

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
DULLES
PARK II**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: DULLES PARK II

226 Old Clinton Road
Gray, Jones County, Georgia 31032

Effective Date: May 12, 2020
Report Date: May 27, 2020

Prepared for:
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May 27, 2020

Ms. Roya Collins
Magita, Inc.
1820 The Exchange SE #350
Atlanta, GA 30339

Re: Application Market Study for Dulles Park II, located in Gray, Jones County, Georgia

Dear Ms. Collins:

At your request, Novogradac & Company LLP performed a study of the multifamily rental market in the Gray, Jones County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. It should be noted that Novogradac & Company LLP has previously prepared an application market study on the Subject dated May 03, 2019.

The purpose of this market study is to assess the viability of the proposed 48-unit senior LIHTC project. It will be a newly constructed affordable LIHTC project, with 48 revenue generating units, restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less. These consist of 14 one-bedroom units and 34 two-bedroom units at the 50 and 60 percent AMI levels targeting seniors age 55 and older. 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 Consulting 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 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.

In the wake of the COVID-19 pandemic there has been significant turmoil and uncertainty. Governments across the globe are taking dramatic efforts to reduce the strain on health care systems. These efforts result in extensive impacts on economic activity. However, governments are also implementing significant economic stimulus packages to help with the economic impact. At this point it is unclear how long it will be before the emergency restrictions are lifted or loosened or how the stimulus packages will blunt the impact from the emergency measures. Further it is unclear as to how these measures will impact the housing market. However, some trends are clear:

- Clients and market participants throughout the country report April and May collections that were better than expected for all types of multi-family properties. Particularly for affordable housing.
- Based upon various conversations with market participants and published articles and webinars many believe that multi-family real estate will be impacted but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multi-family as a safer haven during this period of uncertainty.
- Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was at 96.3 percent and it dropped less than one percentage point during the slowdown, dropping to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018 but continued through 2019. We do not suggest this prior recession will be the same as the current economic situation but this data supports the point made above and illustrates the resilience in the affordable housing sector.
- States are starting to plan the reopening over the next several weeks to a month. As of May 5, Georgia has loosened stay at home restrictions with the exception of those 65 and older and other at-risk individuals and has allowed many non-essential businesses to re-open. That should open various job segments creating more stability and demand.
- The Subject will likely avoid impact as it is affordable housing, which is somewhat insulated from economic drop. Additionally, construction on the Subject is not anticipated to be completed until April 2022, which is considered outside of the primary window from the pandemic.
- Finally, there have been transactions that were started prior to shutdown that have recently closed without adjustment.

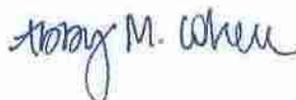
ROYA COLLINS
MAGITA, INC.
MAY 22, 2020

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 Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Dulles Park II will be a newly constructed senior property located at Old Clinton Road in Gray, Jones County, Georgia, which will consist of seven one-story, residential buildings in addition to one community building. It is the second phase of the Dulles Park development. The first phase, Dulles Park Apartments, is located adjacent to the Subject site and was built in 2005. The Subject’s sister property is restricted to seniors, those aged 55 or older, and consists of 68 one, two, and three-bedroom units restricted at the 30, 50, and 60 percent AMI level. For the purposes of this report, Dulles Park Apartments is included as a comparable property. Management at the property stated that the property typically operates at 98 percent occupancy. Dulles Park Apartments is currently fully-occupied with a ten household waiting list.

The following table illustrates the proposed unit mix. The Subject’s location is considered a rural area as determined by USDA. Therefore, the Subject is eligible to use the national non-metropolitan rent and income limits, which are higher than the published rent and income limits for Jones County.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC National Non-Metropolitan Maximum Allowable Gross Rent	2020 HUD Fair Market Rents
				@50%			
1BR / 1BA	850	3	\$395	\$97	\$492	\$568	\$677
2BR / 2BA	1,100	7	\$470	\$123	\$593	\$681	\$771
				@60%			
1BR / 1BA	850	11	\$495	\$97	\$592	\$681	\$677
2BR / 2BA	1,100	27	\$595	\$123	\$718	\$817	\$771
		48					

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

The proposed rents for the Subject’s units at the 50 and 60 percent of the AMI are below the maximum allowable levels. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to superior property amenities. The Subject will offer hand rails, in-unit washers and dryers, and a business center, which many of the comparables will lack and are amenities that seniors desire. However, the Subject will lack pull cords and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market.

2. Site Description/Evaluation

The Subject site is located on the north side of Old Clinton Road. The Subject site is currently wooded land. Adjacent north of the Subject site is wooded land. East of the Subject site are single-family homes exhibiting average condition, and the Subject’s sister property, Dulles Park Apartments. Dulles Park Apartments was built in 2005 and is currently in average condition. This 68-unit LIHTC property offers one, two, and three-bedroom units restricted to seniors age 55 and older, and typically operates at 98 percent occupancy, according to management. Dulles Park Apartments has been included as a comparable property for the purposes of this report. Dulles Park Apartments is currently fully-occupied with a ten household waiting list. South of the Subject site, across Old Clinton Road, are single-family homes in average condition and commercial uses in average condition. West of the Subject site are single-family homes in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 23 out of 100. The total crime indices in the PMA are generally below that of the MSA but above that of the nation. The Subject will offer security features,

including limited access and an intercom system. These security features appear to be market oriented. The Subject site is considered a desirable building site for rental housing. The Subject's proximity to retail and other locational amenities as well as its surrounding uses, which are in average condition, are considered positive attributes. Additionally, the Subject site is within close proximity to Clinton Street, which continues into Gray Highway and provides convenient access to other employment centers as well as Macon. We did not observe any negative attributes.

3. Market Area Definition

The PMA is defined by the Jones and Baldwin County lines to the north, Sparta Highway, State Route 540, and State Route 29 to the east, Emery Highway, Irwinton Road, and Gordon Highway to the south, and Interstate 75 and U.S. Route 23 to the west. This area includes the cities of Gray and Gordon, as well as a portion of northeast Macon. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 15.5 miles
East: 22.6 miles
South: 19.9 miles
West: 18.6 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 significant portion of their tenants come from outside the county. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 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 22.6 miles. The SMA is defined as the Macon-Bibb County, GA Metropolitan Statistical Area (MSA), which consists of five counties in central Georgia and encompasses 1,739 square miles.

4. Community Demographic Data

The senior population in the PMA and the MSA increased from 2000 to 2019. The rate of population and household growth is projected to slow through 2022. The current senior population of the PMA is 29,107 and is expected to be 30,122 in 2022. The current number of senior households in the PMA is 16,264 and is expected to be 16,856 in 2022. Senior renter households are concentrated in the lowest income cohorts, with 38.0 percent of senior renter households in the PMA earning incomes between \$10,000 and \$29,999. The Subject will target households earning between \$14,760 and \$29,100 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 2,893 housing units nationwide was in some stage of foreclosure as of March 2020. The town of Gray is experiencing a foreclosure rate of one in every 5,600 homes, while Jones County is experiencing foreclosure rate of one in every 5,600 homes and Georgia experienced one foreclosure in every 2,210 housing units. Overall, Gray is experiencing a lower foreclosure rate to the nation, and similar to Jones County as a whole, indicating a healthy 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 healthcare/social assistance, educational services, retail trade, and accommodation/food services, which collectively comprise 48.1 percent of local employment. The large shares of PMA employment in retail trade and accommodation/food services are notable as these industries

are historically volatile, and prone to contraction during economic downturns. 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. Furthermore, Coliseum Health System is the MSA's largest employer and is a full-service emergency care hospital system specializing in pediatrics, bariatrics and behavioral health in Macon, Georgia. The local economy appears to have diverse and low paying jobs in the healthcare/social assistance, educational services, and retail trade sectors which is expected to generate demand for affordable housing in the PMA. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

Prior to the national recession, average employment growth in the MSA generally trailed the nation. Annual job growth in the MSA lagged the nation in all but one year between 2004 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 13.8 percentage point contraction in employment growth (2008-2010), well below the 4.9 percentage point contraction reported by the nation as a whole (2007-2010). Since 2012, average employment growth in the MSA trailed the nation in all but two years. On average, since 2015 employment in the MSA has increased at higher rates than the overall nation. As of February 2020, MSA employment is below record levels; and is increasing at an annualized rate of 0.5 percent, compared to a 1.2 percent increase across the overall nation and is at a post-recessionary record. Our online research indicates job and employment growth in the PMA and MSA continues to exist. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

The MSA experienced a higher 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 6.5 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. However, it is important to note that the unemployment rate in the MSA has been declining by greater rates than the nation in recent years. According to the most recent labor statistics, the unemployment rate in the MSA is 3.8 percent, which is similar to the current national unemployment rate. Based on the employment and unemployment trends in the MSA, it appears that the MSA was slower to recover from the most recent national recession than the nation as a whole. However, recent trends in employment growth and unemployment decline indicate that the economy in the MSA is now recovering and entering an expansionary phase. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the

significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

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 at 50% AMI	\$14,760	\$24,250	3	173	5	168	1.8%	\$395
1BR at 60% AMI	\$17,760	\$24,250	11	155	17	138	8.0%	\$495
1BR Overall	\$14,760	\$24,250	14	226	22	204	6.9%	-
2BR at 50% AMI	\$17,790	\$29,100	7	131	7	124	5.7%	\$470
2BR at 60% AMI	\$21,540	\$29,100	27	117	31	86	31.5%	\$595
2BR Overall	\$17,790	\$29,100	34	170	38	132	25.7%	-
@50% Overall	\$14,760	\$29,100	10	304	12	292	3.4%	-
@60% Overall	\$17,760	\$29,100	38	271	48	223	17.0%	-
Overall	\$14,760	\$29,100	48	396	60	336	14.3%	-

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. We believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

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 ten “true” comparable properties containing 877 units.

The availability of LIHTC data is considered good; there are eleven LIHTC properties in the PMA. However, seven were excluded as comparable properties, because they target dissimilar tenancies, were unable to be contacted, or are proposed construction. We have included five LIHTC properties, including the Subject's sister property, Dulles Park Apartments, in our analysis. All of the comparable LIHTC properties target senior tenancies and three of the five are located within the PMA, between 0.3 and 18.6 miles from the Subject site. The remaining LIHTC comparables are located 11.4 and 14.7 miles from the Subject site in Macon and are the closest senior properties outside the PMA that participated in our survey. Macon is considered a slightly inferior to inferior location compared to the Subject based on median income and median rents.

The availability of market rate data is considered average. The Subject is located in Gray and there are few market rate properties in the area. We include five conventional properties in our analysis of the competitive market. Three of the market rate properties are located in the PMA, between 1.1 and 17.8 miles from the Subject site. The remaining market rate comparables are located 12.8 and 12.9 miles from the Subject site in Macon. These comparables were included in our analysis as they are the closest new construction market rate properties to the Subject. Macon is considered a slightly inferior to inferior location compared to the Subject based on median income and median rents. These comparables were built or renovated between 1998 and 2018. There are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity and unit types. It should be noted that the property managers at

these properties generally did not experience a decrease in collections, but did experience a slight decrease in traffic during the COVID-19 Pandemic.

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.

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 MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50%	\$395	\$372	\$1,330	\$721	83%
1BR / 1BA	@60%	\$495	\$495	\$1,330	\$838	69%
2BR / 2BA	@50%	\$470	\$444	\$2,275	\$1,019	117%
2BR / 2BA	@60%	\$595	\$560	\$2,275	\$1,151	93%

As illustrated the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s proposed LIHTC rents are below the surveyed range of comparable LIHTC and market rents, with the exception of two-bedroom units restricted to 50 percent of the AMI. The Subject’s unrestricted three-bedroom unit is within the surveyed range of comparable properties.

Lofts at Navicent Health is achieving the highest one and two-bedroom unrestricted rents in the market. The Subject will be similar to Lofts at Navicent Health as a market rate property. Lofts at Navicent Health was built in 2017 and exhibits excellent condition, which is similar to the anticipated condition of the Subject upon completion. Lofts at Navicent Health is located 12.9 miles from the Subject site and offers an inferior location. Lofts at Navicent Health offers similar unit sizes in comparison to the Subject. Lofts at Navicent Health offers similar property amenities when compared to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, on-site management, and recreational areas, which the Subject will offer. Lofts at Navicent Health offers similar in-unit amenities in comparison to the Subject. The lowest one and two-bedroom rents at Lofts at Navicent Health are 169 and 183 percent higher than the Subject’s one and two-bedroom rents at 60 percent AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from two of the comparable properties, both market rate, as well as four recently constructed LIHTC properties in the market area. These are illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tindall Fields I	LIHTC	Family	2019	64	21
Lofts At Capricorn	Market	Family	2018	137	8
Sumter Street Station	LIHTC	Family	2017	62	21
Lofts At Navicent Health	Market	Family	2017	60	6
AL Miller Village	LIHTC	Family	2017	71	14
Peach Place Apartments	LIHTC	Senior	2014	60	12

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction tax credit property. The two comparables reporting absorption are both market rate properties. Lofts at Capricorn was built in 2018 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of eight units per month upon opening. The contact at this comparable noted that she would attribute the slow lease-up process to changes in management shortly after the property's opening. Lofts at Navicent Health was built in 2017 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of six units per month upon opening. Lofts at Navicent Health currently has three vacant units and maintains a waiting list that consists of 12 households. Tindall Fields I, a family LIHTC property, was built in 2019 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Tindall Fields I is currently fully occupied and maintains a waiting list of 175 households. Sumter Street Station, a family LIHTC property, was built in 2017 in Eatonton, Georgia, approximately 25 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Sumter Street Station is currently fully-occupied and maintains a waiting list that consists of 62 households, demonstrating strong demand for the property's affordable units. A.L. Miller Village, a family LIHTC property, was constructed in 2017 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 14 units per month upon opening. The property has ten vacant units, and maintains a waiting list of approximately 50 households. Of the ten vacant units, three are currently pre-leased. The contact explained that the elevated vacancy is due to an atypical number of recent evictions. Peach Place Apartments was built in 2014 in Byron, Georgia, approximately 29 miles from the Subject site. The property experienced an absorption rate of 12 units per month upon opening. Peach Place Apartments, a senior LIHTC property, currently has one vacant unit and maintains a waiting list that consists of 17 households, demonstrating strong demand for the property's affordable units. We believe the Subject will experience an absorption rate most similar to Peach Place Apartments as both properties target seniors and are located in similar locations. We anticipate the Subject will experience an absorption pace of 12 units per month, or an absorption period of three to four months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of zero percent, which is considered low. All of the LIHTC comparables maintain waiting lists ranging from two to over 75 households. These factors indicate demand for affordable senior housing. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to superior property amenities. The Subject will offer hand rails, in-unit washers and dryers, and a business center, which many of the comparables will lack and are amenities that seniors desire. However, the Subject will lack pull cords and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior 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 comparable properties.

The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable LIHTC properties. Given the Subject's anticipated similar to superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy 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. Further, we believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Dulles Park II						Total # Units:		48
Location:		226 Old Clinton Road Gray, GA 31032						# LIHTC Units:		48
PMA Boundary:		North: Jones and Baldwin County line; South: Emery Highway, Irwinton Road, and Gordon Highway; East: Sparta Highway, State Route 540, and State Route 29; West: Interstate 75 and US 23								
								Farthest Boundary Distance to Subject:		22.6 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	31	2,327	18	99.2%						
Market-Rate Housing	3	322	4	98.8%						
Assisted/Subsidized Housing not to include LIHTC	18	1298	10	99.2%						
LIHTC	9	647	4	99.4%						
Stabilized Comps	30	2,267	18	99.2%						
Properties in Construction & Lease Up	1	60	60	0.0%						
*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	
3	1BR at 50% AMI	1	850	\$395	\$721	\$0.85	83%	\$1,330	\$1.67	
11	1BR at 60% AMI	1	850	\$495	\$838	\$0.99	69%	\$1,330	\$1.67	
7	2BR at 50% AMI	2	1,100	\$470	\$1,019	\$0.93	117%	\$2,275	\$1.69	
27	2BR at 60% AMI	2	1,100	\$595	\$1,151	\$1.05	93%	\$2,275	\$1.69	
Capture Rates (found on page 59)										
Targeted Population				@50%	@60%				Overall	
Capture Rate:				3.4%	17.0%	-	-	-	14.3%	

*Includes LIHTC and unrestricted (when applicable)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. **Project Address and Development Location:** The Subject site is located at 226 Old Clinton Road in Gray, Jones County, Georgia 31032. The Subject site is currently vacant.
- 2. **Construction Type:** The Subject will consist of seven one-story, residential buildings in addition to one community building. The Subject will be new construction.
- 3. **Occupancy Type:** Housing for Older Persons ages 55 and older.
- 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.

Dulles Park II											
Location	226 Old Clinton Road Gray, GA 31032 Jones County										
Units	48										
Type	One-story (age-restricted)										
Year Built / Renovated	2022 / 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	n/a			
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	One-story	3	850	\$395	\$0	@50%	N/A	N/A	N/A	no
1	1	One-story	11	850	\$495	\$0	@60%	N/A	N/A	N/A	no
2	2	One-story	7	1,100	\$470	\$0	@50%	N/A	N/A	N/A	no
2	2	One-story	27	1,100	\$595	\$0	@60%	N/A	N/A	N/A	no
Amenities											
In-Unit	Balcony/Patio					Security		Intercom (Buzzer)			
	Blinds							Limited Access			
	Carpeting										
	Central A/C										
	Dishwasher										
	Ceiling Fan										
	Garbage Disposal										
	Hand Rails										
	Microwave										
	Oven										
Property	Refrigerator										
	Washer/Dryer										
	Washer/Dryer hookup										
	Business Center/Computer Lab					Premium		none			
	Clubhouse/Meeting Room/Community Room										
	Exercise Facility										
	Off-Street Parking										
	On-Site Management										
	Picnic Area										
	Service Coordination										
Services	Adult Education					Other		Library, garden, health & wellness screening room			
	Computer Tutoring										

Comments

The property will consist of seven, single-story residential buildings targeting seniors 55 and older as well as one community building. Construction is proposed to begin August 2021 and be completed by December 2022. The property will offer adult education on healthy eating, computers and technology, and fitness. The utility allowances are \$97 and \$123 for the one and two-bedroom units, respectively.

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in August 2021 and be completed in December 2022.
- Conclusion:** The Subject will be an excellent-quality brick and fiber cement siding one-story apartment complex. The Subject will consist of seven, one-story residential buildings in addition to one community building. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

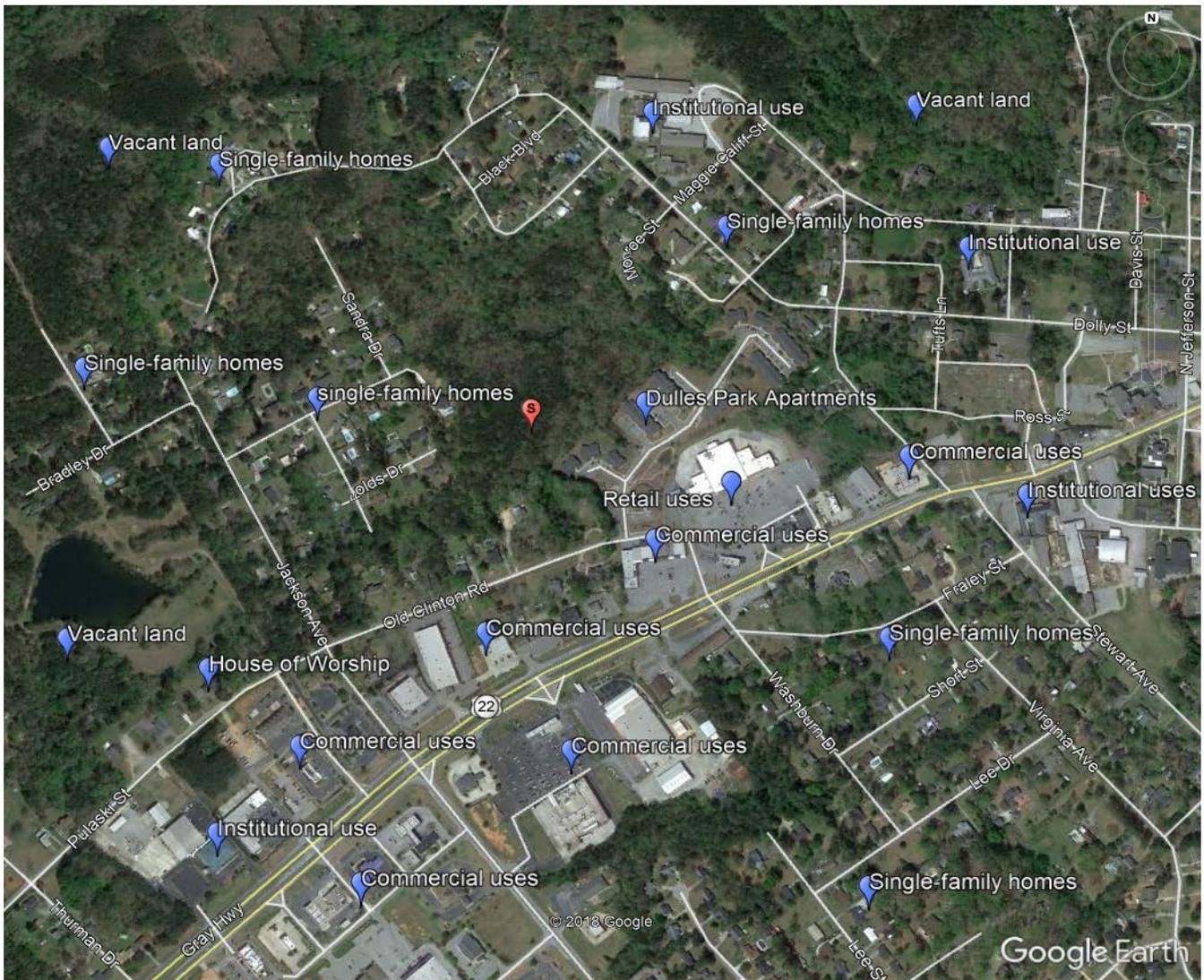
D.SITE EVALUATION

1. Date of Site Visit and Name of Inspector: Brian Neukam visited the site on May 12, 2020.
2. Physical Features of the Site: The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along Old Clinton Road.

Visibility/Views: The Subject will be located on the northern side of Old Clinton Road. Visibility and views from the site will be good and initially will include vacant land, single-family homes exhibiting average condition, commercial/retail uses, and the Subject’s sister property, Dulles Park Apartments, a senior multifamily apartment complex in average condition that was included as a comparable property for the purposes of this report.

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



Source: Google Earth, April 2020.

The Subject site is located on the north side of Old Clinton Road. The Subject site is currently wooded land. Adjacent north of the Subject site is wooded land. East of the Subject site are single-family homes exhibiting average condition, and the Subject’s sister property, Dulles Park Apartments. Dulles Park Apartments was built in 2005 and is currently in average condition. This 68-unit LIHTC property offers one, two, and three-bedroom units restricted to seniors age 55 and older, and typically operates at 98 percent occupancy, according to management. Dulles Park Apartments has been included as a comparable property for the purposes of this report. Dulles Park Apartments is currently fully-occupied with a ten household waiting list. South of the Subject site, across Old Clinton Road, are single-family homes in average condition. West of the Subject site are single-family homes in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 23 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 1.8 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject’s proximity to retail and other locational amenities as well as its surrounding uses, which are in average condition, are considered positive attributes. We did not observe any negative attributes. Additionally, the Subject site is within close proximity to Clinton Street, which continues into Gray Highway and provides convenient access to other employment centers as well as Macon.

3. Physical Proximity to Locational Amenities:

The Subject is located within 1.8 miles of all locational amenities. Additionally, it is within 0.4 miles of Ingles Market, which is the area’s largest employer.

4. Pictures of Site and Adjacent Uses:

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



View east along Old Clinton Road



View west along Old Clinton Road



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Senior Center in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



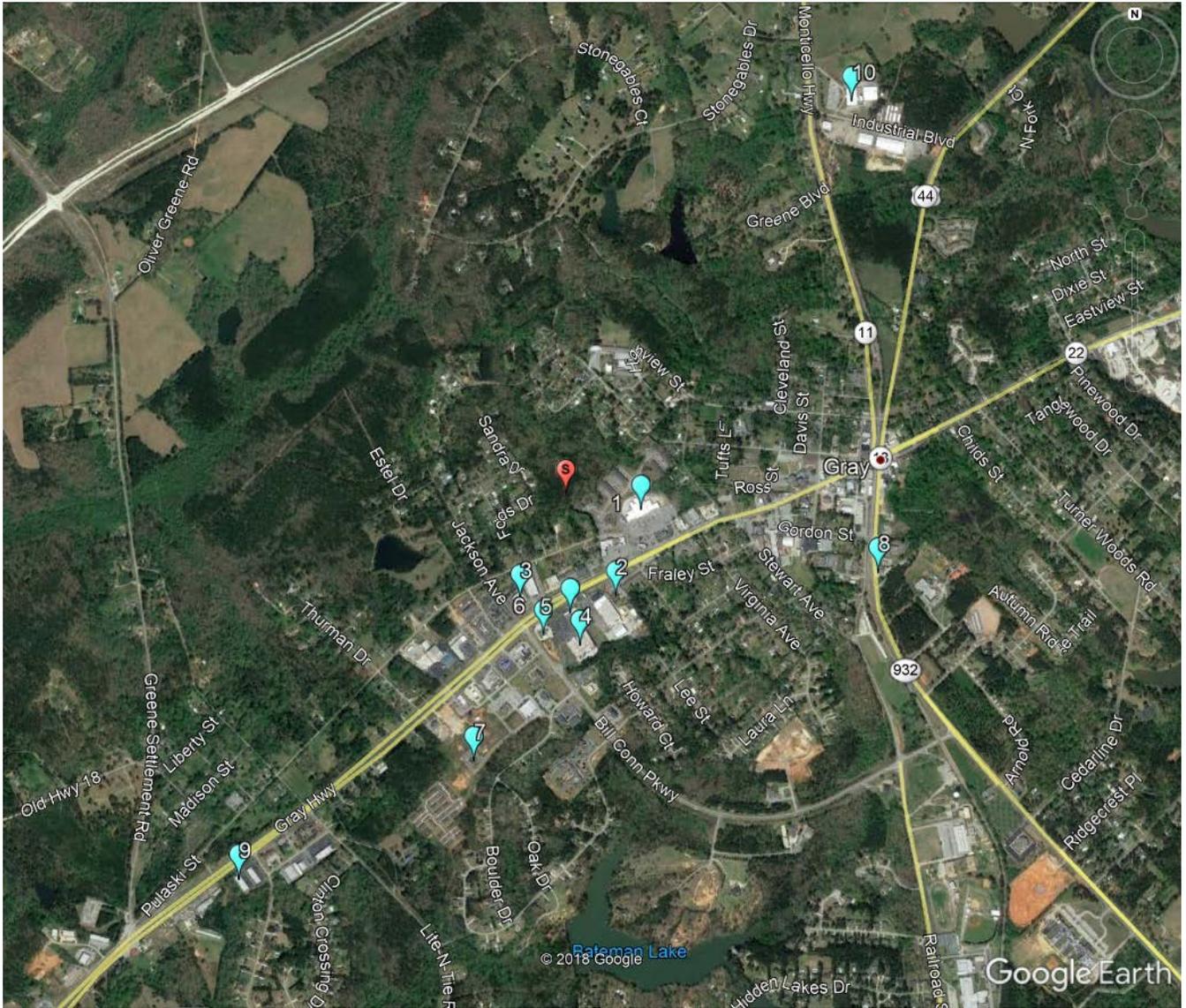
Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, April 2020

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Driving)
1	Harveys Supermarket	0.2 miles
2	United States Postal Service	0.3 miles
3	Walgreens	0.4 miles
4	Ingles Gas Express	0.4 miles
5	Ingles Market	0.4 miles
6	Magnolia State Bank	0.5 miles
7	Jones County Senior Center	0.9 miles
8	Gray Police Department	1.0 mile
9	Community Health Care Systems	1.4 miles
10	Jones County Fire Department	1.8 miles

6. Description of Land Uses

The Subject site is located on the north side of Old Clinton Road. The Subject site is currently wooded land. Adjacent north of the Subject site is wooded land. Farther north, land uses are comprised of single-family homes exhibiting average condition and an institutional use. East of the Subject site are single-family homes exhibiting average condition, and the Subject’s sister property, Dulles Park Apartments. Dulles Park Apartments was built in 2005 and is currently in average condition. This 68-unit LIHTC property offers one, two, and three-bedroom units restricted to seniors age 55 and older, and typically operates at 98 percent occupancy, according to management. Dulles Park Apartments has been included as a comparable property for the purposes of this report. Dulles Park Apartments is currently fully-occupied with a ten household waiting list. Farther east, land uses are comprised of single-family homes exhibiting average condition, commercial uses in average condition, institutional uses in average condition, and a house of worship in average condition. South of the Subject site, across Old Clinton Road, are single-family homes in average condition and commercial uses in average condition. Farther south, land uses are comprised of commercial uses in average to good condition. West of the Subject site are single-family homes in average condition. Farther west, land uses are comprised of single-family homes in average condition and vacant land. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 23 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 1.8 miles of the Subject site.

7. Crime:

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

2019 CRIME INDICES

	PMA	Macon-Bibb County, GA Metropolitan Statistical Area
Total Crime*	118	142
Personal Crime*	94	107
Murder	134	194
Rape	69	80
Robbery	92	132
Assault	97	97
Property Crime*	121	147
Burglary	148	172
Larceny	116	139
Motor Vehicle Theft	95	138

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

*Unweighted aggregations

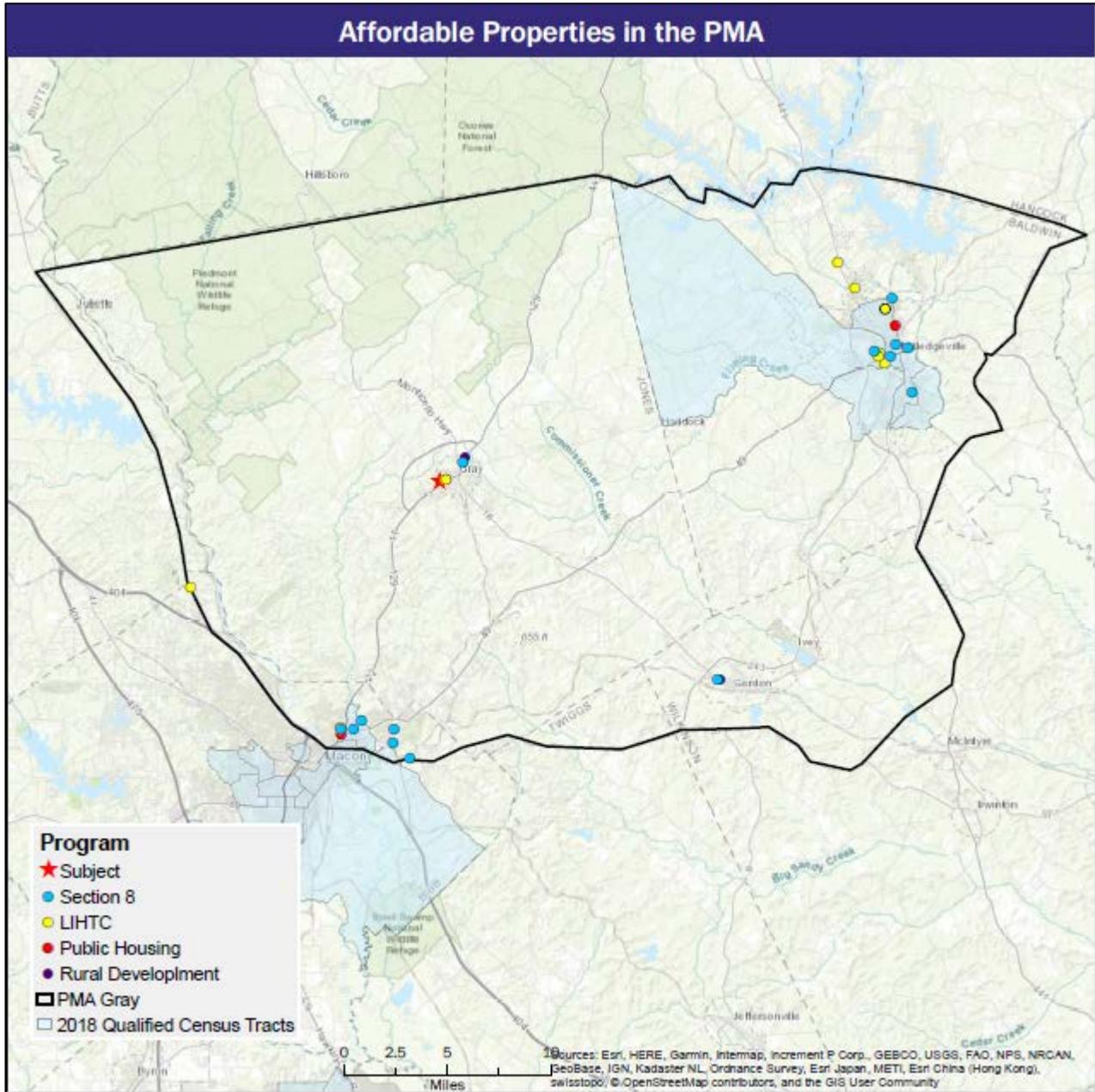
The total crime indices in the PMA are generally below that of the MSA but above that of the nation. Personal crime in the PMA is slightly

below national personal crime levels. The Subject will offer some security features, including limited access and an intercom system. Five of the comparable LIHTC properties offer at least one type of security feature. Additionally, three of these properties offer perimeter fencing. However, Ashton Hill Apartments does not offer any form of security features. Given the presence of security features in the market, we believe the Subject’s security features will be adequate. Additionally, the lack of security features does not appear to negatively impact Ashton Hill Apartments, which operates at historically high occupancy rates and maintains a waiting list.

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
Dulles Park II	LIHTC	Gray	Senior	48	-	Star
Baldwin Park	LIHTC	Milledgeville	Senior	56	18.6 miles	Yellow
Creekside Apartments	LIHTC	Milledgeville	Senior	60	19.5 miles	
Edgewood Park Apartments	LIHTC	Milledgeville	Family	61	18.4 miles	
Heritage Vista Apartments	LIHTC	Milledgeville	Family	64	18.5 miles	
Pecan Hills Of Milledgeville	LIHTC	Milledgeville	Senior	54	18.5 miles	
River Walk Apartments	LIHTC	Macon	Family	152	11.0 miles	
Water Tower Park	LIHTC	Gray	Senior	72	0.9 miles	
Grove Park Village, INC	LIHTC	Macon	Family	40	11.0 miles	
Waterford Place	LIHTC, Market	Milledgeville	Family	80	18.4 miles	
Dulles Park Apartments	LIHTC, Non-Rental	Gray	Senior	68	0.3 miles	
Robert Graham At Orchard Hill Landing	Public Housing	Milledgeville	Family	170	19.5 miles	Red
McAfee Towers	Public Housing	Macon	Senior	199	11.2 miles	Green
Fairview Park	Rural Development	Gordon	Family	22	13.9 miles	
Northside Villas of Gray	Rural Development	Gray	Family	24	1.2 miles	
Hunt School	Section 8	Macon	Senior	60	11.2 miles	
Milledgeville Manor	Section 8	Milledgeville	Family	76	19.4 miles	
Prairie Summit Apartments	Section 8	Gordon	Family	72	14.3 miles	
Autumn Manor	Section 8	Macon	Senior	24	10.9 miles	
Dogwood Retirement Housing Inc	Section 8	Milledgeville	Senior	40	18.9 miles	
Gray Gardens Apartments	Section 8	Gray	Family	56	1.2 miles	
Habersham Homes	Section 8	Milledgeville	Family	30	19.2 miles	
Jefferson Apartments	Section 8	Macon	Family	88	11.4 miles	
Latanya Village Apartments	Section 8	Macon	Family	50	10.3 miles	
Oconee Voa Housing	Section 8	Milledgeville	Family	13	19.7 miles	
Riverbend Apartments	Section 8	Milledgeville	Family	76	19.7 miles	
Rockland Apartments	Section 8	Macon	Family	74	10.8 miles	
Walnut Hills Apartments	Section 8	Macon	Family	100	10.2 miles	
Wray Homes	Section 8	Milledgeville	Family	124	18.3 miles	



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 Old Clinton Road, which is a two-lane neighborhood street. Clinton Street is a four-lane road that can be accessed via Old Clinton Road. Clinton Street continues into Gray highway to the south and provides access to many of the area’s major employers as well as Macon. Clinton Street also continues into State Route 22 to the north, which provides access to Milledgeville. Overall, access and visibility are considered good.

11. Conclusion:

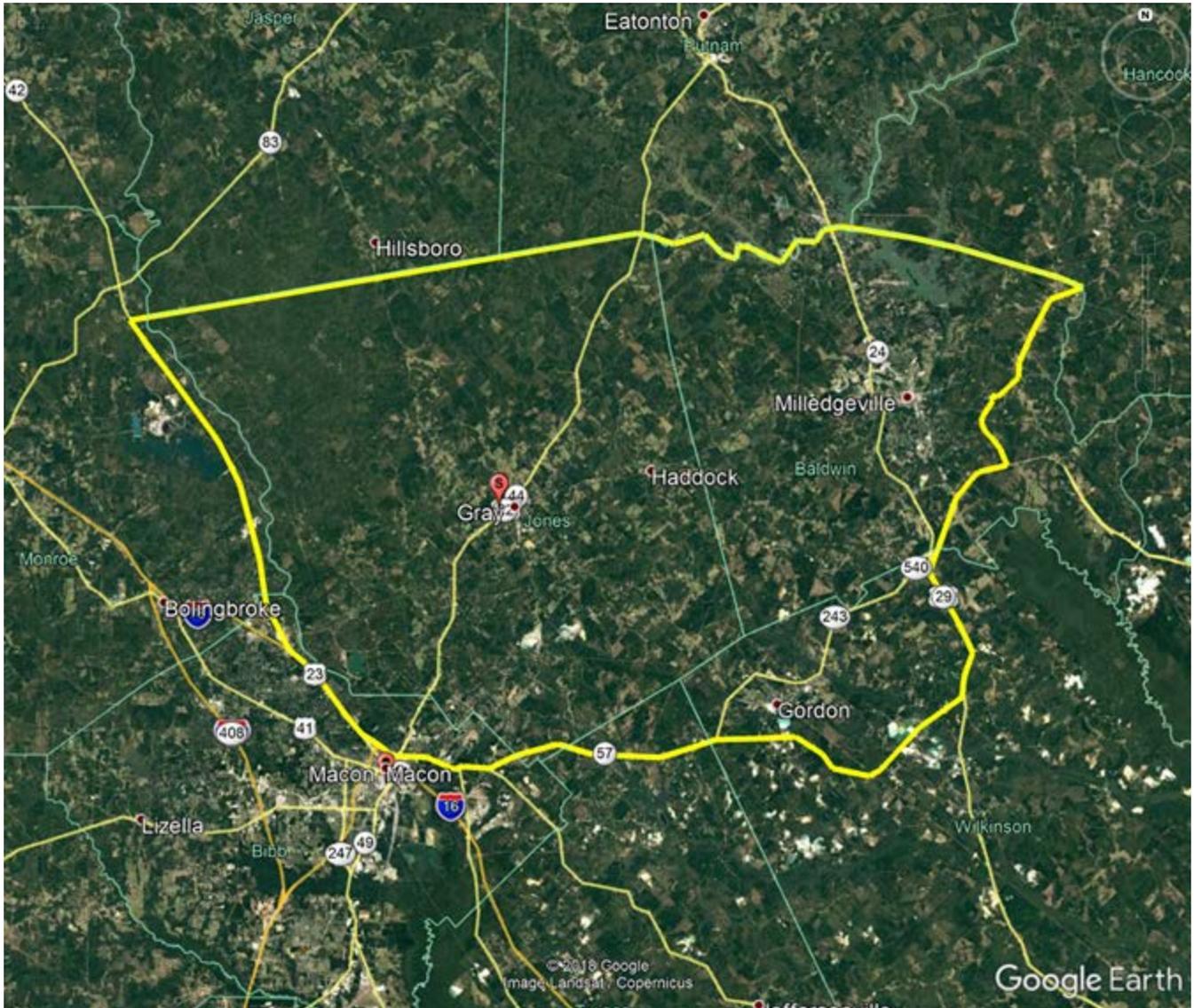
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E. MARKET AREA

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, April 2020.

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 Macon MSA are areas of growth or contraction.

The PMA is defined by the Jones and Baldwin County lines to the north, Sparta Highway, State Route 540, and State Route 29 to the east, Emery Highway, Irwinton Road, and Gordon Highway to the south, and Interstate

75 and U.S. Route 23 to the west. This area includes the cities of Gray and Gordon, as well as a portion of northeast Macon. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 15.5 miles

East: 22.6 miles

South: 19.9 miles

West: 18.6 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 significant portion of their tenants come from outside the county. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 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 22.6 miles. The SMA is defined as the Macon-Bibb County, GA Metropolitan Statistical Area (MSA), which consists of five counties in central Georgia and encompasses 1,739 square miles.

F. 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 Macon 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 Macon MSA. The Subject’s anticipated completion is in December 2022.

1. Population Trends

The following tables illustrate Total Population, Population by Age Group, and Number of Elderly and Non-Elderly within the population in the MSA, the PMA and nationally from 2000 through 2024.

Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2024.

POPULATION						
Year	PMA		Macon-Bibb County, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	88,685	-	220,922	-	281,250,431	-
2010	96,570	0.9%	232,293	0.5%	308,745,538	1.0%
2019	98,367	0.2%	233,802	0.1%	332,417,793	0.8%
Projected Mkt Entry December 2022	98,517	0.0%	234,267	0.1%	341,348,829	0.8%
2024	98,587	0.0%	234,483	0.1%	345,487,602	0.8%

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

SENIOR POPULATION, 55+						
Year	PMA		Macon-Bibb County, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	18,425	-	46,352	-	59,213,944	-
2010	24,154	3.1%	59,115	2.8%	76,750,713	3.0%
2019	29,107	2.2%	70,966	2.2%	97,974,761	3.0%
Projected Mkt Entry December 2022	30,122	1.0%	73,372	1.0%	103,506,938	1.7%
2024	30,593	1.0%	74,487	1.0%	106,070,630	1.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

Between 2010 and 2019 there was approximately 2.2 percent annual senior population growth in both the PMA and MSA, which is positive for a rural area but lags the national senior population growth. Over the next five years, the population growth in the PMA and MSA is projected to increase at 1.0 percent annual rate, which lags the national projections. Overall, we believe that senior population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

Total Population by Age Group

The following table illustrates the total population within the PMA and MSA and nation from 2000 to 2024.

POPULATION BY AGE GROUP

Age Cohort	PMA				2024
	2000	2010	2019	Projected Mkt Entry December 2022	
0-4	5,419	6,225	5,641	5,594	5,572
5-9	5,986	6,243	5,962	5,820	5,754
10-14	5,916	6,109	6,029	6,034	6,037
15-19	7,231	7,732	7,123	7,392	7,516
20-24	6,899	8,736	8,091	7,835	7,717
25-29	6,254	6,147	6,824	6,059	5,704
30-34	6,387	5,640	6,285	6,217	6,185
35-39	7,161	5,614	5,879	6,014	6,076
40-44	7,028	6,050	5,561	5,862	6,002
45-49	6,306	6,957	5,840	5,692	5,624
50-54	5,676	6,963	6,024	5,874	5,805
55-59	4,408	6,226	6,604	6,081	5,838
60-64	3,630	5,649	6,457	6,456	6,456
65-69	3,100	4,103	5,626	5,865	5,976
70-74	2,575	3,060	4,333	4,701	4,872
75-79	2,090	2,211	2,788	3,352	3,614
80-84	1,432	1,518	1,713	1,995	2,126
85+	1,190	1,387	1,586	1,671	1,711
Total	88,688	96,570	98,366	98,516	98,585

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

POPULATION BY AGE GROUP

Age Cohort	Macon-Bibb County, GA Metropolitan Statistical Area				2024
	2000	2010	2019	Projected Mkt Entry December 2022	
0-4	15,815	16,066	14,552	14,460	14,418
5-9	16,840	15,845	14,901	14,558	14,399
10-14	16,682	16,080	15,328	15,230	15,185
15-19	16,185	17,189	15,188	15,423	15,532
20-24	14,241	15,822	15,090	14,449	14,152
25-29	15,184	14,662	15,671	14,335	13,716
30-34	15,218	13,847	14,907	14,956	14,979
35-39	17,233	14,536	14,755	14,985	15,091
40-44	17,287	14,793	13,443	14,270	14,653
45-49	15,827	16,954	14,427	13,933	13,704
50-54	14,058	17,384	14,574	14,296	14,167
55-59	10,864	15,551	16,008	14,756	14,176
60-64	8,728	13,499	15,640	15,443	15,352
65-69	7,526	9,590	13,496	14,111	14,396
70-74	6,822	7,218	10,424	11,429	11,894
75-79	5,546	5,490	6,748	8,173	8,834
80-84	3,775	4,129	4,322	4,958	5,252
85+	3,091	3,638	4,328	4,502	4,583
Total	220,922	232,293	233,802	234,267	234,483

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

The largest age cohorts in the PMA are between 15 and 19 and 20 and 24, which indicates the presence of families. However, the population of seniors is expected to increase through projected market entry and 2024.

Number of Elderly and Non-Elderly

The following table illustrates the elderly and non-elderly population within the PMA, MSA and nation from 2000 through 2024.

Year	NUMBER OF ELDERLY AND NON-ELDERLY					
	Total	PMA		Macon-Bibb County, GA Metropolitan Statistical Area		
		Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
2000	88,685	70,260	18,425	220,922	174,570	46,352
2010	96,570	72,416	24,154	232,293	173,178	59,115
2019	98,367	69,260	29,107	233,802	162,836	70,966
Projected Mkt Entry December 2022	98,517	68,395	30,122	234,267	160,895	73,372
2024	98,587	67,994	30,593	234,483	159,996	74,487

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

The elderly population in the PMA is expected to increase through market entry and 2024.

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, (e) Housing for Older Persons Households 55+ within the population in the MSA, the PMA and nationally from 2000 through 2024.

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 2024.

Year	HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+					
	PMA		Macon-Bibb County, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	10,851	-	29,232	-	36,436,106	-
2010	14,559	3.4%	36,357	2.4%	45,892,723	2.6%
2019	16,264	1.3%	41,872	1.6%	56,080,840	2.4%
Projected Mkt Entry December 2022	16,856	1.1%	43,533	1.2%	59,830,186	2.0%
2024	17,131	1.1%	44,303	1.2%	61,567,688	2.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

Year	AVERAGE HOUSEHOLD SIZE					
	PMA		Macon-Bibb County, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.56	-	2.55	-	2.59	-
2010	2.39	-0.7%	2.52	-0.1%	2.58	-0.1%
2019	2.53	0.6%	2.52	0.0%	2.59	0.1%
Projected Mkt Entry December 2022	2.53	0.0%	2.52	0.0%	2.60	0.1%
2024	2.53	0.0%	2.52	0.0%	2.60	0.1%

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

Senior households in the PMA grew at a rate of 1.3 percent per year between 2010 and 2019, which lagged both the growth experienced by the MSA and nation during the same time period. Over the next five years, the senior household growth in the PMA and MSA is expected to lag the national household growth. The average

household size in the PMA is slightly smaller than the national average at 2.53 persons in 2019. Over the next five years, the average household size is projected to remain relatively similar.

Households by Tenure

The table below depicts household growth by tenure from 2000 through 2024.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	21,817	69.7%	9,484	30.3%
2019	22,012	60.2%	14,576	39.8%
Projected Mkt Entry December 2022	22,287	60.9%	14,333	39.1%
2024	22,414	61.2%	14,221	38.8%

Source: Esri Demographics 2019, Novogradac Consulting LLP, May 2020

PMA TENURE PATTERNS OF SENIORS 55+				
Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	8,928	82.3%	1,923	17.7%
2019	12,523	77.0%	3,741	23.0%
Projected Mkt Entry December 2022	13,040	77.4%	3,817	22.6%
2024	13,279	77.5%	3,852	22.5%

Source: Esri Demographics 2019, Novogradac Consulting LLP, May 2020

As the table illustrates, senior households within the PMA reside in predominately owner-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 smaller percentage of senior renters in the PMA than the nation. This percentage is projected to decline slightly over the next five years, although the number of senior renters in the PMA is projected to increase. This bodes well for the Subject’s proposed units.

Household Income

The following table depicts renter household income in the PMA in 2019, market entry, and 2024.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	795	21.3%	770	20.2%	759	19.7%
\$10,000-19,999	991	26.5%	972	25.5%	963	25.0%
\$20,000-29,999	430	11.5%	433	11.4%	435	11.3%
\$30,000-39,999	220	5.9%	219	5.7%	219	5.7%
\$40,000-49,999	237	6.3%	245	6.4%	248	6.4%
\$50,000-59,999	170	4.5%	195	5.1%	206	5.3%
\$60,000-74,999	203	5.4%	199	5.2%	197	5.1%
\$75,000-99,999	306	8.2%	316	8.3%	321	8.3%
\$100,000-124,999	114	3.0%	130	3.4%	137	3.6%
\$125,000-149,999	95	2.5%	124	3.3%	138	3.6%
\$150,000-199,999	107	2.9%	121	3.2%	128	3.3%
\$200,000+	73	2.0%	92	2.4%	101	2.6%
Total	3,741	100.0%	3,817	100.0%	3,852	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, April 2020

RENTER HOUSEHOLD INCOME DISTRIBUTION - Macon-Bibb County, GA Metropolitan Statistical Area, 55+

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,513	22.0%	2,426	20.8%	2,386	20.2%
\$10,000-19,999	2,749	24.1%	2,720	23.3%	2,706	22.9%
\$20,000-29,999	1,548	13.6%	1,545	13.2%	1,543	13.1%
\$30,000-39,999	829	7.3%	872	7.5%	892	7.6%
\$40,000-49,999	666	5.8%	722	6.2%	748	6.3%
\$50,000-59,999	674	5.9%	697	6.0%	707	6.0%
\$60,000-74,999	568	5.0%	584	5.0%	592	5.0%
\$75,000-99,999	712	6.2%	741	6.3%	754	6.4%
\$100,000-124,999	381	3.3%	429	3.7%	451	3.8%
\$125,000-149,999	286	2.5%	352	3.0%	382	3.2%
\$150,000-199,999	206	1.8%	250	2.1%	270	2.3%
\$200,000+	284	2.5%	346	3.0%	374	3.2%
Total	11,416	100.0%	11,682	100.0%	11,805	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, April 2020

The Subject will target tenants earning between \$14,760 and \$29,100. As the table above depicts, approximately 38.0 percent of senior renter households in the PMA are earning incomes between \$10,000 and \$29,999, which is comparable to the 37.7 percent of senior renter households in the MSA in 2019. For the projected market entry date of December 2022, these percentages are projected to slightly decrease to 36.9 percent and 36.5 percent for the PMA and MSA, respectively.

Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2019, market entry and 2024. 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, 55+

Household Size	Projected Mkt Entry December					
	2019		2022		2024	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	2,215	59.2%	2,259	59.2%	2,280	59.2%
2 Persons	778	20.8%	791	20.7%	797	20.7%
3 Persons	381	10.2%	391	10.2%	395	10.3%
4 Persons	190	5.1%	195	5.1%	198	5.1%
5+ Persons	177	4.7%	180	4.7%	182	4.7%
Total Households	3,741	100%	3,817	100%	3,852	100%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, April 2020

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

Conclusion

The senior population in the PMA and the MSA increased from 2000 to 2019. The rate of population and household growth is projected to slow through 2022. The current senior population of the PMA is 29,107 and is expected to be 30,122 in 2022. The current number of senior households in the PMA is 16,264 and is expected to be 16,856 in 2022. Senior renter households are concentrated in the lowest income cohorts, with 38.0 percent of senior renter households in the PMA earning incomes between \$10,000 and \$29,999. The Subject will target households earning between \$14,760 and \$29,100 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

The PMA and Jones County are economically reliant on education and health services. These industries are historically stable industries and are relatively stable in economic downturns. Employment levels decreased during the national recession but have grown since then and are approaching pre-recession highs.

1. Covered Employment

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

COVERED EMPLOYMENT		
Jones County, Georgia		
Year	Total Employment	% Change
2008	13,733	-
2009	13,095	-4.9%
2010	12,366	-5.9%
2011	12,544	1.4%
2012	12,700	1.2%
2013	12,619	-0.6%
2014	12,793	1.4%
2015	12,698	-0.7%
2016	13,133	3.3%
2017	13,339	1.5%
2018	13,378	0.3%
2019 YTD Average	13,361	0.2%
Dec-18	13,428	-
Dec-19	13,476	0.4%

Source: U.S. Bureau of Labor Statistics
YTD as of Mar 2019

As illustrated in the table above, Jones 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 has rebounded since 2011 and Jones County exhibited employment in all but two years between 2011 and 2018, approaching pre-recessionary employment levels in 2019. Employment has grown overall since the national recession, and total employment in Jones County has increased 0.4 percent from December 2018 to December 2019. However, it is important to note that the above data is dated and does not reflect the impact from the COVID-19 pandemic, which is discussed and analyzed in further detail following in this section.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Jones County as of the second quarter of 2018.

TOTAL JOBS BY INDUSTRY		
Jones County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	2,899	-
Goods-producing	619	-
Natural resources and mining	0	0.0%
Construction	513	17.7%
Manufacturing	0	0.0%
Service-providing	2,280	-
Trade, transportation, and utilities	722	24.9%
Information	24	0.8%
Financial activities	63	2.2%
Professional and business services	286	9.9%
Education and health services	870	30.0%
Leisure and hospitality	233	8.0%
Other services	72	2.5%
Unclassified	10	0.3%

Source: Bureau of Labor Statistics, 2019

Education and health services is the largest industry in Jones County, followed by trade, transportation, and utilities and construction. The health, education, and utilities industries are historically stable industries and are relatively stable in economic downturns. The following table illustrates employment by industry for the PMA as of 2019 (most recent year available).

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	6,162	15.9%	22,612,482	14.1%
Educational Services	4,920	12.7%	14,565,802	9.1%
Retail Trade	4,277	11.0%	17,127,172	10.7%
Accommodation/Food Services	3,289	8.5%	11,738,765	7.3%
Public Administration	3,284	8.5%	7,828,907	4.9%
Manufacturing	3,216	8.3%	16,057,876	10.0%
Construction	2,507	6.5%	11,245,975	7.0%
Transportation/Warehousing	1,998	5.1%	7,876,848	4.9%
Other Services	1,972	5.1%	8,141,078	5.1%
Finance/Insurance	1,646	4.2%	7,377,311	4.6%
Admin/Support/Waste Mgmt Svcs	1,142	2.9%	6,106,184	3.8%
Prof/Scientific/Tech Services	1,047	2.7%	11,744,228	7.3%
Real Estate/Rental/Leasing	808	2.1%	3,204,043	2.0%
Wholesale Trade	608	1.6%	4,183,931	2.6%
Arts/Entertainment/Recreation	511	1.3%	3,332,132	2.1%
Information	471	1.2%	3,157,650	2.0%
Agric/Forestry/Fishing/Hunting	351	0.9%	1,915,709	1.2%
Utilities	347	0.9%	1,276,400	0.8%
Mining	221	0.6%	819,151	0.5%
Mgmt of Companies/Enterprises	32	0.1%	237,307	0.1%
Total Employment	38,809	100.0%	160,548,951	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, April 2020

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, retail trade, and accommodation/food services, which collectively comprise 48.1 percent of local employment. The large shares of PMA employment in retail trade and accommodation/food services are notable as these industries are historically volatile, and prone to contraction during economic downturns. 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 healthcare/social assistance, educational services, and public administration industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, manufacturing, and arts/entertainment/recreation industries. The overconcentration of retail trade and accommodation/food services may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance, public administration, and educational services sectors should provide stability to the area workforce.

3. Major Employers

The tables below illustrate the major employers in the Macon, GA-Bibb County MSA and Jones County, Georgia as provided by the Georgia Department of Labor.

MAJOR EMPLOYERS - MACON-BIBB COUNTY, GA MSA

Employer Name	Industry	# Of Employees
Coliseum Health System	Healthcare/Social Assistance	1,000 to 4,999
Georgia Farm Bureau Mutual Insurance	Finance/Insurance	1,000 to 4,999
Schaffer Electric	Construction	500 to 999
Boeing Co.	Manufacturing	500 to 999
US Post Office	Public Administration	500 to 999
Ricoh USA	Technology Services	500 to 999
Graphic Packaging International LLC	Manufacturing	500 to 999
Armstrong World Industries	Manufacturing	500 to 999
Georgia Power Co.	Utilities	250 to 499
Cherokee Brick & Tile Co.	Manufacturing	250 to 499

Source: Georgia Department of Labor, April 2020

Coliseum Health System and Georgia Farm Bureau Mutual Insurance each employ over 1,000 people. Six of the top ten employers in the MSA are from the healthcare, construction and manufacturing sectors. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions. Other industries are also heavily represented in the major employers in the MSA including the finance/insurance, public administration, and technology services sectors.

MAJOR EMPLOYERS - JONES COUNTY

Rank	Employer Name	Industry	# Of Employees
1	Ingles Market	Retail Trade	100 to 249
2	Dames Ferry Elementary School	Educational Services	50 to 99
3	Lynn Haven Nusing Home	Healthcare/Social Assistance	50 to 99
4	Gray Elementary School	Educational Services	50 to 99
5	Aggregates USA	Manufacturing	50 to 99
6	Jones County High School	Educational Services	50 to 99
7	Reeves Construction Co	Construction	50 to 99
8	Gray Station Middle School	Educational Services	50 to 99
9	Appling Brothers	Construction	50 to 99
10	Wells Elementary School	Educational Services	50 to 99

Source: Georgia Department of Labor, April 2019

The education, retail trade, and healthcare industries dominate the major employer list of Jones County and are generally stable industries with the exception of retail trade, which is a historically volatile industry. However, grocery retailers, such as Ingles Market, have performed well during the ongoing COVID-19 pandemic. All of the major employers of Jones County are located in either Gray or Macon, GA.

Expansions/Contractions

According to the Georgia Department of Labor Worker Adjustment and Retraining Notification (WARN) list, no WARN notices have been issued for Jones County since 2015. We made numerous attempts to contact a representative from the Gray-Jones County Chamber of Commerce. As of the date of this report, our calls have not been returned. We spoke with Tim Pitrowski of the Jones County Planning and Zoning department. Mr. Pitrowski reported that there are no current plans for business expansions in the Gray, Georgia area.

We also conducted additional internet research regarding the current economic status of Jones County and the Macon MSA. The following list details recent employment news in Jones County and the Macon MSA.

- According to the Office of the Governor on November 13, 2019, Irving Tissue plans to expand and create over 150 jobs in Macon-Bibb. Along with the addition of new jobs, the household paper products manufacturer plans to invest \$400 million in a new manufacturing facility.
- According to an April 3, 2019 article in 13WMAZ, Amazon says the Macon distribution center, located along Skipper Road, will open this summer. Amazon expects to hire approximately 500 people for the Bibb County distribution center.
- According to a November 21, 2018 article in 13WMAZ, Stevens Aerospace and Defense System said they're going to bring 150 new jobs to Macon-Bibb, and two of the big reasons why they decided to come to Macon-Bibb are the great technical college located in Central Georgia as well as a huge 48,000 square-foot hangar space.
- According to a September 4, 2018 article in The Telegraph, a new shopping center on Bass Road should be close to opening. Marshall's/Homegoods, Michaels, Beall's Outlet, Old Navy, Five Below, Famous Footwear and Lifeway Christian Resources are planning to be part of the North Macon Plaza on Bass Road at Starcadia Circle, just off Interstate 75.
- According to an August 11, 2017 article in Huddle, Irving Consumer Products will create more than 200 jobs with the construction of a \$400 million tissue plant to be built in Macon, GA.
- According to a June 20, 2017 article in Food Business News, Tyson Foods, Inc. is investing \$59 million to expand its distribution center in Macon. The project, which began in the summer of 2017, includes a 152,000-square foot addition to the existing facility. The Macon distribution center currently serves retail and food service customers in North Carolina, South Carolina, Georgia, Florida and Alabama. The expansion was expected to be completed in late 2018 and was expected to add more than 100 jobs, bringing total employment at the distribution center to almost 240.
- According to a January 19, 2017 article in The Telegraph, FedEx is building a new distribution center in the I-75 Business Park in south Bibb County. The distribution center will be 248,000 square feet and is expected to be operational in July 2017. The new facility will replace an existing smaller facility. According to Allie Addoms of FedEx, the exact staffing needs have yet to be determined, but the facility will employ a mix of part and full-time employees.
- According to the Macon Economic Development Commission's website, Guard Buildings, LLC announced in September 2016 its plan to open a 23,000-square foot manufacturing facility in Bibb County. The Florida-based company manufactures industrial modular shelters and plans to initially hire 25 employees. Further information was not available at the time of this report.
- According to a May 2, 2016 article in The Telegraph, Kumho Tire recently opened its \$450 million manufacturing plant in Macon. Approximately 400 new jobs were created with the opening of the facility.

As illustrated, there have been several additions in a variety of industries including food/accommodation services, manufacturing, retail trade, and scientific/technology services. Between 2017 and 2019, there were more than 1,525 jobs created.

As discussed, there have been no recent WARN notices filed in Jones County. However, beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response.

However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has

blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Macon MSA from 2004 to February 2020.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)						
	Macon-Bibb County, GA Metropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2004	103,873	-	-3.8%	139,252,000	-	-11.6%
2005	103,926	0.1%	-3.8%	141,730,000	1.8%	-10.0%
2006	105,097	1.1%	-2.7%	144,427,000	1.9%	-8.3%
2007	106,650	1.5%	-1.3%	146,047,000	1.1%	-7.3%
2008	108,027	1.3%	0.0%	145,363,000	-0.5%	-7.7%
2009	102,627	-5.0%	-5.0%	139,878,000	-3.8%	-11.2%
2010	93,561	-8.8%	-13.4%	139,064,000	-0.6%	-11.7%
2011	95,013	1.6%	-12.0%	139,869,000	0.6%	-11.2%
2012	96,548	1.6%	-10.6%	142,469,000	1.9%	-9.6%
2013	95,645	-0.9%	-11.5%	143,929,000	1.0%	-8.6%
2014	95,784	0.1%	-11.3%	146,305,000	1.7%	-7.1%
2015	95,570	-0.2%	-11.5%	148,833,000	1.7%	-5.5%
2016	97,923	2.5%	-9.4%	151,436,000	1.7%	-3.9%
2017	99,745	1.9%	-7.7%	153,337,000	1.3%	-2.7%
2018	99,771	0.0%	-7.6%	155,761,000	1.6%	-1.1%
2019	99,210	-0.6%	-8.2%	157,538,000	1.1%	0.0%
2020 YTD Average*	100,022	0.8%	-	156,726,000	-0.5%	-
Feb-2019	99,796	-	-	156,167,000	-	-
Feb-2020	100,317	0.5%	-	158,017,000	1.2%	-

Source: U.S. Bureau of Labor Statistics, April 2020

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Macon-Bibb County, GA Metropolitan Statistical Area			USA		
	Unemployment	Change	Differential from peak	Unemployment	Change	Differential from peak
	Rate			Rate		
2004	4.9%	-	1.2%	5.5%	-	1.9%
2005	5.6%	0.7%	1.9%	5.1%	-0.5%	1.4%
2006	5.5%	-0.2%	1.7%	4.6%	-0.5%	1.0%
2007	4.9%	-0.5%	1.2%	4.6%	0.0%	1.0%
2008	6.3%	1.4%	2.5%	5.8%	1.2%	2.1%
2009	9.6%	3.3%	5.8%	9.3%	3.5%	5.6%
2010	11.3%	1.8%	7.6%	9.6%	0.3%	6.0%
2011	11.1%	-0.2%	7.3%	9.0%	-0.7%	5.3%
2012	10.1%	-0.9%	6.4%	8.1%	-0.9%	4.4%
2013	9.0%	-1.2%	5.2%	7.4%	-0.7%	3.7%
2014	7.7%	-1.3%	3.9%	6.2%	-1.2%	2.5%
2015	6.5%	-1.2%	2.7%	5.3%	-0.9%	1.6%
2016	5.8%	-0.7%	2.0%	4.9%	-0.4%	1.2%
2017	5.1%	-0.7%	1.3%	4.4%	-0.5%	0.7%
2018	4.3%	-0.8%	0.6%	3.9%	-0.4%	0.2%
2019	3.7%	-0.6%	0.0%	3.7%	-0.2%	0.0%
2020 YTD Average*	3.8%	0.0%	-	4.1%	0.4%	-
Feb-2019	4.1%	-	-	4.1%	-	-
Feb-2020	3.8%	-0.3%	-	3.8%	-0.3%	-

Source: U.S. Bureau of Labor Statistics, April 2020

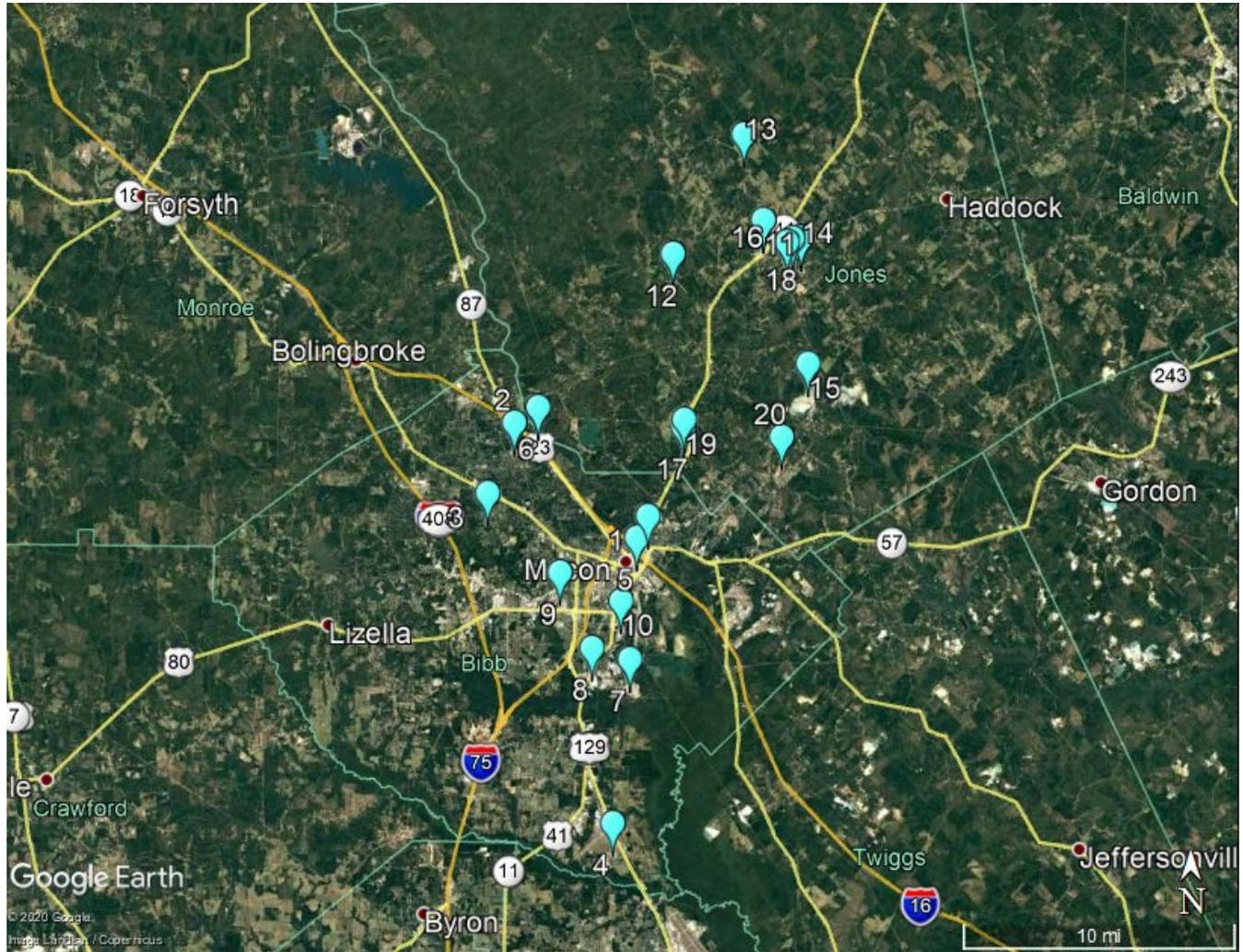
Prior to the national recession, average employment growth in the MSA generally trailed the nation. Annual job growth in the MSA lagged the nation in all but one year between 2004 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 13.8 percentage point contraction in employment growth (2008-2010), well below the 4.9 percentage point contraction reported by the nation as a whole (2007-2010). Since 2012, average employment growth in the MSA trailed the nation in all but two years. On average, since 2015 employment in the MSA has increased at higher rates than the overall nation. As of February 2020, MSA employment is below record levels; and is increasing at an annualized rate of 0.5 percent, compared to a 1.2 percent increase across the overall nation and is at a post-recessionary record. Our online research indicates job and employment growth in the PMA and MSA continues to exist. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

The MSA experienced a higher 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 6.5 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. However, it is important to note that the unemployment rate in the MSA has been declining by greater rates than the nation in recent years. According to the most recent labor statistics, the unemployment rate in the MSA is 3.8 percent, which is similar to the current national unemployment rate. Based on the employment and unemployment trends in the MSA, it appears that the MSA was slower to recover from the most recent national recession than the nation as a whole. However, recent trends in employment growth and unemployment decline indicate that the economy in the MSA is now recovering and entering an expansionary phase. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Macon, Georgia-Bibb County MSA and Jones County, Georgia.



Source: Google Earth, April 2020

MAJOR EMPLOYERS - JONES COUNTY AND MACON-BIBB COUNTY, GA MSA

#	Employer Name	Industry	# Of Employees
1	Coliseum Health System	Healthcare/Social Assistance	1,000 to 4,999
2	Georgia Farm Bureau Mutual Insurance	Finance/Insurance	1,000 to 4,999
3	Schaffer Electric	Construction	500 to 999
4	Boeing Co.	Manufacturing	500 to 999
5	US Post Office	Public Administration	500 to 999
6	Ricoh USA	Technology Services	500 to 999
7	Graphic Packaging International LLC	Manufacturing	500 to 999
8	Armstrong World Industries	Manufacturing	500 to 999
9	Georgia Power Co.	Utilities	250 to 499
10	Cherokee Brick & Tile Co.	Manufacturing	250 to 499
11	Ingles Market	Retail Trade	100 to 249
12	Dames Ferry Elementary School	Educational Services	50 to 99
13	Lynn Haven Nursing Home	Healthcare/Social Assistance	50 to 99
14	Gray Elementary School	Educational Services	50 to 99
15	Aggregates USA	Manufacturing	50 to 99
16	Jones County High School	Educational Services	50 to 99
17	Reeves Construction Co.	Construction	50 to 99
18	Gray Station Middle School	Educational Services	50 to 99
19	Appling Brothers	Construction	50 to 99
20	Wells Elementary School	Educational Services	50 to 99

Source: Georgia Department of Labor, April 2020

6. Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, retail trade, and accommodation/food services, which collectively comprise 48.1 percent of local employment. The large shares of PMA employment in retail trade and accommodation/food services are notable as these industries are historically volatile, and prone to contraction during economic downturns. 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. Furthermore, Coliseum Health System is the MSA’s largest employer and is a full-service emergency care hospital system specializing in pediatrics, bariatrics and behavioral health in Macon, Georgia. The local economy appears to have diverse and low paying jobs in the healthcare/social assistance, educational services, and retail trade sectors which is expected to generate demand for affordable housing in the PMA. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

Prior to the national recession, average employment growth in the MSA generally trailed the nation. Annual job growth in the MSA lagged the nation in all but one year between 2004 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 13.8 percentage point contraction in employment growth (2008-2010), well below the 4.9 percentage point contraction reported by the nation as a whole (2007-2010). Since 2012, average employment growth in the MSA trailed the nation in all but two years. On average, since 2015 employment in the MSA has increased at higher rates than the overall nation. As of February 2020, MSA employment is below record levels; and is increasing at an annualized rate of 0.5 percent, compared to a 1.2 percent increase across the overall nation and is at a post-recessionary record. Our online research indicates job and employment growth in the PMA and MSA continues to exist. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a

post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

The MSA experienced a higher 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 6.5 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. However, it is important to note that the unemployment rate in the MSA has been declining by greater rates than the nation in recent years. According to the most recent labor statistics, the unemployment rate in the MSA is 3.8 percent, which is similar to the current national unemployment rate. Based on the employment and unemployment trends in the MSA, it appears that the MSA was slower to recover from the most recent national recession than the nation as a whole. However, recent trends in employment growth and unemployment decline indicate that the economy in the MSA is now recovering and entering an expansionary phase. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

H. 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.

55+ INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%	
1BR	\$14,760	\$24,250	\$17,760	\$29,100
2BR	\$17,790	\$24,250	\$21,540	\$29,100

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 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2022 by interpolation of the difference between 2019 estimates and 2024 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 2022. This number takes the overall growth from 2019 to 2022 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 2020 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 Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Creekside Apartments	LIHTC	Senior	60	60	2019	Proposed	19.5 miles

- Creekside Apartments was awarded LIHTC equity in 2019 for the new construction of 60 units targeting seniors. This property is proposed for construction on Emmanuel Harris Road in Milledgeville, approximately 19.5 miles east of the Subject site. Upon completion, the property will offer 22 one and 38 two-bedroom units at the 50 and 60 percent AMI levels. All 60 units at 50 and 60 percent AMI will be directly competitive with the Subject and we deducted these units 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						0
1BR			5	17		22
2BR			7	31		38
3BR						0
4BR						0
5BR						0
Total	0	0	12	48	0	60

A total of 60 LIHTC units are deducted from our demand analysis.

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 2022 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	795	21.3%	770	20.2%	759	19.7%
\$10,000-19,999	991	26.5%	972	25.5%	963	25.0%
\$20,000-29,999	430	11.5%	433	11.4%	435	11.3%
\$30,000-39,999	220	5.9%	219	5.7%	219	5.7%
\$40,000-49,999	237	6.3%	245	6.4%	248	6.4%
\$50,000-59,999	170	4.5%	195	5.1%	206	5.3%
\$60,000-74,999	203	5.4%	199	5.2%	197	5.1%
\$75,000-99,999	306	8.2%	316	8.3%	321	8.3%
\$100,000-124,999	114	3.0%	130	3.4%	137	3.6%
\$125,000-149,999	95	2.5%	124	3.3%	138	3.6%
\$150,000-199,999	107	2.9%	121	3.2%	128	3.3%
\$200,000+	73	2.0%	92	2.4%	101	2.6%
Total	3,741	100.0%	3,817	100.0%	3,852	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, April 2020

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$14,760	Maximum Income Limit		\$24,250
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-25			
\$10,000-19,999	-19	-25.2%	\$5,239	52.4%	-10
\$20,000-29,999	3	4.5%	\$4,250	42.5%	1
\$30,000-39,999	-1	-0.9%	\$0	0.0%	0
\$40,000-49,999	8	9.9%	\$0	0.0%	0
\$50,000-59,999	25	32.4%	\$0	0.0%	0
\$60,000-74,999	-4	-5.4%	\$0	0.0%	0
\$75,000-99,999	10	13.5%	\$0	0.0%	0
\$100,000-124,999	16	20.7%	\$0	0.0%	0
\$125,000-149,999	29	38.7%	\$0	0.0%	0
\$150,000-199,999	14	18.9%	\$0	0.0%	0
\$200,000+	19	25.2%	\$0	0.0%	0
Total	76	100.0%		-11.3%	-9

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$14,760	Maximum Income Limit		\$24,250
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	795			
\$10,000-19,999	991	26.5%	\$5,239	52.4%	519
\$20,000-29,999	430	11.5%	\$4,250	42.5%	183
\$30,000-39,999	220	5.9%	\$0	0.0%	0
\$40,000-49,999	237	6.3%	\$0	0.0%	0
\$50,000-59,999	170	4.5%	\$0	0.0%	0
\$60,000-74,999	203	5.4%	\$0	0.0%	0
\$75,000-99,999	306	8.2%	\$0	0.0%	0
\$100,000-124,999	114	3.0%	\$0	0.0%	0
\$125,000-149,999	95	2.5%	\$0	0.0%	0
\$150,000-199,999	107	2.9%	\$0	0.0%	0
\$200,000+	73	2.0%	\$0	0.0%	0
Total	3,741	100.0%		18.8%	702

ASSUMPTIONS - @50%

Tenancy	55+	% of Income towards Housing			40%
Rural/Urban	Rural	Maximum # of Occupants			2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to December 2022

Income Target Population	@50%
New Renter Households PMA	76
Percent Income Qualified	-11.3%
New Renter Income Qualified Households	-9

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	3,741
Income Qualified	18.8%
Income Qualified Renter Households	702
Percent Rent Overburdened Prj Mrkt Entry December 2022	53.7%
Rent Overburdened Households	377

Demand from Living in Substandard Housing

Income Qualified Renter Households	702
Percent Living in Substandard Housing	0.8%
Households Living in Substandard Housing	6

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	13,040
Rural Versus Urban	0.05%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households	389
Total New Demand	-9
Total Demand (New Plus Existing Households)	381

Demand from Seniors Who Convert from Homeownership	7
Percent of Total Demand From Homeownership Conversion	1.7%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	59.2%	225
Two Persons	20.7%	79
Three Persons	10.2%	39
Four Persons	5.1%	19
Five Persons	4.7%	18
Total	100.0%	381

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	70%	158
Of two-person households in 1BR units	20%	16
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	30%	68
Of two-person households in 2BR units	80%	63
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
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	100%	39
Of four-person households in 3BR units	70%	14
Of five-person households in 3BR units	50%	9
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%	6
Of five-person households in 4BR units	50%	9
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		381

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	173	-	5	=	168
2 BR	131	-	7	=	124
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	304		12		292

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	3	/	168	=	1.8%
2 BR	7	/	124	=	5.7%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	10		292		3.4%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$17,760		Maximum Income Limit		\$29,100	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-25			-32.4%	\$0	0.0%
\$10,000-19,999	-19	-25.2%	\$2,239	22.4%	-4		
\$20,000-29,999	3	4.5%	\$9,100	91.0%	3		
\$30,000-39,999	-1	-0.9%	\$0	0.0%	0		
\$40,000-49,999	8	9.9%	\$0	0.0%	0		
\$50,000-59,999	25	32.4%	\$0	0.0%	0		
\$60,000-74,999	-4	-5.4%	\$0	0.0%	0		
\$75,000-99,999	10	13.5%	\$0	0.0%	0		
\$100,000-124,999	16	20.7%	\$0	0.0%	0		
\$125,000-149,999	29	38.7%	\$0	0.0%	0		
\$150,000-199,999	14	18.9%	\$0	0.0%	0		
\$200,000+	19	25.2%	\$0	0.0%	0		
Total	76	100.0%		-1.5%	-1		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$17,760		Maximum Income Limit		\$29,100	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	795			21.3%	\$0	0.0%
\$10,000-19,999	991	26.5%	\$2,239	22.4%	222		
\$20,000-29,999	430	11.5%	\$9,100	91.0%	391		
\$30,000-39,999	220	5.9%	\$0	0.0%	0		
\$40,000-49,999	237	6.3%	\$0	0.0%	0		
\$50,000-59,999	170	4.5%	\$0	0.0%	0		
\$60,000-74,999	203	5.4%	\$0	0.0%	0		
\$75,000-99,999	306	8.2%	\$0	0.0%	0		
\$100,000-124,999	114	3.0%	\$0	0.0%	0		
\$125,000-149,999	95	2.5%	\$0	0.0%	0		
\$150,000-199,999	107	2.9%	\$0	0.0%	0		
\$200,000+	73	2.0%	\$0	0.0%	0		
Total	3,741	100.0%		16.4%	613		

ASSUMPTIONS - @60%

Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to December 2022

Income Target Population	@60%
New Renter Households PMA	76
Percent Income Qualified	-1.5%
New Renter Income Qualified Households	-1

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	3,741
Income Qualified	16.4%
Income Qualified Renter Households	613
Percent Rent Overburdened Prj Mrkt Entry December 2022	53.7%
Rent Overburdened Households	329

Demand from Living in Substandard Housing

Income Qualified Renter Households	613
Percent Living in Substandard Housing	0.8%
Households Living in Substandard Housing	5

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	13,040
Rural Versus Urban	0.05%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households	341
Total New Demand	-1
Total Demand (New Plus Existing Households)	340

Demand from Seniors Who Convert from Homeownership	7
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	59.2%	201
Two Persons	20.7%	70
Three Persons	10.2%	35
Four Persons	5.1%	17
Five Persons	4.7%	16
Total	100.0%	340

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	70%	141
Of two-person households in 1BR units	20%	14
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	30%	60
Of two-person households in 2BR units	80%	56
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
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	100%	35
Of four-person households in 3BR units	70%	12
Of five-person households in 3BR units	50%	8
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%	5
Of five-person households in 4BR units	50%	8
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		340

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	155	-	17	=	138
2 BR	117	-	31	=	86
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	271		48		223

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	11	/	138	=	8.0%
2 BR	27	/	86	=	31.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	38		223		17.0%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$14,760		Maximum Income Limit		\$29,100	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-25			-32.4%	\$0	0.0%
\$10,000-19,999	-19	-25.2%	\$5,239	52.4%	-10		
\$20,000-29,999	3	4.5%	\$9,100	91.0%	3		
\$30,000-39,999	-1	-0.9%	\$0	0.0%	0		
\$40,000-49,999	8	9.9%	\$0	0.0%	0		
\$50,000-59,999	25	32.4%	\$0	0.0%	0		
\$60,000-74,999	-4	-5.4%	\$0	0.0%	0		
\$75,000-99,999	10	13.5%	\$0	0.0%	0		
\$100,000-124,999	16	20.7%	\$0	0.0%	0		
\$125,000-149,999	29	38.7%	\$0	0.0%	0		
\$150,000-199,999	14	18.9%	\$0	0.0%	0		
\$200,000+	19	25.2%	\$0	0.0%	0		
Total	76	100.0%		-9.1%	-7		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$14,760		Maximum Income Limit		\$29,100	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	795			21.3%	\$0	0.0%
\$10,000-19,999	991	26.5%	\$5,239	52.4%	519		
\$20,000-29,999	430	11.5%	\$9,100	91.0%	391		
\$30,000-39,999	220	5.9%	\$0	0.0%	0		
\$40,000-49,999	237	6.3%	\$0	0.0%	0		
\$50,000-59,999	170	4.5%	\$0	0.0%	0		
\$60,000-74,999	203	5.4%	\$0	0.0%	0		
\$75,000-99,999	306	8.2%	\$0	0.0%	0		
\$100,000-124,999	114	3.0%	\$0	0.0%	0		
\$125,000-149,999	95	2.5%	\$0	0.0%	0		
\$150,000-199,999	107	2.9%	\$0	0.0%	0		
\$200,000+	73	2.0%	\$0	0.0%	0		
Total	3,741	100.0%		24.3%	911		

ASSUMPTIONS - Overall

Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	70%	30%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to December 2022

Income Target Population	Overall
New Renter Households PMA	76
Percent Income Qualified	-9.1%
New Renter Income Qualified Households	-7

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	3,741
Income Qualified	24.3%
Income Qualified Renter Households	911
Percent Rent Overburdened Prj Mrkt Entry December 2022	53.7%
Rent Overburdened Households	489

Demand from Living in Substandard Housing

Income Qualified Renter Households	911
Percent Living in Substandard Housing	0.8%
Households Living in Substandard Housing	7

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	13,040
Rural Versus Urban	0.05%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households	503
Total New Demand	-7
Total Demand (New Plus Existing Households)	496

Demand from Seniors Who Convert from Homeownership	7
Percent of Total Demand From Homeownership Conversion	1.3%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	59.2%	294
Two Persons	20.7%	103
Three Persons	10.2%	51
Four Persons	5.1%	25
Five Persons	4.7%	23
Total	100.0%	496

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	70%	205
Of two-person households in 1BR units	20%	21
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	30%	88
Of two-person households in 2BR units	80%	82
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
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	100%	51
Of four-person households in 3BR units	70%	18
Of five-person households in 3BR units	50%	12
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%	8
Of five-person households in 4BR units	50%	12
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		496

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	226	-	22	=	204
2 BR	170	-	38	=	132
3 BR	-	-	0	=	-
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	396		60		336

Developer's Unit Mix			Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	14	/	204	=	6.9%
2 BR	34	/	132	=	25.7%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	48		336		14.3%

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 senior households in the PMA is expected to increase 1.0 percent annually between 2019 and 2022.
- 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 (\$14,760 to \$24,250)	HH at @60% AMI (\$17,760 to \$29,100)	Overall Demand
Demand from New Households (age and income appropriate)	-9	-1	-7
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	6	5	7
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	377	329	489
Sub Total	374	333	489
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	7	7	7
Equals Total Demand	381	340	496
Less	-	-	-
Competitive New Supply	12	48	60
Equals Net Demand	369	292	436

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR at 50% AMI	\$14,760	\$24,250	3	173	5	168	1.8%	\$721	\$372	\$1,330	\$395
1BR at 60% AMI	\$17,760	\$24,250	11	155	17	138	8.0%	\$838	\$495	\$1,330	\$495
1BR Overall	\$14,760	\$24,250	14	226	22	204	6.9%	-	-	-	-
2BR at 50% AMI	\$17,790	\$29,100	7	131	7	124	5.7%	\$1,019	\$444	\$2,275	\$470
2BR at 60% AMI	\$21,540	\$29,100	27	117	31	86	31.5%	\$1,151	\$560	\$2,275	\$595
2BR Overall	\$17,790	\$29,100	34	170	38	132	25.7%	-	-	-	-
@50% Overall	\$14,760	\$29,100	10	304	12	292	3.4%	-	-	-	-
@60% Overall	\$17,760	\$29,100	38	271	48	223	17.0%	-	-	-	-
Overall	\$14,760	\$29,100	48	396	60	336	14.3%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 1.8 to 5.7 percent, with an overall capture rate of 3.4 percent. The Subject’s 60 percent AMI capture rates range from 8.0 to 31.5 percent, with an overall capture rate of 17.0 percent. The overall capture rate for the project’s 50 and 60 percent units is 14.3 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

I. EXISTING COMPETITIVE RENTAL ENVIRONMENT

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 ten “true” comparable properties containing 877 units.

The availability of LIHTC data is considered good; there are eleven LIHTC properties in the PMA. However, seven were excluded as comparable properties, because they target dissimilar tenancies, were unable to be contacted, or are proposed construction. We have included five LIHTC properties, including the Subject’s sister property, Dulles Park Apartments, in our analysis. All of the comparable LIHTC properties target senior tenancies and three of the five are located within the PMA, between 0.3 and 18.6 miles from the Subject site. The remaining LIHTC comparables are located 11.4 and 14.7 miles from the Subject site in Macon and are the closest senior properties outside the PMA that participated in our survey. Macon is considered a slightly inferior to inferior location compared to the Subject based on median income and median rents.

The availability of market rate data is considered average. The Subject is located in Gray and there are few market rate properties in the area. We include five conventional properties in our analysis of the competitive market. Three of the market rate properties are located in the PMA, between 1.1 and 17.8 miles from the Subject site. The remaining market rate comparables are located 12.8 and 12.9 miles from the Subject site in Macon. These comparables were included in our analysis as they are the closest new construction market rate properties to the Subject. Macon is considered a slightly inferior to inferior location compared to the Subject based on median income and median rents. These comparables were built or renovated between 1998 and 2018. There are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity and unit types. It should be noted that the property managers at these properties generally did not experience a decrease in collections, but did experience a slight decrease in traffic during the COVID-19 Pandemic.

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.

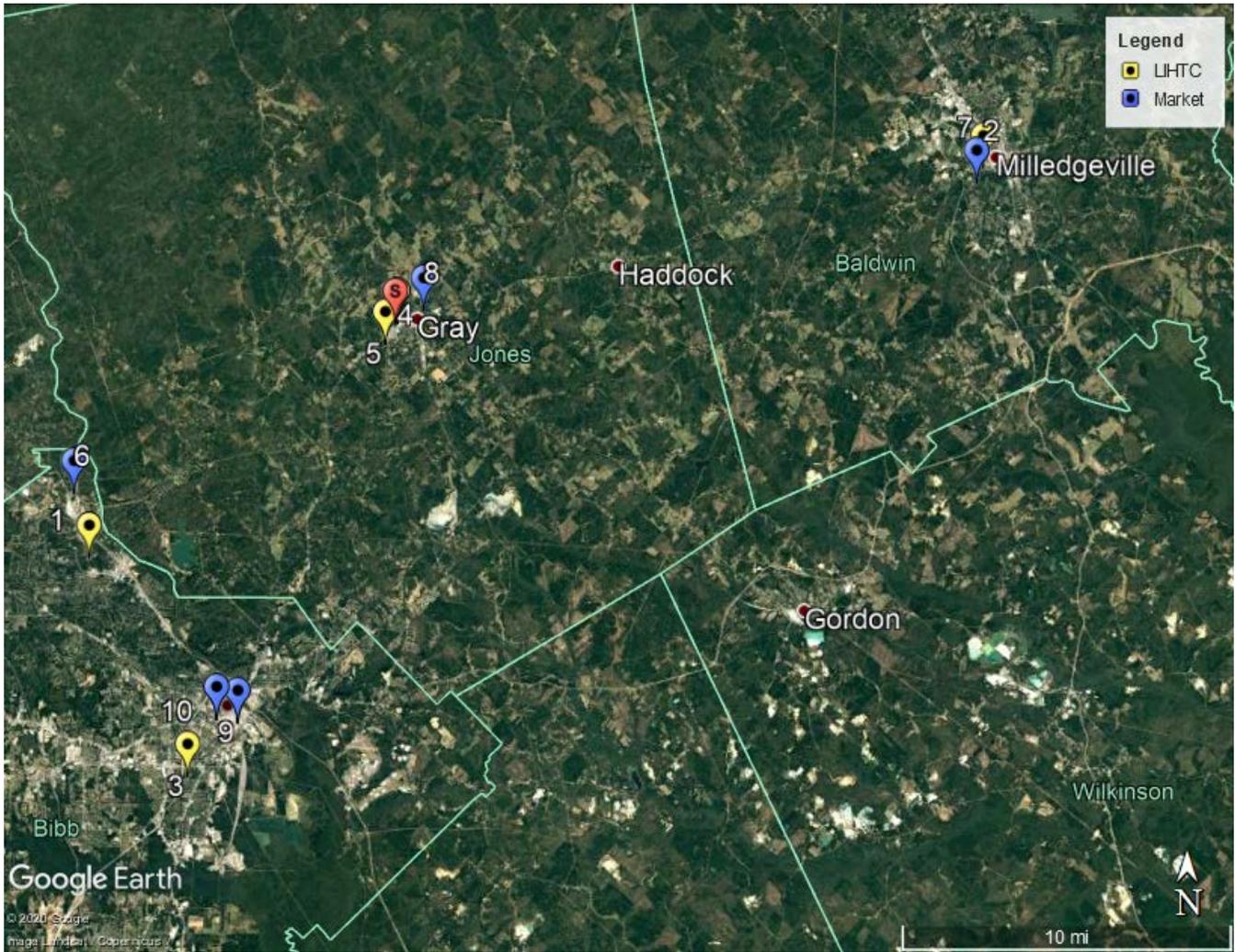
Excluded Properties

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
Dulles Park II	LIHTC	Gray	Senior	48	-
Creekside Apartments	LIHTC	Milledgeville	Senior	60	Proposed
Edgewood Park Apartments	LIHTC	Milledgeville	Family	61	Dissimilar tenancy
Heritage Vista Apartments	LIHTC	Milledgeville	Family	64	Dissimilar tenancy
Pecan Hills Of Milledgeville	LIHTC	Milledgeville	Senior	54	Unable to contact
River Walk Apartments	LIHTC	Macon	Family	152	Dissimilar tenancy
Grove Park Village, INC	LIHTC	Macon	Family	40	Dissimilar tenancy
Waterford Place	LIHTC, Market	Milledgeville	Family	80	Dissimilar tenancy
Robert Graham At Orchard Hill Landing	Public Housing	Milledgeville	Family	170	Subsidized
McAfee Towers	Public Housing	Macon	Senior	199	Subsidized
Fairview Park	Rural Development	Gordon	Family	22	Subsidized
Northside Villas of Gray	Rural Development	Gray	Family	24	Subsidized
Hunt School	Section 8	Macon	Senior	60	Subsidized
Milledgeville Manor	Section 8	Milledgeville	Family	76	Subsidized
Prairie Summit Apartments	Section 8	Gordon	Family	72	Subsidized
Autumn Manor	Section 8	Macon	Senior	24	Subsidized
Dogwood Retirement Housing Inc	Section 8	Milledgeville	Senior	40	Subsidized
Gray Gardens Apartments	Section 8	Gray	Family	56	Subsidized
Habersham Homes	Section 8	Milledgeville	Family	30	Subsidized
Jefferson Apartments	Section 8	Macon	Family	88	Subsidized
Latanya Village Apartments	Section 8	Macon	Family	50	Subsidized
Oconee Voa Housing	Section 8	Milledgeville	Family	13	Subsidized
Riverbend Apartments	Section 8	Milledgeville	Family	76	Subsidized
Rockland Apartments	Section 8	Macon	Family	74	Subsidized
Walnut Hills Apartments	Section 8	Macon	Family	100	Subsidized
Wray Homes	Section 8	Milledgeville	Family	124	Subsidized

1. Comparable Rental Property Map



Source: Google Earth, April 2020

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Dulles Park II	Gray	LIHTC	Senior	-
1	Ashton Hill Apartments*	Macon	LIHTC	Senior	11.4 miles
2	Baldwin Park	Milledgeville	LIHTC	Senior	18.6 miles
3	Baltic Park Apartments*	Macon	LIHTC/PBRA	Senior	14.7 miles
4	Dulles Park Apartments	Gray	LIHTC	Senior	0.3 miles
5	Water Tower Park	Gray	LIHTC	Senior	0.9 miles
6	Adrian On Riverside	Macon	Market	Family	10.9 miles
7	Ivy League Estates	Milledgeville	Market	Family	17.8 miles
8	Legacy Park	Gray	Market	Family	1.1 miles
9	Lofts At Capricorn*	Macon	Market	Family	12.8 miles
10	Lofts At Navicent Health*	Macon	Market	Family	12.9 miles

*Located outside PMA

DULLES PARK II – GRAY, 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	Dulles Park II 226 Old Clinton Road Gray, GA 31032 Jones County	-	One-story 1-stories 2022 / n/a Senior	@50%, @60%	1BR / 1BA	3	6.3%	850	@50%	\$395	No	N/A	N/A	N/A		
					1BR / 1BA	11	22.9%	850	@60%	\$495	No	N/A	N/A	N/A		
					2BR / 2BA	7	14.6%	1,100	@50%	\$470	No	N/A	N/A	N/A		
					2BR / 2BA	27	56.3%	1,100	@60%	\$595	No	N/A	N/A	N/A		
						48									N/A	N/A
1	Ashton Hill Apartments 925 Tolliver Place Macon, GA 31204 Bibb County	11.4 miles	Garden 3-stories 2001 / n/a Senior	@50%, @60%	1BR / 1BA	46	57.5%	697	@50%	\$372	No	Yes	0	0.0%		
					1BR / 1BA	10	12.5%	697	@60%	\$513	No	Yes	0	0.0%		
					2BR / 2BA	20	25.0%	951	@50%	\$444	No	Yes	0	0.0%		
					2BR / 2BA	4	5.0%	951	@60%	\$612	No	Yes	0	0.0%		
						80									0	0.0%
2	Baldwin Park South Irwin Street And Harrington Drive Milledgeville, GA 31061 Baldwin County	18.6 miles	One-story 1-stories 2009 / n/a Senior	@30%, @50%, @60%	2BR / 1BA	3	5.4%	896	@30%	\$226	No	No	0	0.0%		
					2BR / 1BA	12	21.4%	896	@50%	\$466	No	No	0	0.0%		
					2BR / 1BA	41	73.2%	896	@60%	\$574	No	No	0	0.0%		
						56									0	0.0%
																0
3	Baltic Park Apartments 822 Hightower Road Macon, GA 31206 Bibb County	14.7 miles	Garden 2-stories 2003 / n/a Senior	@50%, @60%, @60% (Project Based Rental Assistance - PBRA)	1BR / 1BA	4	4.9%	891	@50%	\$495	Yes	Yes	0	0.0%		
					1BR / 1BA	41	50.0%	891	@60%	\$495	No	Yes	0	0.0%		
					1BR / 1BA	13	15.9%	891	@60% (Project Based Rental Assistance - PBRA)	-	N/A	Yes	0	0.0%		
					2BR / 1BA	2	2.4%	1,139	@50%	\$560	Yes	Yes	0	0.0%		
					2BR / 1BA	11	13.4%	1,139	@60%	\$560	No	Yes	0	0.0%		
					2BR / 1BA	11	13.4%	1,139	@60% (Project Based Rental Assistance - PBRA)	-	N/A	Yes	0	0.0%		
						82									0	0.0%
																0
4	Dulles Park Apartments 220 Old Clinton Road Gray, GA 31032 Jones County	0.3 miles	One-story 1-stories 2005 / n/a Senior	@30%, @50%, @60%	1BR / 1BA	2	2.9%	891	@30%	\$224	Yes	Yes	0	0.0%		
					1BR / 1BA	1	1.5%	891	@50%	\$440	Yes	Yes	0	0.0%		
					1BR / 1BA	13	19.1%	891	@60%	\$510	No	Yes	0	0.0%		
					2BR / 1BA	4	5.9%	1,139	@30%	\$232	Yes	Yes	0	0.0%		
					2BR / 1BA	2	2.9%	1,139	@50%	\$500	No	Yes	0	0.0%		
					2BR / 1BA	40	58.8%	1,139	@60%	\$595	No	Yes	0	0.0%		
					3BR / 2BA	1	1.5%	1,337	@30%	\$238	Yes	No	0	0.0%		
					3BR / 2BA	1	1.5%	1,337	@50%	\$580	No	No	0	0.0%		
					3BR / 2BA	3	4.4%	1,337	@60%	\$650	No	No	0	0.0%		
					3BR / 2BA	1	1.5%	1,337	Non-Rental	-	N/A	No	0	0.0%		
	68									0	0.0%					
5	Water Tower Park South Of Gray Highway, East Of St. Paul Circle, North Of Boulder Drive Gray, GA 31032 Jones County	0.9 miles	One-story 1-stories 2016 / n/a Senior	@50%, @60%	1BR / 1BA	3	4.2%	800	@50%	\$410	No	Yes	0	0.0%		
					1BR / 1BA	9	12.5%	800	@60%	\$556	No	Yes	0	0.0%		
					2BR / 2BA	12	16.7%	950	@50%	\$481	No	Yes	0	0.0%		
					2BR / 2BA	48	66.7%	950	@60%	\$643	No	Yes	0	0.0%		
						72									0	0.0%
6	Adrian On Riverside 5243 Riverside Drive Macon, GA 31210 Bibb County	10.9 miles	Garden 2-stories 2003 / 2009 Family	Market	1BR / 1BA	24	10.7%	850	Market	\$939	N/A	No	1	4.2%		
					1BR / 1BA	24	10.7%	970	Market	\$978	N/A	No	1	4.2%		
					2BR / 1BA	33	14.7%	1,178	Market	\$999	N/A	No	0	0.0%		
					2BR / 1BA	33	14.7%	1,296	Market	\$1,099	N/A	No	0	0.0%		
					2BR / 2BA	33	14.7%	1,238	Market	\$1,095	N/A	No	0	0.0%		
					2BR / 2BA	33	14.7%	1,336	Market	\$1,095	N/A	No	1	3.6%		
					2BR / 2BA	28	12.5%	1,386	Market	\$1,205	N/A	No	1	3.6%		
					3BR / 2BA	16	7.1%	1,438	Market	\$1,335	N/A	No	0	0.0%		
						224									4	1.8%
																0
7	Ivy League Estates 2051 Ivey Drive Milledgeville, GA 31061 Baldwin County	17.8 miles	Garden 2-stories 2006 / 2017 Family	Market	2BR / 2BA	22	78.6%	950	Market	\$795	N/A	No	0	0.0%		
					3BR / 2BA	6	21.4%	1,350	Market	\$850	N/A	No	0	0.0%		
						28									0	0.0%
8	Legacy Park 153 E Clinton St Gray, GA 31032 Jones County	1.1 miles	Various 2-stories 1998 / n/a Family	Market	1BR / 1BA	N/A	N/A	550	Market	\$546	N/A	None	0	N/A		
					2BR / 1BA	N/A	N/A	900	Market	\$631	N/A	None	0	N/A		
					2BR / 1.5BA	N/A	N/A	900	Market	\$716	N/A	None	0	N/A		
					3BR / 2BA	N/A	N/A	1,100	Market	\$741	N/A	None	0	N/A		
	70									0	0.0%					
9	Lofts At Capricorn 520 Martin Luther King Jr Blvd Macon, GA 31201 Bibb County	12.8 miles	Midrise 4-stories 2018 / n/a Family	Market	1BR / 1BA	82	59.9%	808	Market	\$1,205	N/A	No	N/A	N/A		
					1BR / 1BA	3	2.2%	955	Market	\$1,310	N/A	No	N/A	N/A		
					2BR / 2BA	45	32.9%	968	Market	\$1,495	N/A	No	N/A	N/A		
					2BR / 2BA	1	0.7%	1,131	Market	\$1,495	N/A	No	N/A	N/A		
					2BR / 2BA	3	2.2%	1,168	Market	\$1,745	N/A	No	N/A	N/A		
					2BR / 2BA	3	2.2%	1,482	Market	\$1,810	N/A	No	N/A	N/A		
	137									6	4.4%					
10	Lofts At Navicent Health 781 Spring Street Macon, GA 31201 Bibb County	12.9 miles	Midrise 5-stories 2017 / n/a Family	Market	1BR / 1BA	41	68.3%	796	Market	\$1,330	N/A	Yes	3	7.3%		
					2BR / 2BA	9	15.0%	1,092	Market	\$1,685	N/A	Yes	0	0.0%		
					2BR / 2BA	5	8.3%	1,127	Market	\$1,900	N/A	Yes	0	0.0%		
					2BR / 2BA	5	8.3%	1,395	Market	\$2,275	N/A	Yes	0	0.0%		
	60									3	5.0%					

DULLES PARK II – GRAY, GEORGIA– MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	877	Weighted Occupancy:	98.5%
	Market Rate	519	Market Rate	97.5%
	Tax Credit	358	Tax Credit	100.0%
One Bedroom One Bath		Average	Two Bedroom Two Bath	
RENT	Property	Average	Property	Average
	Lofts At Navicent Health (Market)	\$1,330	Lofts At Navicent Health (Market)	\$2,275
	Lofts At Capricorn (Market)	\$1,310	Lofts At Navicent Health (Market)	\$1,900
	Lofts At Capricorn (Market)	\$1,205	Lofts At Capricorn (Market)	\$1,810
	Adrian On Riverside (Market)	\$978	Lofts At Capricorn (Market)	\$1,745
	Adrian On Riverside (Market)	\$939	Lofts At Navicent Health (Market)	\$1,685
	Water Tower Park (@60%)	\$556	Lofts At Capricorn (Market)	\$1,495
	Legacy Park (Market)	\$546	Lofts At Capricorn (Market)	\$1,495
	Ashton Hill Apartments (@60%)	\$513	Adrian On Riverside (Market)	\$1,205
	Dulles Park Apartments (@60%)	\$510	Adrian On Riverside (Market)(1BA)	\$1,099
	Dulles Park II (@60%)	\$495	Adrian On Riverside (Market)	\$1,095
	Baltic Park Apartments (@50%)	\$495	Adrian On Riverside (Market)	\$1,095
	Baltic Park Apartments (@60%)	\$495	Adrian On Riverside (Market)(1BA)	\$999
	Dulles Park Apartments (@50%)	\$440	Ivy League Estates (Market)	\$795
	Water Tower Park (@50%)	\$410	Legacy Park (Market)(1.5BA)	\$716
	Dulles Park II (@50%)	\$395	Water Tower Park (@60%)	\$643
	Ashton Hill Apartments (@50%)	\$372	Legacy Park (Market)(1BA)	\$631
	Dulles Park Apartments (@30%)	\$224	Ashton Hill Apartments (@60%)	\$612
			Dulles Park Apartments (@60%)(1BA)	\$595
			Dulles Park II (@60%)	\$595
			Baldwin Park (@60%)(1BA)	\$574
			Baltic Park Apartments (@50%)(1BA)	\$560
			Baltic Park Apartments (@60%)(1BA)	\$560
			Dulles Park Apartments (@50%)(1BA)	\$500
			Water Tower Park (@50%)	\$481
			Dulles Park II (@50%)	\$470
			Baldwin Park (@50%)(1BA)	\$466
			Ashton Hill Apartments (@50%)	\$444
			Dulles Park Apartments (@30%)(1BA)	\$232
			Baldwin Park (@30%)(1BA)	\$226
SQUARE FOOTAGE	Adrian On Riverside (Market)	970	Lofts At Capricorn (Market)	1,482
	Lofts At Capricorn (Market)	955	Lofts At Navicent Health (Market)	1,395
	Baltic Park Apartments (@60%)	891	Adrian On Riverside (Market)	1,386
	Dulles Park Apartments (@50%)	891	Adrian On Riverside (Market)	1,336
	Baltic Park Apartments (@60%)	891	Adrian On Riverside (Market)(1BA)	1,296
	Baltic Park Apartments (@50%)	891	Adrian On Riverside (Market)	1,238
	Dulles Park Apartments (@30%)	891	Adrian On Riverside (Market)(1BA)	1,178
	Dulles Park Apartments (@60%)	891	Lofts At Capricorn (Market)	1,168
	Adrian On Riverside (Market)	850	Baltic Park Apartments (@60%)(1BA)	1,139
	Dulles Park II (@60%)	850	Dulles Park Apartments (@60%)(1BA)	1,139
	Dulles Park II (@50%)	850	Dulles Park Apartments (@50%)(1BA)	1,139
	Lofts At Capricorn (Market)	808	Dulles Park Apartments (@30%)(1BA)	1,139
	Water Tower Park (@50%)	800	Baltic Park Apartments (@50%)(1BA)	1,139
	Water Tower Park (@60%)	800	Baltic Park Apartments (@60%)(1BA)	1,139
	Lofts At Navicent Health (Market)	796	Lofts At Capricorn (Market)	1,131
	Ashton Hill Apartments (@60%)	697	Lofts At Navicent Health (Market)	1,127
	Ashton Hill Apartments (@50%)	697	Dulles Park II (@60%)	1,100
	Legacy Park (Market)	550	Dulles Park II (@50%)	1,100
			Lofts At Navicent Health (Market)	1,092
			Lofts At Capricorn (Market)	968
			Ashton Hill Apartments (@50%)	951
			Ashton Hill Apartments (@60%)	951
			Ivy League Estates (Market)	950
			Water Tower Park (@60%)	950
			Water Tower Park (@50%)	950
			Legacy Park (Market)(1.5BA)	900
			Legacy Park (Market)(1BA)	900
			Baldwin Park (@50%)(1BA)	896
			Baldwin Park (@30%)(1BA)	896
			Baldwin Park (@60%)(1BA)	896
RENT PER SQUARE FOOT	Lofts At Navicent Health (Market)	\$1.67	Lofts At Navicent Health (Market)	\$1.69
	Lofts At Capricorn (Market)	\$1.49	Lofts At Navicent Health (Market)	\$1.63
	Lofts At Capricorn (Market)	\$1.37	Lofts At Capricorn (Market)	\$1.54
	Adrian On Riverside (Market)	\$1.10	Lofts At Navicent Health (Market)	\$1.54
	Adrian On Riverside (Market)	\$1.01	Lofts At Capricorn (Market)	\$1.49
	Legacy Park (Market)	\$0.99	Lofts At Capricorn (Market)	\$1.32
	Ashton Hill Apartments (@60%)	\$0.74	Lofts At Capricorn (Market)	\$1.22
	Water Tower Park (@60%)	\$0.70	Adrian On Riverside (Market)	\$0.88
	Dulles Park II (@60%)	\$0.58	Adrian On Riverside (Market)	\$0.87
	Dulles Park Apartments (@60%)	\$0.57	Adrian On Riverside (Market)(1BA)	\$0.85
	Baltic Park Apartments (@50%)	\$0.56	Adrian On Riverside (Market)(1BA)	\$0.85
	Baltic Park Apartments (@60%)	\$0.56	Ivy League Estates (Market)	\$0.84
	Ashton Hill Apartments (@50%)	\$0.53	Adrian On Riverside (Market)	\$0.82
	Water Tower Park (@50%)	\$0.51	Legacy Park (Market)(1.5BA)	\$0.80
	Dulles Park Apartments (@50%)	\$0.49	Legacy Park (Market)(1BA)	\$0.70
	Dulles Park II (@50%)	\$0.46	Water Tower Park (@60%)	\$0.68
	Dulles Park Apartments (@30%)	\$0.25	Ashton Hill Apartments (@60%)	\$0.64
			Baldwin Park (@60%)(1BA)	\$0.64
			Dulles Park II (@60%)	\$0.54
			Dulles Park Apartments (@60%)(1BA)	\$0.52
			Baldwin Park (@50%)(1BA)	\$0.52
			Water Tower Park (@50%)	\$0.51
			Baltic Park Apartments (@50%)(1BA)	\$0.49
			Baltic Park Apartments (@60%)(1BA)	\$0.49
			Ashton Hill Apartments (@50%)	\$0.47
			Dulles Park Apartments (@50%)(1BA)	\$0.44
			Dulles Park II (@50%)	\$0.43
			Baldwin Park (@30%)(1BA)	\$0.25
			Dulles Park Apartments (@30%)(1BA)	\$0.20

PROPERTY PROFILE REPORT

Ashton Hill Apartments

Effective Rent Date	4/29/2020
Location	925 Tolliver Place Macon, GA 31204 Bibb County
Distance	11.4 miles
Units	80
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted) (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Windsor Court, Heathrow Senior Village
Tenant Characteristics	Seniors age 55 and older, average age is 75, most tenants are from Macon
Contact Name	Daneesha
Phone	478.474.8890



Market Information

Program	@50%, @60%
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	38%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Changed to max
Concession	None
Waiting List	Yes; 5 applicants

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)	46	697	\$411	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (3 stories)	10	697	\$552	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	20	951	\$493	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	4	951	\$661	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$411	\$0	\$411	-\$39	\$372	1BR / 1BA	\$552	\$0	\$552	-\$39	\$513
2BR / 2BA	\$493	\$0	\$493	-\$49	\$444	2BR / 2BA	\$661	\$0	\$661	-\$49	\$612

Ashton Hill 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	Hand Rails		
Oven	Pull Cords		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Courtyard	None	None
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Service Coordination	Sport Court		

Comments

The contact reported there is a strong demand for affordable rental housing in the area. According to the contact, the property has not experienced a decrease in collections, but has experienced a slight decrease in traffic during the COVID-19 Pandemic.

Photos



PROPERTY PROFILE REPORT

Baldwin Park

Effective Rent Date	4/30/2020
Location	South Irwin Street And Harrington Drive Milledgeville, GA 31061 Baldwin County
Distance	18.6 miles
Units	56
Vacant Units	0
Vacancy Rate	0.0%
Type	One-story (age-restricted)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Senior singles and couples 62+
Contact Name	Lynn
Phone	478-452-1177



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	2%
Leasing Pace	Pre-lease to within one month
Annual Chg. in Rent	Increased 5%
Concession	None
Waiting List	75+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	One-story	3	896	\$226	\$0	@30%	No	0	0.0%	no	None
2	1	One-story	12	896	\$466	\$0	@50%	No	0	0.0%	no	None
2	1	One-story	41	896	\$574	\$0	@60%	No	0	0.0%	no	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$226	\$0	\$226	\$0	\$226	2BR / 1BA	\$466	\$0	\$466	\$0	\$466
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 1BA	\$574	\$0	\$574	\$0	\$574						

Baldwin Park, 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		
Hand Rails	Microwave		
Oven	Pull Cords		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library, Community Gardens,
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Service Coordination			

Comments

The rent for the two-bedroom 50% units with a Housing Choice Voucher is \$487. The contact was only able to report current rent, vacancy, and waiting list.

Photos



PROPERTY PROFILE REPORT

Baltic Park Apartments

Effective Rent Date	4/29/2020
Location	822 Hightower Road Macon, GA 31206 Bibb County
Distance	14.7 miles
Units	82
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	9/30/2003
Leasing Began	9/30/2003
Last Unit Leased	12/31/2003
Major Competitors	None identified
Tenant Characteristics	Seniors 55+, average age is 71; Majority from the Macon area
Contact Name	Zenobia
Phone	478-788-3514



Market Information

Program	@50%, @60%, @60% (Project Based Rental
Annual Turnover Rate	6%
Units/Month Absorbed	27
HCV Tenants	32%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased 3%
Concession	None
Waiting List	Yes; 50+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	891	\$495	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	41	891	\$495	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	13	891	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	1	Garden (2 stories)	2	1,139	\$560	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Garden (2 stories)	11	1,139	\$560	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (2 stories)	11	1,139	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$495	\$0	\$495	\$0	\$495	1BR / 1BA	\$495	\$0	\$495	\$0	\$495
2BR / 1BA	\$560	\$0	\$560	\$0	\$560	2BR / 1BA	\$560	\$0	\$560	\$0	\$560

Baltic Park Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Dishwasher	Ceiling Fan		
Garbage Disposal	Hand Rails		
Oven	Pull Cords		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Gazebo, Community Garden,
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Sport Court			

Comments

The contact stated that she believes demand for affordable housing in the area is high, citing that management sees a steady stream of prospective tenants.

Photos



PROPERTY PROFILE REPORT

Dulles Park Apartments

Effective Rent Date	5/01/2020
Location	220 Old Clinton Road Gray, GA 31032 Jones County
Distance	0.3 miles
Units	68
Vacant Units	0
Vacancy Rate	0.0%
Type	One-story (age-restricted)
Year Built/Renovated	2005 / N/A
Marketing Began	8/01/2005
Leasing Began	12/01/2005
Last Unit Leased	9/30/2006
Major Competitors	Water Tower Park
Tenant Characteristics	Average age 68; Most come from Gray, Macon, and Milledgeville.
Contact Name	Roya
Phone	(478) 986-1020



Market Information

Program	@30%, @50%, @60%, Non-Rental
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	22%
Leasing Pace	Pre-lease to within two weeks
Annual Chg. in Rent	Increased 2-5%
Concession	None
Waiting List	Yes, ten households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	2	891	\$224	\$0	@30%	Yes	0	0.0%	yes	None
1	1	One-story	1	891	\$440	\$0	@50%	Yes	0	0.0%	yes	None
1	1	One-story	13	891	\$510	\$0	@60%	Yes	0	0.0%	no	None
2	1	One-story	4	1,139	\$232	\$0	@30%	Yes	0	0.0%	yes	None
2	1	One-story	2	1,139	\$500	\$0	@50%	Yes	0	0.0%	no	None
2	1	One-story	40	1,139	\$595	\$0	@60%	Yes	0	0.0%	no	None
3	2	One-story	1	1,337	\$238	\$0	@30%	No	0	0.0%	yes	None
3	2	One-story	1	1,337	\$580	\$0	@50%	No	0	0.0%	no	None
3	2	One-story	3	1,337	\$650	\$0	@60%	No	0	0.0%	no	None
3	2	One-story	1	1,337	N/A	\$0	Non-Rental	No	0	0.0%	N/A	None

Photos



PROPERTY PROFILE REPORT

Water Tower Park

Effective Rent Date 4/30/2020

Location South Of Gray Highway, East Of St. Paul Circle,
North Of Boulder Drive
Gray, GA 31032
Jones County

Distance 0.9 miles

Units 72

Vacant Units 0

Vacancy Rate 0.0%

Type One-story (age-restricted)

Year Built/Renovated 2016 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Dulles Park

Tenant Characteristics Seniors late 50s early 60s, large percentage from Macon

Contact Name Alyssa

Phone 478-221-3055



Market Information

Program @50%, @60%

Annual Turnover Rate 21%

Units/Month Absorbed N/A

HCV Tenants 3%

Leasing Pace Pre-lease to within one week

Annual Chg. in Rent Increased 20 percent

Concession None

Waiting List Yes; two households

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water not included

Sewer not included

Trash Collection included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	3	800	\$410	\$0	@50%	Yes	0	0.0%	no	None
1	1	One-story	9	800	\$556	\$0	@60%	Yes	0	0.0%	no	None
2	2	One-story	12	950	\$481	\$0	@50%	Yes	0	0.0%	no	None
2	2	One-story	48	950	\$643	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$410	\$0	\$410	\$0	\$410	1BR / 1BA	\$556	\$0	\$556	\$0	\$556
2BR / 2BA	\$481	\$0	\$481	\$0	\$481	2BR / 2BA	\$643	\$0	\$643	\$0	\$643

Water Tower Park, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Cable/Satellite/Internet	Carpeting		
Central A/C	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Pull Cords		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		

Comments

The contact reported a strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Adrian On Riverside

Effective Rent Date	4/29/2020
Location	5243 Riverside Drive Macon, GA 31210 Bibb County
Distance	10.9 miles
Units	224
Vacant Units	4
Vacancy Rate	1.8%
Type	Garden (2 stories)
Year Built/Renovated	2003 / 2009
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lullwater Apartments
Tenant Characteristics	Diverse mix of families, professionals, students, and seniors
Contact Name	Christin
Phone	478-796-8020



Market Information

Program	Market
Annual Turnover Rate	21%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	One to four weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	850	\$924	\$0	Market	No	1	4.2%	N/A	None
1	1	Garden (2 stories)	24	970	\$963	\$0	Market	No	1	4.2%	N/A	None
2	1	Garden (2 stories)	33	1,178	\$984	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	33	1,296	\$1,084	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	33	1,238	\$1,080	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	33	1,336	\$1,080	\$0	Market	No	1	3.0%	N/A	None
2	2	Garden (2 stories)	28	1,386	\$1,190	\$0	Market	No	1	3.6%	N/A	None
3	2	Garden (2 stories)	16	1,438	\$1,320	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$924 - \$963	\$0	\$924 - \$963	\$15	\$939 - \$978
2BR / 1BA	\$984 - \$1,084	\$0	\$984 - \$1,084	\$15	\$999 - \$1,099
2BR / 2BA	\$1,080 - \$1,190	\$0	\$1,080 - \$1,190	\$15	\$1,095 - \$1,205
3BR / 2BA	\$1,320	\$0	\$1,320	\$15	\$1,335

Adrian On Riverside, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Putting green, billiard room
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Sauna	Swimming Pool		
Theatre			

Comments

The property does not accept Housing Choice Vouchers. Tenants pay a monthly fee for water, sewer, and trash collection of \$25 for one-bedroom units, \$35 for two-bedroom units, and \$45 for three-bedroom units in addition to their rent. The property uses Yieldstar, so rents change daily. New wood plank flooring is being installed to first floor units as they are turned. The contact stated that she believes there is strong demand for rental housing in the area.

Photos



Comments

The contact reported the property is typically fully-occupied. She also reported a strong demand for rental housing in the area.

Photos



Comments

The property does not accept Housing Choice Vouchers. The contact stated that the property is fully-occupied.

Photos



PROPERTY PROFILE REPORT

Lofts At Capricorn

Effective Rent Date	4/03/2020
Location	520 Martin Luther King Jr Blvd Macon, GA 31201 Bibb County
Distance	12.8 miles
Units	137
Vacant Units	6
Vacancy Rate	4.4%
Type	Midrise (4 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	N/A
Leasing Began	7/01/2018
Last Unit Leased	12/01/2019
Major Competitors	The Lofts at Navicent, Broadway Lofts
Tenant Characteristics	Young professionals and couples from out of state; including travel nurses and military
Contact Name	Arah
Phone	478-200-4567



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	8
HCV Tenants	N/A
Leasing Pace	Up to one month
Annual Chg. in Rent	Decreased up to five 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	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	Midrise (4 stories)	82	808	\$1,205	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	3	955	\$1,310	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	45	968	\$1,495	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	1	1,131	\$1,495	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	3	1,168	\$1,745	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	3	1,482	\$1,810	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,205 - \$1,310	\$0	\$1,205 - \$1,310	\$0	\$1,205 - \$1,310
2BR / 2BA	\$1,495 - \$1,810	\$0	\$1,495 - \$1,810	\$0	\$1,495 - \$1,810

Lofts At Capricorn, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Oven
Walk-In Closet
Washer/Dryer hookup

Blinds
Carpet/Hardwood
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer

Security

Intercom (Buzzer)
Limited Access
Patrol
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Courtyard
Exercise Facility
Off-Street Parking
Picnic Area

Clubhouse/Meeting Room/Community
Elevators
Garage(\$125.00)
On-Site Management
Swimming Pool

Premium

None

Other

Package service

Comments

The contact stated that demand for rental housing in the area is high.

Photos



PROPERTY PROFILE REPORT

Lofts At Navicent Health

Effective Rent Date	4/08/2020
Location	781 Spring Street Macon, GA 31201 Bibb County
Distance	12.9 miles
Units	60
Vacant Units	3
Vacancy Rate	5.0%
Type	Midrise (5 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lofts at Capricorn, Lofts at College Hill, Lamar
Tenant Characteristics	Singles, couples, and 5% seniors from in and out of state
Contact Name	Palmer
Phone	478-336-5229



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	6
HCV Tenants	N/A
Leasing Pace	Within one month
Annual Chg. in Rent	Increased less than 1%
Concession	None
Waiting List	Yes, 12 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	41	796	\$1,330	\$0	Market	Yes	3	7.3%	N/A	None
2	2	Midrise (5 stories)	9	1,092	\$1,685	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Midrise (5 stories)	5	1,127	\$1,900	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Midrise (5 stories)	5	1,395	\$2,275	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,330	\$0	\$1,330	\$0	\$1,330
2BR / 2BA	\$1,685 - \$2,275	\$0	\$1,685 - \$2,275	\$0	\$1,685 - \$2,275

Lofts At Navicent Health, continued

Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Patrol	
Ceiling Fan	Garbage Disposal	Perimeter Fencing	
Microwave	Oven	Video Surveillance	
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Elevators	None	Package Service
Exercise Facility	Off-Street Parking		
Picnic Area	Service Coordination		
Swimming Pool			

Comments

The contact stated that demand for rental housing in the area is high.

Photos



2. Housing Choice Vouchers

We spoke with Ms. Valencia Jordan, Director of Operations, of the Georgia Department of Community Affairs regarding the Housing Choice Voucher program in Jones County. According to Ms. Jordan, the Georgia Departments of Community Affairs allots 16,500 statewide, of which 14,000 are currently in use. There are 34 Housing Choice Vouchers currently in use in Jones County, and two households are on the waiting list. According to the Georgia DCA website, the waiting list for vouchers was open for one week, from February 1 to 7, 2016, and is currently closed. There are currently approximately 9,000 households on the waiting list. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Ashton Hill Apartments*	LIHTC	Senior	38%
Baldwin Park	LIHTC	Senior	2%
Baltic Park Apartments*	LIHTC/PBRA	Senior	32%
Dulles Park Apartments	LIHTC	Senior	22%
Water Tower Park	LIHTC	Senior	3%
Adrian On Riverside	Market	Family	0%
Ivy League Estates	Market	Family	0%
Legacy Park	Market	Family	0%
Lofts At Capricorn*	Market	Family	N/A
Lofts At Navicent Health*	Market	Family	N/A

*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 38 percent. The majority of LIHTC properties report a low to moderate reliance on tenants with vouchers. Ashton Hill Apartments reported the highest reliance on tenants with vouchers, reporting that 38 percent of their tenants utilize vouchers. The remaining LIHTC properties reported lower voucher usage rates. Thus, it appears that the Subject will not need to rely solely on voucher residents in order to maintain a high occupancy level. As a LIHTC property, we anticipate that the Subject will operate with a voucher usage of less than 30 percent.

3. Phased Developments

The Subject is part of a phased development. It is the second phase of the larger overall Dulles Park development. The first phase, Dulles Park Apartments, is located adjacent to the Subject site and was built in 2005. The Subject’s sister property is restricted to seniors, those aged 55 or older, and consists of 68 one, two, and three-bedroom units restricted at the 30, 50, and 60 percent AMI level. For the purposes of this report, Dulles Park Apartments is included as a comparable property. Management at the property stated that the property typically operates at 98 percent occupancy. Dulles Park Apartments is currently fully-occupied with a ten household waiting list.

Lease Up History

We were able to obtain absorption information from two of the comparable properties, both market rate, as well as four recently constructed LIHTC properties in the market area. These are illustrated in the following table.

ABSORPTION

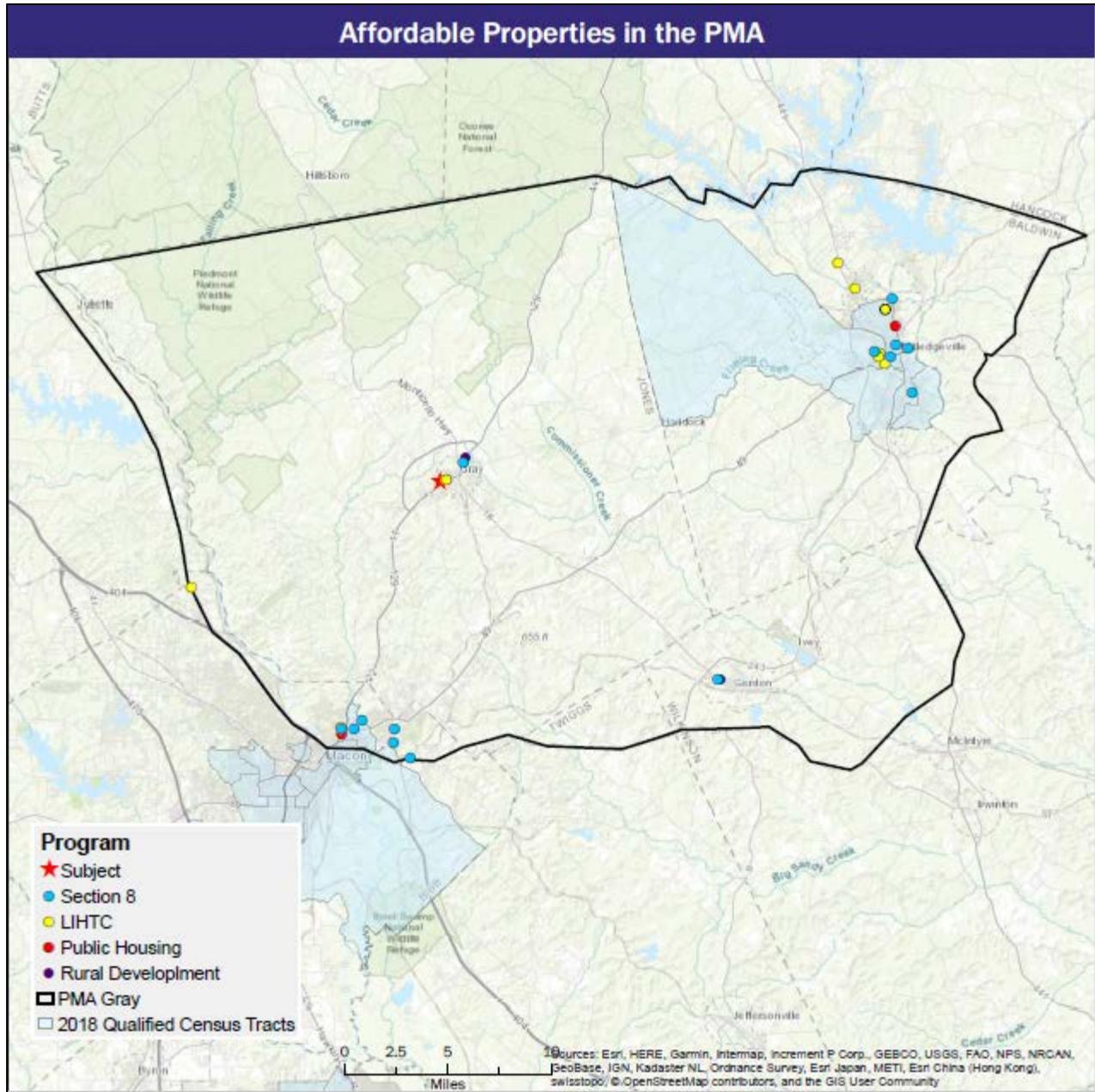
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tindall Fields I	LIHTC	Family	2019	64	21
Lofts At Capricorn	Market	Family	2018	137	8
Sumter Street Station	LIHTC	Family	2017	62	21
Lofts At Navicent Health	Market	Family	2017	60	6
AL Miller Village	LIHTC	Family	2017	71	14
Peach Place Apartments	LIHTC	Senior	2014	60	12

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction tax credit property. The two comparables reporting absorption are both market rate properties. Lofts at Capricorn was built in 2018 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of eight units per month upon opening. The contact at this comparable noted that she would attribute the slow lease-up process to changes in management shortly after the property’s opening. Lofts at Navicent Health was built in 2017 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of six units per month upon opening. Lofts at Navicent Health currently has three vacant units and maintains a waiting list that consists of 12 households. Tindall Fields I, a family LIHTC property, was built in 2019 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Tindall Fields I is currently fully occupied and maintains a waiting list of 175 households. Sumter Street Station, a family LIHTC property, was built in 2017 in Eatonton, Georgia, approximately 25 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Sumter Street Station is currently fully-occupied and maintains a waiting list that consists of 62 households, demonstrating strong demand for the property’s affordable units. A.L. Miller Village, a family LIHTC property, was constructed in 2017 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 14 units per month upon opening. The property has ten vacant units, and maintains a waiting list of approximately 50 households. Of the ten vacant units, three are currently pre-leased. The contact explained that the elevated vacancy is due to an atypical number of recent evictions. Peach Place Apartments was built in 2014 in Byron, Georgia, approximately 29 miles from the Subject site. The property experienced an absorption rate of 12 units per month upon opening. Peach Place Apartments, a senior LIHTC property, currently has one vacant unit and maintains a waiting list that consists of 17 households, demonstrating strong demand for the property’s affordable units. We believe the Subject will experience an absorption rate most similar to Peach Place Apartments as both properties target seniors and are located in similar locations. We anticipate the Subject will experience an absorption pace of 12 units per month, or an absorption period of three to four months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Dulles Park II	LIHTC	Gray	Senior	48	-	Star
Baldwin Park	LIHTC	Milledgeville	Senior	56	100.0%	Yellow
Creekside Apartments	LIHTC	Milledgeville	Senior	60	N/A	
Edgewood Park Apartments	LIHTC	Milledgeville	Family	61	96.7%	
Heritage Vista Apartments	LIHTC	Milledgeville	Family	64	98.4%	
Pecan Hills Of Milledgeville	LIHTC	Milledgeville	Senior	54	98.1%	
River Walk Apartments	LIHTC	Macon	Family	152	100.0%	
Water Tower Park	LIHTC	Gray	Senior	72	100.0%	
Grove Park Village, INC	LIHTC	Macon	Family	40	N/A	
Waterford Place	LIHTC, Market	Milledgeville	Family	80	100.0%	
Dulles Park Apartments	LIHTC, Non-Rental	Gray	Senior	68	100.0%	
Robert Graham At Orchard Hill Landing	Public Housing	Milledgeville	Family	170	100.0%	Red
McAfee Towers	Public Housing	Macon	Senior	199	100.0%	Green
Fairview Park	Rural Development	Gordon	Family	22	100.0%	
Northside Villas of Gray	Rural Development	Gray	Family	24	100.0%	Blue
Hunt School	Section 8	Macon	Senior	60	96.7%	
Milledgeville Manor	Section 8	Milledgeville	Family	76	100.0%	
Prairie Summit Apartments	Section 8	Gordon	Family	72	98.6%	
Autumn Manor	Section 8	Macon	Senior	24	N/A	
Dogwood Retirement Housing Inc	Section 8	Milledgeville	Senior	40	97.5%	
Gray Gardens Apartments	Section 8	Gray	Family	56	100.0%	
Habersham Homes	Section 8	Milledgeville	Family	30	100.0%	
Jefferson Apartments	Section 8	Macon	Family	88	100.0%	
Latanya Village Apartments	Section 8	Macon	Family	50	98.0%	
Oconee Voa Housing	Section 8	Milledgeville	Family	13	N/A	
Riverbend Apartments	Section 8	Milledgeville	Family	76	100.0%	
Rockland Apartments	Section 8	Macon	Family	74	100.0%	
Walnut Hills Apartments	Section 8	Macon	Family	100	100.0%	
Wray Homes	Section 8	Milledgeville	Family	124	96.0%	



5. Amenities

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

	Subject	Ashton Hill Apartments	Baldwin Park	Baltic Park Apartments	Dulles Park Apartments	Water Tower Park	Adrian On Riverside	Ivy League Estates	Legacy Park	Lofts At Capricorn	Lofts At Navicent Health
Rent Structure	LIHTC Senior	LIHTC Senior	LIHTC Senior	LIHTC/PBRA Senior	LIHTC Senior	LIHTC Senior	Market Family	Market Family	Market Family	Market Family	Market Family
Building											
Property Type	One-story	Garden	One-story	Garden	One-story	One-story	Garden	Garden	Various	Midrise	Midrise
# of Stories	1-2-stories	3-3-stories	1-1-stories	2-2-stories	1-1-stories	1-1-stories	2-2-stories	2-2-stories	2-2-stories	4-4-stories	5-5-stories
Year Built	2022	2001	2009	2003	2005	2016	2003	2006	1998	2018	2017
Year Renovated	n/a	n/a	n/a	n/a	n/a	n/a	2009	2017	n/a	n/a	n/a
Commercial	no	no	no	no	no	no	no	no	no	no	no
Elevators	no	yes	no	no	no	no	no	no	no	yes	yes
Courtyard	no	yes	no	no	no	no	no	no	no	yes	no
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	no	no	no	no	no	yes	no	no
Sewer	no	yes	no	no	no	no	no	no	yes	no	no
Trash	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Accessibility											
Grab Bars	no	no	no	no	no	no	no	no	no	no	no
Hand Rails	yes	yes	yes	yes	yes	no	no	no	no	no	no
Pull Cords	no	yes	yes	yes	no	yes	no	no	no	no	no
Unit Amenities											
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	yes	no	no	no	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes
Hardwood	no	no	no	no	no	no	no	yes	no	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Coat Closet	no	yes	yes	no	no	no	yes	yes	no	yes	yes
Exterior Storage	no	yes	no	no	no	no	yes	no	no	no	no
Fireplace	no	no	no	no	no	no	no	no	no	no	no
Furnishing	no	no	no	no	no	no	no	no	no	no	no
Skylights	no	no	no	no	no	no	no	no	no	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	no	no
Walk-In Closet	no	no	no	yes	no	yes	yes	yes	no	yes	yes
Wall A/C	no	no	no	no	no	no	no	no	no	no	no
Window A/C	no	no	no	no	no	no	no	no	no	no	no
Washer/Dryer	yes	no	no	no	no	yes	no	no	no	yes	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	no	yes	no	yes	no	no	yes	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	yes	no	yes	yes	yes	yes	yes	no	no	yes	no
Community Room	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Central Laundry	no	yes	yes	yes	yes	yes	yes	no	no	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	no
Recreation											
Basketball Court	no	no	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Playground	no	no	no	no	no	no	yes	no	yes	no	no
Swimming Pool	no	no	no	no	no	no	yes	no	no	yes	yes
Picnic Area	yes	yes	yes	yes	no	no	yes	no	no	yes	yes
Sport Court	no	yes	no	yes	no	no	no	no	no	no	no
Tennis Court	no	no	no	no	no	no	no	no	no	no	no
Sauna	no	no	no	no	no	no	yes	no	no	no	no
Jacuzzi	no	no	no	no	no	no	no	no	no	no	no
Hot Tub	no	no	no	no	no	no	no	no	no	no	no
Theatre	no	no	no	no	no	no	yes	no	no	no	no
Recreational Area	no	no	yes	yes	no	no	yes	no	no	no	no
Volleyball Court	no	no	no	no	no	no	no	no	no	no	no
WiFi	no	no	no	no	no	no	no	no	no	no	no
Services											
Daycare	no	no	no	no	no	no	no	no	no	no	no
Adult Education	yes	no	no	no	no	no	no	no	no	no	no
Neighborhood Ntwrk	no	no	no	no	no	no	no	no	no	no	no
Non-Shelter Services	no	no	no	no	no	no	no	no	no	no	no
Service Coordination	yes	yes	yes	no	no	no	no	no	no	no	yes
Shuttle Service	no	no	no	no	no	no	no	no	no	no	no
Senior Services											
Delivered Hot	no	no	no	no	no	no	no	no	no	no	no
Dietician	no	no	no	no	no	no	no	no	no	no	no
Hairdresser/Barber	no	no	no	no	no	no	no	no	no	no	no
Home Health Aid	no	no	no	no	no	no	no	no	no	no	no
Housekeeping	no	no	no	no	no	no	no	no	no	no	no
Medical	no	no	no	no	no	no	no	no	no	no	no
Personal Assistance	no	no	no	no	no	no	no	no	no	no	no
Security											
In-Unit Alarm	no	no	no	no	no	no	yes	no	no	no	no
Intercom (Buzzer)	yes	no	yes	no	no	no	no	no	no	yes	yes
Intercom (Phone)	no	no	no	no	no	no	no	no	no	no	no
Limited Access	yes	no	yes	yes	no	yes	yes	no	no	yes	yes
Patrol	no	no	no	no	no	no	no	no	no	yes	yes
Perimeter Fencing	no	no	yes	yes	yes	no	yes	no	no	no	yes
Video Surveillance	no	no	no	no	no	no	no	no	no	yes	yes
Parking											
Garage	no	no	no	no	no	no	no	no	no	yes	no
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$150	\$0	\$0	\$125	\$0
Off-Street Parking	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

The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to superior property amenities. The Subject will offer hand rails, in-unit washers and dryers, and a business center, which many of the comparables will lack and are amenities that seniors desire. However, the Subject will lack pull cords and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market.

6. Comparable Tenancy

The Subject will target seniors. All of the comparable LIHTC properties also target seniors. However, all of the comparable market rate properties 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
Ashton Hill Apartments*	LIHTC	Senior	80	0	0.0%
Baldwin Park	LIHTC	Senior	56	0	0.0%
Baltic Park Apartments*	LIHTC/PBRA	Senior	82	0	0.0%
Dulles Park Apartments	LIHTC	Senior	68	0	0.0%
Water Tower Park	LIHTC	Senior	72	0	0.0%
Adrian On Riverside	Market	Family	224	4	1.8%
Ivy League Estates	Market	Family	28	0	0.0%
Legacy Park	Market	Family	70	0	0.0%
Lofts At Capricorn*	Market	Family	137	6	4.4%
Lofts At Navicent Health*	Market	Family	60	3	5.0%
Total LIHTC			358	0	0.0%
Total Market Rate			519	13	2.5%
Overall Total			877	13	1.5%

*Located outside of the PMA

Overall vacancy in the market is 1.5 percent and total LIHTC vacancy is lower, at zero percent. All five of the LIHTC comparables are fully-occupied and maintain waiting lists ranging from two to over 75 households. These factors indicate demand for affordable housing in the area is strong. It should be noted that the property managers at these properties generally did not experience a decrease in collections, but did experience a slight decrease in traffic during the COVID-19 Pandemic.

Lofts at Navicent Health reported a vacancy of five percent. The contact did not report if any vacant units are currently pre-leased, but did report a waiting list of 12 households. The vacancy rates among the stabilized market rate comparable properties range from zero to five percent, averaging 2.5 percent, which is considered low. Based on the low vacancy rates among the LIHTC and market rate comparables, as well as the presence of waiting lists in the market, 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.

7. Properties Under Construction and Proposed

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

Creekside Apartments

- a. Location: 164 Emmanuel Harris road, Milledgeville, GA
- b. Owner: DHM Milledgeville, LP

- c. Total number of units: 60 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI
- f. Estimated market entry: Mid to Late 2021

8. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Ashton Hill Apartments	LIHTC	Senior	Slightly Inferior	Slightly Inferior	Slightly Inferior	Inferior	Similar	-25
2	Baldwin Park	LIHTC	Senior	Similar	Slightly Inferior	Slightly Inferior	Inferior	Slightly Inferior	-25
3	Baltic Park Apartments	LIHTC/PBRA	Senior	Similar	Slightly Inferior	Slightly Inferior	Inferior	Similar	-20
4	Dulles Park Apartments	LIHTC	Senior	Slightly Inferior	Inferior	Similar	Inferior	Similar	-25
5	Water Tower Park	LIHTC	Senior	Slightly Inferior	Similar	Similar	Similar	Similar	-5
6	Adrian On Riverside	Market	Family	Slightly Superior	Slightly Inferior	Similar	Inferior	Slightly Superior	-5
7	Ivy League Estates	Market	Family	Inferior	Inferior	Slightly Inferior	Inferior	Similar	-35
8	Legacy Park	Market	Family	Inferior	Inferior	Similar	Inferior	Slightly Inferior	-35
9	Lofts At Capricorn	Market	Family	Similar	Slightly Inferior	Inferior	Similar	Slightly Superior	-10
10	Lofts At Navicent	Market	Family	Similar	Slightly Inferior	Inferior	Similar	Similar	-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. The Subject’s location is considered a rural area as determined by USDA. Therefore, the Subject is eligible to use the national non-metropolitan rent and income limits, which are higher than the published rent and income limits for Jones County.

LIHTC RENT COMPARISON @50%

Property Name	County	Tenancy	1BR	2BR	Rents at Max?
Dulles Park II	Jones	Senior	\$395	\$470	No
2019 LIHTC National Non-Metro Maximum Rent (Net)	Jones		\$471	\$558	
2005 LIHTC Maximum Rent (Net) (Bibb County) - Held Harmless	Bibb		\$448	\$530	
2019 LIHTC Maximum Rent (Net) (Baldwin County)	Baldwin		\$404	\$478	
Ashton Hill Apartments	Bibb	Senior	\$372	\$444	No
Baldwin Park	Baldwin	Senior	-	\$466	No
Baltic Park Apartments	Bibb	Senior	\$495	\$560	Yes
Dulles Park Apartments	Jones	Senior	\$440	\$500	Yes
Water Tower Park	Jones	Senior	\$410	\$481	No
Average			\$429	\$490	

LIHTC RENT COMPARISON @60%

Dulles Park II	County	Tenancy	1BR	2BR	Rents at Max?
2019 LIHTC National Non-Metro Maximum Rent (Net)	Jones	Senior	\$495	\$595	No
2005 LIHTC Maximum Rent (Net) (Bibb County) - Held Harmless	Jones		\$584	\$694	
2019 LIHTC Maximum Rent (Net) (Baldwin County)	Bibb		\$557	\$661	
	Baldwin		\$504	\$598	
Ashton Hill Apartments	Bibb	Senior	\$513	\$612	No
Baldwin Park	Baldwin	Senior	-	\$574	No
Baltic Park Apartments	Bibb	Senior	-	-	No
Dulles Park Apartments	Jones	Senior	\$510	\$595	No
Water Tower Park	Jones	Senior	\$556	\$643	No
Average			\$526	\$606	

All of the comparable LIHTC properties were built between 2001 and 2016. The Subject site and the two comparable properties in Jones County are all located in rural areas, and Jones County AMI levels are below the national average. Therefore, these comparable properties are held to the 2019 National Non-Metro maximum allowable levels. The AMI in Baldwin County reached its peak in 2019. The AMI in Bibb County reached its peak in 2005 and has not surpassed those AMI levels since 2005. Ashton Hill Apartments was built in 2001 and Baltic Park Apartments was built in 2003. Therefore, these comparable properties are “held harmless” to the 2005 maximum allowable rents in Bibb County. Two of the comparable properties, Baltic Park Apartments and Dulles Park Apartments, reported achieving rents at the maximum allowable rent level for their 50 percent AMI units. However, Dulles Park Apartments only reported achieving the maximum allowable rent levels for its one-bedroom units at 50 percent. The rents at these properties appear to be slightly above or below the maximum allowable levels. This is likely due to differing utility allowances. All five of the LIHTC comparables maintain waiting lists ranging from two to over 75 households, indicating their rents are sustainable in the market.

Dulles Park Apartments, the sister property of Dulles Park II, is located 0.3 miles from the Subject in Gray in a similar location. Dulles Park Apartments was built in 2005 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. Dulles Park Apartments offers slightly inferior property amenities compared to the Subject as it lacks a crafts room, picnic area, and recreational areas, which the Subject will offer, though it offers a transit bus, which the Subject will not offer. This property offers inferior in-unit amenities to the proposed Subject as it lacks washers and dryers, which the Subject will offer. In terms of unit sizes, Dulles Park Apartments is considered similar to the Subject. Overall, Dulles Park Apartments is considered inferior to the Subject. Dulles Park Apartments is currently achieving the maximum allowable rent for its one-bedroom 50 percent AMI units and is maintaining high occupancy with no vacant units. The contact at this property also stated that the property maintains a waiting list of ten households and that their vacancy rate is typically around two percent. This indicates the rents at Dulles Park Apartments are achievable in the area. Therefore, we believe the Subject’s proposed rents, which are slightly below the rents currently achieved at Dulles Park Apartments, are reasonable and achievable.

Water Tower Park is located 0.9 miles from the Subject in Gray in a similar location. Water Tower Park was built in 2016 and exhibits excellent condition, which is considered similar to the anticipated excellent condition of the Subject upon completion. Water Tower Park offers slightly inferior property amenities compared to the Subject as it lacks a crafts room, picnic area, and recreational areas, which the Subject will offer. This property offers similar in-unit amenities to the proposed Subject. In terms of unit sizes, Water Tower Park is considered slightly inferior to the Subject. Overall, Water Tower Park is considered similar to the Subject. Water Tower Park is currently maintaining high occupancy with no vacant units. The contact at this property also stated that the property maintains a waiting list, and she believes there is a high demand for affordable senior housing in the area. This indicates the rents at Water Tower Park are achievable in the area. Therefore, we believe the Subject’s proposed rents are reasonable and achievable.

The two most similar comparable properties to the Subject are Dulles Park Apartments and Water Tower Park. Dulles Park Apartments is currently achieving the maximum allowable rent for its one-bedroom 50 percent AMI units and is maintaining high occupancy with no vacant units. The contact at this property also stated that the property maintains a waiting list of ten households and that their vacancy rate is typically around two percent. Water Tower Park is maintaining high occupancy with no vacant units. The contact at this property also stated that the property maintains a waiting list, and she believes there is a high demand for affordable senior housing in the area. This indicates the rents at Dulles Park Apartments and Water Tower Park are achievable in the area. The Subject’s proposed rents are slightly below the rents currently achieved at Dulles Park Apartments, and slightly below the rents currently achieved at Water Tower Park. Given the Subject’s new condition and competitive amenity package, the low vacancy rates among the LIHTC comparables, and the presence of waiting lists in the market, we believe that the Subject’s proposed rents are reasonable and achievable.

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 comparables, the average market rent might be the weighted average of those tax credit comparables. In cases where there are few tax credit comparables, but many market rate comparables with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables 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 MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50%	\$395	\$372	\$1,330	\$721	83%
1BR / 1BA	@60%	\$495	\$495	\$1,330	\$838	69%
2BR / 2BA	@50%	\$470	\$444	\$2,275	\$1,019	117%
2BR / 2BA	@60%	\$595	\$560	\$2,275	\$1,151	93%

As illustrated the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s proposed LIHTC rents are below the surveyed range of comparable LIHTC and market rents, with the exception of two-bedroom units restricted to 50 percent of the AMI. The Subject’s unrestricted three-bedroom unit is within the surveyed range of comparable properties.

Lofts at Navicent Health is achieving the highest one and two-bedroom unrestricted rents in the market. The Subject will be similar to Lofts at Navicent Health as a market rate property. Lofts at Navicent Health was built

in 2017 and exhibits excellent condition, which is similar to the anticipated condition of the Subject upon completion. Lofts at Navicent Health is located 12.9 miles from the Subject site and offers an inferior location. Lofts at Navicent Health offers similar unit sizes in comparison to the Subject. Lofts at Navicent Health offers similar property amenities when compared to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, on-site management, and recreational areas, which the Subject will offer. Lofts at Navicent Health offers similar in-unit amenities in comparison to the Subject. The lowest one and two-bedroom rents at Lofts at Navicent Health are 169 and 183 percent higher than the Subject’s one and two-bedroom rents at 60 percent AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will be slightly superior to superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is low at zero percent. Of the five LIHTC properties, none reported a vacancy.

Creekside Apartments was awarded LIHTC equity in 2019 for the new construction of 60 units targeting seniors. This property is proposed for construction on Emmanuel Harris Road in Milledgeville, approximately 19.5 miles east of the Subject site. Upon completion, the property will offer 22 one and 38 two-bedroom units at the 50 and 60 percent AMI levels. All 60 units at 50 and 60 percent AMI will be directly competitive with the Subject and we deducted these units from our demand analysis.

10. Rental Trends in the PMA

The table below depicts household growth by tenure from 2000 through 2024.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	21,817	69.7%	9,484	30.3%
2019	22,012	60.2%	14,576	39.8%
Projected Mkt Entry December 2022	22,287	60.9%	14,333	39.1%
2024	22,414	61.2%	14,221	38.8%

Source: Esri Demographics 2019, Novogradac Consulting LLP, May 2020

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	8,928	82.3%	1,923	17.7%
2019	12,523	77.0%	3,741	23.0%
Projected Mkt Entry December 2022	13,040	77.4%	3,817	22.6%
2024	13,279	77.5%	3,852	22.5%

Source: Esri Demographics 2019, Novogradac Consulting LLP, May 2020

As the table illustrates, senior households within the PMA reside in predominately owner-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 smaller percentage of senior renters in the PMA than the nation. This percentage is projected to decline slightly over the next five years, although the number of senior renters in the PMA is projected to increase. This bodes well for the Subject’s proposed units.

Historical Vacancy

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

HISTORICAL VACANCY								
#	Property Name	Program	Total Units	2015 Q1	2016 Q2	2019 Q2	2020 Q1	2020 Q2
1	Ashton Hill Apartments	LIHTC	80	7.50%	0.00%	5.00%	2.50%	0.00%
2	Baldwin Park	LIHTC	56	N/A	N/A	3.60%	N/A	0.00%
3	Baltic Park Apartments	LIHTC/PBRA	82	0.00%	0.00%	0.00%	N/A	0.00%
4	Dulles Park Apartments	LIHTC	68	N/A	N/A	5.90%	N/A	0.00%
5	Water Tower Park	LIHTC	72	N/A	N/A	1.40%	N/A	0.00%
6	Adrian On Riverside	Market	224	N/A	N/A	4.00%	N/A	1.80%
7	Ivy League Estates	Market	28	N/A	N/A	0.00%	0.00%	N/A
8	Legacy Park	Market	70	N/A	N/A	0.00%	N/A	0.00%
9	Lofts At Capricorn	Market	137	N/A	N/A	21.90%	10.90%	4.40%
10	Lofts At Navicent Health	Market	60	N/A	N/A	8.30%	5.00%	5.00%

The historical vacancy rates at all of the comparable properties for several quarters in the past five years are illustrated in the previous table. In general, the comparable properties have experienced low to moderate vacancy levels from 2015 through the second quarter of 2020. However, vacancy rates did spike for Ashton Hill Apartments, Lofts at Capricorn, Lofts at Navicent Health, and Dulles Park Apartments in the first quarter of 2015, and the second quarter of 2019, respectively, before generally stabilizing to lower vacancy levels in the past year.

Water Tower Park, Lofts at Navicent Health, and Lofts at Capricorn were all constructed between 2016 and 2018 and therefore have limited historical vacancy data. Overall, we believe that the current performance of the senior LIHTC comparable properties indicate demand for affordable rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH			
Property Name	Rent Structure	Tenancy	Rent Growth
Ashton Hill Apartments*	LIHTC	Senior	Changed to max
Baldwin Park	LIHTC	Senior	Increased five percent
Baltic Park Apartments*	LIHTC/PBRA	Senior	Increased three percent
Dulles Park Apartments	LIHTC	Senior	Increased two to five percent
Water Tower Park	LIHTC	Senior	Increased 20 percent
Adrian On Riverside	Market	Family	Changes daily
Ivy League Estates	Market	Family	Increased up to three percent
Legacy Park	Market	Family	Increased five to fifteen percent
Lofts At Capricorn*	Market	Family	Decreased up to five percent
Lofts At Navicent Health*	Market	Family	Increased less than one percent

*Located outside of the PMA

The LIHTC properties report growth of up to 20 percent in the past year. The market rate properties reported in some instances rent growth. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 2,893 housing units nationwide was in some stage of foreclosure as of March 2020. The town of Gray is experiencing a foreclosure rate of one in every 5,600 homes, while Jones County is experiencing foreclosure rate of one in every 5,600 homes and Georgia experienced one foreclosure in every 2,210 housing units. Overall, Gray is experiencing a lower foreclosure rate to the nation, and similar to Jones County as a whole, indicating a healthy 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.

12. Effect of Subject on Other Affordable Units in Market

Creekside Apartments was awarded LIHTC equity in 2019 for the new construction of 60 units targeting seniors. This property is proposed for construction on Emmanuel Harris Road in Milledgeville, approximately 19.5 miles east of the Subject site. Upon completion, the property will offer 22 one and 38 two-bedroom units at the 50 and 60 percent AMI levels. All 60 units at 50 and 60 percent AMI will be directly competitive with the Subject and we deducted these units from our demand analysis.

Total LIHTC vacancy is considered low at zero percent. Furthermore, all of the comparable senior LIHTC properties maintain waiting lists, ranging from two to over 75 households. Thirty-eight percent of senior renters in the PMA earn between \$10,000 and \$29,999 annually, indicating a need for affordable housing in the area. Many of these households will be income eligible for the Subject's LIHTC units. In summary, the low vacancy rates, presence of waiting lists, and percentage of income-qualified senior renters in the PMA indicate there is demand for affordable housing in the market that is currently unmet.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of zero percent, which is considered low. All of the LIHTC comparables maintain waiting lists ranging from two to over 75 households. These factors indicate demand for affordable senior housing. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to superior property amenities. The Subject will offer hand rails, in-unit washers and dryers, and a business center, which many of the comparables will lack and are amenities that seniors desire. However, the Subject will lack pull cords and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior 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 comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable LIHTC properties. Given the Subject's anticipated similar to superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy 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. Further, we believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from two of the comparable properties, both market rate, as well as four recently constructed LIHTC properties in the market area. These are illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tindall Fields I	LIHTC	Family	2019	64	21
Lofts At Capricorn	Market	Family	2018	137	8
Sumter Street Station	LIHTC	Family	2017	62	21
Lofts At Navicent Health	Market	Family	2017	60	6
AL Miller Village	LIHTC	Family	2017	71	14
Peach Place Apartments	LIHTC	Senior	2014	60	12

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction tax credit property. The two comparables reporting absorption are both market rate properties. Lofts at Capricorn was built in 2018 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of eight units per month upon opening. The contact at this comparable noted that she would attribute the slow lease-up process to changes in management shortly after the property's opening. Lofts at Navicent Health was built in 2017 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of six units per month upon opening. Lofts at Navicent Health currently has three vacant units and maintains a waiting list that consists of 12 households. Tindall Fields I, a family LIHTC property, was built in 2019 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Tindall Fields I is currently fully occupied and maintains a waiting list of 175 households. Sumter Street Station, a family LIHTC property, was built in 2017 in Eatonton, Georgia, approximately 25 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Sumter Street Station is currently fully-occupied and maintains a waiting list that consists of 62 households, demonstrating strong demand for the property's affordable units. A.L. Miller Village, a family LIHTC property, was constructed in 2017 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 14 units per month upon opening. The property has ten vacant units, and maintains a waiting list of approximately 50 households. Of the ten vacant units, three are currently pre-leased. The contact explained that the elevated vacancy is due to an atypical number of recent evictions. Peach Place Apartments was built in 2014 in Byron, Georgia, approximately 29 miles from the Subject site. The property experienced an absorption rate of 12 units per month upon opening. Peach Place Apartments, a senior LIHTC property, currently has one vacant unit and maintains a waiting list that consists of 17 households, demonstrating strong demand for the property's affordable units. We believe the Subject will experience an absorption rate most similar to Peach Place Apartments as both properties target seniors and are located in similar locations. We anticipate the Subject will experience an absorption pace of 12 units per month, or an absorption period of three to four months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Georgia Department of Community Affairs

We spoke with Ms. Valencia Jordan, Director of Operations, of the Georgia Department of Community Affairs regarding the Housing Choice Voucher program in Jones County. According to Ms. Jordan, the Georgia Departments of Community Affairs allots 16,500 statewide, of which 14,000 are currently in use. There are 34 Housing Choice Vouchers currently in use in Jones County, and two households are on the waiting list. According to the Georgia DCA website, the waiting list for vouchers was open for one week, from February 1 to 7, 2016, and is currently closed. There are currently approximately 9,000 households on the waiting list. The payment standards for Jones County are listed below.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$744
Two-Bedroom	\$848

Source: Georgia Department of Community Affairs, effective January 2020

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

Planning

We made numerous attempts to contact the Jones County Planning and Zoning office. However, as of the date of this report, our calls have not been returned. We conducted additional online research utilizing LIHTC allocation lists provided by the Georgia Department of Community Affairs and a CoStar new construction report. The following table illustrates the properties we identified that are under construction or proposed in the PMA.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Creekside Apartments	LIHTC	Senior	60	60	2019	Proposed	19.5 miles

Creekside Apartments was awarded LIHTC equity in 2019 for the new construction of 60 units targeting seniors. This property is proposed for construction on Emmanuel Harris Road in Milledgeville, approximately 19.5 miles east of the Subject site. Upon completion, the property will offer 22 one and 38 two-bedroom units at the 50 and 60 percent AMI levels. All 60 units at 50 and 60 percent AMI will be directly competitive with the Subject and we deducted these units from our demand analysis.

Gray-Jones County Chamber of Commerce

We made numerous attempts to contact a representative from the Gray-Jones County Chamber of Commerce. As of the date of this report, our calls have not been returned. We spoke with Tim Pitrowski of the Jones County Planning and Zoning department. Mr. Pitrowski reported that there are no current plans for business expansions in the Gray, Georgia area. We also conducted additional internet research regarding the current economic status of Jones County and the Macon MSA.

- According to the Office of the Governor on November 13, 2019, Irving Tissue plans to expand and create over 150 jobs in Macon-Bibb. Along with the addition of new jobs, the household paper products manufacturer plans to invest \$400 million in a new manufacturing facility.
- According to an April 3, 2019 article in 13WMAZ, Amazon says the Macon distribution center, located along Skipper Road, will open this summer. Amazon expects to hire approximately 500 people for the Bibb County distribution center.

- According to a November 21, 2018 article in 13WMAZ, Stevens Aerospace and Defense System said they're going to bring 150 new jobs to Macon-Bibb, and two of the big reasons why they decided to come to Macon-Bibb are the great technical college located in Central Georgia as well as a huge 48,000 square-foot hangar space.
- According to a September 4, 2018 article in The Telegraph, a new shopping center on Bass Road should be close to opening. Marshall's/Homegoods, Michaels, Beall's Outlet, Old Navy, Five Below, Famous Footwear and Lifeway Christian Resources are planning to be part of the North Macon Plaza on Bass Road at Starcadia Circle, just off Interstate 75.
- According to an August 11, 2017 article in Huddle, Irving Consumer Products will create more than 200 jobs with the construction of a \$400 million tissue plant to be built in Macon, GA.
- According to a June 20, 2017 article in Food Business News, Tyson Foods, Inc. is investing \$59 million to expand its distribution center in Macon. The project, which began in the summer of 2017, includes a 152,000-square foot addition to the existing facility. The Macon distribution center currently serves retail and food service customers in North Carolina, South Carolina, Georgia, Florida and Alabama. The expansion was expected to be completed in late 2018 and was expected to add more than 100 jobs, bringing total employment at the distribution center to almost 240.
- According to a January 19, 2017 article in The Telegraph, FedEx is building a new distribution center in the I-75 Business Park in south Bibb County. The distribution center will be 248,000 square feet and is expected to be operational in July 2017. The new facility will replace an existing smaller facility. According to Allie Addoms of FedEx, the exact staffing needs have yet to be determined, but the facility will employ a mix of part and full-time employees.
- According to the Macon Economic Development Commission's website, Guard Buildings, LLC announced in September 2016 its plan to open a 23,000-square foot manufacturing facility in Bibb County. The Florida-based company manufactures industrial modular shelters and plans to initially hire 25 employees. Further information was not available at the time of this report.
- According to a May 2, 2016 article in The Telegraph, Kumho Tire recently opened its \$450 million manufacturing plant in Macon. Approximately 400 new jobs were created with the opening of the facility.

As discussed, there have been no recent WARN notices filed in Jones County. However, beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response.

However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The senior population in the PMA and the MSA increased from 2000 to 2019. The rate of population and household growth is projected to slow through 2022. The current senior population of the PMA is 29,107 and is expected to be 30,122 in 2022. The current number of senior households in the PMA is 16,264 and is expected to be 16,856 in 2022. Senior renter households are concentrated in the lowest income cohorts, with 38.0 percent of senior renter households in the PMA earning incomes between \$10,000 and \$29,999. The Subject will target households earning between \$14,760 and \$29,100 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of senior 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 healthcare/social assistance, educational services, retail trade, and accommodation/food services, which collectively comprise 48.1 percent of local employment. The large shares of PMA employment in retail trade and accommodation/food services are notable as these industries are historically volatile, and prone to contraction during economic downturns. 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. Furthermore, Coliseum Health System is the MSA's largest employer and is a full-service emergency care hospital system specializing in pediatrics, bariatrics and behavioral health in Macon, Georgia. The local economy appears to have diverse and low paying jobs in the healthcare/social assistance, educational services, and retail trade sectors which is expected to generate demand for affordable housing in the PMA. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

Prior to the national recession, average employment growth in the MSA generally trailed the nation. Annual job growth in the MSA lagged the nation in all but one year between 2004 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 13.8 percentage point contraction in employment growth (2008-2010), well below the 4.9 percentage point contraction reported by the nation as a whole (2007-2010). Since 2012, average employment growth in the MSA trailed the nation in all but two years. On average, since 2015 employment in the MSA has increased at higher rates than the overall nation. As of February 2020, MSA employment is below record levels; and is increasing at an annualized rate of 0.5 percent, compared to a 1.2 percent increase across the overall nation and is at a post-recessionary record. Our online research indicates job and employment growth in the PMA and MSA continues to exist. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

The MSA experienced a higher 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 6.5 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. However, it is important to note that the unemployment rate in the MSA has been declining by greater rates than the nation in recent years. According to the most recent labor statistics, the unemployment rate in the MSA is 3.8 percent, which is similar to the current national unemployment rate. Based on the

employment and unemployment trends in the MSA, it appears that the MSA was slower to recover from the most recent national recession than the nation as a whole. However, recent trends in employment growth and unemployment decline indicate that the economy in the MSA is now recovering and entering an expansionary phase. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

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 at 50% AMI	\$14,760	\$24,250	3	173	5	168	1.8%	\$395
1BR at 60% AMI	\$17,760	\$24,250	11	155	17	138	8.0%	\$495
1BR Overall	\$14,760	\$24,250	14	226	22	204	6.9%	-
2BR at 50% AMI	\$17,790	\$29,100	7	131	7	124	5.7%	\$470
2BR at 60% AMI	\$21,540	\$29,100	27	117	31	86	31.5%	\$595
2BR Overall	\$17,790	\$29,100	34	170	38	132	25.7%	-
@50% Overall	\$14,760	\$29,100	10	304	12	292	3.4%	-
@60% Overall	\$17,760	\$29,100	38	271	48	223	17.0%	-
Overall	\$14,760	\$29,100	48	396	60	336	14.3%	-

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. We believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

Absorption

We were able to obtain absorption information from two of the comparable properties, both market rate, as well as four recently constructed LIHTC properties in the market area. These are illustrated in the following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tindall Fields I	LIHTC	Family	2019	64	21
Lofts At Capricorn	Market	Family	2018	137	8
Sumter Street Station	LIHTC	Family	2017	62	21
Lofts At Navicent Health	Market	Family	2017	60	6
AL Miller Village	LIHTC	Family	2017	71	14
Peach Place Apartments	LIHTC	Senior	2014	60	12

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction tax credit property. The two comparables reporting absorption are both market rate properties. Lofts at Capricorn was built in 2018 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of eight units per month upon opening. The contact at this comparable noted that she would attribute the slow lease-up process to changes in management shortly after the property’s opening. Lofts at Navicent Health was built in 2017 in Macon, Georgia, approximately 13 miles from the Subject site. The property experienced an absorption rate of six units per month upon opening. Lofts at Navicent Health currently has three vacant units and maintains a waiting list that consists of 12 households. Tindall Fields I, a family LIHTC property, was built in 2019 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Tindall Fields I is currently fully occupied and maintains a waiting list of 175 households. Sumter Street Station, a family LIHTC property, was built in 2017 in Eatonton, Georgia, approximately 25 miles from the Subject site. The property experienced an absorption rate of 21 units per month upon opening. Sumter Street Station is currently fully-occupied and maintains a waiting list that consists of 62 households, demonstrating strong demand for the property’s affordable units. A.L. Miller Village, a family LIHTC property, was constructed in 2017 in Macon, Georgia, approximately 14 miles from the Subject site. The property experienced an absorption rate of 14 units per month upon opening. The property has ten vacant units, and maintains a waiting list of approximately 50 households. Of the ten vacant units, three are currently pre-leased. The contact explained that the elevated vacancy is due to an atypical number of recent evictions. Peach Place Apartments was built in 2014 in Byron, Georgia, approximately 29 miles from the Subject site. The property experienced an absorption rate of 12 units per month upon opening. Peach Place Apartments, a senior LIHTC property, currently has one vacant unit and maintains a waiting list that consists of 17 households, demonstrating strong demand for the property’s affordable units. We believe the Subject will experience an absorption rate most similar to Peach Place Apartments as both properties target seniors and are located in similar locations. We anticipate the Subject will experience an absorption pace of 12 units per month, or an absorption period of three to four months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

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
Ashton Hill Apartments*	LIHTC	Senior	80	0	0.0%
Baldwin Park	LIHTC	Senior	56	0	0.0%
Baltic Park Apartments*	LIHTC/PBRA	Senior	82	0	0.0%
Dulles Park Apartments	LIHTC	Senior	68	0	0.0%
Water Tower Park	LIHTC	Senior	72	0	0.0%
Adrian On Riverside	Market	Family	224	4	1.8%
Ivy League Estates	Market	Family	28	0	0.0%
Legacy Park	Market	Family	70	0	0.0%
Lofts At Capricorn*	Market	Family	137	6	4.4%
Lofts At Navicent Health*	Market	Family	60	3	5.0%
Total LIHTC			358	0	0.0%
Total Market Rate			519	13	2.5%
Overall Total			877	13	1.5%

*Located outside of the PMA

Overall vacancy in the market is 1.5 percent and total LIHTC vacancy is lower, at zero percent. All five of the LIHTC comparables are fully-occupied and maintain waiting lists ranging from two to over 75 households. These factors indicate demand for affordable housing in the area is strong. It should be noted that the property managers at these properties generally did not experience a decrease in collections, but did experience a slight decrease in traffic during the COVID-19 Pandemic.

Lofts at Navicent Health reported a vacancy of five percent. The contact did not report if any vacant units are currently pre-leased, but did report a waiting list of 12 households. The vacancy rates among the stabilized market rate comparable properties range from zero to five percent, averaging 2.5 percent, which is considered low. Based on the low vacancy rates among the LIHTC and market rate comparables, as well as the presence of waiting lists in the market, 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 will be the newest LIHTC development in the PMA upon completion. The Subject will exhibit excellent condition upon completion, which is similar to superior to the existing LIHTC housing stock in the PMA. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC comparable properties, as the Subject will offer in unit washer/dryers which many of the comparables do not. The Subject will offer generally similar to slightly superior property amenities in comparison to the LIHTC comparable properties as it will offer a business center, community room, and recreational area, which some of the comparables will lack. The Subject will offer a considerable rent advantage over the comparables; the Subject's proposed rents are among the lowest in the market. Therefore, we believe the Subject will be well received in the market given its competitive advantage over the existing housing stock, competitive amenity packages, and rent advantage over the LIHTC and market rate comparables.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of zero percent, which is considered low. All of the LIHTC comparables maintain waiting lists ranging from two to over 75 households. These factors indicate demand for affordable senior housing. The

Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to superior property amenities. The Subject will offer hand rails, in-unit washers and dryers, and a business center, which many of the comparables will lack and are amenities that seniors desire. However, the Subject will lack pull cords and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior 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 comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable LIHTC properties. Given the Subject's anticipated similar to superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy 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. Further, we believe that the Subject's senior tenancy will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

Recommendations

We recommend the Subject as proposed.

M. 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.



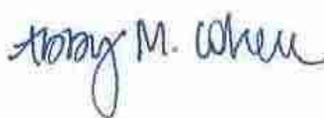
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May 27, 2020



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May 27, 2020



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May 27, 2020



Brinton Noble
Analyst
Brinton.Noble@novoco.com

May 27, 2020

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



View east along Old Clinton Road



View west along Old Clinton Road



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Senior Center in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

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. GA12288 – District of Columbia
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. 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

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, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

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

IV. Professional Training

7-Hour National USPAP Update for 2020-2021, February 2020
Appraisal of Fast Food Facilities, February 2020
Appraisal of Self-Storage Facilities, February 2020
The Odd Side of Appraisal, February 2020
Basic Hotel Appraising – Limited Service Hotels, October 2019
Advanced Hotel Appraising – Full Service Hotels, October 2019
Appraisal of REO and Foreclosure Properties, October 2019
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
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

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

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Brinton Noble

I. Education

Clemson University - Clemson, SC
Bachelor of Science in Economics

II. Professional Experience

Analyst, Novogradac & Company LLP, December 2019 – Present
Junior Analyst, Novogradac & Company LLP, January 2019 – December 2019
Substitute Teacher, Fayetteville-Manlius School District, September 2017 - October 2018
Intern to the Assistant Superintendent of Business Administration, Fayetteville-Manlius School District, May 2016 - June 2016

III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate		
Subject	Dulles Park II 226 Old Clinton Road Gray, GA 31032 Jones County	-	One-story 1-stories 2022 / n/a Senior	@50%, @60%	1BR / 1BA	3	6.3%	850	@50%	\$395	No	N/A	N/A	N/A		
					1BR / 1BA	11	22.9%	850	@60%	\$495	No	N/A	N/A	N/A		
					2BR / 2BA	7	14.6%	1,100	@50%	\$470	No	N/A	N/A	N/A		
					2BR / 2BA	27	56.3%	1,100	@60%	\$595	No	N/A	N/A	N/A		
						48									N/A	N/A
1	Ashton Hill Apartments 925 Tolliver Place Macon, GA 31204 Bibb County	11.4 miles	Garden 3-stories 2001 / n/a Senior	@50%, @60%	1BR / 1BA	46	57.5%	697	@50%	\$372	No	Yes	0	0.0%		
					1BR / 1BA	10	12.5%	697	@60%	\$513	No	Yes	0	0.0%		
					2BR / 2BA	20	25.0%	951	@50%	\$444	No	Yes	0	0.0%		
					2BR / 2BA	4	5.0%	951	@60%	\$612	No	Yes	0	0.0%		
						80									0	0.0%
2	Baldwin Park South Irwin Street And Harrington Drive Milledgeville, GA 31061 Baldwin County	18.6 miles	One-story 1-stories 2009 / n/a Senior	@30%, @50%, @60%	2BR / 1BA	3	5.4%	896	@30%	\$226	No	No	0	0.0%		
					2BR / 1BA	12	21.4%	896	@50%	\$466	No	No	0	0.0%		
					2BR / 1BA	41	73.2%	896	@60%	\$574	No	No	0	0.0%		
						56									0	0.0%
															0	0.0%
3	Baltic Park Apartments 822 Hightower Road Macon, GA 31206 Bibb County	14.7 miles	Garden 2-stories 2003 / n/a Senior	@50%, @60%, @60% (Project Based Rental Assistance - PBRA)	1BR / 1BA	4	4.9%	891	@50%	\$495	Yes	Yes	0	0.0%		
					1BR / 1BA	41	50.0%	891	@60%	\$495	No	Yes	0	0.0%		
					1BR / 1BA	13	15.9%	891	@60% (Project Based Rental Assistance - PBRA)	-	N/A	Yes	0	0.0%		
					2BR / 1BA	2	2.4%	1,139	@50%	\$560	Yes	Yes	0	0.0%		
					2BR / 1BA	11	13.4%	1,139	@60%	\$560	No	Yes	0	0.0%		
					2BR / 1BA	11	13.4%	1,139	@60% (Project Based Rental Assistance - PBRA)	-	N/A	Yes	0	0.0%		
						82									0	0.0%
4	Dulles Park Apartments 220 Old Clinton Road Gray, GA 31032 Jones County	0.3 miles	One-story 1-stories 2005 / n/a Senior	@30%, @50%, @60%	1BR / 1BA	2	2.9%	891	@30%	\$224	Yes	Yes	0	0.0%		
					1BR / 1BA	1	1.5%	891	@50%	\$440	Yes	Yes	0	0.0%		
					1BR / 1BA	13	19.1%	891	@60%	\$510	No	Yes	0	0.0%		
					2BR / 1BA	4	5.9%	1,139	@30%	\$232	Yes	Yes	0	0.0%		
					2BR / 1BA	2	2.9%	1,139	@50%	\$500	No	Yes	0	0.0%		
					2BR / 1BA	40	58.8%	1,139	@60%	\$595	No	Yes	0	0.0%		
					3BR / 2BA	1	1.5%	1,337	@30%	\$238	Yes	No	0	0.0%		
					3BR / 2BA	1	1.5%	1,337	@50%	\$580	No	No	0	0.0%		
					3BR / 2BA	3	4.4%	1,337	@60%	\$650	No	No	0	0.0%		
					3BR / 2BA	1	1.5%	1,337	Non-Rental	-	N/A	No	0	0.0%		
	68									0	0.0%					
5	Water Tower Park South Of Gray Highway, East Of St. Paul Circle, North Of Boulder Drive Gray, GA 31032 Jones County	0.9 miles	One-story 1-stories 2016 / n/a Senior	@50%, @60%	1BR / 1BA	3	4.2%	800	@50%	\$410	No	Yes	0	0.0%		
					1BR / 1BA	9	12.5%	800	@60%	\$556	No	Yes	0	0.0%		
					2BR / 2BA	12	16.7%	950	@50%	\$481	No	Yes	0	0.0%		
					2BR / 2BA	48	66.7%	950	@60%	\$643	No	Yes	0	0.0%		
						72									0	0.0%
6	Adrian On Riverside 5243 Riverside Drive Macon, GA 31210 Bibb County	10.9 miles	Garden 2-stories 2003 / 2009 Family	Market	1BR / 1BA	24	10.7%	850	Market	\$939	N/A	No	1	4.2%		
					1BR / 1BA	24	10.7%	970	Market	\$978	N/A	No	1	4.2%		
					2BR / 1BA	33	14.7%	1,178	Market	\$999	N/A	No	0	0.0%		
					2BR / 1BA	33	14.7%	1,296	Market	\$1,099	N/A	No	0	0.0%		
					2BR / 2BA	33	14.7%	1,238	Market	\$1,095	N/A	No	0	0.0%		
					2BR / 2BA	33	14.7%	1,336	Market	\$1,095	N/A	No	1	3.0%		
					2BR / 2BA	28	12.5%	1,386	Market	\$1,205	N/A	No	1	3.6%		
					3BR / 2BA	16	7.1%	1,438	Market	\$1,335	N/A	No	0	0.0%		
						224									4	1.8%
															0	0.0%
7	Ivy League Estates 2051 Ivey Drive Milledgeville, GA 31061 Baldwin County	17.8 miles	Garden 2-stories 2006 / 2017 Family	Market	2BR / 2BA	22	78.6%	950	Market	\$795	N/A	No	0	0.0%		
					3BR / 2BA	6	21.4%	1,350	Market	\$850	N/A	No	0	0.0%		
						28									0	0.0%
8	Legacy Park 153 E Clinton St Gray, GA 31032 Jones County	1.1 miles	Various 2-stories 1998 / n/a Family	Market	1BR / 1BA	N/A	N/A	550	Market	\$546	N/A	None	0	N/A		
					2BR / 1BA	N/A	N/A	900	Market	\$631	N/A	None	0	N/A		
					2BR / 1.5BA	N/A	N/A	900	Market	\$716	N/A	None	0	N/A		
					3BR / 2BA	N/A	N/A	1,100	Market	\$741	N/A	None	0	N/A		
	70									0	0.0%					
9	Lofts At Capricorn 520 Martin Luther King Jr Blvd Macon, GA 31201 Bibb County	12.8 miles	Midrise 4-stories 2018 / n/a Family	Market	1BR / 1BA	82	59.9%	808	Market	\$1,205	N/A	No	N/A	N/A		
					1BR / 1BA	3	2.2%	955	Market	\$1,310	N/A	No	N/A	N/A		
					2BR / 2BA	45	32.9%	968	Market	\$1,495	N/A	No	N/A	N/A		
					2BR / 2BA	1	0.7%	1,131	Market	\$1,495	N/A	No	N/A	N/A		
					2BR / 2BA	3	2.2%	1,168	Market	\$1,745	N/A	No	N/A	N/A		
					2BR / 2BA	3	2.2%	1,482	Market	\$1,810	N/A	No	N/A	N/A		
	137									6	4.4%					
10	Lofts At Navicent Health 781 Spring Street Macon, GA 31201 Bibb County	12.9 miles	Midrise 5-stories 2017 / n/a Family	Market	1BR / 1BA	41	68.3%	796	Market	\$1,330	N/A	Yes	3	7.3%		
					2BR / 2BA	9	15.0%	1,092	Market	\$1,685	N/A	Yes	0	0.0%		
					2BR / 2BA	5	8.3%	1,127	Market	\$1,900	N/A	Yes	0	0.0%		
					2BR / 2BA	5	8.3%	1,395	Market	\$2,275	N/A	Yes	0	0.0%		
						60									3	5.0%