

Market Feasibility Analysis

Stone Ridge Apartments
East Fenton Road; 0.1 mile north of Zena Drive
Cartersville, Bartow County, Georgia 30121

Prepared For

Mr. John Dupont
Wolgast Corporation
Stone Ridge Apartments Limited Partnership (developer)
4835 Town Center Road, Suite 203
Saginaw, Michigan 48604

Effective Date

June 9, 2015

Job Reference Number

15-320 JW



155 E. Columbus Street, Suite 220
Pickerington, Ohio 43147
Phone: (614) 833-9300
Bowennational.com

TABLE OF CONTENTS

- A. Executive Summary
 - B. Project Description
 - C. Site Description and Evaluation
 - D. Primary Market Area Delineation
 - E. Community Demographic Data
 - F. Economic Trends
 - G. Project-Specific Demand Analysis
 - H. Rental Housing Analysis (Supply)
 - I. Absorption & Stabilization Rates
 - J. Interviews
 - K. Conclusions & Recommendations
 - L. Signed Statement
 - M. Market Study Representation
 - N. Qualifications
- Addendum A – Field Survey of Conventional Rentals
 - Addendum B – Comparable Property Profiles
 - Addendum C – Market Analyst Certification Checklist
 - Addendum D – Methodologies, Disclaimers & Sources
 - Addendum E – Achievable Market Rent Analysis

SECTION A – EXECUTIVE SUMMARY

This report evaluates the market feasibility of the Stone Ridge Apartments to be constructed utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Cartersville, 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:

Stone Ridge Apartments involves the new construction of 48 units on a five-acre site in Cartersville. The project will offer eight (8) one-bedroom, 20 two-bedroom and 20 three-bedroom garden-style units located within three (3) two-story, walk-up residential buildings with a stand-alone 3,000 square-foot community building. Stone Ridge Apartments will be developed utilizing funding from the LIHTC program and target lower-income households earning up to 50% and 60% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$438 to \$566, depending upon unit type and targeted income level. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by July of 2017. Additional details regarding the proposed project are included in Section B of this report.

2. Site Description/Evaluation:

The proposed subject site is located within an established area of Cartersville, generally comprised of commercial and residential structures in good condition. Although several warehouse structures are located south/southwest of the subject site, and the Bartow County Jail to the east, these structures were also observed to be well-maintained and do not appear to create any noise or environmental concerns within the immediate site neighborhood. The surrounding land uses to the south are buffered from the subject site by wooded land. The presence of the surrounding commercial facilities and jail has not had an adverse impact on the surrounding residential developments, as evidenced by their strong occupancy levels. The subject site is clearly visible and easily accessible from East Felton Road, which borders the site to the west and will provide passerby traffic to the subject development. However, promotional signage is recommended along State Route 3/U.S. Highway 41 to increase its awareness during its initial lease up. Most community services are located within 2.0 miles of the site, including grocery, discount shopping, employment, social and public safety services. Overall, the subject development fits in well with the surrounding land uses and the proximity to most basic community services will have a positive impact on the its marketability.

3. Market Area Definition:

The Cartersville Site PMA includes portions of Cartersville, and Cassville and the outlying unincorporated portions of Bartow County. The boundaries of the Site PMA include Willow Lane Northwest, Joree Road Northwest, Cass White Road to the north; Interstate 75/State Route 401 to the east; Etowah River to the south; and State Route 113, Burnt Hickory Road, State Route 20 and State Route 3/U.S. Highway 41 to the west. The farthest boundary from the site is 7.0 miles. A map illustrating these boundaries is included on page D-2 of this report.

4. Community Demographic Data:

Overall, population and households within the Cartersville Site PMA have been experiencing positive growth since 2000. These trends are projected to remain positive, although nominal, through 2017, increasing by 279 (0.8%) and 100 (0.7%), respectively, from 2015. Renter households are projected to increase by 77 (1.2%) during the same time period. The projected 6,511 renter households in 2017 within the market represent a good base of potential support for the subject project. In addition, the subject project will be able to accommodate nearly all of the Site PMA's renter households, based on household size. Overall, the demographic trends contained within this report demonstrate a slightly increasing base of potential support for the proposed subject development. Additional demographic data is included in Section E of this report.

5. Economic Data:

According to a representative with the Cartersville-Bartow County Department of Economic Development and data provided by the U.S. Department of Labor: Bureau of Labor Statistics, the Bartow County economy continues to improve. Although negatively impacted by the national recession, the Bartow County employment base has been consistently experiencing growth since 2009, increasing by 3,305 employees, or 8.1%, and is currently above prerecession levels. Conversely, the unemployment rate has consistently declined over the preceding six-year period and is similar with both county and national averages. Considering these positive economic trends, we believe the area economy will continue to create a stable environment for affordable housing. Additional economic data is included in Section F of this report.

6. Project-Specific Affordability and Demand Analysis:

Per GDCA guidelines, projects in rural markets with an overall capture rate of 35% or below are considered acceptable. As such, the project's overall capture rate of 6.5% is considered very low and easily achievable, especially considering the lack of available affordable non-subsidized family (general-occupancy) rental housing units within the market.

7. Competitive Rental Analysis

We identified and surveyed two family (general-occupancy) non-subsidized LIHTC projects in the Site PMA. These two LIHTC projects target households with incomes of up to 45%, 50% and/or 60% of AMHI and are considered competitive properties. These two competitive LIHTC projects and the subject development are summarized in the following table. 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	Stone Ridge Apartments	2017	48	-	-	-	Families; 50% & 60% AMHI
3	Etowah Village Apts.	1996	95	100.0%	4.0 Miles	2-Br: 5 H.H.	Families; 45%, 50%, & 60% AMHI
16	Somerset Club Apts.	2004	120*	100.0%	3.1 Miles	15 H.H.	Families; 60% AMHI

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

The two competitive LIHTC projects have a combined occupancy rate of 100.0%, both of which maintain wait lists. This indicates that pent-up demand exists for additional affordable housing within the market. Given the lack of available LIHTC units within the market, the subject project will provide an affordable rental housing alternative to low-income households which are currently underserved.

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	Stone Ridge Apartments	\$601/50% (3) \$626/60% (5)	\$663/50% (5) \$688/60% (15)	\$798/50% (5) \$823/60% (15)	-
3	Etowah Village Apts.	-	\$738/45% (19/0) \$738/50% (4/0)	\$852/50% (29/0) \$852/60% (43/0)	None
16	Somerset Club Apts.	\$857/60% (30/0)	\$1,032/60% (54/0)	\$1,190/60% (36/0)	None

The proposed subject gross rents, ranging from \$601 to \$823, will be the lowest general-occupancy LIHTC rents targeting similar income levels within the market. This will provide the subject project with a competitive advantage.

Comparable/Competitive Tax Credit Summary

Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing LIHTC properties within the market, it is our opinion that the subject development will be very competitive. Aside from the subject's slightly smaller unit sizes, it will be at least 13 years newer than the competitive affordable product within the market, offering the lowest general-occupancy LIHTC rents and a slightly superior amenities package. The aforementioned characteristics will provide the subject with a significant competitive advantage. This has been considered in our absorption projections.

An in-depth analysis of the Cartersville 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 2017 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2017

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 Cartersville 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 48 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately four to five months. This absorption period is based on an average monthly absorption rate of approximately ten units per month.

These absorption projections assume a 2017 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 48 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 Cartersville rental housing market is performing very well, as evidenced by the overall rental market occupancy rate of 99.7% (a result of only seven vacancies). In fact, no vacancies exist within the surveyed affordable units within the Site PMA, most of which maintain wait lists. This indicates that pent-up demand for additional affordable housing exists within the market. As such, the proposed LIHTC units at the subject site will help alleviate a portion of this pent-up demand. Aside from the subject's slightly smaller unit sizes, it will be at least 13 years newer than the competitive affordable product within the market, offering the lowest general-occupancy LIHTC rents and a slightly superior amenities package. The aforementioned characteristics will provide the subject with a significant competitive advantage.

The overall required capture rate of 6.5% for the proposed development is considered very low and further demonstrates that a significant base of potential income-appropriate renter support exists for the subject project within the Cartersville Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable within the Cartersville 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:	Stone Ridge Apartments	Total # Units:	48
Location:	East Fenton Rd.; 0.1 mile north of Zena Dr. in Cartersville, GA 30121	# LIHTC Units:	48
PMA Boundary:	Willow Lane Northwest, Joree Road Northwest, Cass White Road to the north; Interstate 75/State Route 401 to the east; Etowah River to the south; and State Route 113, Burnt Hickory Road, State Route 20 and State Route 3/U.S. Highway 41 to the west.		
	Farthest Boundary Distance to Subject:		7.0 miles

RENTAL HOUSING STOCK (found on pages H-1 to 2)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	26	2,182	7	99.7%
Market-Rate Housing	16	1,501	7	99.5%
Assisted/Subsidized Housing not to include LIHTC	6	310	0	100.0%
LIHTC	5	371	0	100.0%
Stabilized Comps	2	215	0	100.0%
Properties in Construction & Lease Up	0	0	0	-

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	One-Br.	1.0	750	\$438	\$774	\$1.03	43.4%	\$920	\$1.19
5	One-Br.	1.0	750	\$463	\$774	\$1.03	40.2%	\$920	\$1.19
5	Two-Br.	2.0	950	\$456	\$847	\$0.89	46.2%	\$1,050	\$1.00
15	Two-Br.	2.0	950	\$481	\$847	\$0.89	43.2%	\$1,050	\$1.00
5	Three-Br.	2.0	1,100	\$541	\$1,101	\$1.00	50.9%	\$1,300	\$0.95
15	Three-Br.	2.0	1,100	\$566	\$1,101	\$1.00	48.6%	\$1,300	\$0.95

DEMOGRAPHIC DATA (found on page E-3 & G-5)

	2010		2015		2017	
Renter Households	5,877	44.9%	6,434	47.7%	6,511	47.9%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	2,030	15.1%	2,055	15.1%
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-5)

Type of Demand	30%	50%	60%	Market-rate	Other:___	Overall
Renter Household Growth		36	20			25
Existing Households (Overburd + Substand)		620	667			709
Homeowner conversion (Seniors)		0	0			0
Total Primary Market Demand		656	687			734
Less Comparable/Competitive Supply		0	0			0
Net Income-Qualified Renter HHs		656	687			734

CAPTURE RATES (found on page G-5)

Targeted Population	30%	50%	60%	Market-rate	Other:___	Overall
Capture Rate		2.0%	5.1%			6.5%

SECTION B - PROJECT DESCRIPTION

The proposed project involves the new construction of the 48-unit Stone Ridge Apartments community on a five-acre site in Cartersville, Georgia. The project will offer eight (8) one-bedroom, 20 two-bedroom and 20 three-bedroom garden-style units located within three (3) two-story, walk-up residential buildings with a stand-alone 3,000 square-foot community building. Stone Ridge Apartments will be developed utilizing funding from the Low-Income Housing Tax Credit (LIHTC) program and target lower-income households earning up to 50% and 60% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$438 to \$566, depending upon unit type and targeted income level. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by July of 2017. Additional details of the subject project are as follows:

A. PROJECT DESCRIPTION

1. **Project Name:** Stone Ridge Apartments

2. **Property Location:** East Fenton Road; 0.1 mile north of Zena Drive
Cartersville, Georgia 30121
(Bartow County)

QCT: No DDA: No

3. **Project Type:** New Construction

4. **Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected	Utility Allowance	Gross	
3	One-Br.	1.0	Garden	750	50%	\$438	\$163	\$601	\$604
5	One-Br.	1.0	Garden	750	60%	\$463	\$163	\$626	\$725
5	Two-Br.	2.0	Garden	950	50%	\$456	\$207	\$663	\$725
15	Two-Br.	2.0	Garden	950	60%	\$481	\$207	\$688	\$870
5	Three-Br.	2.0	Garden	1,100	50%	\$541	\$257	\$798	\$837
15	Three-Br.	2.0	Garden	1,100	60%	\$566	\$257	\$823	\$1,005
48	Total								

Source: Wolgast Corporation
AMHI - Area Median Household Income (Albany, GA MSA; 2014)

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

6. Project Design: Three (3) two-story, walk-up residential buildings with a stand-alone 3,000 square-foot community building.

7. Original Year Built: Not Applicable

8. Projected Opening Date: July 2017

9. Unit Amenities:

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

10. Community Amenities:

- On-Site Management
- Community Building
- Fitness Center
- Computer Center
- Playground
- Picnic Area
- Laundry Facility

11. Resident Services:

None

12. Utility Responsibility:

Trash collection will be included in the rent, while tenants will be responsible for the following:

- General Electricity
- Electric Heat
- Cold Water
- Electric Water Heat
- Electric Cooking
- Sewer

13. Rental Assistance:

None

14. Parking:

The subject site will provide a paved surface parking lot at no additional cost to the tenants.

15. Current Project Status:

Not applicable

16. Statistical Area:

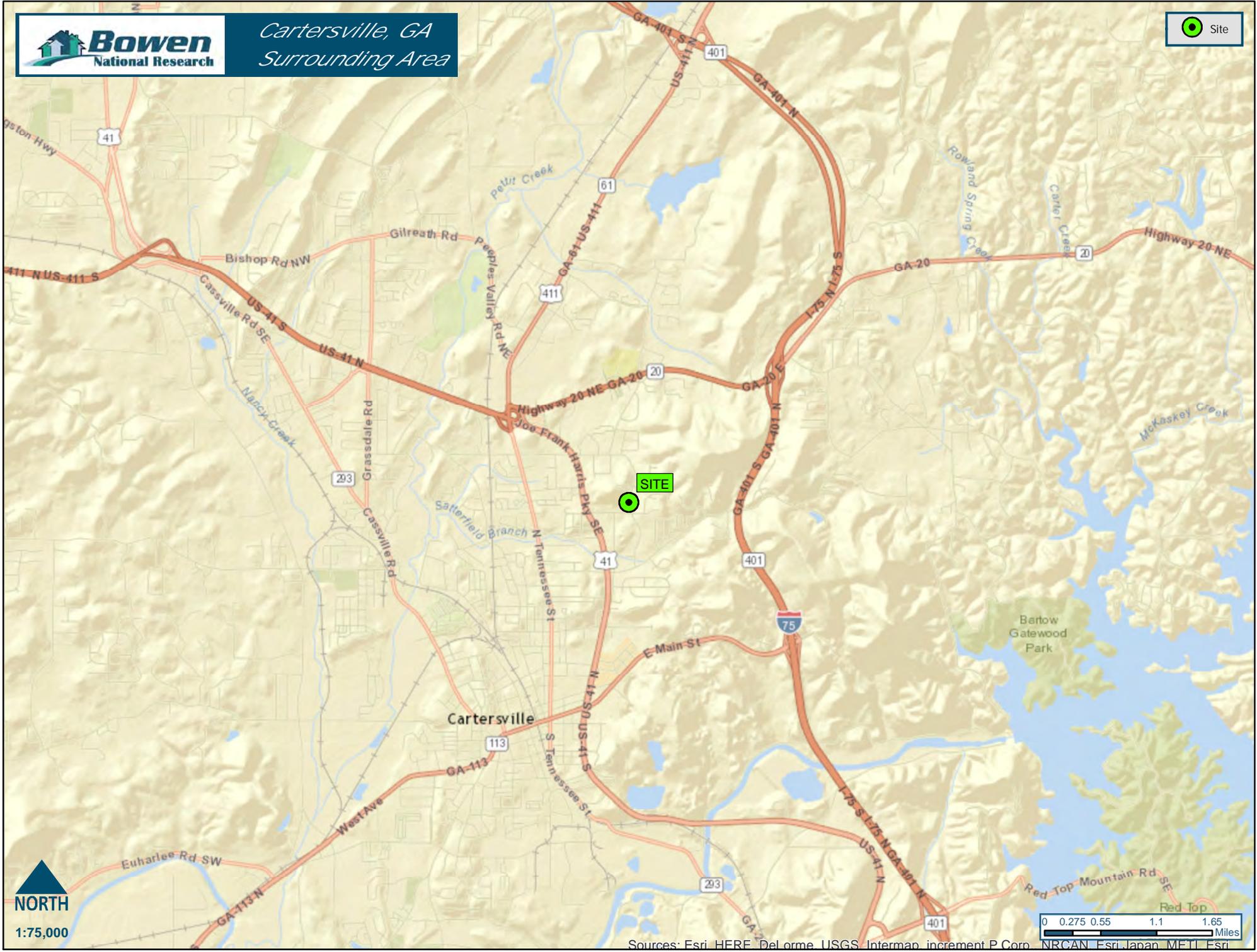
Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area (2014)

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

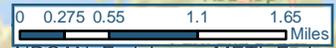




*Cartersville, GA
Surrounding Area*



NORTH
1:75,000



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

Stone Haven Falls Apartments
Stone Haven Falls Apartments

Morgan Square Apartments
Morgan Square Apartments

E Felton Rd

Zena Dr SE

E Felton Rd

Zena Dr

Zena Dr SE

Rowland Springs Rd

Wansley Dr SE

Cir SE

NORTH
1:3,000

SECTION C – SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site consists of heavily wooded land located on East Felton Road, approximately 0.1 mile north of Zena Drive in the northern portion of Cartersville, Georgia. Located within Bartow County, Cartersville is approximately 44.0 miles northeast of Atlanta, Georgia and approximately 70.0 miles southeast of the Georgia/Tennessee state line. Lisa Wood, an employee of Bowen National Research, inspected the subject site and conducted the corresponding fieldwork during the week of June 1, 2015.

2. SURROUNDING LAND USES

The subject site is situated within an established area of Cartersville. Surrounding land uses generally include wooded land, industrial warehouses and manufacturing facilities, local businesses, single- and multifamily dwellings, Bartow County Senior Center and Health Department and the Bartow County Jail. Adjacent land uses are detailed as follows:

North -	The northern site boundary is comprised of wooded land, followed by the Etowah Area Public Housing community (Map ID 9), which is considered to be in good condition. Continuing north is Morgan Square Apartments (Map ID 26) in good condition, immediately followed by single-family homes mostly considered to be in good condition.
East -	Zena Drive, a two-lane roadway that terminates at the Bartow County Jail, borders the site to the east. Continuing east are the Bartow County Senior Center and Health Department, both are considered to be in good condition. The Bartow County Jail and wooded land extends beyond.
South -	The southern site boundary is comprised of wooded land, followed by two local bail bonds businesses and Zena Drive. A residential neighborhood comprised of single-family dwellings mostly considered to be in good condition is located to the southeast of the site. Continuing south of Zena Drive are various commercial businesses including Shaw Flooring, Sheet Metal Components, various bail bonds offices, HVAC contractors, a concrete company and Bartow Paving Company.
West -	East Felton Road, a two-lane roadway, borders the site to the west. Continuing west is undeveloped and wooded land. Stonehaven Falls Apartments (Map ID 15) is in fair condition, located northwest and a warehouse facility in satisfactory condition is located southwest of the subject site.

The existing residential and commercial structures within the site neighborhood are considered to be well-maintained and should contribute to the overall marketability of the subject site. Although several warehouse structures are located south/southwest of the subject site, these structures were also observed to be relatively well-maintained and most are buffered from the subject site by the surrounding wooded land. The surrounding warehouse facilities do not appear to create any noise or environmental concerns within the immediate site neighborhood; therefore, they are not expected to have any adverse impact on the marketability of the subject development. While the Bartow County Jail is located east of the subject site, it is not anticipated to have an adverse impact on its marketability, as evidenced by the high occupancy rates at the surrounding multifamily communities.

3. VISIBILITY AND ACCESS

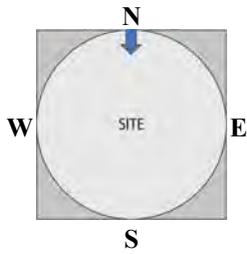
The subject site is located on the east side of East Felton Road, a two-lane north/south thoroughfare with light to moderate vehicular traffic patterns, approximately 0.1 mile north of Zena Drive. The subject project will be clearly visible while traveling on both East Felton Road and Zena Drive; however, it will not be visible from arterial roadways. It is recommended that the developer considers promotional signage near the intersection of East Felton Road and State Route 3/U.S. Highway 41 and/or near the intersection of Zena Drive and State Route 3/U.S. Highway 41 to increase its awareness during the initial lease up process. Considering the light to moderate traffic patterns on East Felton Road, ingress and egress are considered easy, with clear lines of site provided in both directions of travel. Additionally, East Felton Road provides convenient access to major highways such as U.S. Highways 41 and 411, which provide access throughout the Cartersville area. On-call, on-site pickup transportation services, provided by Bartow County Transit, are also available. Overall, access to the 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.

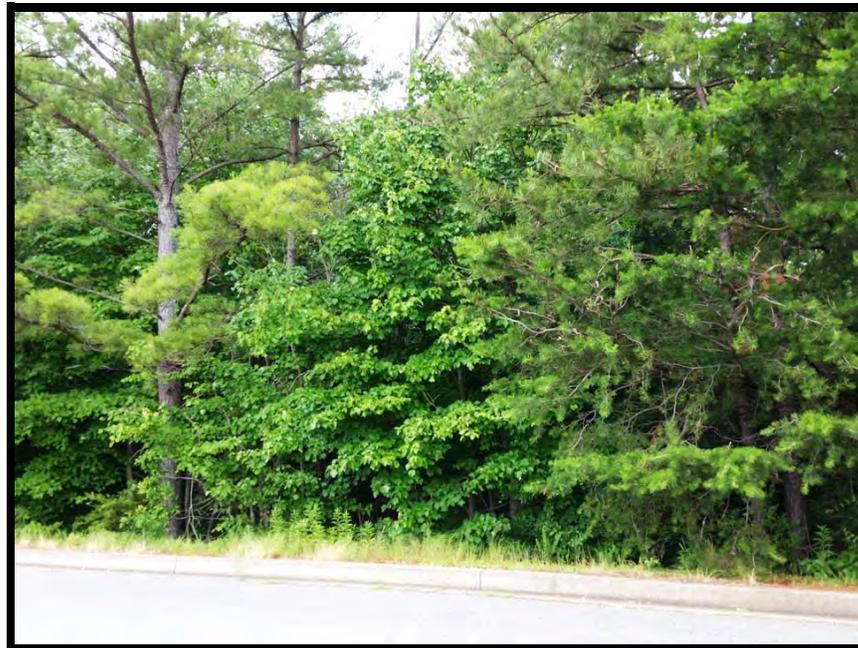
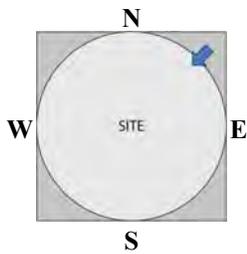
4. SITE PHOTOGRAPHS

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

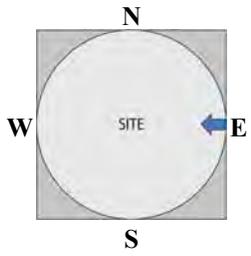
SITE PHOTOGRAPHS



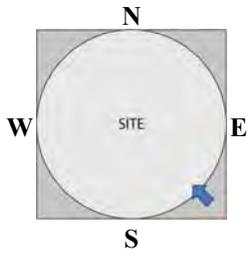
View of site from the north



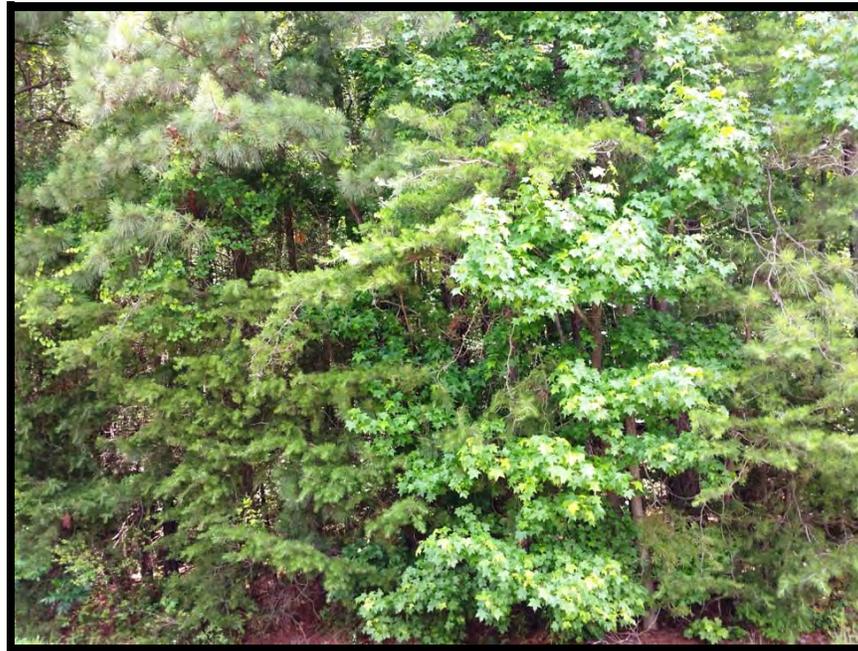
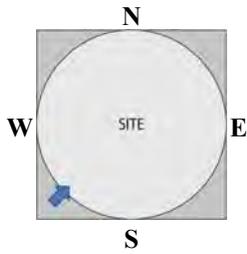
View of site from the northeast



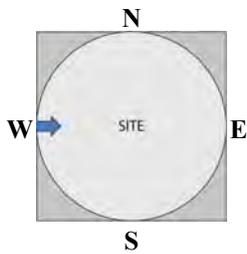
View of site from the east



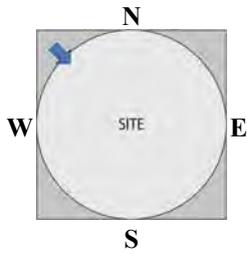
View of site from the southeast



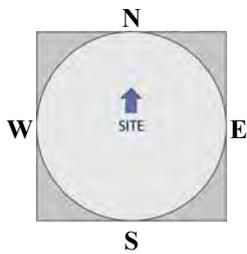
View of site from the southwest



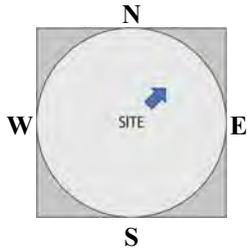
View of site from the west



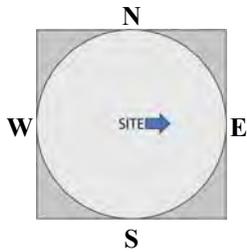
View of site from the northwest



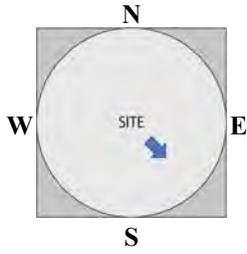
North view from site



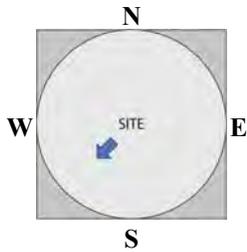
Northeast view from site



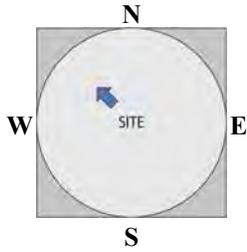
East view from site



Southeast view from site



Southwest view from site



Northwest view from site



Streetscape: North view of East Felton Road



Streetscape: South view of East Felton Road



Streetscape: North view of Zena Drive



Streetscape: South view of Zena Drive

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

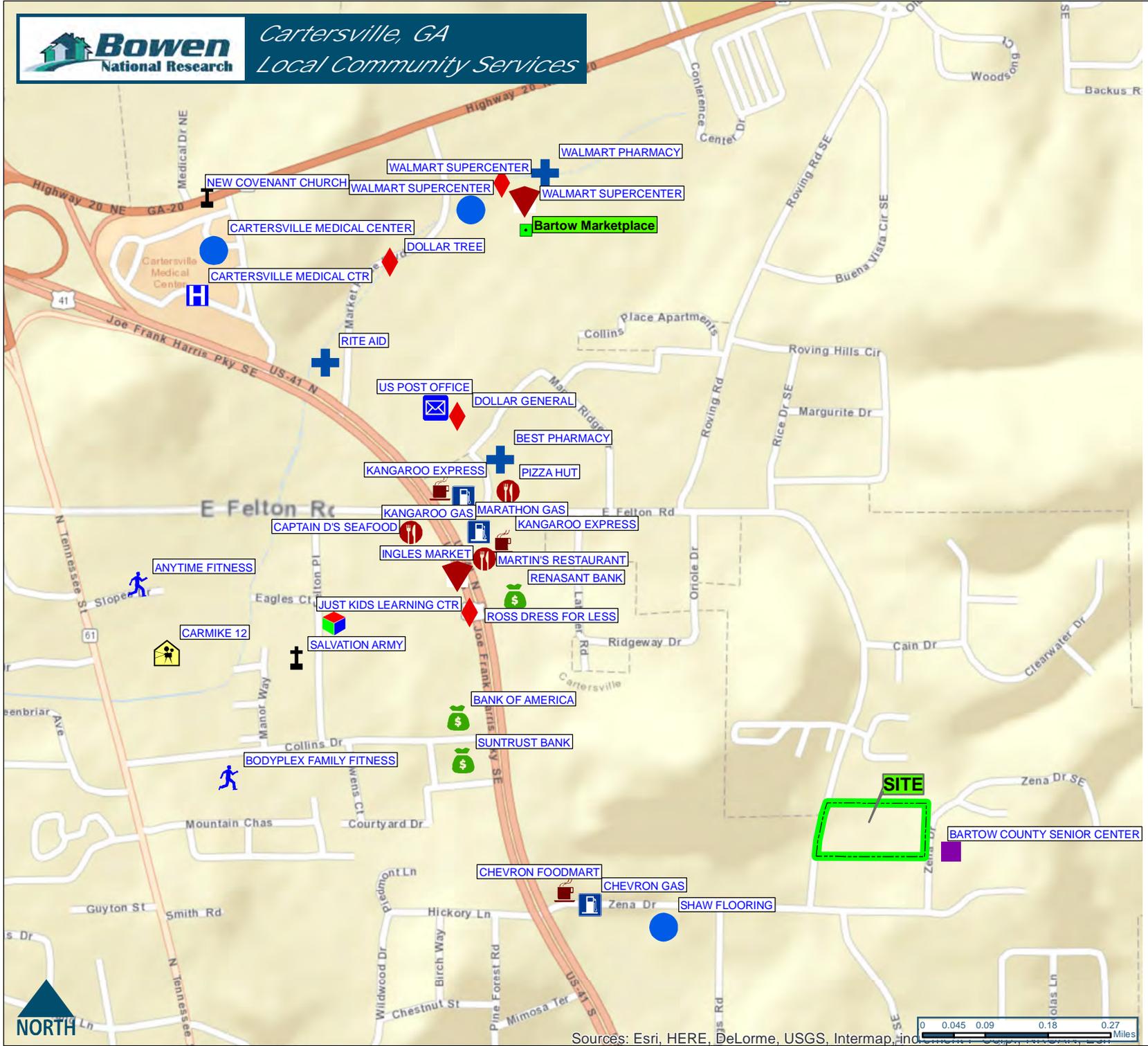
The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	State Route 3/U.S. Highway 41 U.S. Highway 411 Interstate 75	0.4 West 1.2 Northwest 2.3 Northeast
Public Transit	Bartow County Transit	On-call/On-site
Major Employers/ Employment Centers	Shaw Flooring Walmart Supercenter Cartersville Medical Center	0.3 Southwest 1.1 Northwest 1.1 Northwest
Shopping Center	Felton Crossing Shopping Center Shops at Merchants Square Main Street Shopping Center	0.9 Northwest 1.0 Northwest 1.6 South
Convenience Store	Chevron Food Mart Kangaroo Food Mart	0.4 West 0.8 Northwest
Grocery	Ingles Market Walmart Supercenter Publix Supermarket	0.9 Northwest 1.1 Northwest 1.6 South
Discount Department Store	Dollar Tree Walmart Supercenter TJ Maxx Target	1.0 Northwest 1.1 Northwest 1.6 South 1.6 South
Schools: Primary (K-2) Elementary (3-5) Middle/Junior High (6-8) High (9-12)	Cartersville Primary School Cartersville Elementary School Cartersville Middle School Cartersville High School	3.8 Southwest 3.8 Southwest 4.7 Southwest 1.8 South
Hospital/Medical Center	Cartersville Medical Center Floyd Urgent Care	1.1 Northwest 2.6 Northwest
Police	Cartersville Police Department	2.5 Southwest
Fire	Cartersville Fire Department Station 2	2.2 Northwest
Post Office	U.S. Post Office	0.9 Northwest
Bank	SunTrust Bank of America	0.7 West 0.7 West
Gas Station	Chevron Gas Marathon Gas	0.4 West 0.8 Northwest
Pharmacy	Best Pharmacy Rite Aid Pharmacy Walmart Pharmacy	0.8 Northwest 1.0 Northwest 1.1 Northwest
Restaurant	Pizza Hut Martin's Restaurant Captain D's Seafood	0.7 Northwest 0.8 Northwest 0.9 Northwest
Library	Cartersville Public Library	2.8 Southwest
Fitness Center	Bodyplex Family Fitness Anytime Fitness	0.9 West 1.3 West
Church	Salvation Army Church	0.9 West
Park	Dellinger Park	4.4 Southwest
Child Care	Just Kids Learning Center Step Ahead Learning Center	1.0 West 1.7 Southwest

Numerous community services are located within proximity of the subject site, many of which are within 2.0 miles. Notably, many community services can be conveniently accessed from the subject site, due to its proximity to Joe Frank Harris Parkway (U.S. Highway 41). The proximity of the subject site's location to U.S. Highway 41 also allows for convenient access to many area employers, including Cartersville's largest employer, Shaw Flooring, which is located 0.3 miles southwest of the subject site. Further, as illustrated in the preceding table, various dining establishments, convenience stores and gas stations are also located within close proximity of the subject site. Regularly scheduled fixed-route public transportation is not provided within the Cartersville area. However, Bartow County Transit offers an on-call, on-site transportation services for a small fee.

The Bartow County School District serves the subject site and all applicable attendance schools are located within 4.7 miles. The subject site is provided public safety services through the Cartersville Police and Fire departments, each of which are located 0.1 mile northwest of the site along U.S. Highway 341 (Oak Street). The nearest full-service hospital is the Cartersville Medical Center located 1.1 miles northwest of the site. Additionally, it is of note that Floyd Urgent Care is located 2.6 miles northwest of the site and provides general medical care and emergency care to residents within the Cartersville area.

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



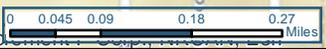
Legend

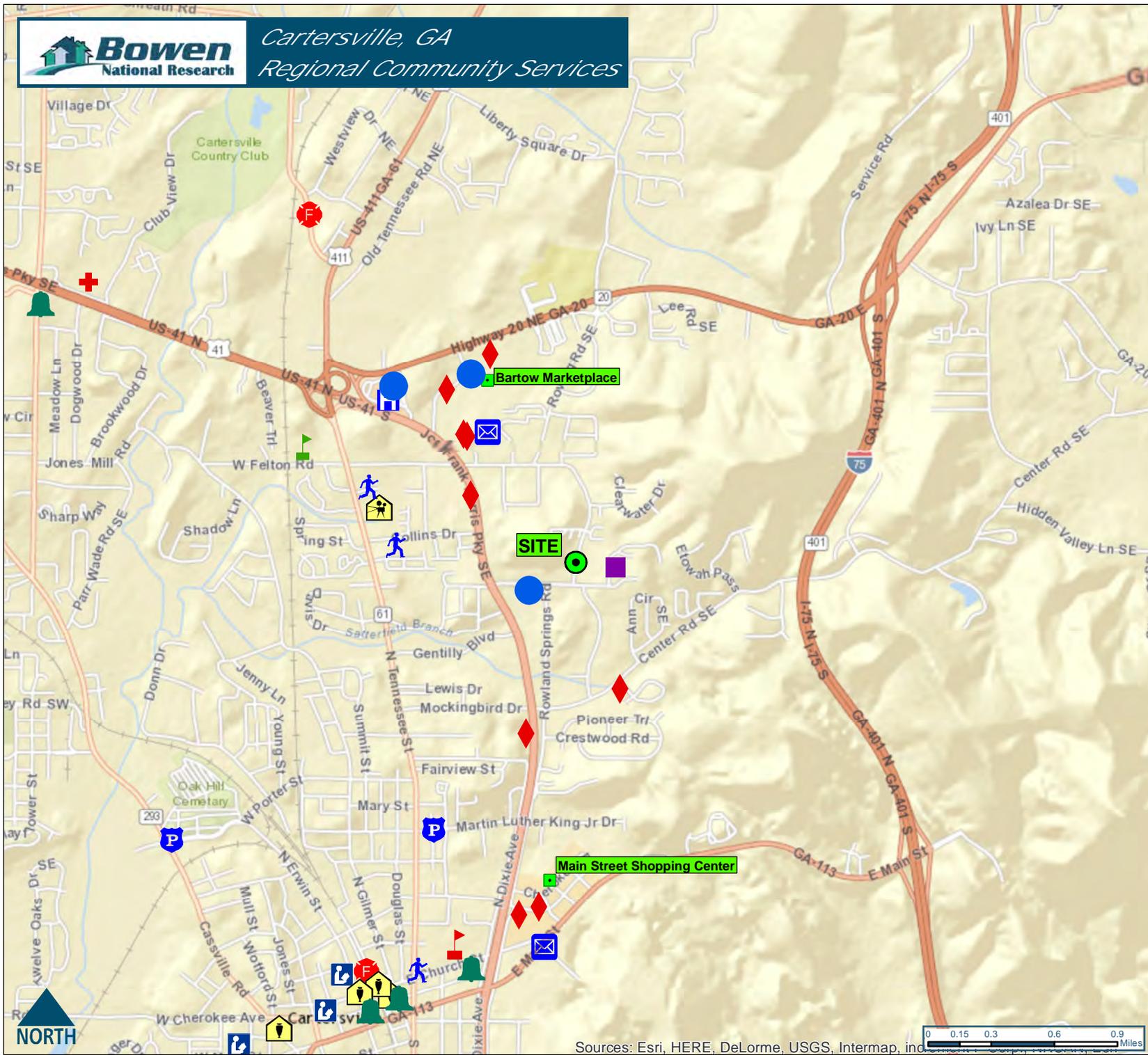
- Site Area
- bank
- child care
- cinema
- church
- convenience store
- fitness center
- gas
- grocery
- hospital
- pharmacy
- post office
- restaurant
- senior services
- shopping
- employers_1000_5000

Shopping Center

Gross Leasable Area

- < 500,000 sq. ft.
- < 1,000,000 sq. ft.
- < 3,200,000 sq. ft.





Legend

-  Site
-  cinema
-  elementary school
-  fire
-  fitness center
-  high school
-  hospital
-  library
-  medical center
-  museum
-  police
-  post office
-  senior services
-  shopping
-  university
-  employers_1000_5000

Shopping Center
Gross Leasable Area

-  < 500,000 sq. ft.
-  < 1,000,000 sq. ft.
-  < 3,200,000 sq. ft.



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 (47) for the Site PMA is below the national average with an overall personal crime index of 38 and a property crime index of 50. Total crime risk (51) for Bartow County is below the national average with indexes for personal and property crime of 34 and 62, respectively.

	Crime Risk Index	
	Site PMA	Bartow County
Total Crime	47	51
Personal Crime	38	34
Murder	40	36
Rape	37	32
Robbery	27	24
Assault	49	47
Property Crime	50	62
Burglary	75	87
Larceny	28	48
Motor Vehicle Theft	49	54

Source: Applied Geographic Solutions

As the preceding table illustrates, the crime risk indices for both the Site PMA (47) and Bartow County (51) are well below the national average (100). As such, it is anticipated that the lack of crime within the area will have a positive impact on the subject's marketability.

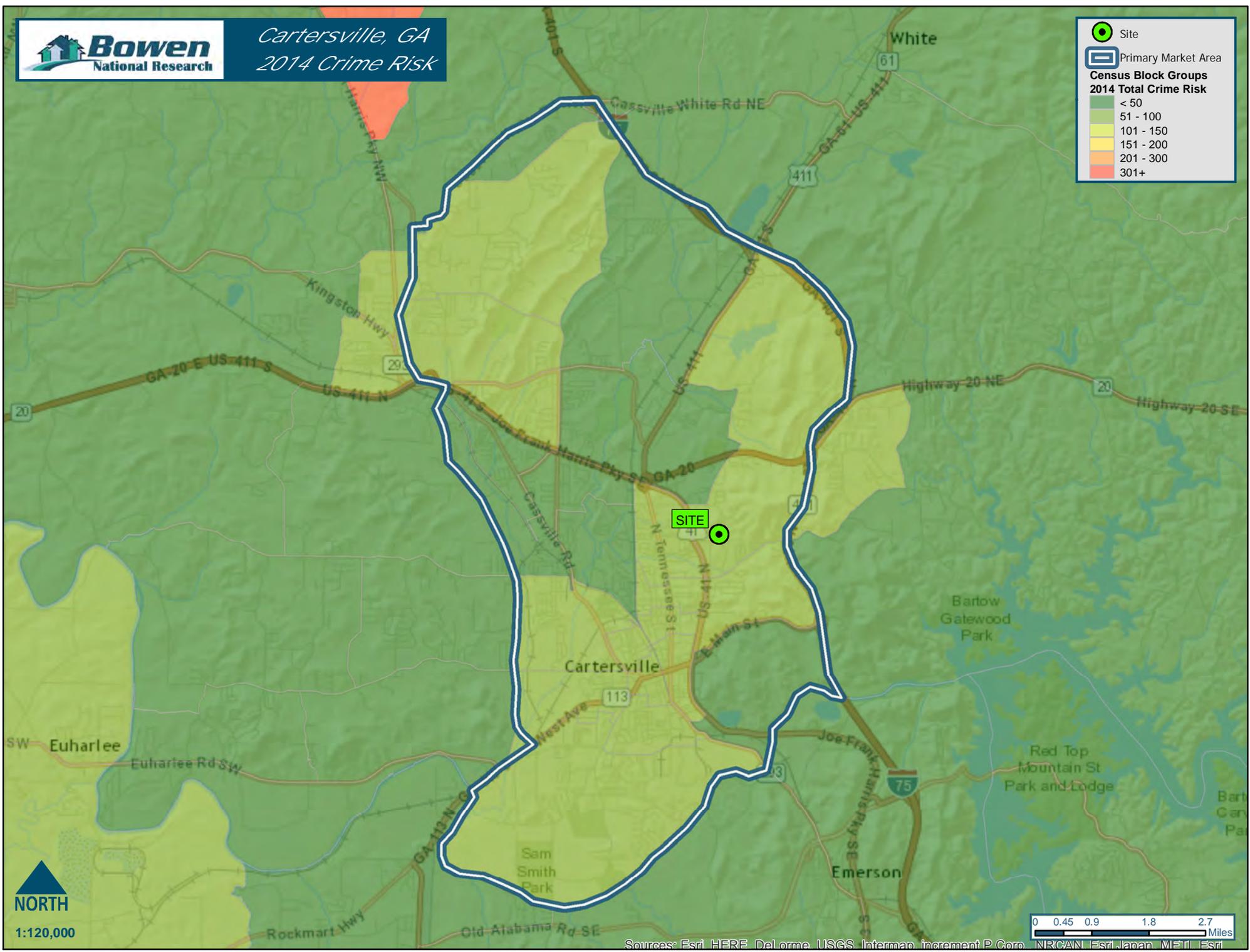
A map illustrating crime risk is on the following page.

● Site

▭ Primary Market Area

**Census Block Groups
2014 Total Crime Risk**

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




NORTH
1:120,000

0 0.45 0.9 1.8 2.7
Miles

7. OVERALL SITE EVALUATION

The proposed subject site is located within an established area of Cartersville, generally comprised of commercial and residential structures in good condition. Although several warehouse structures are located south/southwest of the subject site, and the Bartow County Jail to the east, these structures were also observed to be well-maintained and do not appear to create any noise or environmental concerns within the immediate site neighborhood. The surrounding land uses to the south are buffered from the subject site by wooded land. The presence of the surrounding commercial facilities and jail has not had an adverse impact on the surrounding residential developments, as evidenced by their strong occupancy levels. The subject site is clearly visible and easily accessible from East Felton Road, which borders the site to the west and will provide passerby traffic to the subject development. However, promotional signage is recommended along State Route 3/U.S. Highway 41 to increase its awareness during its initial lease up. Most community services are located within 2.0 miles of the site, including grocery, discount shopping, employment, social and public safety services. Overall, the subject development fits in well with the surrounding land uses and the proximity to most basic community services will have a positive impact on the its marketability.

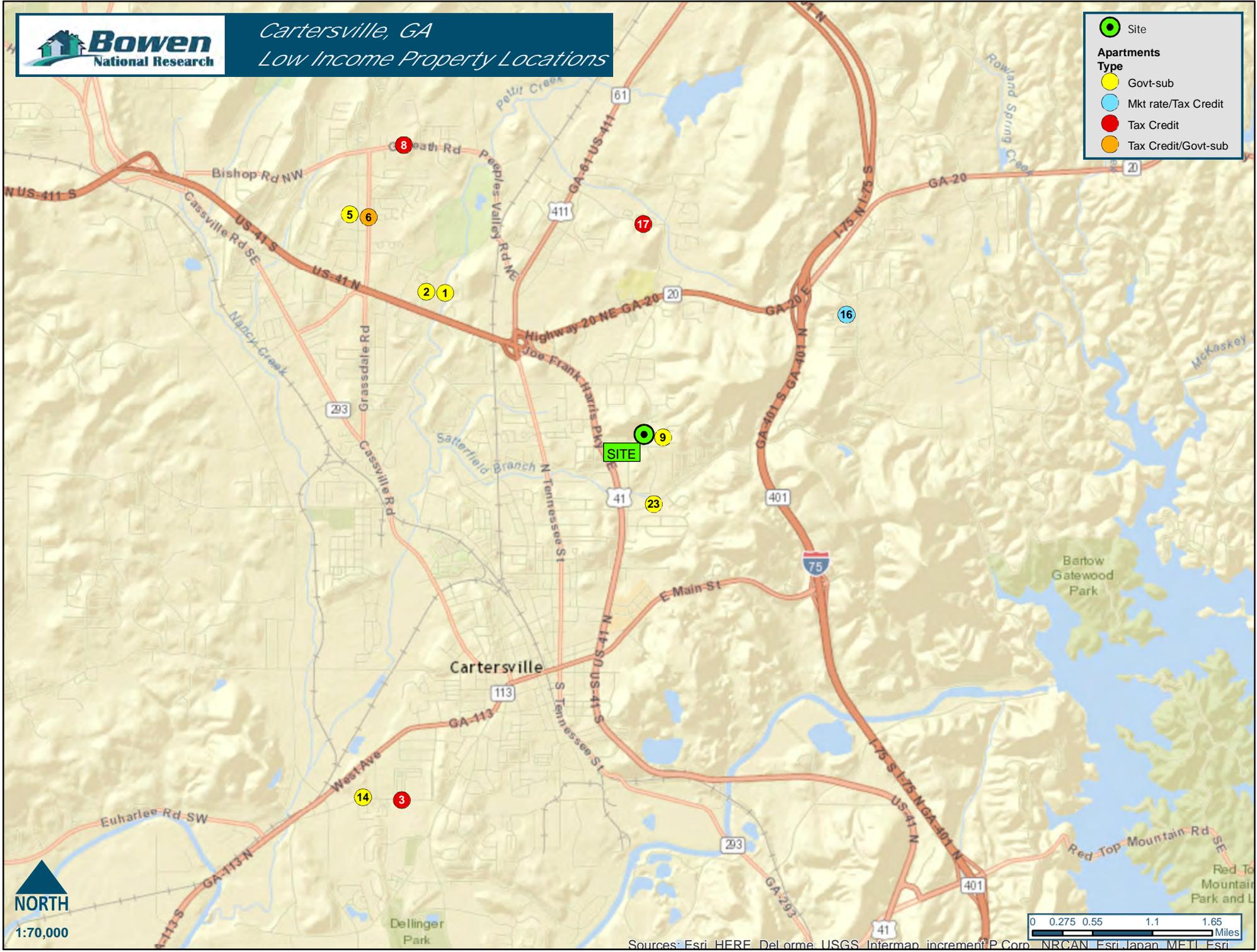
8. MAP OF LOW-INCOME RENTAL HOUSING

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.

Site
● Site

Apartments Type

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



NORTH
1:70,000

0 0.275 0.55 1.1 1.65 Miles

SECTION D – PRIMARY MARKET AREA DELINEATION

The Site Primary Market Area (PMA) is the geographical area from which most of the support for the subject development is expected to originate. The Cartersville Site PMA was determined through interviews with area leasing and real estate agents 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 Cartersville Site PMA includes portions of Cartersville, Cassville and the outlying unincorporated portions of Bartow County. The boundaries of the Site PMA include Willow Lane Northwest, Joree Road Northwest, Cass White Road to the north; Interstate 75/State Route 401 to the east; Etowah River to the south; and State Route 113, Burnt Hickory Road, State Route 20 and State Route 3/U.S. Highway 41 to the west.

Autumn Earick, Community Manager of Rosewood Apartments (Map ID 20), a market-rate community, confirmed the Site PMA, stating that the majority of potential tenants for a new affordable rental property located in Cartersville would likely originate from within the immediate Cartersville area, as well as from the surrounding communities of Rome, Kingston, Euharlee and Emerson. Ms. Earick feels that residents of these aforementioned communities would likely relocate to Cartersville for affordable housing due to the lack of quality housing alternatives within these areas, noting that while Rome is approximately 25.0 miles northwest of Cartersville, rental housing of any type is extremely limited in Rome and many Cartersville residents commute to Rome for work. Ms. Earick does not believe residents from larger communities south of the Site PMA would be willing to relocate to Cartersville.

Laura Legrand, Property Manager of Etowah Village Apartments (Map ID 3), a LIHTC community, also confirmed the Site PMA, stating that the majority of her current residents are from the immediate Cartersville area and some of the surrounding communities. Ms. Legrand also does not believe residents from the larger communities south of the Site PMA would relocate to Cartersville.

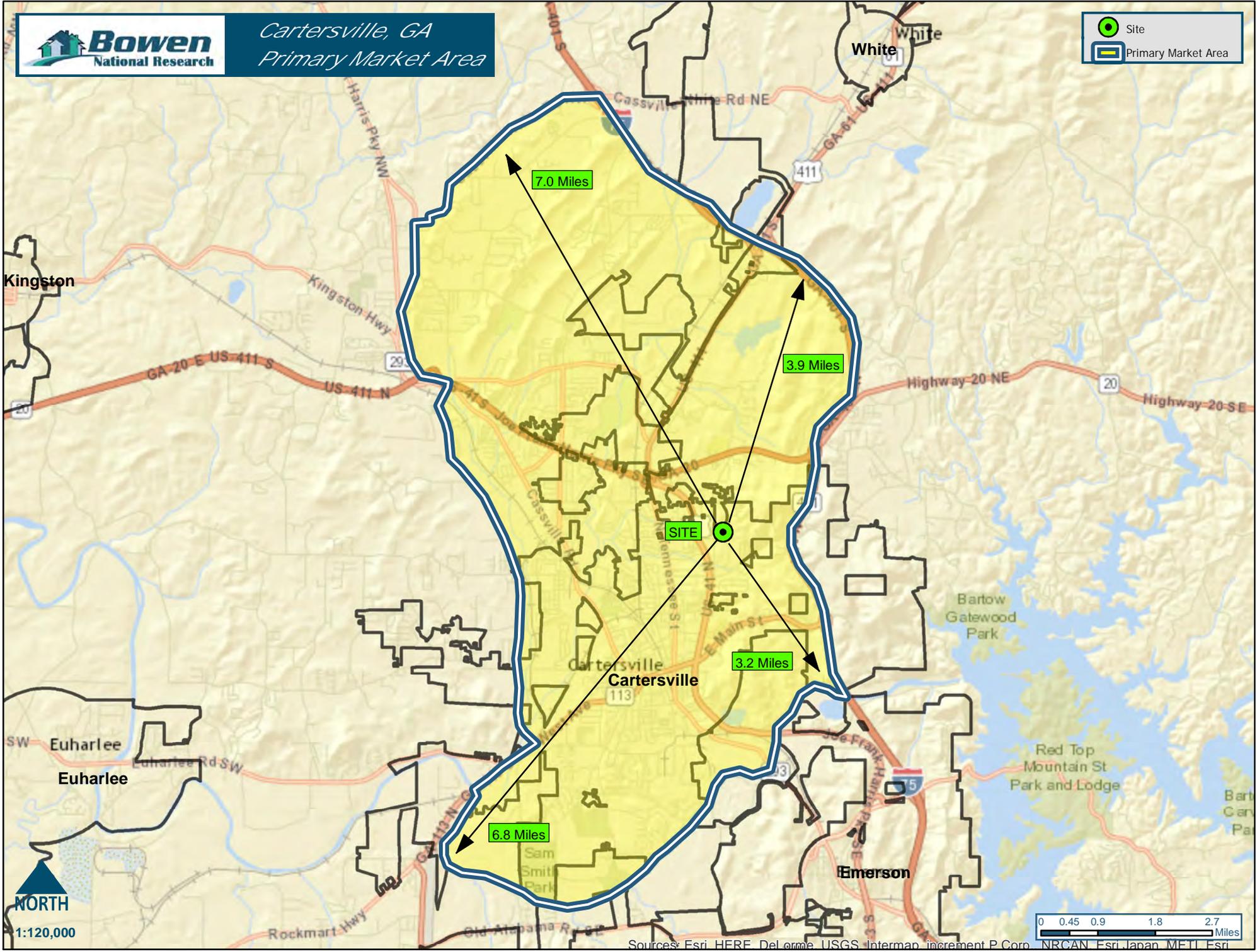
Though some support for the proposed project will undoubtedly originate from areas outside the Site PMA, the majority of support is expected to derive from within the boundaries of the Site PMA. Based on the preceding analysis, we have not considered a secondary market area in this report.

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



*Cartersville, GA
Primary Market Area*

● Site
▭ Primary Market Area



SECTION E – COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2015 (estimated) and 2017 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Population	26,535	35,510	36,671	36,950
Population Change	-	8,975	1,161	279
Percent Change	-	33.8%	3.3%	0.8%

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

The Cartersville Site PMA population base increased by 8,975 between 2000 and 2010. This represents a 33.8% increase over the 2000 population, or an annual rate of 3.0%. Between 2010 and 2015, the population increased by 1,161, or 3.3%. It is projected that the population will increase by 279, or 0.8%, between 2015 and 2017.

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

Population by Age	2010 (Census)		2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	10,334	29.1%	10,323	28.2%	10,335	28.0%	12	0.1%
20 to 24	2,439	6.9%	2,526	6.9%	2,470	6.7%	-56	-2.2%
25 to 34	4,985	14.0%	5,224	14.2%	5,271	14.3%	47	0.9%
35 to 44	5,009	14.1%	4,763	13.0%	4,716	12.8%	-47	-1.0%
45 to 54	4,837	13.6%	4,873	13.3%	4,794	13.0%	-78	-1.6%
55 to 64	3,644	10.3%	4,090	11.2%	4,233	11.5%	144	3.5%
65 to 74	2,284	6.4%	2,733	7.5%	2,889	7.8%	156	5.7%
75 & Over	1,977	5.6%	2,140	5.8%	2,241	6.1%	102	4.7%
Total	35,509	100.0%	36,671	100.0%	36,950	100.0%	279	0.8%

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

As the preceding table illustrates, nearly 52% of the population is expected to be between 25 and 64 years old in 2015. This age group is the prime group of potential support for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Households	9,761	13,077	13,484	13,584
Household Change	-	3,316	407	100
Percent Change	-	34.0%	3.1%	0.7%
Household Size	2.72	2.72	2.66	2.66

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

Within the Cartersville Site PMA, households increased by 3,316 (34.0%) between 2000 and 2010. Between 2010 and 2015, households increased by 407 or 3.1%. By 2017, there will be 13,584 households, an increase of 100 households, or 0.7% from 2015. This is an increase of approximately 50 households annually over the next two years. Although this growth is nominal, it likely indicates that there will be a slightly increasing need for additional housing within the market.

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

Households by Age	2010 (Census)		2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	683	5.2%	652	4.8%	641	4.7%	-10	-1.6%
25 to 34	2,255	17.2%	2,289	17.0%	2,292	16.9%	3	0.1%
35 to 44	2,603	19.9%	2,420	17.9%	2,381	17.5%	-39	-1.6%
45 to 54	2,686	20.5%	2,631	19.5%	2,568	18.9%	-62	-2.4%
55 to 64	2,166	16.6%	2,399	17.8%	2,466	18.2%	67	2.8%
65 to 74	1,434	11.0%	1,717	12.7%	1,801	13.3%	84	4.9%
75 to 84	904	6.9%	1,034	7.7%	1,057	7.8%	23	2.2%
85 & Over	345	2.6%	343	2.5%	377	2.8%	34	9.8%
Total	13,076	100.0%	13,485	100.0%	13,584	100.0%	99	0.7%

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

Between 2015 and 2017, nearly all growth in the market is projected to occur among households ages 55 and older, an increase of 208, or 3.8%. This projected growth among senior households indicates that there will be an increasing need for housing for seniors in the market. However, over 76% of all households will be under the age of 65 in 2017. This demonstrates that a larger number of age-appropriate households will be present within the Site PMA to support the subject project.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,200	55.1%	7,050	52.3%	7,073	52.1%
Renter-Occupied	5,877	44.9%	6,434	47.7%	6,511	47.9%
Total	13,077	100.0%	13,484	100.0%	13,584	100.0%

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

In 2015, homeowners occupied 52.3% of all occupied housing units, while the remaining 47.7% were occupied by renters. The share of renters is considered high for a rural market and the 6,434 renter households estimated in 2015 represent a good base of potential support in the market for the subject project.

Households by tenure are distributed as follows:

Distribution of Households	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied (<Age 62)	4,891	37.4%	4,341	32.2%	4,233	31.2%
Owner-Occupied (Age 62+)	2,309	17.7%	2,709	20.1%	2,839	20.9%
Renter-Occupied (<Age 62)	4,841	37.0%	5,383	39.9%	5,419	39.9%
Renter-Occupied (Age 62+)	1,036	7.9%	1,051	7.8%	1,092	8.0%
Total	13,077	100.0%	13,484	100.0%	13,584	100.0%

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

Currently, it is estimated that nearly 40% of all occupied housing units within the Site PMA are occupied by renters under the age of 62.

The household sizes by tenure within the Site PMA, based on the 2015 estimates and 2017 projections, were distributed as follows:

Persons Per Renter Household	2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Households	Percent	Households	Percent	Households	Percent
1 Person	2,048	31.8%	2,078	31.9%	30	1.5%
2 Persons	1,567	24.4%	1,582	24.3%	15	1.0%
3 Persons	1,090	16.9%	1,105	17.0%	16	1.4%
4 Persons	896	13.9%	903	13.9%	7	0.7%
5 Persons+	833	13.0%	842	12.9%	9	1.1%
Total	6,434	100.0%	6,511	100.0%	77	1.2%

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

Persons Per Owner Household	2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,534	21.8%	1,545	21.8%	11	0.7%
2 Persons	2,493	35.4%	2,495	35.3%	2	0.1%
3 Persons	1,185	16.8%	1,192	16.8%	7	0.6%
4 Persons	1,055	15.0%	1,053	14.9%	-1	-0.1%
5 Persons+	784	11.1%	788	11.1%	5	0.6%
Total	7,050	100.0%	7,073	100.0%	23	0.3%

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

The subject's one-, two- and three-bedroom units will target up to five-person households, which comprise the majority of renter households within the Cartersville Site PMA. As such, the subject property will be able to accommodate nearly all renter households in the market, based on household size.

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

Household Income	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,089	8.3%	2,084	15.5%	2,288	16.8%
\$10,000 to \$19,999	1,793	13.7%	2,377	17.6%	2,566	18.9%
\$20,000 to \$29,999	1,503	11.5%	2,301	17.1%	2,495	18.4%
\$30,000 to \$39,999	1,478	11.3%	1,772	13.1%	1,771	13.0%
\$40,000 to \$49,999	1,261	9.6%	1,519	11.3%	1,554	11.4%
\$50,000 to \$59,999	1,312	10.0%	1,194	8.9%	995	7.3%
\$60,000 to \$74,999	1,200	9.2%	670	5.0%	585	4.3%
\$75,000 to \$99,999	1,321	10.1%	711	5.3%	617	4.5%
\$100,000 to \$124,999	871	6.7%	385	2.9%	351	2.6%
\$125,000 to \$149,999	480	3.7%	236	1.7%	179	1.3%
\$150,000 to \$199,999	515	3.9%	182	1.4%	137	1.0%
\$200,000 & Over	255	1.9%	52	0.4%	44	0.3%
Total	13,077	100.0%	13,484	100.0%	13,584	100.0%
Median Income	\$45,358		\$29,911		\$27,765	

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

In 2010, the median household income was \$45,358. This declined by 34.1% to \$29,911 in 2015. By 2017, it is projected that the median household income will be \$27,765, a decline of 7.2% from 2015.

The following tables illustrate renter household income by household size for 2010, 2015 and 2017 for the Cartersville Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	364	112	89	195	26	785
\$10,000 to \$19,999	773	245	43	161	28	1,249
\$20,000 to \$29,999	328	279	96	172	14	888
\$30,000 to \$39,999	137	239	230	40	114	761
\$40,000 to \$49,999	114	144	180	30	132	599
\$50,000 to \$59,999	44	243	239	71	64	661
\$60,000 to \$74,999	37	79	40	74	120	351
\$75,000 to \$99,999	29	70	41	73	15	229
\$100,000 to \$124,999	15	16	5	5	213	254
\$125,000 to \$149,999	3	9	4	3	9	28
\$150,000 to \$199,999	18	3	7	1	6	36
\$200,000 & Over	13	4	5	3	11	36
Total	1,875	1,442	981	830	750	5,877

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2015 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	642	237	181	274	75	1,409
\$10,000 to \$19,999	792	350	79	188	71	1,480
\$20,000 to \$29,999	332	432	132	253	43	1,191
\$30,000 to \$39,999	121	201	290	41	141	794
\$40,000 to \$49,999	98	124	204	24	215	665
\$50,000 to \$59,999	26	169	155	42	85	477
\$60,000 to \$74,999	9	25	21	43	103	201
\$75,000 to \$99,999	12	21	18	23	17	91
\$100,000 to \$124,999	3	4	4	2	52	64
\$125,000 to \$149,999	5	3	1	2	11	22
\$150,000 to \$199,999	7	2	4	5	11	29
\$200,000 & Over	0	0	1	0	10	11
Total	2,048	1,567	1,090	896	833	6,434

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2017 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	691	260	204	285	87	1,526
\$10,000 to \$19,999	808	379	92	199	81	1,559
\$20,000 to \$29,999	325	467	143	260	47	1,241
\$30,000 to \$39,999	115	188	286	39	144	772
\$40,000 to \$49,999	90	118	205	24	230	668
\$50,000 to \$59,999	20	129	131	32	80	391
\$60,000 to \$74,999	8	19	18	37	90	172
\$75,000 to \$99,999	10	16	17	20	15	78
\$100,000 to \$124,999	3	3	4	2	40	52
\$125,000 to \$149,999	4	3	1	3	11	22
\$150,000 to \$199,999	5	1	3	3	10	22
\$200,000 & Over	0	1	2	0	8	10
Total	2,078	1,582	1,105	903	842	6,511

Source: Ribbon Demographics; ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Overall, population and households within the Cartersville Site PMA have been experiencing positive growth since 2000. These trends are projected to remain positive, although nominal, through 2017, increasing by 279 (0.8%) and 100 (0.7%), respectively, from 2015. Renter households are projected to increase by 77 (1.2%) during the same time period. The projected 6,511 renter households in 2017 within the market represent a good base of potential support for the subject project. In addition, the subject project will be able to accommodate nearly all of the Site PMA's renter households, based on household size. Overall, the demographic trends contained within this report demonstrate a slightly increasing base of potential support for the proposed subject development.

SECTION F – ECONOMIC TRENDS

1. LABOR FORCE PROFILE

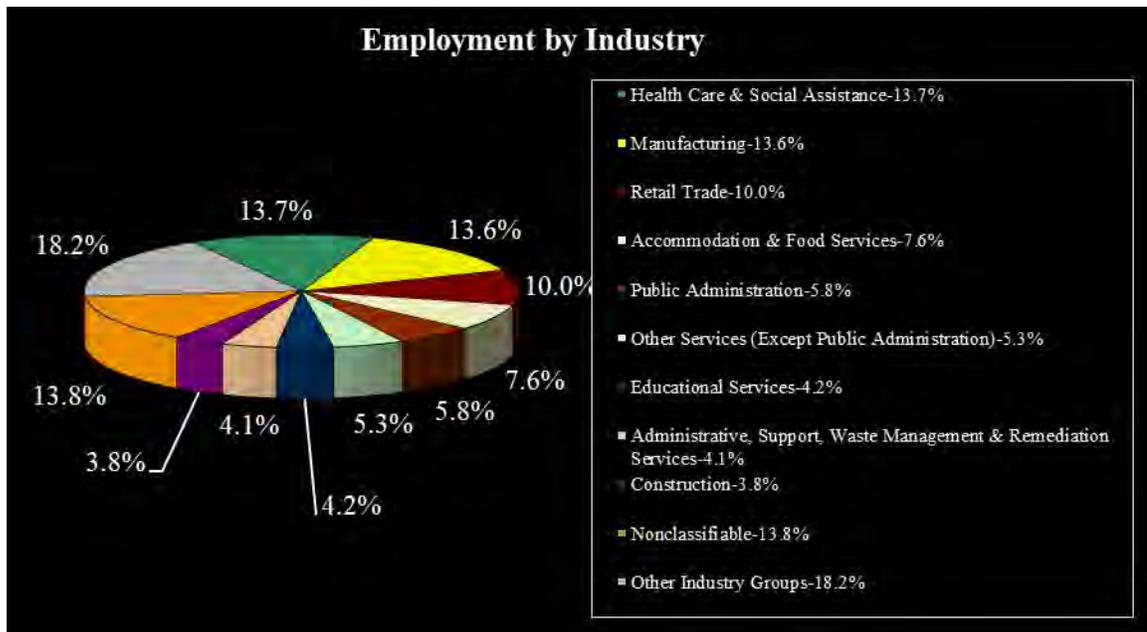
The labor force within the Cartersville Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 13.7%), Manufacturing and Retail Trade comprise over 37% of the Site PMA labor force. Non-classifiable jobs comprised over 14% of the labor force. Employment in the Cartersville Site PMA, as of 2015, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	15	0.6%	30	0.1%	2.0
Mining	2	0.1%	49	0.2%	24.5
Utilities	7	0.3%	212	0.9%	30.3
Construction	181	6.9%	847	3.8%	4.7
Manufacturing	96	3.7%	3,048	13.6%	31.8
Wholesale Trade	129	4.9%	791	3.5%	6.1
Retail Trade	331	12.6%	2,235	10.0%	6.8
Transportation & Warehousing	78	3.0%	527	2.3%	6.8
Information	35	1.3%	216	1.0%	6.2
Finance & Insurance	148	5.6%	639	2.8%	4.3
Real Estate & Rental & Leasing	149	5.7%	423	1.9%	2.8
Professional, Scientific & Technical Services	259	9.9%	720	3.2%	2.8
Management of Companies & Enterprises	17	0.6%	81	0.4%	4.8
Administrative, Support, Waste Management & Remediation Services	385	14.6%	919	4.1%	2.4
Educational Services	42	1.6%	943	4.2%	22.5
Health Care & Social Assistance	208	7.9%	3,082	13.7%	14.8
Arts, Entertainment & Recreation	39	1.5%	392	1.7%	10.1
Accommodation & Food Services	140	5.3%	1,701	7.6%	12.2
Other Services (Except Public Administration)	319	12.1%	1,192	5.3%	3.7
Public Administration	42	1.6%	1,313	5.8%	31.3
Nonclassifiable	6	0.2%	3,101	13.8%	516.8
Total	2,628	100.0%	22,461	100.0%	8.5

*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 Atlanta-Sandy Springs-Marietta Metropolitan Statistical Area (MSA) are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Atlanta-Sandy Springs-Marietta MSA	Georgia
Management Occupations	\$117,160	\$108,550
Business and Financial Occupations	\$73,840	\$70,950
Computer and Mathematical Occupations	\$83,270	\$80,740
Architecture and Engineering Occupations	\$78,530	\$76,020
Community and Social Service Occupations	\$46,020	\$42,850
Art, Design, Entertainment and Sports Medicine Occupations	\$52,700	\$50,400
Healthcare Practitioners and Technical Occupations	\$77,630	\$72,600
Healthcare Support Occupations	\$28,340	\$26,850
Protective Service Occupations	\$34,700	\$33,830
Food Preparation and Serving Related Occupations	\$20,320	\$19,890
Building and Grounds Cleaning and Maintenance Occupations	\$25,180	\$23,870
Personal Care and Service Occupations	\$24,210	\$23,420
Sales and Related Occupations	\$41,610	\$37,010
Office and Administrative Support Occupations	\$35,750	\$33,860
Construction and Extraction Occupations	\$40,010	\$38,210
Installation, Maintenance and Repair Occupations	\$44,690	\$42,770
Production Occupations	\$32,450	\$32,080
Transportation and Moving Occupations	\$37,090	\$34,510

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

Most annual blue-collar salaries range from \$20,320 to \$52,700 within the MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$86,086. It is important to note that most occupational types within the MSA have higher typical wages than the State of Georgia's typical wages. The area employment base has a significant number of income-appropriate occupations from which the subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The ten largest employers within the Cartersville/Bartow County area are summarized in the following table. Note that specific employment numbers were not available at the time this report was issued.

Industry	Business Type
Shaw Industries Group, Incorporated	Floor Coverings
Bartow County School System	Education
Bartow County Government	Government
Cartersville Medical Center	Health Care
Toyo Tire	Automotive Tires
Anheuser-Busch	Beer Manufacturer
Quest Global Incorporated	Trucking
Cartersville School System	Education
City of Cartersville	City Government
Wal-Mart	Retail

Source: Cartersville-Bartow County Department of Economic Development (2015)

According to a representative with the Cartersville-Bartow County Department of Economic Development, the Bartow County economy continues to grow. The following are summaries of key factors impacting the local employment base:

- Surya, an India-based home accessories manufacturer, will create 200 new jobs and invest \$30 million into its corporate office and distribution facility in Cartersville. The new one million square-foot facility is located fifteen minutes south of Surya's current U.S. Headquarters in Calhoun, Georgia. It is anticipated that construction of the facility will be complete in August 2015 and fully operational by the end of the year.
- LakePoint Sporting Community and Town Center is a 1,400+ acre project developed by sports performance expert Chip Smith, and will feature state-of-the-art venues for over 40 of America's favorite sports. The complex will include 16 baseball fields, 12 youth baseball/fast pitch softball fields, 17 soccer/lacrosse/multipurpose fields, a certified track and field complex, and a 300,000+ square foot indoor facility for basketball, volleyball, sports performance training, and other indoor sports. The LakePoint project will also offer five million square-feet of mixed use development consisting of 29

hotels, 100 restaurants, retail shops, office space, and executive golf course along with other numerous entertainment venues. The \$1 billion investment has created 26,000 construction jobs and once finished, will create approximately 12,000 new jobs for the area. It is anticipated that construction will be complete in late 2016.

- Vista Metals, a producer of specialty aluminum, will invest \$17 million to expand their current facility. The expansion is to include an additional building, improvements and additional ovens that are used for smelting. The expansion will create 20 to 25 new jobs.
- Aquafil USA, a manufacturer of synthetic fibers for carpeting, recently completed a 77,000 square-foot expansion to their recently renovated facility. The expansion created approximately 100 new jobs.
- Belgium-based flooring manufacturer Beaulieu International Group announced in July 2014 that they will be constructing a \$200 million campus on 120 acres previously owned by Anheuser-Busch in Cartersville. The plant, which is expected to be operational by the end of 2015, will create 350 new jobs over the next five years.

WARN (layoff notices):

According to the Georgia.gov website, there have been four WARN notices of large-scale layoffs/closures reported for Bartow County since January 2013. Below is a table summarizing these notices:

Company	Location	Jobs	Notice Date
Huntsman Corp Pigment	Cartersville	9	12/1/14
Springs Global	Cartersville	24	11/28/14
Multi-Pack	Winder	48	4/30/14
PUR Food	Cartersville	30	1/14/14

As the preceding table illustrates, the four WARN notices reported in Bartow County have resulted in 111 jobs lost. However, the rate of job growth is anticipated to outpace the number of jobs lost within the county.

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.

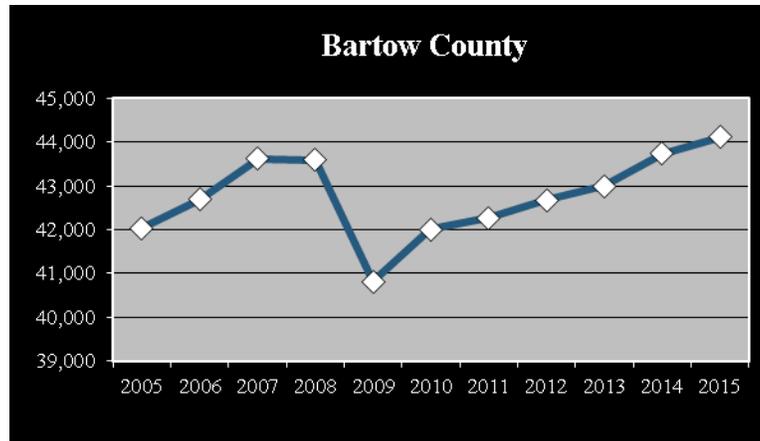
Excluding 2015, the employment base has increased by 4.1% over the past five years in Bartow County, less than the Georgia state increase of 5.1%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Bartow County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2005	42,034	-	4,341,223	-	142,222,734	-
2006	42,696	1.6%	4,489,128	3.4%	145,000,042	2.0%
2007	43,620	2.2%	4,597,640	2.4%	146,388,400	1.0%
2008	43,592	-0.1%	4,575,010	-0.5%	146,047,748	-0.2%
2009	40,810	-6.4%	4,311,854	-5.8%	140,696,560	-3.7%
2010	42,007	2.9%	4,202,052	-2.5%	140,469,405	-0.2%
2011	42,270	0.6%	4,262,403	1.4%	141,793,976	0.9%
2012	42,683	1.0%	4,344,683	1.9%	143,692,766	1.3%
2013	42,992	0.7%	4,367,926	0.5%	145,141,024	1.0%
2014	43,736	1.7%	4,414,343	1.1%	147,569,657	1.7%
2015*	44,115	0.9%	4,448,761	0.8%	147,852,833	0.2%

Source: Department of Labor; Bureau of Labor Statistics

*Through March



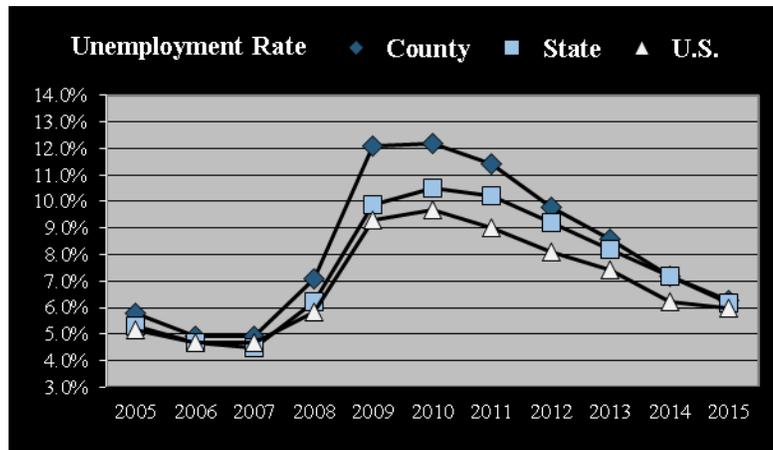
As the preceding illustrates, the Bartow County employment base experienced a significant decline between 2008 and 2009, consistent with trends experienced by much of the country during the national recession. Since 2009, the employment base increased by 3,305, or 8.1%, and is above prerecession levels, indicating that the local economy is well beyond the stages of economic recovery.

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

Year	Unemployment Rate		
	Bartow County	Georgia	United States
2005	5.8%	5.3%	5.2%
2006	4.9%	4.7%	4.7%
2007	4.9%	4.5%	4.7%
2008	7.1%	6.2%	5.8%
2009	12.1%	9.9%	9.3%
2010	12.2%	10.5%	9.7%
2011	11.4%	10.2%	9.0%
2012	9.8%	9.2%	8.1%
2013	8.6%	8.2%	7.4%
2014	7.2%	7.2%	6.2%
2015*	6.3%	6.2%	6.0%

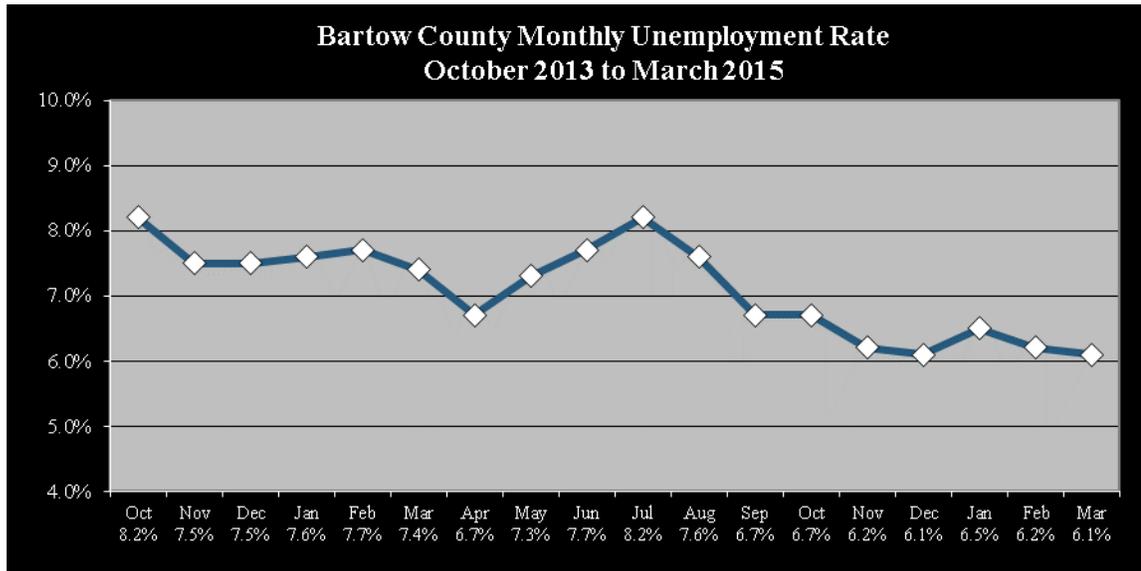
Source: Department of Labor, Bureau of Labor Statistics

*Through March



The unemployment rate in Bartow County was also adversely impacted by the national recession, increasing from 4.9% in 2007 to 12.2% in 2010. It is of note that the unemployment rate has declined each year since 2010 and is similar with both state and national averages.

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



The unemployment rate within Bartow County has generally trended downward over the past 18-month period, particularly since July 2014 when it reached an 18-month high of 8.2%. Note that the unemployment rate has remained below 7.0% each month since September 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 Bartow County.

In-Place Employment Bartow County			
Year	Employment	Change	Percent Change
2004	32,257	-	-
2005	33,271	1,014	3.1%
2006	34,638	1,367	4.1%
2007	34,892	254	0.7%
2008	34,388	-504	-1.4%
2009	31,164	-3,224	-9.4%
2010	30,448	-716	-2.3%
2011	31,410	962	3.2%
2012	31,357	-53	-0.2%
2013	31,393	36	0.1%
2014*	32,438	1,045	3.3%

Source: Department of Labor, Bureau of Labor Statistics

*Through September

Data for 2013, the most recent year that year-end figures are available, indicates in-place employment in Bartow County to be 73.0% of the total Bartow County employment. This means that Bartow County has more employed persons staying

in the county for daytime employment than those who work outside of the county. This will contribute to the subject's marketability, as many of the potential tenants will likely have minimal commute times to their place of employment.

4. ECONOMIC FORECAST

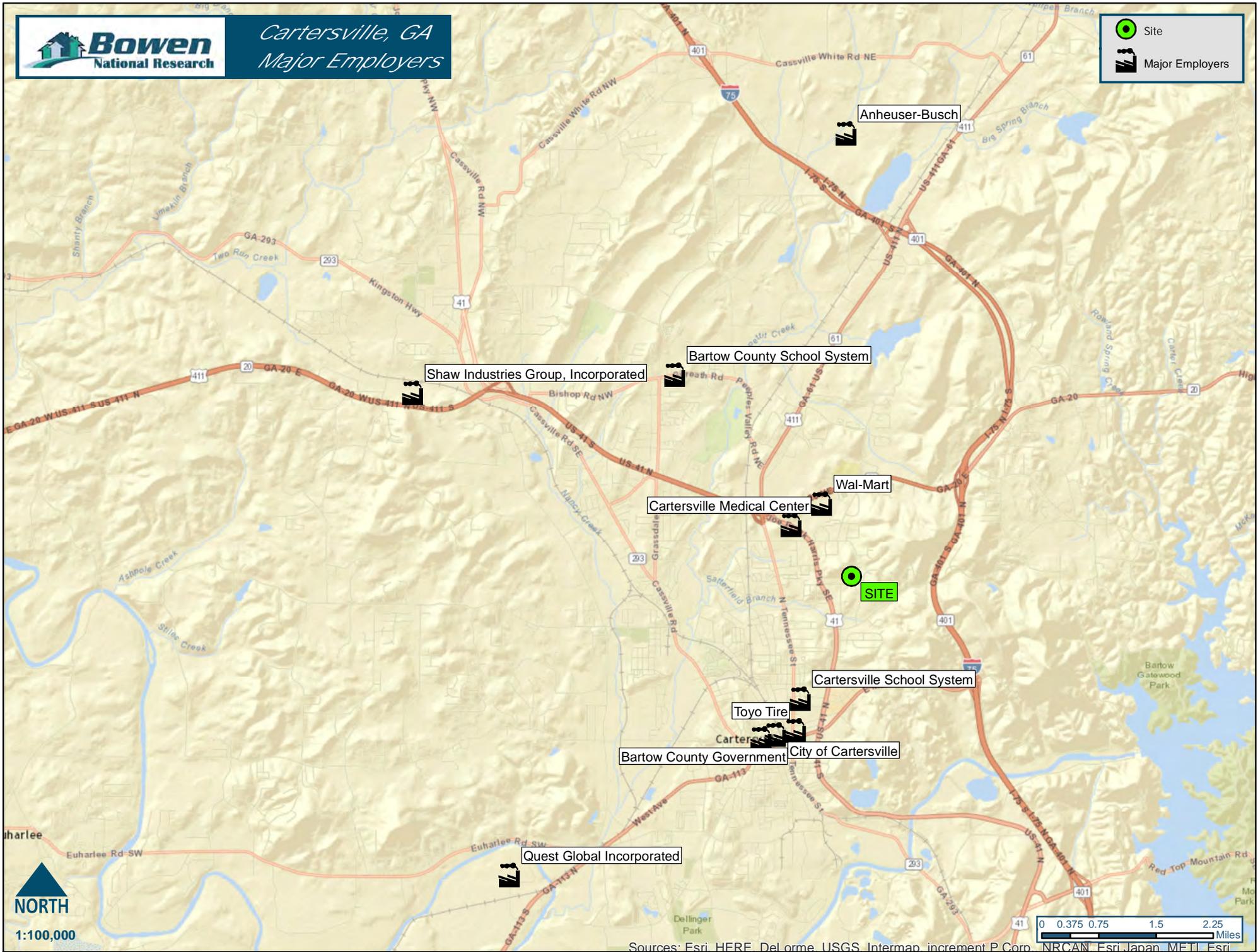
According to a representative with the Cartersville-Bartow County Department of Economic Development and data provided by the U.S. Department of Labor: Bureau of Labor Statistics, the Bartow County economy continues to improve. Although negatively impacted by the national recession, the Bartow County employment base has been consistently experiencing growth since 2009, increasing by 3,305 employees, or 8.1%, and is currently above prerecession levels. Conversely, the unemployment rate has consistently declined over the preceding six-year period and is similar with both county and national averages. Considering these positive economic trends, we believe the area economy will continue to create a stable environment for affordable housing.

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



Cartersville, GA Major Employers

- Site
- Major Employers



NORTH
1:100,000



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 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 the Atlanta-Sandy Springs-Marietta, Georgia HUD Metro FMR Area, which has a four-person median household income of \$64,400 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 income level:

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$22,550	\$27,060
Two-Person	\$25,800	\$30,960
Three-Person	\$29,000	\$34,800
Four-Person	\$32,200	\$38,640
Five-Person	\$34,800	\$41,760

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 **\$41,760**.

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 \$601 (at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$7,212.

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 **\$20,606**.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required for living 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)	\$20,606	\$34,800
Tax Credit (Limited To 60% Of AMHI)	\$21,463	\$41,760
Overall	\$20,606	\$41,760

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 29.6% to 36.3% (depending upon the 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, 5.0% of all households in the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).*
- **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.*

- 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 2013 to the present is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2013 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 subject 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 general-occupancy LIHTC properties that were funded and/or built during the projection period (2013 to current). Additionally, there are no existing LIHTC properties operating below a stabilized occupancy of 90.0% within the Site PMA. As such, there were no existing LIHTC units 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% (\$20,606-\$34,800)	60% (\$24,463-\$41,760)	Overall (\$20,606-\$41,760)
Demand From New Households (Age- And Income-Appropriate)	1,536 - 1,500 = 36	1,948 - 1,928 = 20	2,055 - 2,030 = 25
+			
Demand From Existing Households (Rent Overburdened)	1,500 X 36.3% = 545	1,928 X 29.6% = 571	2,030 X 29.9% = 608
+			
Demand From Existing Households (Renters In Substandard Housing)	1,500 X 5.0% = 75	1,928 X 5.0% = 96	2,030 X 5.0% = 101
=			
Demand Subtotal	656	687	734
+			
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A
=			
Total Demand	656	687	734
-			
Supply (Directly Comparable Units Built And/Or Funded Since 2013)	0	0	0
=			
Net Demand	656	687	734
Proposed Units / Net Demand	13 / 656	35 / 687	48 / 734
Capture Rate	= 2.0%	= 5.1%	= 6.5%

N/A – Not Applicable

Per GDCA guidelines, projects in rural markets with an overall capture rate of 35% or below are considered acceptable. As such, the project's overall capture rate of 6.5% is considered very low and easily achievable, especially considering the lack of available affordable non-subsidized family (general-occupancy) rental housing units within 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	25%
Two-Bedroom	50%
Three-Bedroom	25%
Total	100%

Applying these shares to the income-qualified renter households 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 (25%)	50%	3	164	0	164	1.8%	<1 Month	\$774	\$475
	60%	5	172	0	172	2.9%	<1 Month	\$774	\$500
One-Bedroom	Total	8	336	0	336	2.4%	1 Month	\$774	\$491***
Two-Bedroom (50%)	50%	5	328	0	328	1.5%	<1 Month	\$847	\$500
	60%	15	343	0	343	4.4%	1 to 2 Months	\$847	\$525
Two-Bedroom	Total	20	671	0	671	3.0%	2 Months	\$847	\$519***
Three-Bedroom (25%)	50%	5	164	0	164	3.0%	1 Month	\$1,101	\$600
	60%	15	172	0	172	8.7%	2 Months	\$1,101	\$625
Three-Bedroom	Total	20	336	0	336	6.0%	3 Months	\$1,101	\$619***

*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, ranging from 1.5% to 8.7%, are considered low and easily achievable, especially given the fact that all LIHTC projects within the market are 100.0% occupied, all of which maintain wait lists.

SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Cartersville Site PMA in 2010 and 2015 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2015 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	13,077	88.9%	13,484	89.1%
Owner-Occupied	7,200	55.1%	7,050	52.3%
Renter-Occupied	5,877	44.9%	6,434	47.7%
Vacant	1,639	11.1%	1,647	10.9%
Total	14,716	100.0%	15,131	100.0%

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

Based on a 2015 update of the 2010 Census, of the 15,131 total housing units in the market, 10.9% were vacant. In 2015, it was estimated that homeowners occupied 52.3% of all occupied housing units, while the remaining 47.7% were occupied by renters. The share of renters is considered high for a rural market and the 6,434 renter households in 2015 represent a good base of potential support in the market for the subject development.

We identified and personally surveyed 26 conventional housing projects containing a total of 2,182 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 99.7% (a result of only seven vacancies), an excellent rate for rental housing. Among these projects, 19 are non-subsidized (market-rate and Tax Credit) projects containing 1,848 units. These non-subsidized units are 99.6% occupied. The remaining seven projects contain 334 government-subsidized units, which are 100.0% occupied.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	15	1,429	6	99.6%
Market-rate/Tax Credit	1	192	1	99.5%
Tax Credit	3	227	0	100.0%
Tax Credit/Government-Subsidized	1	24	0	100.0%
Government-Subsidized	6	310	0	100.0%
Total	26	2,182	7	99.7%

As the preceding table illustrates, all surveyed projects broken out by project type are maintaining very strong occupancy levels, as none are lower than 99.5%. In fact, all affordable rental units surveyed are occupied, most of which maintain wait lists. Therefore, pent-up demand exists for additional affordable rental housing within the Cartersville Site PMA.

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	43	2.9%	1	2.3%	\$512
One-Bedroom	.0	10	0.7%	0	0.0%	\$902
One-Bedroom	1.0	431	28.7%	2	0.5%	\$861
One-Bedroom	1.5	30	2.0%	0	0.0%	\$703
Two-Bedroom	1.0	29	1.9%	1	3.4%	\$918
Two-Bedroom	1.5	54	3.6%	1	1.9%	\$833
Two-Bedroom	2.0	730	48.6%	0	0.0%	\$995
Two-Bedroom	2.5	30	2.0%	0	0.0%	\$903
Three-Bedroom	2.0	132	8.8%	1	0.8%	\$1,185
Four-Bedroom	3.0	12	0.8%	1	8.3%	\$1,353
Total Market-rate		1,501	100.0%	7	0.5%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	86	24.8%	0	0.0%	\$499
Two-Bedroom	1.0	12	3.5%	0	0.0%	\$582
Two-Bedroom	1.5	23	6.6%	0	0.0%	\$738
Two-Bedroom	2.0	118	34.0%	0	0.0%	\$698
Three-Bedroom	2.0	108	31.1%	0	0.0%	\$852
Total Tax Credit		347	100.0%	0	0.0%	-

As the preceding table illustrates, the median gross Tax Credit rents are significantly lower than the corresponding median gross market-rate rents. As such, Tax Credit properties likely represent excellent values to low-income renters within the market. This is further evidenced by the 100.0% occupancy rate and wait lists maintained at all Tax Credit projects in the market. The subject project will be able to accommodate a portion of the unmet demand for such housing within the Cartersville Site PMA.

We rated each property surveyed on a scale of "A" through "F". All non-subsidized 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	404	0.2%
B	6	458	0.7%
B-	6	432	0.7%
C+	2	207	0.0%

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	72	0.0%
B	3	275	0.0%

Regardless of quality, all non-subsidized rental projects surveyed within the Site PMA are maintaining low vacancy rates, none higher than 0.7%. As such, it can be concluded that quality has not had an impact on the Cartersville rental housing market.

2. SUMMARY OF ASSISTED PROJECTS

We identified and surveyed a total of 11 federally subsidized and/or Tax Credit apartment developments in the Cartersville Site PMA. These projects were surveyed in May 2015. 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	Club Court Apts. I	RD 515	1983	58	100.0%	-	\$568 - \$733 (20)	\$648 - \$908 (38)	-	-
2	Club Court Apts. II	RD 515	1986	50	100.0%	-	\$548 - \$688 (40)	\$623 - \$778 (8)	\$695 - \$915 (2)	-
3	Etowah Village Apts.	TAX	1996	95	100.0%	-	-	\$738 (23)	\$852 (72)	-
5	Crossfield Apts. I	RD 515	1989	48	100.0%	-	\$522 - \$642 (24)	\$587 - \$784 (24)	-	-
6	Crossfield Apts. II	TAX & RD 515	1995	24	100.0%	-	\$540 - \$660 (16)	\$600 - \$797 (8)	-	-
8	Shangri-La Park	TAX	2011	72	100.0%	-	\$610 (8)	\$698 (64)	-	-
9	Etowah Area Public Housing	P.H.	2003	14	100.0%	-	\$355 (10)	\$429 (4)	-	-
14	Cartersville Gardens	SEC 8	1979	100	100.0%	-	\$664 - \$707 (59)	\$757 - \$793 (24)	\$908 (12)	\$994 (5)
16	Somerset Club Apts.	TAX	2004	120*	100.0%	-	\$857 (30)	\$1032 (54)	\$1190 (36)	-
17	Cove Apts.	TAX	2000	60	100.0%	-	\$478 - \$499 (48)	\$567 - \$582 (12)	-	-
23	Huntwood Terrace	SEC 8	1983	40	100.0%	\$980 (10)	\$1045 (30)	-	-	-
Total				681	100.0%					

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

P.H. - Public Housing

RD - Rural Development

*Market-rate units not included

The overall occupancy is 100.0% for these affordable projects, most of which maintain wait lists. As such, pent-up demand exists for affordable housing within the Site PMA.

HOUSING CHOICE VOUCHER HOLDERS

Despite multiple attempts to contact local housing authority officials, we were unable to obtain Housing Choice Voucher information for the area at the time this report was issued.

The following table identifies the competitive LIHTC properties in the market that accept Housing Choice Vouchers as well as the approximate number of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
3	Etowah Village Apts.	95	6	6.3%
16	Somerset Club Apts.	120*	3	2.5%
Total		215	9	4.2%

*Tax Credit units only

As the preceding table illustrates, approximately nine units are occupied by Voucher holders out of the 215 units, comprising only 4.2% of all competitive LIHTC units in the market. This indicates that nearly 96% of the two competitive LIHTC projects in the market are occupied by tenants which are not currently receiving rental assistance. Given that these competitive LIHTC projects are 100.0% occupied, illustrates that the gross rents charged at these projects are achievable.

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 2015 Fair Market Rents for Colquitt County and the proposed subject gross rents at the subject project:

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$756	\$601 (50%)
		\$626 (60%)
Two-Bedroom	\$896	\$663 (50%)
		\$688 (60%)
Three-Bedroom	\$1,187	\$798 (50%)
		\$823 (60%)

As the preceding table illustrates, all of the subject's proposed gross rents are set below 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 Cartersville 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 local building and planning representatives, it was determined that there are no rental developments planned for the area.

Building Permit Data

The following tables illustrate single-family and multifamily building permits issued within the city of Cartersville and Bartow County for the past ten years:

Housing Unit Building Permits for Cartersville, GA:										
Permits	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Multifamily Permits	0	16	12	0	0	4	0	0	0	0
Single-Family Permits	120	200	128	71	7	6	5	4	20	73
Total Units	120	216	140	71	7	10	5	4	20	73

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

Housing Unit Building Permits for Bartow County:										
Permits	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Multifamily Permits	38	50	34	9	0	62	0	0	0	0
Single-Family Permits	1,047	1,003	572	351	128	82	77	73	150	221
Total Units	1,085	1,053	606	360	128	144	77	73	150	221

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

As the preceding tables indicate, the number of multifamily building permits issued within both Cartersville and Bartow County significantly declined from 2008 to 2010, likely as a result of the national recession. Since 2010, there has been minimal activity regarding multifamily building permits within Cartersville. Given that the combined occupancy rate of all rental projects identified and surveyed in the market is 99.7% (a result of only seven vacancies) and based on the limited number of multifamily building permits issued, it is likely that there is greater demand for additional rental housing units within the Site PMA.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

We identified and surveyed two family (general-occupancy) non-subsidized LIHTC projects in the Site PMA. These two LIHTC projects target households with incomes of up to 45%, 50% and/or 60% of AMHI and are considered competitive properties. These two competitive LIHTC projects and the subject development are summarized in the table on the following page. 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	Stone Ridge Apartments	2017	48	-	-	-	Families; 50% & 60% AMHI
3	Etowah Village Apts.	1996	95	100.0%	4.0 Miles	2-Br: 5 H.H.	Families; 45%, 50%, & 60% AMHI
16	Somerset Club Apts.	2004	120*	100.0%	3.1 Miles	15 H.H.	Families; 60% AMHI

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

The two competitive LIHTC projects have a combined occupancy rate of 100.0%, both of which maintain wait lists. This indicates that pent-up demand exists for additional affordable housing within the market. Given the lack of available LIHTC units within the market, the subject project will provide an affordable rental housing alternative to low-income households which are currently underserved.

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

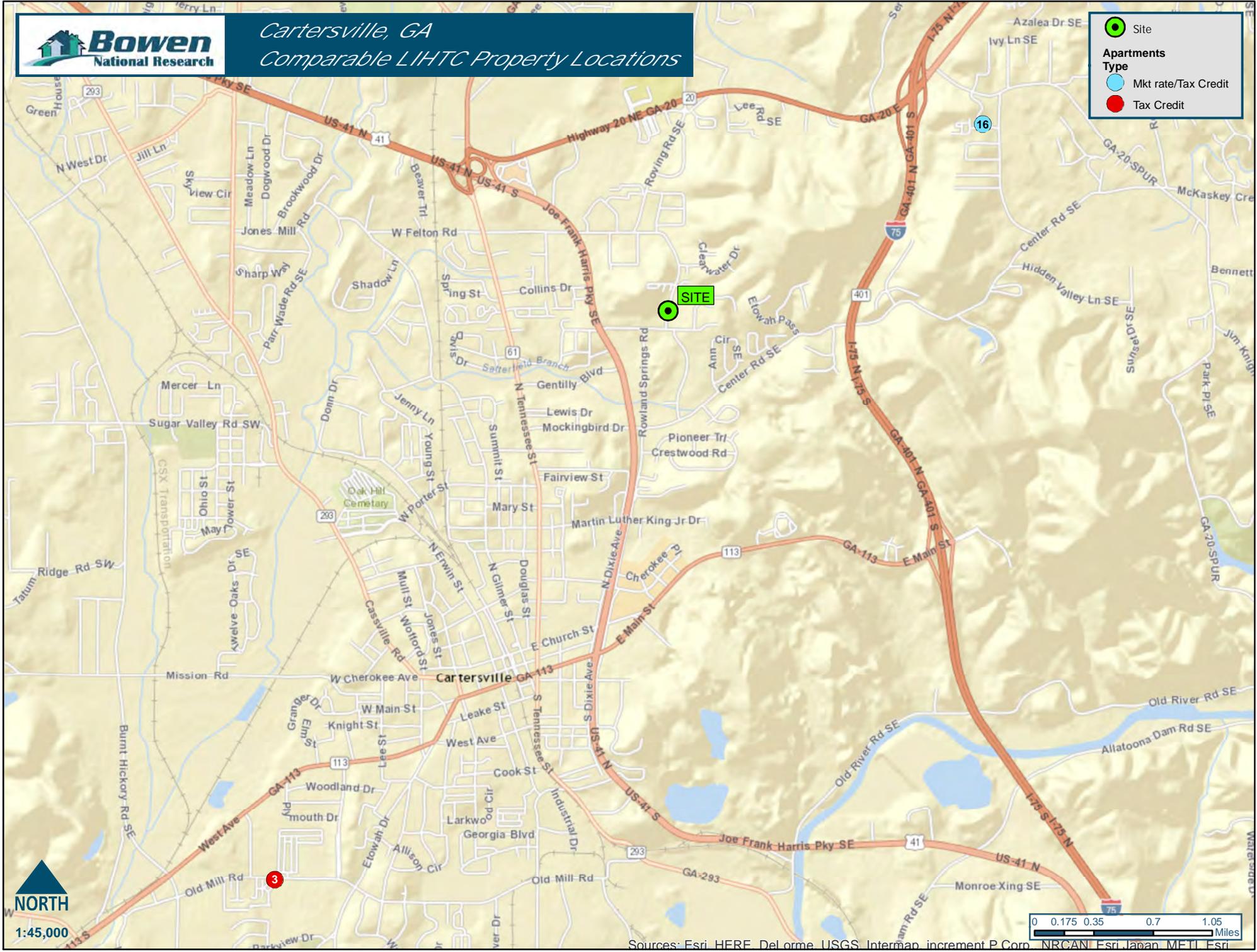


Cartersville, GA Comparable LIHTC Property Locations

Site
● Site

Apartments Type

- Mkt rate/Tax Credit
- Tax Credit



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	Stone Ridge Apartments	\$601/50% (3) \$626/60% (5)	\$663/50% (5) \$688/60% (15)	\$798/50% (5) \$823/60% (15)	-
3	Etowah Village Apts.	-	\$738/45% (19/0) \$738/50% (4/0)	\$852/50% (29/0) \$852/60% (43/0)	None
16	Somerset Club Apts.	\$857/60% (30/0)	\$1,032/60% (54/0)	\$1,190/60% (36/0)	None

The proposed subject gross rents, ranging from \$601 to \$823, will be the lowest general-occupancy LIHTC rents targeting similar income levels within the market. This will provide the subject project with a competitive advantage.

The following table illustrates the weighted average collected rents of the two competitive LIHTC projects by bedroom type:

Weighted Average Collected Rent Of Comparable LIHTC Units*		
One-Br.	Two-Br.	Three-Br.
\$704	\$819	\$732

*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.	\$704	- \$454	\$250	/ \$454	55.1%
Two-Br.	\$819	- \$475	\$344	/ \$475	72.4%
Three-Br.	\$732	- \$560	\$172	/ \$560	30.7%

As the preceding table illustrates, the proposed collected rents at the subject project represent significant rent advantages. Therefore, the proposed collected rents at the subject project will likely represent excellent values to low-income renters within the market. However, please note 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 subject project'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.
Site	Stone Ridge Apartments	750	950	1,100
3	Etowah Village Apts.	-	1,106	1,237
16	Somerset Club Apts.	864	1,200	1,300

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Stone Ridge Apartments	1.0	2.0	2.0
3	Etowah Village Apts.	-	1.5	2.0
16	Somerset Club Apts.	1.0	2.0	2.0

The subject development will offer the smallest unit sizes, based on square feet, relative to the competitive LIHTC developments within the market. This will provide the subject with a slight competitive disadvantage. The inclusion of two full bathrooms in the subject's two- and three-bedroom units is considered appealing to the targeted population.

The following table compares the amenities of the subject development with the competitive LIHTC projects in the market.

COMPARABLE PROPERTIES AMENITIES - CARTERSVILLE, GEORGIA

MAP ID	APPLIANCES							UNIT AMENITIES												
	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	PARKING	OTHER
SITE	X	X		X	X	X	X		C		X	X	X				B		S	
16	X	X	X	X	X		X		C	O	X		X				B		S	
3	X	X		X	X		X		C		X	X					B		S	Exterior Storage

MAP ID	PROJECT AMENITIES																			
	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	OTHER	
SITE		X	X		X	X		X						X		X				
16	X	X	X		X	X		X		X			X	X		X		X		
3		X	X	X				X		X						X				

◆ 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

Window Treatments	
B - Blinds	C - Curtains
D - Drapes	

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

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

Floor Covering	
C - Carpet	H - Hardwood
V - Vinyl	W - Wood
T - Tile	

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



The amenity packages that will be included at the proposed subject development are comprehensive and considered slightly superior to the comparable LIHTC communities within the market. Regarding unit amenities, the subject project will be the only general-occupancy LIHTC project to include microwave ovens. The subject project will not lack any community amenities that will prohibit it to successfully operate as a LIHTC community

Comparable/Competitive Tax Credit Summary

Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing LIHTC properties within the market, it is our opinion that the subject development will be very competitive. Aside from the subject's slightly smaller unit sizes, it will be at least 13 years newer than the competitive affordable product within the market, offering the lowest general-occupancy LIHTC rents and a slightly superior amenities package. The aforementioned characteristics will provide the subject with a significant competitive advantage. This has been considered in our absorption projections.

The anticipated occupancy rates of the competitive general-occupancy Tax Credit developments in the market during the first year of occupancy at the subject project are illustrated below:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2017
3	Etowah Village Apts.	100.0%	95.0%+
16	Somerset Club Apts.	100.0%	95.0%+

The subject project is not expected to have a negative impact on the two existing general-occupancy Tax Credit projects within the Site PMA, which are currently 100.0% occupied and maintain wait lists. Given the lack of availability for affordable units in the market, we expect the two Tax Credit projects to operate at or above 95.0% once the proposed subject units are built. Overall, we believe there is sufficient demographic support for all existing and proposed Tax Credit units in the market and no long-term negative impact is expected on the Tax Credit projects within the market if the proposed subject project is developed.

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 \$124,833. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$124,833 home is \$751, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$124,833
Mortgaged Value = 95% of Median Home Price	\$118,591
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$601
Estimated Taxes and Insurance*	\$150
Estimated Monthly Mortgage Payment	\$751

*Estimated at 25% of principal and interest

In comparison, the proposed collected LIHTC rents for the subject property range from \$438 to \$566 per month, depending on unit size and targeted income level. Therefore, the cost of a monthly mortgage for a typical home in the area is \$185 to \$313 more than renting at the subject site. It is unlikely that tenants that would qualify to reside at the subject project would be able to afford the monthly payments required to own a home or would be able to afford the down payment on such a home. Therefore, 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 2017 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2017

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 Cartersville 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 48 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately four to five months. This absorption period is based on an average monthly absorption rate of approximately ten units per month.

These absorption projections assume a 2017 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 Cartersville Site PMA.

Richard Osborn, City Planner for the City of Cartersville, stated there is high demand for multifamily units, both market-rate and affordable. Mr. Osborn went on to say that there has been limited multifamily housing built in the area in the last ten years.

Jessica Mitchum, Director for the Good Neighbor Homeless Shelter, stated that there is a dire need for affordable housing for families in the area. There are not many options available and those that are have astronomical waiting lists. Currently, they have several hotels and motels that are housing families day after day, and are in need of a permanent residence.

Angela Cooley, Housing Specialist at the Etowah Area Consolidated Housing Authority, stated that there is a need for additional affordable housing in the Cartersville area. Ms. Cooley stated that they manage approximately 300 public housing units in Cartersville and the waitlist is closed.

Autumn Earick, Community Manager of Rosewood Apartments (Map ID 20), stated that there have been several new businesses and plants opening in the Cartersville area, noting that there is limited housing available. Ms. Earick further stated that there is very limited housing in Rome, Georgia (approximately 20.0 miles northwest) and several of her residents work in Rome. Ms. Earick believes that there is a need for safe and affordable housing for families and thinks Cartersville needs more three- and four-bedroom unit types.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market exists for the 48 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 Cartersville rental housing market is performing very well, as evidenced by the overall rental market occupancy rate of 99.7% (a result of only seven vacancies). In fact, no vacancies exist within the surveyed affordable units within the Site PMA, most of which maintain wait lists. This indicates that pent-up demand for additional affordable housing exists within the market. As such, the proposed LIHTC units at the subject site will help alleviate a portion of this pent-up demand. Aside from the subject's slightly smaller unit sizes, it will be at least 13 years newer than the competitive affordable product within the market, offering the lowest general-occupancy LIHTC rents and a slightly superior amenities package. The aforementioned characteristics will provide the subject with a significant competitive advantage.

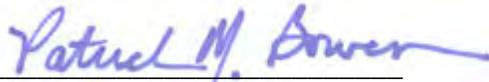
The overall required capture rate of 6.5% for the proposed development is considered very low and further demonstrates that a significant base of potential income-appropriate renter support exists for the subject project within the Cartersville Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable within the Cartersville 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.

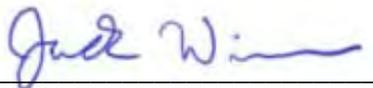
Certified:



Patrick Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: June 9, 2015



Lisa Wood
Market Analyst
lisaw@bowennational.com
Date: June 9, 2015



Jack Wiseman
Market Analyst
jackw@bowennational.com
Date: June 9, 2015

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.

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. 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 since 2007. 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, student housing, 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.

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.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Garth Semple, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Semple graduated from Elizabethtown College and has a Bachelor of Arts degree in Sociology.

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.

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

CARTERSVILLE, 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.

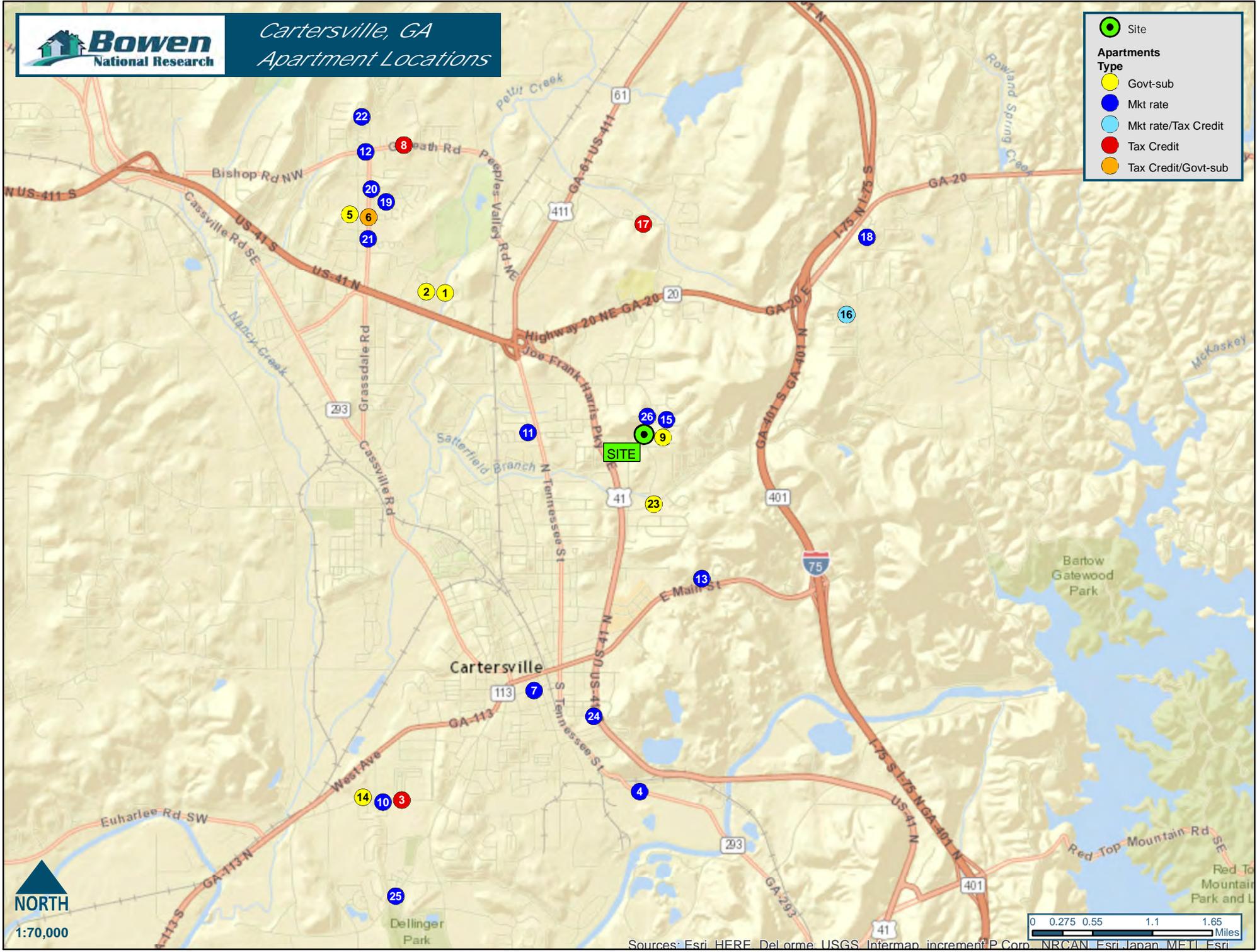


Cartersville, GA Apartment Locations

Site
● Site

Apartments Type

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



NORTH
1:70,000



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

MAP IDENTIFICATION LIST - CARTERSVILLE, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Club Court Apts. I	GSS	C+	1983	58	0	100.0%	2.3
2	Club Court Apts. II	GSS	C+	1986	50	0	100.0%	2.3
3	Etowah Village Apts.	TAX	B	1996	95	0	100.0%	4.0
4	Hannah Apts.	MRR	B-	2003	56	0	100.0%	3.3
5	Crossfield Apts. I	GSS	C+	1989	48	0	100.0%	3.2
6	Crossfield Apts. II	TGS	C+	1995	24	0	100.0%	3.2
7	Magnolia Garden Apts.	MRR	B-	1964	52	2	96.2%	2.5
8	Shangri-La Park	TAX	A-	2011	72	0	100.0%	3.5
9	Etowah Area Public Housing	GSS	B	2003	14	0	100.0%	0.0
10	Alexandria Landing	MRR	B-	2000	76	0	100.0%	4.1
11	Amberwood Apts.	MRR	C+	1984	117	0	100.0%	1.3
12	Avenue Apts.	MRR	B	2004	54	0	100.0%	3.7
13	Avonlea Highlands	MRR	A-	2002	228	0	100.0%	2.3
14	Cartersville Gardens	GSS	C	1979	100	0	100.0%	4.2
15	Stonehaven Falls	MRR	B-	2003	72	0	100.0%	0.1
16	Somerset Club Apts.	MRT	B	2004	192	1	99.5%	3.1
17	Cove Apts.	TAX	B	2000	60	0	100.0%	1.9
18	Stone Mill Apts.	MRR	A-	2001	176	1	99.4%	3.2
19	Vineyards	MRR	B-	1999	152	0	100.0%	3.4
20	Rosewood Apts.	MRR	B	1984	148	0	100.0%	3.4
21	Glen Apts.	MRR	B	1990	108	1	99.1%	3.0
22	Grandview Apts.	MRR	C+	2003	90	0	100.0%	4.0
23	Huntwood Terrace	GSS	C	1983	40	0	100.0%	0.6
24	Ivy Mill Apts.	MRR	B	1997	24	1	95.8%	2.4
25	Park Place Townhomes	MRR	B-	1979	24	1	95.8%	4.4
26	Morgan Square	MRR	B	2002	52	0	100.0%	0.1

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	15	1,429	6	99.6%	0
MRT	1	192	1	99.5%	0
TAX	3	227	0	100.0%	0
TGS	1	24	0	100.0%	0
GSS	6	310	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

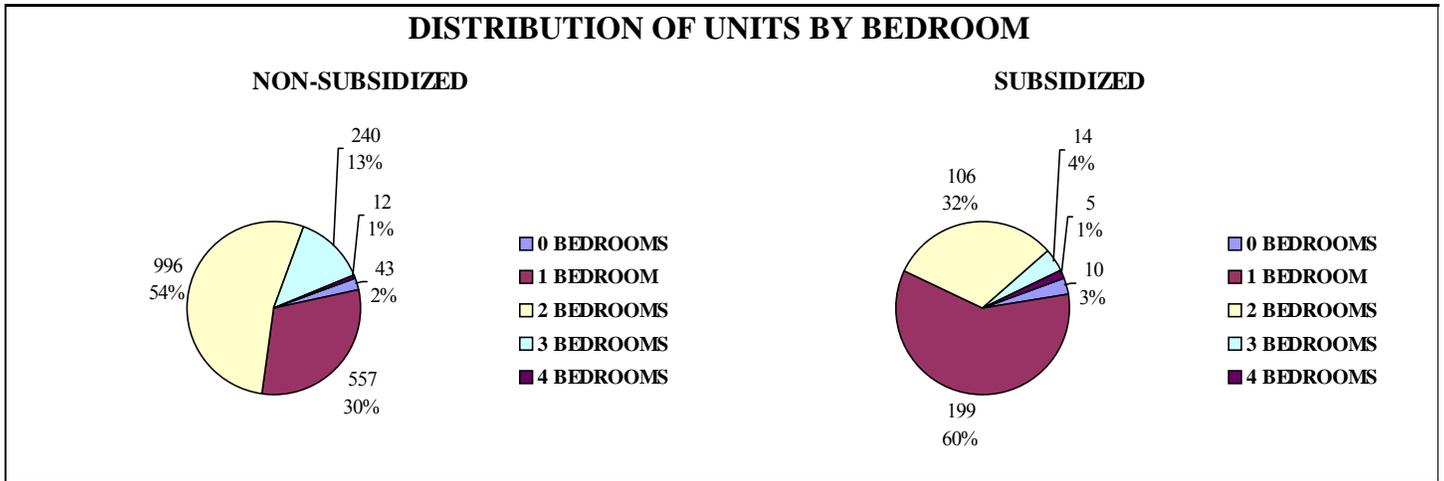
* - Drive Distance (Miles)

Survey Date: May 2015

DISTRIBUTION OF UNITS - CARTERSVILLE, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	43	2.9%	1	2.3%	\$512
1	0	10	0.7%	0	0.0%	\$902
1	1	431	28.7%	2	0.5%	\$861
1	1.5	30	2.0%	0	0.0%	\$703
2	1	29	1.9%	1	3.4%	\$918
2	1.5	54	3.6%	1	1.9%	\$833
2	2	730	48.6%	0	0.0%	\$995
2	2.5	30	2.0%	0	0.0%	\$903
3	2	132	8.8%	1	0.8%	\$1,185
4	3	12	0.8%	1	8.3%	\$1,353
TOTAL		1,501	100.0%	7	0.5%	
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	86	24.8%	0	0.0%	\$499
2	1	12	3.5%	0	0.0%	\$582
2	1.5	23	6.6%	0	0.0%	\$738
2	2	118	34.0%	0	0.0%	\$698
3	2	108	31.1%	0	0.0%	\$852
TOTAL		347	100.0%	0	0.0%	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	16	66.7%	0	0.0%	N.A.
2	1	8	33.3%	0	0.0%	N.A.
TOTAL		24	100.0%	0	0.0%	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	10	3.2%	0	0.0%	N.A.
1	1	183	59.0%	0	0.0%	N.A.
2	1	62	20.0%	0	0.0%	N.A.
2	1.5	36	11.6%	0	0.0%	N.A.
3	1.5	14	4.5%	0	0.0%	N.A.
4	2	5	1.6%	0	0.0%	N.A.
TOTAL		310	100.0%	0	0.0%	
GRAND TOTAL		2,182	-	7	0.3%	

DISTRIBUTION OF UNITS - CARTERSVILLE, GEORGIA



SURVEY OF PROPERTIES - CARTERSVILLE, GEORGIA

1 Club Court Apts. I			
	Address 72 Massell Dr. SE Cartersville, GA 30120	Phone (770) 382-4912 (Contact in person)	Total Units 58
	Year Built 1983 Comments RD 515, has RA (20 units); HCV (1 unit); Townhomes have patios; Select units have ceiling fans; Square footage estimated	Contact Janice	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C+
			Waiting List 35 households
2 Club Court Apts. II			
	Address 72 Massell Dr. SE Cartersville, GA 30120	Phone (770) 382-4912 (Contact in person)	Total Units 50
	Year Built 1986 Comments RD 515, has RA (22 units); Accepts HCV (0 currently)	Contact Lisa	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating C+
			Waiting List 30 households
3 Etowah Village Apts.			
	Address 366 Old Mill Rd. Cartersville, GA 30120	Phone (770) 383-9995 (Contact in person)	Total Units 95
	Year Built 1996 Comments 50% & 60% AMHI; HCV (6 units); One 2-br manager unit not included in total	Contact Laura	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B
			Waiting List 2-br: 5 households
4 Hannah Apts.			
	Address 390 Old Mill Rd. Cartersville, GA 30120	Phone (770) 383-9877 (Contact in person)	Total Units 56
	Year Built 2003 Comments HCV (5 units)	Contact Letty	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B-
			Waiting List None
5 Crossfield Apts. I			
	Address 7 Crossfield Circle Cartersville, GA 30121	Phone (770) 386-6854 (Contact in person)	Total Units 48
	Year Built 1989 Comments RD 515, has RA (12 units); HCV (2 units); Waitlist shared with phase II; Square footage estimated	Contact Bonnie	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating C+
			Waiting List 8 households

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: May 2015

SURVEY OF PROPERTIES - CARTERSVILLE, GEORGIA

6 Crossfield Apts. II			
	Address 7 Crossfield Cir. Cartersville, GA 30121	Phone (770) 386-6854 (Contact in person)	Total Units 24
	Year Built 1995 Comments 60% AMHI; RD 515, no RA; Accepts HCV (0 currently); Waitlist shared with phase I; Square footage estimated	Contact Bonnie	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C+ Waiting List 8 households
7 Magnolia Garden Apts.			
	Address 134 Leake St. Cartersville, GA 30120	Phone (678) 721-0463 (Contact in person)	Total Units 52
	Year Built 1964 Comments Accepts HCV (0 currently)	Contact Jessica	Vacancies 2 Occupied 96.2% Floors 2 Quality Rating B- Waiting List None
8 Shangri-La Park			
	Address 69 Gilreath Rd. NW Cartersville, GA 30121	Phone (770) 606-9074 (Contact in person)	Total Units 72
	Year Built 2011 Comments 50% & 60% AMHI; HCV (6 units); HOME Funds (8 units)	Contact Annie	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating A- Senior Restricted (55+) Waiting List 20 households
9 Etowah Area Public Housing			
	Address 296 E. Felton Rd. Cartersville, GA 30121	Phone (770) 382-1414 (Contact in person)	Total Units 14
	Year Built 2003 Comments Public Housing	Contact Angela Cooley	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B Senior Restricted (62+) Waiting List None
10 Alexandria Landing			
	Address 370 Old Mill Rd. Cartersville, GA 30120	Phone (770) 773-6292 (Contact in person)	Total Units 76
	Year Built 2000 Comments Accepts HCV; Year built & unit mix estimated	Contact Tiffany	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B- Waiting List None

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: May 2015

SURVEY OF PROPERTIES - CARTERSVILLE, GEORGIA

11 Amberwood Apts.			
	Address 1116 N. Tennessee St. Cartersville, GA 30120	Phone (770) 386-4494 (Contact in person)	Total Units 117
	Year Built 1984	Contact Jessica	Vacancies 0
	Comments Accepts HCV (0 currently); Studios do not have patio or washer/dryer hookups; Unit mix estimated		Occupied 100.0%
			Floors 1
			Quality Rating C+
			Waiting List None
12 Avenue Apts.			
	Address 25 Gilbreath Rd. Cartersville, GA 30120	Phone (770) 387-1950 (Contact in person)	Total Units 54
	Year Built 2004	Contact Rachel	Vacancies 0
	Comments Does not accept HCV; 2 & 3-br have washer/dryer hookups; Rent range based on floor level		Occupied 100.0%
			Floors 2
			Quality Rating B
			Waiting List None
13 Avonlea Highlands			
	Address 950 E. Main St. Cartersville, GA 30121	Phone (770) 387-0900 (Contact in person)	Total Units 228
	Year Built 2002	Contact Darlene	Vacancies 0
	Comments Does not accept HCV; Rents change daily		Occupied 100.0%
			Floors 4
			Quality Rating A-
			Waiting List 3-br: 3 households
14 Cartersville Gardens			
	Address 376 Old Mill Rd. Cartersville, GA 30120	Phone (770) 382-2588 (Contact in person)	Total Units 100
	Year Built 1979	Contact Amber	Vacancies 0
	Comments HUD Section 8; 51 1-br units are senior designated & do not have washer/dryer hookups		Occupied 100.0%
			Floors 1,2
			Quality Rating C
			Senior Restricted (62+) Waiting List 200 households
15 Stonehaven Falls			
	Address 400 Stonehaven Cir. Cartersville, GA 30121	Phone (770) 382-2583 (Contact in person)	Total Units 72
	Year Built 2003	Contact Emma	Vacancies 0
	Comments Accepts HCV		Occupied 100.0%
			Floors 2
			Quality Rating B-
			Waiting List None

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: May 2015

SURVEY OF PROPERTIES - CARTERSVILLE, GEORGIA

16 Somerset Club Apts.			
	Address 91 Somerset Club Dr. Cartersville, GA 30121	Phone (678) 721-3090 (Contact in person)	Total Units 192
	Year Built 2004 Comments Market-rate (72 units); 60% AMHI (120 units); HCV (3 units); Unit mix by AMHI estimated	Contact Bruce	Vacancies 1 Occupied 99.5% Floors 2,3 Quality Rating B
			Waiting List Tax: 15 households
17 Cove Apts.			
	Address 90 Liberty Square Dr. NE Cartersville, GA 30121	Phone (770) 387-0510 (Contact in person)	Total Units 60
	Year Built 2000 Comments 35% & 40% AMHI; HCV (1 uni); Unit mix estimated	Contact Mindy	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B
			Senior Restricted (62+) Waiting List 13 households
18 Stone Mill Apts.			
	Address 50 Stone Mill Dr. SE Cartersville, GA 30121	Phone (770) 382-0087 (Contact in person)	Total Units 176
	Year Built 2001 Comments Does not accept HCV; Rents change daily	Contact Amanda	Vacancies 1 Occupied 99.4% Floors 2,3 Quality Rating A-
			Waiting List None
19 Vineyards			
	Address 11 Sheffield Pl. Cartersville, GA 30121	Phone (770) 607-0796 (Contact in person)	Total Units 152
	Year Built 1999 Comments Does not accept HCV; Unit mix estimated	Contact Stevie	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B-
			Waiting List None
20 Rosewood Apts.			
	Address 531 Grassdale Rd. Cartersville, GA 30121	Phone (770) 400-9263 (Contact in person)	Total Units 148
	Year Built 1984 Comments Does not accept HCV; Storage on patio or in sunroom; Smallest 1-br includes stackable washer/dryer	Contact Autumn	Vacancies 0 Occupied 100.0% Floors 2,2.5 Quality Rating B
			Waiting List None

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: May 2015

SURVEY OF PROPERTIES - CARTERSVILLE, GEORGIA

21 Glen Apts.			
	Address 200 Governor's Ct. Cartersville, GA 30121	Phone (678) 719-0415 (Contact in person)	Total Units 108
	Year Built 1990 Comments Does not accept HCV	Contact Amy	Vacancies 1 Occupied 99.1% Floors 2 Quality Rating B
			Waiting List 30 households
22 Grandview Apts.			
	Address 73 Grandview Ct. NW Cartersville, GA 30121	Phone (770) 382-8981 (Contact in person)	Total Units 90
	Year Built 2003 Comments Accepts HCV; Units built into a hill, bedrooms on lower level with walkout patio; Unit mix estimated	Contact Donna	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C+
			Waiting List None
23 Huntwood Terrace			
	Address 71 Center Rd. Cartersville, GA 30121	Phone (770) 387-9296 (Contact in person)	Total Units 40
	Year Built 1983 Comments HUD Section 8	Contact Joanie	Vacancies 0 Occupied 100.0% Floors 3 Quality Rating C Senior Restricted (62+) Waiting List
			13 households
24 Ivy Mill Apts.			
	Address 51 Ridge Row Dr. Cartersville, GA 30120	Phone (770) 605-6363 (Contact in person)	Total Units 24
	Year Built 1997 Comments Accepts HCV (0 currently)	Contact Gary	Vacancies 1 Occupied 95.8% Floors 2 Quality Rating B
			Waiting List None
25 Park Place Townhomes			
	Address 81 Pine Grove Rd. Cartersville, GA 30120	Phone (678) 665-0061 (Contact in person)	Total Units 24
	Year Built 1979 Comments Does not accept HCV	Contact Jim	Vacancies 1 Occupied 95.8% Floors 2 Quality Rating B-
			Waiting List None

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: May 2015

SURVEY OF PROPERTIES - CARTERSVILLE, GEORGIA

26 Morgan Square			
	Address 290 E. Felton Rd. Cartersville, GA 30121 Year Built 2002 Comments Accepts HCV; Higher rent on units that include washer/dryer	Phone (770) 382-2583 (Contact in person) Contact Emma	Total Units 52 Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B Waiting List None

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: May 2015

COLLECTED RENTS - CARTERSVILLE, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
3			\$556	\$623					
4			\$700						
7	\$519 to \$619	\$559							
8		\$457	\$505						
10		\$525	\$625	\$725					
11	\$429	\$529	\$599 to \$659						
12	\$400 to \$425	\$475 to \$495	\$600 to \$650	\$695 to \$725					
13		\$780 to \$800	\$1050 to \$1200	\$1300 to \$1500					
15		\$575	\$650	\$750					
16		\$704 to \$749	\$839 to \$869	\$950	\$1049				
17		\$362 to \$383	\$417 to \$432						
18		\$920 to \$990	\$970 to \$1000	\$1214					
19		\$745	\$845	\$975					
20		\$700 to \$725	\$800	\$900					
21		\$695 to \$755	\$795 to \$905	\$945 to \$995					
22						\$550	\$640 to \$710		
24		\$625	\$725						
25							\$675		
26			\$625 to \$650						

◆	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: May 2015

PRICE PER SQUARE FOOT - CARTERSVILLE, GEORGIA

STUDIO UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
7	Magnolia Garden Apts.	1	478	\$650 to \$750	\$1.36 to \$1.57
11	Amberwood Apts.	1	288	\$512	\$1.78
12	Avenue Apts.	1	400	\$483 to \$508	\$1.21 to \$1.27
ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
7	Magnolia Garden Apts.	1	541	\$733	\$1.35
10	Alexandria Landing	1	695	\$641	\$0.92
11	Amberwood Apts.	1	576	\$645	\$1.12
12	Avenue Apts.	1	600	\$591 to \$611	\$0.99 to \$1.02
13	Avonlea Highlands	1	660 to 912	\$954 to \$974	\$1.07 to \$1.45
15	Stonehaven Falls	1	695	\$691	\$0.99
18	Stone Mill Apts.	1	774 to 828	\$1036 to \$1106	\$1.34 to \$1.34
19	Vineyards	1	850	\$861	\$1.01
20	Rosewood Apts.	1	575 to 800	\$853 to \$878	\$1.10 to \$1.48
21	Glen Apts.	1	701 to 908	\$848 to \$908	\$1.00 to \$1.21
22	Grandview Apts.	1.5	900	\$703	\$0.78
24	Ivy Mill Apts.	1	750	\$778	\$1.04
16	Somerset Club Apts.	N.A.	864	\$902	\$1.04
		1	864	\$857	\$0.99
8	Shangri-La Park	1	762	\$610	\$0.80
17	Cove Apts.	1	722	\$478 to \$499	\$0.66 to \$0.69
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
4	Hannah Apts.	2	1050	\$893	\$0.85
10	Alexandria Landing	2	1050	\$775	\$0.74
11	Amberwood Apts.	1 to 2	864	\$749 to \$809	\$0.87 to \$0.94
12	Avenue Apts.	2	700 to 850	\$750 to \$800	\$0.94 to \$1.07
13	Avonlea Highlands	2	1048 to 1337	\$1264 to \$1414	\$1.06 to \$1.21
15	Stonehaven Falls	2	1050	\$800	\$0.76
18	Stone Mill Apts.	2	1084	\$1120 to \$1150	\$1.03 to \$1.06
19	Vineyards	2	1000	\$995	\$1.00
20	Rosewood Apts.	2	1140	\$993	\$0.87
21	Glen Apts.	2	938 to 1305	\$988 to \$1098	\$0.84 to \$1.05
22	Grandview Apts.	1.5 to 2.5	1000 to 1400	\$833 to \$903	\$0.65 to \$0.83
24	Ivy Mill Apts.	1	950	\$918	\$0.97

◆	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: May 2015

PRICE PER SQUARE FOOT - CARTERSVILLE, GEORGIA

TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
25	Park Place Townhomes	1.5	1188	\$825	\$0.69
26	Morgan Square	2	1050	\$775 to \$800	\$0.74 to \$0.76
16	Somerset Club Apts.	2	1200	\$1032 to \$1062	\$0.86 to \$0.89
3	Etowah Village Apts.	1.5	1106	\$738	\$0.67
◆ 8	Shangri-La Park	2	1078	\$698	\$0.65
◆ 17	Cove Apts.	1	930	\$567 to \$582	\$0.61 to \$0.63
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
10	Alexandria Landing	2	1200	\$906	\$0.76
12	Avenue Apts.	2	1000	\$876 to \$906	\$0.88 to \$0.91
13	Avonlea Highlands	2	1366 to 1439	\$1561 to \$1761	\$1.14 to \$1.22
15	Stonehaven Falls	2	1200	\$931	\$0.78
18	Stone Mill Apts.	2	1277	\$1395	\$1.09
19	Vineyards	2	1200	\$1156	\$0.96
20	Rosewood Apts.	2	1170	\$1140	\$0.97
21	Glen Apts.	2	1290 to 1406	\$1185 to \$1235	\$0.88 to \$0.92
16	Somerset Club Apts.	2	1300	\$1190	\$0.92
3	Etowah Village Apts.	2	1237	\$852	\$0.69
FOUR+ BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
16	Somerset Club Apts.	3	1460	\$1353	\$0.93

◆	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: May 2015

AVERAGE GROSS RENT PER SQUARE FOOT - CARTERSVILLE,
GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.18	\$0.95	\$0.98
TOWNHOUSE	\$0.78	\$0.73	\$0.00

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.80	\$0.72	\$0.76
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.12	\$0.91	\$0.88
TOWNHOUSE	\$0.78	\$0.73	\$0.00

TAX CREDIT UNITS - CARTERSVILLE, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 17	Cove Apts.	12	722	1	35%	\$362
◆ 17	Cove Apts.	36	722	1	40%	\$383
6	Crossfield Apts. II	16	610	1	60%	\$387 - \$507
◆ 8	Shangri-La Park	6	762	1	60%	\$457
◆ 8	Shangri-La Park	2	762	1	50%	\$457
16	Somerset Club Apts.	30	864	1	60%	\$704
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
6	Crossfield Apts. II	8	750	1	60%	\$407 - \$604
◆ 17	Cove Apts.	4	930	1	35%	\$417
◆ 17	Cove Apts.	8	930	1	40%	\$432
◆ 8	Shangri-La Park	14	1078	2	50%	\$505
◆ 8	Shangri-La Park	50	1078	2	60%	\$505
3	Etowah Village Apts.	4	1106	1.5	50%	\$556
3	Etowah Village Apts.	19	1106	1.5	45%	\$556
16	Somerset Club Apts.	54	1200	2	60%	\$839
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
3	Etowah Village Apts.	29	1237	2	50%	\$623
3	Etowah Village Apts.	43	1237	2	60%	\$623
16	Somerset Club Apts.	36	1300	2	60%	\$950

◆ - Senior Restricted

QUALITY RATING - CARTERSVILLE, GEORGIA

MARKET-RATE PROJECTS AND UNITS

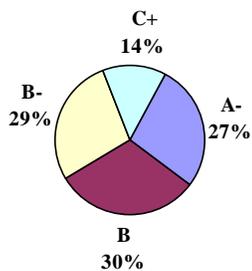
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	2	404	0.2%		\$1,036	\$1,264	\$1,561	
B	6	458	0.7%	\$483	\$853	\$993	\$1,185	\$1,353
B-	6	432	0.7%	\$650	\$733	\$893	\$931	
C+	2	207	0.0%	\$512	\$645	\$833		

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

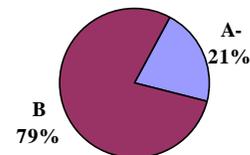
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	1	72	0.0%		\$610	\$698		
B	3	275	0.0%		\$499	\$1,032	\$852	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - CARTERSVILLE, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	1	52	2	3.8%	52	2.8%
1970 to 1979	1	24	1	4.2%	76	1.3%
1980 to 1989	2	265	0	0.0%	341	14.3%
1990 to 1999	4	379	2	0.5%	720	20.5%
2000 to 2005	10	1056	2	0.2%	1776	57.1%
2006	0	0	0	0.0%	1776	0.0%
2007	0	0	0	0.0%	1776	0.0%
2008	0	0	0	0.0%	1776	0.0%
2009	0	0	0	0.0%	1776	0.0%
2010	0	0	0	0.0%	1776	0.0%
2011	1	72	0	0.0%	1848	3.9%
2012	0	0	0	0.0%	1848	0.0%
2013	0	0	0	0.0%	1848	0.0%
2014	0	0	0	0.0%	1848	0.0%
2015**	0	0	0	0.0%	1848	0.0%
TOTAL	19	1848	7	0.4%	1848	100.0 %

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

** As of May 2015

Survey Date: May 2015

A-19



APPLIANCES AND UNIT AMENITIES - CARTERSVILLE, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	19	100.0%	1,848
REFRIGERATOR	19	100.0%	1,848
ICEMAKER	3	15.8%	372
DISHWASHER	18	94.7%	1,731
DISPOSAL	14	73.7%	1,444
MICROWAVE	3	15.8%	232
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	18	94.7%	1,731
AC - WINDOW	1	5.3%	117
FLOOR COVERING	19	100.0%	1,848
WASHER/DRYER	2	10.5%	200
WASHER/DRYER HOOK-UP	18	94.7%	1,796
PATIO/DECK/BALCONY	17	89.5%	1,602
CEILING FAN	15	78.9%	1,491
FIREPLACE	3	15.8%	308
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	19	100.0%	1,848
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	1	5.3%	72

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

PROJECT AMENITIES - CARTERSVILLE, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	6	31.6%	1,004
ON-SITE MANAGEMENT	15	78.9%	1,610
LAUNDRY	11	57.9%	1,346
CLUB HOUSE	5	26.3%	759
MEETING ROOM	3	15.8%	324
FITNESS CENTER	8	42.1%	1,152
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	7	36.8%	1,099
COMPUTER LAB	3	15.8%	492
SPORTS COURT	2	10.5%	887
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	1	5.3%	72
SECURITY GATE	3	15.8%	596
BUSINESS CENTER	3	15.8%	596
CAR WASH AREA	4	21.1%	744
PICNIC AREA	12	63.2%	1,361
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	1	5.3%	72

DISTRIBUTION OF UTILITIES - CARTERSVILLE, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
LANDLORD			
ELECTRIC	1	40	1.8%
TENANT			
ELECTRIC	23	2,033	93.2%
GAS	2	109	5.0%
			100.0%
COOKING FUEL			
LANDLORD			
ELECTRIC	1	40	1.8%
TENANT			
ELECTRIC	23	2,033	93.2%
GAS	2	109	5.0%
			100.0%
HOT WATER			
LANDLORD			
ELECTRIC	1	40	1.8%
TENANT			
ELECTRIC	23	2,033	93.2%
GAS	2	109	5.0%
			100.0%
ELECTRIC			
LANDLORD	1	40	1.8%
TENANT	25	2,142	98.2%
			100.0%
WATER			
LANDLORD	12	937	42.9%
TENANT	14	1,245	57.1%
			100.0%
SEWER			
LANDLORD	12	937	42.9%
TENANT	14	1,245	57.1%
TRASH PICK-UP			
LANDLORD	24	1,902	87.2%
TENANT	2	280	12.8%
			100.0%

UTILITY ALLOWANCE - CARTERSVILLE, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$23	\$25		\$8	\$16	\$18	\$6	\$6	\$34	\$10	\$17	\$21	\$20
1	GARDEN	\$33	\$35		\$10	\$21	\$26	\$9	\$8	\$47	\$14	\$23	\$21	\$20
1	TOWNHOUSE	\$33	\$35		\$10	\$21	\$26	\$9	\$8	\$47	\$14	\$23	\$21	\$20
2	GARDEN	\$41	\$45		\$12	\$27	\$33	\$10	\$11	\$61	\$16	\$27	\$21	\$20
2	TOWNHOUSE	\$41	\$45		\$12	\$27	\$33	\$10	\$11	\$61	\$16	\$27	\$21	\$20
3	GARDEN	\$51	\$55		\$18	\$33	\$40	\$13	\$13	\$73	\$23	\$36	\$21	\$20
3	TOWNHOUSE	\$51	\$55		\$18	\$33	\$40	\$13	\$13	\$73	\$23	\$36	\$21	\$20
4	GARDEN	\$65	\$70		\$22	\$41	\$51	\$16	\$17	\$93	\$29	\$44	\$21	\$20
4	TOWNHOUSE	\$65	\$70		\$22	\$41	\$51	\$16	\$17	\$93	\$29	\$44	\$21	\$20

ADDENDUM B

COMPARABLE PROPERTY PROFILES

10 Alexandria Landing

4.1 miles to site



Address	370 Old Mill Rd. Cartersville, GA 30120		
Phone	(770) 773-6292	Contact	Tiffany
Total Units	76	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2000	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Accepts HCV; Year built & unit mix estimated		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Storage
Project Amenities	On-site Management, Fitness Center

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	20	0	695	\$0.76	\$525
2	2	G	40	0	1050	\$0.60	\$625
3	2	G	16	0	1200	\$0.60	\$725

12 Avenue Apts.

3.7 miles to site



Address	25 Gilbreath Rd. Cartersville, GA 30120		
Phone	(770) 387-1950	Contact	Rachel
Total Units	54	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2004	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; 2 & 3-br have washer/dryer hookups; Rent range based on floor level		

Features and Utilities

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

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
0	1	G	6	0	400	\$1.00 - \$1.06	\$400 to \$425
1	1	G	12	0	600	\$0.79 - \$0.83	\$475 to \$495
2	2	G	30	0	700 to 850	\$0.76 - \$0.86	\$600 to \$650
3	2	G	6	0	1000	\$0.70 - \$0.73	\$695 to \$725

13 Avonlea Highlands

2.3 miles to site



Address	950 E. Main St. Cartersville, GA 30121		
Phone	(770) 387-0900	Contact	Darlene
Total Units	228	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2002	Floors	4
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	3-br: 3 households		
Quality Rating	A-	Neighborhood Rating	B+
Remarks	Does not accept HCV; Rents change daily		

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, Club House, Fitness Center, Playground, Sports Court, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Business Center, CCTV

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	54	0	660 to 912	\$0.88 - \$1.18	\$780 to \$800
2	2	G	138	0	1048 to 1337	\$0.90 - \$1.00	\$1050 to \$1200
3	2	G	36	0	1366 to 1439	\$0.95 - \$1.04	\$1300 to \$1500

15 Stonehaven Falls

0.1 miles to site



Address	400 Stonehaven Cir. Cartersville, GA 30121		
Phone	(770) 382-2583	Contact	Emma
Total Units	72	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	2003	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Accepts HCV		

Features and Utilities

Utilities Landlord pays Water, Sewer, Trash
Unit Amenities Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	24	0	695	\$0.83	\$575
2	2	G	36	0	1050	\$0.62	\$650
3	2	G	12	0	1200	\$0.63	\$750

18 Stone Mill Apts.

3.2 miles to site



Address	50 Stone Mill Dr. SE Cartersville, GA 30121		
Phone	(770) 382-0087	Contact	Amanda
Total Units	176	Vacancies	1
		Percent Occupied	99.4%
Project Type	Market-Rate		
Year Open	2001	Floors	2,3
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A-	Neighborhood Rating	B
Remarks	Does not accept HCV; Rents change daily		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Security Gate, Car Wash Area, Picnic Area, Business Center

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	68	1	774 to 828	\$1.19 - \$1.20	\$920 to \$990
2	2	G	92	0	1084	\$0.89 - \$0.92	\$970 to \$1000
3	2	G	16	0	1277	\$0.95	\$1214

16 Somerset Club Apts.

3.1 miles to site



Address	91 Somerset Club Dr. Cartersville, GA 30121		
Phone	(678) 721-3090	Contact	Bruce
Total Units	192	Vacancies	1
		Percent Occupied	99.5%
Project Type	Market-Rate & Tax Credit		
Year Open	2004	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	Tax: 15 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	Market-rate (72 units); 60% AMHI (120 units); HCV (3 units); Unit mix by AMHI estimated		



Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Meeting Room, Fitness Center, Playground, Sports Court, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Business Center

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	N.A.	G	20	0	864	\$0.87	\$749	
1	1	G	30	0	864	\$0.81	\$704	60%
2	2	G	40	0	1200	\$0.72	\$869	
2	2	G	54	0	1200	\$0.70	\$839	60%
3	2	G	36	0	1300	\$0.73	\$950	60%
4	3	G	12	1	1460	\$0.72	\$1049	

3**Etowah Village Apts.**

4.0 miles to site



Address	366 Old Mill Rd. Cartersville, GA 30120		
Phone	(770) 383-9995	Contact	Laura
Total Units	95	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1996	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	2-br: 5 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (6 units); One 2-br manager unit not included in total		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds, Exterior Storage
Project Amenities	On-site Management, Laundry Facility, Club House, Playground, Sports Court, Picnic Area

Unit Configuration

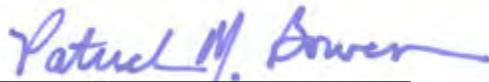
BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	1.5	G	4	0	1106	\$0.50	\$556	50%
2	1.5	G	19	0	1106	\$0.50	\$556	45%
3	2	G	43	0	1237	\$0.50	\$623	60%
3	2	G	29	0	1237	\$0.50	\$623	50%

ADDENDUM C – MEMBER CERTIFICATION & CHECKLIST

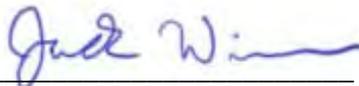
This market study has been prepared by Bowen National Research, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard 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:



Patrick Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: June 9, 2015



Jack Wiseman
Market Analyst
jackw@bowennational.com
Date: June 9, 2015

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)
Executive Summary		
1.	Executive Summary (Exhibit S-2)	A
Project Description		
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
Location and Market Area		
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)
EMPLOYMENT AND ECONOMY		
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
DEMOGRAPHIC CHARACTERISTICS		
24.	Population and household estimates and projections	E
25.	Area building permits	H
26.	Distribution of income	H
27.	Households by tenure	H
COMPETITIVE ENVIRONMENT		
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
ANALYSIS/CONCLUSIONS		
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)
OTHER REQUIREMENTS		
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 Cartersville, Georgia by Stone Ridge Apartments Limited Partnership.

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 Cartersville 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 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	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Stone Ridge Apartments	2017	48	-	-	8 (-)	20 (-)	20 (-)
10	Alexandria Landing	2000	76	100.0%	-	20 (100.0%)	40 (100.0%)	16 (100.0%)
12	Avenue Apts.	2004	54	100.0%	6 (100.0%)	12 (100.0%)	30 (100.0%)	6 (100.0%)
13	Avonlea Highlands	2002	228	100.0%	-	54 (100.0%)	138 (100.0%)	36 (100.0%)
15	Stonehaven Falls	2003	72	100.0%	-	24 (100.0%)	36 (100.0%)	12 (100.0%)
18	Stone Mill Apts.	2001	176	99.4%	-	68 (98.5%)	92 (100.0%)	16 (100.0%)

Occ. – Occupancy

The five selected market-rate projects have a combined total of 606 units with an overall occupancy rate of 99.8%, an extremely strong rate for rental housing. This indicates that these projects will serve as accurate benchmarks with which to compare 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 subject development.

Rent Comparability Grid

Unit Type →

ONE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Stone Ridge Apartments		Alexandria Landing		Avenue Apts.		Avonlea Highlands		Stonehaven Falls		Stone Mill Apts.	
East Fenton Road; 0.1 mile north of Zena Drive		370 Old Mill Rd.		25 Gilbreath Rd.		950 E. Main St.		400 Stonehaven Cir.		50 Stone Mill Dr. SE	
Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$525		\$495		\$780		\$575		\$920	
2	Date Surveyed	Jun-15		Jun-15		May-15		Jun-15		May-15	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		99%	
5	Effective Rent & Rent/ sq. ft	\$525	0.76	\$495	0.83	\$780	1.18	\$575	0.83	\$920	1.19
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/4		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	2017	\$17	2004	\$13	2002	\$15	2003	\$14	2001	\$16
8	Condition /Street Appeal	E	\$15	G	\$15	E		G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		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.	750	\$13	600	\$36	660	\$22	695	\$13	774	(\$6)
14	Balcony/ Patio	Y		N	\$5	Y		Y		Y	
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	Y/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5
18	Washer/Dryer	HU/L	\$5	L	\$10	HU/L		HU	\$5	HU/L	
19	Floor Coverings	C		C		C		C		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		N	\$5	Y		Y		Y	
23	Ceiling Fans	Y		N	\$5	Y		Y		Y	
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		N	\$5	Y	
26	Security Gate	N		N		Y	(\$5)	N		Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y	\$5	N	\$5	Y		N	\$5	Y	
28	Pool/ Recreation Areas	F		N	\$5	P/F/T	(\$13)	N	\$5	P/F	(\$10)
29	Computer Center	Y	\$3	N	\$3	Y		N	\$3	N	\$3
30	Picnic Area	Y	\$3	Y		Y		N	\$3	Y	
31	Playground	Y	\$3	N	\$3	Y		N	\$3	Y	
32	Social Services	N		N		N		N		N	
E. Utilities		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	(\$37)	Y/Y	(\$37)	N/N		Y/Y	(\$37)	Y/Y	(\$37)
39	Trash /Recycling	Y/N		Y/N		N/N	\$21	Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	9		12		3	2	11		3	3
41	Sum Adjustments B to D	\$69		\$110		\$42	(\$18)	\$76		\$24	(\$21)
42	Sum Utility Adjustments		(\$37)		(\$37)	\$21			(\$37)		(\$37)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$32	\$106	\$73	\$147	\$45	\$81	\$39	\$113	(\$34)	\$82
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$557		\$568		\$825		\$614		\$886	
45	Adj Rent/Last rent		106%		115%		106%		107%		96%
46	Estimated Market Rent	\$690		\$0.92		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Stone Ridge Apartments		Alexandria Landing		Avenue Apts.		Avonlea Highlands		Stonehaven Falls		Stone Mill Apts.	
East Fenton Road; 0.1 mile north of Zena Drive		370 Old Mill Rd.		25 Gilbreath Rd.		950 E. Main St.		400 Stonehaven Cir.		50 Stone Mill Dr. SE	
Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA	
Data on		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$625		\$650		\$1,050		\$650		\$1,000	
2	Date Surveyed	Jun-15		Jun-15		May-15		Jun-15		May-15	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$625	0.60	\$650	0.76	\$1,050	1.00	\$650	0.62	\$1,000	0.92
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/4		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	2017	\$17	2004	\$13	2002	\$15	2003	\$14	2001	\$16
8	Condition /Street Appeal	E	\$15	G	\$15	E		G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	950	(\$20)	1050	\$20	1048	(\$19)	1050	(\$20)	1084	(\$26)
14	Balcony/ Patio	Y		Y	\$5	Y		Y		Y	
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	Y/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5
18	Washer/Dryer	HU/L	\$5	HU	\$5	HU/L		HU	\$5	HU/L	
19	Floor Coverings	C		C		C		C		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	\$5	Y		Y		Y	
23	Ceiling Fans	Y		Y	\$5	Y		Y		Y	
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		N	\$5	Y	
26	Security Gate	N		N		Y	(\$5)	N		Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y	\$5	N	\$5	Y		N	\$5	Y	
28	Pool/ Recreation Areas	F		F	\$5	P/F/T	(\$13)	N	\$5	P/F	(\$10)
29	Computer Center	Y	\$3	N	\$3	Y		N	\$3	N	\$3
30	Picnic Area	Y	\$3	N	\$3	Y		N	\$3	Y	
31	Playground	Y	\$3	N	\$3	Y		N	\$3	Y	
32	Social Services	N		N		N		N		N	
E. Utilities		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	(\$43)	Y/Y	(\$43)	N/N		Y/Y	(\$43)	Y/Y	(\$43)
39	Trash/Recycling	Y/N		Y/N		N/N	\$21	Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	1	11		2	3	10	1	3	3
41	Sum Adjustments B to D	\$56	(\$20)	\$84		\$20	(\$37)	\$63	(\$20)	\$24	(\$41)
42	Sum Utility Adjustments		(\$43)		(\$43)	\$21			(\$43)		(\$43)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$7)	\$119	\$41	\$127	\$4	\$78	\$0	\$126	(\$60)	\$108
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$618		\$691		\$1,054		\$650		\$940	
45	Adj Rent/Last rent		99%		106%		100%		100%		94%
46	Estimated Market Rent	\$790		\$0.83							

← Estimated Market Rent/ Sq. Ft

Rent Comparability Grid

Unit Type → **THREE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Stone Ridge Apartments		Alexandria Landing		Avenue Apts.		Avonlea Highlands		Stonehaven Falls		Stone Mill Apts.	
East Fenton Road; 0.1 mile north of Zena Drive		370 Old Mill Rd.		25 Gilbreath Rd.		950 E. Main St.		400 Stonehaven Cir.		50 Stone Mill Dr. SE	
Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA		Cartersville, GA	
Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$725		\$725		\$1,300		\$750		\$1,214	
2	Date Surveyed	Jun-15		Jun-15		May-15		Jun-15		May-15	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$725	0.60	\$725	0.73	\$1,300	0.95	\$750	0.63	\$1,214	0.95
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/4		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	2017	\$17	2004	\$13	2002	\$15	2003	\$14	2001	\$16
8	Condition /Street Appeal	E	\$15	G	\$15	E		G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		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.	1100	(\$20)	1200	\$20	1366	(\$52)	1200	(\$20)	1277	(\$35)
14	Balcony/ Patio	Y		Y	\$5	Y		Y		Y	
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	Y/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5
18	Washer/Dryer	HU/L	\$5	HU	\$5	HU/L		HU	\$5	HU/L	
19	Floor Coverings	C		C		C		C		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	\$5	Y		Y		Y	
23	Ceiling Fans	Y		Y	\$5	Y		Y		Y	
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		N	\$5	Y	
26	Security Gate	N		N		Y	(\$5)	N		Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y	\$5	N	\$5	Y		N	\$5	Y	
28	Pool/ Recreation Areas	F		N	\$5	P/F/T	(\$13)	N	\$5	P/F	(\$10)
29	Computer Center	Y	\$3	N	\$3	Y		N	\$3	N	\$3
30	Picnic Area	Y	\$3	Y		Y		N	\$3	Y	
31	Playground	Y	\$3	N	\$3	Y		N	\$3	Y	
32	Social Services	N		N		N		N		N	
E. Utilities		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	(\$59)	Y/Y	(\$59)	N/N		Y/Y	(\$59)	Y/Y	(\$59)
39	Trash/Recycling	Y/N		Y/N		N/N	\$21	Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	1	11		2	3	10	1	3	3
41	Sum Adjustments B to D	\$56	(\$20)	\$84		\$20	(\$70)	\$63	(\$20)	\$24	(\$50)
42	Sum Utility Adjustments		(\$59)		(\$59)	\$21			(\$59)		(\$59)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$23)	\$135	\$25	\$143	(\$29)	\$111	(\$16)	\$142	(\$85)	\$133
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$702		\$750		\$1,271		\$734		\$1,129	
45	Adj Rent/Last rent		97%		103%		98%		98%		93%
46	Estimated Market Rent	\$915		\$0.83		← 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 \$690 for a one-bedroom unit, \$790 for a two-bedroom unit and \$915 for a three-bedroom unit, which are illustrated as follows:

Bedroom Type	Proposed Collected Rent (AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$438 (50%)	\$690	36.5%
	\$463 (60%)		32.9%
Two-Bedroom	\$456 (50%)	\$790	42.3%
	\$481 (60%)		39.1%
Three-Bedroom	\$541 (50%)	\$915	40.9%
	\$566 (60%)		38.1%

The proposed collected rents represent market rent advantages ranging from 32.9% to 42.3%, depending on bedroom type and targeted income level. Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure that the project will have a sufficient flow tenants. As such, the proposed rents should represent substantial values to low-income renters within the market.

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.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 2000 and 2004. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.

8. It is anticipated that the proposed subject project will have an excellent appearance upon completion. We have made adjustments for those properties that we consider to have an inferior quality 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 25.0% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenities package superior to the selected properties. We have made adjustments for features lacking at the selected properties.
- 24.-32. The project offers a comprehensive project amenities package superior to the selected properties. We have made monetary adjustments to reflect the difference between the proposed subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the utility cost estimates provided by the Georgia Department of Community Affairs (GDCA).