

# Market Feasibility Analysis

HighPointe Estates  
South side of North Martin Luther King Junior Drive,  
East of Altman Avenue  
Thomasville, Thomas County Georgia 31792

*Prepared For*

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## SECTION A – EXECUTIVE SUMMARY

This report evaluates the market feasibility of the proposed HighPointe Estates rental community utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Thomasville, Georgia. Based on the findings contained in this report, we believe a market will exist for the subject development, as long as it is constructed and operated as proposed in this report.

### 1. Project Description:

The proposed subject project involves the new construction of the 64-unit HighPointe Estates rental community on an approximate 31-acre site located on the south side of North Martin Luther King Junior Drive, east of Altman Avenue in Thomasville, Thomas County, Georgia. The subject project will be comprised of 16 one-bedroom, 24 two-bedroom and 24 three-bedroom garden-style units located within eight (8) two-story walk-up style residential buildings. The subject project will also include one (1) one-story community building which will house the subject project's management office and common space. The subject project will be developed using Low-Income Housing Tax Credit (LIHTC) financing and target general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). Proposed monthly collected Tax Credit rents range from \$300 to \$516, depending upon bedroom type and AMHI level. None of the units within the subject development will receive project-based rental assistance. The proposed subject project is expected to be complete by May 2016. Additional details regarding the proposed project are included in Section B of this report.

### 2. Site Description/Evaluation:

The proposed subject site is situated within a primarily residential neighborhood within the northwestern portion of Thomasville. The residential and commercial structures located within the immediate site neighborhood were generally observed to be well-maintained and should contribute to the marketability of the subject project. Visibility and access of the subject site should both contribute to its marketability, as the subject site is provided clear visibility and convenient access from North Martin Luther King Junior Drive, which borders the site to the north. The subject site is also located within proximity of multiple major arterials which will further enhance accessibility. Note that fixed-route public transportation is not provided within the Thomasville area, however, the high occupancy rates reported among the conventional rental projects surveyed in the market indicates that the lack of this service has not negatively impacted the Thomasville rental market. Further, the site's proximity to community services, including all applicable attendance schools, grocery stores, shopping opportunities and the Thomasville Town Center will likely contribute to the marketability of the subject site. Overall, the subject site is consistent with surrounding land uses, while it's convenient accessibility to the Thomasville area and surrounding

arterial roadways, and proximity to community services should contribute to the subject site's marketability within the Thomasville market.

**3. Market Area Definition:**

The Thomasville Site PMA includes the city of Thomasville, as well as some outlying unincorporated areas of Thomas County. The boundaries of the Site PMA include U.S. Highway 84 and the Census Tract 9607 and 9605 boundaries to the north; the Census Tract 9610 boundary to the east; the Thomas County and Georgia/Florida state boundary to the south; and the Thomas County boundary to the west. A map illustrating these boundaries is included on page D-2 of this report and details the furthest boundary is 16.5 miles from the site.

**4. Community Demographic Data:**

The Thomasville Site PMA is projected to experience both population and household growth between 2014 and 2016. Specifically, the total population is projected to increase by 125 (0.4%) while the total number of households is projected to increase by 68 (0.5%) during this time period. Although this is considered modest population and household growth, these trends are indicative of a stable and slightly increasing demographic base within the Site PMA. It should further be noted that it is projected there will be 5,369 renter households in the PMA in 2016, of which, 3,968 (73.9%) are projected to earn below \$30,000. This is an increase among low-income renter households (those earning below \$30,000) of 1.1%, over 2014 levels. Overall, demographic trends contained within this report indicate that a good base of potential income-appropriate renter support exists within the Site PMA for the subject project. Additional demographic data is included in Section E of this report.

**5. Economic Data:**

Although negatively impacted by the national recession, the local Thomas County and Thomasville economies are beginning to improve as many local companies have begun, or plan to expand, their current labor force according to a local economic representative with the Thomasville/Thomas County Chamber of Commerce. However, it is of note that the closure of the Southwestern State Hospital within Thomasville in December of 2013 has adversely impacted the local economy, as the employment base within Thomas County has declined by 331 employees between 2012 and March of 2014. Although the closure of this facility appears to have negatively impacted the local employment base, the unemployment rate of 7.0% reported through March of 2014 remains below the state average and equal to the national average. Regardless, both the employment base and unemployment rate figures reported through the first quarter of 2014 in Thomas County struggle to return to pre-recession levels. As such, the Thomas County area is expected to continue to experience a slow economic recovery for the foreseeable future, during which time demand for affordable housing is

expected to remain high. Additional economic data is included in Section F of this report.

## 6. Project-Specific Affordability and Demand Analysis:

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the project’s overall capture rate of 8.7% is considered low and easily achievable within the Thomasville Site PMA. This is especially true given the high occupancy rates and extensive waiting lists maintained among the existing affordable LIHTC rental product surveyed in the market. Detailed demand calculations are provided in Section G of this report.

## 7. Competitive Rental Analysis

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed five existing Low-Income Housing Tax Credit (LIHTC) properties within the Site PMA. However, of these five existing LIHTC projects, one also operates under the HUD Section 8 program requiring its tenants to only pay up to 30% of their adjusted gross income towards rent, while another of these five existing LIHTC projects is restricted to senior households (age 55 and older). As such, these two aforementioned LIHTC projects surveyed are not considered to be directly competitive with the proposed subject project which will offer non-subsidized units targeting general-occupancy households and therefore have not been included in our comparable analysis. The three remaining LIHTC projects surveyed in the market offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of AMHI, similar to the subject project and have therefore been included in our comparable analysis as they are considered to be directly competitive with the subject project. These competitive properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	HighPointe Estates	2016	64	-	-	-	Families; 50% & 60% AMHI
1	Hunter's Chase	2004	89*	97.8%	1.3 Miles	None	Families; 30%, 50%, & 60% AMHI
3	Walnut Square Apts.	2012	63	100.0%	4.9 Miles	70 H.H.	Families; 50% & 60% AMHI
4	Hampton Lake Apts.	2008	90*	100.0%	3.2 Miles	50 H.H.	Families; 30%, 50%, & 60% AMHI

OCC. – Occupancy  
H.H. - Households  
\*Tax Credit units only

The three comparable LIHTC projects have a combined occupancy rate of 99.2%, with only two vacant units reported at Hunter's Chase (Map ID 1). Note that the two comparable LIHTC projects which report occupancy rates of 100.0% also maintain waiting lists of 50 and 70 households. The high overall occupancy rate and extensive waiting lists maintained at two of the comparable LIHTC projects indicate that significant demand exists within the market for additional family-oriented LIHTC units. As such, the proposed subject development will help alleviate a portion of the pent-up demand for such housing within the Thomasville market.

It should further be noted that the market's newest LIHTC project, Walnut Square Apartments (Map ID 3), was built in 2012 and is currently 100.0% occupied with a 70 household waiting list, as illustrated in the preceding table. According to management, this 63-unit property opened in December of 2012 and reached 100.0% occupancy in February of 2013. Based on the preceding information, the 63 units at this property were fully absorbed into the market within three months of opening, which yields an absorption rate of 21 units per month. However, it is important to note that it is unknown if, or when, this project began to pre-lease units, as this information was not provided at the time of this report. Regardless, the preceding analysis is further indication that affordable modern LIHTC product has been well-received and is in high demand within the Thomasville market.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	HighPointe Estates	\$441/50% (10) \$530/60% (6)	\$530/50% (4) \$636/60% (20)	\$609/50% (4) \$735/60% (20)	-
1	Hunter's Chase	\$357/30% (3/0) \$555/50% (8/0) \$654/60% (15/0)	\$445/30% (6/0) \$682/50% (11/0) \$801/60% (27/2)	\$504/30% (2/0) \$778/50% (5/0) \$915/60% (12/0)	None
3	Walnut Square Apts.	\$489/50% (2/0) \$564/60% (6/0)	\$588/50% (7/0) \$634/60% (24/0)	\$679/50% (5/0) \$774/60% (19/0)	None
4	Hampton Lake Apts.	\$299/30% (5/0) \$484/50% (3/0) \$484/60% (2/0)	\$361/30% (16/0) \$584/50% (17/0) \$600/60% (17/0)	\$418/30% (10/0) \$675/50% (10/0) \$756/60% (10/0)	None

As the preceding illustrates, the proposed gross Tax Credit rents set at 50% of AMHI range between \$441 and \$609, depending upon bedroom type. Notably, these proposed gross Tax Credit rents will be the lowest priced LIHTC units set at 50% of AMHI among the comparable LIHTC projects. Additionally, the proposed gross Tax Credit rents ranging between \$530 and \$735, depending upon bedroom type at the subject project, will also be competitively positioned among

the comparable projects in terms of price. In fact, the proposed three-bedroom units at 60% of AMHI will be the lowest priced three-bedroom units at this targeted income level among the comparables, as illustrated in the preceding table. Based on the preceding analysis, the proposed subject project is considered to be competitively positioned within the Thomasville market in terms of price, which should enhance marketability. Specifically, the proposed gross Tax Credit rents at 50% of AMHI for all units at the subject project, as well as the proposed gross Tax Credit rents at 60% of AMHI for the three-bedroom units will create a market advantage for the subject project, as they are the lowest priced among similar unit types at the comparable projects.

#### Comparable/Competitive Tax Credit Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the proposed development will be competitive. Specifically, the proposed subject development will offer competitively positioned units in terms of price, as some of the proposed subject's gross rents will be the lowest among those currently reported at the comparable projects. Further, the proposed subject project will offer competitively sized units in terms of square footage, as well as an extensive amenity package which will include added amenities such as in-unit washer/dryer appliances and a covered pavilion which should enhance marketability. Overall, the proposed subject development is considered to be marketable within the Thomasville market, especially when considering the low proposed gross rents and high occupancy levels and waiting lists maintained among the comparable LIHTC projects.

An in-depth analysis of the Thomasville rental housing market is included in Section H of this report.

### **8. Absorption/Stabilization Estimates**

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA/GHFA guidelines that assume a 2016 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2016.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC projects in the market, the required capture rate, achievable market rents and the competitiveness of the proposed subject development within the Thomasville Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, it is our opinion that the 64 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately eight months. This absorption period is based on an average monthly absorption rate of approximately eight units per month.

These absorption projections assume a 2016 opening date. A later opening date may have a slowing impact on the absorption potential for the subject project. Further, these absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

## **9. Overall Conclusion:**

Based on the findings reported in our market study, it is our opinion that a market exists for the 64 general-occupancy LIHTC units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rents, amenities or opening date may alter these findings.

The Thomasville rental housing market is performing extremely well, especially the affordable rental housing segment within the market. Specifically, as indicated in our Field Survey of Conventional Rentals in Addendum A of this report, there are only two vacant affordable units (subsidized or non-subsidized) currently available within the market. Further, two of the three comparable LIHTC projects report occupancy rates of 100.0% and maintain waiting lists of 50 and 70 households for their next available units, which is a good indication that there is substantial pent-up demand for additional affordable housing alternatives in the market. As such, the proposed LIHTC units at the subject site will help alleviate a portion of this pent-up demand. Additionally, the proposed subject project is considered to be competitively positioned within the market in terms of price, unit size (square feet) and amenities offered, as compared to similar unit types among the comparable LIHTC projects. In fact, the proposed subject development will offer some of the lowest priced LIHTC units among the comparable projects, which will likely create a market advantage for the subject development.

Although modest, overall demographic trends within the Thomasville Site PMA are projected to be positive through 2016, as indicated in Section E of this report. It should also be reiterated that low-income renter households, those earning below \$30,000, are projected to increase by 1.6% between 2013 and 2016 and

will comprise nearly 74.0% of all renter households in the PMA in 2016. These demographic trends are indicative of a good base of potential income-appropriate renter households in the market for the subject development. The overall required capture rate of 8.7% for the proposed subject development further demonstrates that a sufficient base of potential income-appropriate renter support exists for the subject project within the Thomasville Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable within the Thomasville Site PMA, as proposed. We do not have any recommendations or modifications to the subject development at this time.

## SUMMARY TABLE

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

Development Name:	HighPointe Estates	Total # Units:	64
Location:	South side of North Martin Luther King Junior Drive, east of Altman Avenue Thomasville, Georgia 31792	# LIHTC Units:	64
PMA Boundary:	The boundaries of the Site PMA include U.S. Highway 84 and the Census Tract 9607 and 9605 boundaries to the north; the Census Tract 9610 boundary to the east; the Thomas County and Georgia/Florida state boundary to the south; and the Thomas County boundary to the west.		
	Farthest Boundary Distance to Subject:		16.5 miles

## RENTAL HOUSING STOCK (found in Addendum A, pages 4 &amp; 5)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	1,414	9	99.4%
Market-Rate Housing*	9	769	7	99.1%
Assisted/Subsidized Housing (No LIHTC)	3	252	0	100.0%
<b>LIHTC*</b>	5	393	2	99.5%
Stabilized Comps	3	242**	2	99.2%
Properties in Construction & Lease Up	0	0	N/A	N/A

\*Includes mixed-income rental properties

\*\*Tax Credit units only

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
10	One-Br.	1.0	770	\$300 (50%)	\$620	\$0.81	51.6%	\$720	\$0.96
6	One-Br.	1.0	770	\$389 (60%)	\$620	\$0.81	37.3%	\$720	\$0.96
4	Two-Br.	2.0	979	\$350 (50%)	\$735	\$0.75	52.4%	\$820	\$0.78
20	Two-Br.	2.0	979	\$456 (60%)	\$735	\$0.75	38.0%	\$820	\$0.78
4	Three-Br.	2.0	1,242	\$390 (50%)	\$830	\$0.67	53.0%	\$920	\$0.70
20	Three-Br.	2.0	1,242	\$516 (60%)	\$830	\$0.67	37.8%	\$920	\$0.70

## DEMOGRAPHIC DATA (found in Sections E &amp; G)

	2010		2014		2016	
Renter Households	4,986	39.7%	5,374	42.2%	5,369	42.0%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	1,492	11.7%	1,484	11.6%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

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

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall
Renter Household Growth		-3	-11			-8
Existing Households (Overburd + Substand)		583	492			744
Homeowner conversion (Seniors)		N/A	N/A			N/A
<b>Total Primary Market Demand</b>		580	481			736
Less Comparable/Competitive Supply		0	0			0
<b>Net Income-Qualified Renter HHs</b>		<b>580</b>	<b>481</b>			<b>736</b>

## CAPTURE RATES (found on page G-6)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate		3.1%	9.6%			8.7%

## SECTION B - PROJECT DESCRIPTION

The proposed subject project involves the new construction of the 64-unit HighPointe Estates rental community on an approximate 31-acre site located on the south side of North Martin Luther King Junior Drive, east of Altman Avenue in Thomasville, Thomas County, Georgia. The subject project will be comprised of 16 one-bedroom, 24 two-bedroom and 24 three-bedroom garden-style units located within eight (8) two-story walk-up style residential buildings. The subject project will also include one (1) one-story community building which will house the subject project's management office and common space. The subject project will be developed using Low-Income Housing Tax Credit (LIHTC) financing and target general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). Proposed monthly collected Tax Credit rents range from \$300 to \$516, depending upon bedroom type and AMHI level. None of the units within the subject development will receive project-based rental assistance. The proposed subject project is expected to be complete by May 2016. Additional details of the subject project are as follows:

### A. PROJECT DESCRIPTION

- 1. Project Name:** HighPointe Estates
  
- 2. Property Location:** South side of North Martin Luther King Junior Drive, East of Altman Avenue  
Thomasville, Georgia 31792  
(Thomas County)  
  
QCT: Yes                      DDA: No
  
- 3. Project Type:** New construction
  
- 4. Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
10	One-Br.	1.0	Garden	770	50%	\$300	\$141	\$441	\$441
6	One-Br.	1.0	Garden	770	60%	\$389	\$141	\$530	\$530
4	Two-Br.	2.0	Garden	979	50%	\$350	\$180	\$530	\$530
20	Two-Br.	2.0	Garden	979	60%	\$456	\$180	\$636	\$636
4	Three-Br.	2.0	Garden	1,242	50%	\$390	\$219	\$609	\$612
20	Three-Br.	2.0	Garden	1,242	60%	\$516	\$219	\$735	\$735
<b>64</b>	<b>Total</b>								

Source: IDP Housing, LP  
AMHI – Area Median Household Income (Thomas County, GA; 2014)

**5. Target Market:** General-occupancy households earning up to 50% and 60% of AMHI

**6. Project Design:** Eight (8) two-story walk-up style residential buildings and one (1) one-story 2,750 square foot non-residential community building.

**7. Original Year Built:** Not Applicable; New Construction

**8. Projected Opening Date:** May 2016

**9. Unit Amenities:**

- Electric Range
- Refrigerator
- Dishwasher
- Garbage Disposal
- In-Unit Washer/Dryer
- Central Air Conditioning
- Carpet
- Window Blinds
- Patio/Balcony
- Ceiling Fan

**10. Community Amenities:**

- On-Site Management
- Club House/Community Space
- Playground
- Covered Pavilion
- Computer Center
- Picnic Area

**11. Resident Services:**

None

**12. Utility Responsibility:**

The cost of trash collection will be included in the monthly rent. Tenants will be responsible for all other utilities charges, including the cost of:

- General Electric
- Electric Heating
- Electric Hot Water Heat
- Electric Cooking
- Water/Sewer

**13. Rental Assistance:**

None of the units within the subject development will receive project-based rental assistance.

**14. Parking:**

A paved surface parking lot containing 128 parking spaces will be provided at no additional charge to the tenants.

**15. Current Project Status:**

Not applicable; New Construction

**16. Statistical Area:**

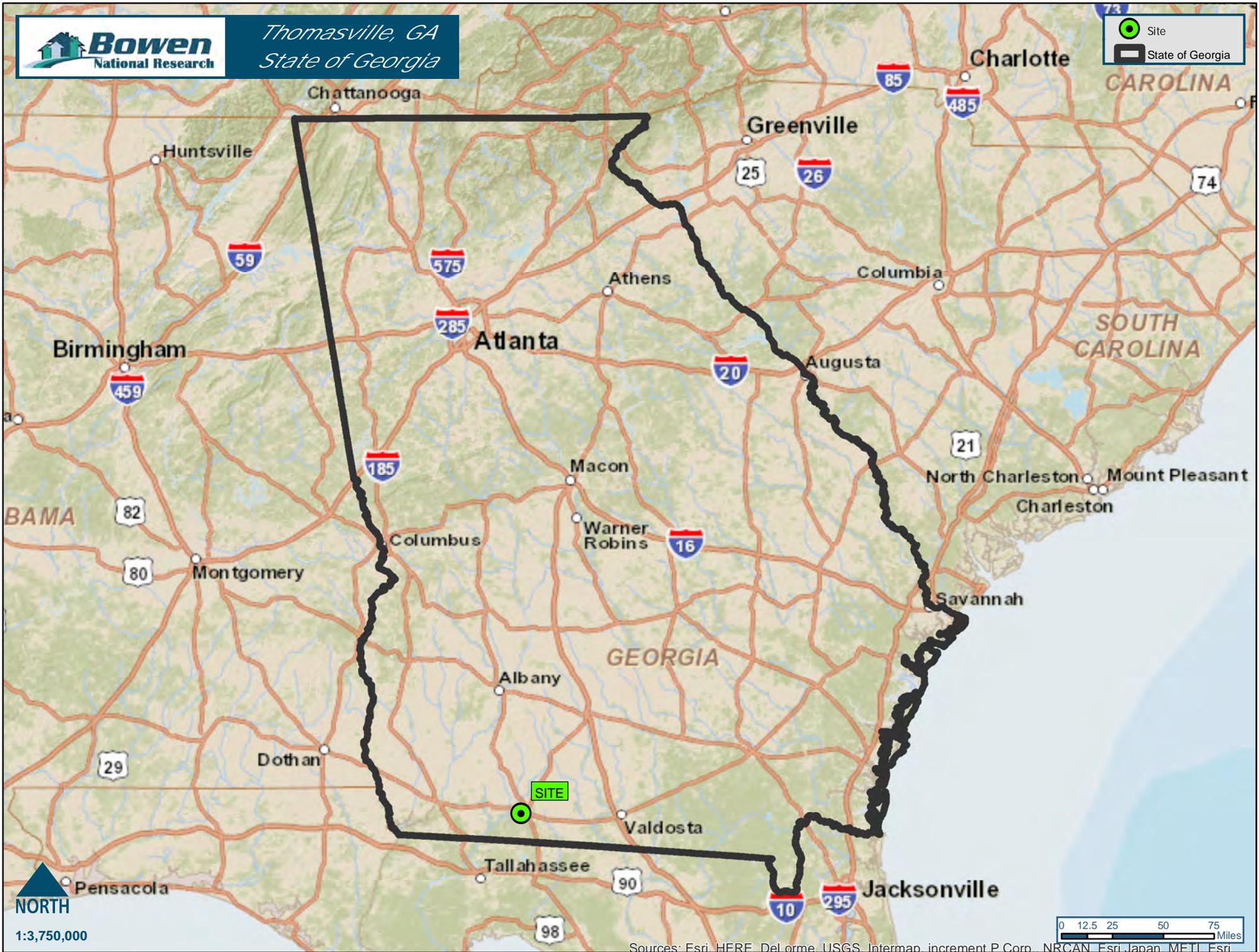
Thomas County, Georgia (2014)

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



Thomasville, GA  
State of Georgia

Site  
State of Georgia



NORTH

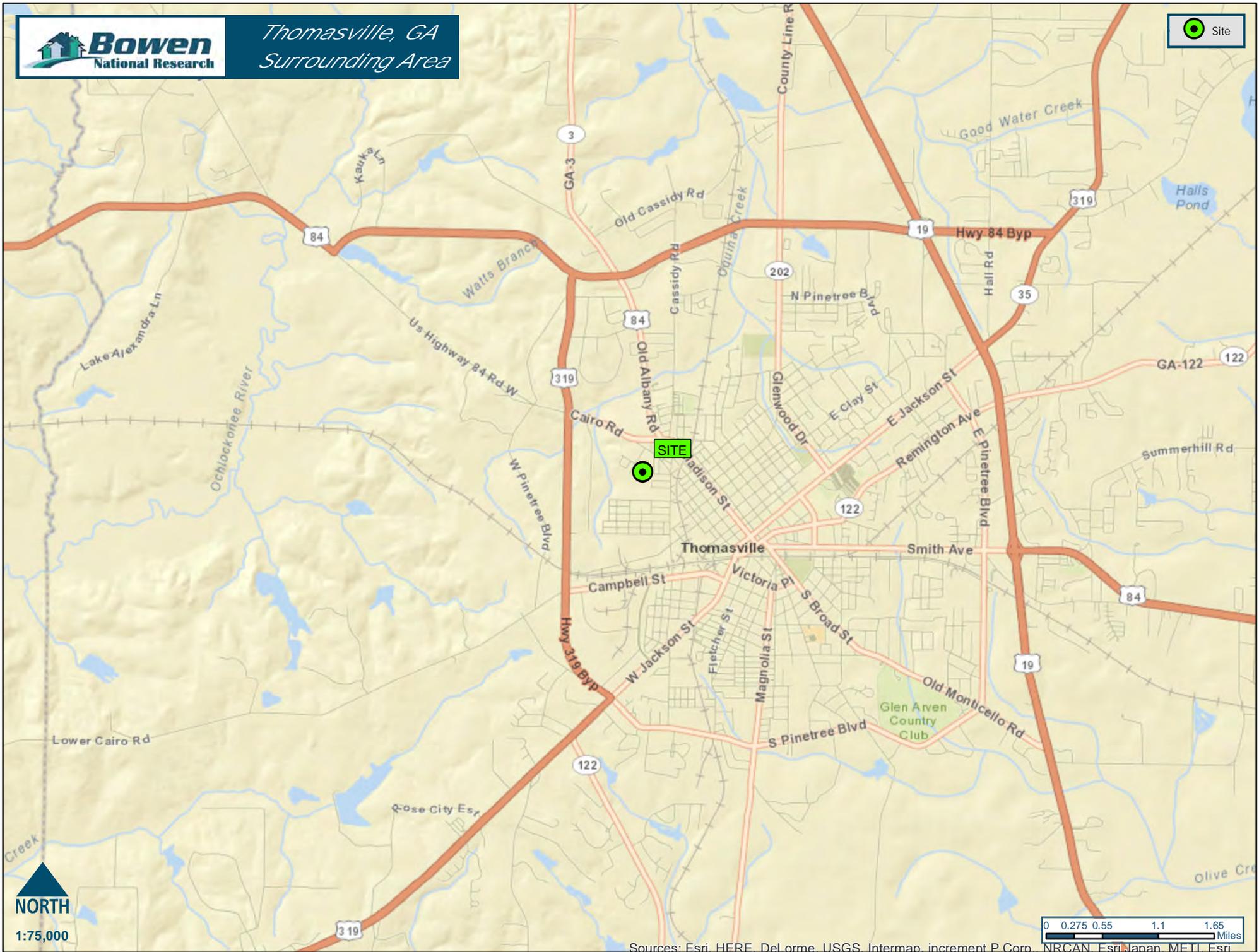
1:3,750,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



Thomasville, GA  
Surrounding Area



NORTH

1:75,000

0 0.275 0.55 1.1 1.65 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



## SECTION C – SITE DESCRIPTION AND EVALUATION

### 1. LOCATION

The subject site is a vacant parcel of land located on the south side of North Martin Luther King Junior Drive, east of Altman Avenue, in the northwestern portion of Thomasville, Georgia. Located within Thomas County, Thomasville is approximately 43.0 miles west of Valdosta, Georgia and approximately 34.0 miles northeast of Tallahassee, Florida. Tyler Bowers, an employee of Bowen National Research, inspected the subject site and conducted corresponding fieldwork during the week of April 28, 2014.

### 2. SURROUNDING LAND USES

The subject site is within a partially established area of Thomasville, Georgia. Surrounding land uses include single-family homes, a multifamily apartment complex, forested land and the Skandia Window Fashions facility. Adjacent land uses are detailed as follows:

<b>North -</b>	A parcel of land comprised of storage containers and a truck garage borders the site to the north, followed by North Martin Luther King Junior Drive, a light to moderately traveled two-lane residential roadway. Single-family homes and a local business in fair to good condition are located beyond, followed by the Thomasville Motor-Inn and additional local businesses.
<b>East -</b>	Single-family homes, in fair to good condition, located along Payne Street border the site to the east. Additional single-family homes, also in fair to good condition, extend beyond.
<b>South -</b>	Wooded land borders the site to the south, followed by The Francis Weston Park which extends to Felix Street. Single-family homes in good condition extend beyond.
<b>West -</b>	Single-family homes in fair to good condition along Altman Street border the site to the west, followed by the Wood Valley Apartments complex and the Skandia Window Fashions manufacturing facility. A construction equipment company and wooded land are located beyond.

The proposed subject project will be consistent with the predominantly residential nature of the immediate site neighborhood. The existing residential and commercial structures within the site neighborhood are considered to be well-maintained and are not expected to negatively impact marketability of the subject project. Overall, the subject project's location within a primarily residential area of Thomasville should contribute to its marketability.

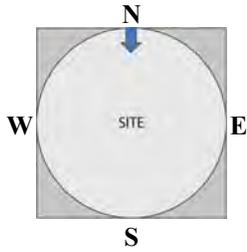
### **3. VISIBILITY AND ACCESS**

The subject property is located and maintains frontage along North Martin Luther King Junior Drive, a north/south residential roadway which borders the site to the north. While the subject site is clearly visible from North Martin Luther King Junior Drive, visibility is mostly obstructed from all other directions, due to the existing wooded land and single-family homes surrounding the subject site. Regardless, visibility of the subject site is considered good overall, as the subject site is expected to provide proper site signage along, and will receive passerby traffic from, North Martin Luther King Junior Drive. In fact, it should be noted that visibility of the Wood Valley Apartment complex located just west of the site is also mostly obstructed by surrounding land uses, though this property reports a 100.0% occupancy rate. This further demonstrates that the somewhat obstructed visibility of the subject project will not adversely impact marketability. According to site plans provided by the developer, the subject site will derive primary access from North Martin Luther King Junior Drive, while secondary access points will also be provided from Payne Street, a residential roadway east of the site. Vehicular traffic along North Martin Luther King Junior Drive was observed to be light to moderate, increasing during peak commuting hours, whereas, vehicular traffic along Payne Street was observed to be light. Additionally, North Martin Luther King Junior Drive provides convenient access to the downtown Thomasville area, as well as State Route 35. State Route 35 is a north/south arterial highway providing access throughout the Thomasville area, as well as to and from U.S. Highway 84/19 and U.S. Bypass 319. Based on the generally light vehicular traffic patterns observed within the site neighborhood and convenient accessibility of multiple major highways, access to the subject site is considered good. Based on information provided by area planning and zoning officials, as well as the observations of our analyst, no notable roads or other infrastructure projects are underway or planned for the immediate site area. Overall, both visibility and access of the subject site should contribute to marketability of the subject project within the Thomasville market.

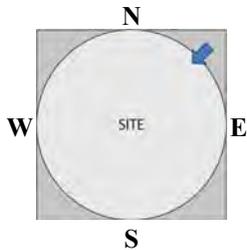
### **4. SITE PHOTOGRAPHS**

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

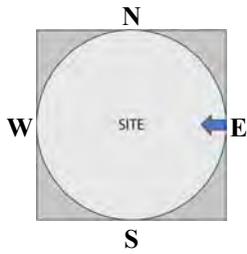
# SITE PHOTOGRAPHS



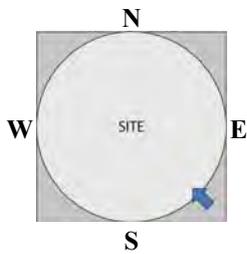
View of site from the north



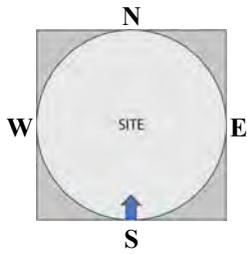
View of site from the northeast



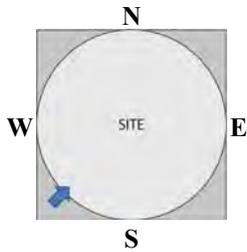
View of site from the east



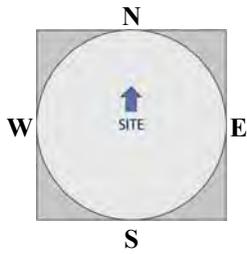
View of site from the southeast



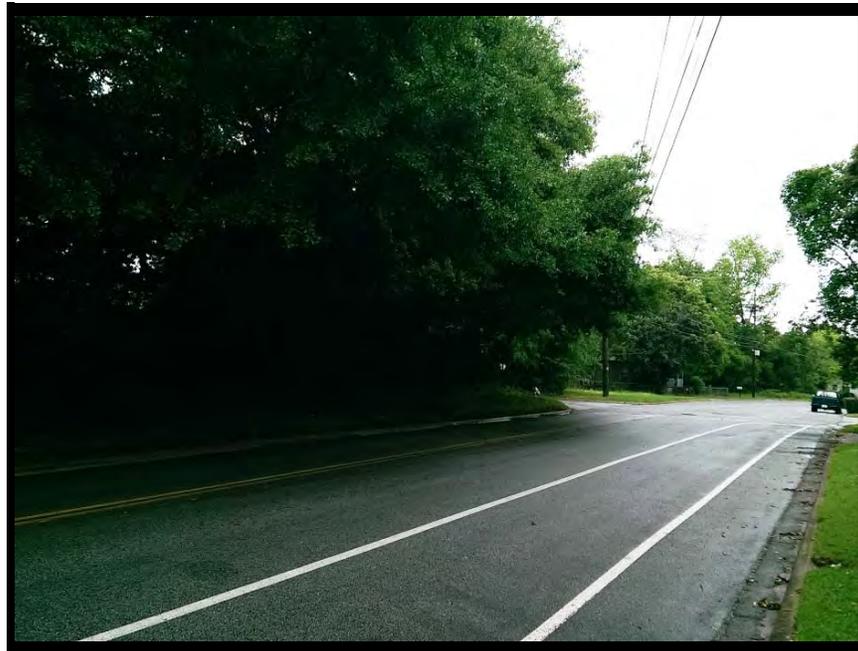
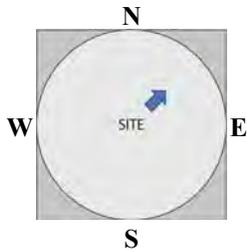
View of site from the south



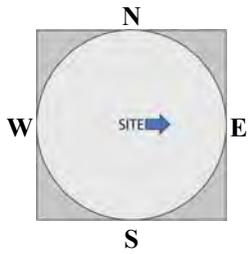
View of site from the southwest



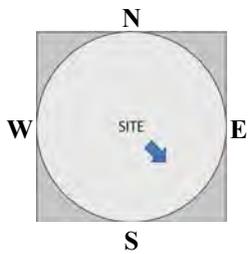
North view from site



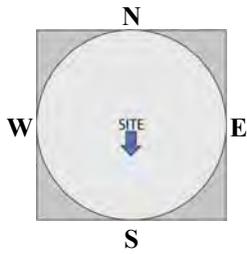
Northeast view from site



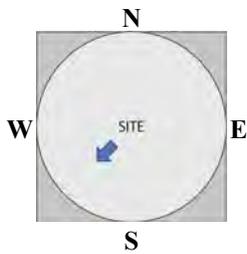
East view from site



Southeast view from site



South view from site



Southwest view from site



Streetscape: West view of North Martin Luther King Junior Drive



Streetscape: East view of North Martin Luther King Junior Drive



Streetscape: North view of Altman Avenue



Streetscape: South view of Altman Street



Streetscape: North view of Payne Street



Streetscape: South view of Payne Street

## 5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Bypass 319 U.S. Highway 84/ State Route 38 State Route 35	0.8 West 0.2 North 1.4 Southeast
Public Bus Stop	Thomas County Area Transit Service (TCATS)	On-Site
Major Employers/ Employment Centers	Archibold John D Memorial Hospital Walmart	2.4 Southeast 4.6 Northeast
Convenience Store	L & G Food Mart Carrol Hill Foodmart	0.4 Northeast 0.4 Northeast
Grocery	Bob & Jeff's IGA Supermarket Harvey's Supermarket Walmart Publix Super Market	1.6 Southeast 1.9 Southeast 4.6 Northeast 3.9 East
Discount Department Store	Dollar General Family Dollar Store	1.0 East 1.9 Southeast
Shopping Center/Mall	The Town Center Pinetree Shopping Center	1.2 Southeast 3.8 Northeast
Schools: Elementary Middle/Junior High High	Scott Elementary School MacIntyre Park Middle School Thomasville High School	1.9 East 2.1 East 2.1 East
Hospital	Archibold John D Memorial Hospital	2.4 Southeast
Police	Thomasville Police Precinct	1.5 Southeast
Fire	Thomas County Fire & Rescue	1.6 East
Post Office	U.S. Post Office	1.3 East
Bank	Thomasville National Bank Commercial Bank	1.4 Southeast 1.6 East
Recreational Facilities	Francis Weston Park	0.8 South
Gas Station	Citgo L & G Food Mart	0.1 Northeast 0.2 Northeast
Pharmacy	Thomas Drug Stores Jackson Street Pharmacy	1.6 Southeast 1.6 Southeast
Restaurant	Krispy Krunchy Chicken Rose City Pick up Meals Scoop	0.4 Northeast 0.7 Northeast 1.4 Southeast
Day Care	Tender Loving Care Day Care	0.5 Northeast
Library	Thomas County Public Library	1.4 Southeast
Fitness Center	Factor X Fitness	3.1 East
Church	Dawson Street Baptist Church New Olive Grove Baptist Church	0.9 East 1.0 Southeast

Numerous community services are located within proximity of the subject site, many of which are located within 2.0 miles of the site. Notably, the Thomasville Town Center, which offers numerous local businesses including but not limited to multiple restaurants, shopping opportunities and government office facilities, is located within 1.2 miles. Further, as illustrated in the

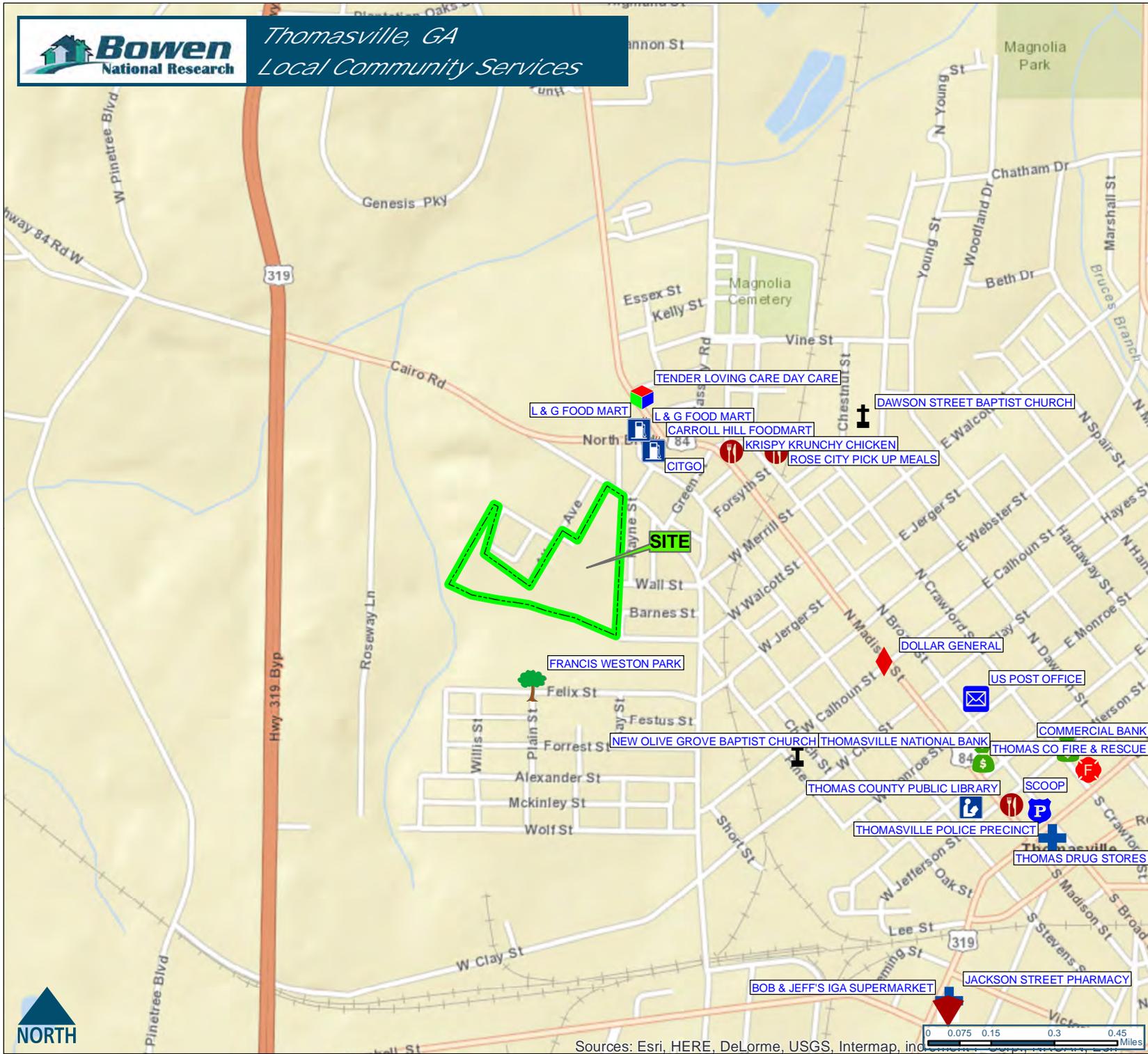
preceding table, various dining establishments, convenient stores and gas stations are also located within close proximity of the subject site, which is considered beneficial to the marketability of the subject project. Note however that scheduled fixed-route public transportation is not provided within the Thomasville area, but the Thomas County Area Transit Service provides an on-call transportation service to all residents of Thomas County. To utilize this service residents must call 24 hours in advance.

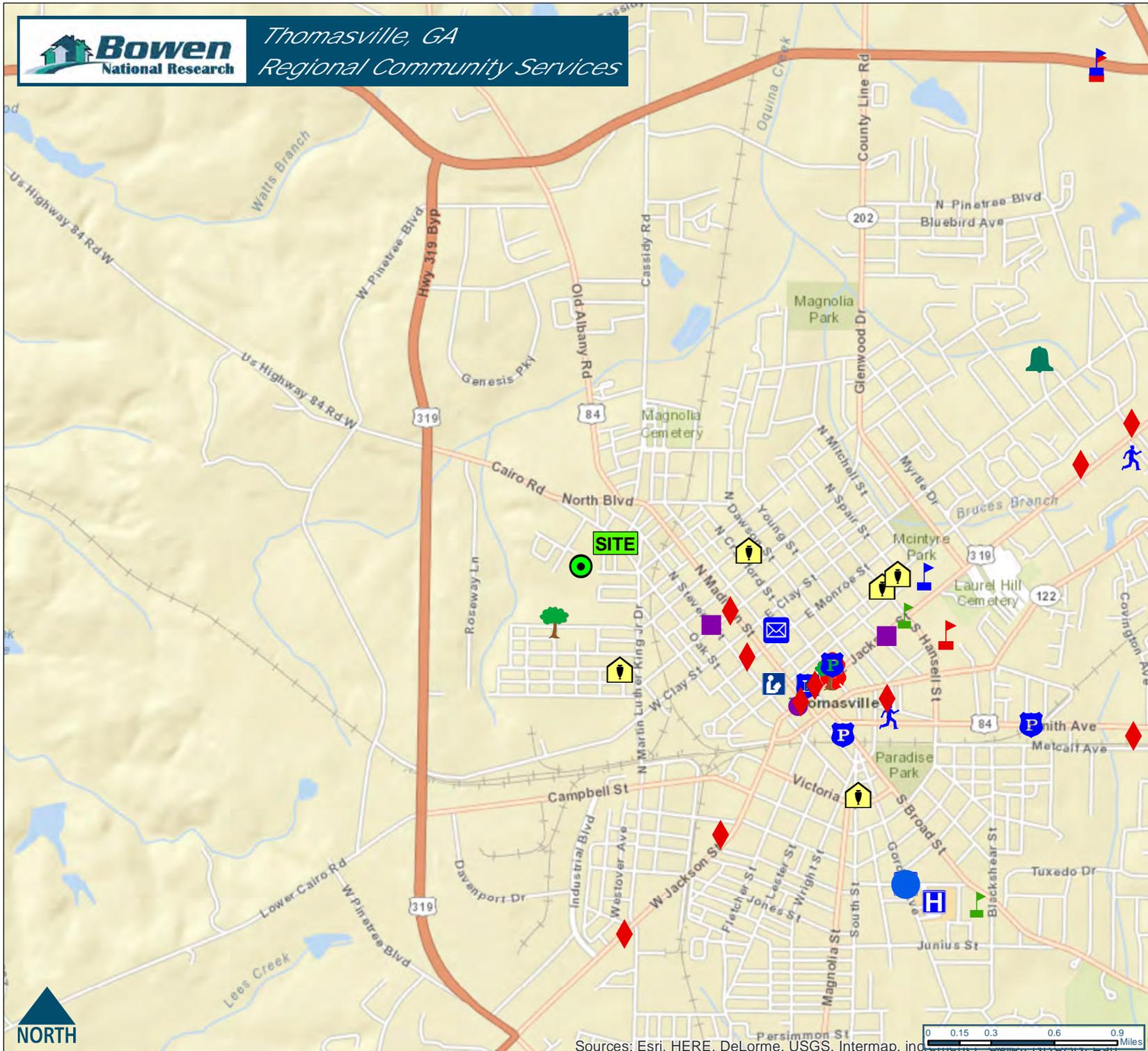
The Thomasville City Schools serve the subject site and all applicable attendance schools are located within 2.1 miles of the site. The subject site is provided public safety services through the Thomasville Police Department and the Thomas County Fire and Rescue departments, each of which are located within 1.6 miles of the site. The nearest full-service hospital is the Archibold John D Memorial Hospital located 2.4 miles from the site and provides 264 beds with an emergency center and specialized oncology, heart and vascular centers. The site's proximity to community services and the overall location of the subject property is believed to contribute to the overall marketability of the proposed project.

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

Legend

-  Site Area
-  bank
-  child care
-  church
-  convenience store
-  fire
-  gas
-  grocery
-  library
-  park
-  pharmacy
-  police
-  post office
-  restaurant
-  shopping





Legend

- Site
- elementary school
- fire
- fitness center
- high school
- hospital
- library
- middle school
- museum
- park
- police
- post office
- senior services
- shopping
- university
- employers\_1000\_5000



## 6. CRIME ISSUES

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

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

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

Total crime risk for the Site PMA is 130 with an overall personal crime index of 115 and a property crime index of 133. Total crime risk for Thomas County is 114 with indexes for personal and property crime of 102 and 117, respectively.

	Crime Risk Index	
	Site PMA	Thomas County
<b>Total Crime</b>	<b>130</b>	<b>114</b>
<b>Personal Crime</b>	<b>115</b>	<b>102</b>
Murder	152	125
Rape	81	79
Robbery	108	88
Assault	128	119
<b>Property Crime</b>	<b>133</b>	<b>117</b>
Burglary	185	168
Larceny	150	123
Motor Vehicle Theft	68	63

Source: Applied Geographic Solutions

As the preceding illustrates, the crime index reported for the Site PMA is similar to that reported for Thomas County as a whole, and both are similar to the national average of 100. Further, the high overall occupancy rate of 99.4% reported among the conventional rental housing projects in the market demonstrates that crime has not adversely impacted marketability of the Thomasville rental market. Based on the preceding analysis, the subject site is considered to be located within, and will provide, a safe living environment, as the perception of crime is likely low within the Site PMA and throughout the Thomas County.

A map illustrating crime risk is on the following page.



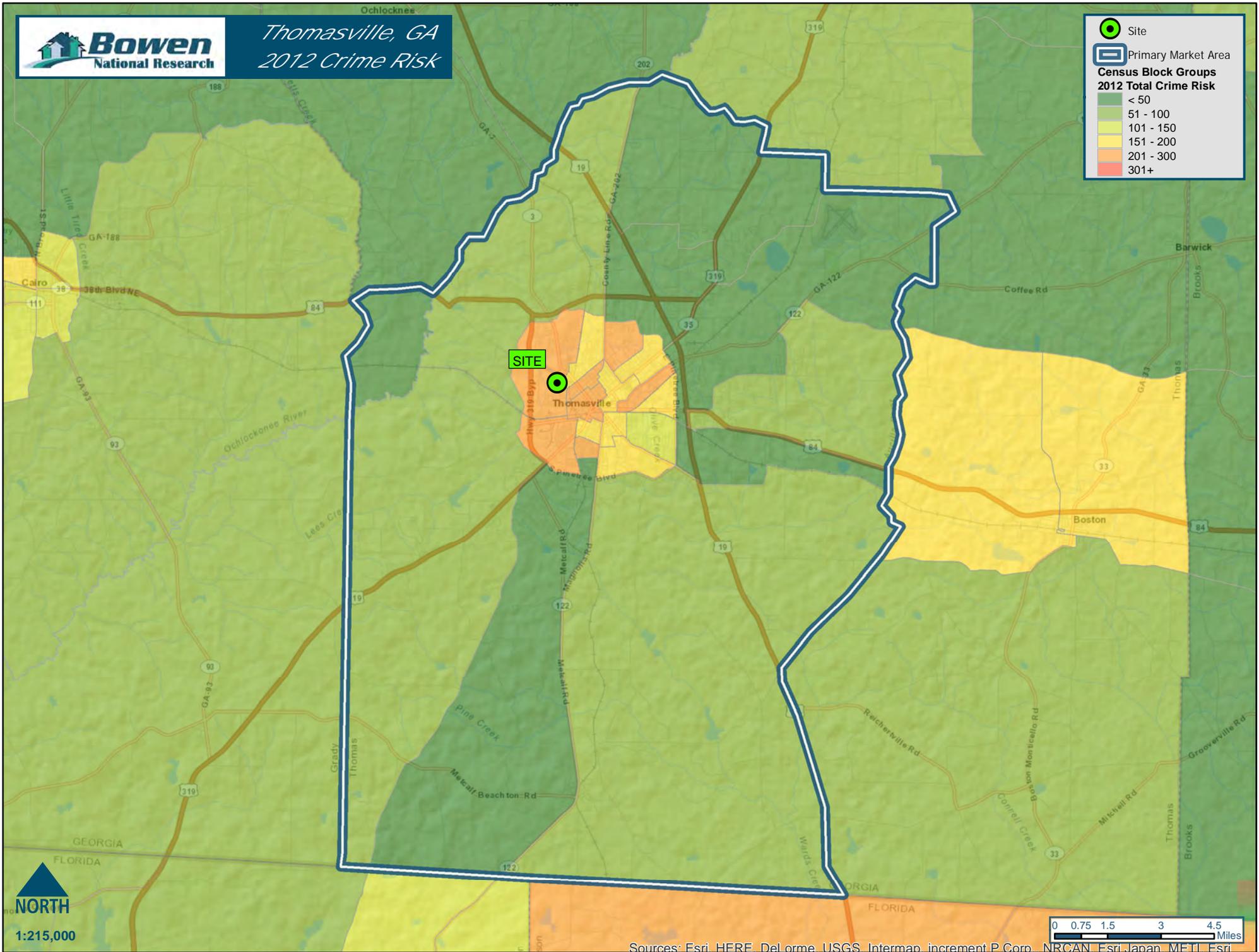
Thomasville, GA  
2012 Crime Risk

● Site

▭ Primary Market Area

**Census Block Groups**  
**2012 Total Crime Risk**

- < 50
- 51 - 100
- 101 - 150
- 151 - 200
- 201 - 300
- 301+



NORTH  
1:215,000

0 0.75 1.5 3 4.5  
Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

## **7. OVERALL SITE EVALUATION**

The proposed subject site is situated within a primarily residential neighborhood within the northwestern portion of Thomasville. The residential and commercial structures located within the immediate site neighborhood were generally observed to be well-maintained and should contribute to the marketability of the subject project. Visibility and access of the subject site should both contribute to its marketability, as the subject site is provided clear visibility and convenient access from North Martin Luther King Junior Drive, which borders the site to the north. The subject site is also located within proximity of multiple major arterials which will further enhance accessibility. Note that fixed-route public transportation is not provided within the Thomasville area, however, the high occupancy rates reported among the conventional rental projects surveyed in the market indicates that the lack of this service has not negatively impacted the Thomasville rental market. Further, the site's proximity to community services, including all applicable attendance schools, grocery stores, shopping opportunities and the Thomasville Town Center will likely contribute to the marketability of the subject site. Overall, the subject site is consistent with surrounding land uses, while its convenient accessibility to the Thomasville area and surrounding arterial roadways, and proximity to community services should contribute to the subject site's marketability within the Thomasville market.

## **8. MAP OF LOW-INCOME RENTAL HOUSING**

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

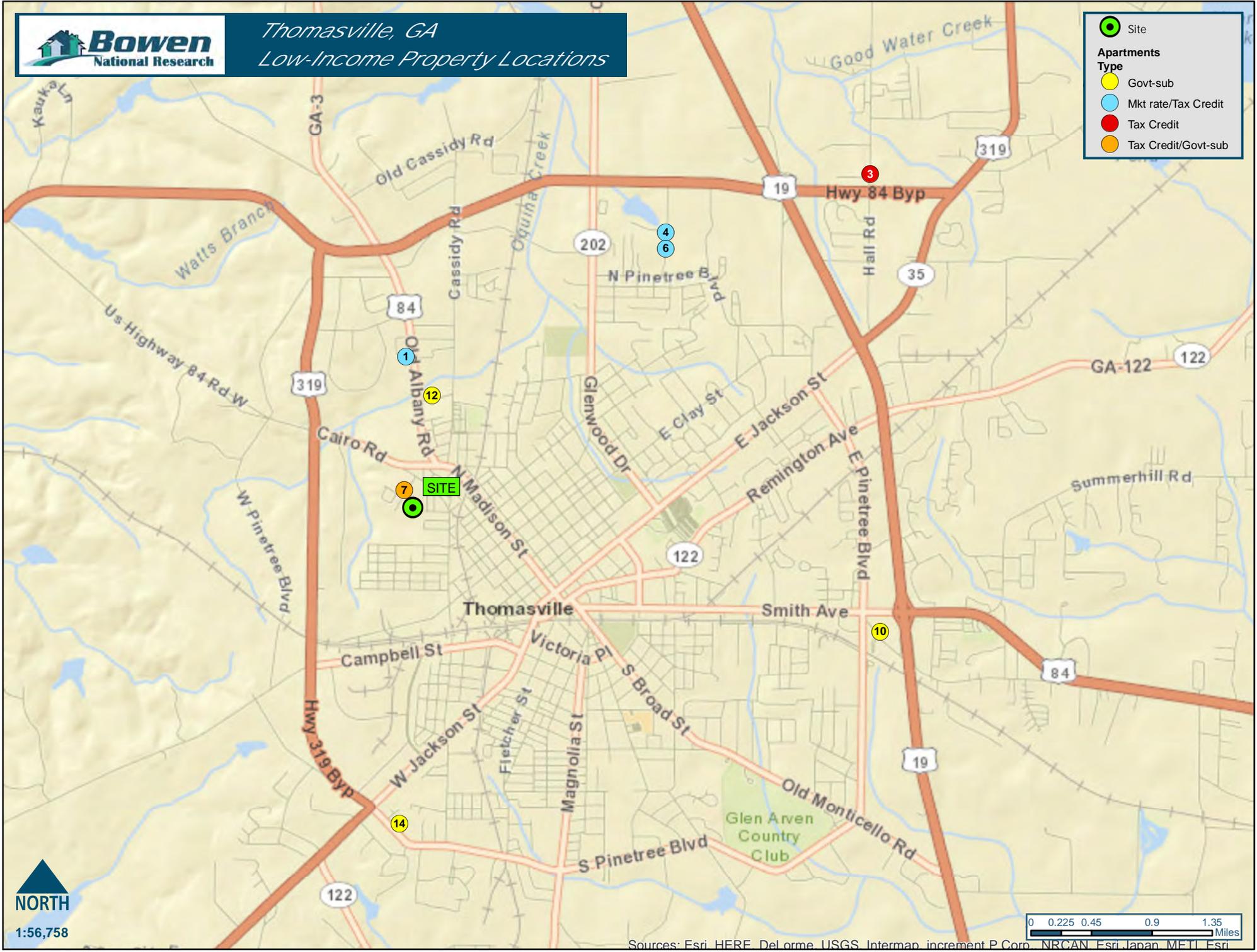


Thomasville, GA  
Low-Income Property Locations

● Site

**Apartments Type**

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



NORTH  
1:56,758



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

## SECTION D – PRIMARY MARKET AREA DELINEATION

The Site Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to be drawn. It is also the geographic area expected to generate the most demographic support for the subject development. The Thomasville Site PMA was determined through interviews with area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Thomasville Site PMA includes the city of Thomasville, as well as some outlying unincorporated areas of Thomas County. The boundaries of the Site PMA include U.S. Highway 84 and the Census Tract 9607 and 9605 boundaries to the north; the Census Tract 9610 boundary to the east; the Thomas County and Georgia/Florida state boundary to the south; and the Thomas County boundary to the west. The boundaries of the Site PMA are within 16.5 miles of the subject site.

Lynne Bradley is the Property Manager at Hunters Chase Apartment Homes, a general-occupancy Tax Credit property located in Thomasville. Ms. Bradley stated that the majority of her tenants come from within city limits of Thomasville, while some support is also originated from some of the nearby unincorporated portions of Thomas County. Ms. Bradley also stated that while some support for newly developed affordable property may originate from areas outside of the immediate Thomasville area, this support base will likely be minimal. Ms. Bradley confirmed the Site PMA, stating that rental projects in Thomasville generally do not receive much support from areas outside of the PMA, as these areas are generally self-sufficient in terms of rental product and community services, or are very rural in nature and comprised primarily of single-family homes.

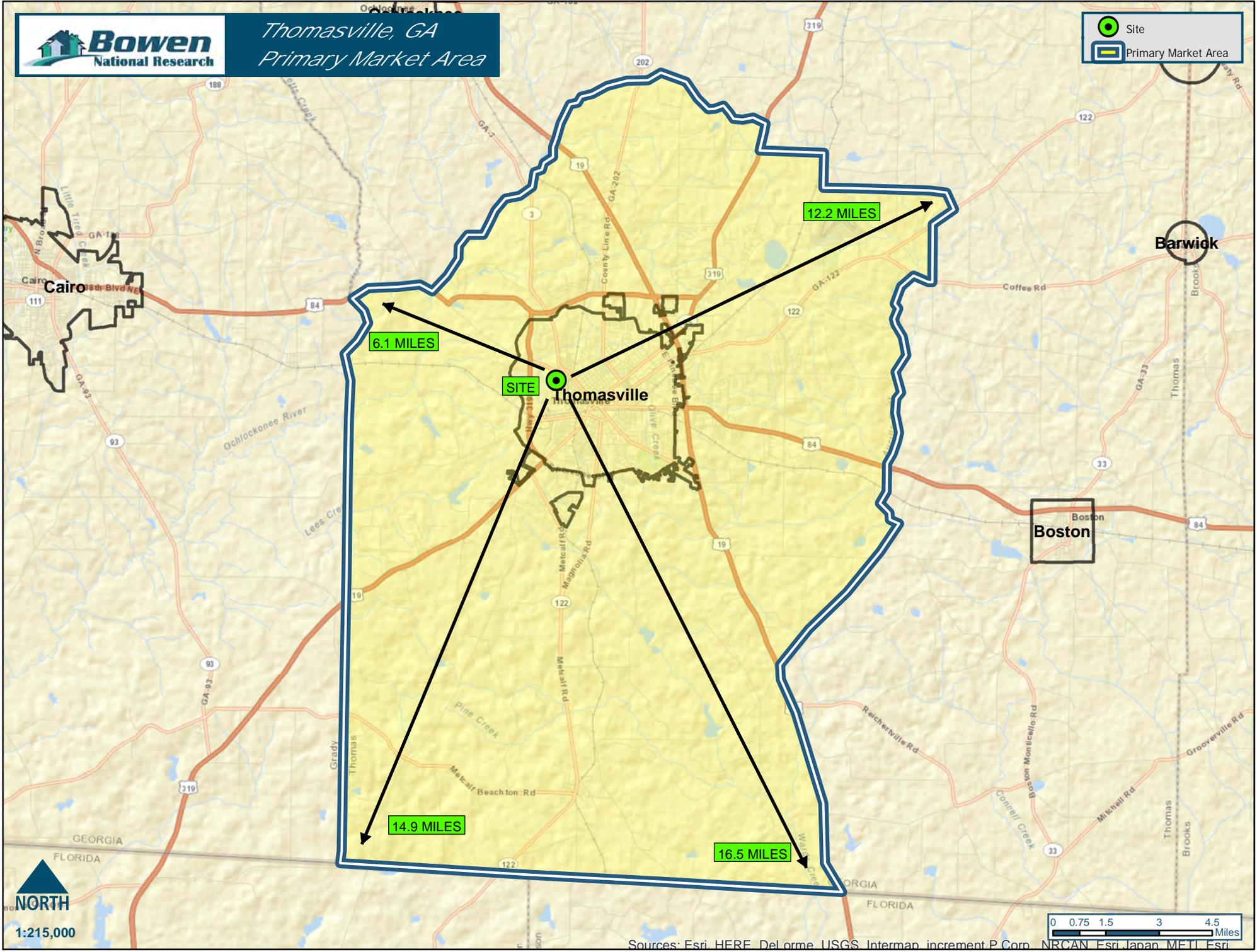
Though a modest portion of support is believed to originate from outside of Thomasville from the outlying smaller communities in the area; we have not considered a secondary market area in this report. The rural nature of the surrounding area and the distance between Thomasville and various other municipalities within the region is believed to focus the majority of the prospective tenant population from within Thomasville and the immediate outlying areas of Thomas County. Based on the interview with area property management and high occupancy and waiting lists reported at the existing affordable housing properties surveyed in the market, the Thomasville area is in need of and can sustain additional affordable housing.

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

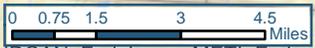


# Thomasville, GA Primary Market Area

● Site  
▭ Primary Market Area



**NORTH**  
1:215,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

## SECTION E - COMMUNITY DEMOGRAPHIC DATA

### 1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2014 (estimated) and 2016 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2014 (Estimated)	2016 (Projected)
Population	30,201	31,805	32,172	32,297
Population Change	-	1,604	367	125
Percent Change	-	5.3%	1.2%	0.4%

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

The Thomasville Site PMA population base increased by 1,604 between 2000 and 2010. This represents a 5.3% increase over the 2000 population, or an annual rate of 0.5%. Between 2010 and 2014, the population increased by 367, or 1.2%. It is projected that the population will increase by 125, or 0.4%, between 2014 and 2016. This steadily increasing population base will likely result in increased housing demand within the Site PMA.

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

Population by Age	2010 (Census)		2014 (Estimated)		2016 (Projected)		Change 2014-2016	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	8,802	27.7%	8,519	26.5%	8,440	26.1%	-78	-0.9%
20 to 24	1,825	5.7%	2,008	6.2%	1,989	6.2%	-20	-1.0%
25 to 34	3,763	11.8%	3,781	11.8%	3,816	11.8%	35	0.9%
35 to 44	3,949	12.4%	3,806	11.8%	3,743	11.6%	-63	-1.7%
45 to 54	4,686	14.7%	4,444	13.8%	4,295	13.3%	-150	-3.4%
55 to 64	3,966	12.5%	4,284	13.3%	4,365	13.5%	80	1.9%
65 to 74	2,589	8.1%	2,975	9.2%	3,212	9.9%	237	8.0%
75 & Over	2,227	7.0%	2,355	7.3%	2,438	7.5%	83	3.5%
Total	31,807	100.0%	32,172	100.0%	32,297	100.0%	125	0.4%

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

As the preceding table illustrates, approximately 51% of the population is expected to be between 25 and 64 years old in 2014. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants. Note that although the 35 to 54 age cohort within this primary age group is projected to experience a decline in population, both the 25 to 34 and 55 to 64 age cohorts are projected to experience population growth between 2014 and 2016.

## 2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2014 (Estimated)	2016 (Projected)
Households	11,481	12,545	12,725	12,794
Household Change	-	1,064	180	68
Percent Change	-	9.3%	1.4%	0.5%
Household Size	2.63	2.54	2.47	2.46

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

Within the Thomasville Site PMA, households increased by 1,064 (9.3%) between 2000 and 2010. Between 2010 and 2014, households increased by 180 or 1.4%. By 2016, there will be 12,794 households, an increase of 68 households, or 0.5% over 2014 levels. This is an increase of approximately 34 households annually over the next two years, and similar to population trends, will likely result in increased housing demand.

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

Households by Age	2010 (Census)		2014 (Estimated)		2016 (Projected)		Change 2014-2016	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	525	4.2%	494	3.9%	477	3.7%	-17	-3.5%
25 to 34	1,762	14.0%	1,753	13.8%	1,758	13.7%	5	0.3%
35 to 44	2,094	16.7%	1,997	15.7%	1,952	15.3%	-45	-2.3%
45 to 54	2,652	21.1%	2,495	19.6%	2,400	18.8%	-95	-3.8%
55 to 64	2,386	19.0%	2,557	20.1%	2,592	20.3%	36	1.4%
65 to 74	1,673	13.3%	1,900	14.9%	2,039	15.9%	139	7.3%
75 to 84	1,068	8.5%	1,099	8.6%	1,132	8.9%	33	3.0%
85 & Over	384	3.1%	431	3.4%	443	3.5%	12	2.8%
Total	12,544	100.0%	12,726	100.0%	12,794	100.0%	68	0.5%

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

As previously stated, the primary group of potential tenants at the subject project is those between the ages of 25 and 64. Notably, more than 69.0% of all households are estimated to be within this primary age group in 2014. Although this primary age group is projected to experience slight household decline between 2014 and 2016, the 25 to 64 age cohort is still projected to comprise 68.0% of all households within the Site PMA in 2016.

Households by tenure are distributed as follows:

Distribution of Households	2010 (Census)		2014 (Estimated)		2016 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied (<Age 62)	4,696	37.4%	4,206	33.0%	4,132	32.3%
Owner-Occupied (Age 62+)	2,863	22.8%	3,146	24.7%	3,293	25.7%
Renter-Occupied (<Age 62)	4,038	32.2%	4,393	34.5%	4,335	33.9%
Renter-Occupied (Age 62+)	948	7.6%	981	7.7%	1,034	8.1%
Total	12,545	100.0%	12,725	100.0%	12,794	100.0%

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

In 2014 it was estimated that 34.5% of all occupied housing units within the Site PMA were occupied by renters under the age of 62.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2014 (Estimated)		2016 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,559	60.3%	7,352	57.8%	7,425	58.0%
Renter-Occupied	4,986	39.7%	5,374	42.2%	5,369	42.0%
Total	12,545	100.0%	12,725	100.0%	12,794	100.0%

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

In 2014, homeowners are estimated to occupy 57.8% of all occupied housing units, while the remaining 42.2% will be occupied by renters. The share of renters is relatively high and represents a good base of potential renter support in the market for the subject development. Note that the number of renter households within the market is projected to remain relatively stable, declining by only five households (0.1%) between 2014 and 2016.

The household sizes by tenure within the Site PMA, based on the 2014 estimates and 2016 projections, were distributed as follows:

Persons Per Renter Household	2014 (Estimated)		2016 (Projected)		Change 2014-2016	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,883	35.0%	1,885	35.1%	3	0.1%
2 Persons	1,323	24.6%	1,320	24.6%	-4	-0.3%
3 Persons	936	17.4%	937	17.4%	1	0.1%
4 Persons	681	12.7%	679	12.6%	-2	-0.3%
5 Persons+	551	10.3%	549	10.2%	-3	-0.5%
Total	5,374	100.0%	5,369	100.0%	-5	-0.1%

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

Persons Per Owner Household	2014 (Estimated)		2016 (Projected)		Change 2014-2016	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,805	24.6%	1,830	24.7%	25	1.4%
2 Persons	2,800	38.1%	2,824	38.0%	24	0.9%
3 Persons	1,191	16.2%	1,205	16.2%	14	1.2%
4 Persons	934	12.7%	941	12.7%	7	0.7%
5 Persons+	621	8.5%	624	8.4%	3	0.5%
Total	7,352	100.0%	7,425	100.0%	73	1.0%

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

The one- through three-bedroom units proposed at the subject site are expected to house up to five-person households. As such, the subject project will be able to accommodate most renter households within the Site PMA, based on household size.

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

Household Income	2010 (Census)		2014 (Estimated)		2016 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,851	14.8%	2,611	20.5%	2,711	21.2%
\$10,000 to \$19,999	1,778	14.2%	2,327	18.3%	2,392	18.7%
\$20,000 to \$29,999	1,645	13.1%	1,840	14.5%	1,866	14.6%
\$30,000 to \$39,999	1,275	10.2%	1,400	11.0%	1,425	11.1%
\$40,000 to \$49,999	1,258	10.0%	1,181	9.3%	1,147	9.0%
\$50,000 to \$59,999	1,051	8.4%	704	5.5%	687	5.4%
\$60,000 to \$74,999	888	7.1%	746	5.9%	736	5.8%
\$75,000 to \$99,999	1,043	8.3%	817	6.4%	802	6.3%
\$100,000 to \$124,999	660	5.3%	498	3.9%	451	3.5%
\$125,000 to \$149,999	471	3.8%	156	1.2%	154	1.2%
\$150,000 to \$199,999	222	1.8%	209	1.6%	197	1.5%
\$200,000 & Over	404	3.2%	236	1.9%	226	1.8%
Total	12,545	100.0%	12,725	100.0%	12,794	100.0%
Median Income	\$37,835		\$27,739		\$26,933	

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

In 2010, the median household income was \$37,835. This declined by 26.7% to \$27,739 in 2014. By 2016, it is projected that the median household income will be \$26,933, a decline of 2.9% over 2014. The steadily declining median household income will likely result in increased demand for affordable housing alternatives, such as the subject project, within the Site PMA.

The following tables illustrate renter household income by household size for 2010, 2014 and 2016 for the Thomasville Site PMA:

Renter Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	602	204	266	229	67	1,367
\$10,000 to \$19,999	399	276	122	72	83	952
\$20,000 to \$29,999	234	343	69	67	84	796
\$30,000 to \$39,999	176	79	211	38	127	632
\$40,000 to \$49,999	75	77	47	119	58	376
\$50,000 to \$59,999	70	30	84	0	1	185
\$60,000 to \$74,999	46	106	6	41	70	269
\$75,000 to \$99,999	25	42	30	37	1	134
\$100,000 to \$124,999	21	28	7	35	30	120
\$125,000 to \$149,999	37	7	7	2	2	55
\$150,000 to \$199,999	23	17	15	4	2	62
\$200,000 & Over	10	28	0	0	0	38
Total	1,717	1,236	865	643	525	4,986

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2014 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	861	264	314	318	86	1,843
\$10,000 to \$19,999	470	371	177	101	107	1,225
\$20,000 to \$29,999	216	400	75	56	112	858
\$30,000 to \$39,999	154	83	246	42	135	661
\$40,000 to \$49,999	49	80	36	86	36	287
\$50,000 to \$59,999	39	15	64	0	2	120
\$60,000 to \$74,999	28	62	3	24	48	165
\$75,000 to \$99,999	13	20	13	26	0	73
\$100,000 to \$124,999	24	11	0	26	22	84
\$125,000 to \$149,999	10	0	2	0	0	12
\$150,000 to \$199,999	15	9	4	1	3	32
\$200,000 & Over	5	7	0	0	1	13
Total	1,883	1,323	936	681	551	5,374

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2016 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	885	265	317	330	90	1,887
\$10,000 to \$19,999	463	385	175	101	109	1,234
\$20,000 to \$29,999	210	394	79	52	112	847
\$30,000 to \$39,999	152	84	246	41	128	652
\$40,000 to \$49,999	44	73	36	81	33	267
\$50,000 to \$59,999	36	14	62	1	3	116
\$60,000 to \$74,999	28	58	4	23	47	160
\$75,000 to \$99,999	13	20	12	24	0	70
\$100,000 to \$124,999	21	10	1	23	21	77
\$125,000 to \$149,999	11	1	2	0	0	14
\$150,000 to \$199,999	15	8	2	3	2	30
\$200,000 & Over	7	6	0	0	3	17
Total	1,885	1,320	937	679	549	5,369

Source: Ribbon Demographics; ESRI; Urban Decision Group

### Demographic Summary

The Thomasville Site PMA is projected to experience both population and household growth between 2014 and 2016. Specifically, the total population is projected to increase by 125 (0.4%) while the total number of households is projected to increase by 68 (0.5%) during this time period. Although this is considered modest population and household growth, these trends are indicative of a stable and slightly increasing demographic base within the Site PMA. It should further be noted that it is projected there will be 5,369 renter households in the PMA in 2016, of which 3,968 (73.9%) are projected to earn below \$30,000. This is an increase among low-income renter households (those earning below \$30,000) of 1.1%, over 2014 levels. Overall, demographic trends contained within this report indicate that a good base of potential income-appropriate renter support exists within the Site PMA for the subject project.

## SECTION F - ECONOMIC TRENDS

### 1. LABOR FORCE PROFILE

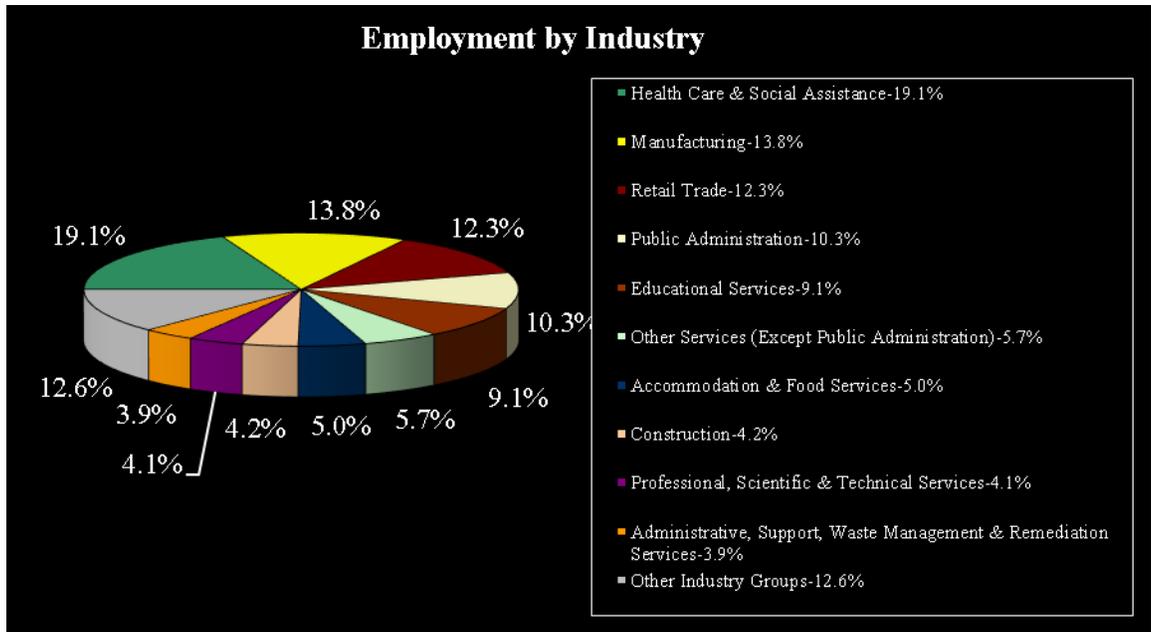
The labor force within the Thomasville Site PMA is based primarily in four sectors. Health Care & Social Assistance (which comprises 19.1%), Manufacturing, Retail Trade and Public Administration comprise nearly 55% of the Site PMA labor force. Employment in the Thomasville Site PMA, as of 2013, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	58	2.5%	140	0.7%	2.4
Mining	0	0.0%	0	0.0%	0.0
Utilities	3	0.1%	6	0.0%	2.0
Construction	159	7.0%	817	4.2%	5.1
Manufacturing	81	3.5%	2,713	13.8%	33.5
Wholesale Trade	108	4.7%	693	3.5%	6.4
Retail Trade	333	14.6%	2,418	12.3%	7.3
Transportation & Warehousing	44	1.9%	221	1.1%	5.0
Information	38	1.7%	218	1.1%	5.7
Finance & Insurance	119	5.2%	720	3.7%	6.1
Real Estate & Rental & Leasing	84	3.7%	256	1.3%	3.0
Professional, Scientific & Technical Services	189	8.3%	808	4.1%	4.3
Management of Companies & Enterprises	9	0.4%	22	0.1%	2.4
Administrative, Support, Waste Management & Remediation Services	324	14.2%	761	3.9%	2.3
Educational Services	39	1.7%	1,785	9.1%	45.8
Health Care & Social Assistance	199	8.7%	3,762	19.1%	18.9
Arts, Entertainment & Recreation	34	1.5%	212	1.1%	6.2
Accommodation & Food Services	100	4.4%	984	5.0%	9.8
Other Services (Except Public Administration)	311	13.6%	1,116	5.7%	3.6
Public Administration	54	2.4%	2,024	10.3%	37.5
<b>Total</b>	<b>2,286</b>	<b>100.0%</b>	<b>19,676</b>	<b>100.0%</b>	<b>8.6</b>

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

E.P.E. - Average Employees Per Establishment

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



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

Typical Wage by Occupation Type		
Occupation Type	South Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$80,270	\$107,610
Business and Financial Occupations	\$57,830	\$70,200
Computer and Mathematical Occupations	\$58,430	\$78,100
Architecture and Engineering Occupations	\$65,010	\$74,830
Community and Social Service Occupations	\$37,030	\$42,570
Art, Design, Entertainment and Sports Medicine Occupations	\$38,760	\$49,030
Healthcare Practitioners and Technical Occupations	\$60,090	\$71,280
Healthcare Support Occupations	\$21,990	\$26,340
Protective Service Occupations	\$30,740	\$33,650
Food Preparation and Serving Related Occupations	\$18,250	\$19,720
Building and Grounds Cleaning and Maintenance Occupations	\$21,860	\$23,850
Personal Care and Service Occupations	\$22,140	\$22,810
Sales and Related Occupations	\$26,270	\$35,990
Office and Administrative Support Occupations	\$28,110	\$33,340
Construction and Extraction Occupations	\$31,680	\$38,160
Installation, Maintenance and Repair Occupations	\$37,710	\$42,140
Production Occupations	\$27,090	\$31,520
Transportation and Moving Occupations	\$27,730	\$34,450

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

Most annual blue-collar salaries range from \$18,250 to \$38,760 within the South Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$64,326. It is important to note that most occupational types within the South Georgia Nonmetropolitan Area have lower typical wages than the State of Georgia's typical wages. However, the proposed project will generally target households with incomes between \$15,000 and \$30,500. As such, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

## 2. MAJOR EMPLOYERS

The largest employers within the Thomasville, Georgia area comprise a total of 2,165 employees. These employers are summarized as follows:

Employer Name	Business Type	Total Employed
County and City Schools	Education	450
Oil Dry	Manufacturing	350
Hurst Boiler	Manufacturing, Designing, Engineering	300
Cleavor Brooks	Manufacturing	250
Caterpillar	Construction & Building Equipment	250
Flowers Corporate	Baked Goods	250
Flowers Bakery	Food Market	250
Centek	Fiberglass Fabricators	65
<b>Total</b>		<b>2,165</b>

Source: Thomasville/Thomas County Chamber Of Commerce

According to a representative with the Thomasville/Thomas County Chamber of Commerce, the local economy is improving. Specifically, the strength and diversity of the local industrial base has significantly contributed to the strength of the local economy during the recent economic downturn caused by the national recession. Further, this local representative stated that employers have slowly been hiring additional employees, including one of the area's largest employers, Oil Dry, which added 70 new employees over the past year. Three additional companies (Hurst Boiler, Cleaver Brooks and Sweet Grass Dairy, Cheese and Wine) have plans to expand their labor force by the end of 2014 according to this representative. Thomasville's downtown area is also contributing to the strength of the local economy, as multiple local restaurants draw people to the downtown area. Additionally, Thomasville's largest manufacturer of baked goods (Flowers Foods) employs a total of 250 people, of which approximately 180 are located downtown, which has helped stimulate additional growth within the downtown business and retail area.

This representative also stated that a new 290-acre industrial park to be located along U.S. 319 in Thomas County is expected to be complete in January 2015. More specifically, this project is believed to be located near the intersection of Sanford Road and U.S. 319 northeast of Thomasville. Further details regarding the number of jobs to be created by this project were unavailable at the time of this report, as only site prep has been completed at this time and none of the planned facilities to be comprised within this development have been preleased. Additionally, though not yet officially proposed/planned, talks have begun for a future amphitheater, bike trails and various art/yarn shops within the downtown Thomasville area according to this representative. While this project is currently only in the preliminary planning stages, it would likely create additional jobs in the area and further help promote the downtown Thomasville area.

**WARN (layoff notices):**

According to the Georgia Department of Labor website, there have been no WARN notices reported for Thomasville since 2012. However, it should be noted that while not listed on the Georgia Department of Labor website, the local economic representative with the Thomasville/Thomas County Chamber of Commerce also stated that the state owned Southwestern State Hospital (a mental health facility) recently closed on December 31, 2013. While the closure of this facility which employed approximately 650 employees likely had a tangible impact on the local Thomasville economy, many of these employees accepted similar positions at multiple newly opened Behavioral Health Crisis Service Centers throughout the region.

### 3. EMPLOYMENT TRENDS

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

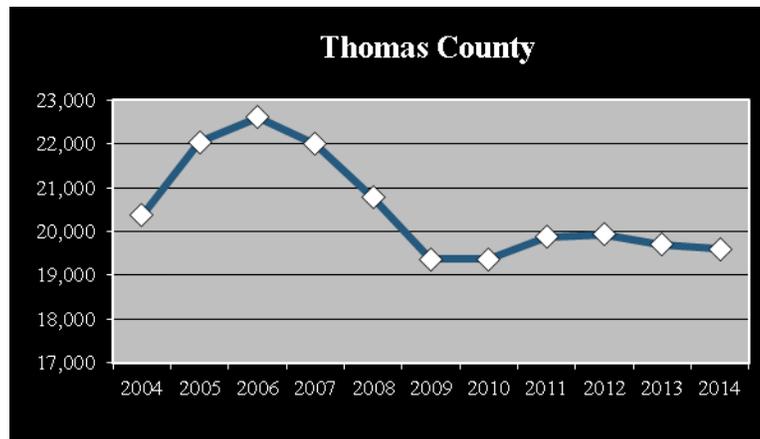
Excluding 2014, the employment base has increased by 1.7% over the past five years in Thomas County, less than the Georgia state increase of 1.9%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Thomas County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2004	20,367	-	4,249,007	-	139,967,126	-
2005	22,046	8.2%	4,375,178	3.0%	142,299,506	1.7%
2006	22,607	2.5%	4,500,150	2.9%	145,000,043	1.9%
2007	22,000	-2.7%	4,587,739	1.9%	146,388,369	1.0%
2008	20,779	-5.6%	4,540,706	-1.0%	146,047,748	-0.2%
2009	19,369	-6.8%	4,295,453	-5.4%	140,696,560	-3.7%
2010	19,370	0.0%	4,235,015	-1.4%	140,457,589	-0.2%
2011	19,875	2.6%	4,279,820	1.1%	141,727,933	0.9%
2012	19,940	0.3%	4,342,275	1.5%	143,566,680	1.3%
2013	19,707	-1.2%	4,378,029	0.8%	144,950,662	1.0%
2014*	19,609	-0.5%	4,410,974	0.8%	145,255,452	0.2%

Source: Department of Labor; Bureau of Labor Statistics

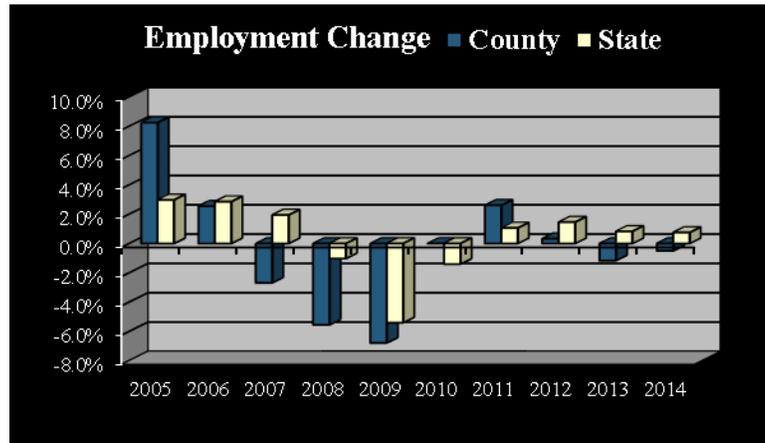
\*Through March



As the preceding illustrates, the Thomas County employment base has declined by 660 employees since 2004. It is important to note, however, that much of this decline occurred between 2006 and 2009, as a result of the national recession. However, since the impact of the national

recession the employment base has stabilized, increasing by 240 employees between 2009 and March of 2014 despite negative employment base trends in 2013 and thus far in 2014. Note that the recent decline in the local employment base is likely reflective of the Southwestern State Hospital closure. Regardless, although stable, the Thomas County employment base has struggled to return to pre-recession levels and will likely continue to experience a slow economic recovery for the foreseeable future.

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

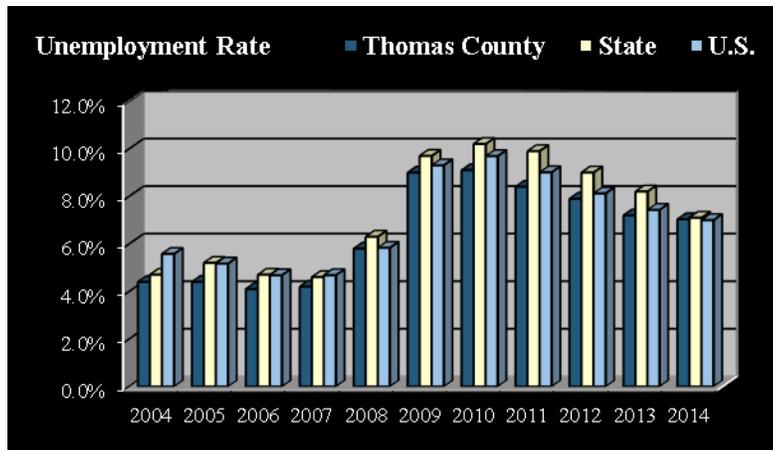


Unemployment rates for Thomas County, Georgia and the United States are illustrated as follows:

Year	Unemployment Rate		
	Thomas County	Georgia	United States
2004	4.4%	4.7%	5.6%
2005	4.4%	5.2%	5.2%
2006	4.1%	4.7%	4.7%
2007	4.2%	4.6%	4.7%
2008	5.8%	6.3%	5.8%
2009	9.0%	9.7%	9.3%
2010	9.1%	10.2%	9.7%
2011	8.4%	9.9%	9.0%
2012	7.9%	9.0%	8.1%
2013	7.2%	8.2%	7.4%
2014*	7.0%	7.1%	7.0%

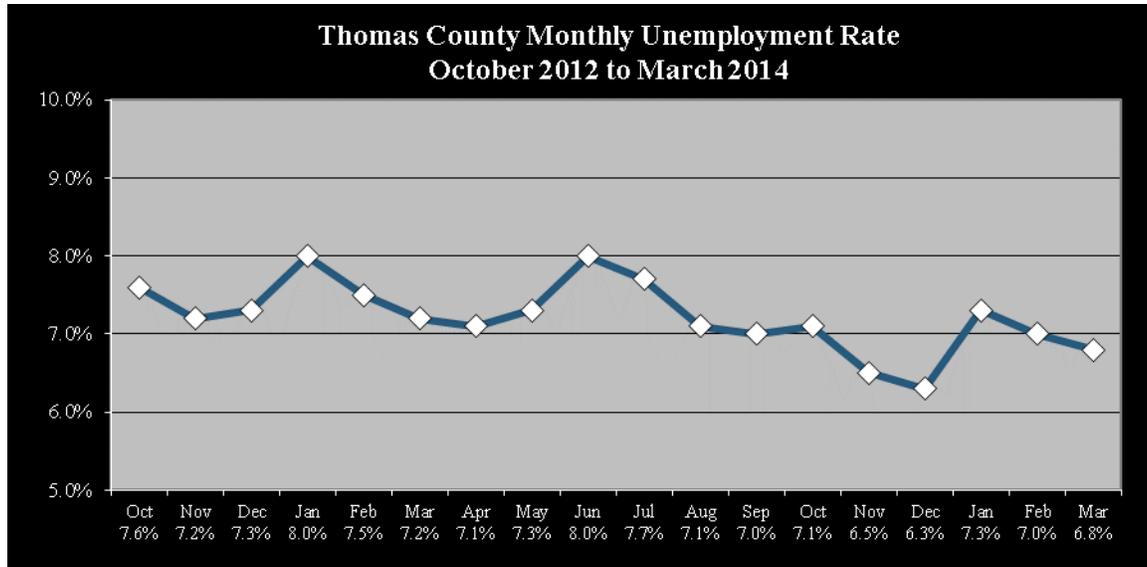
Source: Department of Labor, Bureau of Labor Statistics

\*Through March



Similar to employment base trends, the unemployment rate within Thomas County was also adversely impacted by the national recession, increasing from 4.1% in 2006 to 9.1% in 2010. However, it should be noted that despite this spike, the unemployment rate in Thomas County has been equal to or below both state and national averages since 2004, as illustrated in the preceding tables.

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



As the preceding table illustrates, the unemployment rate within Thomas County has remained equal to, or below, 8.0% during the past 18 month period. Note the unemployment rate has declined each month during the first quarter of 2014.

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

In-Place Employment Thomas County			
Year	Employment	Change	Percent Change
2003	21,669	-	-
2004	21,761	92	0.4%
2005	23,504	1,743	8.0%
2006	23,822	318	1.4%
2007	23,089	-733	-3.1%
2008	21,536	-1,553	-6.7%
2009	20,056	-1,480	-6.9%
2010	20,202	146	0.7%
2011	20,967	765	3.8%
2012	20,957	-10	0.0%
2013*	20,582	-375	-1.8%

Source: Department of Labor, Bureau of Labor Statistics

\*Through September

Data for 2012, the most recent year that year-end figures are available, indicates in-place employment in Thomas County to be 105.1% of the total Thomas County employment. This means that Thomas County has more employed persons coming to the county from other counties for work (daytime employment) than those who both live and work there. This large share of in-place employment will likely contribute to the marketability of the subject project, as many of the potential tenants at the subject site will likely have short commute times to their respective place of employment.

#### 4. ECONOMIC FORECAST

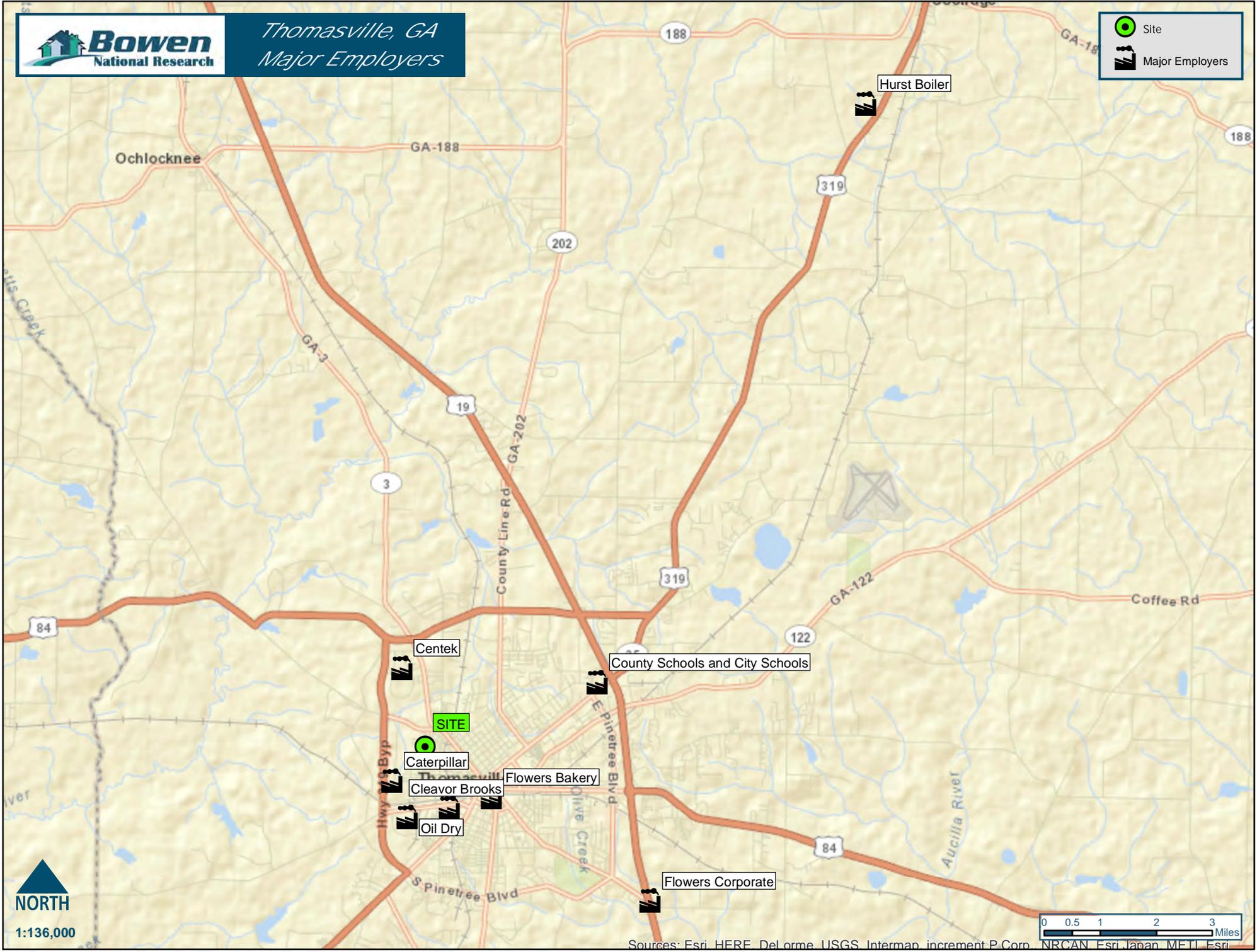
Although negatively impacted by the national recession, the local Thomas County and Thomasville economies are beginning to improve as many local companies have begun, or plan to expand, their current labor force according to a local economic representative with the Thomasville/Thomas County Chamber of Commerce. However, it is of note that the closure of the Southwestern State Hospital within Thomasville in December of 2013 has adversely impacted the local economy, as the employment base within Thomas County has declined by 331 employees between 2012 and March of 2014. Although the closure of this facility appears to have negatively impacted the local employment base, the unemployment rate of 7.0% reported through March of 2014 remains below the state average and equal to the national average. Regardless, both the employment base and unemployment rate figures reported through the first quarter of 2014 in Thomas County struggle to return to pre-recession levels. As such, the Thomas County area is expected to continue to experience a slow economic recovery for the foreseeable future, during which time demand for affordable housing is expected to remain high.

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



Thomasville, GA  
Major Employers

Site  
Major Employers



NORTH  
1:136,000

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P, Corp, NRCAN, Esri, Japan, METI, Esri

## SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

### 1. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within Thomas County, Georgia, which has a median four-person household income of \$47,100 for 2014. The subject property will be restricted to households with incomes of up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income	
	50%	60%
One-Person	\$16,500	\$19,800
Two-Person	\$18,850	\$22,620
Three-Person	\$21,200	\$25,440
Four-Person	\$23,550	\$28,260
Five-Person	\$25,450	\$30,540

#### a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$30,540**.

**b. Minimum Income Requirements**

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

The proposed Low-Income Housing Tax Credit units will have a lowest gross rent of \$441 (one-bedroom unit at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$5,292. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$15,120.

**c. Income-Appropriate Range**

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve households at 50% and 60% of AMHI is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$15,120	\$25,450
Tax Credit (Limited to 60% of AMHI)	\$18,171	\$30,540
Overall Tax Credit	\$15,120	\$30,540

## 2. METHODOLOGY

### Demand

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

- a. **Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using 2010 renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households*
- b. **Demand from Existing Households:** The second source of demand should be projected from:
  - **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent. Based on Table B25074 of the American Community Survey (ACS) 2006-2010 5-year estimates, approximately 40.5% to 51.2% (depending upon targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.*

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing. Based on Table B25016 of the American Community Survey (ACS) 2006-2010 5-year estimates, 3.5% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.*
- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study.*

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

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

## **Net Demand**

The overall demand components illustrated above are added together and the competitive supply of developments awarded and/or constructed from 2012 to the present is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2012 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **DCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from DCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.**

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

There are no LIHTC properties that were funded and/or built during the projection period (2012 to current). Additionally, there were no existing LIHTC properties operating below a stabilized occupancy of 90.0% within the Site PMA. As such, there were no existing LIHTC properties included as part of supply in our demand analysis.

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income		
	50% (\$15,120 - \$25,450)	60% (\$18,171 - \$30,540)	Overall (\$15,120 - \$30,540)
Demand From New Households (Age- And Income-Appropriate)	1,063 - 1,066 = -3	1,107 - 1,118 = -11	1,484 - 1,492 = -8
+			
Demand From Existing Households (Rent Overburdened)	1,066 X 51.2% = 546	1,118 X 40.5% = 453	1,492 X 46.4% = 692
+			
Demand From Existing Households (Renters In Substandard Housing)	1,066 X 3.5% = 37	1,118 X 3.5% = 39	1,492 X 3.5% = 52
=			
Demand Subtotal	580	481	736
+			
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A
=			
Total Demand	580	481	736
-			
Supply (Directly Comparable Units Built And/Or Funded Since 2012)	0	0	0
=			
Net Demand	580	481	736
Proposed Units / Net Demand	18	46	64
Capture Rate	3.1%	9.6%	8.7%

N/A – Not Applicable

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the project's overall capture rate of 8.7% is considered low and easily achievable within the Thomasville Site PMA. This is especially true given the high occupancy rates and extensive waiting lists maintained among the existing affordable LIHTC rental product surveyed in the market.

Based on the distribution of households by household size, our survey of conventional apartments and the distribution of bedroom types in balanced markets, the estimated shares of demand by bedroom type for the Site PMA are distributed as follows.

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	30%
Two-Bedroom	45%
Three-Bedroom	25%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows:

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Subject Rents
One-Bedroom (30%)	50%	10	174	0	174	5.7%	3 Months	\$581	\$300
One-Bedroom (30%)	60%	6	144	0	144	4.2%	3 Months	\$581	\$389
<b>One-Bedroom</b>	<b>Total</b>	<b>16</b>	<b>318</b>	<b>0</b>	<b>318</b>	<b>5.0%</b>	<b>4 Months</b>	<b>\$581</b>	<b>\$333***</b>
Two-Bedroom (45%)	50%	4	261	0	261	1.5%	2 Months	\$703	\$350
Two-Bedroom (45%)	60%	20	217	0	217	9.2%	6 Months	\$703	\$456
<b>Two-Bedroom</b>	<b>Total</b>	<b>24</b>	<b>478</b>	<b>0</b>	<b>478</b>	<b>5.0%</b>	<b>6 Months</b>	<b>\$703</b>	<b>\$405***</b>
Three-Bedroom (25%)	50%	4	145	0	145	2.8%	2 Months	\$799	\$390
Three-Bedroom (25%)	60%	20	120	0	120	16.7%	7 Months	\$799	\$516
<b>Three-Bedroom</b>	<b>Total</b>	<b>24</b>	<b>265</b>	<b>0</b>	<b>265</b>	<b>9.1%</b>	<b>7 Months</b>	<b>\$799</b>	<b>\$495***</b>

\*Includes overlap between the targeted income levels at the subject site.

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

\*\*\*Weighted Average

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in Addendum E.

The capture rates by bedroom type and AMHI level, ranging from 1.5% to 16.7%, are considered achievable. This is especially true considering the high occupancy rates and extensive waiting lists maintained among the existing comparable LIHTC projects in the market, as well as fact that the proposed project will be the newest LIHTC community in the market.

## SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

### 1. OVERVIEW OF RENTAL HOUSING

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

Housing Status	2010 (Census)		2013 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	12,545	87.9%	12,691	87.5%
Owner-Occupied	7,559	60.3%	7,315	57.6%
Renter-Occupied	4,986	39.7%	5,376	42.4%
Vacant	1,726	12.1%	1,808	12.5%
Total	14,271	100.0%	14,499	100.0%

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

Based on a 2013 update of the 2010 Census, of the 14,499 total housing units in the market, 12.5% were vacant. Note that although both the number and share of vacant housing units increased between 2010 and 2013, these vacant housing units include for-sale, abandoned, dilapidated and seasonal/recreational housing units and are therefore not likely representative of the strength of the long-term rental housing market within the Site PMA. As such, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental housing market within the Thomasville Site PMA.

We identified and personally surveyed 14 conventional housing projects containing a total of 1,414 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 99.4%, a very high rate for rental housing. Each of the rental housing segments surveyed in the market are summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	6	732	7	99.0%
Market-rate/Tax Credit	3	280	2	99.3%
Tax Credit	1	63	0	100.0%
Tax Credit/Government-Subsidized	1	87	0	100.0%
Government-Subsidized	3	252	0	100.0%
Total	14	1,414	9	99.4%

As the preceding table illustrates, each of the rental housing segments surveyed is performing extremely well, as none report an occupancy rate below 99.3%. More specifically, there are only two vacant Tax Credit units (subsidized or non-subsidized) and seven vacant market-rate units reported within the Site PMA and many of the rental housing projects surveyed in the market maintain waiting lists for their next available units. Based on the preceding analysis, there is a strong

demand for rental housing of all types within the Thomasville Site PMA, especially for affordable rental housing alternatives (subsidized and/or non-subsidized). As such, the proposed Tax Credit units at the subject project will help alleviate a portion of the pent-up demand for affordable rental housing product in the market.

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	274	35.6%	1	0.4%	\$705
Two-Bedroom	1.0	105	13.7%	3	2.9%	\$837
Two-Bedroom	1.5	18	2.3%	0	0.0%	\$831
Two-Bedroom	2.0	200	26.0%	2	1.0%	\$917
Three-Bedroom	2.0	172	22.4%	1	0.6%	\$1,025
<b>Total Market-rate</b>		<b>769</b>	<b>100.0%</b>	<b>7</b>	<b>0.9%</b>	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	104	34.0%	0	0.0%	\$539
Two-Bedroom	1.0	4	1.3%	0	0.0%	\$643
Two-Bedroom	2.0	125	40.8%	2	1.6%	\$600
Three-Bedroom	2.0	73	23.9%	0	0.0%	\$756
<b>Total Tax Credit</b>		<b>306</b>	<b>100.0%</b>	<b>2</b>	<b>0.7%</b>	-

The market-rate units are 99.1% occupied and the Tax Credit units are 99.3% occupied. Note that the occupancy rate reported among non-subsidized Tax Credit product above differs from that reflected in the table earlier in this section of the report, as the above table includes all non-subsidized Tax Credit units within the market including those located within mixed-income properties. As illustrated in the preceding table, non-subsidized Tax Credit product is likely perceived as a significant value in the market, as the median gross rents reported among such product are at least \$166 less than the median gross rents reported among similar market-rate product.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	2	107	0.0%
B+	3	269	1.9%
B	4	393	0.5%

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	89	2.2%
A-	1	63	0.0%
B+	1	64	0.0%
B	1	90	0.0%

Although the highest vacancy rate (2.2%) is reported at the one non-subsidized Tax Credit project with a rating of “A”, this is reflective of only two vacant units at this property. Nonetheless, vacancy rates among non-subsidized rental product (market-rate and Tax Credit) in the market do not exceed 2.2%, indicating that all non-subsidized rental product in the market has been well-received, regardless of quality rating. The proposed subject project is expected to have an excellent quality finish upon completion, which will contribute to marketability.

## 2. SUMMARY OF ASSISTED PROJECTS

There are a total of eight federally subsidized and/or Tax Credit apartment developments in the Thomasville Site PMA. These projects were surveyed in April 2014. They are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)				
						Studio	One- Br.	Two-Br.	Three- Br.	Four- Br.
1	Hunter's Chase	TAX	2004	89*	97.8%	-	\$357 - \$654 (26)	\$445 - \$801 (44)	\$504 - \$915 (19)	-
3	Walnut Square Apts.	TAX	2012	63	100.0%	-	\$489 - \$564 (8)	\$588 - \$634 (31)	\$679 - \$774 (24)	-
4	Hampton Lake Apts.	TAX	2008	90*	100.0%	-	\$299 - \$484 (10)	\$361 - \$600 (50)	\$418 - \$756 (30)	-
6	Windsor Lake Senior Apts.	TAX	2004	64*	100.0%	-	\$517 - \$539 (60)	\$643 - \$723 (4)	-	-
7	Wood Valley Apts.	TAX & SEC 8	1974 / 2003	87	100.0%	-	\$652 (15)	\$763 (48)	\$871 (24)	-
10	GIBB Thomasville Village	SEC 8	2000	30	100.0%	-	\$616 (15)	\$652 (15)	-	-
12	Villa North Apts.	SEC 8	1976	132	100.0%	-	-	\$754 (40)	\$884 (52)	\$1058 (40)
14	Providence Plaza Apts.	SEC 8	1981	90	100.0%	\$558 (8)	\$580 (80)	\$699 (2)	-	-
<b>Total</b>				<b>645</b>	<b>99.7%</b>					

Note : Contact names and method of contact, as well as amenities and other features are listed in the field survey

OCCUP. - Occupancy

TAX - Tax Credit

SEC - Section

\*Market-rate units not included

The overall occupancy is 99.7% for these projects, indicating strong market demand for affordable rental housing within the Thomasville market. In fact, seven of the eight affordable rental housing projects surveyed are 100.0% occupied and most maintain waiting lists for their next available units. Additionally, the one affordable project surveyed which does not report an occupancy rate of 100.0%, Hunter’s Chase (Map ID 1), currently only reports two vacant units. Based on the preceding analysis, there is significant pent-up demand within the Thomasville housing market for additional affordable rental housing alternatives. As such, the proposed subject development will help alleviate a portion of this pent-up demand within the market.

**HOUSING CHOICE VOUCHER HOLDERS**

According to a representative with the Georgia Department of Community Affairs’ (GDCA) Waycross Regional Office, there are approximately 132 Housing Choice Voucher holders in use within the office’s jurisdiction. Currently there are no persons/households on the waiting list for additional Vouchers. The waiting list is closed and it is unknown as to when it will reopen again. The annual turnover of persons in the Voucher program was unavailable at the time of this report. Although modest, the 132 Housing Choice Vouchers currently in use within the jurisdiction of this regional GDCA office reflects the need for Housing Choice Voucher assistance within the area.

The following table identifies the comparable Tax Credit properties that accept Housing Choice Vouchers as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
1	Hunter's Chase	89*	4	4.5%
3	Walnut Square Apts.	63	8	12.7%
4	Hampton Lake Apts.	90*	6	6.7%
<b>Total</b>		<b>242</b>	<b>18</b>	<b>7.4%</b>

\*Tax Credit units only

As the preceding table illustrates, there are a total of only 18 voucher holders residing at the comparable properties in the market. This comprises just 7.4% of the 242 total non-subsidized LIHTC units offered at the comparable properties. Considering that more than 90.0% of the units offered among the comparable LIHTC projects are occupied by non-voucher holders, it can be concluded that the gross rents at these properties are achievable as evidenced by the overall 99.2% occupancy rate reported among the comparable LIHTC projects.

If the rents do not exceed Fair Market Rents, some households with Housing Choice Vouchers may be eligible to reside at a LIHTC project. The following table outlines the HUD 2014 Fair Market Rents for Thomas County, Georgia and the proposed subject gross rents.

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents
One-Bedroom	\$521	\$441 (50%) \$530 (60%)
Two-Bedroom	\$698	\$530 (50%) \$636 (60%)
Three-Bedroom	\$974	\$609 (50%) \$735 (60%)

As the preceding illustrates, aside from the one-bedroom units at 60% of Area Median Household Income (AMHI), all of the proposed gross rents are set below the current Fair Market Rents. As such, the subject project will be able to rely on support from Housing Choice Voucher holders. This will likely increase the base of income-appropriate renter households within the Thomasville Site PMA for the subject development and has been considered in our absorption estimates in Section I of this report.

### 3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with building and planning representatives with various municipalities within the Site PMA, it was determined that there are currently no multifamily projects planned in the Thomasville Site PMA.

#### Building Permit Data

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

Housing Unit Building Permits for Thomas County:										
Permits	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Multifamily Permits	33	96	85	99	73	36	0	64	84	0
Single-Family Permits	211	280	355	263	154	94	72	70	77	77
Total Units	244	376	440	362	227	130	72	134	161	77

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

Housing Unit Building Permits for Thomasville, GA:										
Permits	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Multifamily Permits	0	96	85	99	73	36	0	0	84	0
Single-Family Permits	66	80	76	63	42	28	23	14	13	25
Total Units	66	176	161	162	115	64	23	14	97	25

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

As the preceding illustrates, aside from the 84 multifamily permits issued for the market-rate Ashley Park Apartments (Map ID 9) in 2012, there have been no multifamily permits issued within the city of Thomasville since 2009. Note that Ashley Park Apartments currently reports an occupancy rate of 100.0%, indicating that modern rental product has been well-received within the Thomasville market. The high occupancy rates reported among the conventional rental housing projects surveyed, along with the limited number of multifamily building permits recently issued within Thomasville are good indications that pent-up demand exists within the market for additional rental housing alternatives.

**4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES**

Tax Credit Units

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed five existing Low-Income Housing Tax Credit (LIHTC) properties within the Site PMA. However, of these five existing LIHTC projects, one also operates under the HUD Section 8 program requiring its tenants to only pay up to 30% of their adjusted gross income towards rent, while another of these five existing LIHTC projects is restricted to senior households (age 55 and older). As such, these two aforementioned LIHTC projects surveyed are not considered to be directly competitive with the proposed subject project which will offer non-subsidized units targeting general-occupancy households and therefore have not been included in our comparable analysis. The three remaining LIHTC projects surveyed in the market offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of AMHI, similar to the subject project and have therefore been included in our comparable analysis as they are considered to be directly competitive with the subject project. These competitive properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	<b>HighPointe Estates</b>	<b>2016</b>	<b>64</b>	-	-	-	<b>Families; 50% &amp; 60% AMHI</b>
1	Hunter's Chase	2004	89*	97.8%	1.3 Miles	None	Families; 30%, 50%, & 60% AMHI
3	Walnut Square Apts.	2012	63	100.0%	4.9 Miles	70 H.H.	Families; 50% & 60% AMHI
4	Hampton Lake Apts.	2008	90*	100.0%	3.2 Miles	50 H.H.	Families; 30%, 50%, & 60% AMHI

OCC. – Occupancy  
H.H. - Households  
\*Tax Credit units only



The three comparable LIHTC projects have a combined occupancy rate of 99.2%, with only two vacant units reported at Hunter's Chase (Map ID 1). Note that the two comparable LIHTC projects which report occupancy rates of 100.0% also maintain waiting lists of 50 and 70 households. The high overall occupancy rate and extensive waiting lists maintained at two of the comparable LIHTC projects indicate that significant demand exists within the market for additional family-oriented LIHTC units. As such, the proposed subject development will help alleviate a portion of the pent-up demand for such housing within the Thomasville market.

It should further be noted that the market's newest LIHTC project, Walnut Square Apartments (Map ID 3), was built in 2012 and is currently 100.0% occupied with a 70 household waiting list, as illustrated in the preceding table. According to management, this 63-unit property opened in December of 2012 and reached 100.0% occupancy in February of 2013. Based on the preceding information, the 63 units at this property were fully absorbed into the market within three months of opening, which yields an absorption rate of 21 units per month. However, it is important to note that it is unknown if, or when, this project began to pre-lease units, as this information was not provided at the time of this report. Regardless, the preceding analysis is further indication that affordable modern LIHTC product has been well-received and is in high demand within the Thomasville market.

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

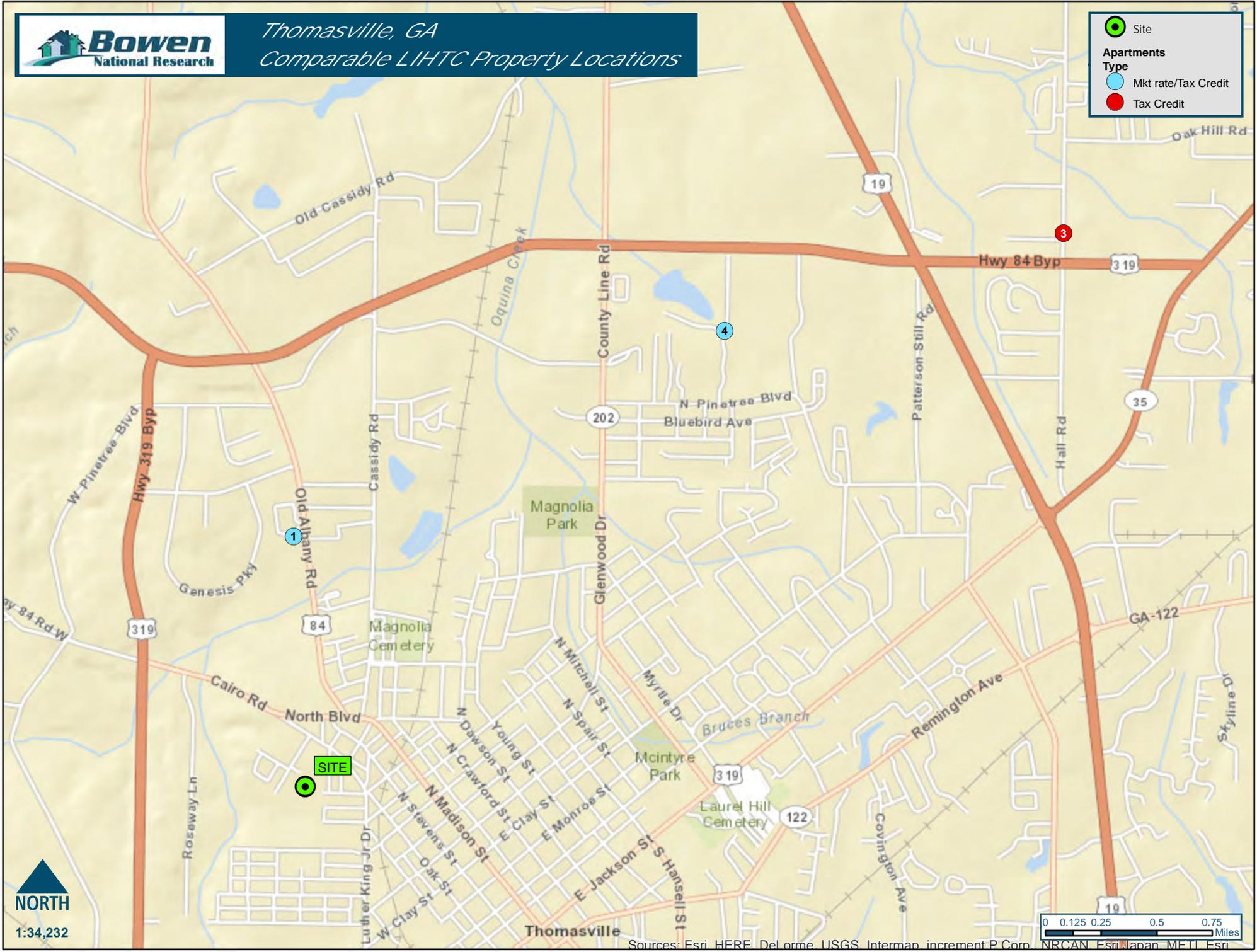


Thomasville, GA  
Comparable LIHTC Property Locations

Site

Apartment Type

- Mkt rate/Tax Credit
- Tax Credit



NORTH  
1:34,232

0 0.125 0.25 0.5 0.75 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	HighPointe Estates	\$441/50% (10) \$530/60% (6)	\$530/50% (4) \$636/60% (20)	\$609/50% (4) \$735/60% (20)	-
1	Hunter's Chase	\$357/30% (3/0) \$555/50% (8/0) \$654/60% (15/0)	\$445/30% (6/0) \$682/50% (11/0) \$801/60% (27/2)	\$504/30% (2/0) \$778/50% (5/0) \$915/60% (12/0)	None
3	Walnut Square Apts.	\$489/50% (2/0) \$564/60% (6/0)	\$588/50% (7/0) \$634/60% (24/0)	\$679/50% (5/0) \$774/60% (19/0)	None
4	Hampton Lake Apts.	\$299/30% (5/0) \$484/50% (3/0) \$484/60% (2/0)	\$361/30% (16/0) \$584/50% (17/0) \$600/60% (17/0)	\$418/30% (10/0) \$675/50% (10/0) \$756/60% (10/0)	None

As the preceding illustrates, the proposed gross Tax Credit rents set at 50% of AMHI range between \$441 and \$609, depending upon bedroom type. Notably, these proposed gross Tax Credit rents will be the lowest priced LIHTC units set at 50% of AMHI among the comparable LIHTC projects. Additionally, the proposed gross Tax Credit rents at 60% AMHI ranging between \$530 and \$735, depending upon bedroom type at the subject project, will also be competitively positioned among the comparable projects in terms of price. In fact, the proposed three-bedroom units at 60% of AMHI will be the lowest priced three-bedroom units at this targeted income level among the comparables, as illustrated in the preceding table. Based on the preceding analysis, the proposed subject project is considered to be competitively positioned within the Thomasville market in terms of price, which should enhance marketability. Specifically, the proposed gross Tax Credit rents at 50% of AMHI for all units at the subject project, as well as the proposed gross Tax Credit rents at 60% of AMHI for the three-bedroom units will create a market advantage for the subject project, as they are the lowest priced among similar unit types at the comparable projects.

The following table illustrates the weighted average collected rents of the comparable LIHTC projects by bedroom type.

Weighted Average Collected Rent Of Comparable LIHTC Units*		
One-Br.	Two-Br.	Three-Br.
\$426	\$462	\$549

\*Only units targeting similar AMHI levels as the subject project

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

Bedrooms	Weighted Avg. Rent	Weighted Avg. Proposed Rent	Difference	Weighted Avg. Proposed Rent	Rent Advantage
One-Br.	\$426	- \$333	\$93	/ \$333	27.9%
Two-Br.	\$462	- \$438	\$24	/ \$438	5.5%
Three-Br.	\$549	- \$495	\$54	/ \$495	10.9%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 5.5% to 27.9%, depending upon bedroom type, as compared to the weighted average collected rents of the comparable LIHTC projects. Please note however that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in Addendum E of this report.

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>HighPointe Estates</b>	<b>770</b>	<b>979</b>	<b>1,242</b>
1	Hunter's Chase	730 - 812	1,000 - 1,081	1,196 - 1,229
3	Walnut Square Apts.	850	965	1,100
4	Hampton Lake Apts.	857	1,137	1,270

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>HighPointe Estates</b>	<b>1.0</b>	<b>2.0</b>	<b>2.0</b>
1	Hunter's Chase	1.0	2.0	2.0
3	Walnut Square Apts.	1.0	2.0	2.0
4	Hampton Lake Apts.	1.0	2.0	2.0

As the preceding illustrates, the proposed subject project will offer unit sizes (square feet) and a number of bathrooms, which are considered to be competitively positioned among those offered at the comparable LIHTC projects. This is especially true when considering the low proposed gross Tax Credit rents at the subject site, as discussed earlier in this section of the report.

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

# COMPARABLE PROPERTIES AMENITIES - THOMASVILLE, GEORGIA

MAP ID	APPLIANCES						UNIT AMENITIES											OTHER	
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS		E-CALL BUTTONS
<b>SITE</b>	X	X		X	X		X		C	X	X	X	X			B		S	
<b>1</b>	X	X		X	X		X		C	X	X	X				B		S	
<b>4</b>	X	X		X			X		C		X	X	X			B		S	Exterior Storage
<b>3</b>	X	X	X	X	X	X	X		C		X	X	X			B		S	Storage

MAP ID	PROJECT AMENITIES																OTHER		
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY	PICNIC AREA		SOCIAL SERVICES	BUSINESS CENTER
<b>SITE</b>		X		X			X						X		X				Covered Pavilion
<b>1</b>	X	X	X	X		X		X		V			X		X				
<b>4</b>	X	X	X	X		X		X		X			X		X				
<b>3</b>		X	X		A		X						X						Pavilion w/ gazebo

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

X - All Units
S - Some Units
O - Optional

<b>Window Treatments</b>
B - Blinds
C - Curtains
D - Drapes

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

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

<b>Floor Covering</b>
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

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

The proposed subject project will offer a competitive unit amenity package that will include key amenities such as, but not limited to, a refrigerator, dishwasher, electric range, central air conditioning and a patio/balcony area. However, it should also be noted that the proposed subject project will provide in-unit washer/dryer appliances, which are not offered at any of the comparable LIHTC projects. This added unit amenity will likely create a market advantage for the subject project. The proposed project amenity package is also considered to be competitive and will include key amenities such as on-site management, a community space, splash pad and a computer center. Although some of the comparable projects offer additional amenities such as a swimming pool and fitness center, the lack of these amenities at the subject project is not expected to adversely impact marketability, especially when considering the high occupancy rates and extensive waiting lists currently maintained among the comparable LIHTC projects. Overall, the proposed subject project does not appear to lack any key amenities that would adversely impact marketability.

Comparable/Competitive Tax Credit Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the proposed development will be competitive. Specifically, the proposed subject development will offer competitively positioned units in terms of price, as some of the proposed subject’s gross rents will be the lowest among those currently reported at the comparable projects. Further, the proposed subject project will offer competitively sized units in terms of square footage, as well as an extensive amenity package which will include added amenities such as in-unit washer/dryer appliances and a covered pavilion which should enhance marketability. Overall, the proposed subject development is considered to be marketable within the Thomasville market, especially when considering the low proposed gross rents and high occupancy levels and waiting lists maintained among the comparable LIHTC projects.

Comparable/Competitive Housing Impact

The anticipated occupancy rates of the existing comparable Tax Credit developments in the market following the first year of completion at the subject site is as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2016
1	Hunter’s Chase	97.8%*	95.0%+
3	Walnut Square Apts.	100.0%	95.0%+
4	Hampton Lake Apts.	100.0%	95.0%+

\*Tax Credit units only



As previously discussed and illustrated in the preceding table, each of the comparable LIHTC projects currently report occupancy rates of 97.8% or higher. In fact, it is important to reiterate that the two comparable LIHTC projects which are 100.0% occupied also maintain waiting lists for their next available units. Based on the preceding analysis, we do not anticipate the development of the subject project to have any significant impact (if any) on future occupancy rates among the existing comparable LIHTC projects in the market.

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

**5. SINGLE-FAMILY HOME IMPACT**

According to ESRI, the median home value within the Site PMA was \$190,278. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$190,278 home is \$1,145, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$190,278
Mortgaged Value = 95% of Median Home Price	\$180,764
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$916
Estimated Taxes and Insurance*	\$229
Estimated Monthly Mortgage Payment	\$1,145

\*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents for the subject property range from \$300 to \$516 per month, depending upon unit type. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$629 greater than the cost of renting at the subject development. Considering the significantly higher cost of a monthly mortgage as compared to renting at the subject development, we do not anticipate any competitive impact on or from the homebuyer market.

## **SECTION I – ABSORPTION & STABILIZATION RATES**

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA/GHFA guidelines that assume a 2016 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2016.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC projects in the market, the required capture rate, achievable market rents and the competitiveness of the proposed subject development within the Thomasville Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, it is our opinion that the 64 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately eight months. This absorption period is based on an average monthly absorption rate of approximately eight units per month.

These absorption projections assume a 2016 opening date. A later opening date may have a slowing impact on the absorption potential for the subject project. Further, these absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

## SECTION J – INTERVIEWS

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

Patrick McNally is the Office Director for the Georgia Department of Community Affairs' Waycross Regional Office. According to Mr. McNally there is an ongoing need for additional affordable housing alternatives within the Thomasville area. Mr. McNally further stated that although a waiting list is not maintained for additional Housing Choice Vouchers within their jurisdiction, which includes Thomasville, the more than 100 Vouchers currently in use within their jurisdiction is good indication that there is a need for affordable housing within the Thomasville area. The demand for affordable rental housing alternatives is further evident by the high occupancy rates and extensive waiting lists maintained among the existing affordable rental projects surveyed in the market, which is illustrated in our Field Survey of Conventional Rentals in Addendum A of this report.

Lynne Bradley is the Property Manager at Hunter's Chase, an affordable general-occupancy Tax Credit project located in Thomasville. Ms. Bradley also believes that there is a substantial need for additional affordable housing units in Thomasville. Ms. Bradley stated that her property currently only has two vacant units and that the other existing Tax Credit properties in the area are fully occupied and maintain waiting lists for their next available units. According to Ms. Bradley the turnover of persons on these waiting lists is minimal, as most residents do not typically move for awhile once they have acquired an affordable housing unit in this market. Therefore, people generally remain on the waiting lists at these existing projects for long periods of time. Based on the preceding information, Ms. Bradley believes that a new affordable rental housing project in the Thomasville area would lease up very quickly.

## SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market exists for the 64 general-occupancy LIHTC units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rents, amenities or opening date may alter these findings.

The Thomasville rental housing market is performing extremely well, especially the affordable rental housing segment within the market. Specifically, as indicated in our Field Survey of Conventional Rentals in Addendum A of this report, there are only two vacant affordable units (subsidized or non-subsidized) currently available within the market. Further, two of the three comparable LIHTC projects report occupancy rates of 100.0% and maintain waiting lists of 50 and 70 households for their next available units, which is a good indication that there is substantial pent-up demand for additional affordable housing alternatives in the market. As such, the proposed LIHTC units at the subject site will help alleviate a portion of this pent-up demand. Additionally, the proposed subject project is considered to be competitively positioned within the market in terms of price, unit size (square feet) and amenities offered, as compared to similar unit types among the comparable LIHTC projects. In fact, the proposed subject development will offer some of the lowest priced LIHTC units among the comparable projects, which will likely create a market advantage for the subject development.

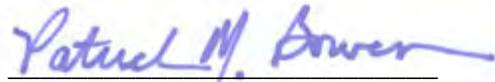
Although modest, overall demographic trends within the Thomasville Site PMA are projected to be positive through 2016, as indicated in Section E of this report. It should also be reiterated that low-income renter households, those earning below \$30,000, are projected to increase by 1.6% between 2013 and 2016 and will comprise nearly 74.0% of all renter households in the PMA in 2016. These demographic trends are indicative of a good base of potential income-appropriate renter households in the market for the subject development. The overall required capture rate of 8.7% for the proposed subject development further demonstrates that a sufficient base of potential income-appropriate renter support exists for the subject project within the Thomasville Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable within the Thomasville Site PMA, as proposed. We do not have any recommendations or modifications to the subject development at this time.

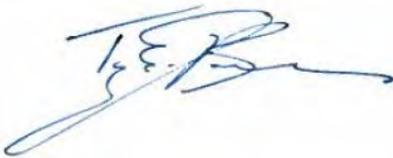
## SECTION L - SIGNED STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GA-DCA market study manual and GA-DCA Qualified Action Plan.

Certified:



Patrick Bowen  
President/Market Analyst  
Bowen National Research  
155 E. Columbus St., Suite 220  
Pickerington, OH 43147  
(614) 833-9300  
[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: May 22, 2014



Tyler Bowers  
Market Analyst  
[tylerb@bowennational.com](mailto:tylerb@bowennational.com)  
Date: May 22, 2014



Craig Rupert  
Market Analyst  
[craigr@bowennational.com](mailto:craigr@bowennational.com)  
Date: May 22, 2014

## SECTION M – MARKET STUDY REPRESENTATION

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

## SECTION N - QUALIFICATIONS

### The Company

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

### The Staff

**Patrick Bowen** is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

**Benjamin J. Braley**, Vice President and Market Analyst, has conducted market research since 2006 in more than 550 markets throughout the United States. He is experienced in preparing feasibility studies for a variety of applications, including those that meet standards required by state agency and federal housing guidelines. Additionally, Mr. Braley has analyzed markets for single-family home developments, commercial office and retail space, student housing properties and senior housing (i.e. nursing homes, assisted living, continuing care retirement facilities, etc.). Mr. Braley is a member of the National Council of Housing Market Analysts (NCHMA) and graduated from Otterbein College with a bachelor's degree in Economics.

**Craig Rupert**, Market Analyst, has conducted on-site market analysis in both urban and rural markets throughout the United States. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

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

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

**Christine Atkins**, In-House Research Coordinator, has experience in the property management industry and has managed a variety of rental housing types. With experience in conducting site-specific analysis since 2012, she has the ability to analyze market and economic trends and conditions. Ms. Atkins holds a Bachelor of Arts in Communication from the University of Cincinnati.

**Greg Gray**, Market Analyst, has been conducting site-specific analysis in markets throughout the country since 2000. He is especially trained in the evaluation of condominium and senior living developments. Mr. Gray has the ability to provide detailed site-specific analysis as well as evaluate market and economic trends and characteristics.

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

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

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

**Desireé Johnson** is the Executive Administrative Assistant at Bowen National Research. Ms. Johnson is involved in the day-to-day communication with clients. She has been involved in extensive market research in a variety of project types since 2006. Ms. Johnson has the ability to research, find, analyze and manipulate data in a multitude of ways. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

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

**June Davis**, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

**In-House Researchers** – Bowen National Research employs a staff of seven in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices and chambers of commerce, housing authorities and residents.

## ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

### THOMASVILLE, GEORGIA

The following section is a field survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site.

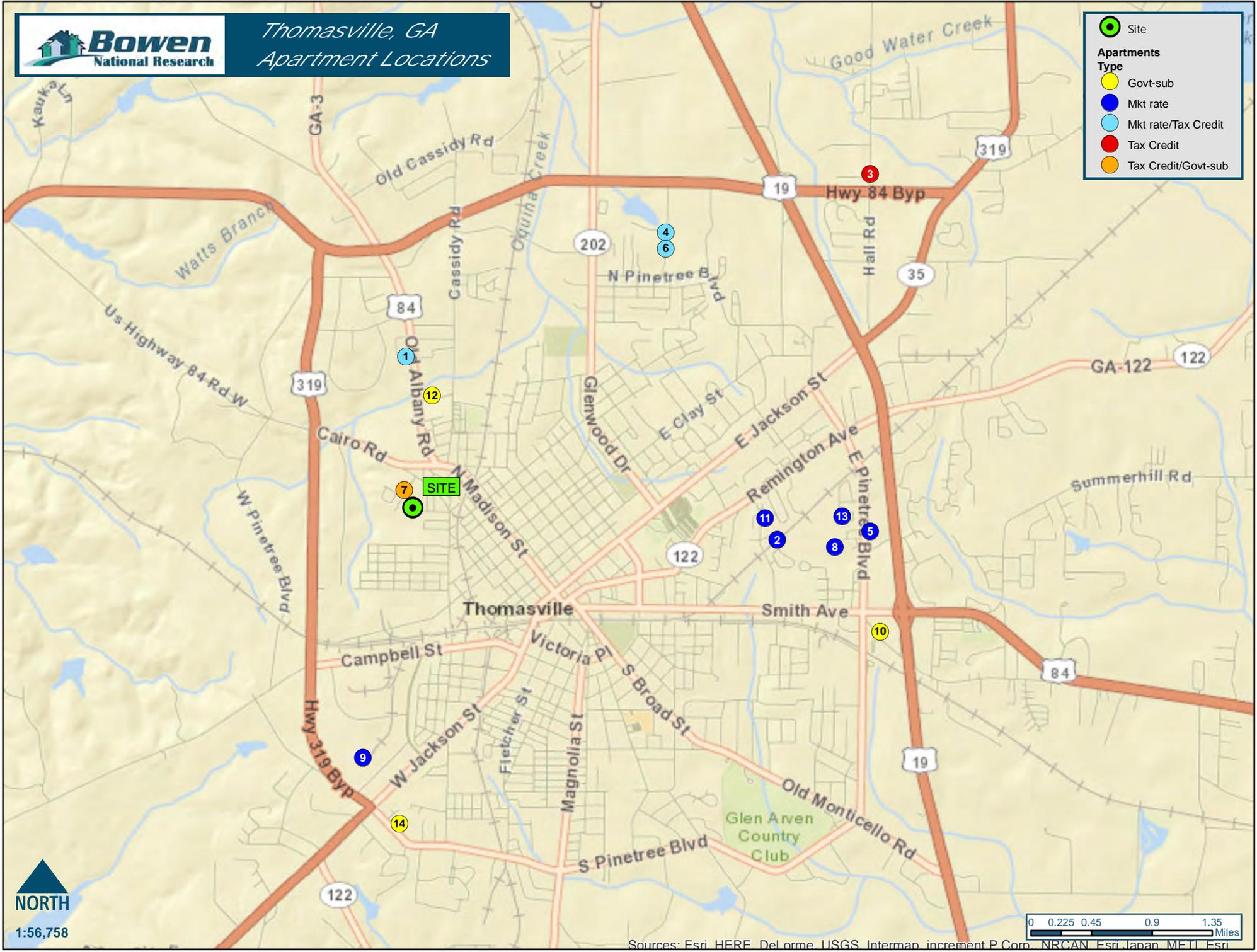
The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

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

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

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

Site  
**Apartments Type**  
 Govt-sub  
 Mkt rate  
 Mkt rate/Tax Credit  
 Tax Credit  
 Tax Credit/Govt-sub



NORTH  
1:56,758



# MAP IDENTIFICATION LIST - THOMASVILLE, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Hunter's Chase	MRT	A	2004	112	2	98.2%	1.3
2	Wildwood Apts.	MRR	B	1988	216	2	99.1%	3.5
3	Walnut Square Apts.	TAX	A-	2012	63	0	100.0%	4.9
4	Hampton Lake Apts.	MRT	B	2008	96	0	100.0%	3.2
5	Quail Rise Apts.	MRR	B	1974	109	4	96.3%	4.0
6	Windsor Lake Senior Apts.	MRT	B+	2004	72	0	100.0%	3.1
7	Wood Valley Apts.	TGS	B	1974	87	0	100.0%	0.0
8	Abbey Lake Apts.	MRR	B+	1974	152	1	99.3%	4.2
9	Ashley Park Apts.	MRR	A	2013	84	0	100.0%	2.4
10	GIBB Thomasville Village	GSS	B	2000	30	0	100.0%	3.7
11	Greentree Apts.	MRR	B	1982	75	0	100.0%	3.2
12	Villa North Apts.	GSS	B-	1976	132	0	100.0%	1.0
13	Pinecrest Apts.	MRR	B-	1977	96	0	100.0%	4.4
14	Providence Plaza Apts.	GSS	B-	1981	90	0	100.0%	2.8

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	6	732	7	99.0%	0
MRT	3	280	2	99.3%	0
TAX	1	63	0	100.0%	0
TGS	1	87	0	100.0%	0
GSS	3	252	0	100.0%	0

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

\* - Drive Distance (Miles)

Survey Date: April 2014

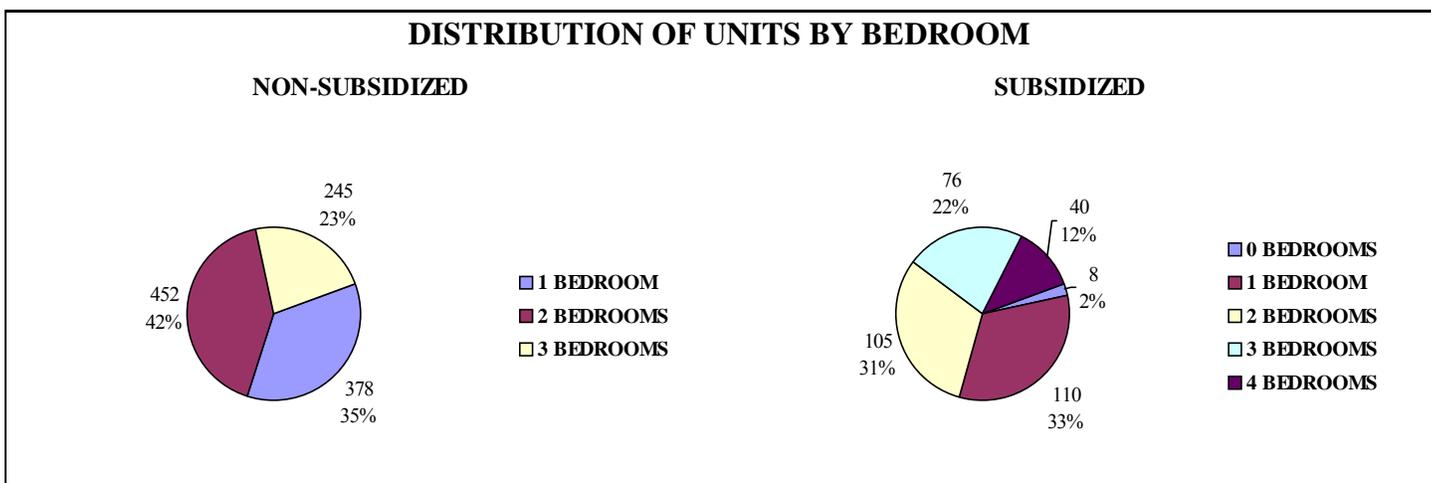
# DISTRIBUTION OF UNITS - THOMASVILLE, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	274	35.6%	1	0.4%	\$705
2	1	105	13.7%	3	2.9%	\$837
2	1.5	18	2.3%	0	0.0%	\$831
2	2	200	26.0%	2	1.0%	\$917
3	2	172	22.4%	1	0.6%	\$1,025
<b>TOTAL</b>		<b>769</b>	<b>100.0%</b>	<b>7</b>	<b>0.9%</b>	

TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	104	34.0%	0	0.0%	\$539
2	1	4	1.3%	0	0.0%	\$643
2	2	125	40.8%	2	1.6%	\$600
3	2	73	23.9%	0	0.0%	\$756
<b>TOTAL</b>		<b>306</b>	<b>100.0%</b>	<b>2</b>	<b>0.7%</b>	

TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	15	17.2%	0	0.0%	N.A.
2	1	48	55.2%	0	0.0%	N.A.
3	1	24	27.6%	0	0.0%	N.A.
<b>TOTAL</b>		<b>87</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	

GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
0	1	8	3.2%	0	0.0%	N.A.
1	1	95	37.7%	0	0.0%	N.A.
2	1	57	22.6%	0	0.0%	N.A.
3	1	52	20.6%	0	0.0%	N.A.
4	1	40	15.9%	0	0.0%	N.A.
<b>TOTAL</b>		<b>252</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	
<b>GRAND TOTAL</b>		<b>1,414</b>	<b>-</b>	<b>9</b>	<b>0.6%</b>	



# SURVEY OF PROPERTIES - THOMASVILLE, GEORGIA

1 Hunter's Chase			
	<b>Address</b> 1 Hunter's Place Cir. Thomasville, GA 31792	<b>Phone</b> (229) 226-2111 (Contact in person)	<b>Total Units</b> 112
	<b>Year Built</b> 2004	<b>Contact</b> Lynn	<b>Vacancies</b> 2
	<b>Comments</b> Market-rate (23 units); 30%, 50% & 60% AMHI (89 units); HCV (4 units)		<b>Occupied</b> 98.2%
			<b>Floors</b> 2
			<b>Quality Rating</b> A
			<b>Waiting List</b> None
2 Wildwood Apts.			
	<b>Address</b> 220 Covington Ave. Thomasville, GA 31792	<b>Phone</b> (229) 228-4760 (Contact in person)	<b>Total Units</b> 216
	<b>Year Built</b> 1988	<b>Contact</b> Michelle	<b>Vacancies</b> 2
	<b>Comments</b> Accepts HCV; (0 currently); Four 2-br/1-ba units have microwaves; 2-br rent range due to unit amenities; Rents change daily		<b>Occupied</b> 99.1%
			<b>Floors</b> 2,3
			<b>Quality Rating</b> B
			<b>Waiting List</b> None
3 Walnut Square Apts.			
	<b>Address</b> 100 Walnut Square Dr. Thomasville, GA 31757	<b>Phone</b> (229) 236-0161 (Contact in person)	<b>Total Units</b> 63
	<b>Year Built</b> 2012	<b>Contact</b> Ashley	<b>Vacancies</b> 0
	<b>Comments</b> 50% & 60% AMHI; HCV (8 units); Opened 12/2012, 100% occupied 2/2013		<b>Occupied</b> 100.0%
			<b>Floors</b> 2
			<b>Quality Rating</b> A-
			<b>Waiting List</b> 70 households
4 Hampton Lake Apts.			
	<b>Address</b> 105 Caitlin Ln. Thomasville, GA 31792	<b>Phone</b> (229) 227-3558 (Contact in person)	<b>Total Units</b> 96
	<b>Year Built</b> 2008	<b>Contact</b> Carol	<b>Vacancies</b> 0
	<b>Comments</b> Market-rate (6 units); 30%, 50% & 60% AMHI (90 units); HCV (6 units)		<b>Occupied</b> 100.0%
			<b>Floors</b> 2
			<b>Quality Rating</b> B
			<b>Waiting List</b> 50 households
5 Quail Rise Apts.			
	<b>Address</b> 2015 E. Pinetree Blvd. Thomasville, GA 31792	<b>Phone</b> (229) 226-7818 (Contact in person)	<b>Total Units</b> 109
	<b>Year Built</b> 1974 <b>Renovated</b> 1996	<b>Contact</b> Shelly	<b>Vacancies</b> 4
	<b>Comments</b> Does not accept HCV; 2-br/2-ba has exterior storage & ceiling fan		<b>Occupied</b> 96.3%
			<b>Floors</b> 2
			<b>Quality Rating</b> B
			<b>Waiting List</b> None

### Project Type

<span style="color: blue;">■</span>	Market-rate
<span style="color: cyan;">■</span>	Market-rate/Tax Credit
<span style="color: pink;">■</span>	Market-rate/Government-subsidized
<span style="color: purple;">■</span>	Market-rate/Tax Credit/Government-subsidized
<span style="color: red;">■</span>	Tax Credit
<span style="color: orange;">■</span>	Tax Credit/Government-subsidized
<span style="color: yellow;">■</span>	Government-subsidized

Survey Date: April 2014

# SURVEY OF PROPERTIES - THOMASVILLE, GEORGIA

<b>6 Windsor Lake Senior Apts.</b>			
	<b>Address</b> 241 Cove Landing Dr. Thomasville, GA 31792	<b>Phone</b> (229) 226-2576 (Contact in person)	<b>Total Units</b> 72
	<b>Year Built</b> 2004	<b>Contact</b> Robin	<b>Vacancies</b> 0
	<b>Comments</b> Market-rate (8 units); 50% & 60% AMHI (64 units); HCV (40 units); Unit mix estimated		<b>Occupied</b> 100.0%
			<b>Floors</b> 1
			<b>Quality Rating</b> B+
			<b>Senior Restricted (55+)</b>
			<b>Waiting List</b>
			35 households
<b>7 Wood Valley Apts.</b>			
	<b>Address</b> 1325 Warner St. Thomasville, GA 31792	<b>Phone</b> (229) 226-0682 (Contact in person)	<b>Total Units</b> 87
	<b>Year Built</b> 1974 <b>Renovated</b> 2003	<b>Contact</b> Erica	<b>Vacancies</b> 0
	<b>Comments</b> 50% AMHI; HUD Section 8; One 3-br manager unit not included in total		<b>Occupied</b> 100.0%
			<b>Floors</b> 2
			<b>Quality Rating</b> B
			<b>Waiting List</b>
			230 households
<b>8 Abbey Lake Apts.</b>			
	<b>Address</b> 2005 Pinetree Blvd. Thomasville, GA 31792	<b>Phone</b> (229) 226-1577 (Contact in person)	<b>Total Units</b> 152
	<b>Year Built</b> 1974	<b>Contact</b> Ben	<b>Vacancies</b> 1
	<b>Comments</b> Does not accept HCV; Rent range based on floor level & units with decks; Garden units opened in 2009		<b>Occupied</b> 99.3%
			<b>Floors</b> 2,3
			<b>Quality Rating</b> B+
			<b>Waiting List</b>
			None
<b>9 Ashley Park Apts.</b>			
	<b>Address</b> 1 Ashley Park Pl. Thomasville, GA 31792	<b>Phone</b> (229) 236-5001 (Contact in person)	<b>Total Units</b> 84
	<b>Year Built</b> 2013	<b>Contact</b> Crystal	<b>Vacancies</b> 0
	<b>Comments</b> Flooring is wood laminate; Opened 9/2013, 100% occupied 3/2014, began preleasing 9/2012		<b>Occupied</b> 100.0%
			<b>Floors</b> 3
			<b>Quality Rating</b> A
			<b>Waiting List</b>
			12 households
<b>10 GIBB Thomasville Village</b>			
	<b>Address</b> 272 Old Boston Rd. Thomasville, GA 31792	<b>Phone</b> (229) 226-4663 (Contact in person)	<b>Total Units</b> 30
	<b>Year Built</b> 2000	<b>Contact</b> Countess	<b>Vacancies</b> 0
	<b>Comments</b> HUD Section 8; Square footage estimated		<b>Occupied</b> 100.0%
			<b>Floors</b> 1
			<b>Quality Rating</b> B
			<b>Waiting List</b>
			80 households

### Project Type

<span style="color: blue;">■</span>	Market-rate
<span style="color: cyan;">■</span>	Market-rate/Tax Credit
<span style="color: pink;">■</span>	Market-rate/Government-subsidized
<span style="color: purple;">■</span>	Market-rate/Tax Credit/Government-subsidized
<span style="color: red;">■</span>	Tax Credit
<span style="color: orange;">■</span>	Tax Credit/Government-subsidized
<span style="color: yellow;">■</span>	Government-subsidized

Survey Date: April 2014

# SURVEY OF PROPERTIES - THOMASVILLE, GEORGIA

11 Greentree Apts.			
	<b>Address</b> 121 Covington Ave. Thomasville, GA 31792	<b>Phone</b> (229) 228-1744 (Contact in person)	<b>Total Units</b> 75
	<b>Year Built</b> 1982 <b>Renovated</b> 2006 <b>Contact</b> Barbara	<b>Comments</b> Does not accept HCV; 2-br have dishwashers	
			<b>Waiting List</b> 1-br: 8 households
12 Villa North Apts.			
	<b>Address</b> 555 Cassidy Rd. Thomasville, GA 31792	<b>Phone</b> (229) 226-0016 (Contact in person)	<b>Total Units</b> 132
	<b>Year Built</b> 1976 <b>Contact</b> Derrick	<b>Comments</b> HUD Section 8; Year built & square footage estimated	
			<b>Waiting List</b> 47 households
13 Pinecrest Apts.			
	<b>Address</b> 2035 E. Pinetree Blvd. Thomasville, GA 31792	<b>Phone</b> (229) 226-8279 (Contact in person)	<b>Total Units</b> 96
	<b>Year Built</b> 1977 <b>Renovated</b> 2013 <b>Contact</b> Name not given	<b>Comments</b> Year built & square footage estimated	
			<b>Waiting List</b> None
14 Providence Plaza Apts.			
	<b>Address</b> 115 S. Pinetree Blvd. Thomasville, GA 31792	<b>Phone</b> (229) 228-428 (Contact in person)	<b>Total Units</b> 90
	<b>Year Built</b> 1981 <b>Contact</b> Linda	<b>Comments</b> HUD Section 8; HCV (90 units); Square footage estimated	

### Project Type

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

Survey Date: April 2014

# COLLECTED RENTS - THOMASVILLE, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
1		\$197 to \$525	\$239 to \$625	\$255 to \$725					
2		\$595	\$760	\$800 to \$845					
3		\$335 to \$410	\$390 to \$436	\$440 to \$535					
4		\$139 to \$495	\$155 to \$595	\$169 to \$620					
5		\$530 to \$595	\$615 to \$695	\$760					
6		\$395 to \$500	\$485 to \$590						
8		\$480 to \$495		\$805			\$625 to \$705		
9		\$680 to \$720	\$820	\$920					
11		\$529	\$599 to \$639						
13		\$525	\$560 to \$630	\$680					

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

Survey Date: April 2014

# PRICE PER SQUARE FOOT - THOMASVILLE, GEORGIA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Wildwood Apts.	1	809	\$717	\$0.89
5	Quail Rise Apts.	1	769 to 825	\$706 to \$771	\$0.92 to \$0.93
8	Abbey Lake Apts.	1	575	\$640 to \$655	\$1.11 to \$1.14
9	Ashley Park Apts.	1	644 to 751	\$840 to \$880	\$1.17 to \$1.30
11	Greentree Apts.	1	576	\$705	\$1.22
13	Pinecrest Apts.	1	600	\$647	\$1.08
1	Hunter's Chase	1	730 to 812	\$357 to \$685	\$0.49 to \$0.84
4	Hampton Lake Apts.	1	857	\$299 to \$655	\$0.35 to \$0.76
6	Windsor Lake Senior Apts.	1	740	\$517 to \$622	\$0.70 to \$0.84
3	Walnut Square Apts.	1	850	\$489 to \$564	\$0.58 to \$0.66
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Wildwood Apts.	1 to 2	1044	\$918	\$0.88
5	Quail Rise Apts.	1 to 2	918 to 1112	\$837 to \$917	\$0.82 to \$0.91
8	Abbey Lake Apts.	1.5	1100	\$831	\$0.76
		2	940 to 1070	\$891 to \$911	\$0.85 to \$0.95
9	Ashley Park Apts.	2	1047	\$1026	\$0.98
11	Greentree Apts.	1 to 2	864	\$821 to \$861	\$0.95 to \$1.00
13	Pinecrest Apts.	1 to 2	822 to 1100	\$718 to \$788	\$0.72 to \$0.87
1	Hunter's Chase	2	1000 to 1081	\$445 to \$831	\$0.45 to \$0.77
4	Hampton Lake Apts.	2	1137	\$361 to \$801	\$0.32 to \$0.70
6	Windsor Lake Senior Apts.	1	860	\$643 to \$748	\$0.75 to \$0.87
3	Walnut Square Apts.	2	965	\$588 to \$634	\$0.61 to \$0.66
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Wildwood Apts.	2	1236	\$991 to \$1036	\$0.80 to \$0.84
5	Quail Rise Apts.	2	1276	\$1025	\$0.80
8	Abbey Lake Apts.	2	1500	\$1054	\$0.70
9	Ashley Park Apts.	2	1311	\$1169	\$0.89
13	Pinecrest Apts.	2	1200 to 1225	\$871	\$0.71 to \$0.73
1	Hunter's Chase	2	1196 to 1229	\$504 to \$974	\$0.42 to \$0.79
4	Hampton Lake Apts.	2	1270	\$418 to \$869	\$0.33 to \$0.68
3	Walnut Square Apts.	2	1100	\$679 to \$774	\$0.62 to \$0.70

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

Survey Date: April 2014

# AVERAGE GROSS RENT PER SQUARE FOOT - THOMASVILLE, GEORGIA

<b>MARKET-RATE</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$1.06	\$0.89	\$0.79
TOWNHOUSE	\$0.00	\$0.85	\$0.00

<b>TAX CREDIT (NON-SUBSIDIZED)</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.70	\$0.59	\$0.60
TOWNHOUSE	\$0.00	\$0.00	\$0.00

<b>COMBINED</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.96	\$0.79	\$0.74
TOWNHOUSE	\$0.00	\$0.85	\$0.00

# TAX CREDIT UNITS - THOMASVILLE, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
4	Hampton Lake Apts.	5	857	1	30%	\$139
1	Hunter's Chase	3	730 - 812	1	30%	\$197
4	Hampton Lake Apts.	3	857	1	50%	\$324
4	Hampton Lake Apts.	2	857	1	60%	\$324
3	Walnut Square Apts.	2	850	1	50%	\$335
◆ 6	Windsor Lake Senior Apts.	30	740	1	50%	\$395
1	Hunter's Chase	8	730 - 812	1	50%	\$395
3	Walnut Square Apts.	6	850	1	60%	\$410
◆ 6	Windsor Lake Senior Apts.	30	740	1	60%	\$417
1	Hunter's Chase	15	730	1	60%	\$494
7	Wood Valley Apts.	15	725	1	50%	\$530
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
4	Hampton Lake Apts.	16	1137	2	30%	\$155
1	Hunter's Chase	6	1000 - 1081	2	30%	\$239
4	Hampton Lake Apts.	17	1137	2	50%	\$378
3	Walnut Square Apts.	7	965	2	50%	\$390
4	Hampton Lake Apts.	17	1137	2	60%	\$394
3	Walnut Square Apts.	24	965	2	60%	\$436
1	Hunter's Chase	11	1000 - 1081	2	50%	\$476
◆ 6	Windsor Lake Senior Apts.	2	860	1	50%	\$485
◆ 6	Windsor Lake Senior Apts.	2	860	1	60%	\$565
1	Hunter's Chase	27	1000 - 1081	2	60%	\$595
7	Wood Valley Apts.	48	875	1	50%	\$605
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
4	Hampton Lake Apts.	10	1270	2	30%	\$169
1	Hunter's Chase	2	1196 - 1229	2	30%	\$255
4	Hampton Lake Apts.	10	1270	2	50%	\$426
3	Walnut Square Apts.	5	1100	2	50%	\$440
4	Hampton Lake Apts.	10	1270	2	60%	\$507
1	Hunter's Chase	5	1196 - 1229	2	50%	\$529
3	Walnut Square Apts.	19	1100	2	60%	\$535
1	Hunter's Chase	12	1196 - 1229	2	60%	\$666
7	Wood Valley Apts.	24	1130	1	50%	\$680

◆ - Senior Restricted

# QUALITY RATING - THOMASVILLE, GEORGIA

## MARKET-RATE PROJECTS AND UNITS

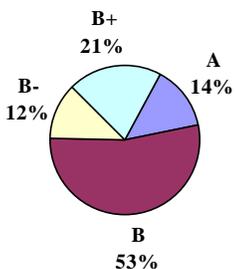
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	2	107	0.0%		\$840	\$1,026	\$1,169	
B+	2	160	0.6%		\$640	\$891	\$1,054	
B	4	406	1.5%		\$717	\$917	\$1,025	
B-	1	96	0.0%		\$647	\$788	\$871	

## TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

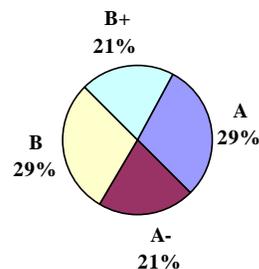
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	1	89	2.2%		\$654	\$801	\$915	
A-	1	63	0.0%		\$564	\$634	\$774	
B+	1	64	0.0%		\$517	\$643		
B	1	90	0.0%		\$299	\$584	\$675	

## DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



## YEAR BUILT - THOMASVILLE, GEORGIA \*

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	3	357	5	1.4%	357	33.2%
1980 to 1989	2	291	2	0.7%	648	27.1%
1990 to 1999	0	0	0	0.0%	648	0.0%
2000 to 2005	2	184	2	1.1%	832	17.1%
2006	0	0	0	0.0%	832	0.0%
2007	0	0	0	0.0%	832	0.0%
2008	1	96	0	0.0%	928	8.9%
2009	0	0	0	0.0%	928	0.0%
2010	0	0	0	0.0%	928	0.0%
2011	0	0	0	0.0%	928	0.0%
2012	1	63	0	0.0%	991	5.9%
2013	1	84	0	0.0%	1075	7.8%
2014**	0	0	0	0.0%	1075	0.0%
<b>TOTAL</b>	<b>10</b>	<b>1075</b>	<b>9</b>	<b>0.8%</b>	<b>1075</b>	<b>100.0 %</b>

## YEAR RENOVATED - THOMASVILLE, GEORGIA \*

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	1	109	4	3.7%	109	38.9%
2000 to 2005	0	0	0	0.0%	109	0.0%
2006	1	75	0	0.0%	184	26.8%
2007	0	0	0	0.0%	184	0.0%
2008	0	0	0	0.0%	184	0.0%
2009	0	0	0	0.0%	184	0.0%
2010	0	0	0	0.0%	184	0.0%
2011	0	0	0	0.0%	184	0.0%
2012	0	0	0	0.0%	184	0.0%
2013	1	96	0	0.0%	280	34.3%
2014**	0	0	0	0.0%	280	0.0%
<b>TOTAL</b>	<b>3</b>	<b>280</b>	<b>4</b>	<b>1.4%</b>	<b>280</b>	<b>100.0 %</b>

Note: The upper table (Year Built) includes all of the units included in the lower table.

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

\*\* As of April 2014

## APPLIANCES AND UNIT AMENITIES - THOMASVILLE, GEORGIA

<b>APPLIANCES</b>			
<b>APPLIANCE</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS*</b>
RANGE	10	100.0%	1,075
REFRIGERATOR	10	100.0%	1,075
ICEMAKER	1	10.0%	63
DISHWASHER	10	100.0%	1,075
DISPOSAL	7	70.0%	799
MICROWAVE	3	30.0%	363
<b>UNIT AMENITIES</b>			
<b>AMENITY</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS*</b>
AC - CENTRAL	9	90.0%	1,000
AC - WINDOW	1	10.0%	75
FLOOR COVERING	10	100.0%	1,075
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	10	100.0%	1,075
PATIO/DECK/BALCONY	9	90.0%	979
CEILING FAN	9	90.0%	923
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	10	100.0%	1,075
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	1	10.0%	72

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

## PROJECT AMENITIES - THOMASVILLE, GEORGIA

<b>PROJECT AMENITIES</b>			
<b>AMENITY</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS</b>
POOL	6	60.0%	769
ON-SITE MANAGEMENT	10	100.0%	1,075
LAUNDRY	8	80.0%	763
CLUB HOUSE	3	30.0%	424
MEETING ROOM	2	20.0%	351
FITNESS CENTER	4	40.0%	496
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	6	60.0%	680
COMPUTER LAB	3	30.0%	271
SPORTS COURT	2	20.0%	424
STORAGE	1	10.0%	216
LAKE	1	10.0%	152
ELEVATOR	0	0.0%	
SECURITY GATE	1	10.0%	84
BUSINESS CENTER	0	0.0%	
CAR WASH AREA	0	0.0%	
PICNIC AREA	6	60.0%	713
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	1	10.0%	72

# DISTRIBUTION OF UTILITIES - THOMASVILLE, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
<b>HEAT</b>			
LANDLORD			
ELECTRIC	1	90	6.4%
TENANT			
ELECTRIC	12	1,192	84.3%
GAS	1	132	9.3%
			100.0%
<b>COOKING FUEL</b>			
LANDLORD			
ELECTRIC	1	90	6.4%
TENANT			
ELECTRIC	12	1,192	84.3%
GAS	1	132	9.3%
			100.0%
<b>HOT WATER</b>			
LANDLORD			
ELECTRIC	1	90	6.4%
TENANT			
ELECTRIC	11	1,129	79.8%
GAS	2	195	13.8%
			100.0%
<b>ELECTRIC</b>			
LANDLORD	1	90	6.4%
TENANT	13	1,324	93.6%
			100.0%
<b>WATER</b>			
LANDLORD	7	723	51.1%
TENANT	7	691	48.9%
			100.0%
<b>SEWER</b>			
LANDLORD	7	723	51.1%
TENANT	7	691	48.9%
<b>TRASH PICK-UP</b>			
LANDLORD	12	1,230	87.0%
TENANT	2	184	13.0%
			100.0%

# UTILITY ALLOWANCE - THOMASVILLE, GEORGIA

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

ADDENDUM B

COMPARABLE PROPERTY PROFILES

**2 Wildwood Apts.**

3.5 miles to site



<b>Address</b>	220 Covington Ave. Thomasville, GA 31792		
<b>Phone</b>	(229) 228-4760	<b>Contact</b>	Michelle
<b>Total Units</b>	216	<b>Vacancies</b>	2
		<b>Percent Occupied</b>	99.1%
<b>Project Type</b>	Market-Rate		
<b>Year Open</b>	1988	<b>Floors</b>	2,3
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	NONE		
<b>Quality Rating</b>	B	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Accepts HCV; (0 currently); Four 2-br/1-ba units have microwaves; 2-br rent range due to unit amenities; Rents change daily		

**Features and Utilities**

<b>Utilities</b>	Landlord pays Water, Sewer, Trash
<b>Unit Amenities</b>	Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
<b>Project Amenities</b>	Swimming Pool, On-site Management, Club House, Meeting Room, Fitness Center, Playground, Sports Court, Storage, Picnic Area

**Unit Configuration**

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	64	0	809	\$0.74	\$595
2	1 to 2	G	72	1	1044	\$0.73	\$760
3	2	G	80	1	1236	\$0.65 - \$0.68	\$800 to \$845

**5 Quail Rise Apts.**

4.0 miles to site



**Address** 2015 E. Pinetree Blvd.  
Thomasville, GA 31792

**Phone** (229) 226-7818 **Contact** Shelly

**Total Units** 109 **Vacancies** 4 **Percent Occupied** 96.3%

**Project Type** Market-Rate

**Year Open** 1974 **Renovated** 1996 **Floors** 2

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** NONE

**Quality Rating** B **Neighborhood Rating** B

**Remarks** Does not accept HCV; 2-br/2-ba has exterior storage & ceiling fan



**Features and Utilities**

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

**Unit Configuration**

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	21	0	769 to 825	\$0.69 - \$0.72	\$530 to \$595
2	1 to 2	G	80	4	918 to 1112	\$0.63 - \$0.67	\$615 to \$695
3	2	G	8	0	1276	\$0.60	\$760

**9 Ashley Park Apts.**

2.4 miles to site



<b>Address</b>	1 Ashley Park Pl. Thomasville, GA 31792		
<b>Phone</b>	(229) 236-5001	<b>Contact</b>	Crystal
<b>Total Units</b>	84	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Market-Rate		
<b>Year Open</b>	2013	<b>Floors</b>	3
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking, Carports, Parking Garage		
<b>Waiting List</b>	12 households		
<b>Quality Rating</b>	A	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Flooring is wood laminate; Opened 9/2013, 100% occupied 3/2014, began preleasing 9/2012		

**Features and Utilities**

<b>Utilities</b>	Landlord pays Trash
<b>Unit Amenities</b>	Refrigerator, Range, Dishwasher, Microwave, Central AC, Wood Flooring, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
<b>Project Amenities</b>	Swimming Pool, On-site Management, Laundry Facility, Playground, Security Gate, Picnic Area, Dog Park

**Unit Configuration**

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	12	0	644 to 751	\$0.96 - \$1.06	\$680 to \$720
2	2	G	48	0	1047	\$0.78	\$820
3	2	G	24	0	1311	\$0.70	\$920

**13 Pinecrest Apts.**

4.4 miles to site



<b>Address</b>	2035 E. Pinetree Blvd. Thomasville, GA 31792		
<b>Phone</b>	(229) 226-8279	<b>Contact</b>	Name not given
<b>Total Units</b>	96	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Market-Rate		
<b>Year Open</b>	1977	<b>Renovated</b>	2013
		<b>Floors</b>	1
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	NONE		
<b>Quality Rating</b>	B-	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Year built & square footage estimated		

**Features and Utilities**

**Utilities** Landlord pays Water, Sewer, Trash  
**Unit Amenities** Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds  
**Project Amenities** On-site Management, Picnic Area

**Unit Configuration**

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	28	0	600	\$0.88	\$525
2	1 to 2	G	33	0	822 to 1100	\$0.57 - \$0.68	\$560 to \$630
3	2	G	35	0	1200 to 1225	\$0.56 - \$0.57	\$680

**1 Hunter's Chase**

1.3 miles to site



<b>Address</b>	1 Hunter's Place Cir. Thomasville, GA 31792		
<b>Phone</b>	(229) 226-2111	<b>Contact</b>	Lynn
<b>Total Units</b>	112	<b>Vacancies</b>	2
		<b>Percent Occupied</b>	98.2%
<b>Project Type</b>	Market-Rate & Tax Credit		
<b>Year Open</b>	2004	<b>Floors</b>	2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	NONE		
<b>Quality Rating</b>	A	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Market-rate (23 units); 30%, 50% & 60% AMHI (89 units); HCV (4 units)		

**Features and Utilities**

<b>Utilities</b>	Landlord pays Trash
<b>Unit Amenities</b>	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
<b>Project Amenities</b>	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area

**Unit Configuration**

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	730 to 812	\$0.65 - \$0.72	\$525	
1	1	G	15	0	730	\$0.68	\$494	60%
1	1	G	8	0	730 to 812	\$0.49 - \$0.54	\$395	50%
1	1	G	3	0	730 to 812	\$0.24 - \$0.27	\$197	30%
2	2	G	12	0	1000 to 1081	\$0.58 - \$0.63	\$625	
2	2	G	27	2	1000 to 1081	\$0.55 - \$0.60	\$595	60%
2	2	G	11	0	1000 to 1081	\$0.44 - \$0.48	\$476	50%
2	2	G	6	0	1000 to 1081	\$0.22 - \$0.24	\$239	30%
3	2	G	5	0	1196 to 1229	\$0.43 - \$0.44	\$529	50%
3	2	G	2	0	1196 to 1229	\$0.21 - \$0.21	\$255	30%
3	2	G	5	0	1196 to 1229	\$0.59 - \$0.61	\$725	
3	2	G	12	0	1196 to 1229	\$0.54 - \$0.56	\$666	60%

**4 Hampton Lake Apts.**

3.2 miles to site



<b>Address</b>	105 Caitlin Ln. Thomasville, GA 31792		
<b>Phone</b>	(229) 227-3558	<b>Contact</b>	Carol
<b>Total Units</b>	96	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Market-Rate & Tax Credit		
<b>Year Open</b>	2008	<b>Floors</b>	2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	50 households		
<b>Quality Rating</b>	B	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	Market-rate (6 units); 30%, 50% & 60% AMHI (90 units); HCV (6 units)		

**Features and Utilities**

<b>Utilities</b>	Landlord pays Trash
<b>Unit Amenities</b>	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
<b>Project Amenities</b>	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area

**Unit Configuration**

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	2	0	857	\$0.58	\$495	
1	1	G	2	0	857	\$0.38	\$324	60%
1	1	G	3	0	857	\$0.38	\$324	50%
1	1	G	5	0	857	\$0.16	\$139	30%
2	2	G	2	0	1137	\$0.52	\$595	
2	2	G	17	0	1137	\$0.35	\$394	60%
2	2	G	17	0	1137	\$0.33	\$378	50%
2	2	G	16	0	1137	\$0.14	\$155	30%
3	2	G	2	0	1270	\$0.49	\$620	
3	2	G	10	0	1270	\$0.40	\$507	60%
3	2	G	10	0	1270	\$0.34	\$426	50%
3	2	G	10	0	1270	\$0.13	\$169	30%

**3****Walnut Square Apts.**

4.9 miles to site



**Address** 100 Walnut Square Dr.  
Thomasville, GA 31757

**Phone** (229) 236-0161 **Contact** Ashley

**Total Units** 63 **Vacancies** 0 **Percent Occupied** 100.0%

**Project Type** Tax Credit

**Year Open** 2012 **Floors** 2

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** 70 households

**Quality Rating** A- **Neighborhood Rating** B

**Remarks** 50% & 60% AMHI; HCV (8 units); Opened 12/2012, 100% occupied 2/2013

**Features and Utilities**

**Utilities** Landlord pays Trash  
**Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Storage  
**Project Amenities** On-site Management, Laundry Facility, Meeting Room, Playground, Computer Lab, Pavilion w/ gazebo

**Unit Configuration**

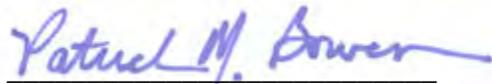
BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	850	\$0.48	\$410	60%
1	1	G	2	0	850	\$0.39	\$335	50%
2	2	G	24	0	965	\$0.45	\$436	60%
2	2	G	7	0	965	\$0.40	\$390	50%
3	2	G	19	0	1100	\$0.49	\$535	60%
3	2	G	5	0	1100	\$0.40	\$440	50%

## ADDENDUM C – MEMBER CERTIFICATION & CHECKLIST

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

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

Certified:



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Date: May 22, 2014

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com/MarketStudiesNCAHMA/AboutNCAHMA/tabid/234/Default.aspx>

## ADDENDUM-MARKET STUDY INDEX

### A. INTRODUCTION

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

### B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

### C. CHECKLIST

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

## CHECKLIST (Continued)

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

**CHECKLIST (Continued)**

		Section (s)
<b>OTHER REQUIREMENTS</b>		
54.	Preparation date of report	Title Page
55.	Date of Field Work	C
56.	Certifications	Addendum B
57.	Statement of qualifications	N
58.	Sources of data not otherwise identified	D
59.	Utility allowance schedule	Addendum A

## Addendum D – Methodologies, Disclaimers & Sources

### 1. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Thomasville, Georgia by Integrity Development Partners, LLC.

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

### 2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation
  - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
  - A drive-time analysis for the site
  - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the subject development. An in-depth evaluation of these two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information and projections that determine what the characteristics of the market will be when the subject project opens and achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- An analysis of the subject project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows GDCA's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.
- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the subject unit. This analysis is done for each bedroom type offered at the site.

Please note that non-numbered items in this report are not required by GDCA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the continued market feasibility of the subject project.

### **3. REPORT LIMITATIONS**

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; however, Bowen National Research makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions or conclusions in, or the use of, this study.

Any reproduction or duplication of this report without the expressed approval of Bowen National Research is strictly prohibited.

### **4. SOURCES**

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

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

## ADDENDUM E - ACHIEVABLE MARKET RENT ANALYSIS

### A. INTRODUCTION

We identified five market-rate properties within the Thomasville Site PMA that we consider most comparable to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development. It is important to note that for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>HighPointe Estates</b>	<b>2016</b>	<b>64</b>	<b>-</b>	<b>16 (-)</b>	<b>24 (-)</b>	<b>24 (-)</b>
1	Hunter's Chase	2004	23*	100.0%	6 (100.0%)	12 (100.0%)	5 (100.0%)
2	Wildwood Apts.	1988	216	99.1%	64 (100.0%)	72 (98.6%)	80 (98.8%)
5	Quail Rise Apts.	1974 / 1996	109	96.3%	21 (100.0%)	80 (95.0%)	8 (100.0%)
9	Ashley Park Apts.	2013	84	100.0%	12 (100.0%)	48 (100.0%)	24 (100.0%)
13	Pinecrest Apts.	1977 / 2013	96	100.0%	28 (100.0%)	33 (100.0%)	35 (100.0%)

\*Market-rate units only

The five selected market-rate projects have a combined total of 528 units with an overall occupancy rate of 98.9%. None of the comparable properties has an occupancy rate below 96.3%. These high occupancy rates indicate that these selected properties have been well-received within the market and should offer a good base of comparability for the subject project.

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

Rent Comparability Grid

Unit Type →

ONE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
HighPointe Estates		Hunter's Chase		Wildwood Apts.		Quail Rise Apts.		Ashley Park Apts.		Pinecrest Apts.	
South side of North Martin Luther King Jr. Dr.		1 Hunter's Place Cir.		220 Covington Ave.		2015 E. Pinetree Blvd.		1 Ashley Park Pl.		2035 E. Pinetree Blvd.	
Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA	
Data on		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Subject		Data		Data		Data		Data		Data	
<b>A. Rents Charged</b>											
1	\$ Last Rent / Restricted?	\$525		\$595		\$530		\$720		\$525	
2	Date Surveyed	Apr-14		Apr-14		Apr-14		Apr-14		Apr-14	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$525	0.68	\$595	0.74	\$530	0.69	\$720	0.96	\$525	0.88
<b>B. Design, Location, Condition</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2,3		WU/2		WU/3		R/1	
7	Yr. Built/Yr. Renovated	2016	\$12	1988	\$28	1974/1996	\$31	2013	\$3	1977/2013	\$21
8	Condition /Street Appeal	E		G	\$15	G	\$15	E		G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
<b>C. Unit Equipment/ Amenities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	770	(\$0)	809	(\$8)	769	\$0	751	\$4	600	\$33
14	Balcony/ Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y		N/Y		N/Y		Y/Y	(\$5)	N/Y	
18	Washer/Dryer	W/D	\$25	HU	\$30	HU/L	\$25	HU/L	\$25	HU	\$30
19	Floor Coverings	C		C		C		W		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N		N/N		N/N		N/N		N/N	
22	Garbage Disposal	Y		Y		Y		N	\$5	N	\$5
23	Ceiling Fans/Storage	Y/N		N/N	\$5	N/N	\$5	Y/N		Y/N	
<b>D Site Equipment/ Amenities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		P-GAR	(\$30)	LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N		N		N		Y	(\$5)	N	
27	Clubhouse/ Meeting Rooms	Y		Y		N	\$5	N	\$5	N	\$5
28	Pool/ Recreation Areas	N	(\$18)	P/F/T	(\$18)	P	(\$10)	P	(\$10)	N	
29	Computer Center	Y		N	\$3	N	\$3	N	\$3	N	\$3
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		N	\$3
32	Social Services	N		N		N		N		N	
<b>E. Utilities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		Y/Y	(\$38)	N/N		N/N		Y/Y	(\$38)
39	Trash /Recycling	Y/N		Y/N		N/N	\$16	Y/N		Y/N	
<b>F. Adjustments Recap</b>		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	2	5	2	7	1	6	4	9	
41	Sum Adjustments B to D	\$37	(\$18)	\$81	(\$26)	\$84	(\$10)	\$45	(\$50)	\$120	
42	Sum Utility Adjustments				(\$38)	\$16					(\$38)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$19	\$55	\$17	\$145	\$90	\$110	(\$5)	\$95	\$82	\$158
<b>G. Adjusted &amp; Market Rents</b>		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$544		\$612		\$620		\$715		\$607	
45	Adj Rent/Last rent		104%		103%		117%		99%		116%
46	Estimated Market Rent	\$620	\$0.81	← Estimated Market Rent/ Sq. Ft							

**Rent Comparability Grid**

Unit Type →

**TWO BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
HighPointe Estates		Hunter's Chase		Wildwood Apts.		Quail Rise Apts.		Ashley Park Apts.		Pinecrest Apts.	
South side of North Martin Luther King Jr. Dr.		1 Hunter's Place Cir.		220 Covington Ave.		2015 E. Pinetree Blvd.		1 Ashley Park Pl.		2035 E. Pinetree Blvd.	
Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA	
<b>Subject</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>	
<b>on</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
<b>A. Rents Charged</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>	
1	\$ Last Rent / Restricted?	\$625		\$750		\$695		\$820		\$630	
2	Date Surveyed	Apr-14		Apr-14		Apr-14		Apr-14		Apr-14	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		99%		95%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$625	0.60	\$750	0.72	\$695	0.63	\$820	0.78	\$630	0.57
<b>B. Design, Location, Condition</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>	
<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
6	Structure / Stories	WU/2		WU/2,3		WU/2		WU/3		R/1	
7	Yr. Built/Yr. Renovated	2016	\$12	1988	\$28	1974/1996	\$31	2013	\$3	1977/2013	\$21
8	Condition /Street Appeal	E		G	\$15	G	\$15	E		G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>	
<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	979	(\$10)	1041	(\$11)	1112	(\$22)	1047	(\$11)	1100	(\$20)
14	Balcony/ Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y		N/Y		N/Y		Y/Y	(\$5)	N/Y	
18	Washer/Dryer	W/D	\$25	HU	\$30	HU/L	\$25	HU/L	\$25	HU	\$30
19	Floor Coverings	C		C		C		W		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N		N/N		N/N		N/N		N/N	
22	Garbage Disposal	Y		Y		Y		N	\$5	N	\$5
23	Ceiling Fans/Storage	Y/N		N/N	\$5	Y/Y	(\$5)	Y/N		Y/N	
<b>D Site Equipment/ Amenities</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>	
<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		P-GAR	(\$30)	LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N		N		N		Y	(\$5)	N	
27	Clubhouse/ Meeting Rooms	Y		Y		N	\$5	N	\$5	N	\$5
28	Pool/ Recreation Areas	N	(\$18)	P/F/S	(\$18)	P	(\$10)	P	(\$10)	N	
29	Computer Center	Y		Y	\$3	N	\$3	N	\$3	N	\$3
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		N	\$3
32	Social Services	N		N		N		N		N	
<b>E. Utilities</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>		<b>Data</b>	
<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N	(\$48)	N/N		N/N		Y/Y	(\$48)
39	Trash /Recycling	Y/N		Y/N		N/N	\$16	Y/N		Y/N	
<b>F. Adjustments Recap</b>		<b>Pos</b>		<b>Neg</b>		<b>Pos</b>		<b>Neg</b>		<b>Pos</b>	
<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
40	# Adjustments B to D	2	2	5	2	5	3	5	5	8	1
41	Sum Adjustments B to D	\$37	(\$28)	\$81	(\$29)	\$79	(\$37)	\$41	(\$61)	\$87	(\$20)
42	Sum Utility Adjustments				(\$48)	\$16					(\$48)
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	\$9	\$65	\$4	\$158	\$58	\$132	(\$20)	\$102	\$19	\$155
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>		<b>\$ Adj</b>	
44	Adjusted Rent (5+ 43)	\$634		\$754		\$753		\$800		\$649	
45	Adj Rent/Last rent		101%		101%		108%		98%		103%
46	Estimated Market Rent	\$735		\$0.75		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type → **THREE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
HighPointe Estates		Hunter's Chase		Wildwood Apts.		Quail Rise Apts.		Ashley Park Apts.		Pinecrest Apts.	
South side of North Martin Luther King Jr. Dr.		1 Hunter's Place Cir.		220 Covington Ave.		2015 E. Pinetree Blvd.		1 Ashley Park Pl.		2035 E. Pinetree Blvd.	
Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA	
Data on		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
<b>A. Rents Charged</b>											
1	\$ Last Rent / Restricted?	\$725		\$823		\$760		\$920		\$680	
2	Date Surveyed	Apr-14		Apr-14		Apr-14		Apr-14		Apr-14	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		99%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$725	0.60	\$823	0.67	\$760	0.60	\$920	0.70	\$680	0.56
<b>B. Design, Location, Condition</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2,3		WU/2		WU/3		R/1	
7	Yr. Built/Yr. Renovated	2016	\$12	1988	\$28	1974/1996	\$31	2013	\$3	1977/2013	\$21
8	Condition /Street Appeal	E		G	\$15	G	\$15	E		G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
<b>C. Unit Equipment/ Amenities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3		3	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1242	\$5	1236	\$1	1276	(\$5)	1311	(\$11)	1225	\$3
14	Balcony/ Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y		N/Y		N/Y		Y/Y	(\$5)	N/Y	
18	Washer/Dryer	W/D	\$25	HU	\$30	HU/L	\$25	HU/L	\$25	HU	\$25
19	Floor Coverings	C		C		C		W		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N		N/N		N/N		N/N		N/N	
22	Garbage Disposal	Y		Y		Y		N	\$5	N	\$5
23	Ceiling Fans/Storage	Y/N		Y/N		N/N	\$5	Y/N		Y/N	
<b>D. Site Equipment/ Amenities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		P-GAR	(\$30)	LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N		N		N		Y	(\$5)	N	
27	Clubhouse/ Meeting Rooms	Y		Y		N	\$5	N	\$5	N	\$5
28	Pool/ Recreation Areas	N	(\$18)	P/F/S	(\$18)	P	(\$10)	P	(\$10)	N	
29	Computer Center	Y		Y	\$3	N	\$3	N	\$3	N	\$3
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		N	\$3
32	Social Services	N		N		N		N		N	
<b>E. Utilities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N	(\$58)	N/N		N/N		Y/Y	(\$58)
39	Trash /Recycling	Y/N		Y/N		N/N	\$16	Y/N		Y/N	
<b>F. Adjustments Recap</b>		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	1	5	1	6	2	5	5	9	
41	Sum Adjustments B to D	\$42	(\$18)	\$77	(\$18)	\$84	(\$15)	\$41	(\$61)	\$85	
42	Sum Utility Adjustments				(\$58)	\$16					(\$58)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$24	\$60	\$1	\$153	\$85	\$115	(\$20)	\$102	\$27	\$143
<b>G. Adjusted &amp; Market Rents</b>		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$749		\$824		\$845		\$900		\$707	
45	Adj Rent/Last rent		103%		100%		111%		98%		104%
46	Estimated Market Rent	\$830	\$0.67	← Estimated Market Rent/ Sq. Ft							

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

Based on the preceding Rent Comparability Grids, it was determined that achievable market rents for units similar to the subject development are \$620 for a one-bedroom unit, \$735 for a two-bedroom unit and \$830 for a three-bedroom unit.

The following table compares the proposed collected rents at the subject site with the achievable market rent for selected units.

Bedroom Type	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$300 (50%)	\$620	51.6%
	\$389 (60%)		37.3%
Two-Bedroom	\$350 (50%)	\$735	52.4%
	\$456 (60%)		38.0%
Three-Bedroom	\$390 (50%)	\$830	53.0%
	\$516 (60%)		37.8%

Typically, Tax Credit rents should represent a least a 10% market rent advantage to be perceived as a value in the market and insure a sufficient flow of qualified applicants. Therefore, the proposed subject rents will likely be perceived as a significant value within the market as they represent market rent advantages ranging from 37.3% to 53.0%, depending upon bedroom type and AMHI level.

**B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)**

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1974 and 2013. Note however, that the two oldest properties, Quail Rise Apartments (Map ID 5) and Pinecrest Apartments (Map ID 13), were significantly renovated in 1996 and 2013, respectively. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties as compared to the subject development.
8. It is anticipated that the proposed subject project will have an excellent quality finish and attractive aesthetic street appeal once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package that is generally considered to be slightly superior to those offered among most of the selected properties. We have made, however, adjustments for features lacking at the comparable properties, and in some cases, we have made adjustments for features the selected properties offer that the subject property does not.
- 24.-32. The proposed project offers a project amenities package that is generally considered to be competitive with those offered among most of the selected market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We made adjustments to reflect the differences in utility responsibility at the selected properties as needed. The utility adjustments were based on the local housing authority's utility cost estimates.