

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:**

**SOUTHERN
LANDING**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: SOUTHERN LANDING

M.L.K Jr. Street
Colquitt, Miller County, Georgia 39837

Effective Date: May 4, 2020
Report Date: June 9, 2020

Prepared for:
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MACO Development Company, LLC
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Clarkton, MO 63837

Prepared by:
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June 9, 2020

Mr. Jason Maddox
MACO Development Company, LLC
111 North Main Street
Clarkton, MO 63837

Re: Application Market Study for Southern Landing, located in Colquitt, Miller County, Georgia

Dear Mr. Maddox:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Colquitt, Miller County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 44-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 44 revenue generating units, restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less. These consist of eight one, 20 two, and 16 three-bedroom units at the 50 and 60 percent AMI levels. 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.

MR. JASON MADDOX
MACO DEVELOPMENT COMPANY, LLC
JUNE 9, 2020

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, particularly affordable housing.
- 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 volatility. 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.

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,

MR. JASON MADDOX
MACO DEVELOPMENT COMPANY, LLC
JUNE 9, 2020

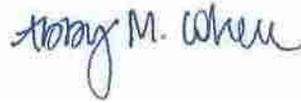
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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Southern Landing will be a newly constructed family property located at M.L.K Jr. Street in Colquitt, Miller County, Georgia, which will consist of two, three-story, garden-style residential buildings in addition to one single-story clubhouse.

The following table illustrates the proposed unit mix. It should be noted that 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 Miller County.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC National Non-Metro Maximum Allowable Gross Rent	2019 HUD Fair Market Rents	
@50%								
1BR / 1BA	704	2	\$405	\$95	\$500	\$568	\$576	
2BR / 2BA	1,005	5	\$470	\$121	\$591	\$681	\$660	
3BR / 2BA	1,110	4	\$565	\$148	\$713	\$787	\$827	
@60%								
1BR / 1BA	704	6	\$450	\$95	\$545	\$681	\$576	
2BR / 2BA	1,005	15	\$515	\$121	\$636	\$817	\$660	
3BR / 2BA	1,110	12	\$610	\$148	\$758	\$945	\$827	
		44						

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 AMI levels are below the maximum allowable rents. The Subject will offer similar to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to similar property amenities. The Subject will offer in-unit washers and dryers, a business center, and an exercise facility, which several of the comparables will lack. However, the Subject will lack a community room 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 LIHTC market.

2. Site Description/Evaluation

The Subject site is located on the west side of M.L.K. Jr. Street. The Subject site has good visibility and accessibility from M.L.K. Jr. Street. The Subject site is currently wooded land. Surrounding uses consist of multifamily, houses of worship, commercial, industrial, and single-family uses, as well as undeveloped land. The Subject site’s proximity to an industrial use located approximately 0.4 miles east of the Subject site could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection. 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 17 out of 100. Crime risk indices in the Subject’s area are considered low. The Subject site is considered a desirable building site for rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 0.8 mile of the Subject site.

3. Market Area Definition

The PMA is defined by Willie B Smith Lane, Highway 35, Mays Ford Road, Highway 114, Highway 45, Highway 216 and Highway 119 to the north, Highway 123, The Miller County Line, and Highway 253 to the east, Pinehill

Road, Colquitt Highway, Brinson Airbase Road, Dunham Street, and Highway 91 to the south, and Leroy Johnson Road, Highway 38, Pool Road, The Miller County Line, and Highway 39 to the west. This area includes the Cities of Colquitt and Eldorado and portions of Donalsonville. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 16.8 miles
East: 14.0 miles
South: 14.3 miles
West: 14.6 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 of 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 16.8 miles. The SMA is defined as Miller, Early, Baker, Seminole, and Decatur counties, which encompasses approximately 2,382 square miles.

4. Community Demographic Data

The population in the PMA and the SMA slightly decreased from 2010 to 2019. The rate of population and household growth is projected to decrease slightly through 2024. The current population of the PMA is 13,020 and is expected to be 12,881 in 2024. The current number of households in the PMA is 5,149 and is expected to be 5,089 in 2024. Renter households are concentrated in the lowest income cohorts, with 50.1 percent of renters in the PMA earning between \$10,000 and \$39,999 annually. The Subject will target households earning between \$17,143 and \$39,240 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been declining, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 2,893 housing units nationwide was in some stage of foreclosure as of March 2020. The state of Georgia is experiencing a foreclosure rate of one in every 2,210 homes. According to *RealtyTrac* statistics, there is no data on the foreclosure trends of Colquitt and Miller County. However, 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, and retail trade industries, which collectively comprise 39.1 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is 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. The local economy appears to have diverse and low paying jobs in the retail trade, healthcare/social assistance, and educational sectors which is expected to generate demand for affordable housing in the PMA. The overconcentration of retail trade employment 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.

Total employment growth in the SMA lagged that of the nation in all but two years between 2012 and 2019. However, as of February 2020, total employment in the SMA is increasing at an annualized rate of 3.2 percent, which is significantly higher than the growth across the overall nation. 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. Given that total employment in the SMA has increased in five of the past six years and local employment growth and unemployment rate are similar to the nation, it appears the SMA has stabilized, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

Historically, the SMA reported a higher unemployment rate relative to the nation. Unemployment in the SMA began increasing during 2008, and the SMA maintained a higher unemployment rate throughout the entire recession except for one year relative to the nation. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

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	\$17,143	\$24,250	2	49	0	49	4.1%	\$405
1BR at 60% AMI	\$18,686	\$29,100	6	61	0	61	9.8%	\$450
1BR Overall	\$17,143	\$29,100	8	68	0	68	11.8%	-
2BR at 50% AMI	\$20,263	\$27,250	5	78	0	78	6.4%	\$470
2BR at 60% AMI	\$21,806	\$32,700	15	98	0	98	15.3%	\$515
2BR Overall	\$20,263	\$32,700	20	109	0	109	18.4%	-
3BR at 50% AMI	\$24,446	\$32,700	4	33	0	33	12.2%	\$565
3BR at 60% AMI	\$25,989	\$39,240	12	41	0	41	29.0%	\$610
3BR Overall	\$24,446	\$39,240	16	46	0	46	34.7%	-
@50% Overall	\$17,143	\$32,700	11	159	0	159	6.9%	-
@60% Overall	\$18,686	\$39,240	33	200	0	200	16.5%	-
Overall	\$17,143	\$39,240	44	223	0	223	19.7%	-

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 structure. 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 nine "true" comparable properties containing 988 units.

The availability of LIHTC data is considered limited; there is one LIHTC property in the PMA, Friendship Crossing. However, management at this property refused to participate in our survey. Therefore, we included three LIHTC properties and two mixed-income properties located outside of the PMA in Blakely, Pelham, Bainbridge, and Camilla. These properties are located between 19.1 and 34.0 miles from the Subject and are reasonable proxies for the Subject as they are among the newest and most proximate LIHTC properties in the area. Blakely, Pelham, Bainbridge, and Camilla all offer similar locations to the Subject in terms of median household incomes and median rents.

The availability of market rate data is also limited. The Subject is located in Colquitt and there are a limited number of market rate properties in the area. We include four conventional properties in our analysis of the competitive market. All of the market rate properties are located outside the PMA, between 39.1 and 49.4 miles from the Subject site in Thomasville, Leesburg, Albany, and Dothan, Alabama. Dothan, Alabama offers a similar location to the Subject in terms of median household incomes and median rents. Albany offers a slightly superior location to the Subject in terms of median household incomes and median rents. Thomasville and Leesburg offer superior locations to the Subject in terms of median household incomes and median rents. These comparables were built or renovated between 2002 and 2018 and are good proxies for the Subject property as they are among the most recently constructed properties in the area that offer similar unit mixes to the Subject. It should be noted that a number of market rate properties located in Blakely, Camilla, Bainbridge, Albany, and Dothan, Alabama were excluded as comparable properties as we were unable to contact them in order to obtain market information. Additionally, many of these properties are not considered comparable to the Subject as they offer an inferior age/condition, dissimilar design, or dissimilar unit mix when compared to the Subject. Overall, we believe the market rate properties used in our analysis are the most comparable. 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.

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. 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 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50%	\$405	\$385	\$1,118	\$774	91%
2BR @ 50%	\$470	\$405	\$1,311	\$825	76%
3BR @ 50%	\$565	\$444	\$1,507	\$859	52%
1BR @ 60%	\$450	\$460	\$1,118	\$826	83%
2BR @ 60%	\$515	\$457	\$1,311	\$917	78%
3BR @ 60%	\$610	\$533	\$1,507	\$990	62%

As illustrated the Subject’s proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s proposed LIHTC rents are within the surveyed range of comparable LIHTC and market rents.

Magnolia Preserve is achieving the highest one, two, and three-bedroom unrestricted rents in the market. The Subject will be inferior to Magnolia Preserve as a market rate property. Magnolia Preserve was built in 2013 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Magnolia Preserve is located 39.1 miles from the Subject site in Dothan, Alabama and offers a similar location. Magnolia Preserve offers similar in-unit amenities compared to the Subject. This property offers superior property amenities in comparison to the Subject as it offers a community room and a swimming pool, which the Subject will not offer. Magnolia Preserve offers slightly superior unit sizes to the Subject. The lowest one, two, and three-bedroom rents at Magnolia Preserve are approximately 92, 126, and 143 percent higher than the Subject’s proposed rents at 60 percent of the AMI, respectively. 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 four of the comparable properties, which is illustrated following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Hand Trading Company*	LIHTC	Family	2020	54	10
Greystone at Oakland	Market	Family	2018/2020	288	22
Ashley Park Apartments	Market	Family	2013	84	21
Magnolia Preserve	Market	Family	2013	173	10

*Property is in the initial absorption phase

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed, 44-unit, new construction, family development. The surveyed properties reported absorption paces between ten and 22 units per month. Hand Trading Company, the only comparable LIHTC property to report absorption information, opened in January 2020 and is experiencing an absorption pace of approximately ten units per month during its lease-up phase to-date. Market properties in nearby Leesburg, Thomasville, and Dothan, Alabama experienced similar to slightly more rapid absorption paces, between 2013 and 2018. We have placed the most weight on the absorption pace at Hand Trading Company, and we believe the Subject would experience a similar absorption pace as Hand Trading Company of ten units per month. This indicates an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until July 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. Overall vacancy in the market is low at 4.0 percent, and LIHTC vacancy is moderate at 8.1 percent. However, this data is skewed as one comparable LIHTC property is experiencing an elevated vacancy. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Excluding Hand Trading Company, overall vacancy in the market is 2.8 percent, and LIHTC vacancy is 4.1 percent. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. The Subject will offer similar to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to similar property amenities.

The Subject will offer in-unit washers and dryers, a business center, and an exercise facility, which several of the comparables will lack. However, the Subject will lack a community room 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 LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Southern Landing					Total # Units:			44
Location:		M.L.K. Jr. Street Colquitt, GA 39837					# LIHTC Units:			44
PMA Boundary:		South: Pinehill Road, Colquitt Highway, Brinson Airbase Road, Dunham Street, and Highway 91; East: Highway 123, The Miller County Line, and Highway 253; West: Leroy Johnson Road, Highway 38, Pool Road, The Miller County Line, and Highway 39					Farthest Boundary Distance to Subject:			16.8 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	8	891	18	98.0%						
Market-Rate Housing	4	693	16	97.7%						
Assisted/Subsidized Housing not to include LIHTC	3	158	2	98.7%						
LIHTC	1	40	0	100.0%						
Stabilized Comps	8	891	18	98.0%						
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap						
*Only includes properties in PMA										
Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
2	1BR at 50% AMI	1	704	\$405	\$774	\$1.10	91%	\$1,118	\$1.59	
5	2BR at 50% AMI	2	1,005	\$470	\$825	\$0.82	76%	\$1,311	\$1.30	
4	3BR at 50% AMI	2	1,110	\$565	\$859	\$0.77	52%	\$1,507	\$1.36	
6	1BR at 60% AMI	1	704	\$450	\$826	\$1.17	83%	\$1,118	\$1.59	
15	2BR at 60% AMI	2	1,005	\$515	\$917	\$0.91	78%	\$1,311	\$1.30	
12	3BR at 60% AMI	2	1,110	\$610	\$990	\$0.89	62%	\$1,507	\$1.36	
Capture Rates (found on page 59)										
Targeted Population				@50%	@60%	Market-rate	Other:__	Other:__	Overall	
Capture Rate:				6.9%	16.5%	-	-	-	19.7%	

*Includes LIHTC and unrestricted (when applicable)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|---|
| 1. Project Address and Development Location: | The Subject site is located at M.L.K. Jr. Street in Colquitt, Miller County, Georgia 39837. The Subject site is currently vacant. |
| 2. Construction Type: | The Subject will consist of two, three-story, garden-style residential buildings in addition to one single-story clubhouse. The Subject will be new construction. |
| 3. Occupancy Type: | Families. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | See following property profile. |
| 9. Proposed Development Amenities: | See following property profile. |

SOUTHERN LANDING – COLQUITT, GEORGIA – MARKET STUDY

Southern Landing												
Location	M.L.K. Jr. Street Colquitt, GA 39837 Miller County											
Units	44											
Type	Garden (3 stories)											
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							
Section 8 Tenants	N/A											
Utilities												
A/C	not included – central				Other Electric				not included			
Cooking	not included – electric				Water				not included			
Water Heat	not included – electric				Sewer				not included			
Heat	not included – electric				Trash Collection				included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden (3 stories)	2	704	\$405	\$0	@50%	N/A	N/A	N/A	no	
1	1	Garden (3 stories)	6	704	\$450	\$0	@60%	N/A	N/A	N/A	no	
2	2	Garden (3 stories)	5	1,005	\$470	\$0	@50%	N/A	N/A	N/A	no	
2	2	Garden (3 stories)	15	1,005	\$515	\$0	@60%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	4	1,110	\$565	\$0	@50%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	12	1,110	\$610	\$0	@60%	N/A	N/A	N/A	no	
Amenities												
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Refrigerator Washer/Dryer				Security				Limited Access			
Property	Business Center/Computer Lab Exercise Facility Off-Street Parking On-Site Management Picnic Area Playground Wi-Fi				Premium				none			
Services	Computer Tutoring				Other				Activity Coordinator			

Comments

The property will consist of two, three-story, garden-style residential buildings and a single-story clubhouse targeting families. Construction is set to begin July 2021 and be completed July 2022. Utility allowances for the one, two, and three-bedroom units are \$95, \$121 and \$148, respectively. The subject property will also offer a community garden and health and wellness room.

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in July 2021 and be completed in July 2022.
- Conclusion:** The Subject will be an excellent-quality brick and fiber cement siding three-story, garden-style apartment complex, comparable to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

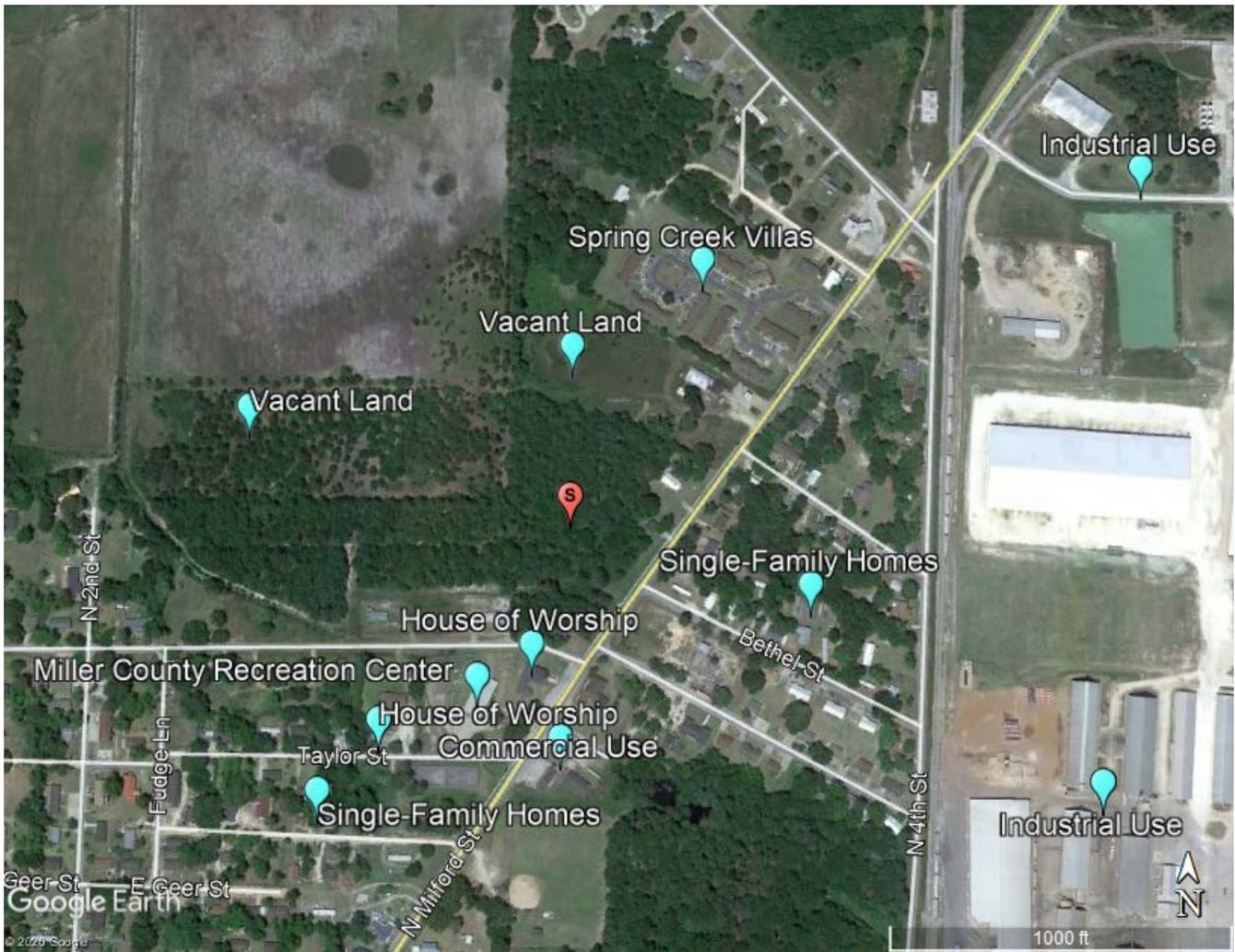
D.SITE EVALUATION

- 1. Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on May 4, 2020.
- 2. Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along M.L.K. Jr. Street.

Visibility/Views: The Subject will be located on the west side of M.L.K. Jr. Street. Visibility of the site will be good from M.L.K. Jr. Street. Views from the site will be good and initially will include vacant land, a house of worship, and single-family homes in average condition.

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



Source: Google Earth, April 2020.

The Subject site is located on the west side of M.L.K. Jr. Street. The Subject site is currently vacant wooded land. North of the Subject site is vacant land. East of the Subject site are single-family homes in average condition. South of the Subject site is a house of worship in

average condition. West of the Subject site is vacant wooded 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 17 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, most of which are within 0.8 mile 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. The Subject site’s proximity to an industrial use located approximately 0.4 miles east of the Subject site could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection.

3. Physical Proximity to Locational Amenities:

The Subject is located within 0.8 mile of all locational amenities.

4. Pictures of Site and Adjacent Uses:

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



View northeast along M.L.K. Jr. Street



View southwest along M.L.K. Jr. Street



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Hospital in the Subject's neighborhood



Commercial use in the Subject's neighborhood



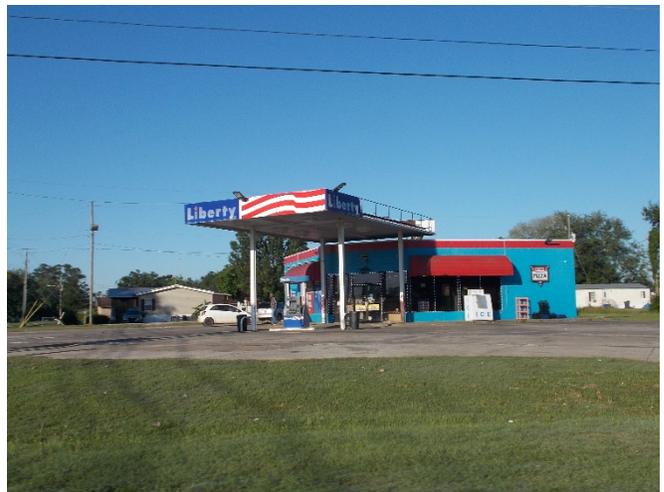
Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



House of worship in the Subject's neighborhood



House of worship in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



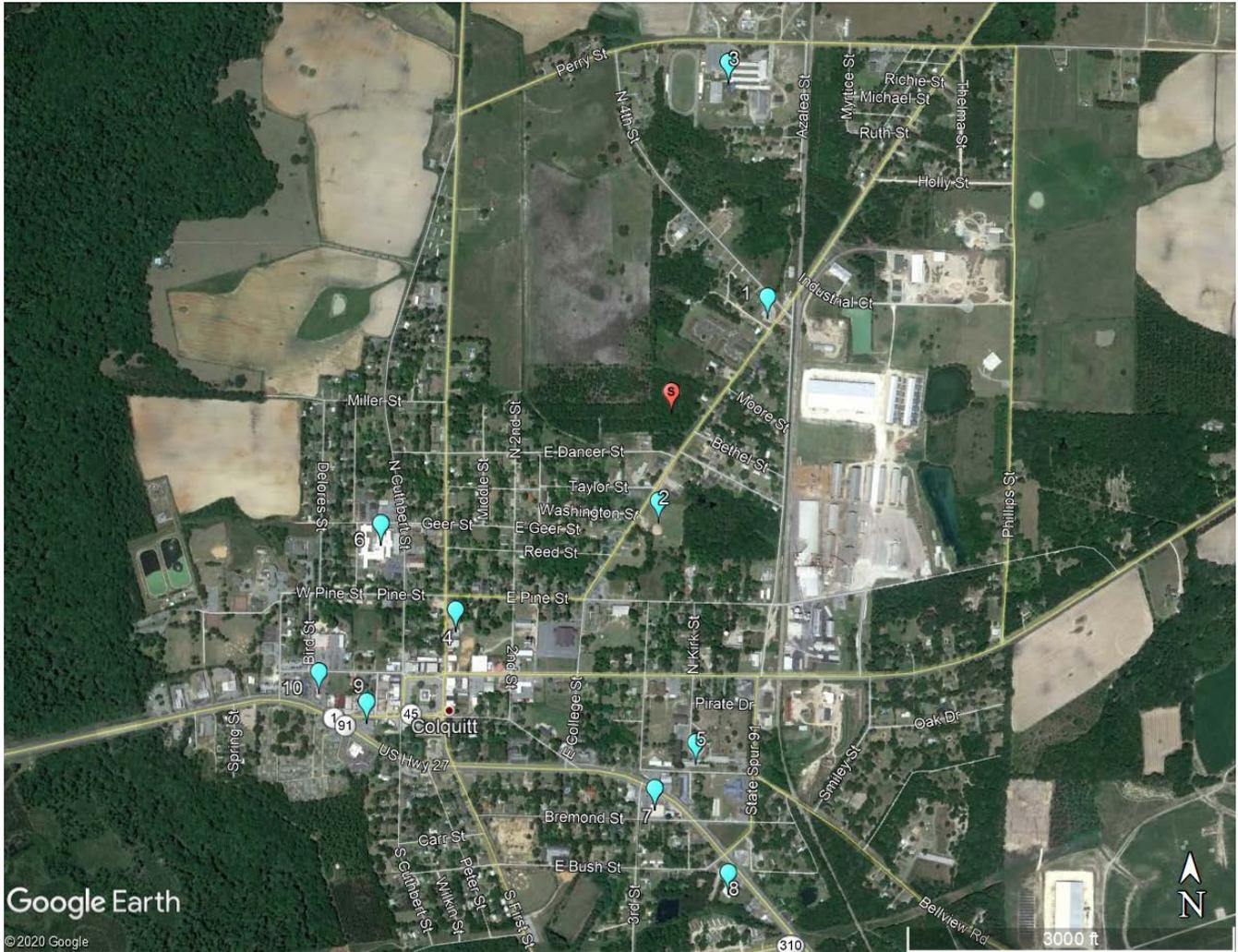
Single-family home in the Subject's neighborhood



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 (Crow)
1	Liberty Gas Station	0.2 mile
2	James E. Merritt Memorial Park	0.2 mile
3	Miller County High School	0.6 mile
4	Miller Food Mart	0.5 mile
5	Miller County Junior High School	0.6 mile
6	Miller County Hospital	0.6 mile
7	Colquitt Pic N Save	0.7 mile
8	Family Dollar	0.8 mile
9	Walgreen's	0.8 mile
10	Hardee's	0.8 mile

6. Description of Land Uses

The Subject site is located on the west side of M.L.K. Jr. Street. The Subject site is currently vacant wooded land. North of the Subject site is vacant land. Farther north is Spring Creek Villas, a rural development residential community in average condition that was excluded as a comparable property for the purposes of this report due to the subsidized nature of its rents. East of the Subject site are single-family homes in average condition. Farther east is an industrial use in average condition. The Subject site’s proximity to an industrial use located approximately 0.4 miles east of the Subject site could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection. South of the Subject site is a house of worship in average condition. Farther south are houses of worship in average condition, James E. Merrit Memorial Park, and a commercial use in average condition. West of the Subject site is vacant wooded land. Farther west is wooded land and 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 17 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, most of which are within 0.8 mile of the Subject site.

7. Crime:

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

2019 CRIME INDICES		
	PMA	SMA
Total Crime*	63	79
Personal Crime*	81	94
Murder	90	99
Rape	58	59
Robbery	38	52
Assault	105	119
Property Crime*	61	77
Burglary	80	102
Larceny	58	74
Motor Vehicle Theft	29	37

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

*Unweighted aggregations

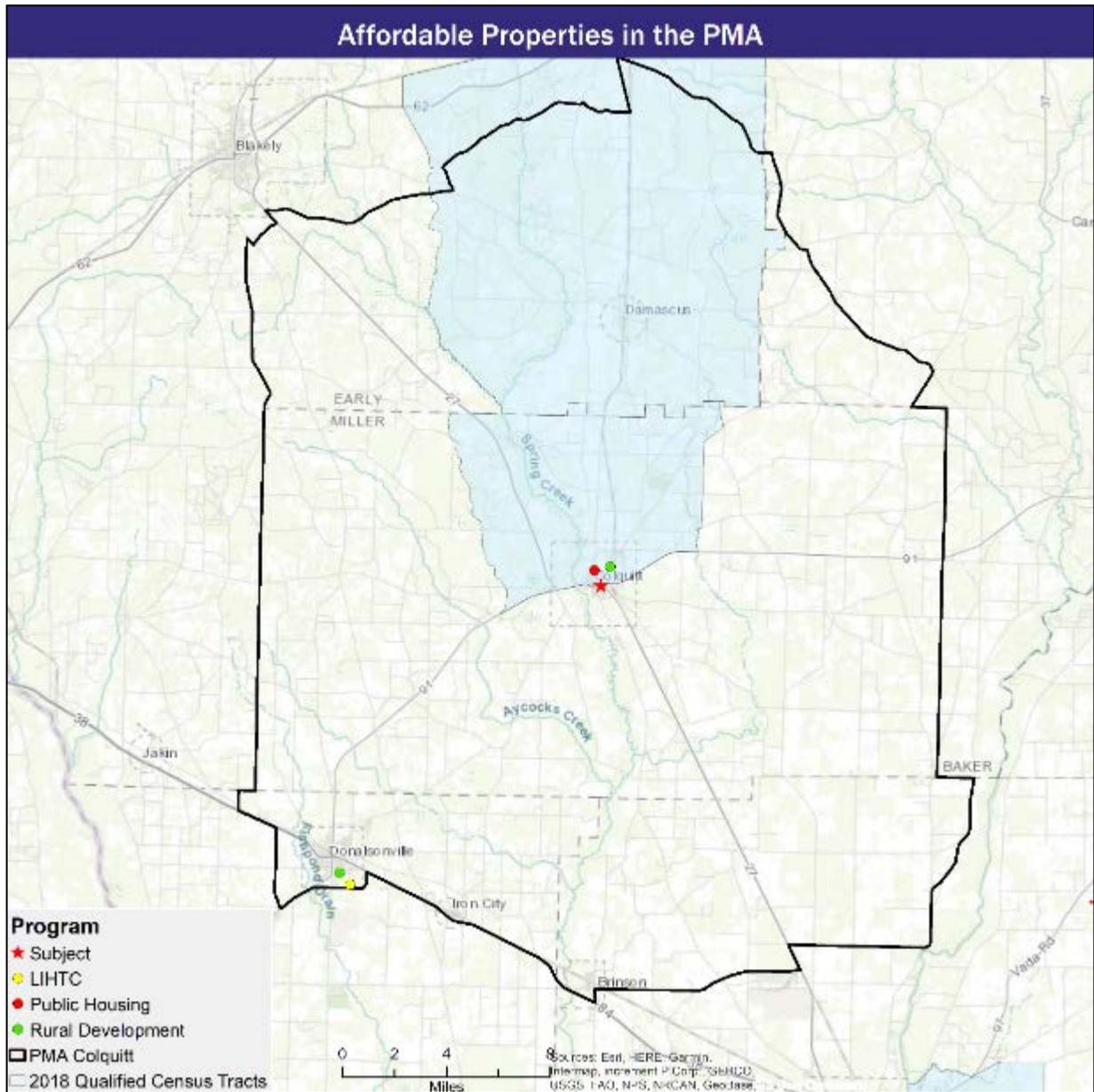
Total crime risk indices in the PMA are below the national average and the SMA. Both the PMA and SMA feature crime risk indices below the overall nation. The Subject will offer limited access as a security feature. Two of the comparable properties, Blakely Commons and Pine Ridge Estates, do not offer any form of security features. Additionally, both of these comparable properties are performing well

and maintain waiting lists. Given the lack of features in the market, we believe the Subject’s security features are market-oriented.

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
Southern Landing	LIHTC	Colquitt	Family	44	-	Star
Friendship Crossing	LIHTC	Donalsonville	Family	40	13.4 miles	Yellow
Colquitt Housing Authority	Public Housing	Colquitt	Family	89	0.4 miles	Red
Heritage Manor	Rural Development	Donalsonville	Family	32	13.4 miles	Green
Spring Creek Villas	Rural Development	Colquitt	Family	37	0.2 miles	Green



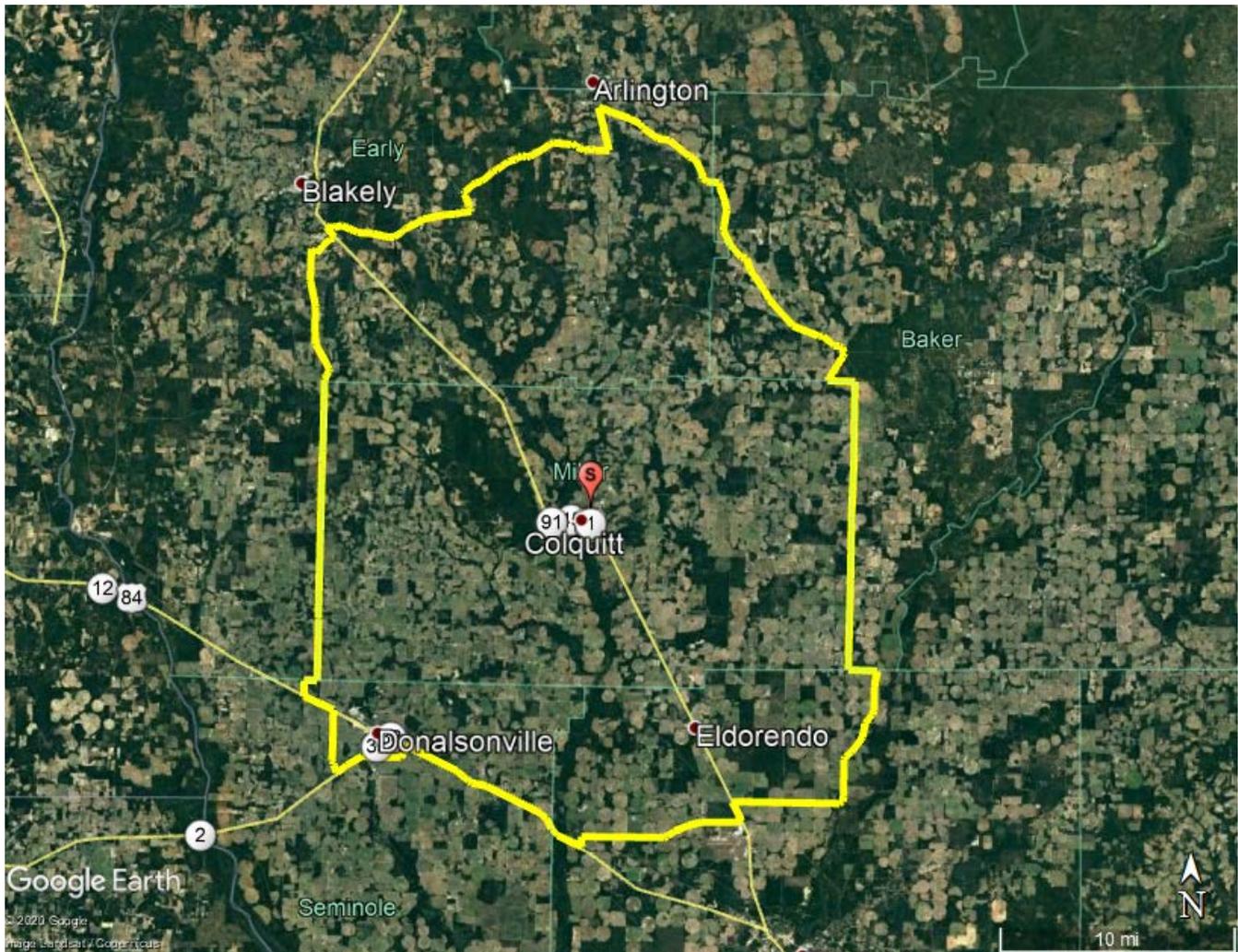
- 9. Road, Infrastructure or Proposed Improvements:** We did not witness any road, infrastructure or proposed improvements during our field work.
- 10. Access, Ingress-Egress and Visibility of Site:** The Subject site has good visibility and accessibility from M.L.K. Jr. Street, which is a two-lane lightly-trafficked road. M.L.K. Jr. Street provides access to Highway 27 approximately 0.7 mile south of the Subject. Highway 27 is a moderately-trafficked four-lane road that provides access to a number of employers in the area. Highway 27 provides access to Blakely, Georgia approximately 18.4 miles northwest of the Subject site, and Bainbridge, Georgia approximately 21 miles southeast of the Subject site. Overall, access and visibility are considered good.
- 11. Conclusion:** The Subject site is located on the west side of M.L.K. Jr. Street. The Subject site has good visibility and accessibility from M.L.K. Jr. Street. The Subject site is currently wooded land. Surrounding uses consist of multifamily, houses of worship, commercial, industrial, and single-family uses, as well as undeveloped land. The Subject site's proximity to an industrial use located approximately 0.4 miles east of the Subject site could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection. 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 17 out of 100. Crime risk indices in the Subject's area are considered low. The Subject site is considered a desirable building site for rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 0.8 mile of the Subject site.

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 SMA are areas of growth or contraction.

The PMA is defined by Willie B Smith Lane, Highway 35, Mays Ford Road, Highway 114, Highway 45, Highway 216 and Highway 119 to the north, Highway 123, The Miller County Line, and Highway 253 to the east, Pinehill Road, Colquitt Highway, Brinson Airbase Road, Dunham Street, and Highway 91 to the south, and Leroy Johnson Road, Highway 38, Pool Road, The Miller County Line, and Highway 39 to the west. This area includes

the Cities of Colquitt and Eldorado and portions of Donalsonville. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 16.8 miles
East: 14.0 miles
South: 14.3 miles
West: 14.6 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 of 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 16.8 miles. The SMA is defined as Miller, Early, Baker, Seminole, and Decatur counties, which encompasses approximately 2,382 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 SMA 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 SMA.

1. Population Trends

The following tables illustrate Total Population and Population by Age Group within the population in the SMA, the PMA and nationally from 2000 through 2024.

Total Population

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

Year	POPULATION					
	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	17,858	-	64,207	-	281,250,431	-
2010	13,166	-2.6%	57,156	-1.1%	308,745,538	1.0%
2019	13,020	-0.1%	56,201	-0.2%	332,417,793	0.8%
Projected Mkt Entry July						
2022	12,937	-0.2%	55,744	-0.3%	340,259,678	0.8%
2024	12,881	-0.2%	55,440	-0.3%	345,487,602	0.8%

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

Between 2000 and 2010 the population in the PMA experienced a 2.6 percent annual decline in the PMA and 1.1 percent annual decline in the SMA, which lagged the nation overall. Between 2010 and 2019, there was approximately 0.1 percent annual decline in population in the PMA, which was similar to the SMA and lagged the national population growth rate over the same time period. Total population in the PMA is projected to decrease at a rate of 0.2 percent annually from 2019 through projected market entry and 2024, which is a growth rate similar to that of the SMA and below that of the nation as a whole. Despite the projected decline in population, there is ample demand for the Subject's proposed units as demonstrated through the low to moderate capture rates in the demand analysis.

Total Population by Age Group

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

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2019	Projected Mkt Entry July 2022	2024
0-4	1,275	876	786	770	759
5-9	1,375	868	824	787	763
10-14	1,487	939	832	836	838
15-19	1,361	932	739	766	784
20-24	993	710	707	651	614
25-29	1,145	715	806	724	669
30-34	1,181	701	778	752	735
35-39	1,324	728	750	752	754
40-44	1,338	865	712	738	756
45-49	1,220	943	790	748	720
50-54	1,056	937	823	788	764
55-59	924	872	904	869	846
60-64	792	806	932	936	938
65-69	693	681	847	887	913
70-74	581	533	691	724	746
75-79	472	443	503	578	628
80-84	346	297	274	307	329
85+	294	320	323	325	327
Total	17,857	13,166	13,021	12,938	12,883

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

POPULATION BY AGE GROUP

Age Cohort	SMA				
	2000	2010	2019	Projected Mkt Entry July 2022	2024
0-4	4,804	3,728	3,315	3,236	3,184
5-9	4,917	3,905	3,530	3,392	3,300
10-14	5,216	4,093	3,571	3,549	3,535
15-19	4,757	4,133	3,287	3,355	3,401
20-24	3,816	3,280	3,228	3,016	2,875
25-29	4,171	3,201	3,634	3,237	2,973
30-34	4,325	3,220	3,389	3,360	3,340
35-39	4,865	3,375	3,286	3,291	3,294
40-44	4,773	3,653	3,214	3,246	3,268
45-49	4,371	4,167	3,473	3,343	3,257
50-54	3,795	4,153	3,561	3,470	3,410
55-59	3,218	3,852	4,029	3,755	3,573
60-64	2,695	3,416	3,960	4,013	4,049
65-69	2,407	2,829	3,626	3,759	3,848
70-74	2,132	2,169	2,868	3,073	3,210
75-79	1,642	1,704	1,934	2,206	2,387
80-84	1,217	1,209	1,134	1,268	1,357
85+	1,074	1,069	1,156	1,167	1,174
Total	64,195	57,156	56,195	55,739	55,435

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

The largest age cohorts in the PMA are between 55 and 59 and 60 and 69, which indicates the presence of seniors. However, there is also a significant number of people in the 5 and 9 and 10 and 14 age cohort, which indicates the presence of families.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, within the population in the SMA, 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, SMA and nation from 2000 through 2024.

HOUSEHOLDS

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	6,589	-	23,873	-	105,409,439	-
2010	5,214	-2.1%	21,861	-0.8%	116,716,296	1.1%
2019	5,149	-0.1%	21,684	-0.1%	125,168,557	0.8%
Projected Mkt Entry July						
2022	5,113	-0.2%	21,530	-0.2%	127,821,161	0.7%
2024	5,089	-0.2%	21,428	-0.2%	129,589,563	0.7%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.65	-	2.64	-	2.59	-
2010	2.45	-0.8%	2.53	-0.4%	2.58	-0.1%
2019	2.48	0.1%	2.53	0.0%	2.59	0.1%
Projected Mkt Entry July						
2022	2.49	0.0%	2.53	0.0%	2.60	0.1%
2024	2.49	0.0%	2.52	0.0%	2.60	0.1%

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

Household growth in the PMA lagged the SMA and nation between 2000 and 2010. Between 2010 and 2019, the PMA experienced household growth at a rate similar to that of the SMA and below the nation. Over the next five years, the household growth in the PMA and the SMA is expected to decrease at a similar rate, and lag the national household growth of the nation. The average household size in the PMA is slightly smaller than the national average at 2.48 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	5,067	76.9%	1,522	23.1%
2019	3,430	66.6%	1,719	33.4%
Projected Mkt Entry July				
2022	3,411	66.7%	1,702	33.3%
2024	3,398	66.8%	1,691	33.2%

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

As the table illustrates, 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 similar percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry July 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	419	24.4%	402	23.6%	390	23.1%
\$10,000-19,999	396	23.0%	377	22.1%	364	21.5%
\$20,000-29,999	231	13.4%	226	13.3%	222	13.1%
\$30,000-39,999	236	13.7%	236	13.9%	236	14.0%
\$40,000-49,999	113	6.6%	117	6.9%	120	7.1%
\$50,000-59,999	52	3.0%	53	3.1%	54	3.2%
\$60,000-74,999	27	1.6%	32	1.9%	35	2.1%
\$75,000-99,999	66	3.8%	68	4.0%	69	4.1%
\$100,000-124,999	73	4.2%	75	4.4%	76	4.5%
\$125,000-149,999	44	2.6%	54	3.2%	61	3.6%
\$150,000-199,999	32	1.9%	32	1.9%	32	1.9%
\$200,000+	30	1.7%	31	1.8%	32	1.9%
Total	1,719	100.0%	1,702	100.0%	1,691	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - SMA

Income Cohort	2019		Projected Mkt Entry July 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,171	28.4%	2,104	28.0%	2,060	27.8%
\$10,000-19,999	1,741	22.7%	1,679	22.4%	1,638	22.1%
\$20,000-29,999	1,030	13.5%	993	13.2%	968	13.1%
\$30,000-39,999	651	8.5%	653	8.7%	655	8.8%
\$40,000-49,999	476	6.2%	468	6.2%	463	6.3%
\$50,000-59,999	403	5.3%	392	5.2%	384	5.2%
\$60,000-74,999	203	2.7%	205	2.7%	207	2.8%
\$75,000-99,999	318	4.2%	316	4.2%	315	4.3%
\$100,000-124,999	223	2.9%	232	3.1%	238	3.2%
\$125,000-149,999	162	2.1%	169	2.3%	174	2.4%
\$150,000-199,999	130	1.7%	138	1.8%	144	1.9%
\$200,000+	145	1.9%	152	2.0%	156	2.1%
Total	7,653	100.0%	7,502	100.0%	7,402	100.0%

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

The Subject will target tenants earning between \$17,143 and \$39,240 for its LIHTC units. As the table above depicts, approximately 50.1 percent of renter households in the PMA are earning incomes between \$10,000 and \$39,999, which is slightly higher than the 44.7 percent of renter households in the SMA in 2019. For the projected market entry date of July 2022, these percentages are projected to decline slightly to 49.3 percent and 44.3 percent for the PMA and SMA, 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

Household Size	2019		Projected Mkt Entry July 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	553	32.2%	555	32.6%	557	32.9%
2 Persons	454	26.4%	438	25.7%	427	25.3%
3 Persons	319	18.6%	315	18.5%	313	18.5%
4 Persons	187	10.9%	188	11.0%	188	11.1%
5+ Persons	206	12.0%	206	12.1%	206	12.2%
Total Households	1,719	100%	1,702	100%	1,691	100%

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

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

Conclusion

The population in the PMA and the SMA slightly decreased from 2010 to 2019. The rate of population and household growth is projected to decrease slightly through 2024. The current population of the PMA is 13,020 and is expected to be 12,881 in 2024. The current number of households in the PMA is 5,149 and is expected to be 5,089 in 2024. Renter households are concentrated in the lowest income cohorts, with 50.1 percent of renters in the PMA earning between \$10,000 and \$39,999 annually. The Subject will target households earning between \$17,143 and \$39,240 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been declining, the concentration of 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 Miller County are economically reliant on the healthcare/social assistance, educational services, and retail trade industries. Six of the ten major employers in Miller County are in either the retail trade or healthcare industries. This is significant to note as the retail trade industry is historically volatile, and prone to contraction during recessionary periods. However, the PMA and Miller County also have a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Employment levels in the PMA and Miller County decreased during the national recession, but have since rebounded and are increasing.

1. Covered Employment

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

COVERED EMPLOYMENT		
Miller County, Georgia		
Year	Total Employment	% Change
2008	3,422	-
2009	3,301	-3.7%
2010	2,512	-31.4%
2011	2,486	-1.0%
2012	2,479	-0.3%
2013	2,462	-0.7%
2014	2,498	1.5%
2015	2,519	0.8%
2016	2,605	3.3%
2017	2,697	3.4%
2018	2,709	0.5%
2019 YTD Average	2,674	-0.9%
Dec-18	2,671	-
Dec-19	2,647	-0.9%

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

YTD as of Mar 2019

As illustrated in the table above, Miller County experienced a weakening economy during the national recession. The county felt the effects of the downturn until 2013 with its first employment increase of 1.5 percent since the recession. Employment growth rebounded and Miller County exhibited employment growth from 2014 through 2018. Total employment in Miller County decreased 0.9 percent from December 2018 to December 2019. Despite employment reaching a post-recessionary record in 2018, employment contracted again in 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 Miller County as of April 2018.

TOTAL JOBS BY INDUSTRY		
Miller County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	855	-
Goods-producing	120	-
Natural resources and mining	48	5.6%
Construction	41	4.8%
Manufacturing	31	3.6%
Service-providing	735	-
Trade, transportation, and utilities	343	40.1%
Information	0	0.0%
Financial activities	105	12.3%
Professional and business services	57	6.7%
Education and health services	93	10.9%
Leisure and hospitality	102	11.9%
Other services	26	3.0%
Unclassified	0	0.0%

Source: Bureau of Labor Statistics, April 2020

Trade, transportation, and utilities is the largest industry in Miller County, followed by financial activities and leisure and hospitality. Leisure and hospitality, as well as financial activities, are particularly vulnerable in economic downturns and are historically volatile industries. 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	773	15.7%	22,612,482	14.1%
Educational Services	626	12.7%	14,565,802	9.1%
Retail Trade	526	10.7%	17,127,172	10.7%
Manufacturing	493	10.0%	16,057,876	10.0%
Public Administration	354	7.2%	7,828,907	4.9%
Accommodation/Food Services	347	7.1%	11,738,765	7.3%
Agric/Forestry/Fishing/Hunting	326	6.6%	1,915,709	1.2%
Construction	264	5.4%	11,245,975	7.0%
Other Services	260	5.3%	8,141,078	5.1%
Transportation/Warehousing	217	4.4%	7,876,848	4.9%
Admin/Support/Waste Mgmt Svcs	166	3.4%	6,106,184	3.8%
Prof/Scientific/Tech Services	145	3.0%	11,744,228	7.3%
Wholesale Trade	135	2.7%	4,183,931	2.6%
Finance/Insurance	133	2.7%	7,377,311	4.6%
Utilities	65	1.3%	1,276,400	0.8%
Mining	24	0.5%	819,151	0.5%
Arts/Entertainment/Recreation	20	0.4%	3,332,132	2.1%
Real Estate/Rental/Leasing	20	0.4%	3,204,043	2.0%
Information	19	0.4%	3,157,650	2.0%
Mgmt of Companies/Enterprises	0	0.0%	237,307	0.1%
Total Employment	4,913	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, and retail trade industries, which collectively comprise 39.1 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is 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, agriculture/forestry/fishing/hunting, educational services, and public administration industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, finance/insurance, and arts/entertainment/recreation industries. The overconcentration of retail trade employment 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 table below shows the largest employers in Miller County, Georgia.

**MAJOR EMPLOYERS
MILLER COUNTY, GA**

#	Employer Name	Industry	# Of Employees
1	Miller County Hospital	Healthcare/Social Assistance	250-499
2	Miller County High School	Educational Services	100-249
3	Miller Nursing Home	Healthcare/Social Assistance	50-99
4	Miller Elementary School	Educational Services	50-99
5	IGA Wilkin's Joe Foodliner	Retail Trade	20-49
6	Franklin's Spring Creek Ford	Retail Trade	20-49
7	People's South Bancshares Inc.	Finance/Insurance	20-49
8	Hardee's	Retail Trade	20-49
9	Miller County Ambulance	Healthcare/Social Assistance	20-49
10	Miller County Sheriff's Department	Public Administration	20-49

Source: Georgia Department of Labor, retrieved April 2020.

Major employers in Miller County include companies in the public administration, education, healthcare and retail trade industries. While healthcare and education are historically stable industries, retail trade is historically unstable, especially during times of recession. Miller County Hospital is the largest employer in Miller County as they have approximately between 250 and 499 employees in the area.

Expansions/Contractions

We reviewed publications by the Georgia Department of Labor listing WARN (Worker Adjustment and Retraining Notification Act) notices since 2017. There were no WARN notices filed from 2017 to 2020 year-to-date.

We attempted to speak with the Colquitt-Miller County Chamber of Commerce; however, as of the date of this report our calls have not been returned. We conducted internet research regarding investment and business expansion in the region.

- According to WTXL Tallahassee, the Miller County Hospital announced in 2018 that a new 27,000 square foot expansion to the nursing home would give space for 50 additional beds and 100 new jobs. The last phase of construction was completed in the summer of 2019.

As illustrated, there have been additions in the healthcare industry between 2018 and 2020, creating 100 new jobs in the area.

As discussed, there have been no recent WARN notices filed in Miller 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 SMA from 2004 to February 2020.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	SMA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2004	24,797	-	-3.9%	139,252,000	-	-11.6%
2005	25,609	3.3%	-0.7%	141,730,000	1.8%	-10.0%
2006	25,796	0.7%	0.0%	144,427,000	1.9%	-8.3%
2007	24,868	-3.6%	-3.6%	146,047,000	1.1%	-7.3%
2008	25,145	1.1%	-2.5%	145,363,000	-0.5%	-7.7%
2009	23,729	-5.6%	-8.0%	139,878,000	-3.8%	-11.2%
2010	21,403	-9.8%	-17.0%	139,064,000	-0.6%	-11.7%
2011	20,939	-2.2%	-18.8%	139,869,000	0.6%	-11.2%
2012	21,460	2.5%	-16.8%	142,469,000	1.9%	-9.6%
2013	20,740	-3.4%	-19.6%	143,929,000	1.0%	-8.6%
2014	20,692	-0.2%	-19.8%	146,305,000	1.7%	-7.1%
2015	20,990	1.4%	-18.6%	148,833,000	1.7%	-5.5%
2016	21,319	1.6%	-17.4%	151,436,000	1.7%	-3.9%
2017	22,006	3.2%	-14.7%	153,337,000	1.3%	-2.7%
2018	21,820	-0.8%	-15.4%	155,761,000	1.6%	-1.1%
2019	21,971	0.7%	-14.8%	157,538,000	1.1%	0.0%
2020 YTD Average*	22,730	3.5%	-	156,726,000	-0.5%	-
Feb-2019	22,051	-	-	156,167,000	-	-
Feb-2020	22,747	3.2%	-	158,017,000	1.2%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	SMA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2004	5.7%	-	1.8%	5.5%	-	1.9%
2005	5.6%	-0.1%	1.7%	5.1%	-0.5%	1.4%
2006	5.2%	-0.4%	1.3%	4.6%	-0.5%	1.0%
2007	5.6%	0.4%	1.7%	4.6%	0.0%	1.0%
2008	6.9%	1.4%	3.1%	5.8%	1.2%	2.1%
2009	11.2%	4.2%	7.3%	9.3%	3.5%	5.6%
2010	12.1%	0.9%	8.2%	9.6%	0.3%	6.0%
2011	11.6%	-0.4%	7.7%	9.0%	-0.7%	5.3%
2012	10.1%	-1.6%	6.2%	8.1%	-0.9%	4.4%
2013	9.3%	-0.7%	5.4%	7.4%	-0.7%	3.7%
2014	8.3%	-1.0%	4.4%	6.2%	-1.2%	2.5%
2015	6.9%	-1.4%	3.0%	5.3%	-0.9%	1.6%
2016	6.8%	-0.1%	2.9%	4.9%	-0.4%	1.2%
2017	5.5%	-1.3%	1.6%	4.4%	-0.5%	0.7%
2018	4.6%	-0.9%	0.7%	3.9%	-0.4%	0.2%
2019	3.9%	-0.7%	0.0%	3.7%	-0.2%	0.0%
2020 YTD Average*	3.9%	0.0%	-	4.1%	0.4%	-
Feb-2019	4.2%	-	-	4.1%	-	-
Feb-2020	3.9%	-0.3%	-	3.8%	-0.3%	-

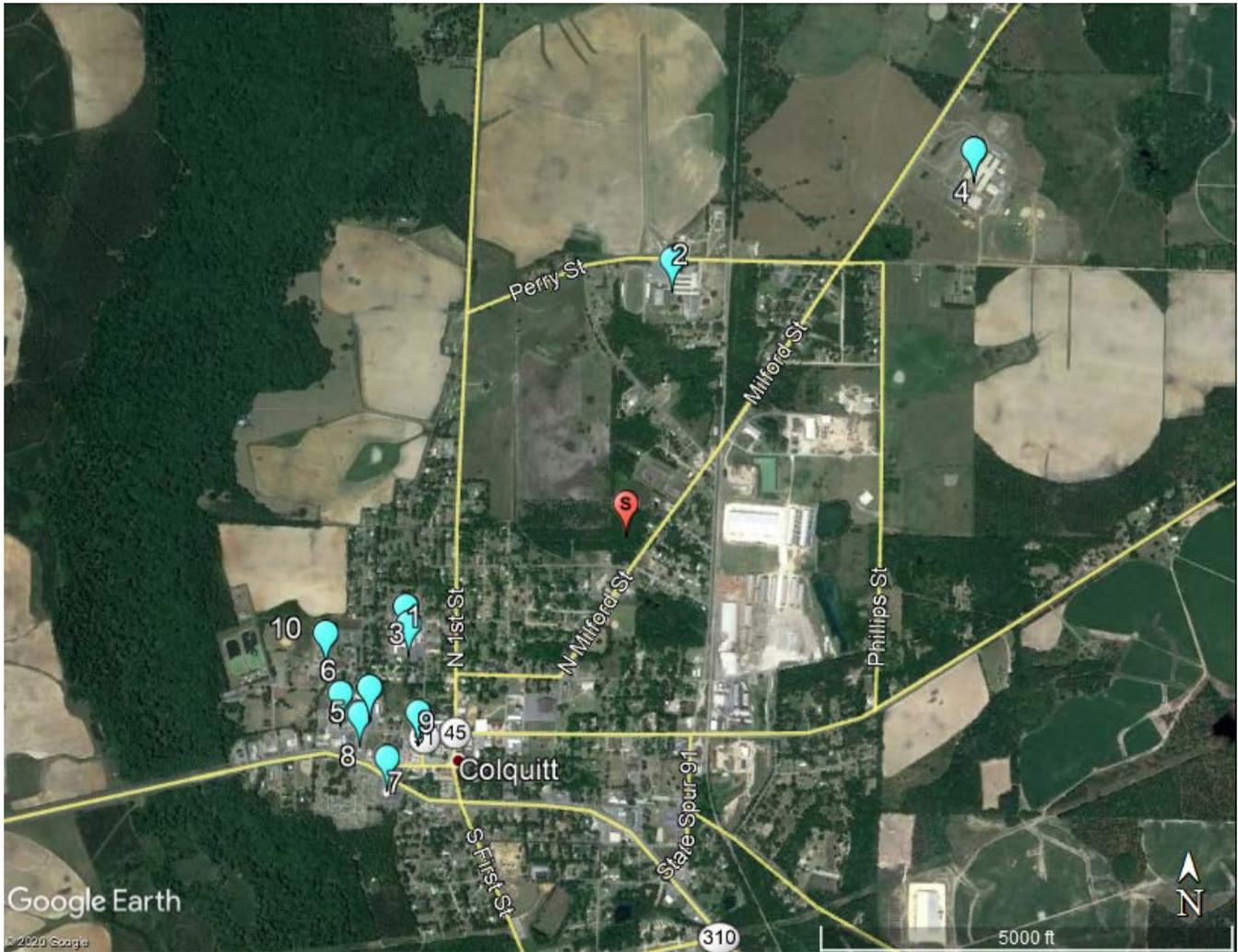
Source: U.S. Bureau of Labor Statistics, April 2020

Prior to the national recession, average employment growth in the SMA generally lagged the nation. Between 2004 and 2008, total employment in the SMA exhibited positive growth in all but one year, with a pre-recession peak occurring in 2006. While the nation experienced its most significant recession-related employment losses in 2009, at the height of the recession, the SMA was also significantly impacted at this time. Overall, the SMA experienced total employment losses of 17.6 percent compared to 4.9 percent nationally. The SMA has yet to surpass its pre-recession employment highs. Furthermore, total employment growth in the SMA lagged that of the nation in all but two years between 2012 and 2019. However, employment growth has been positive in five of the past six years. As of February 2020, total employment in the SMA is increasing at an annualized rate of 3.2 percent, which is significantly higher than the growth across the overall nation. It should be noted that due to the smaller total employment pool in the SMA, employment variations may appear more significant on a percentage basis. 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.

Historically, the SMA reported a higher unemployment rate relative to the nation. Unemployment in the SMA began increasing during 2007, at the onset of the national recession. The SMA maintained a higher unemployment rate throughout the entire recession relative to the nation. The most recent data show unemployment in the SMA at a slightly higher level than the nation. Given that total employment in the SMA has increased in five of the past six years and local employment growth and unemployment rate are similar to the nation, it appears the SMA has stabilized, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, April 2020.

MAJOR EMPLOYERS MILLER COUNTY, GA

#	Employer Name	Industry	# Of Employees
1	Miller County Hospital	Healthcare/Social Assistance	250-499
2	Miller County High School	Educational Services	100-249
3	Miller Nursing Home	Healthcare/Social Assistance	50-99
4	Miller Elementary School	Educational Services	50-99
5	IGA Wilkin's Joe Foodliner	Retail Trade	20-49
6	Franklin's Spring Creek Ford	Retail Trade	20-49
7	People's South Bancshares Inc.	Finance/Insurance	20-49
8	Hardee's	Retail Trade	20-49
9	Miller County Ambulance	Healthcare/Social Assistance	20-49
10	Miller County Sheriff's Department	Public Administration	20-49

Source: Georgia Department of Labor, retrieved April 2020.

6. Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and retail trade industries, which collectively comprise 39.1 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is 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. The local economy appears to have diverse and low paying jobs in the retail trade, healthcare/social assistance, and educational sectors which is expected to generate demand for affordable housing in the PMA. The overconcentration of retail trade employment 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.

Total employment growth in the SMA lagged that of the nation in all but two years between 2012 and 2019. However, as of February 2020, total employment in the SMA is increasing at an annualized rate of 3.2 percent, which is significantly higher than the growth across the overall nation. 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. Given that total employment in the SMA has increased in five of the past six years and local employment growth and unemployment rate are similar to the nation, it appears the SMA has stabilized, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

Historically, the SMA reported a higher unemployment rate relative to the nation. Unemployment in the SMA began increasing during 2008, and the SMA maintained a higher unemployment rate throughout the entire recession except for one year relative to the nation. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

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.

FAMILY INCOME LIMITS				
Unit Type	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable
	Income	Income	Income	Income
	@50%		@60%	
1BR	\$17,143	\$24,250	\$18,686	\$29,100
2BR	\$20,263	\$27,250	\$21,806	\$32,700
3BR	\$24,446	\$32,700	\$25,989	\$39,240

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. We were unable to identify any competitive units in the PMA which have been allocated, placed in service, or stabilizing between 2017 and present.

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

Income Cohort	2019		Projected Mkt Entry July 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	419	24.4%	402	23.6%	390	23.1%
\$10,000-19,999	396	23.0%	377	22.1%	364	21.5%
\$20,000-29,999	231	13.4%	226	13.3%	222	13.1%
\$30,000-39,999	236	13.7%	236	13.9%	236	14.0%
\$40,000-49,999	113	6.6%	117	6.9%	120	7.1%
\$50,000-59,999	52	3.0%	53	3.1%	54	3.2%
\$60,000-74,999	27	1.6%	32	1.9%	35	2.1%
\$75,000-99,999	66	3.8%	68	4.0%	69	4.1%
\$100,000-124,999	73	4.2%	75	4.4%	76	4.5%
\$125,000-149,999	44	2.6%	54	3.2%	61	3.6%
\$150,000-199,999	32	1.9%	32	1.9%	32	1.9%
\$200,000+	30	1.7%	31	1.8%	32	1.9%
Total	1,719	100.0%	1,702	100.0%	1,691	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		\$17,143		Maximum Income Limit		\$32,700	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry July 2022				Households within Bracket		
\$0-9,999	-17	103.6%	\$0	0.0%	0		
\$10,000-19,999	-19	114.3%	\$2,856	28.6%	-5		
\$20,000-29,999	-5	32.1%	\$9,999	100.0%	-5		
\$30,000-39,999	0	0.0%	\$2,700	27.0%	0		
\$40,000-49,999	4	-25.0%	\$0	0.0%	0		
\$50,000-59,999	1	-7.1%	\$0	0.0%	0		
\$60,000-74,999	5	-28.6%	\$0	0.0%	0		
\$75,000-99,999	2	-10.7%	\$0	0.0%	0		
\$100,000-124,999	2	-10.7%	\$0	0.0%	0		
\$125,000-149,999	10	-60.7%	\$0	0.0%	0		
\$150,000-199,999	0	0.0%	\$0	0.0%	0		
\$200,000+	1	-7.1%	\$0	0.0%	0		
Total	-17	100.0%		64.8%	-11		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$17,143		Maximum Income Limit		\$32,700	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	419			24.4%	\$0	0.0%
\$10,000-19,999	396	23.0%	\$2,856	28.6%	113		
\$20,000-29,999	231	13.4%	\$9,999	100.0%	231		
\$30,000-39,999	236	13.7%	\$2,700	27.0%	64		
\$40,000-49,999	113	6.6%	\$0	0.0%	0		
\$50,000-59,999	52	3.0%	\$0	0.0%	0		
\$60,000-74,999	27	1.6%	\$0	0.0%	0		
\$75,000-99,999	66	3.8%	\$0	0.0%	0		
\$100,000-124,999	73	4.2%	\$0	0.0%	0		
\$125,000-149,999	44	2.6%	\$0	0.0%	0		
\$150,000-199,999	32	1.9%	\$0	0.0%	0		
\$200,000+	30	1.7%	\$0	0.0%	0		
Total	1,719	100.0%		23.7%	408		

ASSUMPTIONS - @50%

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Rural		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	70%	30%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	50%	20%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to July 2022

Income Target Population	@50%
New Renter Households PMA	-17
Percent Income Qualified	64.8%
New Renter Income Qualified Households	-11

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	1,719
Income Qualified	23.7%
Income Qualified Renter Households	408
Percent Rent Overburdened Prj Mrkt Entry July 2022	44.7%
Rent Overburdened Households	182

Demand from Living in Substandard Housing

Income Qualified Renter Households	408
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	2

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	184
Total New Demand	-11
Total Demand (New Plus Existing Households)	173

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

By Bedroom Demand

One Person	32.6%	57
Two Persons	25.7%	45
Three Persons	18.5%	32
Four Persons	11.0%	19
Five Persons	12.1%	21
Total	100.0%	173

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%	40
Of two-person households in 1BR units	20%	9
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%	17
Of two-person households in 2BR units	80%	36
Of three-person households in 2BR units	60%	19
Of four-person households in 2BR units	30%	6
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	13
Of four-person households in 3BR units	50%	10
Of five-person households in 3BR units	50%	10
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	20%	4
Of five-person households in 4BR units	50%	10
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		173

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	49	-	0	=	49
2 BR	78	-	0	=	78
3 BR	33	-	0	=	33
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	159		0		159

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	2	/	49	=	4.1%
2 BR	5	/	78	=	6.4%
3 BR	4	/	33	=	12.2%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	11		159		6.9%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$18,686		Maximum Income Limit		\$39,240	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry July 2022				Households within Bracket		
\$0-9,999	-17	103.6%	\$0	0.0%	0		
\$10,000-19,999	-19	114.3%	\$1,313	13.1%	-3		
\$20,000-29,999	-5	32.1%	\$9,999	100.0%	-5		
\$30,000-39,999	0	0.0%	\$9,240	92.4%	0		
\$40,000-49,999	4	-25.0%	\$0	0.0%	0		
\$50,000-59,999	1	-7.1%	\$0	0.0%	0		
\$60,000-74,999	5	-28.6%	\$0	0.0%	0		
\$75,000-99,999	2	-10.7%	\$0	0.0%	0		
\$100,000-124,999	2	-10.7%	\$0	0.0%	0		
\$125,000-149,999	10	-60.7%	\$0	0.0%	0		
\$150,000-199,999	0	0.0%	\$0	0.0%	0		
\$200,000+	1	-7.1%	\$0	0.0%	0		
Total	-17	100.0%		47.2%	-8		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$18,686		Maximum Income Limit		\$39,240	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	419			24.4%	\$0	0.0%
\$10,000-19,999	396	23.0%	\$1,313	13.1%	52		
\$20,000-29,999	231	13.4%	\$9,999	100.0%	231		
\$30,000-39,999	236	13.7%	\$9,240	92.4%	218		
\$40,000-49,999	113	6.6%	\$0	0.0%	0		
\$50,000-59,999	52	3.0%	\$0	0.0%	0		
\$60,000-74,999	27	1.6%	\$0	0.0%	0		
\$75,000-99,999	66	3.8%	\$0	0.0%	0		
\$100,000-124,999	73	4.2%	\$0	0.0%	0		
\$125,000-149,999	44	2.6%	\$0	0.0%	0		
\$150,000-199,999	32	1.9%	\$0	0.0%	0		
\$200,000+	30	1.7%	\$0	0.0%	0		
Total	1,719	100.0%		29.2%	501		

ASSUMPTIONS - @60%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Rural		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	70%	30%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	50%	20%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2019 to July 2022

Income Target Population	@60%
New Renter Households PMA	-17
Percent Income Qualified	47.2%
New Renter Income Qualified Households	-8

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	1,719
Income Qualified	29.2%
Income Qualified Renter Households	501
Percent Rent Overburdened Prj Mrkt Entry July 2022	44.7%
Rent Overburdened Households	224

Demand from Living in Substandard Housing

Income Qualified Renter Households	501
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	2

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	226
Total New Demand	-8
Total Demand (New Plus Existing Households)	218

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

By Bedroom Demand

One Person	32.6%	71
Two Persons	25.7%	56
Three Persons	18.5%	40
Four Persons	11.0%	24
Five Persons	12.1%	26
Total	100.0%	218

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%	50
Of two-person households in 1BR units	20%	11
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%	21
Of two-person households in 2BR units	80%	45
Of three-person households in 2BR units	60%	24
Of four-person households in 2BR units	30%	7
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	16
Of four-person households in 3BR units	50%	12
Of five-person households in 3BR units	50%	13
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	20%	5
Of five-person households in 4BR units	50%	13
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		218

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	61	-	0	=	61
2 BR	98	-	0	=	98
3 BR	41	-	0	=	41
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	200		0		200

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	6	/	61	=	9.8%
2 BR	15	/	98	=	15.3%
3 BR	12	/	41	=	29.0%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	33		200		16.5%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$17,143		Maximum Income Limit		\$39,240	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry July 2022				Households within Bracket		
\$0-9,999	-17	103.6%	\$0	0.0%	0		
\$10,000-19,999	-19	114.3%	\$2,856	28.6%	-5		
\$20,000-29,999	-5	32.1%	\$9,999	100.0%	-5		
\$30,000-39,999	0	0.0%	\$9,240	92.4%	0		
\$40,000-49,999	4	-25.0%	\$0	0.0%	0		
\$50,000-59,999	1	-7.1%	\$0	0.0%	0		
\$60,000-74,999	5	-28.6%	\$0	0.0%	0		
\$75,000-99,999	2	-10.7%	\$0	0.0%	0		
\$100,000-124,999	2	-10.7%	\$0	0.0%	0		
\$125,000-149,999	10	-60.7%	\$0	0.0%	0		
\$150,000-199,999	0	0.0%	\$0	0.0%	0		
\$200,000+	1	-7.1%	\$0	0.0%	0		
Total	-17	100.0%		64.8%	-11		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$17,143		Maximum Income Limit		\$39,240	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	419			24.4%	\$0	0.0%
\$10,000-19,999	396	23.0%	\$2,856	28.6%	113		
\$20,000-29,999	231	13.4%	\$9,999	100.0%	231		
\$30,000-39,999	236	13.7%	\$9,240	92.4%	218		
\$40,000-49,999	113	6.6%	\$0	0.0%	0		
\$50,000-59,999	52	3.0%	\$0	0.0%	0		
\$60,000-74,999	27	1.6%	\$0	0.0%	0		
\$75,000-99,999	66	3.8%	\$0	0.0%	0		
\$100,000-124,999	73	4.2%	\$0	0.0%	0		
\$125,000-149,999	44	2.6%	\$0	0.0%	0		
\$150,000-199,999	32	1.9%	\$0	0.0%	0		
\$200,000+	30	1.7%	\$0	0.0%	0		
Total	1,719	100.0%		32.7%	562		

ASSUMPTIONS - Overall

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Rural		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	70%	30%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	50%	20%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2019 to July 2022

Income Target Population	Overall
New Renter Households PMA	-17
Percent Income Qualified	64.8%
New Renter Income Qualified Households	-11

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	1,719
Income Qualified	32.7%
Income Qualified Renter Households	562
Percent Rent Overburdened Prj Mrkt Entry July 2022	44.7%
Rent Overburdened Households	251

Demand from Living in Substandard Housing

Income Qualified Renter Households	562
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	3

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	254
Total New Demand	-11
Total Demand (New Plus Existing Households)	243

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

By Bedroom Demand

One Person	32.6%	79
Two Persons	25.7%	63
Three Persons	18.5%	45
Four Persons	11.0%	27
Five Persons	12.1%	29
Total	100.0%	243

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%	56
Of two-person households in 1BR units	20%	13
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%	24
Of two-person households in 2BR units	80%	50
Of three-person households in 2BR units	60%	27
Of four-person households in 2BR units	30%	8
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	18
Of four-person households in 3BR units	50%	13
Of five-person households in 3BR units	50%	15
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	20%	5
Of five-person households in 4BR units	50%	15
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		243

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	68	-	0	=	68
2 BR	109	-	0	=	109
3 BR	46	-	0	=	46
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	223		0		223

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	8	/	68	=	11.8%
2 BR	20	/	109	=	18.4%
3 BR	16	/	46	=	34.7%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	44		223		19.7%

CAPTURE RATE ANALYSIS CHART

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

- The number of households in the PMA is expected to decrease 0.2 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 (\$17,143 to \$32,700)	HH at @60% AMI (\$18,686 to \$39,240)	Overall Demand
Demand from New Households (age and income appropriate)	-11	-8	-11
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	2	2	3
PLUS	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	182	224	251
Sub Total	173	218	243
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0
Equals Total Demand	173	218	243
Less	-	-	-
Competitive New Supply	0	0	0
Equals Net Demand	173	218	243

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	\$17,143	\$24,250	2	49	0	49	4.1%	\$774	\$385	\$1,118	\$405
1BR at 60% AMI	\$18,686	\$29,100	6	61	0	61	9.8%	\$826	\$460	\$1,118	\$450
1BR Overall	\$17,143	\$29,100	8	68	0	68	11.8%	-	-	-	-
2BR at 50% AMI	\$20,263	\$27,250	5	78	0	78	6.4%	\$825	\$405	\$1,311	\$470
2BR at 60% AMI	\$21,806	\$32,700	15	98	0	98	15.3%	\$917	\$457	\$1,311	\$515
2BR Overall	\$20,263	\$32,700	20	109	0	109	18.4%	-	-	-	-
3BR at 50% AMI	\$24,446	\$32,700	4	33	0	33	12.2%	\$859	\$444	\$1,507	\$565
3BR at 60% AMI	\$25,989	\$39,240	12	41	0	41	29.0%	\$990	\$533	\$1,507	\$610
3BR Overall	\$24,446	\$39,240	16	46	0	46	34.7%	-	-	-	-
@50% Overall	\$17,143	\$32,700	11	159	0	159	6.9%	-	-	-	-
@60% Overall	\$18,686	\$39,240	33	200	0	200	16.5%	-	-	-	-
Overall	\$17,143	\$39,240	44	223	0	223	19.7%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 4.1 to 12.2 percent, with an overall capture rate of 6.9 percent. The Subject’s 60 percent AMI capture rates range from 9.8 to 29.0 percent, with an overall capture rate of 16.5 percent. The overall capture rate for the project’s 50 and 60 percent units is 19.7 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 structure. 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 nine “true” comparable properties containing 988 units.

The availability of LIHTC data is considered limited; there is one LIHTC property in the PMA, Friendship Crossing. However, management at this property refused to participate in our survey. Therefore, we included three LIHTC properties and two mixed-income properties located outside of the PMA in Blakely, Pelham, Bainbridge, and Camilla. These properties are located between 19.1 and 34.0 miles from the Subject and are reasonable proxies for the Subject as they are among the newest and most proximate LIHTC properties in the area. Blakely, Pelham, Bainbridge, and Camilla all offer similar locations to the Subject in terms of median household incomes and median rents.

The availability of market rate data is also limited. The Subject is located in Colquitt and there are a limited number of market rate properties in the area. We include four conventional properties in our analysis of the competitive market. All of the market rate properties are located outside the PMA, between 39.1 and 49.4 miles from the Subject site in Thomasville, Leesburg, Albany, and Dothan, Alabama. Dothan, Alabama offers a similar location to the Subject in terms of median household incomes and median rents. Albany offers a slightly superior location to the Subject in terms of median household incomes and median rents. Thomasville and Leesburg offer superior locations to the Subject in terms of median household incomes and median rents. These comparables were built or renovated between 2002 and 2018 and are good proxies for the Subject property as they are among the most recently constructed properties in the area that offer similar unit mixes to the Subject. It should be noted that a number of market rate properties located in Blakely, Camilla, Bainbridge, Albany, and Dothan, Alabama were excluded as comparable properties as we were unable to contact them in order to obtain market information. Additionally, many of these properties are not considered comparable to the Subject as they offer an inferior age/condition, dissimilar design, or dissimilar unit mix when compared to the Subject. Overall, we believe the market rate properties used in our analysis are the most comparable. 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.

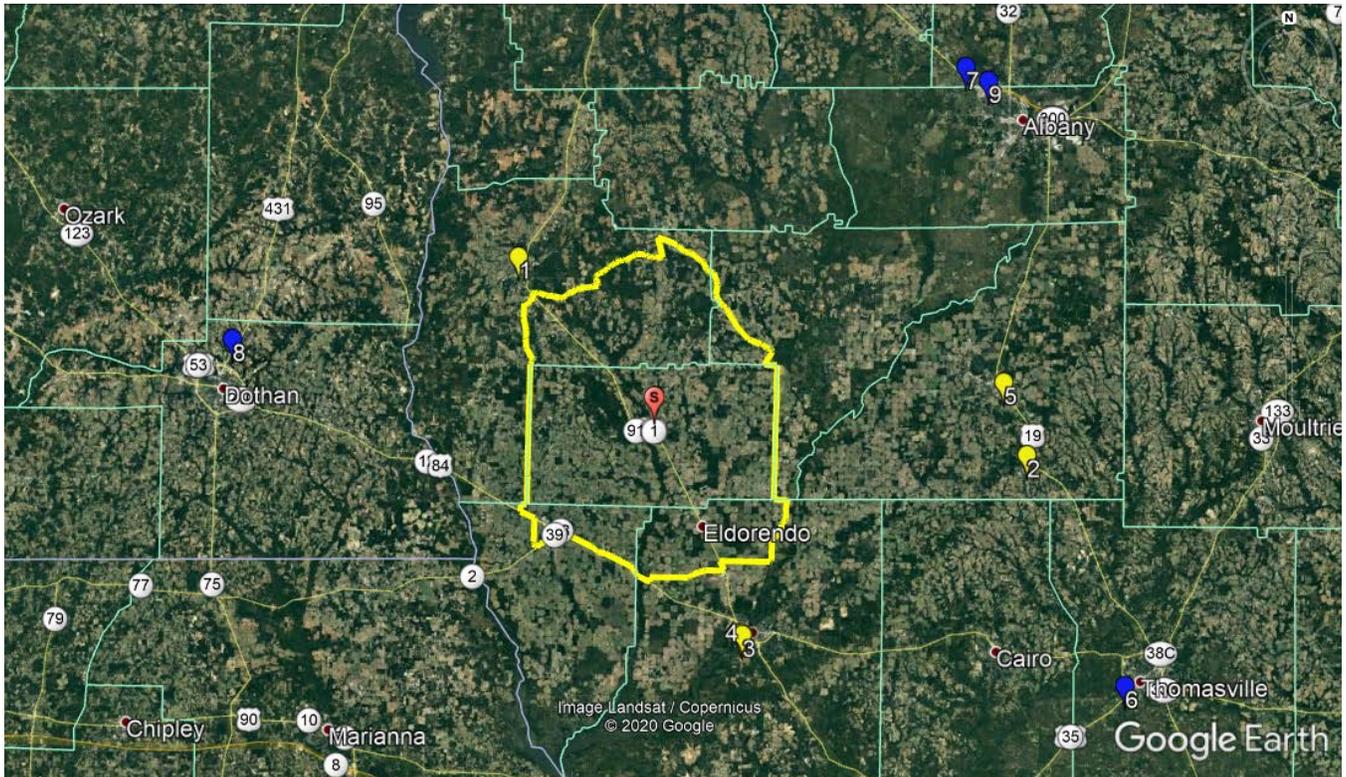
Excluded Properties

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
Friendship Crossing	LIHTC	Donalsonville	Family	40	Refused to participate
Colquitt Housing Authority	Public Housing	Colquitt	Family	89	Subsidized
Heritage Manor	Rural Development	Donalsonville	Family	32	Subsidized
Spring Creek Villas	Rural Development	Colquitt	Family	37	Subsidized

1. Comparable Rental Property Map



Source: Google Earth, May 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Southern Landing	Colquitt	LIHTC	-
1	Blakely Commons*	Blakely	LIHTC/ Market	19.1 miles
2	Hand Trading Company*	Pelham	LIHTC/ Market	34.0 miles
3	Pine Ridge Estates*	Bainbridge	LIHTC	21.4 miles
4	Ridgefield Place*	Bainbridge	LIHTC	21.2 miles
5	Southfork Apartments*	Camilla	LIHTC	31.9 miles
6	Ashley Park Apartments*	Thomasville	Market	49.4 miles
7	Greystone At Oakland*	Leesburg	Market	42.6 miles
8	Magnolia Preserve*	Dothan	Market	39.1 miles
9	Summer Lane Apartments*	Albany	Market	43.1 miles

*Located outside PMA

SOUTHERN LANDING – COLQUITT, 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	Southern Landing M.L.K. Jr. Street Colquitt, GA 39837 Miller County	-	Garden 3-stories 2022 / n/a Family	@50%, @60%	1BR / 1BA	2	4.6%	704	@50%	\$405	No	N/A	N/A	N/A				
					1BR / 1BA	6	13.6%	704	@60%	\$450	No	N/A	N/A	N/A				
					2BR / 2BA	5	11.4%	1,005	@50%	\$470	No	N/A	N/A	N/A				
					2BR / 2BA	15	34.1%	1,005	@60%	\$515	No	N/A	N/A	N/A				
					3BR / 2BA	4	9.1%	1,110	@50%	\$565	No	N/A	N/A	N/A				
					3BR / 2BA	12	27.3%	1,110	@60%	\$610	No	N/A	N/A	N/A				
					<u>44</u>							N/A	N/A					
1	Blakely Commons N Church St & Mosley Blakely, GA 39823 Early County	19.1 miles	Single Family 1-stories 2009 / n/a Family	@50%, @60%, Market	3BR / 2BA	32	50.0%	1,230	@50%	\$520	No	Yes	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,230	@60%	\$670	No	Yes	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,230	Market	\$725	N/A	Yes	N/A	N/A				
					4BR / 2BA	32	50.0%	1,600	@50%	\$530	No	Yes	N/A	N/A				
					4BR / 2BA	N/A	N/A	1,600	@60%	\$705	No	Yes	N/A	N/A				
					4BR / 2BA	N/A	N/A	1,600	Market	\$740	N/A	Yes	N/A	N/A				
					<u>64</u>							2	3.1%					
2	Hand Trading Company 107 W Railroad Street South Pelham, GA 31779 Mitchell County	34.0 miles	Lowrise 4-stories 1914 / 2020 Family	@50%, @60%, Market	1BR / 1BA	5	9.3%	690	@50%	\$385	No	N/A	N/A	N/A				
					1BR / 1BA	12	22.2%	690	@60%	\$460	No	N/A	N/A	N/A				
					1BR / 1BA	3	5.6%	690	Market	\$625	N/A	N/A	N/A	N/A				
					2BR / 1BA	2	3.7%	1,065	@50%	\$425	No	N/A	N/A	N/A				
					2BR / 1BA	7	13.0%	1,065	@60%	\$500	No	N/A	N/A	N/A				
					2BR / 1BA	3	5.6%	1,065	Market	\$730	N/A	N/A	N/A	N/A				
					2BR / 2BA	3	5.6%	1,065	@50%	\$455	No	N/A	N/A	N/A				
					2BR / 2BA	7	13.0%	1,065	@60%	\$560	No	N/A	N/A	N/A				
					2BR / 2BA	2	3.7%	1,065	Market	\$765	N/A	N/A	N/A	N/A				
					3BR / 2BA	2	3.7%	1,215	@50%	\$535	No	N/A	N/A	N/A				
					3BR / 2BA	6	11.1%	1,215	@60%	\$640	No	N/A	N/A	N/A				
					3BR / 2BA	2	3.7%	1,215	Market	\$895	N/A	N/A	N/A	N/A				
										<u>54</u>							14	25.9%
					3	Pine Ridge Estates 108 Hubert Dollar Dr Bainbridge, GA 39819 Decatur County	21.4 miles	Garden 2-stories 2008 / n/a Family	@50%, @60%	2BR / 2BA	17	44.7%	700	@50%	\$405	No	Yes	0
2BR / 2BA	7	18.4%	700	@60%						\$457	No	Yes	0	0.0%				
3BR / 2BA	12	31.6%	1,000	@50%						\$444	No	Yes	0	0.0%				
3BR / 2BA	2	5.3%	1,000	@60%						\$533	No	Yes	0	0.0%				
	<u>38</u>															0	0.0%	
4	Ridgefield Place 100 Parkview Dr Bainbridge, GA 39819 Decatur County	21.2 miles	Single Family 1-stories 2011 / n/a Family	@50%, @60%	3BR / 2BA	5	11.6%	1,390	@50%	\$564	No	N/A	0	0.0%				
					3BR / 2BA	28	65.1%	1,390	@60%	\$709	No	N/A	1	3.6%				
					4BR / 2BA	2	4.7%	1,600	@50%	\$606	No	N/A	0	0.0%				
					4BR / 2BA	8	18.6%	1,600	@60%	\$788	No	N/A	0	0.0%				
						<u>43</u>										1	2.3%	
5	Southfork Apartments 500 South MacArthur Drive Camilla, GA 31730 Mitchell County	31.9 miles	Garden 2-stories 1999 / 2015 Family	@50%, @60%	1BR / 1BA	15	15.6%	782	@50%	\$440	No	Yes	N/A	N/A				
					1BR / 1BA	1	1.0%	736	@60%	\$475	No	Yes	N/A	N/A				
					2BR / 2BA	3	3.1%	1,008	@50%	\$453	No	Yes	N/A	N/A				
					2BR / 2BA	13	13.5%	987	@60%	\$563	No	Yes	N/A	N/A				
					3BR / 2BA	10	10.4%	1,146	@50%	\$525	No	Yes	N/A	N/A				
					3BR / 2BA	54	56.3%	1,146	@60%	\$650	No	Yes	N/A	N/A				
						<u>96</u>										7	7.3%	
6	Ashley Park Apartments 1 Ashley Park Place Thomasville, GA 31792 Thomas County	49.4 miles	Midrise 4-stories 2013 / n/a Family	Market	1BR / 1BA	21	25.0%	644	Market	\$800	N/A	Yes	0	0.0%				
					1BR / 1BA	21	25.0%	822	Market	\$875	N/A	Yes	0	0.0%				
					2BR / 2BA	26	31.0%	1,047	Market	\$975	N/A	Yes	0	0.0%				
					3BR / 2BA	16	19.1%	1,311	Market	\$1,095	N/A	Yes	0	0.0%				
						<u>84</u>										0	0.0%	
7	Greystone At Oakland 245 Oakland Parkway Leesburg, GA 31763 Lee County	42.6 miles	Lowrise 3-stories 2018 / n/a Family	Market	1BR / 1BA	24	6.7%	906	Market	\$905	N/A	Yes	N/A	N/A				
					1BR / 1BA	56	20.0%	1,075	Market	\$930	N/A	Yes	N/A	N/A				
					2BR / 2BA	32	10.0%	1,311	Market	\$1,190	N/A	Yes	N/A	N/A				
					2BR / 2BA	112	43.3%	1,463	Market	\$1,215	N/A	Yes	N/A	N/A				
					3BR / 2BA	24	6.7%	1,630	Market	\$1,295	N/A	Yes	N/A	N/A				
					3BR / 2BA	40	13.3%	1,716	Market	\$1,345	N/A	Yes	N/A	N/A				
	<u>288</u>										1	0.3%						
8	Magnolia Preserve 101 Magnolia Ridge Place Dothan, AL 36303 Houston County	39.1 miles	Garden 3-stories 2013 / n/a Family	Market	1BR / 1BA	10	5.8%	673	Market	\$862	N/A	No	0	0.0%				
					1BR / 1BA	10	5.8%	699	Market	\$871	N/A	No	1	10.0%				
					1BR / 1BA	5	2.9%	797	Market	\$904	N/A	No	1	20.0%				
					1BR / 1BA	10	5.8%	803	Market	\$917	N/A	No	0	0.0%				
					1BR / 1BA	11	6.4%	825	Market	\$1,007	N/A	No	0	0.0%				
					1BR / 1BA	14	8.1%	943	Market	\$1,118	N/A	No	1	7.1%				
					2BR / 2BA	50	28.9%	1,208	Market	\$1,162	N/A	No	1	2.0%				
					2BR / 2BA	14	8.1%	1,352	Market	\$1,223	N/A	No	2	14.3%				
					2BR / 2BA	15	8.7%	1,413	Market	\$1,311	N/A	No	0	0.0%				
					3BR / 2BA	22	12.7%	1,386	Market	\$1,481	N/A	No	1	4.6%				
					3BR / 2BA	12	6.9%	1,520	Market	\$1,507	N/A	No	1	8.3%				
						<u>173</u>										8	4.6%	
9	Summer Lane Apartments 2724 Ledo Road Albany, GA 31707 Dougherty County	43.1 miles	One-story 1-stories 2002 / n/a Family	Market	1BR / 1BA	24	16.2%	702	Market	\$810	N/A	No	N/A	N/A				
					2BR / 2BA	24	16.2%	896	Market	\$880	N/A	No	N/A	N/A				
					2BR / 2BA	25	16.9%	1,055	Market	\$905	N/A	No	N/A	N/A				
					2BR / 2BA	25	16.9%	1,096	Market	\$949	N/A	No	N/A	N/A				
					2BR / 2BA	25	16.9%	1,215	Market	\$1,049	N/A	No	N/A	N/A				
					2BR / 2BA	17	11.5%	1,500	Market	\$1,155	N/A	No	N/A	N/A				
					3BR / 3BA	8	5.4%	1,645	Market	\$1,330	N/A	No	N/A	N/A				
	<u>148</u>										7	4.7%						

PROPERTY PROFILE REPORT

Blakely Commons

Effective Rent Date	4/27/2020
Location	N Church St & Mosley Blakely, GA 39823 Early County
Distance	19.1 miles
Units	64
Vacant Units	2
Vacancy Rate	3.1%
Type	Single Family
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None in area
Tenant Characteristics	Most are from within Blakely but there are a few tenants from surrounding counties; mostly families with small children
Contact Name	Dolly
Phone	N/A



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	2%
Units/Month Absorbed	16
HCV Tenants	16%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to 12 percent
Concession	None
Waiting List	Yes, unknwn length

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
3	2	Single Family	32	1,230	\$505	\$0	@50%	Yes	N/A	N/A	no	None
3	2	Single Family	N/A	1,230	\$655	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Single Family	N/A	1,230	\$710	\$0	Market	Yes	N/A	N/A	N/A	None
4	2	Single Family	32	1,600	\$515	\$0	@50%	Yes	N/A	N/A	no	None
4	2	Single Family	N/A	1,600	\$690	\$0	@60%	Yes	N/A	N/A	no	None
4	2	Single Family	N/A	1,600	\$725	\$0	Market	Yes	N/A	N/A	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
3BR / 2BA	\$505	\$0	\$505	\$15	\$520	3BR / 2BA	\$655	\$0	\$655	\$15	\$670
4BR / 2BA	\$515	\$0	\$515	\$15	\$530	4BR / 2BA	\$690	\$0	\$690	\$15	\$705
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
3BR / 2BA	\$710	\$0	\$710	\$15	\$725						
4BR / 2BA	\$725	\$0	\$725	\$15	\$740						

Blakely Commons, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library, walking trails
Central Laundry	Off-Street Parking		
Picnic Area	Playground		

Comments

The contact stated that management maintains a waiting list of unknown length. Both of the vacant units are being processed from the waiting list. Management reported that there is a significant need for additional LIHTC housing in the area and that all bedroom types and AMI levels would be successful. Management reported that the majority of rental units in the area are subsidized. Management reported turnover is very rare at the property and estimated one a year. During the COVID-19 Pandemic, the property did not experience a decrease in collections, but did experience a slight decrease in traffic.

PROPERTY PROFILE REPORT

Hand Trading Company

Effective Rent Date	5/06/2020
Location	107 W Railroad Street South Pelham, GA 31779 Mitchell County
Distance	34 miles
Units	54
Vacant Units	14
Vacancy Rate	25.9%
Type	Lowrise (4 stories)
Year Built/Renovated	1914 / 2020
Marketing Began	N/A
Leasing Began	1/06/2020
Last Unit Leased	5/06/2020
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Mike
Phone	229-219-6760



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	N/A
Units/Month Absorbed	10
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	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	Lowrise (4 stories)	5	690	\$385	\$0	@50%	N/A	N/A	N/A	no	None
1	1	Lowrise (4 stories)	12	690	\$460	\$0	@60%	N/A	N/A	N/A	no	None
1	1	Lowrise (4 stories)	3	690	\$625	\$0	Market	N/A	N/A	N/A	N/A	None
2	1	Lowrise (4 stories)	2	1,065	\$425	\$0	@50%	N/A	N/A	N/A	no	None
2	1	Lowrise (4 stories)	7	1,065	\$500	\$0	@60%	N/A	N/A	N/A	no	None
2	1	Lowrise (4 stories)	3	1,065	\$730	\$0	Market	N/A	N/A	N/A	N/A	None
2	2	Lowrise (4 stories)	3	1,065	\$455	\$0	@50%	N/A	N/A	N/A	no	None
2	2	Lowrise (4 stories)	7	1,065	\$560	\$0	@60%	N/A	N/A	N/A	no	None
2	2	Lowrise (4 stories)	2	1,065	\$765	\$0	Market	N/A	N/A	N/A	N/A	None
3	2	Lowrise (4 stories)	2	1,215	\$535	\$0	@50%	N/A	N/A	N/A	no	None
3	2	Lowrise (4 stories)	6	1,215	\$640	\$0	@60%	N/A	N/A	N/A	no	None
3	2	Lowrise (4 stories)	2	1,215	\$895	\$0	Market	N/A	N/A	N/A	N/A	None

Photos



PROPERTY PROFILE REPORT

Pine Ridge Estates

Effective Rent Date	4/30/2020
Location	108 Hubert Dollar Dr Bainbridge, GA 39819 Decatur County
Distance	21.4 miles
Units	38
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	9/01/2008
Leasing Began	10/02/2008
Last Unit Leased	12/12/2008
Major Competitors	Courtes de Emerald I & II
Tenant Characteristics	Mostly families, some seniors
Contact Name	Lashondra
Phone	(229) 248-0323



Market Information

Program	@50%, @60%
Annual Turnover Rate	20%
Units/Month Absorbed	11
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased three to four percent
Concession	None
Waiting List	Yes, 85+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	17	700	\$405	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	7	700	\$457	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	12	1,000	\$444	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	2	1,000	\$533	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$405	\$0	\$405	\$0	\$405	2BR / 2BA	\$457	\$0	\$457	\$0	\$457
3BR / 2BA	\$444	\$0	\$444	\$0	\$444	3BR / 2BA	\$533	\$0	\$533	\$0	\$533

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library, walking path
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		

Comments

The contact reported strong demand for affordable housing.

Photos



PROPERTY PROFILE REPORT

Ridgefield Place

Effective Rent Date	4/24/2020
Location	100 Parkview Dr Bainbridge, GA 39819 Decatur County
Distance	21.2 miles
Units	43
Vacant Units	1
Vacancy Rate	2.3%
Type	Single Family
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	2% seniors
Contact Name	Lashanda
Phone	229-246-9696



Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	One to Three days
Annual Chg. in Rent	Increased five percent
Concession	None
Waiting List	Yes, 85 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
3	2	Single Family	5	1,390	\$564	\$0	@50%	Yes	0	0.0%	no	None
3	2	Single Family	28	1,390	\$709	\$0	@60%	Yes	1	3.6%	no	None
4	2	Single Family	2	1,600	\$606	\$0	@50%	Yes	0	0.0%	no	None
4	2	Single Family	8	1,600	\$788	\$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
3BR / 2BA	\$564	\$0	\$564	\$0	\$564	3BR / 2BA	\$709	\$0	\$709	\$0	\$709
4BR / 2BA	\$606	\$0	\$606	\$0	\$606	4BR / 2BA	\$788	\$0	\$788	\$0	\$788

Ridgefield Place, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Phone)	None
Cable/Satellite/Internet	Carpeting	Limited Access	
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		

Comments

This is a LIHTC single-family home rental development. The contact expressed a strong demand for affordable rental housing in the area.

Photos



PROPERTY PROFILE REPORT

Southfork Apartments

Effective Rent Date	4/24/2020
Location	500 South Macarthur Drive Camilla, GA 31730 Mitchell County
Distance	31.9 miles
Units	96
Vacant Units	7
Vacancy Rate	7.3%
Type	Garden (2 stories)
Year Built/Renovated	1999 / 2015
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mostly families from Camilla
Contact Name	Tina
Phone	229-336-8080



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	6%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Fluctuated 1-8% since 1Q19
Concession	None
Waiting List	Yes, 60 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	15	782	\$440	\$0	@50%	Yes	N/A	N/A	no	None
1	1	Garden (2 stories)	1	736	\$475	\$0	@60%	Yes	N/A	N/A	no	None
2	2	Garden (2 stories)	3	1,008	\$453	\$0	@50%	Yes	N/A	N/A	no	None
2	2	Garden (2 stories)	13	987	\$563	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden (2 stories)	10	1,146	\$525	\$0	@50%	Yes	N/A	N/A	no	None
3	2	Garden (2 stories)	54	1,146	\$650	\$0	@60%	Yes	N/A	N/A	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	\$440	\$0	\$440	\$0	\$440	1BR / 1BA	\$475	\$0	\$475	\$0	\$475
2BR / 2BA	\$453	\$0	\$453	\$0	\$453	2BR / 2BA	\$563	\$0	\$563	\$0	\$563
3BR / 2BA	\$525	\$0	\$525	\$0	\$525	3BR / 2BA	\$650	\$0	\$650	\$0	\$650

Southfork Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Patrol	None
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Ceiling Fan	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground			

Comments

The contact reported the vacancies are being filled from the waiting list which consists of 60 households.

Photos



PROPERTY PROFILE REPORT

Ashley Park Apartments

Effective Rent Date	4/28/2020
Location	1 Ashley Park Place Thomasville, GA 31792 Thomas County
Distance	49.4 miles
Units	84
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	6/01/2013
Leasing Began	9/01/2013
Last Unit Leased	12/01/2013
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy, some seniors
Contact Name	Kristen
Phone	229-236-5001



Market Information

Program	Market
Annual Turnover Rate	33%
Units/Month Absorbed	21
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	None reported
Concession	None
Waiting List	Yes, 25 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 (4 stories)	21	644	\$800	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	21	822	\$875	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Midrise (4 stories)	26	1,047	\$975	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Midrise (4 stories)	16	1,311	\$1,095	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$800 - \$875	\$0	\$800 - \$875	\$0	\$800 - \$875
2BR / 2BA	\$975	\$0	\$975	\$0	\$975
3BR / 2BA	\$1,095	\$0	\$1,095	\$0	\$1,095

Ashley Park Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal	Video Surveillance	
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Courtyard	None	Dog Park
Elevators	Garage		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

Subterranean garage parking is included in the rent. The contact expressed a strong demand for rental housing in the area.

Photos



PROPERTY PROFILE REPORT

Greystone At Oakland

Effective Rent Date	5/18/2020
Location	245 Oakland Parkway Leesburg, GA 31763 Lee County
Distance	42.6 miles
Units	288
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (3 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	5/01/2018
Leasing Began	4/07/2018
Last Unit Leased	N/A
Major Competitors	Summer Lane Apartments
Tenant Characteristics	Mixed tenancy
Contact Name	Shante
Phone	229-483-7812



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	22
HCV Tenants	0%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased 1%
Concession	None
Waiting List	Yes; 30 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	Lowrise (3 stories)	24	906	\$905	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	56	1,075	\$930	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Lowrise (3 stories)	32	1,311	\$1,190	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Lowrise (3 stories)	112	1,463	\$1,215	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Lowrise (3 stories)	24	1,630	\$1,295	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Lowrise (3 stories)	40	1,716	\$1,345	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$905 - \$930	\$0	\$905 - \$930	\$0	\$905 - \$930
2BR / 2BA	\$1,190 - \$1,215	\$0	\$1,190 - \$1,215	\$0	\$1,190 - \$1,215
3BR / 2BA	\$1,295 - \$1,345	\$0	\$1,295 - \$1,345	\$0	\$1,295 - \$1,345

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpet/Hardwood	Carpeting	Intercom (Buzzer)	
Central A/C	Coat Closet	Limited Access	
Dishwasher	Exterior Storage(\$50.00)	Patrol	
Garbage Disposal	Microwave	Perimeter Fencing	
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Dog park, tanning center,
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$100.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The contact reported very strong demand for the property as it is new construction and offers superior amenities and floorplans. Phase II of the property completed lease-up in May 2020. Both phases reported an absorption pace of 22 units per month. The contact stated she was not in charge of overseeing collections but did not believe COVID-19 has caused a decrease in collections. The contact noted that the property is fully-occupied and is performing self-guided and virtual tours and is able to adequately lease and market units.

Photos



PROPERTY PROFILE REPORT

Magnolia Preserve

Effective Rent Date	5/07/2020
Location	101 Magnolia Ridge Place Dothan, AL 36303 Houston County
Distance	39.1 miles
Units	173
Vacant Units	8
Vacancy Rate	4.6%
Type	Garden (3 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mix of military, education, engineering, and healthcare professionals
Contact Name	Sara
Phone	334-671-0306



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	10
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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)	10	673	\$901	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	10	699	\$910	\$0	Market	No	1	10.0%	N/A	None
1	1	Garden (3 stories)	5	797	\$943	\$0	Market	No	1	20.0%	N/A	None
1	1	Garden (3 stories)	10	803	\$956	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	11	825	\$1,046	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	14	943	\$1,157	\$0	Market	No	1	7.1%	N/A	None
2	2	Garden (3 stories)	50	1,208	\$1,211	\$0	Market	No	1	2.0%	N/A	None
2	2	Garden (3 stories)	14	1,352	\$1,272	\$0	Market	No	2	14.3%	N/A	None
2	2	Garden (3 stories)	15	1,413	\$1,360	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	22	1,386	\$1,540	\$0	Market	No	1	4.5%	N/A	None
3	2	Garden (3 stories)	12	1,520	\$1,566	\$0	Market	No	1	8.3%	N/A	None

Magnolia Preserve, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$901 - \$1,157	\$0	\$901 - \$1,157	-\$39	\$862 - \$1,118
2BR / 2BA	\$1,211 - \$1,360	\$0	\$1,211 - \$1,360	-\$49	\$1,162 - \$1,311
3BR / 2BA	\$1,540 - \$1,566	\$0	\$1,540 - \$1,566	-\$59	\$1,481 - \$1,507

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Dog Park
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$100.00)	Off-Street Parking		
On-Site Management	Swimming Pool		

Comments

Some units have attached garages while detached garages are available for an additional \$100 per month.

Photos



PROPERTY PROFILE REPORT

Summer Lane Apartments

Effective Rent Date	4/06/2020
Location	2724 Ledo Road Albany, GA 31707 Dougherty County
Distance	43.1 miles
Units	148
Vacant Units	7
Vacancy Rate	4.7%
Type	One-story
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Greystone Apartments
Tenant Characteristics	Mixed tenancy mostly from the Albany area, 25% seniors
Contact Name	Christine
Phone	229-434-0804



Market Information

Program	Market
Annual Turnover Rate	7%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Pre-lease to within two weeks
Annual Chg. in Rent	Increased two 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	One-story	24	702	\$810	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	24	896	\$880	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	25	1,055	\$905	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	25	1,096	\$949	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	25	1,215	\$1,049	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	17	1,500	\$1,155	\$0	Market	No	N/A	N/A	N/A	None
3	3	One-story	8	1,645	\$1,330	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$810	\$0	\$810	\$0	\$810
2BR / 2BA	\$880 - \$1,155	\$0	\$880 - \$1,155	\$0	\$880 - \$1,155
3BR / 3BA	\$1,330	\$0	\$1,330	\$0	\$1,330

Summer Lane Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal		
Hand Rails	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Courtyard	Exercise Facility	None	Garden, Hiking Trails, Pet Park,
Off-Street Parking	On-Site Management		
Picnic Area	Swimming Pool		

Comments

Management reported that they have experienced reduced traffic and new leases due to COVID-19. However, they have not experienced increased vacancy or tenants losing their jobs. Management reported that there is still a demand for rental housing in the area.

Photos



2. Housing Choice Vouchers

We were able to speak with Ms. Valencia Jordan, Director of Operations, of the Georgia Department of Community Affairs regarding the Housing Choice Voucher program in Miller County. According to Ms. Jordan, the Georgia Departments of Community Affairs allots 16,500 statewide, of which 14,000 are currently in use. Ms. Jordan also stated that there are nine families utilizing these Housing Choice Vouchers in Miller County. 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, 11 of which are from Miller County. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Blakely Commons*	LIHTC/ Market	Family	16%
Hand Trading Company*	LIHTC/ Market	Family	N/A
Pine Ridge Estates*	LIHTC	Family	0%
Ridgefield Place*	LIHTC	Family	N/A
Southfork Apartments*	LIHTC	Family	6%
Ashley Park Apartments*	Market	Family	0%
Greystone At Oakland*	Market	Family	0%
Magnolia Preserve*	Market	Family	0%
Summer Lane Apartments*	Market	Family	N/A

*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 16 percent. All of the LIHTC properties report a low reliance on tenants with vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. As a LIHTC property, we anticipate the Subject will operate with a voucher usage of less than 20 percent.

3. Phased Developments

The Subject is not part of a multi-phase development.

Lease Up History

We were able to obtain absorption information from four of the comparable properties, which is illustrated following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Hand Trading Company*	LIHTC	Family	2020	54	10
Greystone at Oakland	Market	Family	2018/2020	288	22
Ashley Park Apartments	Market	Family	2013	84	21
Magnolia Preserve	Market	Family	2013	173	10

*Property is in the initial absorption phase

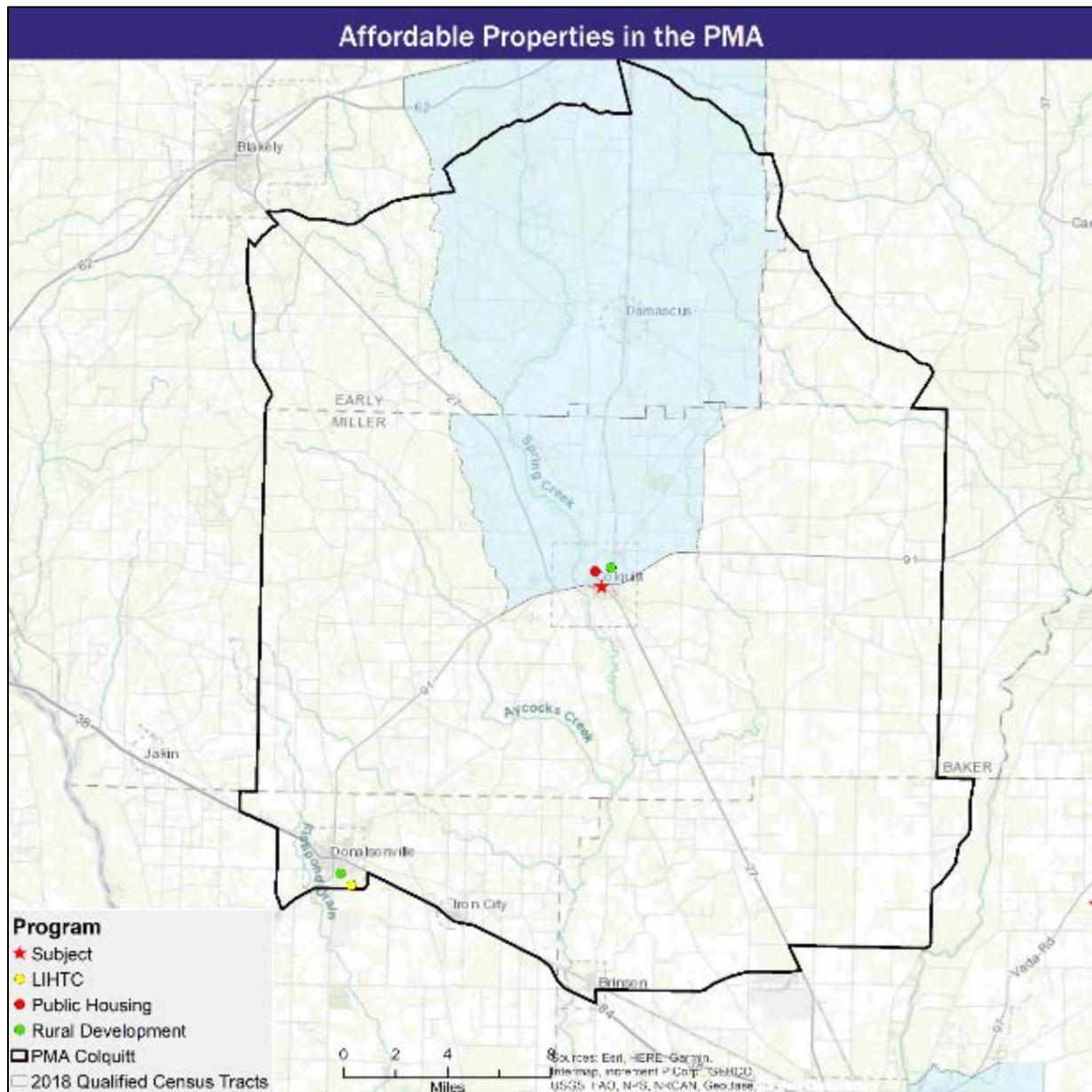
Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed, 44-unit, new construction, family development. The surveyed properties reported absorption paces between ten and 22 units per month. Hand Trading Company, the only comparable LIHTC property to report absorption information, opened in January 2020 and is experiencing an absorption pace of approximately ten units per month during its lease-up phase to-date. Market properties in nearby Leesburg, Thomasville, and Dothan, Alabama experienced similar to slightly more rapid absorption paces, between 2013 and 2018. We have placed the most weight on the absorption pace at Hand Trading Company, and we believe the Subject would experience a similar absorption pace as Hand Trading Company of ten units per month. This indicates an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated

to be completed until July 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
Southern Landing	LIHTC	Colquitt	Family	44	0.0%	Star
Friendship Crossing	LIHTC	Donalsonville	Family	40	N/A	Yellow
Colquitt Housing Authority	Public Housing	Colquitt	Family	89	N/A	Red
Heritage Manor	Rural Development	Donalsonville	Family	32	100.0%	Green
Spring Creek Villas	Rural Development	Colquitt	Family	37	94.6%	Green



5. Amenities

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

AMENITY MATRIX

	Subject	Blakely Commons	Hand Trading Company	Pine Ridge Estates	Ridgefield Place	Southfork Apartments	Ashley Park Apartments	Greystone At Oakland	Magnolia Preserve	Summer Lane Apartments
Rent Structure	LIHTC	LIHTC/Market	LIHTC/Market	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building										
Property Type	Garden	Single Family	Lowrise	Garden	Single Family	Garden	Midrise	Lowrise	Garden	One-story
# of Stories	3-stories	1-stories	4-stories	2-stories	1-stories	2-stories	4-stories	3-stories	3-stories	1-stories
Year Built	2022	2009	1914	2008	2011	1999	2013	2018	2013	2002
Year Renovated	n/a	n/a	2020	n/a	n/a	2015	n/a	n/a	n/a	n/a
Commercial	no	no	no	no	no	no	no	no	no	no
Elevators	no	no	yes	no	no	no	yes	no	no	no
Courtyard	no	no	no	no	no	no	yes	no	no	yes
Utility Structure										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	no	no	no	no	no	no	no	yes	no
Sewer	no	no	no	no	no	no	no	no	yes	no
Trash	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Accessibility										
Grab Bars	no	no	no	no	no	no	no	no	no	no
Hand Rails	yes	no	no	no	no	no	no	no	no	yes
Pull Cords	no	no	no	no	no	no	no	no	no	no
Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	yes	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	no
Hardwood	no	no	no	no	no	no	yes	yes	no	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	no	no	yes	yes	no	yes	yes
Coat Closet	yes	no	yes	yes	yes	yes	yes	yes	no	yes
Exterior Storage	no	no	no	no	no	no	no	yes	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	yes
Walk-In Closet	no	no	no	no	no	yes	yes	yes	yes	yes
Washer/Dryer	yes	no	yes	no	no	no	no	yes	yes	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen										
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community										
Business Center	yes	yes	yes	yes	yes	yes	no	yes	yes	no
Community Room	no	yes	yes	yes	yes	yes	yes	yes	yes	no
Central Laundry	no	yes	no	yes	yes	yes	no	yes	no	no
On-Site Mgmt	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	no	no	no
Recreation										
Basketball Court	no	no	no	no	no	no	no	no	no	no
Exercise Facility	yes	no	yes	yes	yes	no	no	yes	yes	yes
Playground	yes	yes	no	yes	yes	yes	yes	yes	no	no
Swimming Pool	no	no	no	no	no	no	yes	yes	yes	yes
Picnic Area	yes	yes	no	yes	yes	yes	yes	yes	no	yes
WiFi	yes	no	no	no	no	no	no	no	no	no
Security										
In-Unit Alarm	no	no	no	no	no	no	no	yes	no	yes
Intercom (Buzzer)	no	no	yes	no	no	no	yes	yes	no	no
Intercom (Phone)	no	no	no	no	yes	no	no	no	no	no
Limited Access	yes	no	yes	no	yes	no	yes	yes	no	yes
Patrol	no	no	no	no	no	yes	no	yes	no	no
Perimeter Fencing	no	no	no	no	yes	yes	yes	yes	no	yes
Video Surveillance	no	no	no	no	no	yes	yes	no	no	no
Parking										
Garage	no	no	no	no	no	no	yes	yes	yes	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$100	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer similar to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to similar property amenities. The Subject will offer in-unit washers and dryers, a business center, and an exercise facility, which several of the comparables will lack. However, the Subject will lack a community room 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 LIHTC market.

6. Comparable Tenancy

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

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Blakely Commons*	LIHTC/ Market	Family	64	2	3.1%
Hand Trading Company*	LIHTC/ Market	Family	54	14	25.9%
Pine Ridge Estates*	LIHTC	Family	38	0	0.0%
Ridgefield Place*	LIHTC	Family	43	1	2.3%
Southfork Apartments*	LIHTC	Family	96	7	7.3%
Ashley Park Apartments*	Market	Family	84	0	0.0%
Greystone At Oakland*	Market	Family	288	1	0.3%
Magnolia Preserve*	Market	Family	173	8	4.6%
Summer Lane Apartments*	Market	Family	148	7	4.7%
Stabilized LIHTC			241	10	4.1%
Total LIHTC			295	24	8.1%
Total Market Rate			693	16	2.3%
Overall Stabilized Total			934	26	2.8%
Overall Total			988	40	4.0%

*Located outside of the PMA

Overall vacancy in the market is low at 4.0 percent, and LIHTC vacancy is moderate at 8.1 percent. However, this data is skewed as one comparable LIHTC property is experiencing an elevated vacancy. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Excluding Hand Trading Company, overall vacancy in the market is 2.8 percent, and LIHTC vacancy is 4.1 percent. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. The Subject will exhibit similar to superior condition to the LIHTC comparables upon completion. Therefore, we believe there is adequate demand for the Subject as proposed.

Vacancy among the market rate comparable properties is low at 2.3 percent. It should be noted that one of the market rate comparables is fully-occupied and two of the market rate comparables reported maintaining waiting lists, which are up to 30 households in length. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. The low vacancy rates and presence of waiting lists among the stabilized LIHTC comparables indicates demand for affordable housing in the area. Based on these factors, we believe that there is sufficient demand for

additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

7. Properties Under Construction and Proposed

We made numerous attempts to contact the Miller County Inspections and Planning Department. 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. According to our research, there are no multifamily developments currently planned, proposed, or under construction in the Subject’s PMA.

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	Blakely Commons	LIHTC/Market	Family	Similar	Inferior	Similar	Inferior	Similar	-20
2	Hand Trading Company	LIHTC/Market	Family	Similar	Similar	Similar	Similar	Similar	0
3	Pine Ridge Estates	LIHTC	Family	Slightly Superior	Inferior	Similar	Inferior	Slightly Inferior	-20
4	Ridgefield Place	LIHTC	Family	Slightly Superior	Inferior	Similar	Slightly Inferior	Slightly Superior	-5
5	Southfork Apartments	LIHTC	Family	Similar	Inferior	Similar	Slightly Inferior	Similar	-15
6	Ashley Park Apartments	Market	Family	Slightly Superior	Inferior	Superior	Slightly Inferior	Similar	0
7	Greystone At Oakland	Market	Family	Superior	Slightly Superior	Superior	Similar	Superior	35
8	Magnolia Preserve	Market	Family	Superior	Similar	Similar	Slightly Inferior	Slightly Superior	10
9	Summer Lane Apartments	Market	Family	Slightly Superior	Similar	Slightly Superior	Inferior	Slightly Superior	5

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

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

LIHTC RENT COMPARISON @50%

Property Name	County	1BR	2BR	3BR	Rents at Max?
Southern Landing	Miller	\$405	\$470	\$565	No
2019 LIHTC National Non-Metro Maximum Rent (Net)	Miller	\$473	\$560	\$639	
Blakely Commons	Early	-	-	\$520	No
Hand Trading Company	Mitchell	\$385	\$455	\$535	No
Pine Ridge Estates	Decatur	-	\$405	\$444	No
Ridgefield Place	Decatur	-	-	\$564	No
Southfork Apartments	Mitchell	\$440	\$453	\$525	No
Average		\$413	\$438	\$518	

LIHTC RENT COMPARISON @60%

	County	1BR	2BR	3BR	Rents at Max?
Southern Landing	Miller	\$450	\$515	\$610	No
2019 LIHTC National Non-Metro Maximum Rent (Net)	Miller	\$586	\$696	\$797	
Blakely Commons	Early	-	-	\$670	No
Hand Trading Company	Mitchell	\$460	\$560	\$640	No
Pine Ridge Estates	Decatur	-	\$457	\$533	No
Ridgefield Place	Decatur	-	-	\$709	No
Southfork Apartments	Mitchell	\$475	\$563	\$650	No
Average		\$468	\$527	\$640	

The Subject property is held to the 2019 National Non-Metro maximum allowable levels. The Subject will offer one, two, and three-bedroom units at 50 and 60 percent AMI. The Subject's proposed 50 and 60 percent AMI rents are below the 2019 National Non-Metro maximum allowable levels. The comparable LIHTC properties are located in Early, Decatur, and Mitchell Counties and were built between 1999 and 2018. However, the Subject and all of the comparables are held to the National Non-Metro maximum allowable levels. Therefore, each of these properties are held to the same maximum allowable levels. Further, none of the properties reported rents at the maximum allowable levels at 50 and 60 percent AMI.

Blakely Commons is located 19.1 miles from the Subject in Blakely and offers a similar location. This property was constructed in 2009 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon construction. Blakely Commons offers inferior in-unit amenities compared to the Subject as it does not offer in-unit washers and dryers, which the Subject will offer. This property offers similar property amenities compared to the Subject. Blakely Commons offers similar unit sizes to the Subject. Overall, Blakely Commons is inferior to the proposed Subject. Management at Blakely Commons reported that the two vacant units are being processed from a waiting list of unknown length. The low vacancy rate and the presence of a waiting list indicates its current rents are achievable. Therefore, we believe the Subject's rents are reasonable and achievable as proposed.

Ridgefield Place is located 21.2 miles from the Subject in Bainbridge and offers a similar location. This property was constructed in 2011 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon construction. Ridgefield Place offers inferior in-unit compared to the Subject as it does not offer in-unit washers and dryers, which the Subject will offer. This property offers slightly superior property amenities compared to the Subject as it offers a community room, which the Subject will not offer. Ridgefield Place offers slightly superior unit sizes to the Subject. Overall, Ridgefield Place is slightly inferior to the proposed Subject. Management at Ridgefield Place reported the one vacant unit is being processed from a waiting list of 85 households, indicating higher rents are likely achievable. Therefore, we believe the Subject's rents are reasonable and achievable as proposed.

Southfork Apartments is located 31.9 miles from the Subject in Camilla and offers a similar location. This property was constructed in 1999 and renovated in 2015 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon construction. Southfork Apartments offers inferior in-unit amenities compared to the Subject as it does not offer in-unit washers and dryers and balconies/patios, which the Subject will offer. This property offers similar property amenities compared to the Subject. Southfork Apartments offers similar unit sizes to the Subject. Overall, Southfork Apartments is inferior to the proposed Subject. Management at Southfork Apartments reported that the seven vacant units are being processed from a waiting list of 60 households, indicating the current rents are achievable. Therefore, we believe the Subject's rents are reasonable and achievable as proposed.

None of the three most similar comparable properties to the Subject are achieving the 2019 maximum allowable LIHTC net rents for their one, two, or three-bedroom units restricted to 50 and 60 percent of the AMI, similar to the Subject's proposed rents. Further, each of these properties exhibit low to moderate vacancy

rates and all three reported the vacant units are being processed from the waiting lists, which are up to 85 households in length, indicating strong demand for affordable housing in the area. Therefore, we believe that the Subject’s proposed rents are reasonable based on the anticipated excellent condition and competitive amenities that the Subject will offer.

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	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50%	\$405	\$385	\$1,118	\$774	91%
2BR @ 50%	\$470	\$405	\$1,311	\$825	76%
3BR @ 50%	\$565	\$444	\$1,507	\$859	52%
1BR @ 60%	\$450	\$460	\$1,118	\$826	83%
2BR @ 60%	\$515	\$457	\$1,311	\$917	78%
3BR @ 60%	\$610	\$533	\$1,507	\$990	62%

As illustrated the Subject’s proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s proposed LIHTC rents are within the surveyed range of comparable LIHTC and market rents.

Magnolia Preserve is achieving the highest one, two, and three-bedroom unrestricted rents in the market. The Subject will be inferior to Magnolia Preserve as a market rate property. Magnolia Preserve was built in 2013 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Magnolia Preserve is located 39.1 miles from the Subject site in Dothan, Alabama and offers a similar location. Magnolia Preserve offers similar in-unit amenities compared to the Subject. This property offers superior property amenities in comparison to the Subject as it offers a community room and a swimming pool, which the Subject will not offer. Magnolia Preserve offers slightly superior unit sizes to the Subject. The lowest one, two, and three-bedroom rents at Magnolia Preserve are approximately 92, 126, and 143 percent higher than the Subject’s proposed rents at 60 percent of the AMI, respectively. 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 exhibit similar to superior condition to the existing LIHTC housing stock. The average LIHTC vacancy rate is moderate at 8.1 percent. However, this data is skewed as one comparable LIHTC property is experiencing an elevated vacancy. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Excluding Hand Trading Company, overall vacancy in the market is 2.8 percent, and LIHTC vacancy is 4.1 percent. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. Property managers also reported strong demand for additional affordable housing in the area. There are no proposed or under construction units in the Subject’s PMA at this time. All 44 units could be leased from the households on the waiting lists at the comparable LIHTC properties. Additionally, we do not believe the Subject will have a significant impact on the existing LIHTC properties in the market as the Subject’s rents will be among the lowest of the LIHTC properties in the PMA. Therefore, we believe there is adequate demand for the Subject as proposed.

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	5,067	76.9%	1,522	23.1%
2019	3,430	66.6%	1,719	33.4%
Projected Mkt Entry July 2022	3,411	66.7%	1,702	33.3%
2024	3,398	66.8%	1,691	33.2%

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

As the table illustrates, 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 similar percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

Historical Vacancy

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

HISTORICAL VACANCY

#	Property Name	Program	Total Units	2018 Q2	2018 Q3	2019 Q1	2019 Q2	2020 Q2
1	Blakely Commons	LIHTC/ Market	64	N/A	N/A	N/A	N/A	3.1%
2	Hand Trading Company	LIHTC/ Market	54	N/A	N/A	N/A	N/A	25.9%
3	Pine Ridge Estates	LIHTC	38	N/A	N/A	N/A	5.3%	0.0%
4	Ridgefield Place	LIHTC	43	N/A	N/A	N/A	N/A	2.3%
5	Southfork Apartments	LIHTC	96	14.6%	6.2%	3.1%	N/A	7.3%
6	Ashley Park Apartments	Market	84	0.0%	0.0%	0.0%	0.0%	0.0%
7	Greystone At Oakland	Market	240	96.7%	N/A	N/A	0.0%	0.3%
8	Magnolia Preserve	Market	173	5.8%	N/A	N/A	N/A	4.6%
9	Summer Lane Apartments	Market	148	N/A	N/A	N/A	0.0%	4.7%

As illustrated, historical vacancy data is limited for the LIHTC and market rate comparables. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. The contacts at the remaining properties reported that the current vacancy levels are typical and are historically what would be found within the market. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area.

Each of the market rate comparables reported a vacancy rate of 4.7 percent or less. It should be noted that one of the market rate comparables is fully-occupied and two of the market rate comparables reported maintaining waiting lists, which are up to 30 households in length. Overall, we believe that the current performance of the LIHTC comparable properties, as well as the presence of waiting lists among the LIHTC comparables, indicates 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
Blakely Commons*	LIHTC/ Market	Family	Increased up to 12 percent
Hand Trading Company*	LIHTC/ Market	Family	No change
Pine Ridge Estates*	LIHTC	Family	Increased three to four percent
Ridgefield Place*	LIHTC	Family	Increased five percent
Southfork Apartments*	LIHTC	Family	Fluctuated 1-8% since 1Q19
Ashley Park Apartments*	Market	Family	No change
Greystone At Oakland*	Market	Family	Increased one percent
Magnolia Preserve*	Market	Family	No change
Summer Lane Apartments*	Market	Family	Increased two percent

*Located outside of the PMA

The LIHTC properties report growth of up to 12 percent in the past year. The only LIHTC property reporting no change in rents, Hand Trading Company, is in its initial lease-up phase. The market rate properties reported in some instances rent growth up to two percent. 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 state of Georgia is experiencing a foreclosure rate of one in every 2,210 homes. According to *RealtyTrac* statistics, there is no data on the foreclosure trends of Colquitt and Miller County. However, 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

There are no proposed LIHTC developments in the PMA. The vacancy rate among the existing stabilized LIHTC comparables is low at 4.1 percent. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicates that the Subject will not negatively impact the existing affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Overall vacancy in the market is low at 4.0 percent, and LIHTC vacancy is moderate at 8.1 percent. However, this data is skewed as one comparable LIHTC property is experiencing an elevated vacancy. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Excluding Hand Trading Company, overall vacancy in the market is 2.8 percent, and LIHTC vacancy is 4.1 percent. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. The Subject will offer similar to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to similar property amenities. The Subject will offer in-unit washers and dryers, a business center, and an exercise facility, which several of the comparables will lack. However, the Subject will lack a community room 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 LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from four of the comparable properties, which is illustrated following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Hand Trading Company*	LIHTC	Family	2020	54	10
Greystone at Oakland	Market	Family	2018/2020	288	22
Ashley Park Apartments	Market	Family	2013	84	21
Magnolia Preserve	Market	Family	2013	173	10

*Property is in the initial absorption phase

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed, 44-unit, new construction, family development. The surveyed properties reported absorption paces between ten and 22 units per month. Hand Trading Company, the only comparable LIHTC property to report absorption information, opened in January 2020 and is experiencing an absorption pace of approximately ten units per month during its lease-up phase to-date. Market properties in nearby Leesburg, Thomasville, and Dothan, Alabama experienced similar to slightly more rapid absorption paces, between 2013 and 2018. We have placed the most weight on the absorption pace at Hand Trading Company, and we believe the Subject would experience a similar absorption pace as Hand Trading Company of ten units per month. This indicates an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until July 2022, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Georgia Department of Community Affairs

We were able to speak with Ms. Valencia Jordan, Director of Operations, of the Georgia Department of Community Affairs regarding the Housing Choice Voucher program in Miller County. According to Ms. Jordan, the Georgia Departments of Community Affairs allots 16,500 statewide, of which 14,000 are currently in use. Ms. Jordan also stated that there are nine families utilizing these Housing Choice Vouchers in Miller County. 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, 11 of which are from Miller County. The payment standards for Miller County are listed below.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$606
Two-Bedroom	\$690
Three-Bedroom	\$860

Source: Georgia Department of Community Affairs, effective January 1, 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 Miller County Inspections and Planning Department. 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. According to our research, there are no multifamily developments currently planned, proposed, or under construction in the Subject’s PMA.

Colquitt-Miller County Chamber of Commerce

We attempted to speak with the Colquitt-Miller County Chamber of Commerce; however, as of the date of this report our calls have not been returned. We conducted internet research regarding investment and business expansion in the region.

- According to WTXL Tallahassee, the Miller County Hospital announced in 2018 that a new 27,000 square foot expansion to the nursing home would give space for 50 additional beds and 100 new jobs. The last phase of construction was completed in the summer of 2019.

As illustrated, there have been additions in the healthcare industry between 2018 and 2020, creating 100 new jobs in the area.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The population in the PMA and the SMA slightly decreased from 2010 to 2019. The rate of population and household growth is projected to decrease slightly through 2024. The current population of the PMA is 13,020 and is expected to be 12,881 in 2024. The current number of households in the PMA is 5,149 and is expected to be 5,089 in 2024. Renter households are concentrated in the lowest income cohorts, with 50.1 percent of renters in the PMA earning between \$10,000 and \$39,999 annually. The Subject will target households earning between \$17,143 and \$39,240 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been declining, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and retail trade industries, which collectively comprise 39.1 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is 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. The local economy appears to have diverse and low paying jobs in the retail trade, healthcare/social assistance, and educational sectors which is expected to generate demand for affordable housing in the PMA. The overconcentration of retail trade employment 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.

Total employment growth in the SMA lagged that of the nation in all but two years between 2012 and 2019. However, as of February 2020, total employment in the SMA is increasing at an annualized rate of 3.2 percent, which is significantly higher than the growth across the overall nation. 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. Given that total employment in the SMA has increased in five of the past six years and local employment growth and unemployment rate are similar to the nation, it appears the SMA has stabilized, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

Historically, the SMA reported a higher unemployment rate relative to the nation. Unemployment in the SMA began increasing during 2008, and the SMA maintained a higher unemployment rate throughout the entire recession except for one year relative to the nation. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. 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.

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	\$17,143	\$24,250	2	49	0	49	4.1%	\$405
1BR at 60% AMI	\$18,686	\$29,100	6	61	0	61	9.8%	\$450
1BR Overall	\$17,143	\$29,100	8	68	0	68	11.8%	-
2BR at 50% AMI	\$20,263	\$27,250	5	78	0	78	6.4%	\$470
2BR at 60% AMI	\$21,806	\$32,700	15	98	0	98	15.3%	\$515
2BR Overall	\$20,263	\$32,700	20	109	0	109	18.4%	-
3BR at 50% AMI	\$24,446	\$32,700	4	33	0	33	12.2%	\$565
3BR at 60% AMI	\$25,989	\$39,240	12	41	0	41	29.0%	\$610
3BR Overall	\$24,446	\$39,240	16	46	0	46	34.7%	-
@50% Overall	\$17,143	\$32,700	11	159	0	159	6.9%	-
@60% Overall	\$18,686	\$39,240	33	200	0	200	16.5%	-
Overall	\$17,143	\$39,240	44	223	0	223	19.7%	-

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 four of the comparable properties, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Hand Trading Company*	LIHTC	Family	2020	54	10
Greystone at Oakland	Market	Family	2018/2020	288	22
Ashley Park Apartments	Market	Family	2013	84	21
Magnolia Preserve	Market	Family	2013	173	10

*Property is in the initial absorption phase

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed, 44-unit, new construction, family development. The surveyed properties reported absorption paces between ten and 22 units per month. Hand Trading Company, the only comparable LIHTC property to report absorption information, opened in January 2020 and is experiencing an absorption pace of approximately ten units per month during its lease-up phase to-date. Market properties in nearby Leesburg, Thomasville, and Dothan, Alabama experienced similar to slightly more rapid absorption paces, between 2013 and 2018. We have placed the most weight on the absorption pace at Hand Trading Company, and we believe the Subject would experience a similar absorption pace as Hand Trading Company of ten units per month. This indicates an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until July 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
Blakely Commons*	LIHTC/ Market	Family	64	2	3.1%
Hand Trading Company*	LIHTC/ Market	Family	54	14	25.9%
Pine Ridge Estates*	LIHTC	Family	38	0	0.0%
Ridgefield Place*	LIHTC	Family	43	1	2.3%
Southfork Apartments*	LIHTC	Family	96	7	7.3%
Ashley Park Apartments*	Market	Family	84	0	0.0%
Greystone At Oakland*	Market	Family	288	1	0.3%
Magnolia Preserve*	Market	Family	173	8	4.6%
Summer Lane Apartments*	Market	Family	148	7	4.7%
Stabilized LIHTC			241	10	4.1%
Total LIHTC			295	24	8.1%
Total Market Rate			693	16	2.3%
Overall Stabilized Total			934	26	2.8%
Overall Total			988	40	4.0%

*Located outside of the PMA

Overall vacancy in the market is low at 4.0 percent, and LIHTC vacancy is moderate at 8.1 percent. However, this data is skewed as one comparable LIHTC property is experiencing an elevated vacancy. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Excluding Hand Trading Company, overall vacancy in the market is 2.8 percent, and LIHTC vacancy is 4.1 percent. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. The Subject will exhibit similar to superior condition to the LIHTC comparables upon completion. Therefore, we believe there is adequate demand for the Subject as proposed.

Vacancy among the market rate comparable properties is low at 2.3 percent. It should be noted that one of the market rate comparables is fully-occupied and two of the market rate comparables reported maintaining waiting lists, which are up to 30 households in length. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. The low vacancy rates and presence of waiting lists among the stabilized LIHTC comparables indicates demand for affordable housing in the area. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

The Subject 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 in-unit washers and dryers, a business center, and an exercise facility, which several 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. Overall vacancy in the market is low at 4.0 percent, and LIHTC vacancy is moderate at 8.1 percent. However, this data is skewed as one comparable LIHTC property is experiencing an elevated vacancy. Hand Trading Company is currently in its lease-up phase and is 25.9 percent vacant with 14 total vacant units. The contact at this property stated that the property opened in January 2020 and is currently experiencing an absorption rate of ten units per month to-date. Excluding Hand Trading Company, overall vacancy in the market is 2.8 percent, and LIHTC vacancy is 4.1 percent. It should be noted that Southfork Apartments also reported a slightly elevated vacancy. However, the contact at this property stated that the seven vacant units are being processed from a waiting list of approximately 60 households. Additionally, one of the LIHTC comparables is fully-occupied and four of the five LIHTC comparables reported maintaining waiting lists, which are up to over 85 households in length, indicating strong demand for affordable housing in the area. The Subject will offer similar to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to similar property amenities. The Subject will offer in-unit washers and dryers, a business center, and an exercise facility, which several of the comparables will lack. However, the Subject will lack a community room 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 LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

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.

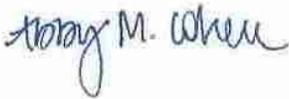
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with 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.



H. Blair Kincer, MAI, CRE
LEED Green Associate
Partner
Novogradac Consulting LLP

June 9, 2020



Abby Cohen
Partner
Novogradac Consulting LLP

June 9, 2020



Brian Neukam
Manager
Novogradac Consulting LLP

June 9, 2020



Brinton Noble
Analyst
Novogradac Consulting LLP

June 9, 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 northeast along M.L.K. Jr. Street



View southwest along M.L.K. Jr. Street



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Hospital in the Subject's neighborhood



Commercial use in the Subject's neighborhood



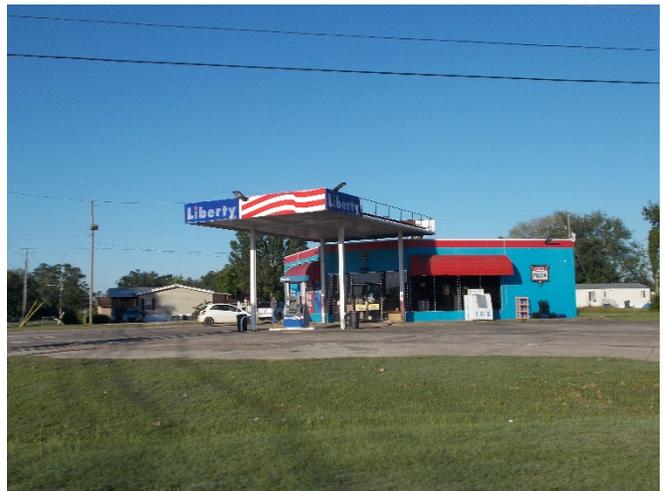
Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



House of worship in the Subject's neighborhood



House of worship 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	Southern Landing M.L.K. Jr. Street Colquitt, GA 39837 Miller County	-	Garden 3-stories 2022 / n/a Family	@50%, @60%	1BR / 1BA	2	4.6%	704	@50%	\$405	No	N/A	N/A	N/A				
					1BR / 1BA	6	13.6%	704	@60%	\$450	No	N/A	N/A	N/A				
					2BR / 2BA	5	11.4%	1,005	@50%	\$470	No	N/A	N/A	N/A				
					2BR / 2BA	15	34.1%	1,005	@60%	\$515	No	N/A	N/A	N/A				
					3BR / 2BA	4	9.1%	1,110	@50%	\$565	No	N/A	N/A	N/A				
					3BR / 2BA	12	27.3%	1,110	@60%	\$610	No	N/A	N/A	N/A				
					<u>44</u>							N/A	N/A					
1	Blakely Commons N Church St & Mosley Blakely, GA 39823 Early County	19.1 miles	Single Family 1-stories 2009 / n/a Family	@50%, @60%, Market	3BR / 2BA	32	50.0%	1,230	@50%	\$520	No	Yes	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,230	@60%	\$670	No	Yes	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,230	Market	\$725	N/A	Yes	N/A	N/A				
					4BR / 2BA	32	50.0%	1,600	@50%	\$530	No	Yes	N/A	N/A				
					4BR / 2BA	N/A	N/A	1,600	@60%	\$705	No	Yes	N/A	N/A				
					4BR / 2BA	N/A	N/A	1,600	Market	\$740	N/A	Yes	N/A	N/A				
					<u>64</u>							2	3.1%					
2	Hand Trading Company 107 W Railroad Street South Pelham, GA 31779 Mitchell County	34.0 miles	Lowrise 4-stories 1914 / 2020 Family	@50%, @60%, Market	1BR / 1BA	5	9.3%	690	@50%	\$385	No	N/A	N/A	N/A				
					1BR / 1BA	12	22.2%	690	@60%	\$460	No	N/A	N/A	N/A				
					1BR / 1BA	3	5.6%	690	Market	\$625	N/A	N/A	N/A	N/A				
					2BR / 1BA	2	3.7%	1,065	@50%	\$425	No	N/A	N/A	N/A				
					2BR / 1BA	7	13.0%	1,065	@60%	\$500	No	N/A	N/A	N/A				
					2BR / 1BA	3	5.6%	1,065	Market	\$730	N/A	N/A	N/A	N/A				
					2BR / 2BA	3	5.6%	1,065	@50%	\$455	No	N/A	N/A	N/A				
					2BR / 2BA	7	13.0%	1,065	@60%	\$560	No	N/A	N/A	N/A				
					2BR / 2BA	2	3.7%	1,065	Market	\$765	N/A	N/A	N/A	N/A				
					3BR / 2BA	2	3.7%	1,215	@50%	\$535	No	N/A	N/A	N/A				
					3BR / 2BA	6	11.1%	1,215	@60%	\$640	No	N/A	N/A	N/A				
					3BR / 2BA	2	3.7%	1,215	Market	\$895	N/A	N/A	N/A	N/A				
										<u>54</u>							14	25.9%
					3	Pine Ridge Estates 108 Hubert Dollar Dr Bainbridge, GA 39819 Decatur County	21.4 miles	Garden 2-stories 2008 / n/a Family	@50%, @60%	2BR / 2BA	17	44.7%	700	@50%	\$405	No	Yes	0
2BR / 2BA	7	18.4%	700	@60%						\$457	No	Yes	0	0.0%				
3BR / 2BA	12	31.6%	1,000	@50%						\$444	No	Yes	0	0.0%				
3BR / 2BA	2	5.3%	1,000	@60%						\$533	No	Yes	0	0.0%				
	<u>38</u>															0	0.0%	
4	Ridgefield Place 100 Parkview Dr Bainbridge, GA 39819 Decatur County	21.2 miles	Single Family 1-stories 2011 / n/a Family	@50%, @60%	3BR / 2BA	5	11.6%	1,390	@50%	\$564	No	N/A	0	0.0%				
					3BR / 2BA	28	65.1%	1,390	@60%	\$709	No	N/A	1	3.6%				
					4BR / 2BA	2	4.7%	1,600	@50%	\$606	No	N/A	0	0.0%				
					4BR / 2BA	8	18.6%	1,600	@60%	\$788	No	N/A	0	0.0%				
						<u>43</u>										1	2.3%	
5	Southfork Apartments 500 South Macarthur Drive Camilla, GA 31730 Mitchell County	31.9 miles	Garden 2-stories 1999 / 2015 Family	@50%, @60%	1BR / 1BA	15	15.6%	782	@50%	\$440	No	Yes	N/A	N/A				
					1BR / 1BA	1	1.0%	736	@60%	\$475	No	Yes	N/A	N/A				
					2BR / 2BA	3	3.1%	1,008	@50%	\$453	No	Yes	N/A	N/A				
					2BR / 2BA	13	13.5%	987	@60%	\$563	No	Yes	N/A	N/A				
					3BR / 2BA	10	10.4%	1,146	@50%	\$525	No	Yes	N/A	N/A				
					3BR / 2BA	54	56.3%	1,146	@60%	\$650	No	Yes	N/A	N/A				
						<u>96</u>										7	7.3%	
6	Ashley Park Apartments 1 Ashley Park Place Thomasville, GA 31792 Thomas County	49.4 miles	Midrise 4-stories 2013 / n/a Family	Market	1BR / 1BA	21	25.0%	644	Market	\$800	N/A	Yes	0	0.0%				
					1BR / 1BA	21	25.0%	822	Market	\$875	N/A	Yes	0	0.0%				
					2BR / 2BA	26	31.0%	1,047	Market	\$975	N/A	Yes	0	0.0%				
					3BR / 2BA	16	19.1%	1,311	Market	\$1,095	N/A	Yes	0	0.0%				
						<u>84</u>										0	0.0%	
7	Greystone At Oakland 245 Oakland Parkway Leesburg, GA 31763 Lee County	42.6 miles	Lowrise 3-stories 2018 / n/a Family	Market	1BR / 1BA	24	6.7%	906	Market	\$905	N/A	Yes	N/A	N/A				
					1BR / 1BA	56	20.0%	1,075	Market	\$930	N/A	Yes	N/A	N/A				
					2BR / 2BA	32	10.0%	1,311	Market	\$1,190	N/A	Yes	N/A	N/A				
					2BR / 2BA	112	43.3%	1,463	Market	\$1,215	N/A	Yes	N/A	N/A				
					3BR / 2BA	24	6.7%	1,630	Market	\$1,295	N/A	Yes	N/A	N/A				
					3BR / 2BA	40	13.3%	1,716	Market	\$1,345	N/A	Yes	N/A	N/A				
	<u>288</u>										1	0.3%						
8	Magnolia Preserve 101 Magnolia Ridge Place Dothan, AL 36303 Houston County	39.1 miles	Garden 3-stories 2013 / n/a Family	Market	1BR / 1BA	10	5.8%	673	Market	\$862	N/A	No	0	0.0%				
					1BR / 1BA	10	5.8%	699	Market	\$871	N/A	No	1	10.0%				
					1BR / 1BA	5	2.9%	797	Market	\$904	N/A	No	1	20.0%				
					1BR / 1BA	10	5.8%	803	Market	\$917	N/A	No	0	0.0%				
					1BR / 1BA	11	6.4%	825	Market	\$1,007	N/A	No	0	0.0%				
					1BR / 1BA	14	8.1%	943	Market	\$1,118	N/A	No	1	7.1%				
					2BR / 2BA	50	28.9%	1,208	Market	\$1,162	N/A	No	1	2.0%				
					2BR / 2BA	14	8.1%	1,352	Market	\$1,223	N/A	No	2	14.3%				
					2BR / 2BA	15	8.7%	1,413	Market	\$1,311	N/A	No	0	0.0%				
					3BR / 2BA	22	12.7%	1,386	Market	\$1,481	N/A	No	1	4.6%				
					3BR / 2BA	12	6.9%	1,520	Market	\$1,507	N/A	No	1	8.3%				
	<u>173</u>										8	4.6%						
9	Summer Lane Apartments 2724 Ledo Road Albany, GA 31707 Dougherty County	43.1 miles	One-story 1-stories 2002 / n/a Family	Market	1BR / 1BA	24	16.2%	702	Market	\$810	N/A	No	N/A	N/A				
					2BR / 2BA	24	16.2%	896	Market	\$880	N/A	No	N/A	N/A				
					2BR / 2BA	25	16.9%	1,055	Market	\$905	N/A	No	N/A	N/A				
					2BR / 2BA	25	16.9%	1,096	Market	\$949	N/A	No	N/A	N/A				
					2BR / 2BA	25	16.9%	1,215	Market	\$1,049	N/A	No	N/A	N/A				
					2BR / 2BA	17	11.5%	1,500	Market	\$1,155	N/A	No	N/A	N/A				
					3BR / 3BA	8	5.4%	1,645	Market	\$1,330	N/A	No	N/A	N/A				
	<u>148</u>										7	4.7%						