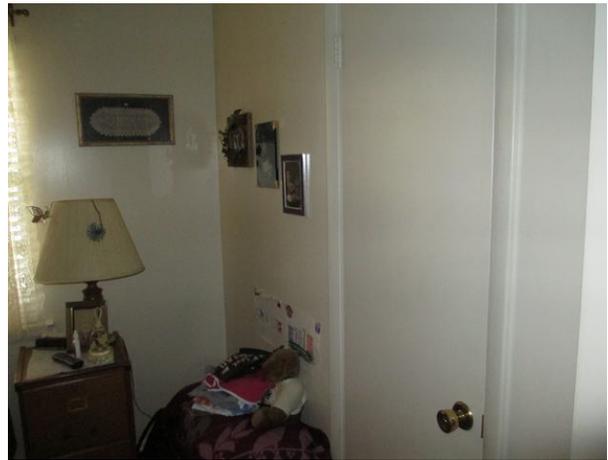
Typical bedroom



Typical laundry room



Typical laundry room



Typical coat closet



Typical linen closets



Typical patio



Typical patio



View east on Glynnmarsh Drive



View west on Glynnmarsh Drive



View south on Altama Avenue



View north on Altama Avenue



Single-family homes east of Subject



Single-family home east of Subject



Retail/commercial uses west of Subject



Retail/commercial uses west of Subject



Retail/commercial uses west of Subject



Multifamily development north of Subject



Multifamily development north of Subject



Single-family homes north of Subject



Single-family homes north of Subject



Multifamily development south of Subject



Retail/commercial uses south of Subject

Photographs of Subject Site and Surrounding Uses

(Taken February 28, 2019)



Subject signage



Exterior of Subject



Exterior of Subject



Exterior of Subject



Exterior of Subject



Typical off-street parking



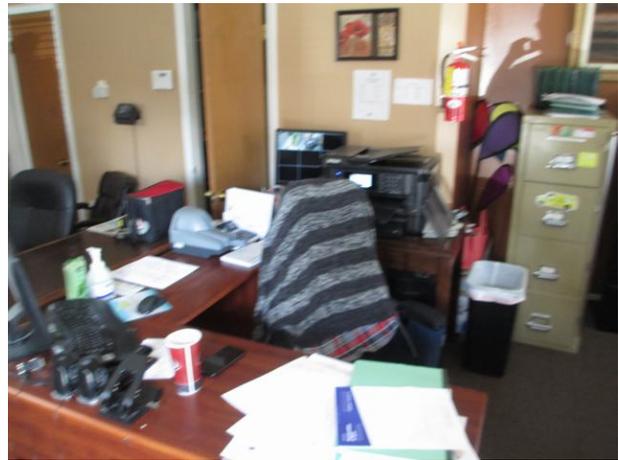
Typical off-street parking



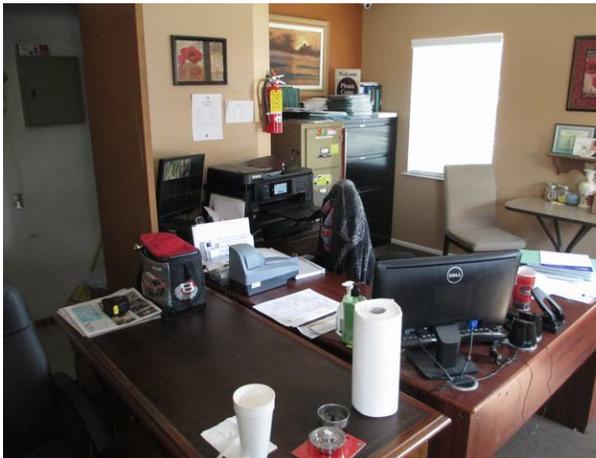
Typical sidewalk/walkway



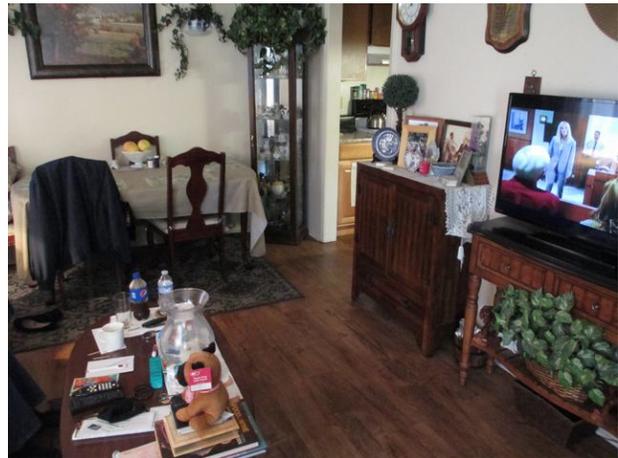
Central mail boxes



Interior of leasing office



Interior of leasing office



Typical living room



Typical kitchen



Typical bedroom



Typical bathroom



Typical patio

ADDENDUM C
Qualifications

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
RACHEL BARNES DENTON, MAI**

I. EDUCATION

Cornell University, Ithaca, NY
School of Architecture, Art & Planning, Bachelor of Science in City & Regional Planning

II. LICENSING AND PROFESSIONAL AFFILIATION

Designated Member of the Appraisal Institute
Member of National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network
 2011 and 2012 Communications Committee Co-Chair for the Kansas City CREW Chapter
 2013 Director of Communications and Board Member for Kansas City CREW
 2014 Secretary and Board Member for Kansas City CREW
 2015 and 2016 Treasurer and Board Member for Kansas City CREW

State of Arkansas Certified General Real Estate Appraiser No. CG3527
State of California Certified General Real Estate Appraiser No. AG044228
State of Colorado Certified General Real Estate Appraiser No. 100031319
State of Hawaii Certified General Real Estate Appraiser No. CGA1048
State of Illinois Certified General Real Estate Appraiser No. 553.002012
State of Kansas Certified General Real Estate Appraiser No. G-2501
State of Minnesota Certified General Real Estate Appraiser No. 40420897
State of Missouri Certified General Real Estate Appraiser No. 2007035992
State of Nebraska Certified General Real Estate Appraiser No. CG2017030R
State of New Mexico Certified General Real Estate Appraiser No. 03424-G
State of Oklahoma Certified General Real Estate Appraiser No. 13085CGA
State of Oregon Certified General Real Estate Appraiser No. C000951
State of Texas Certified General Real Estate Appraiser No. 1380396

III. PROFESSIONAL EXPERIENCE

Novogradac & Company LLP, Partner
Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. PROFESSIONAL TRAINING

Educational requirements successfully completed for the Appraisal Institute:
 Appraisal Principals, September 2004
 Basic Income Capitalization, April 2005
 Uniform Standards of Professional Appraisal Practice, various
 Advanced Income Capitalization, August 2006
 General Market Analysis and Highest & Best Use, July 2008
 Advanced Sales Comparison and Cost Approaches, June 2009
 Advanced Applications, June 2010
 General Appraiser Report Writing and Case Studies, July 2014
 Standards and Ethics (USPAP and Business Practices and Ethics)
 MAI Designation General Comprehensive Examination, January 2015
 MAI Demonstration of Knowledge Report, April 2016

Completed HUD MAP Training, Columbus, Ohio, May 2010

Have presented and spoken at both national Novogradac conferences and other industry events, including the National Council of Housing Market Analysts (NCHMA) Annual Meetings and FHA Symposia, National Housing and Rehabilitation Association Conferences, Institute for Professional and Executive Development (IPED) conferences, and state housing conferences, such as Housing Colorado and Missouri Workforce Housing Association.

V. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

In general, have managed and conducted numerous market analyses and appraisals for various types of commercial real estate since 2003, with an emphasis on affordable multifamily housing.

Conducted and managed appraisals of proposed new construction, rehab and existing Low-Income Housing Tax Credit properties, Section 8 Mark-to-Market properties, HUD MAP Section 221(d)(4) and 223(f) properties, USDA Rural Development, and market rate multifamily developments on a national basis. Analysis includes property screenings, economic and demographic analysis, determination of the Highest and Best Use, consideration and application of the three traditional approaches to value, and reconciliation to a final value estimate. Both tangible real estate values and intangible values in terms of tax credit valuation, beneficial financing, and PILOT are considered. Additional appraisal assignments completed include commercial land valuation, industrial properties for estate purposes, office buildings for governmental agencies, and leasehold interest valuation. Typical clients include developers, lenders, investors, and state agencies.

Managed and conducted market studies for proposed Low-Income Housing Tax Credit, HUD MAP, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis. Property types include proposed multifamily, senior independent living, large family, acquisition/rehabilitation, historic rehabilitation, adaptive reuse, and single family developments. Typical clients include developers, state agencies, syndicators, investors, and lenders.

Completed and have overseen numerous Rent Comparability Studies in accordance with HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.

Performed and managed market studies and appraisals of proposed new construction and existing properties insured and processed under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs.

Performed and have overseen numerous market study/appraisal assignments for USDA RD properties in several states in conjunction with acquisition/rehabilitation redevelopments. Documents are used by states, lenders, USDA, and the developer in the underwriting process. Market studies are compliant to State, lender, and USDA requirements. Appraisals are compliant to lender requirements and USDA HB-1-3560 Chapter 7 and Attachments.

Performed appraisals for estate valuation and/or donation purposes for various types of real estate, including commercial office, industrial, and multifamily assets. These engagements were conducted in accordance with the Internal Revenue Service's Real Property Valuation Guidelines, Section 4.48.6 of the Internal Revenue Manual.

Performed analyses of various real estate asset types subject to USDA 4279-B, Business and Industry Guaranteed Loans, Section 4279.150 guidelines.

Conducted various Highest and Best Use Analyses for proposed development sites nationwide. Completed an analysis of existing and proposed senior supply of all types of real estate, and conducted various

demand and feasibility analyses in order to determine level of need and ultimate highest and best use of the site.

Prepared a three-year Asset Management tracking report for a 16-property portfolio in the southern United States. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.

Performed various community-wide affordable housing market analyses and needs assessments for communities and counties throughout the Midwest and Western states. Analysis included demographic and demand forecasts, interviews with local stakeholders, surveys of existing and proposed affordable supply, and reconciliation of operations at existing supply versus projected future need for affordable housing. Additional analyses included identification of housing gaps, potential funding sources, and determination of appropriate recommendations. These studies are typically used by local, state, and federal agencies in order to assist with housing development and potential financing.

Managed a large portfolio of Asset Management reports for a national real estate investor. Properties were located throughout the nation, and were diverse in terms of financing, design, tenancy, and size. Information compiled included income and expenses, vacancy, and analysis of property's overall position in the market.

Performed appraisals of LIHTC assets for Year 15 purposes; valuations of both the underlying real estate asset and partnership interests have been completed. These reports were utilized to assist in potential disposition options for the property, including sale of the asset, buyout of one or more partners, or potential conversion to market rate.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

State of Illinois Certified General Appraiser No. 553.002704

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

Novogradac & Company LLP, Senior Real Estate Analyst, September 2015- December 2016

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

REAL ESTATE ASSIGNMENTS

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income-producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

SARA N. NACHBAR

I. EDUCATION

Missouri State University – Springfield, MO
Bachelor of Science – Finance

II. PROFESSIONAL EXPERIENCE

Manager, Novogradac & Company LLP
Executive Assistant, Helzberg Entrepreneurial Mentoring Program
Claims Associate, Farmers Insurance Group

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies and assisted in appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7/Appendix 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.
- Conducted more than 40 site inspections for market studies and appraisals throughout the United States for various reports including proposed new construction and rehabilitation multifamily projects.

STATEMENT OF PROFESSIONAL QUALIFICATIONS
Matthew Egerstrom

I. Education

University of Missouri – Columbia, MO
Bachelor of Science in Finance

II. Professional Experience

Novogradac & Company LLP – October 2017 - Present
Analyst

Kforce, Inc – November 2014 – September 2017
Senior Client Relationship Manager

Datasphere Technologies, Inc – February 2014 – October 2014
Senior Account Executive

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Conducted physical inspections of subject properties and comparables to determine condition and evaluate surrounding markets.
- Employed discount cash flow analysis (utilizing Excel) to value income-producing properties and prepare to analyze cash flow forecasts.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

State of Professional Qualifications

Ryan Houghtaling

I. Education

Missouri State University – Springfield, MO
Bachelor of Science General Business

II. Professional Experience

Novogradac & Company LLP – August 2018 – Present
Junior Analyst

State Street Bank – December 2014 – September 2018
Insurance Services, Fund Administration – Associate I
Alternative Investment Solutions – Associate II

III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing markets studies of proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and Housing Choice Voucher information.

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Glynn Pines I & II 78 & 80 Glynnmarsh Drive Brunswick, GA 31525 Glynn County	-	Garden 1-stories 1970/1979 / 2019 Senior	@60% (Section 8)	1BR / 1BA	46	52.3%	602	@60% (Section 8)	\$613	N/A	Yes	2	4.4%
					1BR / 1BA	26	29.6%	602	@60% (Section 8)	\$650	N/A	Yes	1	3.9%
					2BR / 1BA	8	9.1%	734	@60% (Section 8)	\$681	N/A	Yes	0	0.0%
					2BR / 1BA	8	9.1%	734	@60% (Section 8)	\$737	N/A	Yes	0	0.0%
						<u>88</u>								
1	Abbingtion Woods 3000 Abbingtion Woods Drive Brunswick, GA 31523 Glynn County	8.4 miles	Garden 3-stories 2014 / n/a Family	@50%, @60%	1BR / 1BA	4	7.1%	775	@50%	\$448	Yes	Yes	0	0.0%
					1BR / 1BA	6	10.7%	775	@60%	\$498	Yes	Yes	0	0.0%
					2BR / 2BA	13	23.2%	1,162	@50%	\$561	Yes	Yes	0	0.0%
					2BR / 2BA	19	33.9%	1,162	@60%	\$621	Yes	Yes	0	0.0%
					3BR / 2BA	6	10.7%	1,260	@50%	\$638	Yes	Yes	0	0.0%
					3BR / 2BA	8	14.3%	1,260	@60%	\$738	Yes	Yes	0	0.0%
	<u>56</u>											<u>0</u>	<u>0.0%</u>	
2	Eagle's Pointe 104 Eagles Pointe Drive Brunswick, GA 31520 Glynn County	4.0 miles	Garden 3-stories 2003 / n/a Family	@50%, @60%, Market	1BR / 1BA	11	6.6%	821	@50%	\$490	Yes	Yes	0	0.0%
					1BR / 1BA	12	7.1%	821	@60%	\$604	Yes	Yes	0	0.0%
					1BR / 1BA	5	3.0%	821	Market	\$818	N/A	Yes	1	20.0%
					2BR / 2BA	35	20.8%	1,086	@50%	\$561	Yes	Yes	0	0.0%
					2BR / 2BA	32	19.1%	1,086	@60%	\$697	Yes	Yes	0	0.0%
					2BR / 2BA	17	10.1%	1,086	Market	\$926	N/A	Yes	0	0.0%
					3BR / 2BA	13	7.7%	1,209	@50%	\$613	Yes	Yes	0	0.0%
					3BR / 2BA	12	7.1%	1,209	@60%	\$770	Yes	Yes	0	0.0%
					3BR / 2BA	7	4.2%	1,209	Market	\$1,062	N/A	Yes	0	0.0%
					4BR / 3BA	10	6.0%	1,460	@50%	\$651	Yes	Yes	0	0.0%
					4BR / 3BA	9	5.4%	1,460	@60%	\$826	Yes	Yes	0	0.0%
					4BR / 3BA	5	3.0%	1,460	Market	\$1,175	N/A	Yes	0	0.0%
						<u>168</u>								
3	Norwich Commons 3400 Norwich Street Brunswick, GA 31520 Glynn County	2.8 miles	Various 2-stories 2014 / n/a Family	@50%, @60%	2BR / 2BA	2	3.9%	1,150	@50%	\$509	No	Yes	0	0.0%
					2BR / 2BA	10	19.2%	1,150	@60%	\$599	No	Yes	0	0.0%
					3BR / 2BA	3	5.8%	1,300	@50%	\$547	No	Yes	0	0.0%
					3BR / 2BA	3	5.8%	1,300	@50%	\$547	No	Yes	0	0.0%
					3BR / 2BA	17	32.7%	1,300	@60%	\$696	No	Yes	0	0.0%
					3BR / 2BA	13	25.0%	1,300	@60%	\$665	No	Yes	0	0.0%
					4BR / 2BA	1	1.9%	1,450	@50%	\$573	No	Yes	0	0.0%
					4BR / 2BA	3	5.8%	1,450	@60%	\$739	No	Yes	0	0.0%
						<u>52</u>								
4	Whispering Oaks 100 Whispering Oaks Drive Brunswick, GA 31520 Glynn County	2.4 miles	Garden 2-stories 2004 / n/a Family	@50%, @60%, Market	2BR / 2BA	15	20.8%	1,130	@50%	\$551	Yes	Yes	0	0.0%
					2BR / 2BA	14	19.4%	1,130	@60%	\$687	Yes	Yes	0	0.0%
					2BR / 2BA	6	8.3%	1,130	Market	\$751	N/A	Yes	0	0.0%
					3BR / 2BA	15	20.8%	1,260	@50%	\$603	Yes	Yes	0	0.0%
					3BR / 2BA	7	9.7%	1,260	@60%	\$760	Yes	Yes	0	0.0%
					3BR / 2BA	7	9.7%	1,260	Market	\$863	N/A	Yes	0	0.0%
					4BR / 2BA	3	4.2%	1,550	@50%	\$642	Yes	Yes	0	0.0%
					4BR / 2BA	3	4.2%	1,550	@60%	\$817	Yes	Yes	0	0.0%
					4BR / 2BA	2	2.8%	1,550	Market	\$951	N/A	Yes	0	0.0%
	<u>72</u>											<u>0</u>	<u>0.0%</u>	
5	Camelia Apartments 5800 Altama Avenue Brunswick, GA 31525 Glynn County	1.7 miles	Garden 2-stories 1977 / n/a Family	Market	1BR / 1BA	40	36.4%	690	Market	\$753	N/A	No	0	0.0%
					2BR / 1.5BA	50	45.5%	1,032	Market	\$916	N/A	No	2	4.0%
					3BR / 2.5BA	20	18.2%	1,255	Market	\$988	N/A	No	1	5.0%
						<u>110</u>								
6	Merritt Landing Apartments 5700 Altama Avenue Brunswick, GA 31525 Glynn County	1.6 miles	Townhouse 2-stories 1973 / 2018 Family	Market	1BR / 1BA	22	17.2%	682	Market	\$843	N/A	No	1	4.6%
					2BR / 1BA	76	59.4%	925	Market	\$926	N/A	No	1	1.3%
					3BR / 1.5BA	20	15.6%	1,066	Market	\$1,063	N/A	No	1	5.0%
					4BR / 2BA	10	7.8%	1,144	Market	\$1,276	N/A	No	0	0.0%
						<u>128</u>								
7	Morning Tide Apartments 5600 Altama Avenue Brunswick, GA 31525 Glynn County	1.5 miles	Garden 2-stories 1970 / 2015 Family	Market	2BR / 1BA	60	100.0%	950	Market	\$701	N/A	No	1	1.7%
						<u>60</u>								
8	Palm Club Apartments 111 South Palm Drive Brunswick, GA 31525 Glynn County	1.4 miles	Garden 3-stories 1999 / n/a Family	Market	1BR / 1BA	17	12.9%	811	Market	\$1,096	N/A	No	2	11.8%
					1BR / 1BA	17	12.9%	824	Market	\$1,106	N/A	No	0	0.0%
					2BR / 2BA	75	56.8%	1,109	Market	\$1,165	N/A	No	3	4.0%
					3BR / 2BA	23	17.4%	1,343	Market	\$1,369	N/A	No	2	8.7%
	<u>132</u>											<u>7</u>	<u>5.3%</u>	
9	The Reserve At Altama 5801 Altama Avenue Brunswick, GA 31525 Glynn County	2.0 miles	Garden 2-stories 1969 / 2018 Family	Market	1BR / 1BA	20	18.5%	960	Market	\$793	N/A	No	3	15.0%
					2BR / 1.5BA	72	66.7%	1,160	Market	\$951	N/A	No	5	6.9%
					3BR / 2BA	16	14.8%	1,470	Market	\$1,058	N/A	No	2	12.5%
	<u>108</u>											<u>10</u>	<u>9.3%</u>	
10	Westminster Club 3901 Darien Highway Brunswick, GA 31525 Glynn County	1.2 miles	Garden 2-stories 1973 / 2002 Family	Market	1BR / 1BA	56	35.9%	610	Market	\$743	N/A	No	2	3.6%
					2BR / 1.5BA	80	51.3%	1,152	Market	\$851	N/A	No	2	2.5%
					3BR / 2.5BA	14	9.0%	1,320	Market	\$963	N/A	No	1	7.1%
					3.5BR / 2.5BA	6	3.9%	1,623	Market	\$1,013	N/A	No	0	0.0%
	<u>156</u>											<u>5</u>	<u>3.2%</u>	

ADDENDUM E
Subject Floor Plans

