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**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY**

OF:

**LIVE OAK
LANDING II**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: LIVE OAK LANDING II

1210 Wheaton Street
Savannah, Chatham County, Georgia 31404

Effective Date: March 29, 2019
Report Date: May 14, 2019

Prepared for:
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President
W.H. Gross Construction Company
P.O. Box 365
Kingsland, GA 31548

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May 14, 2019

Bill Gross
President
W.H. Gross Construction Company
P.O. Box 365
Kingsland, GA 31548

Re: Application Market Study for Live Oak Landing II, located in Savannah, Chatham County, Georgia

Dear Mr. Gross:

At your request, Novogradac & Company LLP performed a study of the multifamily rental market in the Savannah, Chatham County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. We previously completed an application market study on the first phase of the proposed Subject with an effective date of April 22, 2017 as well as two subsequent market studies with effective dates of January 17, 2018 and June 8, 2018.

The purpose of this market study is to assess the viability of the proposed 54-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 54 revenue generating units, restricted to households earning 50 and 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).

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

BILL GROSS
W.H. GROSS CONSTRUCTION COMPANY
MAY 14, 2019

assessment of the low-income housing rental market. This report is 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.

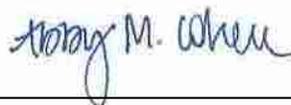
The Stated Purpose of this assignment is for tax credit application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

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



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Addendum

A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Live Oak Landing II will be a newly constructed family property located at 1210 Wheaton Street in Savannah, Chatham County, Georgia, which will consist of one, three-story, garden-style, residential building with community space.

The following table illustrates the proposed unit mix.

PROPOSED RENTS									
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2018 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents		
@50%									
1BR / 1BA	704	2	\$450	\$156	\$606	\$611	\$870		
2BR / 2BA	1,005	8	\$540	\$187	\$727	\$733	\$996		
3BR / 2BA	1,110	3	\$610	\$229	\$839	\$848	\$1,364		
@60%									
1BR / 1BA	704	4	\$525	\$156	\$681	\$734	\$870		
2BR / 2BA	1,005	28	\$615	\$187	\$802	\$880	\$996		
3BR / 2BA	1,110	9	\$685	\$229	\$914	\$1,017	\$1,364		
		54							

Notes (1) Source of Utility Allowance provided by the Developer.

The Subject will offer one, two and three-bedroom units restricted to the 50 and 60 percent of AMI levels. All of the Subject’s proposed rents are below the maximum allowable levels. The Subject will offer balconies/patios, exterior storage, and in-unit washers and dryers, which are not offered by the majority of the comparable properties. The Subject’s proposed in-unit amenity package is considered similar or slightly superior to the comparable LIHTC properties and similar or slightly inferior to the market rate properties. The Subject will offer a business center, community room and exercise facility in terms of community amenities, but lack recreational amenities offered by a number of the comparable properties including swimming pools. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located on the east side of Wheaton Street. The Subject site has good visibility and accessibility from Wheaton Street. The Subject site is currently vacant. Surrounding uses consist of vacant land, an elementary school, small commercial uses and single-family homes in average condition. The first phase of the Subject’s development will be constructed adjacent east of the Subject site, and will exhibit excellent condition upon completion. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 59 out of 100. Crime risk indices in the Subject’s area are elevated but not significantly above levels in the MSA. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 3.3 miles of the Subject site. The Subject site is considered a desirable building site for rental housing.

3. Market Area Definition

The PMA is defined by the Savannah River to the north; Interstate 516, White Bluff Road and Middleground Road to the west; the Harry S Truman Parkway to the south; and the Wilmington and Herb Rivers to the east.

This area includes the majority of the city of Savannah but excludes Hunter Army Airfield. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.7 miles
East: 7.0 miles
South: 11.8 miles
West: 5.7 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a portion of their tenants come from out of state. However, the majority of local tenants are reported to be from Chatham County and the greater Savannah area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 11.8 miles. The SMA is defined as the Savannah, GA Metropolitan Statistical Area (MSA), which consists of Chatham, Effingham and Bryan counties and encompasses 1,169 square miles.

4. Community Demographic Data

The population in the PMA and the MSA increased from 2000 to 2018. The rate of population and household growth is projected to remain stable in both areas through market entry and 2023. The current population of the PMA is 119,043 and is expected to be 122,013 by market entry. Renter households are concentrated in the lowest income cohorts, with 53.7 percent of renters in the PMA earning less than \$30,000 annually. The Subject's LIHTC units will target tenants earning between \$20,777 and \$42,300. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been modest, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 2,471 housing units nationwide was in some stage of foreclosure as of March 2019. The city of Savannah is experiencing a foreclosure rate of one in every 3,262 homes, while Chatham County is experiencing foreclosure rate of one in every 3,165 homes and Georgia experienced one foreclosure in every 3,075 housing units. Overall, Savannah is experiencing a lower foreclosure rate than the nation, and Chatham County as a whole, indicating a stable housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in the accommodation/food services, healthcare/social assistance, and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in accommodation/food services and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The effects of the recession were more pronounced in the MSA, which suffered a 12.1 percent employment contraction, compared to only 4.8 percent across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2016, two years after the overall nation. As of February 2019, MSA employment is below record levels; and is declining at an annualized rate of 0.5 percent, compared to a 1.1 percent increase across the overall nation. However, slow first quarter growth is typical and recent years of employment growth indicate a stable and expanding market. The local economy's reliance on tourism is positive for the Subject's affordable units given the majority of employees in this industry are low-income. The growth of the port of Savannah also bodes well for continued growth in the local economy.

6. Project-Specific Affordability and Demand Analysis

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$20,777	\$26,100	2	996	0	996	0.2%	\$450
1BR @60%	\$23,349	\$31,320	4	1,204	50	1,154	0.3%	\$525
1BR Overall	\$20,777	\$31,320	6	1,398	50	1,348	0.4%	-
2BR @50%	\$24,926	\$29,350	8	892	0	892	0.9%	\$540
2BR @60%	\$27,497	\$35,220	28	1,079	96	983	2.8%	\$615
2BR Overall	\$24,926	\$35,220	36	1,253	96	1,157	3.1%	-
3BR @50%	\$28,766	\$35,250	3	347	0	347	0.9%	\$610
3BR @60%	\$31,337	\$42,300	9	420	92	328	2.7%	\$685
3BR Overall	\$24,926	\$42,300	12	487	92	395	3.0%	-
@50% Overall	\$20,777	\$35,250	13	2,235	0	2,235	0.6%	-
@60% Overall	\$23,349	\$42,300	41	2,702	238	2,464	1.7%	-
Overall	\$20,777	\$42,300	54	3,138	238	2,900	1.9%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

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 11 “true” comparable properties containing 1,242 units.

The availability of LIHTC data is considered good; there are 22 LIHTC properties in the PMA. However, a number of these properties were excluded as they target senior tenants. We included six LIHTC properties, all of which are located in the PMA within 2.8 miles of the Subject site. These properties offer a variety of AMI levels and one, two and three-bedroom units, similar to the proposed Subject.

The availability of market rate data is considered good. There are few market rate properties in the Subject’s immediate community and a limited amount of new construction market rate properties. We included five market rate properties, all of which are located within 2.5 miles of the Subject site. These properties include older developments as well as a new construction property. Other market rate properties are excluded based on proximity and unit types.

When comparing the Subject’s rents to the average comparable rent, we do not include 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 do not include 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 COMPARABLE RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50%	\$450	\$577	\$1,770	\$810	80%
1BR / 1BA	@60%	\$525	\$577	\$1,770	\$810	54%
2BR / 2BA	@50%	\$540	\$687	\$2,675	\$956	78%
2BR / 2BA	@60%	\$615	\$687	\$2,675	\$959	56%
3BR / 2BA	@50%	\$610	\$797	\$1,192	\$959	57%
3BR / 2BA	@60%	\$685	\$797	\$1,192	\$959	40%

As illustrated the Subject’s proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. The Subject’s LIHTC rents will offer an advantage of 40 to 80 percent over the surveyed average of the comparable properties. Additionally, the Subject’s rents at the 50 and 60 percent of AMI level are below the surveyed range of all comparable rents.

Park and Broad reported the highest unrestricted rents in the market. This property is a 70-unit, lowrise development located 0.8 miles west of the Subject site and is the closest unrestricted property to the Subject. The property was built in 2018, and currently exhibits similar condition relative to the proposed Subject that will be new construction. The manager at Park and Broad reported the property as fully occupied, indicating the current rents are well accepted in the market. Park and Broad offers walk-in closets and a swimming pool, both of which the proposed Subject will lack. However, the proposed Subject will offer a business center, which is not offered by Park and Broad. The property amenity package offered by Park and Broad is considered similar relative to the Subject's amenities but this property offers a slightly superior in-unit amenity package to the Subject. The Subject’s proposed unit sizes are similar to the unit sizes offered by Park and Broad. As such, we believe the Subject could achieve rents similar to the current rents at this property. Park and Broad’s rents are significantly above the other unrestricted rents in the market, which indicates there is likely a substantial premium for new construction developments located near downtown Savannah. The Subject’s affordable rents offer an advantage of 193 to 253 percent over the lowest rents at Park and Broad. Therefore, the Subject’s rents appear achievable as a new construction, well-amenitized property.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from five of the comparable properties, in addition to other recently opened developments in the downtown Savannah area. This information is illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Units Absorbed/ Month
Park and Broad	Market	Family	2018	70	70
The View At Oglethorpe II	LIHTC	Family	2018	100	13
The View At Oglethorpe I	LIHTC	Family	2017	72	12
Legends At Chatham	Market	Family	2015	255	15
The Hue	Market	Family	2013	149	15
Savannah Gardens III	LIHTC	Family	2013	95	14
Sustainable Fellwood III	LIHTC	Senior	2012	100	30
Sustainable Fellwood II	LIHTC	Family	2011	110	18
Savannah Gardens I	LIHTC	Family	2011	115	11

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The surveyed properties reported absorption paces of 11 to 70 units per month. However, the majority of the LIHTC properties reported absorption paces of 11 to 18 units per month. We believe the Subject would experience an absorption pace of 15 units per month, similar to the recently opened comparable LIHTC properties. This indicates an absorption period of three to four months to reach 93 percent occupancy.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is strong demand for the Subject property as proposed. There is a significant amount of proposed and under construction supply in the Savannah market; however, there is only one under construction LIHTC property that will be directly competitive with the proposed Subject. The LIHTC comparables are experiencing a weighted average vacancy rate of 1.9 percent, which is considered low. Additionally, 10 of the 11 vacant LIHTC units in the market are pre-leased at this time. The LIHTC properties also reported maintaining waiting lists, some of which are extensive. The Subject will offer in-unit washers and dryers, microwaves, an exercise facility, and a business center, which several of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject will offer rents at the 50 and 60 percent of AMI levels. There is limited unsubsidized competition at the 50 percent of AMI level. All of the comparable properties reported achieving the maximum allowable rents at the 60 percent of AMI level and we believe the Subject's proposed rents, which are below the maximum allowable levels, are reasonable and achievable. The Subject's proposed rents are below all surveyed rents in the market and have significant advantage compared to unrestricted rents in the market. We believe the Subject's proposed rents are reasonable based on its anticipated superior condition and discount to existing rents in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy rates at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

Summary Table:

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

Development Name:	<u>Live Oak Landing II</u>	Total # Units:	<u>54</u>
Location:	<u>1210 Wheaton St Savannah, GA 31404</u>	# LIHTC Units:	<u>54</u>
PMA Boundary:	<u>Savannah River to the north; Interstate 516, White Bluff Road and Middleground Road to the west; the Harry S Truman Parkway to the south; and the Wilmington and Herb Rivers to the east</u>		
	Farthest Boundary Distance to Subject:	<u>11.8 miles</u>	

Rental Housing Stock (found on page 73)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	61	7,806	379	95.1%
Market-Rate Housing	25	3,681	143	96.1%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	17	1,955	74	96.2%
LIHTC	19	2,170	162	92.5%
Stabilized Comps	61	7,806	379	95.1%
Properties in Construction & Lease Up	13	1,889	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
2	1BR at 50% AMI	1	704	\$450	\$810	\$1.15	80%	\$1,770	\$2.24
8	2BR at 50% AMI	2	1,005	\$540	\$956	\$0.95	77%	\$2,675	\$1.97
3	3BR at 50% AMI	2	1,110	\$610	\$959	\$0.86	57%	\$1,192	\$0.94
4	1BR at 60% AMI	1	704	\$525	\$810	\$1.15	54%	\$1,770	\$2.24
28	2BR at 60% AMI	2	1,005	\$615	\$956	\$0.95	55%	\$2,675	\$1.97
9	3BR at 60% AMI	2	1,110	\$685	\$959	\$0.86	40%	\$1,192	\$0.94

Capture Rates (found on page 61)

Targeted Population	@50%	@60%	-	Market-rate	Other: __	Overall
Capture Rate:	0.6%	1.7%	-	-	-	1.9%

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

B. PROJECT DESCRIPTION

The Subject site is located at 1210 Wheaton Street in Savannah, Chatham County, Georgia 31404. The Subject site is currently vacant.

PROJECT DESCRIPTION

- 1. Project Address and Development Location:**
- 2. Construction Type:** The Subject will consist of one, three-story, garden-style, residential building with community space. The Subject will be new construction.
- 3. Occupancy Type:** Families.
- 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:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

Live Oak Landing II											
Location	1210 Wheaton St Savannah, GA 31404 Chatham County										
Units	54										
Type	Garden (3 stories)										
Year Built / Renovated	2021 / n/a										
Market											
Program	@50%, @60%			Leasing Pace				n/a			
Annual Turnover Rate	N/A			Change in Rent (Past Year)				n/a			
Units/Month Absorbed	n/a			Concession							
Section 8 Tenants	N/A										
Utilities											
A/C	not included – central			Other Electric				not included			
Cooking	not included – electric			Water				not included			
Water Heat	not included – electric			Sewer				not included			
Heat	not included – electric			Trash Collection				included			
Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Garden (3 stories)	2	704	\$450	\$0	@50%	n/a	N/A	N/A	no
1	1	Garden (3 stories)	4	704	\$525	\$0	@60%	n/a	N/A	N/A	no
2	2	Garden (3 stories)	8	1,005	\$540	\$0	@50%	n/a	N/A	N/A	no
2	2	Garden (3 stories)	28	1,005	\$615	\$0	@60%	n/a	N/A	N/A	no
3	2	Garden (3 stories)	3	1,110	\$610	\$0	@50%	n/a	N/A	N/A	no
3	2	Garden (3 stories)	9	1,110	\$685	\$0	@60%	n/a	N/A	N/A	no
Amenities											
In-Unit	Balcony/Patio			Property	Business			Security	Limited Access		
	Blinds				Center/Computer Lab			Premium	none		
	Carpeting				Clubhouse/Meeting			Other	none		
	Central A/C				Room/Community			Services	Adult Education		
	Dishwasher				Room						
	Garbage Disposal				Exercise Facility						
	Microwave				Off-Street Parking						
	Oven				On-Site Management						
	Refrigerator				Picnic Area						
	Washer/Dryer										
Comments											
Adult education will include classes on healthy eating, computers and technology as well as fitness. The proposed utility allowances are \$156 for one-bedroom units, \$187 for two-bedroom units and \$229 for three-bedroom units.											

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in September 2020 and be completed in September 2021. We have utilized 2021 as the market entry year for demographic purposes according to the DCA Market Study Manual.
- Conclusion:** The Subject will be an excellent-quality, three-story, garden-style development, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

C. SITE EVALUATION

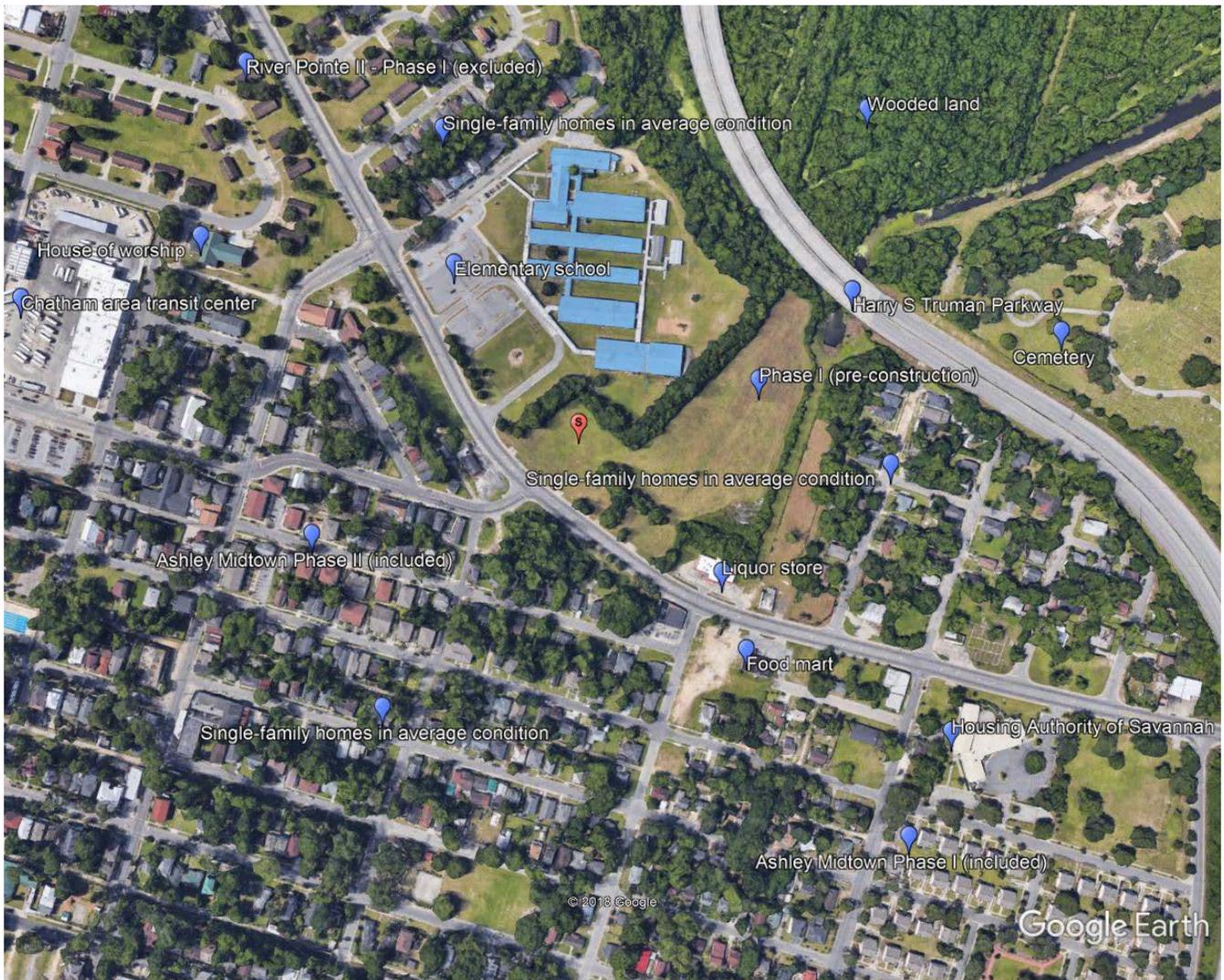
1. **Date of Site Visit and Name of Inspector:** Abby Cohen visited the site on March 29, 2019.

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

Frontage: The Subject site has frontage along the east side of Wheaton Street.

Visibility/Views: The Subject will be located on the eastern side of Wheaton Street. Visibility of the Subject site is considered excellent from Wheaton Street, a moderately-trafficked road. Views will initially consist of wooded land, the Harry S Truman Parkway and an elementary school. However, upon completion of the first phase of the Subject’s development, views will also consist of an excellent condition multifamily property. Overall, views are considered good.

Surrounding Uses: The following map illustrates the surrounding land uses.



Source: Google Earth, April 2019.

The Subject site is located on the east side of Wheaton Street. The Subject site is currently vacant land. Adjacent east is the first phase of the Subject site, which is currently in pre-construction. Once completed, this property will exhibit excellent condition. North of the Subject site is vacant wooded land and the Harry S Truman Parkway. Northwest of the Subject is a recently renovated elementary school. Farther northwest is River Pointe II – Phase I, which is a 74-unit, Section 8 development that was renovated in 2017 under the RAD program and currently exhibits good condition. Immediately south of the Subject site on Wheaton Street is a liquor store and two small food markets in average condition. Farther south of the Subject site are single-family homes, the majority of which exhibit average condition. However, there are some homes in fair condition in this neighborhood. Additionally, the homes of Ashely Midtown Phase II, which is a scattered-site development, are located in this neighborhood and exhibit good condition. East of the Subject site are additional single-family homes in average condition, followed by the Hillcrest Abbey East cemetery. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Somewhat Walkable” by *Walkscore* with a rating of 59 out of 100. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 3.3 miles of the Subject site. The Subject site is considered a desirable building site for rental housing.

Positive/Negative Attributes of Site:

The Subject’s proximity to locational amenities is considered a positive attribute. The Subject site is located 1.4 miles from downtown Savannah. Additionally, the Subject site is within close proximity to the Harry S Truman Parkway, which provides convenient access to locational amenities throughout the city. However, there are a limited number of retail uses in the Subject’s immediate neighborhood and the existing retail uses exhibit fair to average condition, which is considered a negative attribute.

3. Physical Proximity to Locational Amenities:

The Subject is located within 3.3 miles of all locational amenities.

4. Pictures of Site and Adjacent Uses:

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



Subject site



Subject site



Subject site



Subject site



Construction on Live Oak Landing I – first phase of the Subject



Construction on Live Oak Landing I – first phase of the Subject



Construction on Live Oak Landing I – first phase of the Subject



Construction on Live Oak Landing I – first phase of the Subject



Liquor store south of the Subject site



Liquor store south of the Subject site



Food mart south of the Subject site



Food mart south of the Subject site



Single-family homes southwest of the Subject site



Single-family homes southwest of the Subject site



Single-family homes southwest of the Subject site



Single-family homes southwest of the Subject site



Elementary School north of the Subject site



Elementary School north of the Subject site



River Pointe II – Phase I – north of Subject site



River Pointe II – Phase I – north of Subject site



Savannah Housing Authority east of the Subject site



Cemetery east of the Subject site



Cemetery east of the Subject site



Commercial buildings north of the Subject site on Wheaton Street



Commercial buildings north of the Subject site on Wheaton Street



Commercial buildings north of the Subject site on Wheaton Street



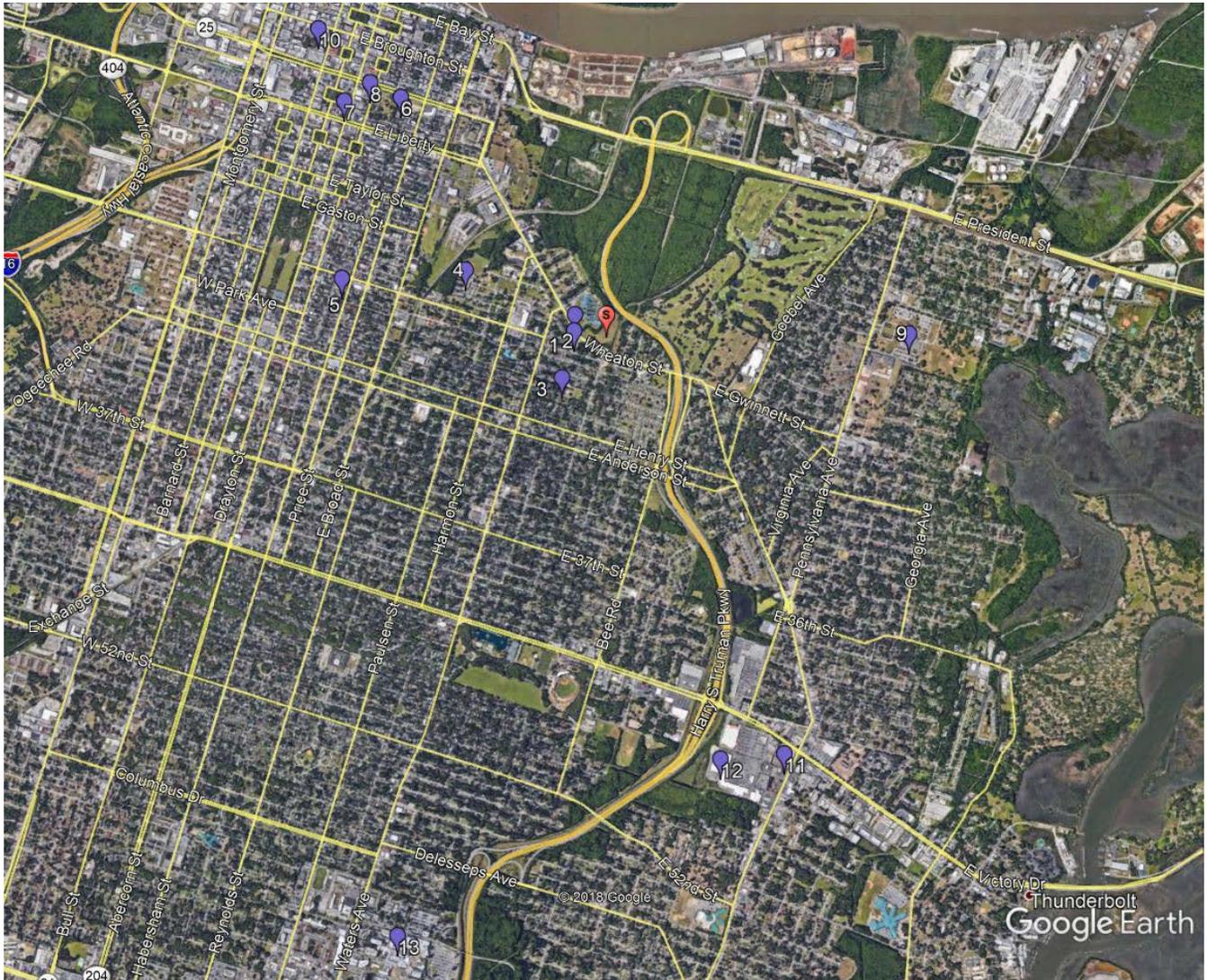
Commercial buildings north of the Subject site on Wheaton Street



County government office north of the Subject site on Wheaton Street

5. Proximity to Locational Amenities:

The following table details the Subject's distance from key locational amenities.



Source: Google Earth, April 2019.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Driving)
1	Wheaton and Live Oak Bus Stop	0.1 miles
2	Williams Elementary School	0.1 miles
3	Live Oak Park	0.2 miles
4	Hubert Middle School	0.7 miles
5	Kroger Grocery and Pharmacy	1.0 miles
6	Savannah Police Department	1.2 miles
7	Colony Bank	1.4 miles
8	Savannah Fire Station 3	1.5 miles
9	Savannah Early College High School	1.6 miles
10	U.S. Post Office	1.8 miles
11	CVS	2.0 miles
12	Target	2.1 miles
13	Memorial Hospital	3.3 miles

6. Description of Land Uses

The Subject site is located on the east side of Wheaton Street. The Subject site is currently vacant land. Adjacent east is the first phase of the Subject site, which is currently in pre-construction. Once completed, this property will exhibit excellent condition. North of the Subject site is vacant wooded land and the Harry S Truman Parkway. Northwest of the Subject is a recently renovated elementary school. Farther northwest is River Pointe II – Phase I, which is a 74-unit, Section 8 development that was renovated in 2017 under the RAD program and currently exhibits good condition. Immediately south of the Subject site on Wheaton Street is a liquor store and two small food markets in average condition. Farther south of the Subject site are single-family homes, the majority of which exhibit average condition. However, there are some homes in fair condition in this neighborhood. Additionally, the homes of Ashely Midtown Phase II, which is a scattered-site development, are located in this neighborhood and exhibit good condition. East of the Subject site are additional single-family homes in average condition, followed by the Hillcrest Abbey East cemetery. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Somewhat Walkable” by *Walkscore* with a rating of 59 out of 100. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 3.3 miles of the Subject site. The Subject site is considered a desirable building site for rental housing.

7. Crime:

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

2018 CRIME INDICES

	PMA	Savannah, GA Metropolitan Statistical Area
Total Crime*	201	153
Personal Crime*	169	123
Murder	328	221
Rape	106	82
Robbery	306	205
Assault	107	86
Property Crime*	205	157
Burglary	217	164
Larceny	201	157
Motor Vehicle Theft	200	146

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

*Unweighted aggregations

Total crime risk indices in the PMA are more than double the national average, and above the surrounding MSA. Both geographic

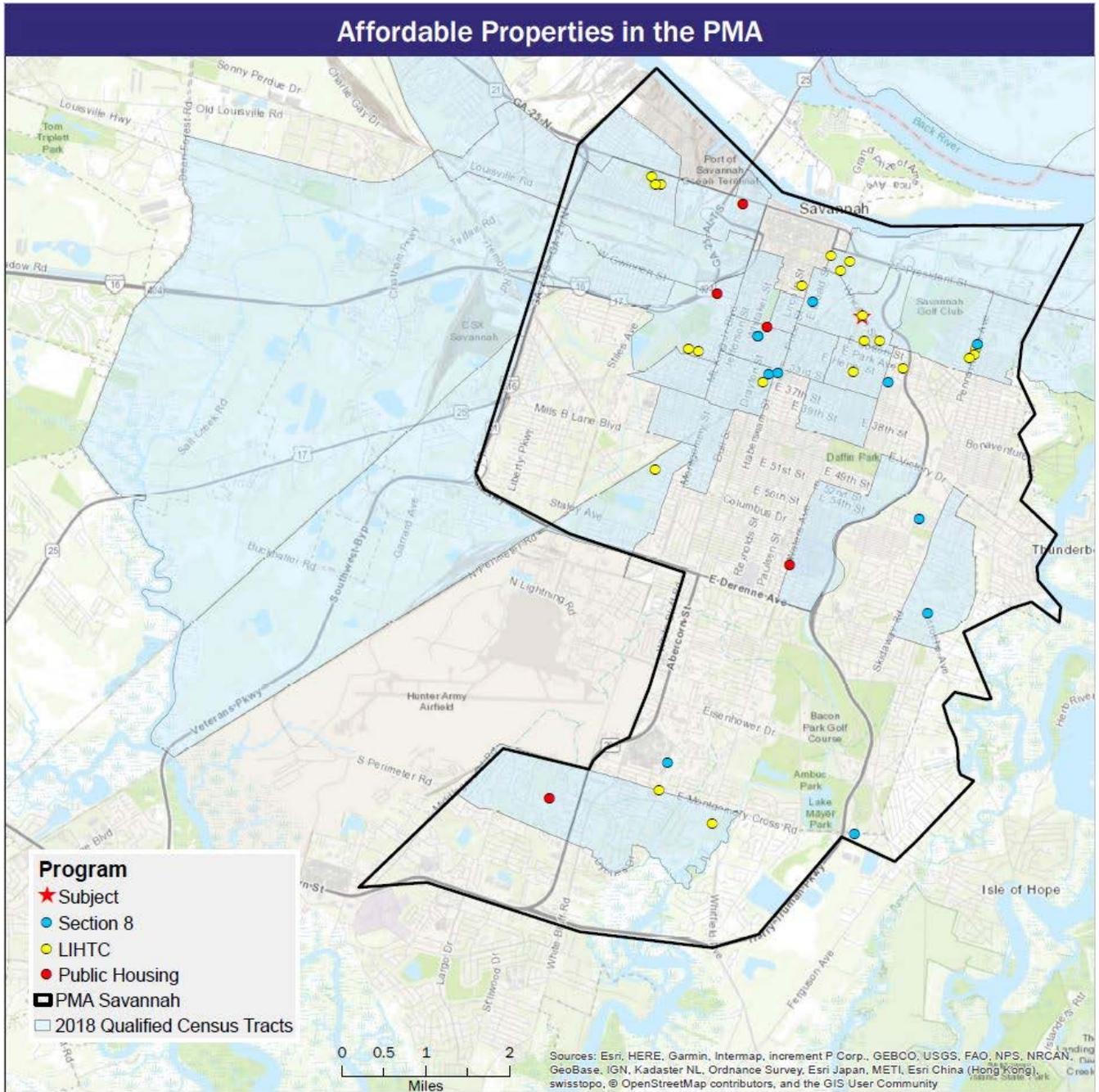
areas feature crime risk indices above the overall nation. The Subject will offer limited access in terms of security features. Ten of the 11 comparable properties offer some form of security feature. Sustainable Fellwood I and II offer only a security patrol and Chelsea at Five Points offers only video surveillance. Therefore, we believe the Subject's proposed security package is reasonable.

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color	
River Pointe II - Phase II	LIHTC/ACC/Market	Savannah	Family	52	-	Star	
Ashley Midtown Phase I	LIHTC/ Market	Savannah	Family	168	0.4 miles	Yellow	
Ashley Midtown Phase II	LIHTC	Savannah	Family	38	0.2 miles		
Sustainable Fellwood I	LIHTC/ Market	Savannah	Family	110	2.7 miles		
Sustainable Fellwood II	LIHTC/ Market	Savannah	Family	110	2.8 miles		
The View At Oglethorpe I	LIHTC/ Market	Savannah	Family	72	0.8 miles		
The View At Oglethorpe II	LIHTC/Section 8/ Market	Savannah	Family	100	0.8 miles		
Live Oak Landing I*	LIHTC/ Market	Savannah	Senior	70	0.1 miles		
Romana - Riley Lofts*	LIHTC/ Market	Savannah	Senior	57	0.5 miles		
Woodlands Of Montgomery*	LIHTC	Savannah	Family	246	5.6 miles		
Heritage Corner & Heritage Row	LIHTC	Savannah	Family	70	2.0 miles		
Live Oak Plantation Apartments	LIHTC/ Market	Savannah	Family	208	5.1 miles		
Montgomery Landing	LIHTC/ Market	Savannah	Family	144	2.7 miles		
River Pointe I	LIHTC	Savannah	Family	206	1.0 miles		
River Pointe II - Phase I	LIHTC	Savannah	Family	74	0.3 miles		
Rose Of Sharon	LIHTC/ Section 8	Savannah	Senior	204	1.0 miles		
Savannah Gardens I	LIHTC	Savannah	Family	115	0.9 miles		
Savannah Gardens III	LIHTC/ Market	Savannah	Family	95	1.0 miles		
Savannah Gardens IV	LIHTC/ Market	Savannah	Family	114	1.0 miles		
Savannah Gardens V	LIHTC/ Market	Savannah	Family	76	1.1 miles		
Sister's Court Apartments	LIHTC	Savannah	Senior	78	1.3 miles		
Sustainable Fellwood III	LIHTC/ Market	Savannah	Senior	100	2.8 miles		
Heritage Place	LIHTC/HOME	Savannah	Family	88	1.9 miles		
Veranda At Midtown	PBRA/Market	Savannah	Senior	100	0.5 miles		
Cars V Inc	Section 8	Savannah	Senior	5	1.9 miles		Blue
Habersham And Hamilton Place	Section 8	Savannah	Disabled	24	1.1 miles		
Ihs Savannah	Section 8	Savannah	Family	17	5.1 miles		
Ponderosa Forest Apartments	Section 8	Savannah	Family	56	2.9 miles		
Savannah Gardens II	Section 8	Savannah	Senior	39	1.0 miles		
SNAP I	Section 8	Savannah	Family	100	1.3 miles		
SNAP II	Section 8	Savannah	Family	89	1.3 miles		
SNAP III	Section 8	Savannah	Family	44	1.3 miles		
St John's Villa Apartments	Section 8	Savannah	Senior	19	0.8 miles		
The Woods Of Savannah	Section 8	Savannah	Senior	94	4.9 miles		
Thomas Francis Williams Court Apts	Section 8	Savannah	Senior	151	1.2 miles		
Horace Stillwell Towers	Public Housing	Savannah	Senior	287	2.5 miles	Red	
Kayton And Frazier Homes	Public Housing	Savannah	Family	499	1.7 miles		
Pickens Patterson Terrace	Public Housing	Savannah	Family	77	5.8 miles		
Telfair Arms Apartments	Public Housing	Savannah	Family	53	1.2 miles		
Yamacraw Village	Public Housing	Savannah	Family	301	1.9 miles		

*Under construction or proposed



9. Road, Infrastructure or Proposed Improvements:

We did not witness any road, infrastructure or proposed improvements during our field work.

10. Access, Ingress-Egress and Visibility of Site:

The Subject site can be accessed from Wheaton Street, which is a two-lane, moderately trafficked road. Wheaton Street provides access to Savannah’s central business district 1.4 miles to the north. Overall, access and visibility are considered good.

11. Conclusion:

The Subject site is located on the east side of Wheaton Street. The

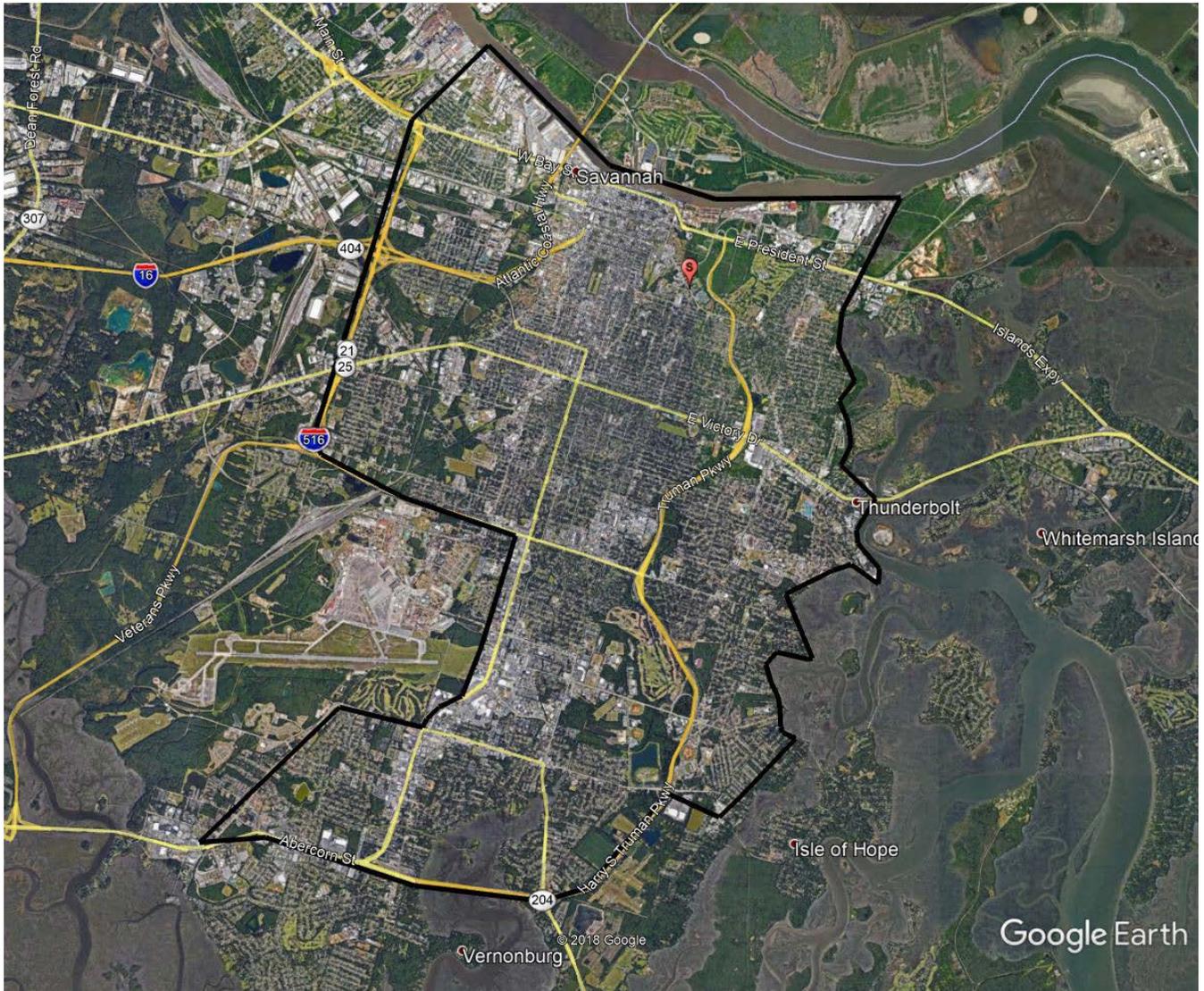
Subject site has good visibility and accessibility from Wheaton Street. The Subject site is currently vacant. Surrounding uses consist of vacant land, an elementary school, small commercial uses and single-family homes in average condition. The first phase of the Subject's development will be constructed adjacent east of the Subject site, and will exhibit excellent condition upon completion. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Somewhat Walkable" by *Walkscore* with a rating of 59 out of 100. Crime risk indices in the Subject's area are elevated but not significantly above levels in the MSA. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 3.3 miles of the Subject site. The Subject site is considered a desirable building site for rental housing.

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 below market rents.

Primary Market Area Map



Source: Google Earth, March 2019.

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 Savannah, GA MSA are areas of growth or contraction.

The PMA is defined by the Savannah River to the north; Interstate 516, White Bluff Road and Middleground Road to the west; the Harry S Truman Parkway to the south; and the Wilmington and Herb Rivers to the east.

This area includes the majority of the city of Savannah but excludes Hunter Army Airfield. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.7 miles
East: 7.0 miles
South: 11.8 miles
West: 5.7 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a portion of their tenants come from out of state. However, the majority of local tenants are reported to be from Chatham County and the greater Savannah area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 11.8 miles. The SMA is defined as the Savannah, GA Metropolitan Statistical Area (MSA), which consists of Chatham, Effingham and Bryan counties and encompasses 1,169 square miles.

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 Savannah, 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 Savannah, GA MSA. We utilized September 2021, the Subject’s anticipated completion date, as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, within the population in the MSA, the PMA and nationally from 2000 through 2023.

1a. Total Population

The following table illustrates the total population within the PMA, SMA and nation from 2000 through 2023.

Year	POPULATION					
	PMA		Savannah, GA Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	116,178	-	291,839	-	281,038,168	-
2010	111,818	-0.4%	346,607	1.9%	308,745,538	1.0%
2018	119,043	0.8%	395,724	1.7%	330,088,686	0.8%
Projected Mkt Entry September 2021	122,013	0.8%	416,020	1.6%	338,870,484	0.8%
2023	123,733	0.8%	427,771	1.6%	343,954,683	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

Between 2010 and 2018, the PMA experienced 0.8 percent annual population growth in the PMA, which is below growth in the MSA but similar to national population growth over the same time period. Through market entry and 2023, the population growth in the PMA, MSA and nation are expected to remain stable. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

1b. Total Population by Age Group

The following table illustrates the total population within the PMA, MSA and nation from 2000 to 2023.

POPULATION BY AGE GROUP

Age Cohort	PMA				2023
	2000	2010	2018	Projected Mkt Entry September 2021	
0-4	8,067	7,774	7,538	7,706	7,804
5-9	8,565	6,831	7,136	7,164	7,180
10-14	8,502	6,271	6,696	6,842	6,927
15-19	8,874	9,158	8,729	8,945	9,070
20-24	10,416	12,633	12,199	12,033	11,937
25-29	8,909	9,424	10,049	9,749	9,576
30-34	7,685	7,197	8,377	8,577	8,693
35-39	7,958	6,021	6,940	7,266	7,455
40-44	7,975	6,028	5,975	6,522	6,839
45-49	7,140	6,836	6,187	6,178	6,173
50-54	6,673	7,059	6,465	6,376	6,325
55-59	5,092	6,445	7,036	6,750	6,585
60-64	4,283	5,760	7,004	7,212	7,332
65-69	3,937	4,112	6,104	6,504	6,736
70-74	3,843	3,062	4,615	5,271	5,651
75-79	3,529	2,629	3,161	3,779	4,137
80-84	2,477	2,153	2,116	2,402	2,567
85+	2,253	2,425	2,715	2,733	2,744
Total	116,178	111,818	119,042	122,012	123,731

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

POPULATION BY AGE GROUP

Age Cohort	Savannah, GA Metropolitan Statistical Area				2023
	2000	2010	2018	Projected Mkt Entry September 2021	
0-4	20,266	24,359	25,599	26,880	27,621
5-9	21,713	23,086	25,658	26,695	27,296
10-14	21,809	22,216	24,960	26,589	27,532
15-19	21,385	25,604	26,200	27,852	28,809
20-24	22,134	29,816	30,416	30,311	30,250
25-29	21,454	27,524	30,248	30,019	29,887
30-34	20,603	23,740	29,319	30,900	31,815
35-39	22,901	22,206	27,080	29,299	30,584
40-44	22,801	21,875	23,741	26,549	28,175
45-49	19,930	23,945	23,662	23,954	24,123
50-54	17,929	23,579	23,903	24,048	24,132
55-59	13,665	20,534	24,904	24,196	23,786
60-64	11,017	18,088	23,033	24,260	24,971
65-69	9,468	13,209	20,011	21,598	22,516
70-74	8,833	9,343	14,818	17,072	18,377
75-79	7,317	7,034	9,829	11,970	13,210
80-84	4,720	5,412	6,076	7,210	7,867
85+	3,891	5,037	6,267	6,617	6,819
Total	291,836	346,607	395,724	416,020	427,770

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

The largest age cohorts in the PMA are between 20 and 29, which indicates the presence of students and young families.

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, within the population in 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		Savannah, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	46,081	-	110,617	-	105,403,008	-
2010	44,328	-0.4%	131,360	1.9%	116,716,296	1.1%
2018	46,532	0.6%	148,672	1.6%	124,110,017	0.8%
Projected Mkt Entry September 2021	47,659	0.8%	155,845	1.5%	127,115,763	0.8%
2023	48,312	0.8%	159,998	1.5%	128,855,931	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

AVERAGE HOUSEHOLD SIZE

Year	PMA		Savannah, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.45	-	2.56	-	2.59	-
2010	2.42	-0.1%	2.55	-0.1%	2.58	-0.1%
2018	2.42	0.0%	2.56	0.1%	2.59	0.1%
Projected Mkt Entry September 2021	2.43	0.1%	2.58	0.1%	2.60	0.1%
2023	2.43	0.1%	2.58	0.1%	2.61	0.1%

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

The number of households in the PMA contracted moderately between 2000 and 2010, and the MSA and the nation grew at rates of 1.9 percent and 1.1 percent respectively. Between 2010 and 2018; however, annual household growth in the PMA increased to 0.6 percent, similar the rate of growth in the nation at 0.8 percent, but less than growth in the MSA at 1.6 percent. Through the projected market entry date and 2023, household growth in the PMA is projected to match the nation at 0.8 percent, but trail the MSA growth rate of 1.5 percent. The average household size in the PMA is slightly smaller than that of the MSA and the nation and has increased minimally since 2000.

2b. Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	23,321	50.6%	22,760	49.4%
2018	19,978	42.9%	26,554	57.1%
Projected Mkt Entry September 2021	20,923	43.9%	26,736	56.1%
2023	21,470	44.4%	26,842	55.6%

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

As the table illustrates, households within the PMA reside in predominately renter-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

2c. Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2018		Projected Mkt Entry September 2021		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	5,430	20.4%	5,291	19.8%	5,211	19.4%
\$10,000-19,999	5,015	18.9%	4,915	18.4%	4,857	18.1%
\$20,000-29,999	3,826	14.4%	3,772	14.1%	3,740	13.9%
\$30,000-39,999	3,049	11.5%	2,927	10.9%	2,857	10.6%
\$40,000-49,999	2,662	10.0%	2,739	10.2%	2,783	10.4%
\$50,000-59,999	1,632	6.1%	1,658	6.2%	1,673	6.2%
\$60,000-74,999	1,703	6.4%	1,787	6.7%	1,836	6.8%
\$75,000-99,999	1,234	4.6%	1,342	5.0%	1,404	5.2%
\$100,000-124,999	699	2.6%	754	2.8%	786	2.9%
\$125,000-149,999	573	2.2%	653	2.4%	699	2.6%
\$150,000-199,999	404	1.5%	472	1.8%	511	1.9%
\$200,000+	327	1.2%	427	1.6%	485	1.8%
Total	26,554	100.0%	26,736	100.0%	26,842	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, May 2019

HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2018		Projected Mkt Entry September 2021		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	6,811	14.6%	6,672	14.0%	6,592	13.6%
\$10,000-19,999	7,310	15.7%	7,192	15.1%	7,123	14.7%
\$20,000-29,999	6,041	13.0%	6,037	12.7%	6,035	12.5%
\$30,000-39,999	5,351	11.5%	5,233	11.0%	5,165	10.7%
\$40,000-49,999	4,558	9.8%	4,697	9.9%	4,778	9.9%
\$50,000-59,999	3,400	7.3%	3,501	7.3%	3,559	7.4%
\$60,000-74,999	3,748	8.1%	3,921	8.2%	4,021	8.3%
\$75,000-99,999	3,477	7.5%	3,787	7.9%	3,966	8.2%
\$100,000-124,999	2,272	4.9%	2,433	5.1%	2,526	5.2%
\$125,000-149,999	1,315	2.8%	1,518	3.2%	1,636	3.4%
\$150,000-199,999	1,098	2.4%	1,271	2.7%	1,371	2.8%
\$200,000+	1,151	2.5%	1,397	2.9%	1,540	3.2%
Total	46,532	100.0%	47,659	100.0%	48,312	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, May 2019

The Subject’s LIHTC units will target tenants earning between \$20,777 and \$42,300. As the table above depicts, approximately 33.3 percent of renter households in the PMA are earning incomes between \$10,000 and \$29,999, which is comparable to the 29.3 percent of renter households in the MSA in 2018. For the projected market entry date of September 2021, these percentages are projected to slightly decrease to 32.5 percent and 28.1 percent for the PMA and MSA, respectively.

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

The following table illustrates household size for all households in 2018, 2021 and 2023. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2018		Projected Mkt Entry September 2021		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	10,508	39.6%	10,681	39.9%	10,781	40.2%
2 Persons	7,078	26.7%	7,070	26.4%	7,066	26.3%
3 Persons	4,013	15.1%	4,030	15.1%	4,040	15.1%
4 Persons	2,448	9.2%	2,463	9.2%	2,472	9.2%
5+ Persons	2,507	9.4%	2,492	9.3%	2,483	9.3%
Total Households	26,554	100%	26,736	100%	26,842	100%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, May 2019

The majority of renter households in the PMA are one to three-person households.

Conclusion

The population in the PMA and the MSA increased from 2000 to 2018. The rate of population and household growth is projected to remain stable in both areas through market entry and 2023. The current population of the PMA is 119,043 and is expected to be 122,013 by market entry. Renter households are concentrated in the lowest income cohorts, with 53.7 percent of renters in the PMA earning less than \$30,000 annually. The Subject’s LIHTC units will target tenants earning between \$20,777 and \$42,300.

Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been modest, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

F. EMPLOYMENT TRENDS

Employment Trends

The PMA and Chatham County are economically reliant on tourism and the Port of Savannah, the fourth busiest and fastest growing port in the nation. Employment is concentrated in industries relating to or supporting the port, which is on pace to continue year over year growth. Industries related to tourism also represent major employment sectors in the PMA. Employment levels decreased during the national recession but have surpassed pre-recession highs and is now in an expansionary phase.

1. Covered Employment

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

COVERED EMPLOYMENT		
Chatham County, Georgia		
Year	Total Employment	% Change
2008	127,004	-
2009	119,831	-6.0%
2010	114,777	-4.4%
2011	116,650	1.6%
2012	119,798	2.6%
2013	120,499	0.6%
2014	122,124	1.3%
2015	125,482	2.7%
2016	129,105	2.8%
2017	132,767	2.8%
2018	134,641	1.4%
2019 YTD Average	133,664	0.7%
Jan-18	133,070	-
Jan-19	133,664	0.4%

Source: U.S. Bureau of Labor Statistics

YTD as of Mar 2019

As illustrated in the table above, Chatham County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth quickly rebounded and Chatham County exhibited employment growth from 2011 through 2019. While employment growth has slowed through the first four months of 2019, total employment in Chatham County increased 0.4 percent from January 2018 to January 2019.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Chatham County, Georgia as of the second quarter of 2019.

TOTAL JOBS BY INDUSTRY
Chatham County, Georgia - Q2 2018

	Number	Percent
Total, all industries	137,491	-
Goods-producing	21,814	-
Natural resources and mining	76	0.1%
Construction	6,316	4.6%
Manufacturing	15,422	11.2%
Service-providing	115,677	-
Trade, transportation, and utilities	36,878	26.8%
Information	3,195	2.3%
Financial activities	5,163	3.8%
Professional and business services	18,406	13.4%
Education and health services	23,111	16.8%
Leisure and hospitality	24,163	17.6%
Other services	4,510	3.3%
Unclassified	251	0.2%

Source: Bureau of Labor Statistics, 2019

Trade, transportation, and utilities is the largest industry in Chatham County, followed by leisure and hospitality, education and health services, and professional and business services. These industries are and are historically stable industries. The following table illustrates employment by industry for the PMA as of 2018 (most recent year available).

2018 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Accommodation/Food Services	8,592	16.2%	11,958,374	7.6%
Healthcare/Social Assistance	7,331	13.8%	22,154,439	14.0%
Retail Trade	6,510	12.3%	17,381,607	11.0%
Educational Services	4,752	9.0%	14,568,337	9.2%
Public Administration	3,357	6.3%	7,345,537	4.7%
Transportation/Warehousing	3,174	6.0%	6,660,099	4.2%
Manufacturing	2,978	5.6%	15,694,985	9.9%
Construction	2,871	5.4%	10,333,928	6.5%
Admin/Support/Waste Mgmt Svcs	2,867	5.4%	6,943,459	4.4%
Other Services	2,647	5.0%	7,758,801	4.9%
Prof/Scientific/Tech Services	2,365	4.5%	11,673,939	7.4%
Arts/Entertainment/Recreation	1,177	2.2%	3,672,444	2.3%
Finance/Insurance	1,175	2.2%	7,284,572	4.6%
Wholesale Trade	1,034	2.0%	4,028,405	2.6%
Real Estate/Rental/Leasing	992	1.9%	3,165,171	2.0%
Information	645	1.2%	2,881,691	1.8%
Utilities	292	0.6%	1,433,069	0.9%
Agric/Forestry/Fishing/Hunting	174	0.3%	2,273,158	1.4%
Mgmt of Companies/Enterprises	12	0.0%	87,511	0.1%
Mining	4	0.0%	591,596	0.4%
Total Employment	52,949	100.0%	157,891,122	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

Employment in the PMA is concentrated in the accommodation/food services, healthcare/social assistance, and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in accommodation/food services and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the accommodation/food services, transportation/warehousing, and public administration industries. Conversely, the PMA is underrepresented in the manufacturing, prof/scientific/tech services, and finance/insurance industries.

3. Major Employers

The table below shows the largest employers in Chatham County, Georgia.

MAJOR EMPLOYERS
Chatham County, Georgia

#	Employer Name	Industry	# Of Employees
1	Gulfstream Aerospace Corporation	Manufacturing	9,878
2	Ft. Stewart/Hunter Army Airfield	Government	5,773
3	Savannah-Chatham County Board of Education	Education	5,654
4	Memorial Health University Medical Center	Healthcare	4,775
5	St. Joseph's/Candler Health System	Healthcare	3,440
6	City of Savannah	Government	2,468
7	Savannah College of Art & Design	Education	1,886
8	Chatham County	Government	1,600
9	Georgia Ports Authority	Transportation/Warehousing	1,080
10	Georgia Southern University Armstrong Campus	Education	886
Totals			37,440

Source: Savannah Economic Development Authority, Novogradac & Company LLP, April 2019

As illustrated, eight of the top ten major employers in Chatham County are in relatively stable industries: education, healthcare, and government. Also represented above are the manufacturing and transportation/warehousing industries. As a port city, cargo handling companies are significant employers in the Savannah region.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 1, 2015 in Chatham County according to the Georgia Department of Labor.

WARN LISTINGS
Chatham County, GA – 2018 - YTD 2019

Company	Industry	Employees Affected	Layoff Date
Conifer Health Solutions	Healthcare	158	2/3/2018
Sodexo	Facilities Management	89	5/11/2018
Anthem	Insurance	78	6/30/2018
Total		325	

Source: Georgia Dept. of Labor, retrieved April 2019

As illustrated in the above table, there have been 325 employees in the area impacted by layoffs or closures since 2015. These job losses represent a minimal portion of the total employment base of the MSA.

We spoke with Mr. Matt Poyner, Vice President of Business Development for the Savannah Economic Development Authority. Mr. Poyner reported that economic growth has been strong in Savannah, particularly in the warehouse distribution and aerospace industries. Mr. Poyner stated that Chatham County has 9.8 million square feet of industrial space under construction, with 4.3 million pre-leased. The follow are details or recent or planned business expansions in the Savannah area:

- Wayfair Inc., one of the world’s largest online destinations for the home, will create 1,000 jobs and open a new one million square foot facility in Savannah. The company plans to invest approximately \$45 million in the project over the next five years.
- Gulfstream Aerospace Corp., the world’s leading jet manufacturer will create 200 jobs and invest \$55 million in an expansion of its service center in Savannah.

- Allegiant Travel Company announced plans in April 2019 to establish a two-aircraft base at Savannah/Hilton Head International Airport in Savannah. Allegiant’s growth plans in the state include creating at least 66 new jobs.
- The Port of Savannah handled more than 410,000 twenty-foot equivalent container units in March 2019, setting a March record. The Mason Mega Rail project is currently under construction but will allow Savannah to accommodate additional 10,000 foot long trains, giving the Georgia Port Authority the ability to serve Midwestern markets like Chicago, Cincinnati, and St. Louis. The Mason Mega Rail project is expected to be completed in 2020.
- Construction is underway on the Savannah Harbor Expansion Project. The project will deepen the 18.5-mile outer harbor to 49 feet at mean low water and the Savannah River Channel to 47 feet. The project will enable the ports to more efficiently serve larger vessels expected after the expansion of the Panama Canal. It is unclear how many jobs will be created.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for Savannah, GA MSA from 2003 to February 2019

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Savannah, GA Metropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2003	145,054	-	-20.3%	137,736,000	-	-11.6%
2004	152,921	5.4%	-15.9%	139,252,000	1.1%	-10.6%
2005	158,112	3.4%	-13.1%	141,730,000	1.8%	-9.0%
2006	164,431	4.0%	-9.6%	144,427,000	1.9%	-7.3%
2007	172,008	4.6%	-5.4%	146,047,000	1.1%	-6.2%
2008	170,941	-0.6%	-6.0%	145,363,000	-0.5%	-6.7%
2009	161,731	-5.4%	-11.1%	139,878,000	-3.8%	-10.2%
2010	151,157	-6.5%	-16.9%	139,064,000	-0.6%	-10.7%
2011	153,244	1.4%	-15.8%	139,869,000	0.6%	-10.2%
2012	157,481	2.8%	-13.4%	142,469,000	1.9%	-8.5%
2013	159,072	1.0%	-12.6%	143,929,000	1.0%	-7.6%
2014	160,840	1.1%	-11.6%	146,305,000	1.7%	-6.1%
2015	166,094	3.3%	-8.7%	148,833,000	1.7%	-4.4%
2016	172,131	3.6%	-5.4%	151,436,000	1.7%	-2.8%
2017	177,830	3.3%	-2.2%	153,337,000	1.3%	-1.6%
2018	181,915	2.3%	0.0%	155,761,000	1.6%	0.0%
2019 YTD Average*	180,925	-0.5%	-	155,857,333	0.1%	-
Feb-2018	182,562	-	-	154,403,000	-	-
Feb-2019	181,704	-0.5%	-	156,167,000	1.1%	-

Source: U.S. Bureau of Labor Statistics, April 2019

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Savannah, GA Metropolitan Statistical Area			USA		
	Unemployment	Change	Differential from peak	Unemployment	Change	Differential from peak
	Rate			Rate		
2003	4.2%	-	0.6%	6.0%	-	2.1%
2004	4.1%	-0.1%	0.5%	5.5%	-0.5%	1.6%
2005	4.4%	0.3%	0.8%	5.1%	-0.5%	1.2%
2006	3.9%	-0.5%	0.3%	4.6%	-0.5%	0.7%
2007	3.8%	-0.1%	0.2%	4.6%	0.0%	0.7%
2008	5.5%	1.7%	1.8%	5.8%	1.2%	1.9%
2009	8.5%	3.0%	4.9%	9.3%	3.5%	5.4%
2010	9.8%	1.3%	6.2%	9.6%	0.3%	5.7%
2011	9.9%	0.1%	6.2%	9.0%	-0.7%	5.1%
2012	9.0%	-0.8%	5.4%	8.1%	-0.9%	4.2%
2013	8.0%	-1.0%	4.4%	7.4%	-0.7%	3.5%
2014	7.0%	-1.0%	3.4%	6.2%	-1.2%	2.3%
2015	5.7%	-1.4%	2.1%	5.3%	-0.9%	1.4%
2016	5.1%	-0.5%	1.5%	4.9%	-0.4%	1.0%
2017	4.4%	-0.8%	0.7%	4.4%	-0.5%	0.4%
2018	3.6%	-0.7%	0.0%	3.9%	-0.4%	0.0%
2019 YTD Average*	3.9%	0.3%	-	4.1%	0.2%	-
Feb-2018	4.0%	-	-	4.4%	-	-
Feb-2019	3.7%	-0.3%	-	4.1%	-0.3%	-

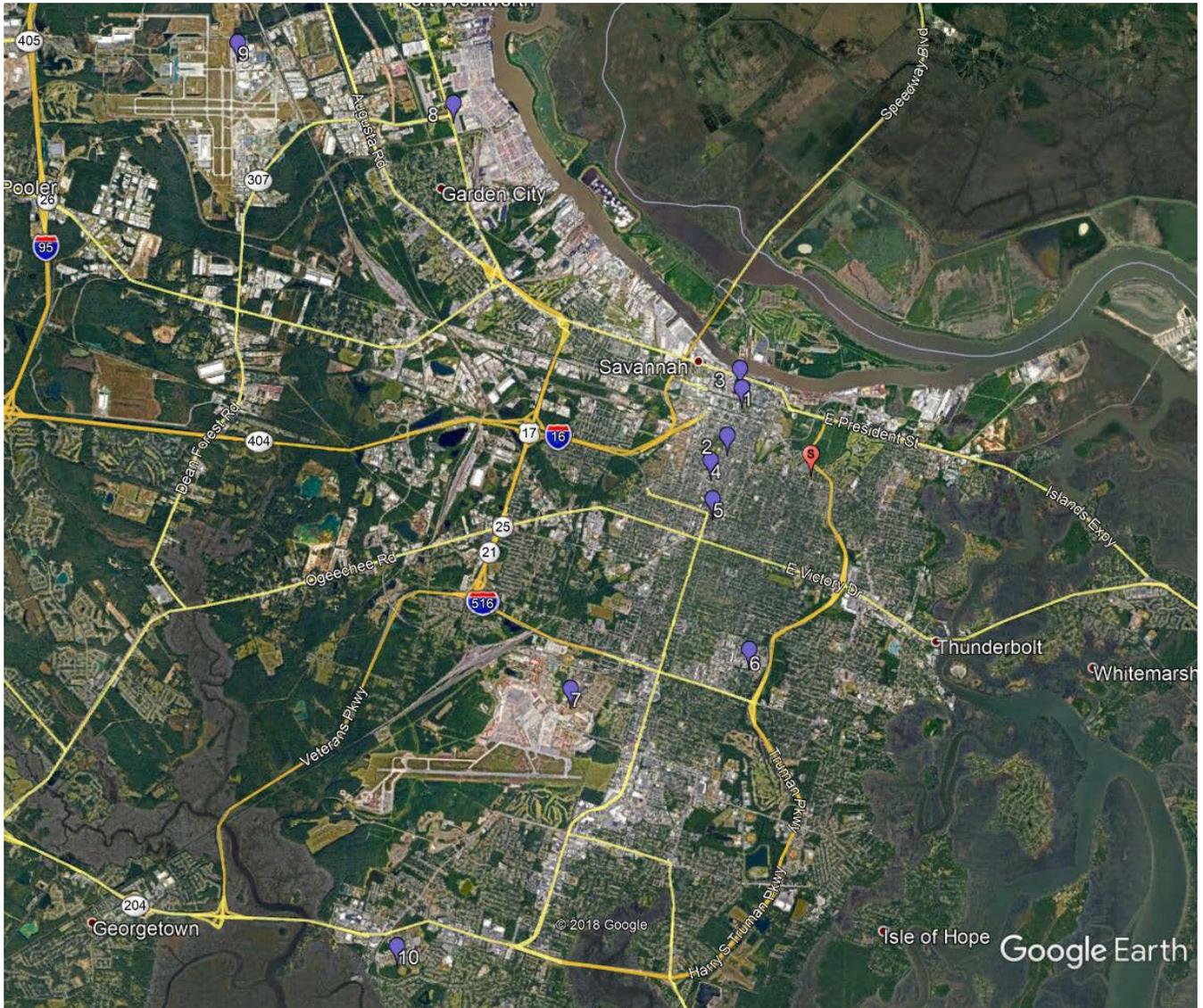
Source: U.S. Bureau of Labor Statistics, April 2019

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation in four of the five years between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 12.1 percent contraction in employment growth (2007-2010), significantly greater than the 4.8 percent contraction reported by the nation as a whole (2007-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2016, two years after the overall nation. Since 2012, job growth in the MSA generally exceeded the nation, particularly since 2015. As of February 2019, MSA employment is below record levels; and is declining at an annualized rate of 0.5 percent, compared to a 1.1 percent increase across the overall nation. However, slow first quarter growth is typical and recent years of employment growth indicate a stable and expanding market.

The MSA experienced a lower average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 4.4 percentage point increase in unemployment, compared to only a 3.8 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.7 percent, slightly lower than the current national unemployment rate of 4.1 percent. Given that total employment in the MSA surpassed its pre-recessionary levels, local employment growth is strong and the macroeconomic conditions may lead to wage increases for workers, the Savannah metropolitan region has fully recovered and entered into an expansionary phase. As wages rise and total employment continues growing, demand for rental housing will increase and achievable rents will rise. The strong macroeconomic indicators bode well for demand at the Subject.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, April 2019.

MAJOR EMPLOYERS
Chatham County, Georgia

#	Employer Name	Industry	# Of Employees
1	Gulfstream Aerospace Corporation	Manufacturing	9,878
2	Ft. Stewart/Hunter Army Airfield	Government	5,773
3	Savannah-Chatham County Board of Education	Education	5,654
4	Memorial Health University Medical Center	Healthcare	4,775
5	St. Joseph's/Candler Health System	Healthcare	3,440
6	City of Savannah	Government	2,468
7	Savannah College of Art & Design	Education	1,886
8	Chatham County	Government	1,600
9	Georgia Ports Authority	Transportation/Warehousing	1,080
10	Georgia Southern University Armstrong Campus	Education	886
Totals			37,440

Source: Savannah Economic Development Authority, Novogradac & Company LLP, April 2019

6. Conclusion

Employment in the PMA is concentrated in the accommodation/food services, healthcare/social assistance, and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in accommodation/food services and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The effects of the recession were more pronounced in the MSA, which suffered a 12.1 percent employment contraction, compared to only 4.8 percent across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2016, two years after the overall nation. As of February 2019, MSA employment is below record levels; and is declining at an annualized rate of 0.5 percent, compared to a 1.1 percent increase across the overall nation. However, slow first quarter growth is typical and recent years of employment growth indicate a stable and expanding market. The local economy's reliance on tourism is positive for the Subject's affordable units given the majority of employees in this industry are low-income. The growth of the port of Savannah also bodes well for continued growth in the local economy.

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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 35 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). For income determination purposes, the maximum income is assumed to be 1.5 persons per bedroom rounded up to the nearest whole number. For example, maximum income for a one-bedroom unit is based on an assumed household size of two persons (1.5 persons per bedroom, rounded up). However, very few senior households have more than two persons. Therefore, we assume a maximum household size of two persons in our analysis.

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. We will use these guidelines to set the minimum income levels for the demand analysis.

FAMILY INCOME LIMITS				
Unit Type	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable
	Income		Income	
	@50%		@60%	
1BR	\$20,777	\$26,100	\$23,349	\$31,320
2BR	\$24,926	\$29,350	\$27,497	\$35,220
3BR	\$28,766	\$35,250	\$31,337	\$42,300

3. Demand

The demand for the Subject will be derived from three sources: new households, existing households and elderly homeowners likely to convert to rentership. These calculations are illustrated in the following tables.

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2021, the anticipated date of market entry, as the base year for the analysis. Therefore, 2018 household population estimates are inflated to 2021 by interpolation of the difference between 2018 estimates and

2023 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 2021. This number takes the overall growth from 2018 to 2021 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.

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.

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 lower demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3d. Other

Per the 2019 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 do not account 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 do not account for household turnover in our demand analysis.

We calculated all of our capture rates based on household size. DCA guidelines indicate that properties with over 20 percent of their proposed units in three and four-bedroom units need to be adjusted to considered larger household sizes. Our capture rates incorporate household size adjustments for all of the Subject's units.

Net Demand

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 2016 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 deduct the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that were funded, are under construction, or are in properties that have not yet reached stabilized occupancy
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or are in properties that have not yet reached stabilized occupancy. 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.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	LIHTC Allocation Year	Construction Status
Live Oak Landing I	LIHTC/ Market	Senior	70	0	2017	Planned
Woodlands Of Montgomery	LIHTC	Family	246	238	2017	Under const.
Romana - Riley Lofts	LIHTC/ Market	Senior	57	0	2016	Under const.
Telfair Arms Apartments	Public Housing	Family	53	0	2015	Complete
The View At Oglethorpe II	LIHTC/Market	Family	100	0	2015	Complete
601 Indian Street	Market	Family	161	0	n/a	Under const.
701 Montgomery	Market	Family	62	0	n/a	Under const.
Starland Village	Market	Family	90	0	n/a	Under const.
The Bowery II	Market	Family	51	0	n/a	Under const.
1512 Bull St	Market	Family	100	0	n/a	Proposed
Eastern Wharf	Market	Family	306	0	n/a	Under const.
Gateway	Market	Family	250	0	n/a	Proposed
The Baxly	Market	Family	275	0	n/a	Under const.
The Crossings at Savannah	Assisted Living	Senior	191	0	n/a	Under const.
Chelsea at Five Points II	Market	Family	30	0	n/a	Under const.
Totals			2,042	238		

Source: CoStar, Georgia DCA, April 2019

- Live Oak Landing I is a new construction development that was awarded tax credits in 2017. This property is the first phase of the Subject’s development. This property will offer 70 one and two-bedroom units restricted to the 50 and 60 percent of AMI levels as well as market rate for senior tenants ages 62 and older. This property will be located adjacent to the Subject site. Construction is about to begin and is expected to be completed in June 2020. Given this property’s age-restriction, it is not considered directly competitive with the Subject and these units are not deducted from our demand analysis.
- Woodlands of Montgomery was awarded tax exempt bond financing in 2017 for the new construction of 246 units in southern Savannah, approximately 5.6 miles from the Subject site. This property will offer one, two, three and four-bedroom units restricted to the 60 percent of AMI level. The property is currently under construction and expected to be completed in late 2019. This property is expected to be directly competitive with the Subject. However, only the 238 one, two and three-bedroom units at this property are deducted from our demand analysis as the four-bedroom units are not directly competitive with the proposed Subject.
- Romana-Riley Lofts is an under construction 57-unit, mixed-income property that was awarded tax credits in 2016. Construction is expected to be completed in June 2019. The project will convert a building that was formerly Romana-Riley Elementary School into a multifamily property that will target seniors above the age of 55. Nine of the units will be unrestricted. The remaining 48 units will be restricted to households earning up to 50 and 60 percent AMI. As this property targets senior tenants, it is not considered competitive with the Subject and these units will not be deducted from our demand analysis.
- Telfair Arms is a 53-unit public housing property that was awarded tax credits in 2015 for renovations. The property targets a senior tenancy and offers studio, one, and two-bedroom units. Due to the

property’s subsidized rents and senior tenancy, it is not considered competitive with the Subject and will not be deducted from our demand analysis.

- The View at Oglethorpe I and II are a 172-unit affordable development. Phase I was awarded tax credits in 2014 completed in 2016 and consists of 72 one, two, and three-bedroom units, of which 57 units are restricted to households earning up to 60 percent AMI and 15 units are unrestricted. Of the 57 restricted units, 31 units operate with a subsidy. Phase II was awarded tax credits in 2015 and opened in the spring of 2018. There are one, two, three, and four-bedroom units restricted to households earning up to 60 percent AMI. Additionally, Phase II provides 20 unrestricted units. Of the 80 restricted units, 36 units operate with a subsidy. The View at Oglethorpe is owned by the Savannah Housing Authority and management reported that rents are purposefully held below the maximum allowable level in order to be as affordable as possible. These developments are considered directly competitive with the Subject; however, as these properties are completed and reached a stabilized occupancy rate, none of these units are deducted from our demand analysis.

A number of market rate properties were also identified, but none of these units will be competitive with the Subject’s affordable units. A total of 238 LIHTC units are deducted from our demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated or are not yet stabilized. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

ADDITIONS TO SUPPLY

Unit Type	30% AMI	40% AMI	50% AMI	60% AMI	Unrestricted	Overall
0BR						
1BR				50		50
2BR				96		96
3BR				92		92
4BR						
5BR						
Total	0	0	0	238	0	238

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.

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 2021 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2018		Projected Mkt Entry September 2021		2023	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	5,430	20.4%	5,291	19.8%	5,211	19.4%
\$10,000-19,999	5,015	18.9%	4,915	18.4%	4,857	18.1%
\$20,000-29,999	3,826	14.4%	3,772	14.1%	3,740	13.9%
\$30,000-39,999	3,049	11.5%	2,927	10.9%	2,857	10.6%
\$40,000-49,999	2,662	10.0%	2,739	10.2%	2,783	10.4%
\$50,000-59,999	1,632	6.1%	1,658	6.2%	1,673	6.2%
\$60,000-74,999	1,703	6.4%	1,787	6.7%	1,836	6.8%
\$75,000-99,999	1,234	4.6%	1,342	5.0%	1,404	5.2%
\$100,000-124,999	699	2.6%	754	2.8%	786	2.9%
\$125,000-149,999	573	2.2%	653	2.4%	699	2.6%
\$150,000-199,999	404	1.5%	472	1.8%	511	1.9%
\$200,000+	327	1.2%	427	1.6%	485	1.8%
Total	26,554	100.0%	26,736	100.0%	26,842	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, May 2019

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$20,777		Maximum Income Limit		\$35,250	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry	September 2021					
\$0-9,999	-139	-76.0%	\$0	0.0%	0		
\$10,000-19,999	-100	-54.9%	\$0	0.0%	0		
\$20,000-29,999	-54	-29.9%	\$9,221	92.2%	-50		
\$30,000-39,999	-122	-66.7%	\$5,251	52.5%	-64		
\$40,000-49,999	77	42.0%	\$0	0.0%	0		
\$50,000-59,999	26	14.2%	\$0	0.0%	0		
\$60,000-74,999	84	46.2%	\$0	0.0%	0		
\$75,000-99,999	108	59.0%	\$0	0.0%	0		
\$100,000-124,999	55	30.2%	\$0	0.0%	0		
\$125,000-149,999	80	43.7%	\$0	0.0%	0		
\$150,000-199,999	68	37.2%	\$0	0.0%	0		
\$200,000+	100	54.9%	\$0	0.0%	0		
Total	182	100.0%		-62.5%	-114		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$20,777		Maximum Income Limit		\$35,250	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	5,430	20.4%	\$0	0.0%	0		
\$10,000-19,999	5,015	18.9%	\$0	0.0%	0		
\$20,000-29,999	3,826	14.4%	\$9,221	92.2%	3,528		
\$30,000-39,999	3,049	11.5%	\$5,251	52.5%	1,601		
\$40,000-49,999	2,662	10.0%	\$0	0.0%	0		
\$50,000-59,999	1,632	6.1%	\$0	0.0%	0		
\$60,000-74,999	1,703	6.4%	\$0	0.0%	0		
\$75,000-99,999	1,234	4.6%	\$0	0.0%	0		
\$100,000-124,999	699	2.6%	\$0	0.0%	0		
\$125,000-149,999	573	2.2%	\$0	0.0%	0		
\$150,000-199,999	404	1.5%	\$0	0.0%	0		
\$200,000+	327	1.2%	\$0	0.0%	0		
Total	26,554	100.0%		19.3%	5,129		

ASSUMPTIONS - @50%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	40%	30%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2018 to September 2021

Income Target Population	@50%
New Renter Households PMA	182
Percent Income Qualified	-62.5%
New Renter Income Qualified Households	-114

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	26,554
Income Qualified	19.3%
Income Qualified Renter Households	5,129
Percent Rent Overburdened Prj Mrkt Entry September 2021	47.6%
Rent Overburdened Households	2,444

Demand from Living in Substandard Housing

Income Qualified Renter Households	5,129
Percent Living in Substandard Housing	1.6%
Households Living in Substandard Housing	84

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	2,528
Total New Demand	-114
Total Demand (New Plus Existing Households)	2,414

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	39.9%	964
Two Persons	26.4%	638
Three Persons	15.1%	364
Four Persons	9.2%	222
Five Persons	9.3%	225
Total	100.0%	2,414

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	868
Of two-person households in 1BR units	20%	128
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	96
Of two-person households in 2BR units	80%	511
Of three-person households in 2BR units	60%	218
Of four-person households in 2BR units	30%	67
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	146
Of four-person households in 3BR units	40%	89
Of five-person households in 3BR units	50%	112
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	67
Of five-person households in 4BR units	50%	112
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **2,414**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	996	-	0	=	996
2 BR	892	-	0	=	892
3 BR	347	-	0	=	347
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,235		0		2,235

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	2	/	996	=	0.2%
2 BR	8	/	892	=	0.9%
3 BR	3	/	347	=	0.9%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	13		2,235		0.6%

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$23,349		Maximum Income Limit		\$42,300	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry	September 2021					
\$0-9,999	-139	-76.0%	\$0	0.0%	0		
\$10,000-19,999	-100	-54.9%	\$0	0.0%	0		
\$20,000-29,999	-54	-29.9%	\$6,650	66.5%	-36		
\$30,000-39,999	-122	-66.7%	\$9,999	100.0%	-122		
\$40,000-49,999	77	42.0%	\$2,301	23.0%	18		
\$50,000-59,999	26	14.2%	\$0	0.0%	0		
\$60,000-74,999	84	46.2%	\$0	0.0%	0		
\$75,000-99,999	108	59.0%	\$0	0.0%	0		
\$100,000-124,999	55	30.2%	\$0	0.0%	0		
\$125,000-149,999	80	43.7%	\$0	0.0%	0		
\$150,000-199,999	68	37.2%	\$0	0.0%	0		
\$200,000+	100	54.9%	\$0	0.0%	0		
Total	182	100.0%		-76.9%	-140		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$23,349		Maximum Income Limit		\$42,300	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	5,430	20.4%	\$0	0.0%	0		
\$10,000-19,999	5,015	18.9%	\$0	0.0%	0		
\$20,000-29,999	3,826	14.4%	\$6,650	66.5%	2,545		
\$30,000-39,999	3,049	11.5%	\$9,999	100.0%	3,049		
\$40,000-49,999	2,662	10.0%	\$2,301	23.0%	613		
\$50,000-59,999	1,632	6.1%	\$0	0.0%	0		
\$60,000-74,999	1,703	6.4%	\$0	0.0%	0		
\$75,000-99,999	1,234	4.6%	\$0	0.0%	0		
\$100,000-124,999	699	2.6%	\$0	0.0%	0		
\$125,000-149,999	573	2.2%	\$0	0.0%	0		
\$150,000-199,999	404	1.5%	\$0	0.0%	0		
\$200,000+	327	1.2%	\$0	0.0%	0		
Total	26,554	100.0%		23.4%	6,206		

ASSUMPTIONS - @60%

ASSUMPTIONS - @60%					
Tenancy	Family		% of Income towards Housing		35%
Rural/Urban	Urban		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	40%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2018 to September 2021

Income Target Population	@60%
New Renter Households PMA	182
Percent Income Qualified	-76.9%
New Renter Income Qualified Households	-140

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	26,554
Income Qualified	23.4%
Income Qualified Renter Households	6,206
Percent Rent Overburdened Prj Mrkt Entry September 2021	47.6%
Rent Overburdened Households	2,956

Demand from Living in Substandard Housing

Income Qualified Renter Households	6,206
Percent Living in Substandard Housing	1.6%
Households Living in Substandard Housing	102

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	3,059
Total New Demand	-140
Total Demand (New Plus Existing Households)	2,918

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	39.9%	1,166
Two Persons	26.4%	772
Three Persons	15.1%	440
Four Persons	9.2%	269
Five Persons	9.3%	272
Total	100.0%	2,918

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	1049
Of two-person households in 1BR units	20%	154
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	117
Of two-person households in 2BR units	80%	617
Of three-person households in 2BR units	60%	264
Of four-person households in 2BR units	30%	81
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	176
Of four-person households in 3BR units	40%	108
Of five-person households in 3BR units	50%	136
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	81
Of five-person households in 4BR units	50%	136
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		2,918

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,204	-	50	=	1,154
2 BR	1,079	-	96	=	983
3 BR	420	-	92	=	328
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,702		238		2,464

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	4	/	1,154	=	0.3%
2 BR	28	/	983	=	2.8%
3 BR	9	/	328	=	2.7%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	41		2,464		1.7%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$20,777		Maximum Income Limit		\$42,300	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry	September 2021					
\$0-9,999	-139	-76.0%	\$0	0.0%	0		
\$10,000-19,999	-100	-54.9%	\$0	0.0%	0		
\$20,000-29,999	-54	-29.9%	\$9,221	92.2%	-50		
\$30,000-39,999	-122	-66.7%	\$9,999	100.0%	-122		
\$40,000-49,999	77	42.0%	\$2,301	23.0%	18		
\$50,000-59,999	26	14.2%	\$0	0.0%	0		
\$60,000-74,999	84	46.2%	\$0	0.0%	0		
\$75,000-99,999	108	59.0%	\$0	0.0%	0		
\$100,000-124,999	55	30.2%	\$0	0.0%	0		
\$125,000-149,999	80	43.7%	\$0	0.0%	0		
\$150,000-199,999	68	37.2%	\$0	0.0%	0		
\$200,000+	100	54.9%	\$0	0.0%	0		
Total	182	100.0%		-84.5%	-154		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$20,777		Maximum Income Limit		\$42,300	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	5,430	20.4%	\$0	0.0%	0		
\$10,000-19,999	5,015	18.9%	\$0	0.0%	0		
\$20,000-29,999	3,826	14.4%	\$9,221	92.2%	3,528		
\$30,000-39,999	3,049	11.5%	\$9,999	100.0%	3,049		
\$40,000-49,999	2,662	10.0%	\$2,301	23.0%	613		
\$50,000-59,999	1,632	6.1%	\$0	0.0%	0		
\$60,000-74,999	1,703	6.4%	\$0	0.0%	0		
\$75,000-99,999	1,234	4.6%	\$0	0.0%	0		
\$100,000-124,999	699	2.6%	\$0	0.0%	0		
\$125,000-149,999	573	2.2%	\$0	0.0%	0		
\$150,000-199,999	404	1.5%	\$0	0.0%	0		
\$200,000+	327	1.2%	\$0	0.0%	0		
Total	26,554	100.0%		27.1%	7,190		

ASSUMPTIONS - Overall

ASSUMPTIONS - Overall					
Tenancy	Family		% of Income towards Housing		35%
Rural/Urban	Urban		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	40%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2018 to September 2021

Income Target Population	Overall
New Renter Households PMA	182
Percent Income Qualified	84.5%
New Renter Income Qualified Households	-154

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	26,554
Income Qualified	27.1%
Income Qualified Renter Households	7,190
Percent Rent Overburdened Prj Mrkt Entry September 2021	47.6%
Rent Overburdened Households	3,425

Demand from Living in Substandard Housing

Income Qualified Renter Households	7,190
Percent Living in Substandard Housing	1.6%
Households Living in Substandard Housing	118

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	3,544
Total New Demand	-154
Total Demand (New Plus Existing Households)	3,389

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	39.9%	1,354
Two Persons	26.4%	896
Three Persons	15.1%	511
Four Persons	9.2%	312
Five Persons	9.3%	316
Total	100.0%	3,389

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	1219
Of two-person households in 1BR units	20%	179
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	135
Of two-person households in 2BR units	80%	717
Of three-person households in 2BR units	60%	307
Of four-person households in 2BR units	30%	94
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	204
Of four-person households in 3BR units	40%	125
Of five-person households in 3BR units	50%	158
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	94
Of five-person households in 4BR units	50%	158
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,389

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,398	-	50	=	1,348
2 BR	1,253	-	96	=	1,157
3 BR	487	-	92	=	395
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	3,138		238		2,900

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	1,348	=	0.4%
2 BR	36	/	1,157	=	3.1%
3 BR	12	/	395	=	3.0%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	54		2,900		1.9%

4. Capture Rate Analysis Chart

Our demand analysis is used to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 5.8 percent between 2018 and 2021.
- 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

DCA Conclusion Tables (Family)	HH at @50% AMI (\$20,777 to \$35,250)	HH at @60% AMI (\$23,349 to \$42,300)	All Tax Credit Households
Demand from New Households (age and income appropriate)	-114	-140	-154
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	84	102	118
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	2,444	2,956	3,425
Sub Total	2,414	2,918	3,389
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0
Equals Total Demand	2,414	2,918	3,389
Less	-	-	-
Competitive New Supply	0	238	238
Equals Net Demand	2,414	2,680	3,151

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 @50%	\$20,777	\$26,100	2	996	0	996	0.2%	3 to 4 mos.	\$810	\$577	\$1,770	\$450
1BR @60%	\$23,349	\$31,320	4	1,204	50	1,154	0.3%	3 to 4 mos.	\$810	\$577	\$1,770	\$525
1BR Overall	\$20,777	\$31,320	6	1,398	50	1,348	0.4%	3 to 4 mos.	-	-	-	-
2BR @50%	\$24,926	\$29,350	8	892	0	892	0.9%	3 to 4 mos.	\$956	\$687	\$2,675	\$540
2BR @60%	\$27,497	\$35,220	28	1,079	96	983	2.8%	3 to 4 mos.	\$956	\$687	\$2,675	\$615
2BR Overall	\$24,926	\$35,220	36	1,253	96	1,157	3.1%	3 to 4 mos.	-	-	-	-
3BR @50%	\$28,766	\$35,250	3	347	0	347	0.9%	3 to 4 mos.	\$959	\$797	\$1,192	\$610
3BR @60%	\$31,337	\$42,300	9	420	92	328	2.7%	3 to 4 mos.	\$959	\$797	\$1,192	\$685
3BR Overall	\$24,926	\$42,300	12	487	92	395	3.0%	3 to 4 mos.	-	-	-	-
@50% Overall	\$20,777	\$35,250	13	2,235	0	2,235	0.6%	3 to 4 mos.	-	-	-	-
@60% Overall	\$23,349	\$42,300	41	2,702	238	2,464	1.7%	3 to 4 mos.	-	-	-	-
Overall	\$20,777	\$42,300	54	3,138	238	2,900	1.9%	3 to 4 mos.	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 0.2 to 0.9 percent, with an overall capture rate of 0.6 percent. The Subject’s 60 percent AMI capture rates range from 0.3 to 2.8 percent, with an overall capture rate of 1.7 percent. The overall capture rate for the project’s 50 and 60 percent units is 1.9 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

H. 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 11 “true” comparable properties containing 1,242 units.

The availability of LIHTC data is considered good; there are 22 LIHTC properties in the PMA. However, a number of these properties were excluded as they target senior tenants. We included six LIHTC properties, all of which are located in the PMA within 2.8 miles of the Subject site. These properties offer a variety of AMI levels and one, two and three-bedroom units, similar to the proposed Subject.

The availability of market rate data is considered good. There are few market rate properties in the Subject’s immediate community and a limited amount of new construction market rate properties. We included five market rate properties, all of which are located within 2.5 miles of the Subject site. These properties include older developments as well as a new construction property. Other market rate properties are excluded based on proximity and unit types.

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.

Excluded Properties

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

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Live Oak Landing I	LIHTC/ Market	Savannah	Senior	70	Under construction
Romana - Riley Lofts	LIHTC/ Market	Savannah	Senior	57	Under construction
Woodlands Of Montgomery	LIHTC	Savannah	Family	246	Under construction
Heritage Corner & Heritage Row	LIHTC	Savannah	Family	70	More comparable properties available
Live Oak Plantation Apartments	LIHTC/ Market	Savannah	Family	208	More comparable properties available
Montgomery Landing	LIHTC/ Market	Savannah	Family	144	More comparable properties available
River Pointe I	LIHTC	Savannah	Family	206	Subsidized
River Pointe II - Phase I	LIHTC	Savannah	Family	74	Subsidized
Rose Of Sharon	LIHTC/ Section 8	Savannah	Senior	204	Dissimilar tenancy
Savannah Gardens I	LIHTC	Savannah	Family	115	Unable to contact
Savannah Gardens III	LIHTC/ Market	Savannah	Family	95	Unable to contact
Savannah Gardens IV	LIHTC/ Market	Savannah	Family	114	Unable to contact
Savannah Gardens V	LIHTC/ Market	Savannah	Family	76	Unable to contact
Sister's Court Apartments	LIHTC	Savannah	Senior	78	Dissimilar tenancy
Sustainable Fellwood III	LIHTC/ Market	Savannah	Senior	100	Dissimilar tenancy
Heritage Place	LIHTC/HOME	Savannah	Family	88	More comparable properties available
Veranda At Midtown	PBRA/Market	Savannah	Senior	100	Subsidized
Cars V Inc	Section 8	Savannah	Senior	5	Subsidized
Habersham And Hamilton Place	Section 8	Savannah	Disabled	24	Subsidized
Ihs Savannah	Section 8	Savannah	Family	17	Subsidized
Ponderosa Forest Apartments	Section 8	Savannah	Family	56	Subsidized
Savannah Gardens II	Section 8	Savannah	Senior	39	Subsidized
SNAP I	Section 8	Savannah	Family	100	Subsidized
SNAP II	Section 8	Savannah	Family	89	Subsidized
SNAP III	Section 8	Savannah	Family	44	Subsidized
St John's Villa Apartments	Section 8	Savannah	Senior	19	Subsidized
The Woods Of Savannah	Section 8	Savannah	Senior	94	Subsidized
Thomas Francis Williams Court Apts	Section 8	Savannah	Senior	151	Subsidized
Horace Stillwell Towers	Public Housing	Savannah	Senior	287	Subsidized
Kayton And Frazier Homes	Public Housing	Savannah	Family	499	Subsidized
Pickens Patterson Terrace	Public Housing	Savannah	Family	77	Subsidized
Telfair Arms Apartments	Public Housing	Savannah	Family	53	Subsidized
Yamacraw Village	Public Housing	Savannah	Family	301	Subsidized
Avenues On 61st	Market	Savannah	Family	32	Dissimilar unit types
Carriage House Apartments	Market	Savannah	Family	144	Dissimilar location
Colonial Village At Huntington	Market	Savannah	Family	151	Dissimilar location
Cypress Landing	Market	Savannah	Family	200	Dissimilar location
Drayton Tower	Market	Savannah	Family	99	Unable to contact
Green Growth 1	Market	Savannah	Family	99	Dissimilar design
Greentree Apartments	Market	Savannah	Family	194	Dissimilar location
Kingstown Apartments	Market	Savannah	Family	129	Dissimilar unit types
Magnolia Villas	Market	Savannah	Family	144	Dissimilar location
Marsh Cove	Market	Savannah	Family	188	Dissimilar location
Moss Pointe	Market	Savannah	Family	278	Dissimilar location
One West Victory	Market	Savannah	Family	114	Student tenancy
Plantation Oaks Apartments	Market	Savannah	Family	147	Dissimilar location
Sterling Bluff Apartments	Market	Savannah	Family	216	Dissimilar location
Strathmore Estates	Market	Savannah	Family	103	Under renovation
The Cottages Of Savannah	Market	Savannah	Family	148	Dissimilar unit types
The Hue	Market	Savannah	Family	149	Dissimilar location
Townwoods Apartments	Market	Savannah	Family	62	Dissimilar location
Royal Oaks	Market	Savannah	Family	208	Dissimilar location
Spanish Villa	Market	Savannah	Family	232	Dissimilar location

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

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	Live Oak Landing II 1210 Wheaton St Savannah, GA 31404 Chatham County	-	Garden 3-stories 2021 / n/a Family	@50%, @60%	1BR / 1BA	2	3.7%	704	@50%	\$450	No	N/A	N/A	N/A
					1BR / 1BA	4	7.4%	704	@60%	\$525	No	N/A	N/A	N/A
					2BR / 2BA	8	14.8%	1,005	@50%	\$540	No	N/A	N/A	N/A
					2BR / 2BA	28	51.9%	1,005	@60%	\$615	No	N/A	N/A	N/A
					3BR / 2BA	3	5.6%	1,110	@50%	\$610	No	N/A	N/A	N/A
					3BR / 2BA	9	16.7%	1,110	@60%	\$685	No	N/A	N/A	N/A
						54						N/A	N/A	
1	Ashley Midtown Phase I 1518 E Park Ave Savannah, GA 31404 Chatham County	0.4 miles	Townhouse 2-stories 2004 / n/a Family	@30% (Public Housing), @50% (Public Housing), @60%, Market	2BR / 1BA	7	4.2%	1,269	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1BA	6	3.6%	1,276	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1BA	13	7.7%	1,269	@60%	\$775	Yes	No	N/A	N/A
					2BR / 1BA	6	3.6%	1,411	Market	\$1,000	N/A	No	N/A	N/A
					2BR / 1.5BA	17	10.1%	1,276	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1.5BA	13	7.7%	1,254	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1.5BA	33	19.6%	1,276	@60%	\$775	Yes	No	0	0.0%
					2BR / 1.5BA	17	10.1%	1,146	Market	\$1,000	N/A	No	N/A	N/A
					3BR / 2BA	2	1.2%	1,377	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2BA	7	4.2%	1,377	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2BA	4	2.4%	1,377	@60%	\$877	Yes	No	N/A	N/A
					3BR / 2BA	3	1.8%	1,200	Market	\$1,165	N/A	No	N/A	N/A
					3BR / 2.5BA	6	3.6%	1,467	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2.5BA	10	6.0%	1,467	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2.5BA	15	8.9%	1,467	@60%	\$877	Yes	No	N/A	N/A
					3BR / 2.5BA	9	5.4%	1,300	Market	\$1,165	N/A	No	0	0.0%
						168						4	2.4%	
2	Ashley Midtown Phase II 1110 Graydon Ave Savannah, GA 31404 Chatham County	0.2 miles	Townhouse 2-stories 2008 / n/a Family	@30% (Public Housing), @60%	2BR / 1BA	2	5.3%	1,214	@60%	\$769	Yes	No	0	0.0%
					2BR / 1.5BA	10	26.3%	1,226	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1.5BA	6	15.8%	1,238	@60%	\$769	Yes	No	0	0.0%
					3BR / 2BA	10	26.3%	1,407	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2BA	1	2.6%	1,340	@60%	\$874	Yes	No	0	0.0%
					3BR / 2BA	8	21.1%	1,400	@60%	\$874	Yes	No	0	0.0%
3BR / 2BA	1	2.6%	1,482	@60%	\$874	Yes	No	0	0.0%					
						38						0	0.0%	
3	Sustainable Fellwood I 1401 Fellwood Dr Savannah, GA 31415 Chatham County	2.7 miles	Garden 3-stories 2009 / n/a Family	@60%, @60% (Public Housing), Market	1BR / 1BA	15	13.6%	832	@60%	\$577	Yes	Yes	N/A	N/A
					1BR / 1BA	9	8.2%	832	@60% (Public Housing)	\$577	N/A	Yes	0	0.0%
					1BR / 1BA	6	5.5%	832	Market	\$661	N/A	No	0	0.0%
					2BR / 1BA	17	15.5%	1,060	@60%	\$687	Yes	Yes	N/A	N/A
					2BR / 1BA	19	17.3%	1,060	@60% (Public Housing)	\$687	N/A	Yes	0	0.0%
					2BR / 1BA	5	4.6%	1,060	Market	\$752	N/A	No	0	0.0%
					2BR / 1.5BA	5	4.6%	1,060	Market	\$752	N/A	No	0	0.0%
					3BR / 2BA	13	11.8%	1,327	@60%	\$797	Yes	Yes	N/A	N/A
					3BR / 2BA	10	9.1%	1,327	@60% (Public Housing)	\$797	N/A	Yes	0	0.0%
					3BR / 2BA	2	1.8%	1,327	Market	\$842	N/A	No	0	0.0%
					3BR / 2.5BA	3	2.7%	1,327	Market	\$842	N/A	No	0	0.0%
					4BR / 2BA	3	2.7%	1,522	@60%	\$878	Yes	Yes	N/A	N/A
					4BR / 2BA	2	1.8%	1,522	@60% (Public Housing)	\$878	N/A	Yes	0	0.0%
4BR / 2BA	1	0.9%	1,522	Market	\$931	N/A	No	0	0.0%					
						110						4	3.6%	
4	Sustainable Fellwood II 1325 Exley St Savannah, GA 31415 Chatham County	2.8 miles	Garden 3-stories 2011 / n/a Family	@60%, @60% (Public Housing), Market	1BR / 1BA	2	1.8%	838	@60%	\$619	Yes	Yes	0	0.0%
					1BR / 1BA	6	5.5%	838	@60% (Public Housing)	\$619	N/A	Yes	0	0.0%
					1BR / 1BA	4	3.6%	838	Market	\$762	N/A	Yes	0	0.0%
					2BR / 2BA	10	9.1%	1,072	@60%	\$740	Yes	Yes	0	0.0%
					2BR / 2BA	30	27.3%	1,072	@60% (Public Housing)	\$740	N/A	Yes	0	0.0%
					2BR / 2BA	4	3.6%	1,072	Market	\$859	N/A	Yes	0	0.0%
					3BR / 2BA	15	13.6%	1,343	@60%	\$858	Yes	Yes	0	0.0%
					3BR / 2BA	3	2.7%	1,343	Market	\$993	N/A	Yes	0	0.0%
					3BR / 3BA	36	32.7%	1,343	@60% (Public Housing)	\$858	N/A	Yes	0	0.0%
						110						0	0.0%	
5	The View At Oglethorpe I 276 Randolph St Savannah, GA 31401 Chatham County	0.8 miles	Garden 3-stories 2017 / n/a Family	@60%, @60% (Section 8), Market	1BR / 1BA	2	2.8%	840	@60%	\$650	Yes	No	N/A	N/A
					1BR / 1BA	2	2.8%	840	@60% (Section 8)	\$492	N/A	No	0	0.0%
					1BR / 1BA	2	2.8%	840	Market	\$799	N/A	No	N/A	N/A
					2BR / 2BA	12	16.7%	1,020	@60%	\$790	Yes	No	N/A	N/A
					2BR / 2BA	20	27.8%	1,020	@60% (Section 8)	\$518	N/A	No	0	0.0%
					2BR / 2BA	10	13.9%	1,020	Market	\$899	N/A	No	N/A	N/A
					3BR / 2BA	12	16.7%	1,245	@60%	\$920	Yes	No	N/A	N/A
					3BR / 2BA	9	12.5%	1,245	@60% (Section 8)	\$719	N/A	No	0	0.0%
					3BR / 2BA	3	4.2%	1,245	Market	\$999	N/A	No	N/A	N/A
						72						2	2.8%	

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

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
6	The View At Oglethorpe II 220 Mcalister St Savannah, GA 31401 Chatham County	0.8 miles	Lowrise 3-stories 2018 / n/a Family	@60% @60% (Section 8), Market	1BR / 1BA	5	5.0%	701	@60%	\$650	Yes	No	N/A	N/A
					1BR / 1BA	6	6.0%	701	@60% (Section 8)	\$503	N/A	No	N/A	N/A
					1BR / 1BA	1	1.0%	701	Market	\$799	N/A	No	N/A	N/A
					2BR / 1.5BA	6	6.0%	1,013	@60%	\$790	Yes	No	N/A	N/A
					2BR / 1.5BA	3	3.0%	1,013	@60% (Section 8)	\$507	N/A	No	N/A	N/A
					2BR / 1.5BA	3	3.0%	1,013	Market	\$899	N/A	No	N/A	N/A
					2BR / 2BA	20	20.0%	999	@60%	\$790	Yes	No	N/A	N/A
					2BR / 2BA	11	11.0%	1,000	@60% (Section 8)	\$507	N/A	No	N/A	N/A
					2BR / 2BA	3	3.0%	1,034	@60%	\$790	Yes	No	N/A	N/A
					2BR / 2BA	2	2.0%	1,034	@60% (Section 8)	\$507	N/A	No	N/A	N/A
					2BR / 2BA	7	7.0%	1,000	Market	\$899	N/A	No	N/A	N/A
					2BR / 2BA	1	1.0%	1,034	Market	\$899	N/A	No	N/A	N/A
					3BR / 2BA	8	8.0%	1,171	@60%	\$920	Yes	No	N/A	N/A
					3BR / 2BA	10	10.0%	1,169	@60% (Section 8)	\$743	N/A	No	N/A	N/A
					3BR / 2BA	8	8.0%	1,169	Market	\$999	N/A	No	N/A	N/A
					4BR / 2BA	1	1.0%	1,302	@60%	\$1,039	Yes	No	N/A	N/A
4BR / 2BA	3	3.0%	1,302	@60% (Section 8)	\$768	N/A	No	N/A	N/A					
4BR / 2BA	1	1.0%	1,410	@60%	\$1,039	Yes	No	N/A	N/A					
4BR / 2BA	1	1.0%	1,410	@60% (Section 8)	\$768	N/A	No	N/A	N/A					
						100							1	1.0%
7	Alhambra Apartments 2200 E Victory Dr Savannah, GA 31404 Chatham County	1.9 miles	Various 2-stories 1968 / 2005 Family	Market	1BR / 1BA	N/A	N/A	705	Market	\$788	N/A	No	N/A	N/A
					2BR / 1.5BA	N/A	N/A	820	Market	\$964	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	975	Market	\$909	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,072	Market	\$1,025	N/A	No	N/A	N/A
						150							5	3.3%
8	Chelsea At Five Points 1910 Skidaway Rd Savannah, GA 31404 Chatham County	1.1 miles	Garden 2-stories 1947 / 2019 Family	Market	1BR / 1BA	24	17.7%	700	Market	\$750	N/A	No	1	4.2%
					2BR / 1BA	112	82.4%	850	Market	\$850	N/A	No	1	0.9%
											136			
9	Jasmine Place 2323 Downing Ave Savannah, GA 31404 Chatham County	2.1 miles	Garden 2-stories 1979 / 2005 Family	Market	2BR / 1.5BA	80	71.4%	844	Market	\$855	N/A	No	N/A	N/A
					3BR / 2BA	32	28.6%	1,144	Market	\$965	N/A	No	N/A	N/A
						112							2	1.8%
10	Park And Broad 1020 E Broad St Savannah, GA 31401 Chatham County	0.8 miles	Lowrise 3-stories 2018 / n/a Family	Market	1BR / 1BA	N/A	N/A	707	Market	\$1,590	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	727	Market	\$1,660	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	753	Market	\$1,715	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	785	Market	\$1,755	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	790	Market	\$1,770	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	963	Market	\$1,805	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	979	Market	\$1,815	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,019	Market	\$2,130	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,022	Market	\$2,155	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,025	Market	\$2,155	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,048	Market	\$2,445	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,067	Market	\$2,245	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,357	Market	\$2,675	N/A	No	0	N/A
						70							0	0.0%
11	River Crossing Apartments 2612 Dogwood Ave Savannah, GA 31404 Chatham County	2.5 miles	Garden 3-stories 1978 / 2019 Family	Market	1BR / 1BA	56	31.8%	770	Market	\$891	N/A	No	N/A	N/A
					2BR / 2BA	104	59.1%	1,026	Market	\$1,038	N/A	No	N/A	N/A
					3BR / 2BA	16	9.1%	1,270	Market	\$1,192	N/A	No	N/A	N/A
						176							4	2.3%

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	1,242	Weighted Occupancy:	98.1%		
	Market Rate	644	Market Rate	98.0%		
	Tax Credit	598	Tax Credit	98.2%		
One-Bedroom One Bath		Average	Two-Bedroom Two Bath		Average	
RENT	Property		Property		Three-Bedroom Two Bath	
					Property	
					Average	
	Park And Broad (Market)	\$1,770	Park And Broad (Market)	\$2,675	River Crossing Apartments (Market)	\$1,192
	Park And Broad (Market)	\$1,755	Park And Broad (Market)	\$2,445	Ashley Midtown Phase I (Market)(2.5BA)	\$1,165
	Park And Broad (Market)	\$1,715	Park And Broad (Market)	\$2,245	Ashley Midtown Phase I (Market)	\$1,165
	Park And Broad (Market)	\$1,660	Park And Broad (Market)	\$2,155	Alhambra Apartments (Market)	\$1,025
	Park And Broad (Market)	\$1,590	Park And Broad (Market)	\$2,155	The View At Oglethorpe I (Market)	\$999
	River Crossing Apartments (Market)	\$891	Park And Broad (Market)	\$2,130	The View At Oglethorpe II (Market)	\$999
	The View At Oglethorpe I (Market)	\$799	Park And Broad (Market)	\$1,815	Sustainable Fellwood II (Market)	\$993
	The View At Oglethorpe II (Market)	\$799	Park And Broad (Market)	\$1,805	Jasmine Place (Market)	\$965
	Alhambra Apartments (Market)	\$788	River Crossing Apartments (Market)	\$1,038	The View At Oglethorpe I (@60%)	\$920
	Sustainable Fellwood II (Market)	\$762	Ashley Midtown Phase I (Market)(1BA)	\$1,000	The View At Oglethorpe II (@60%)	\$920
	Chelsea At Five Points (Market)	\$750	Ashley Midtown Phase I (Market)(1.5BA)	\$1,000	Ashley Midtown Phase I (@60%)	\$877
	Sustainable Fellwood I (Market)	\$661	Alhambra Apartments (Market)(1.5BA)	\$964	Ashley Midtown Phase I (@60%)(2.5BA)	\$877
	The View At Oglethorpe I (@60%)	\$650	Alhambra Apartments (Market)	\$909	Ashley Midtown Phase II (@60%)	\$874
	The View At Oglethorpe II (@60%)	\$650	The View At Oglethorpe II (Market)(1.5BA)	\$899	Ashley Midtown Phase II (@60%)	\$874
	Sustainable Fellwood II (@60%)	\$619	The View At Oglethorpe II (Market)	\$899	Ashley Midtown Phase II (@60%)	\$874
	Sustainable Fellwood II (@60%)	\$619	The View At Oglethorpe I (Market)	\$899	Sustainable Fellwood II (@60%)(3BA)	\$858
	Sustainable Fellwood I (@60%)	\$577	The View At Oglethorpe II (Market)	\$899	Sustainable Fellwood II (@60%)	\$858
	Sustainable Fellwood I (@60%)	\$577	Sustainable Fellwood II (Market)	\$859	Sustainable Fellwood I (Market)(2.5BA)	\$842
	Live Oak Landing II (@60%)	\$525	Jasmine Place (Market)(1.5BA)	\$855	Sustainable Fellwood I (Market)	\$842
	The View At Oglethorpe II (@60%)	\$503	Chelsea At Five Points (Market)(1BA)	\$850	Sustainable Fellwood I (@60%)	\$797
	The View At Oglethorpe I (@60%)	\$492	The View At Oglethorpe II (@60%)	\$790	Sustainable Fellwood I (@60%)	\$797
	Live Oak Landing II (@50%)	\$450	The View At Oglethorpe II (@60%)(1.5BA)	\$790	The View At Oglethorpe II (@60%)	\$743
			The View At Oglethorpe I (@60%)	\$790	The View At Oglethorpe I (@60%)	\$719
			The View At Oglethorpe II (@60%)	\$790	Live Oak Landing II (@60%)	\$685
			Ashley Midtown Phase I (@60%)(1.5BA)	\$775	Live Oak Landing II (@50%)	\$610
			Ashley Midtown Phase I (@60%)(1BA)	\$775		
			Ashley Midtown Phase II (@60%)(1.5BA)	\$769		
			Ashley Midtown Phase II (@60%)(1BA)	\$769		
			Sustainable Fellwood I (Market)(1.5BA)	\$752		
			Sustainable Fellwood I (Market)(1BA)	\$752		
			Sustainable Fellwood II (@60%)	\$740		
			Sustainable Fellwood II (@60%)	\$740		
			Sustainable Fellwood I (@60%)(1BA)	\$687		
			Sustainable Fellwood I (@60%)(1BA)	\$687		
			Live Oak Landing II (@60%)	\$615		
			Live Oak Landing II (@50%)	\$540		
			The View At Oglethorpe I (@60%)	\$518		
			The View At Oglethorpe II (@60%)	\$507		
			The View At Oglethorpe II (@60%)	\$507		
			The View At Oglethorpe II (@60%)(1.5BA)	\$507		

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

SQUARE FOOTAGE	The View At Oglethorpe I (Market)	840	Ashley Midtown Phase I (Market)(1BA)	1,411	Ashley Midtown Phase II (@60%)	1,482
	The View At Oglethorpe I (@60%)	840	Park And Broad (Market)	1,357	Ashley Midtown Phase I (@30%)(2.5BA)	1,467
	The View At Oglethorpe I (@60%)	840	Ashley Midtown Phase I (@50%)(1BA)	1,276	Ashley Midtown Phase I (@50%)(2.5BA)	1,467
	Sustainable Fellwood II (@60%)	838	Ashley Midtown Phase I (@60%)(1.5BA)	1,276	Ashley Midtown Phase I (@60%)(2.5BA)	1,467
	Sustainable Fellwood II (@60%)	838	Ashley Midtown Phase I (@30%)(1.5BA)	1,276	Ashley Midtown Phase II (@30%)	1,407
	Sustainable Fellwood II (Market)	838	Ashley Midtown Phase I (@60%)(1BA)	1,269	Ashley Midtown Phase II (@60%)	1,400
	Sustainable Fellwood I (Market)	832	Ashley Midtown Phase I (@30%)(1BA)	1,269	Ashley Midtown Phase I (@30%)	1,377
	Sustainable Fellwood I (@60%)	832	Ashley Midtown Phase I (@50%)(1.5BA)	1,254	Ashley Midtown Phase I (@50%)	1,377
	Sustainable Fellwood I (@60%)	832	Ashley Midtown Phase II (@60%)(1.5BA)	1,238	Ashley Midtown Phase I (@60%)	1,377
	Park And Broad (Market)	790	Ashley Midtown Phase II (@30%)(1.5BA)	1,226	Sustainable Fellwood II (@60%)(3BA)	1,343
	Park And Broad (Market)	785	Ashley Midtown Phase II (@60%)(1BA)	1,214	Sustainable Fellwood II (@60%)	1,343
	River Crossing Apartments (Market)	770	Ashley Midtown Phase I (Market)(1.5BA)	1,146	Sustainable Fellwood II (Market)	1,343
	Park And Broad (Market)	753	Sustainable Fellwood II (@60%)	1,072	Ashley Midtown Phase II (@60%)	1,340
	Park And Broad (Market)	727	Sustainable Fellwood II (@60%)	1,072	Sustainable Fellwood I (Market)	1,327
	Park And Broad (Market)	707	Sustainable Fellwood II (Market)	1,072	Sustainable Fellwood I (Market)(2.5BA)	1,327
	Alhambra Apartments (Market)	705	Park And Broad (Market)	1,067	Sustainable Fellwood I (@60%)	1,327
	Live Oak Landing II (@50%)	704	Sustainable Fellwood I (Market)(1.5BA)	1,060	Sustainable Fellwood I (@60%)	1,327
	Live Oak Landing II (@60%)	704	Sustainable Fellwood I (Market)(1BA)	1,060	Ashley Midtown Phase I (Market)(2.5BA)	1,300
	The View At Oglethorpe II (@60%)	701	Sustainable Fellwood I (@60%)(1BA)	1,060	River Crossing Apartments (Market)	1,270
	The View At Oglethorpe II (Market)	701	Sustainable Fellwood I (@60%)(1BA)	1,060	The View At Oglethorpe I (@60%)	1,245
	The View At Oglethorpe II (@60%)	701	Park And Broad (Market)	1,048	The View At Oglethorpe I (@60%)	1,245
	Chelsea At Five Points (Market)	700	The View At Oglethorpe II (@60%)	1,034	The View At Oglethorpe I (Market)	1,245
			The View At Oglethorpe II (Market)	1,034	Ashley Midtown Phase I (Market)	1,200
			The View At Oglethorpe II (@60%)	1,034	The View At Oglethorpe II (@60%)	1,171
			River Crossing Apartments (Market)	1,026	The View At Oglethorpe II (Market)	1,169
			Park And Broad (Market)	1,025	The View At Oglethorpe II (@60%)	1,169
			Park And Broad (Market)	1,022	Jasmine Place (Market)	1,144
			The View At Oglethorpe I (@60%)	1,020	Live Oak Landing II (@50%)	1,110
			The View At Oglethorpe I (Market)	1,020	Live Oak Landing II (@60%)	1,110
			The View At Oglethorpe I (@60%)	1,020	Alhambra Apartments (Market)	1,072
			Park And Broad (Market)	1,019		
			The View At Oglethorpe II (@60%)(1.5BA)	1,013		
			The View At Oglethorpe II (@60%)(1.5BA)	1,013		
		The View At Oglethorpe II (Market)(1.5BA)	1,013			
		Live Oak Landing II (@50%)	1,005			
		Live Oak Landing II (@60%)	1,005			
		The View At Oglethorpe II (Market)	1,000			
		The View At Oglethorpe II (@60%)	1,000			
		The View At Oglethorpe II (@60%)	999			
		Park And Broad (Market)	979			
		Alhambra Apartments (Market)	975			
		Park And Broad (Market)	963			
		Chelsea At Five Points (Market)(1BA)	850			
		Jasmine Place (Market)(1.5BA)	844			
		Alhambra Apartments (Market)(1.5BA)	820			
RENT PER SQUARE FOOT	Park And Broad (Market)	\$2.28	Park And Broad (Market)	\$2.33	Ashley Midtown Phase I (Market)	\$0.97
	Park And Broad (Market)	\$2.28	Park And Broad (Market)	\$2.11	Alhambra Apartments (Market)	\$0.96
	Park And Broad (Market)	\$2.25	Park And Broad (Market)	\$2.10	River Crossing Apartments (Market)	\$0.94
	Park And Broad (Market)	\$2.24	Park And Broad (Market)	\$2.10	Ashley Midtown Phase I (Market)(2.5BA)	\$0.90
	Park And Broad (Market)	\$2.24	Park And Broad (Market)	\$2.09	The View At Oglethorpe II (Market)	\$0.85
	River Crossing Apartments (Market)	\$1.16	Park And Broad (Market)	\$1.97	Jasmine Place (Market)	\$0.84
	The View At Oglethorpe II (Market)	\$1.14	Park And Broad (Market)	\$1.87	The View At Oglethorpe I (Market)	\$0.80
	Alhambra Apartments (Market)	\$1.12	Park And Broad (Market)	\$1.85	The View At Oglethorpe II (@60%)	\$0.79
	Chelsea At Five Points (Market)	\$1.07	Alhambra Apartments (Market)(1.5BA)	\$1.18	Sustainable Fellwood II (Market)	\$0.74
	The View At Oglethorpe I (Market)	\$0.95	Jasmine Place (Market)(1.5BA)	\$1.01	The View At Oglethorpe I (@60%)	\$0.74
	The View At Oglethorpe II (@60%)	\$0.93	River Crossing Apartments (Market)	\$1.01	Ashley Midtown Phase II (@60%)	\$0.65
	Sustainable Fellwood II (Market)	\$0.91	Chelsea At Five Points (Market)(1BA)	\$1.00	Sustainable Fellwood II (@60%)(3BA)	\$0.64
	Sustainable Fellwood I (Market)	\$0.79	Alhambra Apartments (Market)	\$0.93	Sustainable Fellwood II (@60%)	\$0.64
	The View At Oglethorpe I (@60%)	\$0.77	The View At Oglethorpe II (Market)	\$0.90	Ashley Midtown Phase I (@60%)	\$0.64
	Live Oak Landing II (@60%)	\$0.75	The View At Oglethorpe II (Market)(1.5BA)	\$0.89	The View At Oglethorpe II (@60%)	\$0.64
	Sustainable Fellwood II (@60%)	\$0.74	The View At Oglethorpe I (Market)	\$0.88	Sustainable Fellwood I (Market)(2.5BA)	\$0.63
	Sustainable Fellwood II (@60%)	\$0.74	Ashley Midtown Phase I (Market)(1.5BA)	\$0.87	Sustainable Fellwood I (Market)	\$0.63
	The View At Oglethorpe II (@60%)	\$0.72	The View At Oglethorpe II (Market)	\$0.87	Ashley Midtown Phase II (@60%)	\$0.62
	Sustainable Fellwood I (@60%)	\$0.69	Sustainable Fellwood II (Market)	\$0.80	Live Oak Landing II (@60%)	\$0.62
	Sustainable Fellwood I (@60%)	\$0.69	The View At Oglethorpe II (@60%)	\$0.79	Sustainable Fellwood I (@60%)	\$0.60
	Live Oak Landing II (@50%)	\$0.64	The View At Oglethorpe II (@60%)(1.5BA)	\$0.78	Sustainable Fellwood I (@60%)	\$0.60
	The View At Oglethorpe I (@60%)	\$0.59	The View At Oglethorpe I (@60%)	\$0.77	Ashley Midtown Phase I (@60%)(2.5BA)	\$0.60
			The View At Oglethorpe II (@60%)	\$0.76	Ashley Midtown Phase II (@60%)	\$0.59
			Sustainable Fellwood I (Market)(1.5BA)	\$0.71	The View At Oglethorpe I (@60%)	\$0.58
			Sustainable Fellwood I (Market)(1BA)	\$0.71	Live Oak Landing II (@50%)	\$0.55
			Ashley Midtown Phase I (Market)(1BA)	\$0.71		
			Sustainable Fellwood II (@60%)	\$0.69		
			Sustainable Fellwood II (@60%)	\$0.69		
			Sustainable Fellwood I (@60%)(1BA)	\$0.65		
			Sustainable Fellwood I (@60%)(1BA)	\$0.65		
			Ashley Midtown Phase II (@60%)(1BA)	\$0.63		
			Ashley Midtown Phase II (@60%)(1.5BA)	\$0.62		
			Live Oak Landing II (@60%)	\$0.61		
		Ashley Midtown Phase I (@60%)(1BA)	\$0.61			
		Ashley Midtown Phase I (@60%)(1.5BA)	\$0.61			
		Live Oak Landing II (@50%)	\$0.54			
		The View At Oglethorpe I (@60%)	\$0.51			
		The View At Oglethorpe II (@60%)	\$0.51			
		The View At Oglethorpe II (@60%)(1.5BA)	\$0.50			
		The View At Oglethorpe II (@60%)	\$0.49			

PROPERTY PROFILE REPORT

Ashley Midtown Phase I

Effective Rent Date 3/22/2019
Location 1518 E Park Ave
 Savannah, GA 31404
 Chatham County
Distance 0.4 miles
Units 168
Vacant Units 4
Vacancy Rate 2.4%
Type Townhouse (2 stories)
Year Built/Renovated 2004 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Savannah Gardens
Tenant Characteristics None identified
Contact Name Cynthia
Phone (912) 233-3075



Market Information

Program @30% (Public Housing), @50% (Public
Annual Turnover Rate 25%
Units/Month Absorbed N/A
HCV Tenants 2%
Leasing Pace Within two weeks
Annual Chg. in Rent None
Concession None
Waiting List Yes for subsidized units, length unknown

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

Comments

The property receives 80 inquiries per week. The contact reported strong demand for affordable housing in the market, particularly for two and three-bedroom units. The property operates on a first come, first served basis. Market rents are set by an LRO program and change daily. Three of the four vacancies are pre-leased. The contact was unable to estimate the number of tenants utilizing the Housing Choice Vouchers. The property maintains a waiting list for the subsidized units but the contact was unable to comment on the length of the waiting list. The rents for the public housing units were not available.

Trend Report

Vacancy Rates

2Q15	3Q15	2Q18	1Q19
0.0%	0.0%	4.2%	2.4%

Trend: @30%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

Trend: @50%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

Ashley Midtown Phase I, continued

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$710	\$0	\$710	\$725
2015	3	0.0%	\$710	\$0	\$710	\$725
2018	2	0.0%	\$760	\$0	\$760	\$775
2019	1	0.0%	\$760	\$0	\$760	\$775

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$710	\$0	\$710	\$725
2015	3	0.0%	\$710	\$0	\$710	\$725
2018	2	0.0%	\$760	\$0	\$760	\$775
2019	1	N/A	\$760	\$0	\$760	\$775

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$803	\$0	\$803	\$818
2015	3	0.0%	\$803	\$0	\$803	\$818
2018	2	0.0%	\$862	\$0	\$862	\$877
2019	1	N/A	\$862	\$0	\$862	\$877

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$803	\$0	\$803	\$818
2015	3	0.0%	\$803	\$0	\$803	\$818
2018	2	0.0%	\$862	\$0	\$862	\$877
2019	1	N/A	\$862	\$0	\$862	\$877

Trend: Market

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$925	\$0	\$925	\$940
2015	3	0.0%	\$925	\$0	\$925	\$940
2018	2	35.3%	\$985	\$0	\$985	\$1,000
2019	1	N/A	\$985	\$0	\$985	\$1,000

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$980	\$0	\$980	\$995
2015	3	0.0%	\$980	\$0	\$980	\$995
2018	2	16.7%	\$985	\$0	\$985	\$1,000
2019	1	N/A	\$985	\$0	\$985	\$1,000

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$1,100	\$0	\$1,100	\$1,115
2015	3	0.0%	\$1,100	\$0	\$1,100	\$1,115
2018	2	0.0%	\$1,150	\$0	\$1,150	\$1,165
2019	1	0.0%	\$1,150	\$0	\$1,150	\$1,165

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$1,255	\$0	\$1,255	\$1,270
2015	3	0.0%	\$1,255	\$0	\$1,255	\$1,270
2018	2	0.0%	\$1,150	\$0	\$1,150	\$1,165
2019	1	N/A	\$1,150	\$0	\$1,150	\$1,165

Trend: Comments

2Q15 N/A

3Q15 N/A

2Q18 Three of the vacant units are pre-leased. The contact stated that turnover is almost entirely due to college students moving out of market rate units. The contact stated that evictions are rare. The property recently increased rents to the 2018 maximum allowable levels.

1Q19 The property receives 80 inquiries per week. The contact reported strong demand for affordable housing in the market, particularly for two and three-bedroom units. The property operates on a first come, first served basis. Market rents are set by an LRO program and change daily. Three of the four vacancies are pre-leased. The contact was unable to estimate the number of tenants utilizing the Housing Choice Vouchers. The property maintains a waiting list for the subsidized units but the contact was unable to comment on the length of the waiting list. The rents for the public housing units were not available.

Photos



PROPERTY PROFILE REPORT

Ashley Midtown Phase II

Effective Rent Date	3/22/2019
Location	1110 Graydon Ave Savannah, GA 31404 Chatham County
Distance	0.2 miles
Units	38
Vacant Units	0
Vacancy Rate	0.0%
Type	Townhouse (2 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Savannah Gardens, Alhambra Apartments
Tenant Characteristics	Majority families, most of the tenants are from Savannah
Contact Name	Cynthia
Phone	912-236-4628



Market Information

Program	@30% (Public Housing), @60%
Annual Turnover Rate	2%
Units/Month Absorbed	12
HCV Tenants	24%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to five percent
Concession	None
Waiting List	Yes for subsidized units, length unknown

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
2	1	Townhouse (2 stories)	2	1,214	\$754	\$0	@60%	No	0	0.0%	yes	None
2	1.5	Townhouse (2 stories)	10	1,226	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	6	1,238	\$754	\$0	@60%	No	0	0.0%	yes	None
3	2	Townhouse (2 stories)	10	1,407	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
3	2	Townhouse (2 stories)	1	1,340	\$859	\$0	@60%	No	0	0.0%	yes	None
3	2	Townhouse (2 stories)	8	1,400	\$859	\$0	@60%	No	0	0.0%	yes	None
3	2	Townhouse (2 stories)	1	1,482	\$859	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1.5BA	N/A	\$0	N/A	\$15	N/A	2BR / 1BA	\$754	\$0	\$754	\$15	\$769
3BR / 2BA	N/A	\$0	N/A	\$15	N/A	2BR / 1.5BA	\$754	\$0	\$754	\$15	\$769
						3BR / 2BA	\$859	\$0	\$859	\$15	\$874

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Video Surveillance	
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Service Coordination		
Swimming Pool			

Comments

The property receives 80 inquiries per week. The contact reported strong demand for affordable housing in the market, particularly for two and three-bedroom units. The property operates on a first come, first served basis. Market rents are set by an LRO program and change daily. The contact was unable to estimate the number of tenants utilizing the Housing Choice Vouchers. The property maintains a waiting list for the subsidized units but the contact was unable to comment on the length of the waiting list. The rents for the public housing units were not available.

Ashley Midtown Phase II, continued

Trend Report

Vacancy Rates

2Q15	3Q15	2Q18	1Q19
5.3%	5.3%	0.0%	0.0%

Trend: @30%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	N/A	\$0	N/A	N/A
2015	3	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	16.7%	\$703	\$0	\$703	\$718
2015	3	16.7%	\$703	\$0	\$703	\$718
2018	2	0.0%	\$754	\$0	\$754	\$769
2019	1	0.0%	\$754	\$0	\$754	\$769

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	50.0%	\$703	\$0	\$703	\$718
2015	3	50.0%	\$703	\$0	\$703	\$718
2018	2	0.0%	\$754	\$0	\$754	\$769
2019	1	0.0%	\$754	\$0	\$754	\$769

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$800	\$0	\$800	\$815
2015	3	0.0%	\$800	\$0	\$800	\$815
2018	2	0.0%	\$859	\$0	\$859	\$874
2019	1	0.0%	\$859	\$0	\$859	\$874

Trend: Comments

2Q15 N/A

3Q15 N/A

2Q18 The property recently increased rents to the 2018 maximum allowable levels. The contact stated that turnover and evictions are rare.

1Q19 The property receives 80 inquiries per week. The contact reported strong demand for affordable housing in the market, particularly for two and three-bedroom units. The property operates on a first come, first served basis. Market rents are set by an LRO program and change daily. The contact was unable to estimate the number of tenants utilizing the Housing Choice Vouchers. The property maintains a waiting list for the subsidized units but the contact was unable to comment on the length of the waiting list. The rents for the public housing units were not available.

Photos



PROPERTY PROFILE REPORT

Sustainable Fellwood I

Effective Rent Date 4/18/2019
Location 1401 Fellwood Dr
Savannah, GA 31415
Chatham County
Distance 2.7 miles
Units 110
Vacant Units 4
Vacancy Rate 3.6%
Type Garden (3 stories)
Year Built/Renovated 2009 / N/A
Marketing Began 2/01/2009
Leasing Began 5/31/2009
Last Unit Leased 11/25/2009
Major Competitors None identified
Tenant Characteristics None identified
Contact Name Michael Welton
Phone 912-544-0190



Market Information

Program @60%, @60% (Public Housing), Market
Annual Turnover Rate 2%
Units/Month Absorbed 18
HCV Tenants 22%
Leasing Pace Pre-leased
Annual Chg. in Rent Decreased two to three percent
Concession None
Waiting List Yes, 100 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 included
Sewer included
Trash Collection included

Sustainable Fellwood I, continued

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)	15	832	\$616	\$0	@60%	Yes	N/A	N/A	yes	None
1	1	Garden (3 stories)	9	832	\$616	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None
1	1	Garden (3 stories)	6	832	\$700	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (3 stories)	17	1,060	\$735	\$0	@60%	Yes	N/A	N/A	yes	None
2	1	Garden (3 stories)	19	1,060	\$735	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None
2	1	Garden (3 stories)	5	1,060	\$800	\$0	Market	No	0	0.0%	N/A	None
2	1.5	Garden (3 stories)	5	1,060	\$800	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	13	1,327	\$855	\$0	@60%	Yes	N/A	N/A	yes	None
3	2	Garden (3 stories)	10	1,327	\$855	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	2	1,327	\$900	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Garden (3 stories)	3	1,327	\$900	\$0	Market	No	0	0.0%	N/A	None
4	2	Garden (3 stories)	3	1,522	\$947	\$0	@60%	Yes	N/A	N/A	yes	None
4	2	Garden (3 stories)	2	1,522	\$947	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None
4	2	Garden (3 stories)	1	1,522	\$1,000	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$616	\$0	\$616	-\$39	\$577	1BR / 1BA	\$700	\$0	\$700	-\$39	\$661
2BR / 1BA	\$735	\$0	\$735	-\$48	\$687	2BR / 1BA	\$800	\$0	\$800	-\$48	\$752
3BR / 2BA	\$855	\$0	\$855	-\$58	\$797	2BR / 1.5BA	\$800	\$0	\$800	-\$48	\$752
4BR / 2BA	\$947	\$0	\$947	-\$69	\$878	3BR / 2BA	\$900	\$0	\$900	-\$58	\$842
						3BR / 2.5BA	\$900	\$0	\$900	-\$58	\$842
						4BR / 2BA	\$1,000	\$0	\$1,000	-\$69	\$931

Amenities

In-Unit	Security	Services
Balcony/Patio	Patrol	Adult Education
Carpeting		Afterschool Program
Coat Closet		Computer Tutoring
Ceiling Fan		
Oven		
Walk-In Closet		
Blinds		
Central A/C		
Dishwasher		
Garbage Disposal		
Refrigerator		
Washer/Dryer hookup		
Property	Premium	Other
Business Center/Computer Lab	None	Planned activities, game room,
Courtyard		
Neighborhood Network		
On-Site Management		
Playground		
Volleyball Court		
Clubhouse/Meeting Room/Community		
Central Laundry		
Off-Street Parking(\$0.00)		
Picnic Area		
Recreation Areas		
Wi-Fi		

Comments

The property receives over 100 inquiries per week. The contact reported a strong demand for affordable housing in the market, particularly for the one and two-bedroom units. All four vacant units are pre-leased.

Trend Report

Vacancy Rates

2Q18	3Q18	4Q18	2Q19
0.0%	0.0%	0.0%	3.6%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$623	\$0	\$623	\$584
2018	3	0.0%	\$623	\$0	\$623	\$584
2018	4	0.0%	\$658	\$0	\$658	\$619
2019	2	N/A	\$616	\$0	\$616	\$577

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$742	\$0	\$742	\$694
2018	3	0.0%	\$742	\$0	\$742	\$694
2018	4	0.0%	\$788	\$0	\$788	\$740
2019	2	N/A	\$735	\$0	\$735	\$687

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$848	\$0	\$848	\$790
2018	3	0.0%	\$848	\$0	\$848	\$790
2018	4	0.0%	\$916	\$0	\$916	\$858
2019	2	N/A	\$855	\$0	\$855	\$797

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$974	\$0	\$974	\$905
2018	3	0.0%	\$974	\$0	\$974	\$905
2018	4	0.0%	\$974	\$0	\$974	\$905
2019	2	N/A	\$947	\$0	\$947	\$878

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$700	\$0	\$700	\$661
2018	3	0.0%	\$700	\$0	\$700	\$661
2018	4	0.0%	\$801	\$0	\$801	\$762
2019	2	0.0%	\$700	\$0	\$700	\$661

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$800	\$0	\$800	\$752
2018	3	0.0%	\$800	\$0	\$800	\$752
2018	4	0.0%	\$907	\$0	\$907	\$859
2019	2	0.0%	\$800	\$0	\$800	\$752

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$800	\$0	\$800	\$752
2018	3	0.0%	\$800	\$0	\$800	\$752
2018	4	0.0%	\$907	\$0	\$907	\$859
2019	2	0.0%	\$800	\$0	\$800	\$752

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$900	\$0	\$900	\$842
2018	3	0.0%	\$900	\$0	\$900	\$842
2018	4	0.0%	\$1,051	\$0	\$1,051	\$993
2019	2	0.0%	\$900	\$0	\$900	\$842

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$900	\$0	\$900	\$842
2018	3	0.0%	\$900	\$0	\$900	\$842
2018	4	0.0%	\$1,051	\$0	\$1,051	\$993
2019	2	0.0%	\$900	\$0	\$900	\$842

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,000	\$0	\$1,000	\$931
2018	3	0.0%	\$1,000	\$0	\$1,000	\$931
2018	4	0.0%	\$1,100	\$0	\$1,100	\$1,031
2019	2	0.0%	\$1,000	\$0	\$1,000	\$931

Trend: Comments

2Q18	The contact stated that units are almost always pre-leased before they become vacant. According to the contact, the property did not increase rents between when the property opened in 2009 and 2017. In 2017 management increased rents by \$25, and again increased rents by \$25 in early 2018. Management has no immediate plans to increase rents to the 2018 maximum allowable level.
3Q18	The contact stated that units are almost always pre-leased before they become vacant. Management stated that the rents are slightly below max, and that the property does not increase to max every year, but every two years on average. The property maintains an extensive waiting list for public housing units only; tax credit and market-rate units are leased on a first-come, first-served basis. Free wireless internet is provided in all units.
4Q18	N/A
2Q19	The property receives over 100 inquiries per week. The contact reported a strong demand for affordable housing in the market, particularly for the one and two-bedroom units. All four vacant units are pre-leased.

Photos



PROPERTY PROFILE REPORT

Sustainable Fellwood II

Effective Rent Date	4/18/2019
Location	1325 Exley St Savannah, GA 31415 Chatham County
Distance	2.8 miles
Units	110
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	7/01/2011
Leasing Began	7/01/2011
Last Unit Leased	12/31/2011
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Sharon
Phone	912-480-4611



Market Information

Program	@60%, @60% (Public Housing), Market
Annual Turnover Rate	15%
Units/Month Absorbed	18
HCV Tenants	12%
Leasing Pace	Within one week
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes, 200 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	included
Sewer	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)	2	838	\$658	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	6	838	\$658	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None
1	1	Garden (3 stories)	4	838	\$801	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	10	1,072	\$788	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	30	1,072	\$788	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	4	1,072	\$907	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	15	1,343	\$916	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	3	1,343	\$1,051	\$0	Market	Yes	0	0.0%	N/A	None
3	3	Garden (3 stories)	36	1,343	\$916	\$0	@60% (Public Housing)	Yes	0	0.0%	N/A	None

Sustainable Fellwood II, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$658	\$0	\$658	-\$39	\$619	1BR / 1BA	\$801	\$0	\$801	-\$39	\$762
2BR / 2BA	\$788	\$0	\$788	-\$48	\$740	2BR / 2BA	\$907	\$0	\$907	-\$48	\$859
3BR / 2BA	\$916	\$0	\$916	-\$58	\$858	3BR / 2BA	\$1,051	\$0	\$1,051	-\$58	\$993
3BR / 3BA	\$916	\$0	\$916	-\$58	\$858						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	Adult Education
Carpeting	Central A/C		Afterschool Program
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Community garden, gazebo
Courtyard	Central Laundry		
Neighborhood Network	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Volleyball Court	Wi-Fi		

Comments

The property receives 70 inquiries per week. The contact reported a strong demand for affordable housing in the market.

Trend Report

Vacancy Rates

3Q16	2Q18	4Q18	2Q19
4.5%	0.0%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$303 - \$614	\$0	\$303 - \$614	\$264 - \$575
2018	2	0.0%	\$303 - \$709	\$0	\$303 - \$709	\$264 - \$670
2018	4	0.0%	\$658	\$0	\$658	\$619
2019	2	0.0%	\$658	\$0	\$658	\$619

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$303 - \$735	\$0	\$303 - \$735	\$255 - \$687
2018	2	0.0%	\$303 - \$773	\$0	\$303 - \$773	\$255 - \$725
2018	4	0.0%	\$788	\$0	\$788	\$740
2019	2	0.0%	\$788	\$0	\$788	\$740

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$853	\$0	\$853	\$795
2018	2	0.0%	\$894	\$0	\$894	\$836
2018	4	0.0%	\$916	\$0	\$916	\$858
2019	2	0.0%	\$916	\$0	\$916	\$858

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$303	\$0	\$303	\$245
2018	2	0.0%	\$303	\$0	\$303	\$245
2018	4	0.0%	\$916	\$0	\$916	\$858
2019	2	0.0%	\$916	\$0	\$916	\$858

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$740	\$0	\$740	\$701
2018	2	0.0%	\$778	\$0	\$778	\$739
2018	4	0.0%	\$801	\$0	\$801	\$762
2019	2	0.0%	\$801	\$0	\$801	\$762

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$840	\$0	\$840	\$792
2018	2	0.0%	\$881	\$0	\$881	\$833
2018	4	0.0%	\$907	\$0	\$907	\$859
2019	2	0.0%	\$907	\$0	\$907	\$859

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$940	\$0	\$940	\$882
2018	2	0.0%	\$984	\$0	\$984	\$926
2018	4	0.0%	\$1,051	\$0	\$1,051	\$993
2019	2	0.0%	\$1,051	\$0	\$1,051	\$993

Trend: Comments

3Q16	The contact stated that internet is included with the rent; however, basic cable is not included. The contact stated that there is one parking space assigned per lease holder. The property maintains a waiting list for income-based units only (PBRA and PHA units). The contact was unsure whether rents are set at the maximum allowable.
2Q18	The contact stated that rents were at the 2018 maximum allowable level.
4Q18	The contact stated that units are almost always pre-leased before they become vacant. Management stated that the rents are slightly below max, and that the property does not increase to max every year, but every two years on average. The property maintains an extensive waiting list for public housing units only; tax credit and market-rate units are leased on a first-come, first-served basis. Free wireless internet is provided in all units.
2Q19	The property receives 70 inquiries per week. The contact reported a strong demand for affordable housing in the market.

Photos



PROPERTY PROFILE REPORT

The View At Oglethorpe I

Effective Rent Date	3/25/2019
Location	276 Randolph St Savannah, GA 31401 Chatham County
Distance	0.8 miles
Units	72
Vacant Units	2
Vacancy Rate	2.8%
Type	Garden (3 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	6/30/2017
Last Unit Leased	12/30/2017
Major Competitors	Ashley Midtown
Tenant Characteristics	Mixed tenancy, majority singles and families from local area
Contact Name	912-629-1000 x 301
Phone	Harry Moody



Market Information

Program	@60%, @60% (Section 8), Market
Annual Turnover Rate	9%
Units/Month Absorbed	12
HCV Tenants	22%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
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 (3 stories)	2	840	\$650	\$0	@60%	No	N/A	N/A	yes	None
1	1	Garden (3 stories)	2	840	\$492	\$0	@60% (Section 8)	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	2	840	\$799	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	12	1,020	\$790	\$0	@60%	No	N/A	N/A	yes	None
2	2	Garden (3 stories)	20	1,020	\$518	\$0	@60% (Section 8)	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	10	1,020	\$899	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	12	1,245	\$920	\$0	@60%	No	N/A	N/A	yes	None
3	2	Garden (3 stories)	9	1,245	\$719	\$0	@60% (Section 8)	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	3	1,245	\$999	\$0	Market	No	N/A	N/A	N/A	None

The View At Oglethorpe I, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$492 - \$650	\$0	\$492 - \$650	\$0	\$492 - \$650	1BR / 1BA	\$799	\$0	\$799	\$0	\$799
2BR / 2BA	\$518 - \$790	\$0	\$518 - \$790	\$0	\$518 - \$790	2BR / 2BA	\$899	\$0	\$899	\$0	\$899
3BR / 2BA	\$719 - \$920	\$0	\$719 - \$920	\$0	\$719 - \$920	3BR / 2BA	\$999	\$0	\$999	\$0	\$999

Amenities

In-Unit	Blinds	Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal	Video Surveillance	
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property	Premium	Other	
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Service Coordination		

Comments

The property receives 100 to 125 inquiries per week. There is strong demand for affordable housing in the market, particularly on one and three-bedroom units. Both of the vacant units are pre-leased.

The View At Oglethorpe I, continued

Trend Report

Vacancy Rates

1Q18	2Q18	4Q18	1Q19
4.2%	0.0%	0.0%	2.8%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$492 - \$540	\$0	\$492 - \$540	\$492 - \$540
2018	2	0.0%	\$492 - \$540	\$0	\$492 - \$540	\$492 - \$540
2018	4	0.0%	\$492 - \$650	\$0	\$492 - \$650	\$492 - \$650
2019	1	N/A	\$492 - \$650	\$0	\$492 - \$650	\$492 - \$650

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$518 - \$626	\$0	\$518 - \$626	\$518 - \$626
2018	2	0.0%	\$518 - \$626	\$0	\$518 - \$626	\$518 - \$626
2018	4	0.0%	\$518 - \$790	\$0	\$518 - \$790	\$518 - \$790
2019	1	N/A	\$518 - \$790	\$0	\$518 - \$790	\$518 - \$790

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$719 - \$727	\$0	\$719 - \$727	\$719 - \$727
2018	2	0.0%	\$719 - \$727	\$0	\$719 - \$727	\$719 - \$727
2018	4	0.0%	\$719 - \$920	\$0	\$719 - \$920	\$719 - \$920
2019	1	N/A	\$719 - \$920	\$0	\$719 - \$920	\$719 - \$920

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	50.0%	\$799	\$0	\$799	\$799
2018	2	0.0%	\$799	\$0	\$799	\$799
2018	4	0.0%	\$799	\$0	\$799	\$799
2019	1	N/A	\$799	\$0	\$799	\$799

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	20.0%	\$899	\$0	\$899	\$899
2018	2	0.0%	\$899	\$0	\$899	\$899
2018	4	0.0%	\$899	\$0	\$899	\$899
2019	1	N/A	\$899	\$0	\$899	\$899

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$999	\$0	\$999	\$999
2018	2	0.0%	\$999	\$0	\$999	\$999
2018	4	0.0%	\$999	\$0	\$999	\$999
2019	1	N/A	\$999	\$0	\$999	\$999

Trend: Comments

1Q18	The property is owned by the Savannah Housing Authority, and management reported that rents are purposefully held below the maximum allowable levels, and rents will likely be increased although no timetable is set for the rent increases. The property does not maintain a waiting list. The property is formerly known as Hitch Village Phase I.
2Q18	The property is owned by the Savannah Housing Authority, and management reported that rents are purposefully held below the maximum allowable levels. The property does not maintain a waiting list. The property is formerly known as Hitch Village Phase I.
4Q18	N/A
1Q19	The property receives 100 to 125 inquiries per week. There is strong demand for affordable housing in the market, particularly on one and three-bedroom units. Both of the vacant units are pre-leased.

Photos



PROPERTY PROFILE REPORT

The View At Oglethorpe II

Effective Rent Date 3/25/2019
Location 220 Mcalister St
 Savannah, GA 31401
 Chatham County
Distance 0.8 miles
Units 100
Vacant Units 1
Vacancy Rate 1.0%
Type Lowrise (3 stories)
Year Built/Renovated 2018 / N/A
Marketing Began N/A
Leasing Began 4/01/2018
Last Unit Leased 11/29/2018
Major Competitors Ashley Midtown
Tenant Characteristics None identified
Contact Name Ms. Brooks
Phone (912) 629-1000 ext 301



Market Information

Program @60%, @60% (Section 8), Market
Annual Turnover Rate N/A
Units/Month Absorbed 13
HCV Tenants 25%
Leasing Pace Within two weeks
Annual Chg. in Rent None
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

The View At Oglethorpe II, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	5	701	\$650	\$0	@60%	No	N/A	N/A	yes	None
1	1	Lowrise (3 stories)	6	701	\$503	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None
1	1	Lowrise (3 stories)	1	701	\$799	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Lowrise (3 stories)	6	1,013	\$790	\$0	@60%	No	N/A	N/A	yes	None
2	1.5	Lowrise (3 stories)	3	1,013	\$507	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None
2	1.5	Lowrise (3 stories)	3	1,013	\$899	\$0	Market	No	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	20	999	\$790	\$0	@60%	No	N/A	N/A	yes	None
2	2	Lowrise (3 stories)	11	1,000	\$507	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	7	1,000	\$899	\$0	Market	No	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	3	1,034	\$790	\$0	@60%	No	N/A	N/A	yes	None
2	2	Lowrise (3 stories)	2	1,034	\$507	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	1	1,034	\$899	\$0	Market	No	N/A	N/A	N/A	None
3	2	Lowrise (3 stories)	8	1,171	\$920	\$0	@60%	No	N/A	N/A	yes	None
3	2	Lowrise (3 stories)	10	1,169	\$743	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None
3	2	Lowrise (3 stories)	8	1,169	\$999	\$0	Market	No	N/A	N/A	N/A	None
4	2	Lowrise (3 stories)	1	1,302	\$1,039	\$0	@60%	No	N/A	N/A	yes	None
4	2	Lowrise (3 stories)	3	1,302	\$768	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None
4	2	Lowrise (3 stories)	1	1,410	\$1,039	\$0	@60%	No	N/A	N/A	yes	None
4	2	Lowrise (3 stories)	1	1,410	\$768	\$0	@60% (Section 8)	No	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$503 - \$650	\$0	\$503 - \$650	\$0	\$503 - \$650	1BR / 1BA	\$799	\$0	\$799	\$0	\$799
2BR / 1.5BA	\$507 - \$790	\$0	\$507 - \$790	\$0	\$507 - \$790	2BR / 1.5BA	\$899	\$0	\$899	\$0	\$899
2BR / 2BA	\$507 - \$790	\$0	\$507 - \$790	\$0	\$507 - \$790	2BR / 2BA	\$899	\$0	\$899	\$0	\$899
3BR / 2BA	\$743 - \$920	\$0	\$743 - \$920	\$0	\$743 - \$920	3BR / 2BA	\$999	\$0	\$999	\$0	\$999
4BR / 2BA	\$768 - \$1,039	\$0	\$768 - \$1,039	\$0	\$768 - \$1,039						

The View At Oglethorpe II, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal	Video Surveillance	
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Service Coordination		

Comments

The property receives 100 to 125 inquiries per week. There is strong demand for affordable housing in the market, particularly for one and three-bedroom units. The vacant unit is pre-leased.

The View At Oglethorpe II, continued

Trend Report

Vacancy Rates

2Q16	3Q16	4Q18	1Q19
N/A	N/A	N/A	1.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$470 - \$550	\$0	\$470 - \$550	\$470 - \$550
2016	3	N/A	\$470 - \$550	\$0	\$470 - \$550	\$470 - \$550
2018	4	N/A	\$503 - \$650	\$0	\$503 - \$650	\$503 - \$650
2019	1	N/A	\$503 - \$650	\$0	\$503 - \$650	\$503 - \$650

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	N/A	\$507 - \$790	\$0	\$507 - \$790	\$507 - \$790
2019	1	N/A	\$507 - \$790	\$0	\$507 - \$790	\$507 - \$790

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$476 - \$635	\$0	\$476 - \$635	\$476 - \$635
2016	3	N/A	\$476 - \$635	\$0	\$476 - \$635	\$476 - \$635
2018	4	N/A	\$507 - \$790	\$0	\$507 - \$790	\$507 - \$790
2019	1	N/A	\$507 - \$790	\$0	\$507 - \$790	\$507 - \$790

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$695 - \$730	\$0	\$695 - \$730	\$695 - \$730
2016	3	N/A	\$695 - \$730	\$0	\$695 - \$730	\$695 - \$730
2018	4	N/A	\$743 - \$920	\$0	\$743 - \$920	\$743 - \$920
2019	1	N/A	\$743 - \$920	\$0	\$743 - \$920	\$743 - \$920

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$717 - \$800	\$0	\$717 - \$800	\$717 - \$800
2016	3	N/A	\$717 - \$800	\$0	\$717 - \$800	\$717 - \$800
2018	4	N/A	\$768 - \$1,039	\$0	\$768 - \$1,039	\$768 - \$1,039
2019	1	N/A	\$768 - \$1,039	\$0	\$768 - \$1,039	\$768 - \$1,039

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$680	\$0	\$680	\$680
2016	3	N/A	\$680	\$0	\$680	\$680
2018	4	N/A	\$799	\$0	\$799	\$799
2019	1	N/A	\$799	\$0	\$799	\$799

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	N/A	\$899	\$0	\$899	\$899
2019	1	N/A	\$899	\$0	\$899	\$899

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$780	\$0	\$780	\$780
2016	3	N/A	\$780	\$0	\$780	\$780
2018	4	N/A	\$899	\$0	\$899	\$899
2019	1	N/A	\$899	\$0	\$899	\$899

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$860	\$0	\$860	\$860
2016	3	N/A	\$860	\$0	\$860	\$860
2018	4	N/A	\$999	\$0	\$999	\$999
2019	1	N/A	\$999	\$0	\$999	\$999

Trend: Comments

2Q16	Hitch Phase II is a proposed mixed-income development in Savannah, Georgia. As proposed, the property will consist of garden-style and townhome-style units. Construction is proposed to begin October 1, 2016 with the completion expected December 31, 2017.
3Q16	N/A
4Q18	Hitch Phase II is a proposed mixed-income development in Savannah, Georgia. As proposed, the property will consist of garden-style and townhome-style units.
1Q19	The property receives 100 to 125 inquiries per week. There is strong demand for affordable housing in the market, particularly for one and three-bedroom units. The vacant unit is pre-leased.

Photos



PROPERTY PROFILE REPORT

Alhambra Apartments

Effective Rent Date	3/25/2019
Location	2200 E Victory Dr Savannah, GA 31404 Chatham County
Distance	1.9 miles
Units	150
Vacant Units	5
Vacancy Rate	3.3%
Type	Various (2 stories)
Year Built/Renovated	1968 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	River Crossing
Tenant Characteristics	Even mix of tenants from the local area and out of state
Contact Name	Dominique
Phone	912-354-1968



Market Information

Program	Market
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one percent
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	included
Sewer	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)	N/A	705	\$827	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Townhouse (2 stories)	N/A	820	\$1,012	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	975	\$957	\$0	Market	No	N/A	N/A	N/A	None
3	2	Townhouse (2 stories)	N/A	1,072	\$1,083	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$827	\$0	\$827	-\$39	\$788
2BR / 1.5BA	\$1,012	\$0	\$1,012	-\$48	\$964
2BR / 2BA	\$957	\$0	\$957	-\$48	\$909
3BR / 2BA	\$1,083	\$0	\$1,083	-\$58	\$1,025

Alhambra Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet			
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The property does not accept Housing Choice Vouchers.

Alhambra Apartments, continued

Trend Report

Vacancy Rates

2Q17	2Q18	4Q18	1Q19
2.7%	1.3%	4.7%	3.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$750	\$0	\$750	\$711
2018	2	N/A	\$789 - \$799	\$0	\$789 - \$799	\$750 - \$760
2018	4	N/A	\$817	\$0	\$817	\$778
2019	1	N/A	\$827	\$0	\$827	\$788

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$865	\$0	\$865	\$817
2018	2	N/A	\$874 - \$929	\$0	\$874 - \$929	\$826 - \$881
2018	4	N/A	\$1,025	\$0	\$1,025	\$977
2019	1	N/A	\$1,012	\$0	\$1,012	\$964

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$825	\$0	\$825	\$777
2018	2	N/A	\$929 - \$1,018	\$0	\$929 - \$1,018	\$881 - \$970
2018	4	N/A	\$976	\$0	\$976	\$928
2019	1	N/A	\$957	\$0	\$957	\$909

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$950	\$0	\$950	\$892
2018	2	N/A	\$1,053 - \$1,141	\$0	\$1,053 - \$1,141	\$995 - \$1,083
2018	4	N/A	\$1,120	\$0	\$1,120	\$1,062
2019	1	N/A	\$1,083	\$0	\$1,083	\$1,025

Trend: Comments

2Q17	The property does not accept Housing Choice Vouchers.
2Q18	Both vacancies are pre-leased. The property uses YieldStar to generate rents so the rates change daily. The contact stated that the turnover rate varies greatly depending on the time of year but estimated an average turnover rate of 32 percent. the contact stated that the property is ideally located halfway between downtown Savannah and the outer islands, so tenants come from both the local area and out of state.
4Q18	The property does not accept Housing Choice Vouchers.
1Q19	N/A

Photos



Comments

The property receives 40 to 50 inquiries per week. As tenants move out the property is renovating units by removing carpeting to expose original pine floors, then sanding and varnishing. Kitchens and countertops have been replaced and the half walls in the units have been cut out to create bar spaces. New lighting has also been installed throughout the units. Rents in the profile reflect increases after the renovations. The property is building 30 new units that will be larger and are expected to be completed in March 2020.

Trend Report

Vacancy Rates

1Q18	2Q18	4Q18	1Q19
2.9%	0.0%	1.5%	1.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	N/A	\$675	\$0	\$675	\$675
2018	2	0.0%	\$720	\$0	\$720	\$720
2018	4	4.2%	\$750	\$0	\$750	\$750
2019	1	4.2%	\$750	\$0	\$750	\$750

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	N/A	\$750 - \$795	\$0	\$750 - \$795	\$750 - \$795
2018	2	0.0%	\$820	\$0	\$820	\$820
2018	4	0.9%	\$850	\$0	\$850	\$850
2019	1	0.9%	\$850	\$0	\$850	\$850

Trend: Comments

1Q18	This property accepts Housing Choice Vouchers. There is no additional charge for off-street parking.
2Q18	The contact had no additional comments.
4Q18	No additional comments were reported.
1Q19	The property receives 40 to 50 inquiries per week. As tenants move out the property is renovating units by removing carpeting to expose original pine floors, then sanding and varnishing. Kitchens and countertops have been replaced and the half walls in the units have been cut out to create bar spaces. New lighting has also been installed throughout the units. Rents in the profile reflect increases after the renovations. The property is building 30 new units that will be larger and are expected to be completed in March 2020.

Photos



PROPERTY PROFILE REPORT

Jasmine Place

Effective Rent Date	3/25/2019
Location	2323 Downing Ave Savannah, GA 31404 Chatham County
Distance	2.1 miles
Units	112
Vacant Units	2
Vacancy Rate	1.8%
Type	Garden (2 stories)
Year Built/Renovated	1979 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	River Crossing, Alhambra, Capital Square
Tenant Characteristics	None identified
Contact Name	Valerie
Phone	(912) 352-7152



Market Information

Program	Market
Annual Turnover Rate	32%
Units/Month Absorbed	N/A
HCV Tenants	13%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one percent
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
2	1.5	Garden (2 stories)	80	844	\$855	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	32	1,144	\$965	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1.5BA	\$855	\$0	\$855	\$0	\$855
3BR / 2BA	\$965	\$0	\$965	\$0	\$965

Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Limited Access	None
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The property receives 50 inquiries per week and is replacing carpeting in their units with vinyl plank flooring as needed. Both vacant units are pre-leased.

Trend Report

Vacancy Rates

2Q17	2Q18	4Q18	1Q19
1.8%	1.8%	0.0%	1.8%

Trend: Market

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	2.5%	\$835	\$0	\$835	\$835
2018	2	2.5%	\$845	\$0	\$845	\$845
2018	4	0.0%	\$845	\$0	\$845	\$845
2019	1	N/A	\$855	\$0	\$855	\$855

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$945	\$0	\$945	\$945
2018	2	0.0%	\$955	\$0	\$955	\$955
2018	4	0.0%	\$955	\$0	\$955	\$955
2019	1	N/A	\$965	\$0	\$965	\$965

Trend: Comments

2Q17	The contact had no additional comments.
2Q18	The contact stated that most tenants are from the local area.
4Q18	The contact had no additional comments.
1Q19	The property receives 50 inquiries per week and is replacing carpeting in their units with vinyl plank flooring as needed. Both vacant units are pre-leased.

Photos



PROPERTY PROFILE REPORT

Park And Broad

Effective Rent Date	5/02/2019
Location	1020 E Broad St Savannah, GA 31401 Chatham County
Distance	0.8 miles
Units	70
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (3 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	3/01/2017
Leasing Began	9/01/2018
Last Unit Leased	9/01/2018
Major Competitors	Graytown Towers
Tenant Characteristics	Mostly younger professionals that work downtown
Contact Name	Matt
Phone	912-324-7987



Market Information

Program	Market
Annual Turnover Rate	5%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	N/A
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

Park And Broad, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	N/A	707	\$1,575	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	727	\$1,645	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	753	\$1,700	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	785	\$1,740	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	790	\$1,755	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	963	\$1,790	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	979	\$1,800	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	1,019	\$2,115	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	1,022	\$2,140	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	1,025	\$2,140	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	1,048	\$2,430	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	1,067	\$2,230	\$0	Market	No	0	N/A	N/A	None
2	2	Lowrise (3 stories)	N/A	1,357	\$2,660	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,575 - \$1,755	\$0	\$1,575 - \$1,755	\$15	\$1,590 - \$1,770
2BR / 2BA	\$1,790 - \$2,660	\$0	\$1,790 - \$2,660	\$15	\$1,805 - \$2,675

Amenities

In-Unit	Security	Services
Balcony/Patio	Intercom (Buzzer)	None
Carpet/Hardwood	Limited Access	
Central A/C	Video Surveillance	
Dishwasher		
Garbage Disposal		
Oven		
Vaulted Ceilings		
Washer/Dryer		
Property	Premium	Other
Car Wash	None	Pet care
Courtyard		
Off-Street Parking(\$0.00)		
Picnic Area		
Wi-Fi		

Comments

The contact noted that the property opened in September 2018 at 100 percent occupancy, with all units being pre-leased before construction was finished. The contact stated that both marketing and leasing began in March 2017. Since the property's opening there have been five units that have become vacant, this low value is reflected in the property's annual turnover rate and according to the contact, will more than likely increase as the initial 12-month leases expire in September 2019. The contact was unable to provide a specific breakdown of units by unit type but noted that there are 53 one-bedroom and 17 two-bedroom units.

Park And Broad, continued

Trend Report

Vacancy Rates

2Q18	1Q19	2Q19
N/A	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,540 - \$1,740	\$0	\$1,540 - \$1,740	\$1,555 - \$1,755
2019	2	N/A	\$1,575 - \$1,755	\$0	\$1,575 - \$1,755	\$1,590 - \$1,770

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,790 - \$2,500	\$0	\$1,790 - \$2,500	\$1,805 - \$2,515
2019	2	N/A	\$1,790 - \$2,660	\$0	\$1,790 - \$2,660	\$1,805 - \$2,675

Trend: Comments

2Q18 N/A

1Q19 The contact noted that the property opened in September 2018 at 100 percent occupancy, with all units being pre-leased before construction was finished. The contact stated that both marketing and leasing began in March 2017. Since the property's opening there have been three units that have become vacant, this low value is reflected in the property's annual turnover rate and according to the contact, will more than likely increase as the initial 12-month leases expire in September 2019. The contact was unable to provide a breakdown of units by unit type.

2Q19 The contact noted that the property opened in September 2018 at 100 percent occupancy, with all units being pre-leased before construction was finished. The contact stated that both marketing and leasing began in March 2017. Since the property's opening there have been five units that have become vacant, this low value is reflected in the property's annual turnover rate and according to the contact, will more than likely increase as the initial 12-month leases expire in September 2019. The contact was unable to provide a specific breakdown of units by unit type but noted that there are 53 one-bedroom and 17 two-bedroom units.

Photos



PROPERTY PROFILE REPORT

River Crossing Apartments

Effective Rent Date	3/25/2019
Location	2612 Dogwood Ave Savannah, GA 31404 Chatham County
Distance	2.5 miles
Units	176
Vacant Units	4
Vacancy Rate	2.3%
Type	Garden (3 stories)
Year Built/Renovated	1978 / 2019
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Viera at Whitmarsh, Alhambra
Tenant Characteristics	None identified
Contact Name	Katie
Phone	(912) 355-3722



Market Information

Program	Market
Annual Turnover Rate	42%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
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	included
Sewer	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)	56	770	\$930	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	104	1,026	\$1,086	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	16	1,270	\$1,250	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$930	\$0	\$930	-\$39	\$891
2BR / 2BA	\$1,086	\$0	\$1,086	-\$48	\$1,038
3BR / 2BA	\$1,250	\$0	\$1,250	-\$58	\$1,192

River Crossing Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Playground	Swimming Pool		
Tennis Court			

Comments

The property receives 10 inquiries per week. The property is replacing the siding and installing new appliances, flooring, and fixtures as tenants move out. The property does not accept Housing Choice Vouchers.

River Crossing Apartments, continued

Trend Report

Vacancy Rates

2Q16	2Q17	4Q18	1Q19
2.3%	1.1%	8.5%	2.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	0.0%	\$790 - \$825	\$0	\$790 - \$825	\$751 - \$786
2017	2	N/A	\$805 - \$866	\$0	\$805 - \$866	\$766 - \$827
2018	4	N/A	\$930	\$0	\$930	\$891
2019	1	N/A	\$930	\$0	\$930	\$891

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	1.9%	\$890 - \$925	\$0	\$890 - \$925	\$842 - \$877
2017	2	N/A	\$904 - \$966	\$0	\$904 - \$966	\$856 - \$918
2018	4	N/A	\$1,086	\$0	\$1,086	\$1,038
2019	1	N/A	\$1,086	\$0	\$1,086	\$1,038

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	12.5%	\$1,050 - \$1,100	\$0	\$1,050 - \$1,100	\$992 - \$1,042
2017	2	N/A	\$1,075 - \$1,150	\$0	\$1,075 - \$1,150	\$1,017 - \$1,092
2018	4	N/A	\$1,250	\$0	\$1,250	\$1,192
2019	1	N/A	\$1,250	\$0	\$1,250	\$1,192

Trend: Comments

2Q16	<p>The variance in rent is due to whether or not the unit has received renovations. Renovations include fixtures, counter tops, cabinets, appliances, and bathrooms. The contact was unable to provide the cost of the renovations.</p> <p>There is a new building opening to this property in July. The rents will not be on the same schedule as the other buildings.</p>
2Q17	<p>The variance in rent is due to whether or not the unit has received renovations. Renovations were done to select units in 2010 and include renovations to fixtures, counter tops, cabinets, appliances, and bathrooms.</p> <p>In July 2016, 24 one and two-bedroom units were constructed to replace 24 units that were lost in a fire in 2015. These units rent for \$940 for one-bedroom units and \$1,042 for two-bedroom units.</p>
4Q18	<p>The rents in the profile reflect the rents for the renovated units. Non-renovated units rent for \$40 to \$130 less per month. Renovations to the units include new appliances, fixtures, paint, and flooring. Renovations to the property include new siding, clubhouse renovations, pool deck, tennis courts, and a new exercise facility. Of the 176 units at the property, 50 have been renovated. All of the units will be renovated as they turnover. Of the 15 vacant units, three are currently offline and are being renovated. The property does not accept Housing Choice Vouchers.</p>
1Q19	<p>The property receives 10 inquiries per week. The property is replacing the siding and installing new appliances, flooring, and fixtures as tenants move out. The property does not accept Housing Choice Vouchers.</p>

Photos



1. Housing Choice Vouchers

We spoke with Lynn Coleman, Director of Assisted Housing Programs with the Housing Authority of Savannah. According to Ms. Coleman the housing authority is authorized to issue 2,837 vouchers, which includes VASH. As of March 1, 2019 there are 2,783 Housing Choice Vouchers in use. There are no preferences given to seniors, veterans, or people with disabilities. The waiting list has 88,293 people currently and it has been closed since January 2013, with no foreseeable plans to re-open the waiting list. According to Ms. Coleman there is a strong demand for affordable housing in all bedroom types, but the highest demand is for one and two-bedroom units. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Ashley Midtown Phase I	LIHTC/ Market	Family	2%
Ashley Midtown Phase II	LIHTC	Family	24%
Sustainable Fellwood I	LIHTC/ Market	Family	22%
Sustainable Fellwood II	LIHTC/ Market	Family	12%
The View At Oglethorpe I	LIHTC/Section 8/ Market	Family	22%
The View At Oglethorpe II	LIHTC/Section 8/ Market	Family	25%
Alhambra Apartments	Market	Family	0%
Chelsea At Five Points	Market	Family	12%
Jasmine Place	Market	Family	13%
Park And Broad	Market	Family	0%
River Crossing Apartments	Market	Family	0%

The comparable properties reported voucher usage ranging from zero to 25 percent. Six of the LIHTC properties reported voucher usage, with an average utilization of 17.8 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 25 percent or less upon completion.

2. Phased Developments

The Subject will be the second phase of the two phase development Live Oak Landing. Live Oak Landing I, the first phase of the Subject’s development, is a new construction development that was awarded tax credits in 2017. This property will offer 70 one and two-bedroom units restricted to the 50 and 60 percent of AMI levels as well as market rate for senior tenants ages 62 and older. This property is in pre-construction and is located adjacent to the Subject site. Given this property’s age-restriction, it is not expected to be directly competitive with the Subject. The following map illustrates the planned phases of the Subject.



Lease Up History

We were able to obtain absorption information from five of the comparable properties, in addition to other recently opened developments in the downtown Savannah area. This information is illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Units Absorbed/ Month
Park and Broad	Market	Family	2018	70	70
The View At Oglethorpe II	LIHTC	Family	2018	100	13
The View At Oglethorpe I	LIHTC	Family	2017	72	12
Legends At Chatham	Market	Family	2015	255	15
The Hue	Market	Family	2013	149	15
Savannah Gardens III	LIHTC	Family	2013	95	14
Sustainable Fellwood III	LIHTC	Senior	2012	100	30
Sustainable Fellwood II	LIHTC	Family	2011	110	18
Savannah Gardens I	LIHTC	Family	2011	115	11

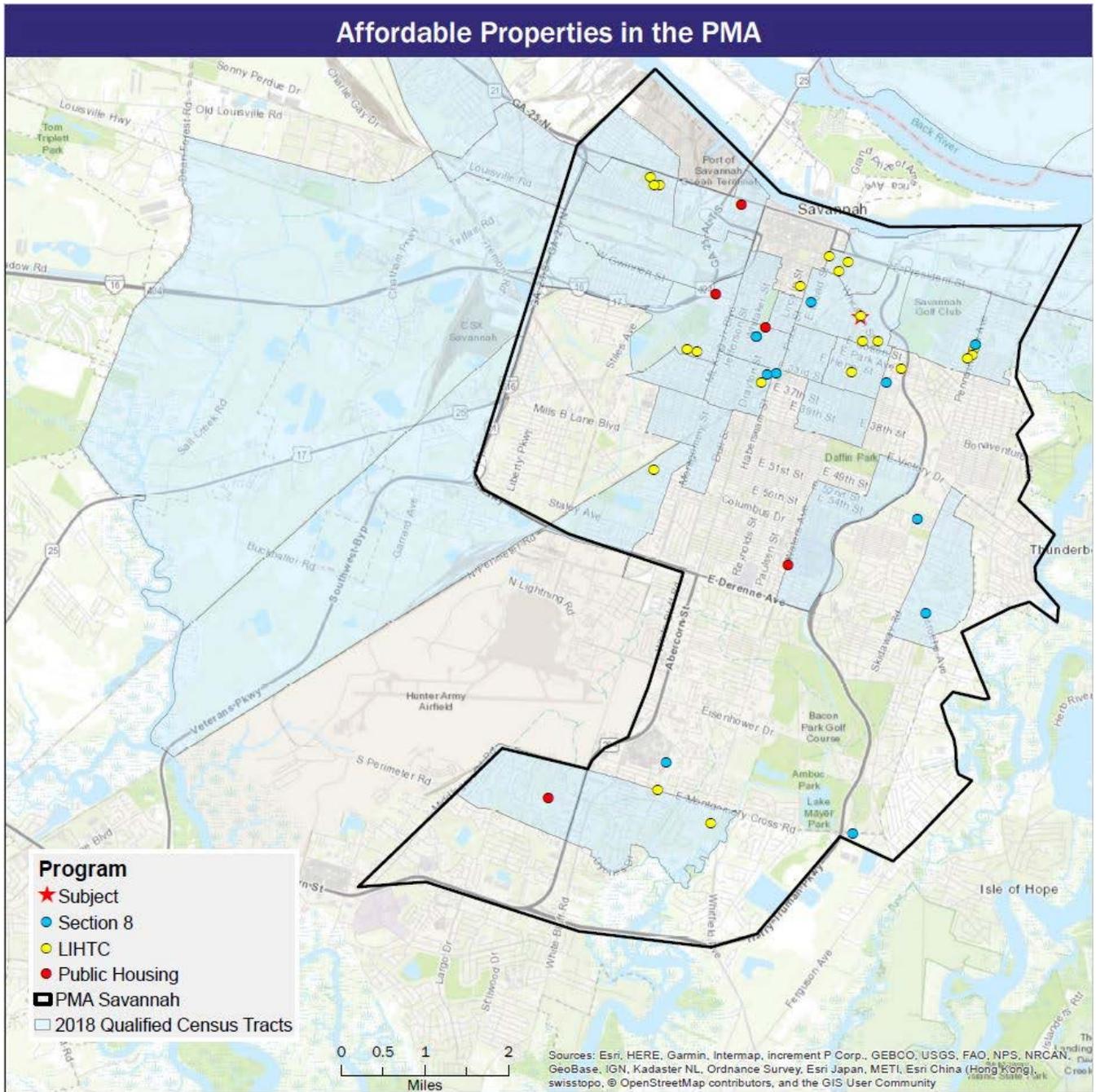
Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The surveyed properties reported absorption paces of 11 to 70 units per month. However, the majority of the LIHTC properties reported absorption paces of 11 to 18 units per month. We believe the Subject would experience an absorption pace of 15 units per month, similar to the recently opened comparable LIHTC properties. This indicates an absorption period of three to four months to reach 93 percent occupancy.

3. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
River Pointe II - Phase II	LIHTC/ACC/Market	Savannah	Family	52	-	Star	
Ashley Midtown Phase I	LIHTC/ Market	Savannah	Family	168	97.6%	Yellow	
Ashley Midtown Phase II	LIHTC	Savannah	Family	38	100.0%		
Sustainable Fellwood I	LIHTC/ Market	Savannah	Family	110	96.4%		
Sustainable Fellwood II	LIHTC/ Market	Savannah	Family	110	100.0%		
The View At Oglethorpe I	LIHTC/ Market	Savannah	Family	72	97.2%		
The View At Oglethorpe II	LIHTC/Section 8/ Market	Savannah	Family	100	99.0%		
Live Oak Landing I*	LIHTC/ Market	Savannah	Senior	70	N/A		
Romana - Riley Lofts*	LIHTC/ Market	Savannah	Senior	57	N/A		
Woodlands Of Montgomery*	LIHTC	Savannah	Family	246	N/A		
Heritage Corner & Heritage Row	LIHTC	Savannah	Family	70	100.0%		
Live Oak Plantation Apartments	LIHTC/ Market	Savannah	Family	208	76.0%		
Montgomery Landing	LIHTC/ Market	Savannah	Family	144	99.3%		
River Pointe I	LIHTC	Savannah	Family	206	88.3%		
River Pointe II - Phase I	LIHTC	Savannah	Family	74	85.1%		
Rose Of Sharon	LIHTC/ Section 8	Savannah	Senior	204	98.5%		
Savannah Gardens I	LIHTC	Savannah	Family	115	85.2%		
Savannah Gardens III	LIHTC/ Market	Savannah	Family	95	93.7%		
Savannah Gardens IV	LIHTC/ Market	Savannah	Family	114	94.7%		
Savannah Gardens V	LIHTC/ Market	Savannah	Family	76	96.1%		
Sister's Court Apartments	LIHTC	Savannah	Senior	78	69.2%		
Sustainable Fellwood III	LIHTC/ Market	Savannah	Senior	100	94.0%		
Heritage Place	LIHTC/HOME	Savannah	Family	88	N/A		
Veranda At Midtown	PBRA/Market	Savannah	Senior	100	99.0%		
Cars V Inc	Section 8	Savannah	Senior	5	N/A		Blue
Habersham And Hamilton Place	Section 8	Savannah	Disabled	24	N/A		
Ihs Savannah	Section 8	Savannah	Family	17	N/A		
Ponderosa Forest Apartments	Section 8	Savannah	Family	56	100.0%		
Savannah Gardens II	Section 8	Savannah	Senior	39	94.9%		
SNAP I	Section 8	Savannah	Family	100	N/A		
SNAP II	Section 8	Savannah	Family	89	N/A		
SNAP III	Section 8	Savannah	Family	44	N/A		
St John's Villa Apartments	Section 8	Savannah	Senior	19	94.7%		
The Woods Of Savannah	Section 8	Savannah	Senior	94	94.7%		
Thomas Francis Williams Court Apartments	Section 8	Savannah	Senior	151	99.3%		
Horace Stillwell Towers	Public Housing	Savannah	Senior	287	96.5%	Red	
Kayton And Frazier Homes	Public Housing	Savannah	Family	499	94.2%		
Pickens Patterson Terrace	Public Housing	Savannah	Family	77	94.8%		
Telfair Arms Apartments	Public Housing	Savannah	Family	53	90.6%		
Yamacraw Village	Public Housing	Savannah	Family	301	94.7%		

*Under construction or proposed



4. Amenities

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

LIVE OAK LANDING II – SAVANNAH, GEORGIA – MARKET STUDY

AMENITY MATRIX

	Subject	Ashley Midtown	Ashley Midtown	Sustainable Fellwood I	Sustainable Fellwood II	The View At Oglethorpe I	The View At Oglethorpe II	Alhambra Apartments	Chelsea At Five Points	Jasmine Place	Park And Broad	River Crossing
Rent Structure	LIHTC	LIHTC/ Market	LIHTC	LIHTC/ Market	LIHTC/ Market	LIHTC/Section 8/ Market	LIHTC/Section 8/ Market	Market	Market	Market	Market	Market
Building												
Property Type	Garden	Townhouse	Townhouse	Garden	Garden	Garden	Lowrise	Various	Garden	Garden	Lowrise	Garden
# of Stories	3–stories	2–stories	2–stories	3–stories	3–stories	3–stories	3–stories	2–stories	2–stories	2–stories	3–stories	3–stories
Year Built	2021	2004	2008	2009	2011	2017	2018	1968	1947	1979	2018	1978
Year Renovated	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2005	2019	2005	n/a	2019
Utility Structure												
Cooking	no	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no
Water	no	no	no	yes	yes	no	no	yes	no	no	no	yes
Sewer	no	no	no	yes	yes	no	no	yes	no	no	no	yes
Trash	yes	no	no	yes	yes	yes	yes	yes	yes	yes	no	yes
Unit Amenities												
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	no	no	yes	yes
Hardwood	no	no	no	no	no	no	no	yes	yes	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	no	no	yes	yes	yes	yes	yes	no	yes	yes	yes
Coat Closet	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	no	no	no	no	no	no	yes
Walk-In Closet	no	no	no	yes	yes	no	no	yes	no	yes	yes	yes
Washer/Dryer	yes	yes	yes	no	no	yes	yes	no	no	yes	yes	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes	yes
Kitchen												
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Microwave	yes	no	no	no	no	yes	yes	no	yes	no	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community												
Business Center	yes	yes	yes	yes	yes	yes	yes	no	no	no	no	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Central Laundry	no	no	no	yes	yes	no	no	yes	yes	yes	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation												
Exercise Facility	yes	yes	yes	no	no	yes	yes	no	no	yes	yes	yes
Playground	no	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes
Swimming Pool	no	yes	yes	no	no	no	no	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	no	yes	no	no	yes
Volleyball Court	no	no	no	yes	yes	no	no	no	no	no	no	no
Adult Education	yes	no	no	yes	yes	no	no	no	no	no	no	no
Service Coordination	no	no	yes	no	no	yes	yes	no	no	no	no	no
Security												
In-Unit Alarm	no	yes	yes	no	no	no	no	no	no	no	no	no
Intercom (Buzzer)	no	no	no	no	no	yes	yes	no	no	no	yes	no
Limited Access	yes	no	no	no	no	yes	yes	no	no	yes	yes	no
Patrol	no	no	no	yes	yes	no	no	yes	no	no	no	no
Perimeter Fencing	no	no	no	no	no	yes	yes	no	no	yes	no	no
Video Surveillance	no	yes	yes	no	no	yes	yes	no	yes	no	yes	no
Parking												
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject will offer balconies/patios, exterior storage, and in-unit washers and dryers, which are not offered by the majority of the comparable properties. The Subject’s proposed in-unit amenity package is considered similar or slightly superior to the comparable LIHTC properties and similar or slightly inferior to the market rate properties. The Subject will offer a business center, community room and exercise facility in terms of community amenities, but lack recreational amenities offered by a number of the comparable properties including swimming pools. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

5. Comparable Tenancy

The Subject will target families. All of the comparable properties also target families.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Midtown Phase I	LIHTC/ Market	Family	168	4	2.4%
Ashley Midtown Phase II	LIHTC	Family	38	0	0.0%
Sustainable Fellwood I	LIHTC/ Market	Family	110	4	3.6%
Sustainable Fellwood II	LIHTC/ Market	Family	110	0	0.0%
The View At Oglethorpe I	LIHTC/Section 8/ Market	Family	72	2	2.8%
The View At Oglethorpe II	LIHTC/Section 8/ Market	Family	100	1	1.0%
Alhambra Apartments	Market	Family	150	5	3.3%
Chelsea At Five Points	Market	Family	136	2	1.5%
Jasmine Place	Market	Family	112	2	1.8%
Park And Broad	Market	Family	70	0	0.0%
River Crossing Apartments	Market	Family	176	4	2.3%
Total LIHTC			598	11	1.8%
Total Market Rate			644	13	2.0%
Overall Total			1,242	24	1.9%

Overall vacancy in the market is low at 1.9 percent. Total LIHTC vacancy is slightly lower, at 1.8 percent. None of the comparable LIHTC properties reported an elevated vacancy rate. Additionally, of the 11 vacancies at the LIHTC properties, 10 of these units are pre-leased. The affordable property managers reported strong demand for affordable housing. Both phases of Sustainable Fellwood maintain waiting lists reported to be 100 to 200 households in length. Ashley Midtown Phases I and II maintain waiting lists for their subsidized units while The View at Oglethorpe I and II does not maintain a waiting list. However, property managers reported this was not due to lack of demand for LIHTC units. The View at Oglethorpe II opened in 2018 but did not negatively impact any existing LIHTC properties in the market. Overall, there appears to be significant demand for affordable housing in the market at this time.

The market rate comparable properties also reported low vacancy rates. The vacancy rates at these properties have consistently been low based on our interviews in previous years. The lowest vacancy rate is at Park and Broad, which is the newest of the surveyed market rate properties. Demand for all rental housing in the market is reported to be strong. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

6. Properties Under Construction and Proposed

The following section details properties currently planned, proposed or under construction.

Live Oak Landing I

- Location: 1210 Wheaton Street, Savannah, GA
- Owner: WH Gross (developer)
- Total number of units: 70 units
- Unit configuration: One and two-bedroom units
- Rent structure: 50, 60 percent AMI, Market rate

- f. Estimated market entry: 2020
- g. Relevant information: Senior tenancy

Woodlands of Montgomery

- a. Location: 227 W Montgomery Cross Road, Savannah, GA
- b. Owner: Herman & Kittle Properties, Inc.
- c. Total number of units: 246 units
- d. Unit configuration: One, two, three and four-bedroom units
- e. Rent structure: 60 percent AMI
- f. Estimated market entry: Late 2019
- g. Relevant information: Family tenancy

Romana-Riley Lofts

- a. Location: 1108 E Anderson Street, Savannah, GA
- b. Owner: Fairway Management Inc. (management company)
- c. Total number of units: 57 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50, 60 percent AMI, Market rate
- f. Estimated market entry: 2019
- g. Relevant information: Senior tenancy, pre-leasing

601 Indian Street

- a. Location: Indian Street, Savannah, GA
- b. Owner: CF Real Estate (developer)
- c. Total number of units: 161 units
- d. Unit configuration: Studio, one and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2021
- g. Relevant information: Family tenancy

701 Montgomery Street

- a. Location: Montgomery Street, Savannah, GA
- b. Owner: Lookin Good Properties (developer)
- c. Total number of units: 62 units
- d. Unit configuration: Studio, one and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

Starland Village

- a. Location: Bull, Whitaker, East 37th and West 39th Streets, Savannah, GA
- b. Owner: Foram Group (developer)
- c. Total number of units: 90 units
- d. Unit configuration: Studio, one and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

The Bowery II

- a. Location: Montgomery Street, Savannah, GA
- b. Owner: Lat Purser & Associates, Inc

- c. Total number of units: 51 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: July 2019
- g. Relevant information: Family tenancy

1512 Bull Street

- a. Location: Bull Street, Savannah, GA
- b. Owner: Spandrel Development Partners (developer)
- c. Total number of units: 100 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

Eastern Wharf

- a. Location: General McIntosh Boulevard, Savannah, GA
- b. Owner: Patrick Malloy Communities (developer)
- c. Total number of units: 306 units
- d. Unit configuration: Studio, one, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: Spring 2020
- g. Relevant information: Family tenancy

Gateway

- a. Location: Louisville Road, Savannah, GA
- b. Owner: Luiz Robert Demoura
- c. Total number of units: 250 units
- d. Unit configuration: Studio, one, two and three-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: 2021
- g. Relevant information: Family tenancy

The Baxly

- a. Location: Indian Street, Savannah, GA
- b. Owner: Spandrel Development Partners (developer)
- c. Total number of units: 275 units
- d. Unit configuration: Studio, one and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: Fourth quarter 2019
- g. Relevant information: Family tenancy

The Crossings at Savannah

- a. Location: Old Montgomery Road, Savannah, GA
- b. Owner: Wessex Capital Investments (investor)
- c. Total number of units: 191 units
- d. Unit configuration: Independent, assisted, memory care
- e. Rent structure: Assisted living
- f. Estimated market entry: 2019
- g. Relevant information: Senior tenancy

Chelsea at Five Points II

- a. Location: Skidaway Road, Savannah, GA
- b. Owner: Chelsea Apartments LLC
- c. Total number of units: 30 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: March 2020
- g. Relevant information: Family tenancy

7. 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	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Ashley Midtown Phase I	LIHTC/ Market	Slightly Superior	Similar	Similar	Slightly Inferior	Superior	10
2	Ashley Midtown Phase II	LIHTC	Slightly Superior	Similar	Similar	Slightly Inferior	Superior	10
3	Sustainable Fellwood I	LIHTC/ Market	Similar	Slightly Inferior	Similar	Slightly Inferior	Superior	0
4	Sustainable Fellwood II	LIHTC/ Market	Similar	Slightly Inferior	Similar	Slightly Inferior	Superior	0
5	The View At Oglethorpe I	LIHTC/Section 8/ Market	Similar	Similar	Similar	Similar	Similar	0
6	The View At Oglethorpe II	LIHTC/Section 8/ Market	Similar	Similar	Similar	Similar	Similar	0
7	Alhambra Apartments	Market	Similar	Inferior	Similar	Inferior	Similar	-20
8	Chelsea At Five Points	Market	Similar	Inferior	Similar	Slightly Inferior	Slightly Inferior	-20
9	Jasmine Place	Market	Similar	Similar	Similar	Inferior	Slightly Inferior	-15
10	Park And Broad	Market	Similar	Slightly Superior	Similar	Similar	Similar	5
11	River Crossing Apartments	Market	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Superior	15

*Inferior=-10, slightly inferior=-5, similar=0, slightly superior=5, superior=10.

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON @50%

Property Name	1BR	2BR	3BR	Rents at Max?
Live Oak Landing II	\$450	\$540	\$610	No
LIHTC Maximum Rent (Net)	\$455	\$546	\$619	

LIHTC RENT COMPARISON @60%

	1BR	2BR	3BR	Rents at Max?
Live Oak Landing II	\$525	\$615	\$685	No
LIHTC Maximum Rent (Net)	\$578	\$693	\$788	
Ashley Midtown Phase I	-	\$775	\$877	Yes
Ashley Midtown Phase II	-	\$769	\$874	Yes
Sustainable Fellwood I	\$577	\$687	\$797	Yes
Sustainable Fellwood II	\$619	\$740	\$858	Yes
The View At Oglethorpe I	\$650	\$790	\$920	Yes
The View At Oglethorpe II	\$650	\$790	\$920	Yes
Average	\$624	\$759	\$874	

None of the comparable properties offer unsubsidized rents at the 50 percent of AMI level. All of the comparable properties offer rents at the 60 percent of AMI level and all of these rents are reported to be at the maximum allowable levels. These rents may appear above or below the maximum allowable levels but this is likely attributable to a difference in utility allowance. As all of the comparable properties reported achieving the maximum allowable rents at 60 percent of the AMI, we believe the Subject’s proposed rents at the 50 percent of AMI level, which are set below the maximum allowable levels, are reasonable. We believe the Subject could achieve the maximum allowable rents at this lower AMI level based on reported strong demand for affordable housing in the market and limited competition. These rents will be among the lowest in the market. The addition of the Subject with below market rents will likely create housing opportunities for lower income households not currently served by the affordable housing market.

The comparable properties, all of which reported achieving the maximum allowable rents at 60 percent of the AMI, reported strong demand for affordable housing in the market. This is supported by the low vacancy rates reported by all of these properties, as well as their extensive waiting lists. The Subject will be similar to all of the LIHTC comparables upon completion. The Subject is anticipated to exhibit excellent condition upon completion, similar to The View at Oglethorpe I and II, which were built since 2017. While the Subject will lack some recreational amenities offered by the comparable LIHTC properties, it will also offer in-unit washers and dryers, which several of these properties lack. Therefore, we believe the Subject could achieve rents at the 60 percent of AMI level similar to the rents at the surveyed comparable properties. The Subject’s proposed rents are set below the maximum allowable levels and the rents at all of the LIHTC comparable developments. Therefore, we believe these proposed rents are reasonable. We do not believe the Subject’s development will negatively impact the existing LIHTC properties, as these developments all reported strong demand for additional affordable housing, although the Subject will offer a similar product with discounted rents to the existing LIHTC housing stock.

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 do not include 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 do not include 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 COMPARABLE RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50%	\$450	\$577	\$1,770	\$810	80%
1BR / 1BA	@60%	\$525	\$577	\$1,770	\$810	54%
2BR / 2BA	@50%	\$540	\$687	\$2,675	\$956	78%
2BR / 2BA	@60%	\$615	\$687	\$2,675	\$959	56%
3BR / 2BA	@50%	\$610	\$797	\$1,192	\$959	57%
3BR / 2BA	@60%	\$685	\$797	\$1,192	\$959	40%

As illustrated the Subject’s proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. The Subject’s LIHTC rents will offer an advantage of 40 to 80 percent over the surveyed average of the comparable properties. Additionally, the Subject’s rents at the 50 and 60 percent of AMI level are below the surveyed range of all comparable rents.

Park and Broad reported the highest unrestricted rents in the market. This property is a 70-unit, lowrise development located 0.8 miles west of the Subject site and is the closest unrestricted property to the Subject. The property was built in 2018, and currently exhibits similar condition relative to the proposed Subject that will be new construction. The manager at Park and Broad reported the property as fully occupied, indicating the current rents are well accepted in the market. Park and Broad offers walk-in closets and a swimming pool, both of which the proposed Subject will lack. However, the proposed Subject will offer a business center, which is not offered by Park and Broad. The property amenity package offered by Park and Broad is considered similar relative to the Subject's amenities but this property offers a slightly superior in-unit amenity package to the Subject. The Subject’s proposed unit sizes are similar to the unit sizes offered by Park and Broad. As such, we believe the Subject could achieve rents similar to the current rents at this property. Park and Broad’s rents are significantly above the other unrestricted rents in the market, which indicates there is likely a substantial premium for new construction developments located near downtown Savannah. The Subject’s affordable rents offer an advantage of 193 to 253 percent over the lowest rents at Park and Broad. Therefore, the Subject’s rents appear achievable as a new construction, well-amenitized property.

8. LIHTC Competition – DCA Funded Properties within the PMA

The comparable LIHTC properties all reported strong demand for affordable housing in the market. These properties all reported low vacancy rates and some maintain extensive waiting lists. The entirety of the Subject could be leased from the waiting lists reported by Sustainable Fellwood I and II. There is only one proposed LIHTC property in the PMA that will be competitive with the Subject. Woodlands of Montgomery will offer 246 competitive LIHTC units upon completion. We believe there is ample demand for the Subject’s proposed 54 units in addition to the under construction 246 units at this development. The View at Oglethorpe II opened in 2018 and added 100 LIHTC units to the market. This property experienced a rapid absorption pace and did not negatively impact the existing LIHTC properties during its initial absorption period. Therefore, we do not believe the Subject or Woodlands of Montgomery’s development will negatively impact the existing LIHTC properties. Additionally, 13 of the Subject’s units are set at the 50 percent of AMI level and have limited existing competition in the market. The addition of the Subject with lower rent levels will likely create housing opportunities for lower income households not currently served by the affordable

housing market. The Subject’s low capture rates also support demand for additional affordable housing in the PMA.

9. Rental Trends in the PMA

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

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	23,321	50.6%	22,760	49.4%
2018	19,978	42.9%	26,554	57.1%
Projected Mkt Entry September 2021	20,923	43.9%	26,736	56.1%
2023	21,470	44.4%	26,842	55.6%

Source: Esri Demographics 2018, Novogradac & Company LLP, May 2019

As the table illustrates, households within the PMA reside in predominately renter-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

Historical Vacancy

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

HISTORICAL VACANCY												
Property Name	Program	Total Units	2014 Q2	2014 Q4	2015 Q1	2015 Q2	2015 Q3	2017 Q2	2018 Q1	2018 Q2	2018 Q4	2019 Q1
Ashley Midtown Phase I	LIHTC/ Market	168	1.2%	1.8%	0.0%	0.0%	0.0%	N/A	N/A	4.2%	N/A	2.4%
Ashley Midtown Phase II	LIHTC	38	0.0%	7.9%	0.0%	5.3%	5.3%	N/A	N/A	0.0%	N/A	0.0%
Sustainable Fellwood I	LIHTC/ Market	110	5.5%	1.8%	0.9%	1.8%	1.8%	0.0%	0.0%	0.0%	0.0%	3.6%
Sustainable Fellwood II	LIHTC/ Market	110	3.6%	1.8%	0.9%	0.9%	0.9%	N/A	N/A	0.0%	0.0%	0.0%
The View At Oglethorpe I	LIHTC/Section 8/ Market	72	N/A	N/A	N/A	N/A	N/A	N/A	4.2%	0.0%	0.0%	2.8%
The View At Oglethorpe II	LIHTC/Section 8/ Market	100	N/A	1.0%								
Alhambra Apartments	Market	150	2.7%	0.7%	2.0%	1.3%	1.3%	2.7%	N/A	1.3%	4.7%	3.3%
Chelsea At Five Points	Market	136	1.5%	N/A	0.0%	0.0%	0.0%	N/A	2.9%	0.0%	1.5%	1.5%
Jasmine Place	Market	112	4.5%	16.1%	8.9%	1.8%	1.8%	1.8%	N/A	1.8%	0.0%	1.8%
Park And Broad	Market	70	N/A	0.0%								
River Crossing Apartments	Market	176	N/A	4.5%	1.7%	1.1%	1.1%	1.1%	N/A	N/A	8.5%	2.3%

The comparable properties have reported low vacancy rates consistently for the past four years. This indicates continued demand for affordable housing in the market.

Change in Rental Rates

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

RENT GROWTH

Property Name	Rent Structure	Tenancy	Rent Growth
Ashley Midtown Phase I	LIHTC/ Market	Family	None
Ashley Midtown Phase II	LIHTC	Family	Increased up to five percent
Sustainable Fellwood I	LIHTC/ Market	Family	Decreased two to three percent
Sustainable Fellwood II	LIHTC/ Market	Family	None
The View At Oglethorpe I	LIHTC/Section 8/ Market	Family	None
The View At Oglethorpe II	LIHTC/Section 8/ Market	Family	None
Alhambra Apartments	Market	Family	Increased one percent
Chelsea At Five Points	Market	Family	Increased four percent
Jasmine Place	Market	Family	Increased one percent
Park And Broad	Market	Family	N/A
River Crossing Apartments	Market	Family	None

The LIHTC properties reported limited growth over the past year. However, all of the comparable LIHTC properties appear to be achieving the maximum allowable rents. The market rate properties reported rent growth of up to four percent. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 2,471 housing units nationwide was in some stage of foreclosure as of March 2019. The city of Savannah is experiencing a foreclosure rate of one in every 3,262 homes, while Chatham County is experiencing foreclosure rate of one in every 3,165 homes and Georgia experienced one foreclosure in every 3,075 housing units. Overall, Savannah is experiencing a lower foreclosure rate than the nation, and Chatham County as a whole, indicating a stable housing market. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

11. Effect of Subject on Other Affordable Units in Market

The comparable LIHTC and subsidized properties in the market reported low vacancy rates and many maintain extensive waiting lists and report strong demand for additional affordable housing in the market. The Subject is the replacement of an existing public housing development. Additionally, the Subject will only offer 54 total units, which is minimal in comparison to the size of the affordable housing market in the PMA. There is only one proposed LIHTC property in the PMA that will be competitive with the Subject. Woodlands of Montgomery will offer 246 competitive LIHTC units upon completion. We believe there is ample demand for the Subject’s proposed 54 units in addition to the under construction 246 units at this development. The View at Oglethorpe II opened in 2018 and added 100 LIHTC units to the market. This property experienced a rapid absorption pace and did not negatively impact the existing LIHTC properties during its initial absorption period. Therefore, we do not believe the Subject or Woodlands of Montgomery’s development will negatively impact the existing LIHTC properties. Additionally, 13 of the Subject’s units are set at the 50 percent of AMI level and have limited existing competition in the market. The addition of the Subject with lower rent levels will likely create housing opportunities for lower income households not currently served by the affordable housing market. The Subject’s low capture rates also support demand for additional affordable housing in the PMA.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is strong demand for the Subject property as proposed. There is a significant amount of proposed and under construction supply in the Savannah market; however, there is only one under construction LIHTC property that will be directly competitive with the proposed Subject. The LIHTC comparables are experiencing a weighted average

vacancy rate of 1.9 percent, which is considered low. Additionally, 10 of the 11 vacant LIHTC units in the market are pre-leased at this time. The LIHTC properties also reported maintaining waiting lists, some of which are extensive. The Subject will offer in-unit washers and dryers, microwaves, an exercise facility, and a business center, which several of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject will offer rents at the 50 and 60 percent of AMI levels. There is limited unsubsidized competition at the 50 percent of AMI level. All of the comparable properties reported achieving the maximum allowable rents at the 60 percent of AMI level and we believe the Subject's proposed rents, which are below the maximum allowable levels, are reasonable and achievable. The Subject's proposed rents are below all surveyed rents in the market and have significant advantage compared to unrestricted rents in the market. We believe the Subject's proposed rents are reasonable based on its anticipated superior condition and discount to existing rents in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy rates at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

I. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from five of the comparable properties, in addition to other recently opened developments in the downtown Savannah area. This information is illustrated in the following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Units Absorbed/ Month
Park and Broad	Market	Family	2018	70	70
The View At Oglethorpe II	LIHTC	Family	2018	100	13
The View At Oglethorpe I	LIHTC	Family	2017	72	12
Legends At Chatham	Market	Family	2015	255	15
The Hue	Market	Family	2013	149	15
Savannah Gardens III	LIHTC	Family	2013	95	14
Sustainable Fellwood III	LIHTC	Senior	2012	100	30
Sustainable Fellwood II	LIHTC	Family	2011	110	18
Savannah Gardens I	LIHTC	Family	2011	115	11

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The surveyed properties reported absorption paces of 11 to 70 units per month. However, the majority of the LIHTC properties reported absorption paces of 11 to 18 units per month. We believe the Subject would experience an absorption pace of 15 units per month, similar to the recently opened comparable LIHTC properties. This indicates an absorption period of three to four months to reach 93 percent occupancy.

J. INTERVIEWS

Housing Authority of Savannah

We spoke with Lynn Coleman, Director of Assisted Housing Programs with the Housing Authority of Savannah. According to Ms. Coleman the housing authority is authorized to issue 2,837 vouchers, which includes VASH. As of March 1, 2019 there are 2,783 Housing Choice Vouchers in use. There are no preferences given to seniors, veterans, or people with disabilities. The waiting list has 88,293 people currently and it has been closed since January 2013, with no foreseeable plans to re-open the waiting list. According to Ms. Coleman there is a strong demand for affordable housing in all bedroom types, but the highest demand is for one and two-bedroom units. The following table illustrates the payment standards for vouchers issued by the Housing Authority of Savannah.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$834
Two-Bedroom	\$957
Three-Bedroom	\$1,308

Source: Housing Authority of Savannah, effective February 2019.

The Subject’s proposed rents for its affordable units are set below the current payment standards. Therefore, tenants with Housing Choice Vouchers will not pay out of pocket for rent.

Planning

According to Ms. Leah Michalak with the Chatham County-Savannah Metropolitan Planning Commission, there are five market rate multifamily developments currently planned, proposed, or under construction in the Savannah historic district. We supplemented this analysis with an April 2019 Costar report of local multifamily construction. We additionally reviewed the four percent and nine percent tax credit allocation lists published by the Georgia Department of Community Affairs (DCA) and identified six projects that were allocated tax credits within the PMA since 2015. These properties are detailed in the following table.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	LIHTC Allocation Year	Construction Status
Live Oak Landing I	LIHTC/ Market	Senior	70	0	2017	Planned
Woodlands Of Montgomery	LIHTC	Family	246	238	2017	Under const.
Romana - Riley Lofts	LIHTC/ Market	Senior	57	0	2016	Under const.
Telfair Arms Apartments	Public Housing	Family	53	0	2015	Complete
The View At Oglethorpe II	LIHTC/Market	Family	100	0	2015	Complete
601 Indian Street	Market	Family	161	0	n/a	Under const.
701 Montgomery	Market	Family	62	0	n/a	Under const.
Starland Village	Market	Family	90	0	n/a	Under const.
The Bowery II	Market	Family	51	0	n/a	Under const.
1512 Bull St	Market	Family	100	0	n/a	Proposed
Eastern Wharf	Market	Family	306	0	n/a	Under const.
Gateway	Market	Family	250	0	n/a	Proposed
The Baxly	Market	Family	275	0	n/a	Under const.
The Crossings at Savannah	Assisted Living	Senior	191	0	n/a	Under const.
Chelsea at Five Points II	Market	Family	30	0	n/a	Under const.
Totals			2,042	238		

Source: CoStar, Georgia DCA, April 2019

- Live Oak Landing I is a new construction development that was awarded tax credits in 2017. This property is the first phase of the Subject’s development. This property will offer 70 one and two-bedroom units restricted to the 50 and 60 percent of AMI levels as well as market rate for senior tenants ages 62 and older. This property will be located adjacent to the Subject site. Construction is about to begin and is expected to be completed in June 2020. Given this property’s age-restriction, it is not considered directly competitive with the Subject and these units are not deducted from our demand analysis.
- Woodlands of Montgomery was awarded tax exempt bond financing in 2017 for the new construction of 246 units in southern Savannah, approximately 5.6 miles from the Subject site. This property will offer one, two, three and four-bedroom units restricted to the 60 percent of AMI level. The property is currently under construction and expected to be completed in late 2019. This property is expected to be directly competitive with the Subject. However, only the 238 one, two and three-bedroom units at this property are deducted from our demand analysis as the four-bedroom units are not directly competitive with the proposed Subject.
- Romana-Riley Lofts is an under construction 57-unit, mixed-income property that was awarded tax credits in 2016. Construction is expected to be completed in June 2019. The project will convert a building that was formerly Romana-Riley Elementary School into a multifamily property that will target seniors above the age of 55. Nine of the units will be unrestricted. The remaining 48 units will be restricted to households earning up to 50 and 60 percent AMI. As this property targets senior tenants, it is not considered competitive with the Subject and these units will not be deducted from our demand analysis.
- Telfair Arms is a 53-unit public housing property that was awarded tax credits in 2015 for renovations. The property targets a senior tenancy and offers studio, one, and two-bedroom units. Due to the property’s subsidized rents and senior tenancy, it is not considered competitive with the Subject and will not be deducted from our demand analysis.
- The View at Oglethorpe I and II are a 172-unit affordable development. Phase I was awarded tax credits in 2014 completed in 2016 and consists of 72 one, two, and three-bedroom units, of which 57 units are restricted to households earning up to 60 percent AMI and 15 units are unrestricted. Of the 57 restricted units, 31 units operate with a subsidy. Phase II was awarded tax credits in 2015 and opened in the spring of 2018. There are one, two, three, and four-bedroom units restricted to households earning up to 60 percent AMI. Additionally, Phase II provides 20 unrestricted units. Of the 80 restricted units, 36 units operate with a subsidy. The View at Oglethorpe is owned by the Savannah Housing Authority and management reported that rents are purposefully held below the maximum allowable level in order to be as affordable as possible. These developments are considered directly competitive with the Subject; however, as these properties are completed and reached a stabilized occupancy rate, none of these units are deducted from our demand analysis.

A number of market rate properties were also identified, but none of these units will be competitive with the Subject’s affordable units. A total of 238 LIHTC units are deducted from our demand analysis.

Savannah Economic Development Authority

We spoke with Mr. Matt Poyner, Vice President of Business Development for the Savannah Economic Development Authority. Mr. Poyner reported that economic growth has been strong in Savannah, particularly in the warehouse distribution and aerospace industries. Mr. Poyner stated that Chatham County has 9.8 million square feet of industrial space under construction, with 4.3 million pre-leased. The follow are details or recent or planned business expansions in the Savannah area:

- Wayfair Inc., one of the world’s largest online destinations for the home, will create 1,000 jobs and open a new one million square foot facility in Savannah. The company plans to invest approximately \$45 million in the project over the next five years.

- Gulfstream Aerospace Corp., the world’s leading jet manufacturer will create 200 jobs and invest \$55 million in an expansion of its service center in Savannah.
- Allegiant Travel Company announced plans in April 2019 to establish a two-aircraft base at Savannah/Hilton Head International Airport in Savannah. Allegiant’s growth plans in the state include creating at least 66 new jobs.
- The Port of Savannah handled more than 410,000 twenty-foot equivalent container units in March 2019, setting a March record. The Mason Mega Rail project is currently under construction but will allow Savannah to accommodate additional 10,000 foot long trains, giving the Georgia Port Authority the ability to serve Midwestern markets like Chicago, Cincinnati, and St. Louis. The Mason Mega Rail project is expected to be completed in 2020.
- Construction is underway on the Savannah Harbor Expansion Project. The project will deepen the 18.5-mile outer harbor to 49 feet at mean low water and the Savannah River Channel to 47 feet. The project will enable the ports to more efficiently serve larger vessels expected after the expansion of the Panama Canal. It is unclear how many jobs will be created.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The population in the PMA and the MSA increased from 2000 to 2018. The rate of population and household growth is projected to remain stable in both areas through market entry and 2023. The current population of the PMA is 119,043 and is expected to be 122,013 by market entry. Renter households are concentrated in the lowest income cohorts, with 53.7 percent of renters in the PMA earning less than \$30,000 annually. The Subject’s LIHTC units will target tenants earning between \$20,777 and \$42,300. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been modest, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the accommodation/food services, healthcare/social assistance, and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in accommodation/food services and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The effects of the recession were more pronounced in the MSA, which suffered a 12.1 percent employment contraction, compared to only 4.8 percent across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2016, two years after the overall nation. As of February 2019, MSA employment is below record levels; and is declining at an annualized rate of 0.5 percent, compared to a 1.1 percent increase across the overall nation. However, slow first quarter growth is typical and recent years of employment growth indicate a stable and expanding market. The local economy’s reliance on tourism is positive for the Subject’s affordable units given the majority of employees in this industry are low-income. The growth of the port of Savannah also bodes well for continued growth in the local economy.

Capture Rates

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$20,777	\$26,100	2	996	0	996	0.2%	\$450
1BR @60%	\$23,349	\$31,320	4	1,204	50	1,154	0.3%	\$525
1BR Overall	\$20,777	\$31,320	6	1,398	50	1,348	0.4%	-
2BR @50%	\$24,926	\$29,350	8	892	0	892	0.9%	\$540
2BR @60%	\$27,497	\$35,220	28	1,079	96	983	2.8%	\$615
2BR Overall	\$24,926	\$35,220	36	1,253	96	1,157	3.1%	-
3BR @50%	\$28,766	\$35,250	3	347	0	347	0.9%	\$610
3BR @60%	\$31,337	\$42,300	9	420	92	328	2.7%	\$685
3BR Overall	\$24,926	\$42,300	12	487	92	395	3.0%	-
@50% Overall	\$20,777	\$35,250	13	2,235	0	2,235	0.6%	-
@60% Overall	\$23,349	\$42,300	41	2,702	238	2,464	1.7%	-
Overall	\$20,777	\$42,300	54	3,138	238	2,900	1.9%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

Absorption

We were able to obtain absorption information from five of the comparable properties, in addition to other recently opened developments in the downtown Savannah area. This information is illustrated in the following table.

ABSORPTION						
Property Name	Rent	Tenancy	Year	Total Units	Units Absorbed/ Month	
Park and Broad	Market	Family	2018	70	70	
The View At Oglethorpe II	LIHTC	Family	2018	100	13	
The View At Oglethorpe I	LIHTC	Family	2017	72	12	
Legends At Chatham	Market	Family	2015	255	15	
The Hue	Market	Family	2013	149	15	
Savannah Gardens III	LIHTC	Family	2013	95	14	
Sustainable Fellwood III	LIHTC	Senior	2012	100	30	
Sustainable Fellwood II	LIHTC	Family	2011	110	18	
Savannah Gardens I	LIHTC	Family	2011	115	11	

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The surveyed properties reported absorption paces of 11 to 70 units per month. However, the majority of the LIHTC properties reported absorption paces of 11 to 18 units per month. We believe the Subject would experience an absorption pace of 15 units per month, similar to the recently opened comparable LIHTC properties. This indicates an absorption period of three to four months to reach 93 percent occupancy.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY						
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate	
Ashley Midtown Phase I	LIHTC/ Market	Family	168	4	2.4%	
Ashley Midtown Phase II	LIHTC	Family	38	0	0.0%	
Sustainable Fellwood I	LIHTC/ Market	Family	110	4	3.6%	
Sustainable Fellwood II	LIHTC/ Market	Family	110	0	0.0%	
The View At Oglethorpe I	LIHTC/Section 8/ Market	Family	72	2	2.8%	
The View At Oglethorpe II	LIHTC/Section 8/ Market	Family	100	1	1.0%	
Alhambra Apartments	Market	Family	150	5	3.3%	
Chelsea At Five Points	Market	Family	136	2	1.5%	
Jasmine Place	Market	Family	112	2	1.8%	
Park And Broad	Market	Family	70	0	0.0%	
River Crossing Apartments	Market	Family	176	4	2.3%	
Total LIHTC			598	11	1.8%	
Total Market Rate			644	13	2.0%	
Overall Total			1,242	24	1.9%	

Overall vacancy in the market is low at 1.9 percent. Total LIHTC vacancy is slightly lower, at 1.8 percent. None of the comparable LIHTC properties reported an elevated vacancy rate. Additionally, of the 11 vacancies at the LIHTC properties, 10 of these units are pre-leased. The affordable property managers reported strong demand for affordable housing. Both phases of Sustainable Fellwood maintain waiting lists reported to be 100 to 200 households in length. Ashley Midtown Phases I and II maintain waiting lists for

their subsidized units while The View at Oglethorpe I and II does not maintain a waiting list. However, property managers reported this was not due to lack of demand for LIHTC units. The View at Oglethorpe II opened in 2018 but did not negatively impact any existing LIHTC properties in the market. Overall, there appears to be significant demand for affordable housing in the market at this time.

The market rate comparable properties also reported low vacancy rates. The vacancy rates at these properties have consistently been low based on our interviews in previous years. The lowest vacancy rate is at Park and Broad, which is the newest of the surveyed market rate properties. Demand for all rental housing in the market is reported to be strong. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

The Subject is anticipated to exhibit excellent condition upon completion and will be the newest LIHTC property in the market. There is minimal excellent condition construction in the Subject's immediate neighborhood, which will give the Subject an advantage over existing properties in the area. The Subject will offer in-unit washers and dryers and exercise facilities, which are not offered at all of the LIHTC properties. The Subject's LIHTC rents will offer an advantage of 40 to 80 percent over the surveyed average of the comparable properties. Additionally, the Subject's rents at the 50 and 60 percent of AMI level are below the surveyed range of comparable rents. Additionally, 13 of the Subject's units are set at the 50 percent of AMI level and have limited existing competition in the market. The Subject's proposed rents at the 60 percent of AMI level are also the lowest of the surveyed LIHTC properties. The addition of the Subject with lower rent levels will likely create housing opportunities for lower income households not currently served by the affordable housing market. As the demand analysis this report indicates, there is ample demand for the Subject based on our calculations for the 50 and 60 percent of AMI units.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is strong demand for the Subject property as proposed. There is a significant amount of proposed and under construction supply in the Savannah market; however, there is only one under construction LIHTC property that will be directly competitive with the proposed Subject. The LIHTC comparables are experiencing a weighted average vacancy rate of 1.9 percent, which is considered low. Additionally, 10 of the 11 vacant LIHTC units in the market are pre-leased at this time. The LIHTC properties also reported maintaining waiting lists, some of which are extensive. The Subject will offer in-unit washers and dryers, microwaves, an exercise facility, and a business center, which several of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject will offer rents at the 50 and 60 percent of AMI levels. There is limited unsubsidized competition at the 50 percent of AMI level. All of the comparable properties reported achieving the maximum allowable rents at the 60 percent of AMI level and we believe the Subject's proposed rents, which are below the maximum allowable levels, are reasonable and achievable. The Subject's proposed rents are below all surveyed rents in the market and have significant advantage compared to unrestricted rents in the market. We believe the Subject's proposed rents are reasonable based on its anticipated superior condition and discount to existing rents in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy rates at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) 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 is written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

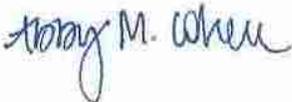
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with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

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



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

May 14, 2019



Abby Cohen
Principal
Novogradac & Company LLP

May 14, 2019



Lauren Smith
Senior Analyst
Novogradac & Company LLP

May 14, 2019

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



Subject site



Subject site



Subject site



Subject site



Construction on Live Oak Landing I – first phase of the Subject



Construction on Live Oak Landing I – first phase of the Subject



Construction on Live Oak Landing I – first phase of the Subject



Construction on Live Oak Landing I – first phase of the Subject



Liquor store south of the Subject site



Liquor store south of the Subject site



Food mart south of the Subject site



Food mart south of the Subject site



Single-family homes southwest of the Subject site



Single-family homes southwest of the Subject site



Single-family homes southwest of the Subject site



Single-family homes southwest of the Subject site



Elementary School north of the Subject site



Elementary School north of the Subject site



River Pointe II - Phase I - north of Subject site



River Pointe II - Phase I - north of Subject site



Savannah Housing Authority east of the Subject site



Cemetery east of the Subject site



Cemetery east of the Subject site



Commercial buildings north of the Subject site on Wheaton Street



Commercial buildings north of the Subject site on Wheaton Street



Commercial buildings north of the Subject site on Wheaton Street



Commercial buildings north of the Subject site on Wheaton Street



County government office north of the Subject site on Wheaton Street

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Magna Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
LEED Green Associate
Member, National Council of Housing Market Analysts (NCHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. NHCG-939 – State of New Hampshire
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President/Owner, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer/Work-Out Specialist, First Federal Savings Bank of Western MD
Manager - Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

V. Real Estate Assignments – Examples

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered

(LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Candidate for Designation in the Appraisal Institute
Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

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

IV. Professional Training

7-Hour National USPAP Update for 2018-2019, February 2018
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored "Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions," Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and 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 asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- 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, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 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.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

LAUREN E. SMITH

I. Education

Trinity College, Hartford, CT
Bachelor of Arts in American Studies and Art History, *cum laude*

II. Professional Experience

Senior Analyst, *Novogradac & Company LLP*, August 2013 – Present
Campaign Intern, *John Larson for U.S. Congress*, September 2012- November 2012
Communications Directorate Intern, *U.S. Census Bureau*, June 2011 – August 2011

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Prepared market studies for proposed new construction and existing Low Income Housing Tax Credit, Section 8, and market rate developments for use by real estate developers, governmental entities, and financial institutions. Property types included special needs and age restricted developments. Studies included property screenings, market and demographic analysis, comparable rent surveys, and supply and demand analysis.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, and market rate multifamily developments. Analysis includes property screenings, expense comparability analysis, demographic and economic analysis.
- Performed all aspects of data collection and data mining for use in market studies, feasibility studies, and appraisals.
- Completed numerous analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to	Type / Built / Renovated	Unit Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Live Oak Landing II 1210 Wheaton St Savannah, GA 31404 Chatham County		Garden 3-stories 2021 / n/a Family	@50%	1BR / 1BA	2	3.7%	704	@50%	\$450	No	N/A	N/A	N/A
					1BR / 1BA	4	7.4%	704	@60%	\$525	No	N/A	N/A	N/A
					2BR / 2BA	8	14.8%	1,005	@50%	\$540	No	N/A	N/A	N/A
					2BR / 2BA	28	51.9%	1,005	@60%	\$615	No	N/A	N/A	N/A
					3BR / 2BA	3	5.6%	1,110	@50%	\$610	No	N/A	N/A	N/A
					9	16.7%	1,110	@60%	\$685	No	N/A	N/A	N/A	
						54						N/A	N/A	
1	Ashley Midtown Phase I 1518 E Park Ave Savannah, GA 31404 Chatham County	0.4 miles	Townhouse 2-stories 2004 / n/a Family	@30% (Public Housing), @50% (Public Housing), @60% , Market	2BR / 1BA	7	4.2%	1,269	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1BA	6	3.6%	1,276	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1BA	13	7.7%	1,269	@60%	\$775	Yes	No	N/A	N/A
					2BR / 1BA	6	3.6%	1,411	Market	\$1,000	N/A	No	N/A	N/A
					2BR / 1.5BA	17	10.1%	1,276	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1.5BA	13	7.7%	1,254	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1.5BA	33	19.6%	1,276	@60%	\$775	Yes	No	0	0.0%
					2BR / 1.5BA	17	10.1%	1,146	Market	\$1,000	N/A	No	N/A	N/A
					3BR / 2BA	2	1.2%	1,377	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2BA	7	4.2%	1,377	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2BA	4	2.4%	1,377	@60%	\$877	Yes	No	N/A	N/A
					3BR / 2BA	3	1.8%	1,200	Market	\$1,165	N/A	No	N/A	N/A
					3BR / 2.5BA	6	3.6%	1,467	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2.5BA	10	6.0%	1,467	@50% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2.5BA	15	8.9%	1,467	@60%	\$877	Yes	No	N/A	N/A
3BR / 2.5BA	9	5.4%	1,300	Market	\$1,165	N/A	No	0	0.0%					
					168							4	2.4%	
2	Ashley Midtown Phase II 1110 Graydon Ave Savannah, GA 31404 Chatham County	0.2 miles	Townhouse 2-stories 2008 / n/a Family	@30% (Public Housing), @60%	2BR / 1BA	2	5.3%	1,214	@60%	\$769	Yes	No	0	0.0%
					2BR / 1.5BA	10	26.3%	1,226	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					2BR / 1.5BA	6	15.8%	1,238	@60%	\$769	Yes	No	0	0.0%
					3BR / 2BA	10	26.3%	1,407	@30% (Public Housing)	-	N/A	Yes	0	0.0%
					3BR / 2BA	1	2.6%	1,340	@60%	\$874	Yes	No	0	0.0%
					3BR / 2BA	8	21.1%	1,400	@60%	\$874	Yes	No	0	0.0%
					3BR / 2BA	1	2.6%	1,482	@60%	\$874	Yes	No	0	0.0%
					38							0	0.0%	
3	Sustainable Fellwood I 1401 Fellwood Dr Savannah, GA 31415 Chatham County	2.7 miles	Garden 3-stories 2009 / n/a Family	@60%, @60% (Public Housing), Market	1BR / 1BA	15	13.6%	832	@60%	\$577	Yes	Yes	N/A	N/A
					1BR / 1BA	9	8.2%	832	@60% (Public Housing)	\$577	N/A	Yes	0	0.0%
					1BR / 1BA	6	5.3%	832	Market	\$661	N/A	No	0	0.0%
					2BR / 1BA	17	15.5%	1,060	@60%	\$687	Yes	N/A	N/A	N/A
					2BR / 1BA	19	17.3%	1,060	@60% (Public Housing)	\$687	N/A	Yes	0	0.0%
					2BR / 1BA	5	4.6%	1,060	Market	\$752	N/A	No	0	0.0%
					2BR / 1.5BA	5	4.6%	1,060	Market	\$752	N/A	No	0	0.0%
					3BR / 2BA	13	11.8%	1,327	@60%	\$797	Yes	Yes	N/A	N/A
					3BR / 2BA	10	9.1%	1,327	@60% (Public Housing)	\$797	N/A	Yes	0	0.0%
					3BR / 2BA	2	1.8%	1,327	Market	\$842	N/A	No	0	0.0%
					3BR / 2.5BA	3	2.7%	1,327	Market	\$842	N/A	No	0	0.0%
					4BR / 2BA	3	2.7%	1,522	@60%	\$878	Yes	Yes	N/A	N/A
					4BR / 2BA	2	1.8%	1,522	@60% (Public Housing)	\$878	N/A	Yes	0	0.0%
					4BR / 2BA	1	0.9%	1,522	Market	\$931	N/A	No	0	0.0%
										110				
4	Sustainable Fellwood II 1325 Exley St Savannah, GA 31415 Chatham County	2.8 miles	Garden 3-stories 2011 / n/a Family	@60%, @60% (Public Housing), Market	1BR / 1BA	2	1.8%	838	@60%	\$619	Yes	Yes	0	0.0%
					1BR / 1BA	6	5.5%	838	@60% (Public Housing)	\$619	N/A	Yes	0	0.0%
					1BR / 1BA	4	3.6%	838	Market	\$762	N/A	Yes	0	0.0%
					2BR / 2BA	10	9.1%	1,072	@60%	\$740	Yes	Yes	0	0.0%
					2BR / 2BA	30	27.3%	1,072	@60% (Public Housing)	\$740	N/A	Yes	0	0.0%
					2BR / 2BA	4	3.6%	1,072	Market	\$859	N/A	Yes	0	0.0%
					3BR / 2BA	15	13.6%	1,343	@60%	\$858	Yes	Yes	0	0.0%
					3BR / 2BA	3	2.7%	1,343	Market	\$993	N/A	Yes	0	0.0%
					3BR / 3BA	36	32.7%	1,343	@60% (Public Housing)	\$858	N/A	Yes	0	0.0%
										110				
5	The View At Oglethorpe I 276 Randolph St Savannah, GA 31401 Chatham County	0.8 miles	Garden 3-stories 2017 / n/a Family	@60%, @60% (Section 8), Market	1BR / 1BA	2	2.8%	840	@60%	\$650	Yes	No	N/A	N/A
					1BR / 1BA	2	2.8%	840	@60% (Section 8)	\$492	N/A	No	0	0.0%
					1BR / 1BA	2	2.8%	840	Market	\$799	N/A	No	N/A	N/A
					2BR / 2BA	12	16.7%	1,020	@60%	\$790	Yes	No	N/A	N/A
					2BR / 2BA	20	27.8%	1,020	@60% (Section 8)	\$518	N/A	No	0	0.0%
					2BR / 2BA	10	13.9%	1,020	Market	\$899	N/A	No	N/A	N/A
					3BR / 2BA	12	16.7%	1,245	@60%	\$920	Yes	No	N/A	N/A
					3BR / 2BA	9	12.5%	1,245	@60% (Section 8)	\$719	N/A	No	0	0.0%
					3BR / 2BA	3	4.2%	1,245	Market	\$999	N/A	No	N/A	N/A
										72				
6	The View At Oglethorpe II 220 Mcalister St Savannah, GA 31401 Chatham County	0.8 miles	Lowrise 3-stories 2018 / n/a Family	@60%, @60% (Section 8), Market	1BR / 1BA	5	5.0%	701	@60%	\$650	Yes	No	N/A	N/A
					1BR / 1BA	6	6.0%	701	@60% (Section 8)	\$503	N/A	No	N/A	N/A
					1BR / 1BA	1	1.0%	701	Market	\$799	N/A	No	N/A	N/A
					2BR / 1.5BA	6	6.0%	1,013	@60%	\$790	Yes	No	N/A	N/A
					2BR / 1.5BA	3	3.0%	1,013	@60% (Section 8)	\$507	N/A	No	N/A	N/A
					2BR / 1.5BA	3	3.0%	1,013	Market	\$899	N/A	No	N/A	N/A
					2BR / 2BA	20	20.0%	999	@60%	\$790	Yes	No	N/A	N/A
					2BR / 2BA	11	11.0%	1,000	@60% (Section 8)	\$507	N/A	No	N/A	N/A
					2BR / 2BA	3	3.0%	1,034	@60%	\$790	Yes	No	N/A	N/A
					2BR / 2BA	2	2.0%	1,034	@60% (Section 8)	\$507	N/A	No	N/A	N/A
					2BR / 2BA	7	7.0%	1,000	Market	\$899	N/A	No	N/A	N/A
					2BR / 2BA	1	1.0%	1,034	Market	\$899	N/A	No	N/A	N/A
					3BR / 2BA	8	8.0%	1,171	@60%	\$920	Yes	No	N/A	N/A
					3BR / 2BA	10	10.0%	1,169	@60% (Section 8)	\$743	N/A	No	N/A	N/A
					3BR / 2BA	8	8.0%	1,169	Market	\$999	N/A	No	N/A	N/A
4BR / 2BA	1	1.0%	1,302	@60%	\$1,039	Yes	No	N/A	N/A					
4BR / 2BA	3	3.0%	1,302	@60% (Section 8)	\$768	N/A	No	N/A	N/A					
4BR / 2BA	1	1.0%	1,410	@60%	\$1,039	Yes	No	N/A	N/A					
4BR / 2BA	1	1.0%	1,410	@60% (Section 8)	\$768	N/A	No	N/A	N/A					
					100							1	1.0%	
7	Alhambra Apartments 2200 E Victory Dr Savannah, GA 31404 Chatham County	1.9 miles	Various 2-stories 1968 / 2005 Family	Market	1BR / 1BA	N/A	N/A	705	Market	\$788	N/A	No	N/A	N/A
					2BR / 1.5BA	N/A	N/A	820	Market	\$964	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	975	Market	\$909	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,072	Market	\$1,025	N/A	No	N/A	N/A
					150							5	3.3%	
8	Chelsea At Five Points 1910 Skidaway Rd Savannah, GA 31404 Chatham County	1.1 miles	Garden 2-stories 1947 / 2019 Family	Market	1BR / 1BA	24	17.7%	700	Market	\$750	N/A	No	1	4.2%
					2BR / 1BA	112	82.4%	850	Market	\$850	N/A	No	1	0.9%
					136							2	1.5%	
9	Jasmine Place 2323 Downing Ave Savannah, GA 31404 Chatham County	2.1 miles	Garden 2-stories 1979 / 2005 Family	Market	2BR / 1.5BA	80	71.4%	844	Market	\$855	N/A	No	N/A	N/A
					3BR / 2BA	32	28.6%	1,144	Market	\$965	N/A	No	N/A	N/A
					112							2	1.8%	
10	Park And Broad 1020 E Broad St Savannah, GA 31401 Chatham County	0.8 miles	Lowrise 3-stories 2018 / n/a Family	Market	1BR / 1BA	N/A	N/A	707	Market	\$1,590	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	727	Market	\$1,660	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	753	Market	\$1,715	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	785	Market	\$1,755	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	790	Market	\$1,770	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	963	Market	\$1,805	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	979	Market	\$1,815	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,019	Market	\$2,130	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,022	Market	\$2,155	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,025	Market	\$2,155	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,048	Market	\$2,445	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,067	Market	\$2,245	N/A	No	0	N/A
2BR / 2BA	N/A	N/A	1,357	Market	\$2,675	N/A	No	0	N/A					
					70							0	0.0%	
11	River Crossing Apartments 2612 Dogwood Ave Savannah, GA 31404 Chatham County	2.5 miles	Garden 3-stories 1978 / 2019 Family	Market	1BR / 1BA	56	31.8%	770	Market	\$891	N/A	No	N/A	N/A
					2BR / 2BA	104	59.1%	1,026	Market	\$1,038	N/A	No	N/A	N/A
					3BR / 2BA	16	9.1%	1,270	Market	\$1,192	N/A	No	N/A	N/A
										176				

ADDENDUM E
Subject Floor Plans

PLOTTED: 5/21/2019 10:744 PM - DRAWING: P:\VH\GROSS\2019-036 SAVANNAH, GA\PRELIM\2019-VX-REF_PRELIM\CSP.DWG - PLOTTED BY: KDESAL - COPYRIGHT 2019

GENERAL NOTES:
NO KNOWN EASEMENTS,
WETLANDS OR FLOOD
PLAIN ON THE
PROPOSED SITE.



DCA STANDARD SITE AMENITIES:

- ① A COMMUNITY ROOM
- ② COVERED PORCH (EXTERIOR GATHERING AREA)
- ③ WASHER / DRYER INSTALLED IN EVERY UNIT

DCA ADDITIONAL SITE AMENITIES:

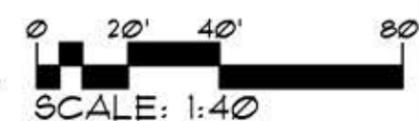
- ④ EQUIPPED COMPUTER ROOM
- ⑤ FURNISHED EXERCISE/FITNESS CENTER
- ⑥ FENCED COMMUNITY GARDENS
- ⑦ WELLNESS CENTER

1 CONCEPTUAL SITE PLAN
1" = 40'

SITE INFO:

- 2.15 ACRES
- ZONED R-M-40
- PARKING REQUIRED = 96
- PARKING PROVIDED = 76 ONSITE W/ 20 SHARED IN PHASE ONE

Building 100	1BR	2BR	3BR	TOTAL
First Floor	2	12	4	18
Second Floor	2	12	4	18
Third Floor	2	12	4	18
TOTALS:	6	36	12	54
UNIT NET RENTABLE	704	1005	1110	
TOTAL RENTABLE BY UNIT TYPE	4,224	36,180	13,320	53,724



MARTIN RILEY ASSOCIATES - ARCHITECTS, P.C.
215 CHURCH STREET SUITE 200 DECATUR GEORGIA 30030-3329 404-373-2800

LIVE OAK LANDING II
SAVANNAH, GA

