

Market Feasibility Analysis

Tarrow Greene
150 Camden Woods Parkway
Kingsland, Camden County, Georgia 31548

Prepared For

Mr. Denis Blackburne
The Woda Group, Inc.
Tarrow Greene Limited Partnership
229 Huber Village Blvd., Suite 100
Westerville, Ohio 43081

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15-224 CR/PB



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

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SECTION A – EXECUTIVE SUMMARY

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

1. Project Description:

The proposed project involves the new construction of the 60-unit Tarrow Greene rental community on an approximate 10-acre site in Kingsland, Georgia. The project will offer six (6) one-bedroom, two (2) two-bedroom and two (2) three-bedroom garden-style units, as well as 32 two-bedroom and 18 three-bedroom townhouse-style units located within eight (8) one- and two-story residential buildings. The project will also include a free-standing, 1,500 square-foot community building which will house the subject's management office. Tarrow Greene will be developed using Low-Income Housing Tax Credit (LIHTC) financing and target low-income family households earning up to 50% and 60% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$375 to \$640, depending upon unit type. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by August of 2017. Additional details regarding the proposed project are included in Section B of this report.

2. Site Description/Evaluation:

The subject site is situated within an established portion of Kingsland and is expected to benefit from its close proximity to the State Route 40 corridor, which allows for many area services to be within close proximity of the subject site. The wooded land surrounding much of the subject site is also considered beneficial to the subject project, as this will provide a semi-private living environment to residents of the subject project. Although visibility of the subject site is mostly obstructed due to the wooded land and existing structures surrounding much of the subject site, visibility and awareness of the subject project could be easily enhanced by promotional signage near the intersection of Camden Woods Parkway and State Route 40 south of the site. Access to the subject site is considered good, as Camden Woods Parkway borders the site to the west and provides direct access to and from State Route 40. As previously stated, the subject's proximity to State Route 40 allows for many area services to be easily accessible from the subject site. Notably, a Publix grocery store and pharmacy, Walmart Supercenter, Big Kmart, and Walgreens are all located within 1.0 mile of the subject site. Based on the preceding analysis, the subject project is expected to fit well within the immediate site neighborhood and will benefit from its convenient accessibility to and from State Route 40, as well as its proximity to multiple arterial/major roadways and most area services.

3. Market Area Definition:

The Kingsland Site PMA includes the municipalities of Kingsland and St. Marys, as well as some of the surrounding unincorporated portions of Camden County. Specifically, the boundaries of the Site PMA generally include, the northern boundary of Census Tract 103.02, Billyville Road and Polecat Road to the north; the Kings Bay Base to the east; the Georgia-Florida state boundary to the south; and Springhill Road North and State Route 110 to the west. A map illustrating these boundaries is included on page D-2 of this report and details the furthest boundary is 12.5 miles from the site.

4. Community Demographic Data:

Demographic trends have been, and are projected to continue to be, positive within the Kingsland Site PMA. Specifically, the total population is projected to increase by 363 (0.8%), while the total number of households will increase by 182 (1.1%) between 2015 and 2017. The primary age cohort of potential renters at the subject project is those between the ages of 25 and 64, an age cohort which is estimated to comprise nearly 76.0% of all households within the Site PMA in 2015. This primary age cohort is also projected to increase by 85 (0.7%) households between 2015 and 2017. Renter households will also increase during this time period, by a total of 89, or 1.5%, with 6,224 renter households projected for the market in 2017. Notably, nearly 55.0% of all renter households are projected to earn below \$40,000 in 2017. Based on the preceding factors, there appears to be a large base of age- and income-eligible renter households in the market for affordable family-oriented rental product such as that proposed at the subject site. Additional demographic data is included in Section E of this report.

5. Economic Data:

According to a local economic development representative, the Camden County economy is slowly improving. It is also of note that there are two large-scale economic development projects being considered within Camden County according to information provided by local economic development representatives at the time of this report. These projects include the potential development of a NASA launch pad site (Spaceport Camden) and the Epic Adventures Resort Kingsland for which a feasibility study is currently being conducted. The development of one, or both, of these projects would greatly impact the overall Camden County economy in terms of both revenue and job creation. In addition to these aforementioned projects, overall economic trends within the county have been positive since the end of the national recession. Specifically, since 2010 (through February of 2015) total employment has increased by nearly 1,700 jobs, or 9.0%, while the unemployment rate has declined by more than three full percentage points to a rate of 6.2%. Notably, the unemployment rate within Camden County has remained below the state average each of the past ten years and has been below the national average each year since 2010. Based on the preceding factors, we expect the Camden County economy will continue to

improve for the foreseeable future. However, it is also important to note that while economic trends have been and are expected to continue to be positive, nearly 55% of all renter households in the Kingsland Site PMA are projected to earn below \$40,000 in 2017, as illustrated in Section E. Therefore, we expect demand for affordable rental housing will remain high within the Kingsland and Camden County areas, regardless of economic conditions. This is further evident by the high occupancy rates and waiting lists reported among the existing affordable rental properties surveyed in the Site PMA, as illustrated in Addendum A. Additional economic data is included in Section F of this report.

6. Project-Specific Affordability and Demand Analysis:

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the subject project's overall capture rate of 8.0% is considered low and easily achievable within the Kingsland Site PMA. This is especially true given the high occupancy rates and extensive waiting lists maintained among the existing LIHTC properties surveyed in the Site PMA. Detailed demand calculations are provided in Section G of this report.

7. Competitive Rental Analysis

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed a total of six conventional rental properties that operate under the Low-Income Housing Tax Credit (LIHTC) program within the Site PMA. One of these six properties however, Village at Winding Road (Map ID 12), is entirely restricted to senior households (age 55 and older) and therefore is not considered comparable to or competitive with the subject development. The remaining five LIHTC projects each at least partially target family households earning up to 50% and/or 60% of AMHI and offer one-, two- and/or three-bedroom units similar to the subject development. As such, these five properties are considered competitive with the subject development and have been included in our comparable analysis.

These competitive properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Tarrow Greene	2017	60	-	-	-	Families; 50% & 60% AMHI
2	Ashton Cove Apts. (Family & Senior)	1998	72	100.0%	2.2 Miles	200 H.H.	Families and Seniors 62+; 45% & 50% AMHI
8	Kings Grant	2008	60	100.0%	6.0 Miles	None	Families; 50% & 60% AMHI
9	Royal Point Apts.	2000	144	99.3%	2.0 Miles	None	Families; 50% & 60% AMHI
13	Reserve at Sugar Mill	1998 / 2012	70	100.0%	4.6 Miles	30 H.H.	Families; 50% & 60% AMHI
15	Caney Heights	2012	28	100.0%	5.2 Miles	30 H.H.	Families; 50% & 60% AMHI

OCC. – Occupancy
H.H. - Households

The five comparable LIHTC projects have a combined occupancy rate of 99.7%. Note that four of the five comparable properties are 100.0% occupied with waiting lists ranging from 30 to 200 households for their next available units. These high occupancy rates and waiting lists indicate that pent-up demand exists within the Kingsland market for additional family-oriented LIHTC product. The subject project is expected to help alleviate a portion of this pent-up demand.

The gross rents for the comparable 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.	Four-Br.	
Site	Tarrow Greene	\$516/50% (2) \$601/60% (4)	\$630/50% (6) \$740/60% (28)	\$719/50% (4) \$859/60% (16)	-	-
2	Ashton Cove Apts. (Family & Senior)	\$540/45% (13/0) \$562/50% (5/0)	\$653/45% (30/0) \$681/50% (8/0)	\$755/45% (11/0) \$835/50% (5/0)	-	None
8	Kings Grant	-	\$687/50% (7/0) \$801/60% (20/0)	\$790/50% (14/0) \$873/60% (19/0)	-	None
9	Royal Point Apts.	-	\$702/50% (30/0) \$843/60% (42/0)	\$811/50% (31/0) \$973/60% (41/1)	-	None
13	Reserve at Sugar Mill	-	\$723/50% (18/0) \$828/60% (17/0)	\$837/50% (18/0) \$937/60% (17/0)	-	None
15	Caney Heights	-	-	\$846/50% (3/0) \$941/60% (15/0)	\$933/50% (2/0) \$1,063/60% (8/0)	None

The subject project will offer the lowest priced LIHTC units targeting households earning up to 50% and 60% of AMHI among the comparable properties, as illustrated in the preceding table. These low proposed gross rents will likely create a competitive advantage for the subject project within the Site PMA, especially when considering the newness and high anticipated quality of the subject development.

Comparable/Competitive Tax Credit Summary

Based on our survey of the Kingsland rental housing market, there is clearly pent-up demand for additional family-oriented LIHTC product as the five comparable LIHTC projects surveyed report an overall occupancy rate of 99.7%, with four of the five maintaining waiting lists for their next available units. The subject development will offer the lowest priced LIHTC units targeting households earning up to 50% and 60% of AMHI among the comparable properties, in terms of gross Tax Credit rents. These low proposed gross Tax Credit rents, along with the newness of the subject project and competitive position of the project in terms of unit size (square feet) and amenities offered, will likely enhance marketability of the subject development. Overall, the subject project is expected to help alleviate a portion of the pent-up demand for family-oriented LIHTC product, while also offering an affordable rental alternative that is considered marketable to the targeted tenant population, within the Site PMA.

An in-depth analysis of the Kingsland 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 subject's capture rate, achievable market rents and the competitiveness of the proposed subject development within the Kingsland 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 60 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately seven months. This absorption period is based on an average monthly absorption rate of approximately eight units per month.

These absorption projections assume an August 2017 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated 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 60 general-occupancy LIHTC units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes to the project's site, design, rents, amenities or opening date may alter these findings.

The subject site is situated within an established portion of Kingsland and is within proximity of numerous area services and multiple arterial roadways, including State Route 40 which serves as a commercial corridor within the Kingsland area. The subject's site location is expected to contribute to the project's marketability within the Site PMA. Additionally, the high occupancy rates and waiting lists reported among the comparable LIHTC projects is a good indication of pent-up demand for additional family-oriented LIHTC product within the Site PMA. The subject project is considered to be competitively positioned among the comparable LIHTC projects, and marketable to the targeted tenant population, in terms of price point, unit design, and amenities offered. In addition to being competitively positioned within the market, a deep base of income-eligible renter support exists in the market for the subject project to operate at the proposed rent levels. This is illustrated by the low overall capture rate of 8.0%, as detailed in Section G.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable and supportable within the Kingsland Site PMA, as proposed. In fact, we expect the subject project will help alleviate a portion of the pent-up demand for family-oriented LIHTC product within the Site PMA. 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:	Tarrow Greene	Total # Units:	60
Location:	150 Camden Woods Parkway, Kingsland, Georgia 31548	# LIHTC Units:	60
PMA Boundary:	The boundaries of the Site PMA generally include, the northern boundary of Census Tract 103.02, Billyville Road and Polecat Road to the north; the Kings Bay Base to the east; the Georgia-Florida state boundary to the south; and Springhill Road North and State Route 110 to the west.		
	Farthest Boundary Distance to Subject:		12.5 miles

RENTAL HOUSING STOCK (found on page H-1 & A-4 & 5)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	26	2,107	23	98.9%
Market-Rate Housing	14	1,268	22	98.3%
Assisted/Subsidized Housing not to include LIHTC	6	415	0	100.0%
LIHTC	6	424	1	99.8%
Stabilized Comps	5	374	1	99.7%
Properties in Construction & Lease Up	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
2	One-Br.	1.0	700	\$375 (50%)	\$590	\$0.84	36.4%	\$738	\$0.98
4	One-Br.	1.0	700	\$460 (60%)	\$590	\$0.84	22.0%	\$738	\$0.98
6	Two-Br.	1.5	950	\$450 (50%)	\$690	\$0.73	34.8%	\$865	\$0.84
28	Two-Br.	1.5	950	\$560 (60%)	\$690	\$0.73	18.8%	\$865	\$0.84
4	Three-Br.	2.0	1,200	\$560 (50%)	\$810	\$0.68	38.3%	\$995	\$0.84
16	Three-Br.	2.0	1,200	\$640 (60%)	\$810	\$0.68	21.0%	\$995	\$0.84

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

	2012		2015		2017	
Renter Households	6,000	38.1%	6,135	38.3%	6,224	38.4%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	1,841	11.5%	1,834	11.3%
Income-Qualified Renter HHs (MR) (if applicable)	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	-	-1	-4	-	-	-7
Existing Households (Overburd + Substand)	-	676	533	-	-	755
Homeowner conversion (Seniors)	-	N/A	N/A	-	-	N/A
Total Primary Market Demand	-	675	529	-	-	748
Less Comparable/Competitive Supply	-	0	0	-	-	0
Net Income-Qualified Renter HHs	-	675	529	-	-	748

CAPTURE RATES (found on page G-5)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate	-	1.8%	9.1%	-	-	8.0%

SECTION B – PROJECT DESCRIPTION

The proposed project involves the new construction of the 60-unit Tarrow Greene rental community on an approximate 10-acre site in Kingsland, Georgia. The project will offer six (6) one-bedroom, two (2) two-bedroom and two (2) three-bedroom garden-style units, as well as 32 two-bedroom and 18 three-bedroom townhouse-style units located within eight (8) one- and two-story residential buildings. The project will also include a free-standing, 1,500 square-foot community building which will house the subject’s management office. Tarrow Greene will be developed using Low-Income Housing Tax Credit (LIHTC) financing and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$375 to \$640, depending upon unit type. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by August of 2017. Additional details of the subject project are as follows:

A. PROJECT DESCRIPTION

- 1. Project Name:** Tarrow Greene

- 2. Property Location:** 150 Camden Woods Parkway
Kingsland, Georgia 31548
(Camden County)

QCT: No DDA: No

- 3. Project Type:** New Construction

- 4. Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	Percent of AMHI	Proposed Rents			
						Collected	Utility Allowance	Gross	Maximum Allowable
2	One-Br.	1.0	Garden	700	50%	\$375	\$141	\$516	\$585
4	One-Br.	1.0	Garden	700	60%	\$460	\$141	\$601	\$701
1	Two-Br.	1.5	Garden	950	50%	\$450	\$180	\$630	\$702
5	Two-Br.	1.5	Townhouse	950	50%	\$450	\$180	\$630	\$702
1	Two-Br.	1.5	Garden	950	60%	\$560	\$180	\$740	\$843
27	Two-Br.	1.5	Townhouse	950	60%	\$560	\$180	\$740	\$843
1	Three-Br.	2.0	Garden	1,200	50%	\$500	\$219	\$719	\$811
3	Three-Br.	2.0	Townhouse	1,200	50%	\$500	\$219	\$719	\$811
1	Three-Br.	2.0	Garden	1,200	60%	\$640	\$219	\$859	\$973
15	Three-Br.	2.0	Townhouse	1,200	60%	\$640	\$219	\$859	\$973
60	Total								

Source: The Woda Group, LLC
AMHI - Area Median Household Income (Camden County, GA; 2014)

5. Target Market: Low-income family households earning up to 50% & 60% of AMHI

6. Project Design: Eight (8) one- and two-story residential buildings together with a freestanding 1,500 square-foot community building.

7. Original Year Built: Not Applicable

8. Projected Opening Date: August 2017

9. Unit Amenities:

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

10. Community Amenities:

- On-Site Management
- Laundry Facility
- Lake/Pond
- Fitness Center
- Clubhouse/Community Space
- Playground
- Computer/Business Center
- Picnic Area

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
- Water/Sewer
- Electric Water Heat
- Electric Cooking

13. Rental Assistance:

None

14. Parking:

The subject site will offer 100 open lot parking spaces at no additional cost to the residents.

15. Current Project Status:

Not Applicable

16. Statistical Area:

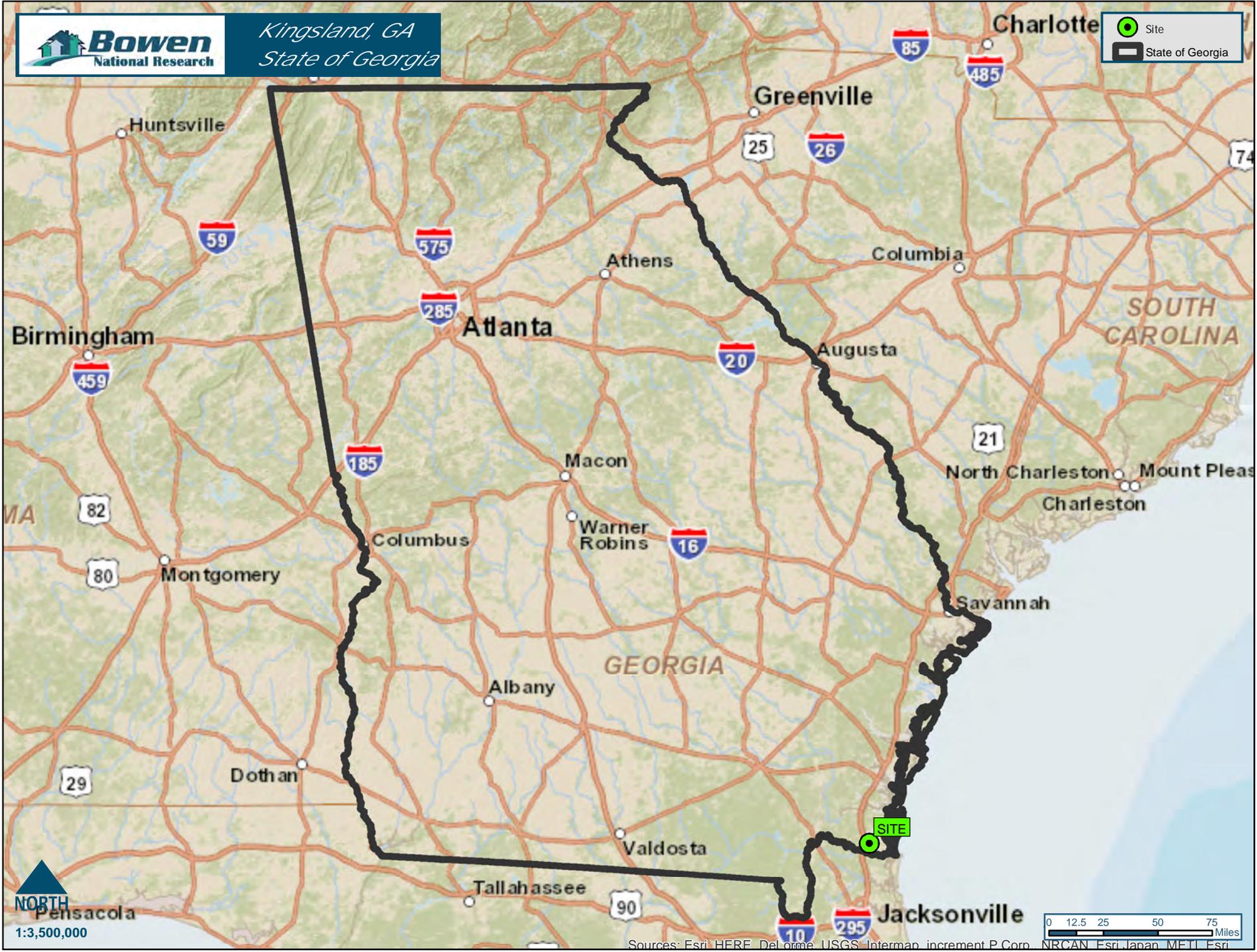
Camden County, GA (2014)

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



*Kingsland, GA
State of Georgia*

Site
State of Georgia



NORTH
1:3,500,000

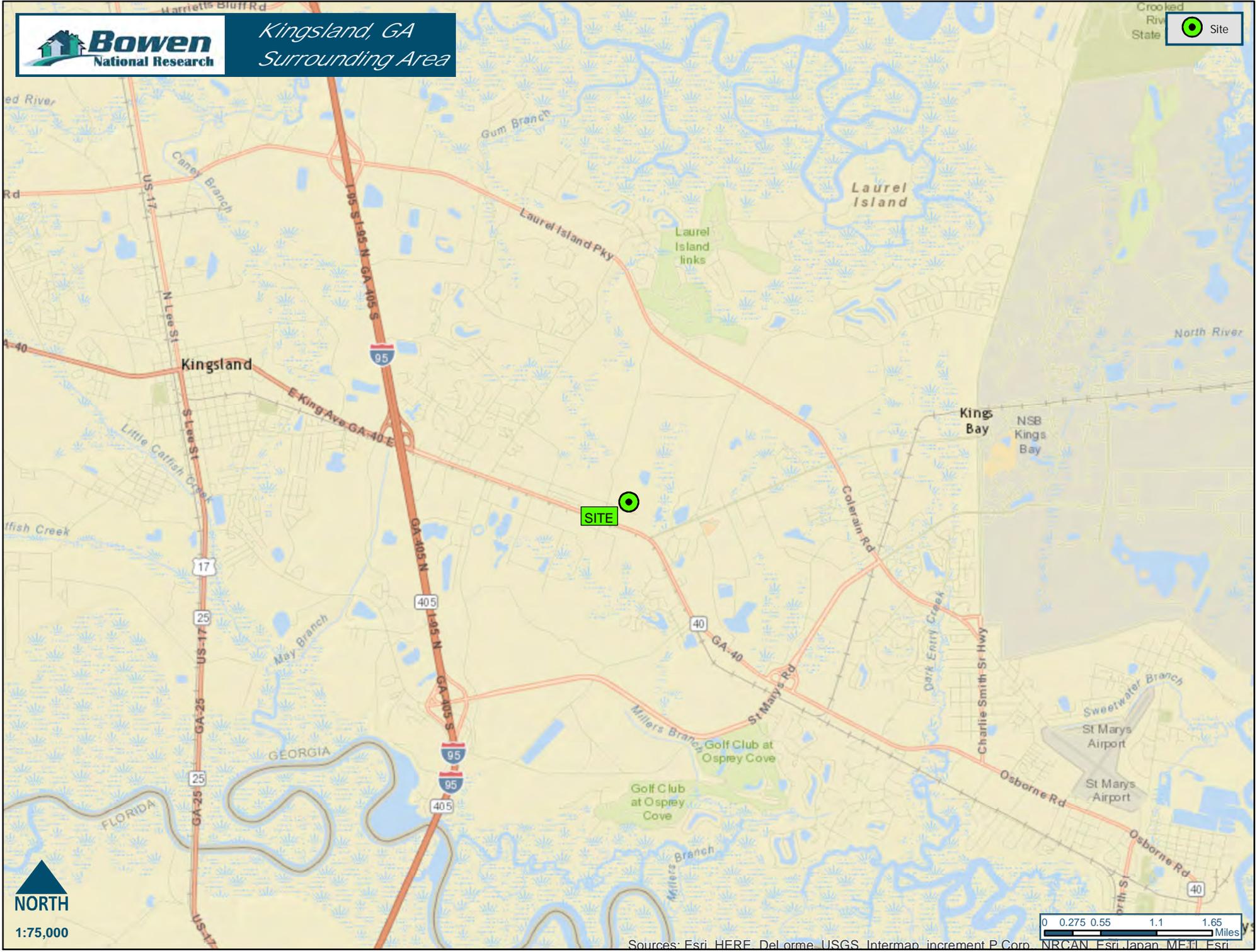
0 12.5 25 50 75 Miles

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

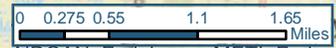


*Kingsland, GA
Surrounding Area*

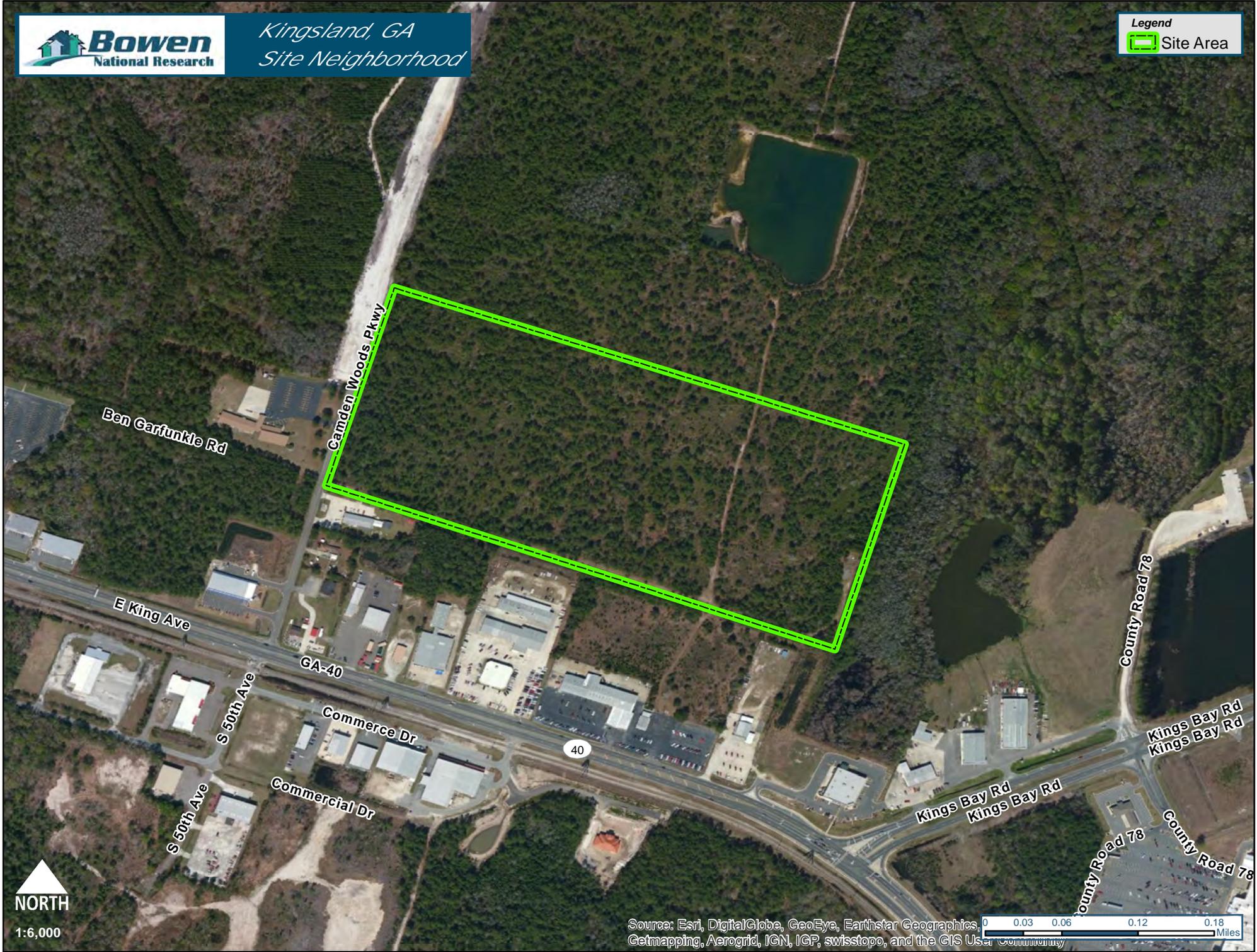
Site



1:75,000



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



1:6,000

SECTION C – SITE DESCRIPTION AND EVALUATION

1. LOCATION

The proposed subject site is located at 150 Camden Woods Parkway in the eastern portion of Kingsland, Georgia. Located within Camden County, Kingsland is 4.0 miles north of the Georgia/Florida State Border, approximately 36.0 miles north of Jacksonville, Florida. Lisa Wood, an employee of Bowen National Research, inspected the site and area apartments during the week of April 13, 2015.

2. SURROUNDING LAND USES

The subject site is within an established area of Kingsland, Georgia. Surrounding land uses include wooded land, a church, a Veterans of Foreign War (V.F.W.) facility, retail shops, and various other local businesses. Adjacent land uses are detailed as follows:

North -	Heavily wooded land defines the northern boundary of the subject site and extends beyond for several miles.
East -	Heavily wooded land also defines the eastern boundary of the subject site, followed by a small pond and vacant land. Walgreens, Tire Kingdom, Everybody Rents Home Furnishings, Military Realty and Title Bucks are located southeast of the site, while Christ's Church, and Paw's & Claw's Veterinary Clinic are located farther east.
South -	An unpaved gravel access road and tree line define the southern boundary of the subject site. Continuing south is the Veterans of Foreign War (V.F.W) facility, wooded land, a law office, and car dealerships. These structures are all considered to be in satisfactory condition. Palms Plaza, a small retail center, is located to the southwest of the site. State Route 40, a heavily traveled four-lane arterial throughout the Site PMA, railroad tracks and various commercial businesses extend beyond.
West -	Camden Woods Parkway, a two-lane roadway that currently terminates near the subject site, defines the western boundary. Continuing west is Holy Trinity Church and heavily wooded land. Camden Woods Shopping Center containing a Publix Grocery and Pharmacy, Big Kmart, China Wok, Little Caesar's and various other retail stores extends beyond.

The subject site is situated in an established area of Kingsland, Georgia. Surrounding land uses are consistent with those observed throughout the market area and are considered conducive to residential housing as proposed at the subject site. Specifically, several area services including a grocery store are located along the State Route 40 corridor directly south of the subject site, while the wooded land surrounding much of the subject site will provide a semi-private living environment at the subject project. Although a set of railroad tracks are located along the south side of State Route 40, these tracks are not visible from the subject site and are buffered by the State Route 40 corridor as well as wooded land south of the site. As such, no nuisances were observed within proximity of the site, as these tracks are not expected to have any adverse impact on marketability of the subject development.

3. VISIBILITY AND ACCESS

Visibility of the subject project is mostly obstructed due to the wooded land and existing structures surrounding the subject site to the north, east and south. However, the subject site maintains frontage and is clearly visible from Camden Woods Parkway which borders the site to the west. It is important to note however, that this bordering roadway currently terminates near the subject site, thus the subject development likely will not receive much passerby traffic. Therefore, promotional signage is recommended near the intersection of Camden Woods Parkway and State Route 40 to enhance visibility and awareness of the project during its initial lease-up period. Overall, visibility of the subject site is considered fair, though promotional signage located along State Route 40 will enhance awareness of the project.

Although site plans depicting a specific access point(s) for the subject project was not provided at the time of this report, it is expected that the subject project will derive access from Camden Woods Parkway west of the site. This lightly traveled roadway provides direct access to and from State Route 40 south of the site, which provides convenient access throughout the Kingsland area and serves as a commercial corridor within the immediate site area. Also note that State Route 40 provides direct access to Interstate 95 which is 1.8 miles west of the subject site. Based on the preceding analysis, access to the subject project is considered good and should contribute to the project's overall marketability within the Kingsland market.

According to area planning and zoning officials, no notable roads or other infrastructure projects are underway or planned for the immediate site area. The subject site has convenient access to multiple major highways including State Route 40, Interstate 95, and U.S. Highway 17.

4. SITE PHOTOGRAPHS

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

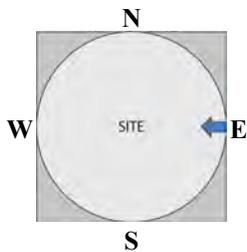
SITE PHOTOGRAPHS

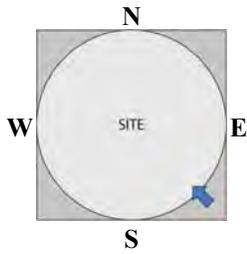


Site Entryway

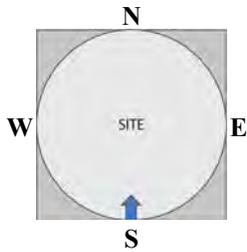


View of site from the east

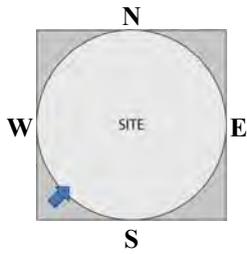




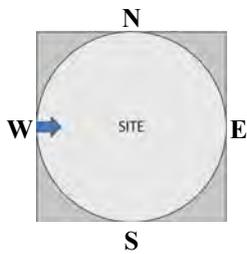
View of site from the southeast



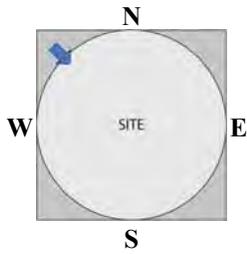
View of site from the south



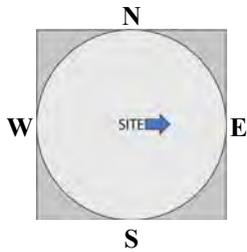
View of site from the southwest



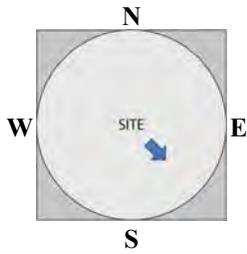
View of site from the west



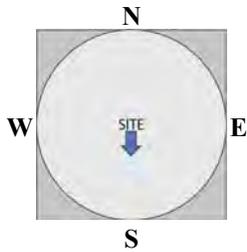
View of site from the northwest



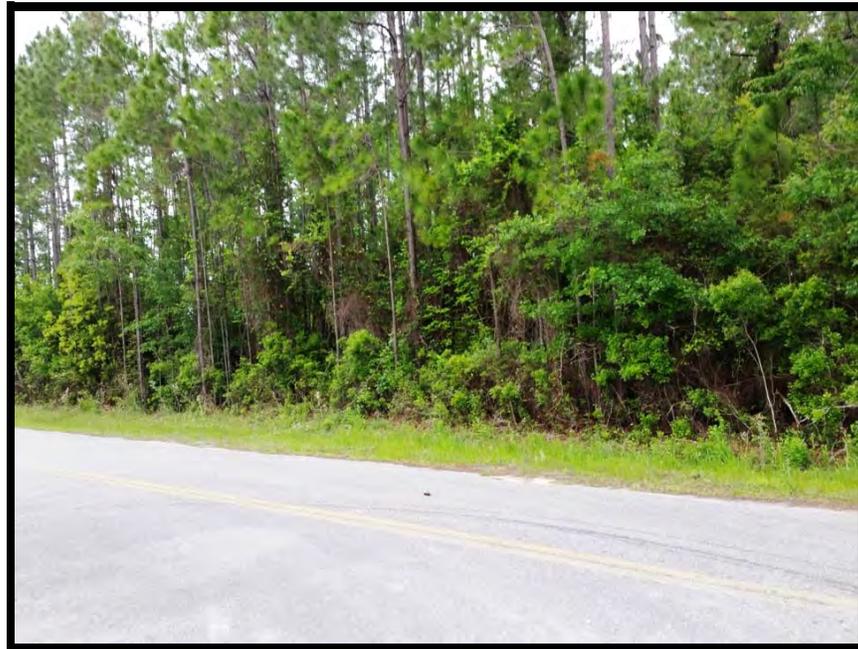
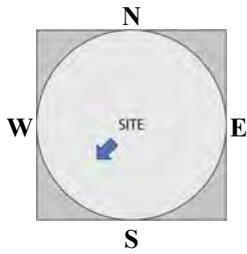
East view from site



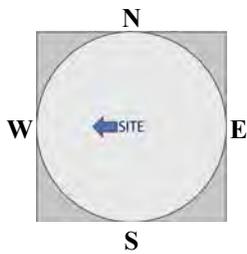
Southeast view from site



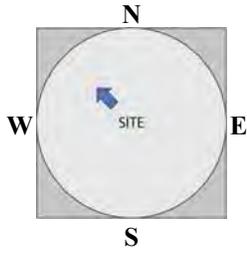
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape south view of Camden Woods Parkway



Streetscape north view of Camden Woods Parkway

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 40 Interstate 95 U.S. Highway 17	0.1 South 1.8 West 3.9 West
Public Bus Stop	Coastal Regional Coaches	On-Site/On-Call
Major Employers/ Employment Centers	Walmart Supercenter Southeast Georgia Health Systems	0.8 Southeast 1.1 Southeast
Convenience Store	Murphy USA Green Cedar Food Store Flash Foods	0.8 Southeast 1.5 West 1.7 West
Grocery	Publix Walmart Supercenter Winn Dixie	0.5 West 0.8 Southeast 1.1 West
Discount Department Store	Big Kmart Walmart Supercenter Dollar Tree	0.5 West 0.8 Southeast 1.1 West
Shopping Center/Mall	Camden Woods Shopping Center Camden Corners Shopping Center	0.5 West 1.1 West
Schools: Elementary Middle/Junior High Ninth Grade Center High	Matilda Harris Elementary School Camden Middle School Camden Ninth Grade Center Camden High School	2.0 North 1.2 Northwest 3.8 Northwest 3.8 Northwest
Hospital	Amelia Medical Center Urgent Care Southeast Georgia Health System Hospital	0.9 West 1.1 Southeast
Police	Kingsland Police Department	4.0 Northwest
Fire	Kingsland Fire & Rescue Station	1.8 Northwest
Post Office	U.S. Post Office	3.3 Northwest
Bank	Southeastern Bank Citizens State Bank Heritage Bank	0.8 West 0.8 Southeast 1.1 West
Library	Camden Library	1.1 West
Park	Howard Peoples Park	1.7 Northwest
Fitness Center	Lifetime Fitness Anytime Fitness	1.8 South 1.1 West
Gas Station	Murphy USA Shell Gas-2-Go	0.8 Southeast 1.6 West 2.1 North
Pharmacy	Walgreens Publix Walmart Supercenter	0.4 Southeast 0.5 West 0.8 Southeast
Restaurant	Willie Jewels BBQ Raidas Asian Café & Restaurant China Wok	0.1 South 0.2 South 0.5 West
Day Care	Krayons Academy	1.3 East
Church	Holy Trinity Church Christ's Church of Camden Kingdom Hall of Jehovah's Witness	Adjacent West 0.9 East 1.3 East

The subject site is located in a mixed use area just north of State Route 40, with several community services within 1.0 mile of the site, including a Publix grocery store, Walmart Supercenter, Big Kmart, Walgreens and multiple dining establishments. Notably, most area services are located along or conveniently accessible from State Route 40 which serves as a commercial corridor within the Kingsland area. However, it is also of note that while fixed-route public transportation is not available, Coastal Regional Coaches offers an on-call, on-site service for a fee and is available to the general public. The availability of this transportation service further enhances accessibility of area services and is considered beneficial to the targeted low-income population at the subject project.

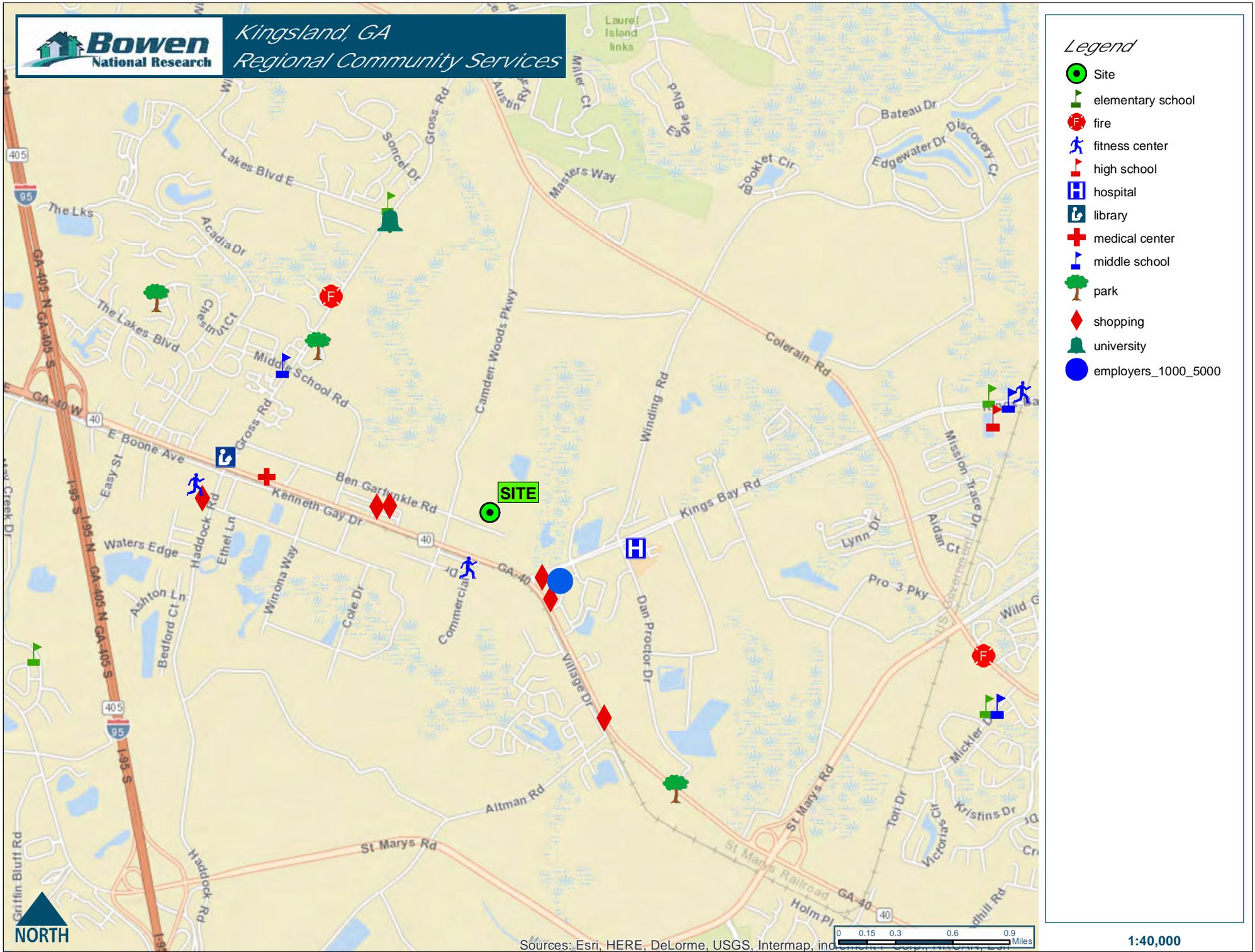
Emergency response services such as the Kingsland Police Department and Kingsland Fire & Rescue Station are located within 4.0 miles and 1.8 miles, respectively, of the site while the Southeast Georgia Health Systems Hospital is just 1.1 mile southeast of the site. Additional medical services are offered at Amelia Medical Care Urgent Care, located 0.9 miles west of the site. Further, the Camden County School District serves the subject site and all applicable attendance schools are located within 3.8 miles of the site, with school bus transportation being provided by the school district.

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



- Legend*
- Site Area
 - bank
 - child care
 - church
 - convenience store
 - fire
 - fitness center
 - gas
 - grocery
 - hospital
 - library
 - medical center
 - middle school
 - park
 - pharmacy
 - restaurant
 - shopping
 - employers_1000_5000





- Legend*
-  Site
 -  elementary school
 -  fire
 -  fitness center
 -  high school
 -  hospital
 -  library
 -  medical center
 -  middle school
 -  park
 -  shopping
 -  university
 -  employers_1000_5000



6. CRIME ISSUES

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

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

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

Total crime risk (60) for the Site PMA is below the national average (100) with an overall personal crime index of 58 and a property crime index of 59. Total crime risk (65) for Camden County is also below the national average with indexes for personal and property crime of 59 and 66, respectively.

	Crime Risk Index	
	Site PMA	Camden County
Total Crime	60	65
Personal Crime	58	59
Murder	69	65
Rape	72	66
Robbery	29	32
Assault	57	71
Property Crime	59	66
Burglary	65	78
Larceny	81	83
Motor Vehicle Theft	30	36

Source: Applied Geographic Solutions

As the preceding illustrates, the crime index reported for the Site PMA (60) is lower than that reported for Camden County (65) as a whole and both are well below the national average of 100. These low crime rates have likely resulted in a low perception of crime within both the Site PMA and the county, which is further evident by the high occupancy rates reported among the rental properties surveyed in the Site PMA. These low crime rates are expected to contribute to the overall marketability of the subject project.

A map illustrating crime risk is on the following page.



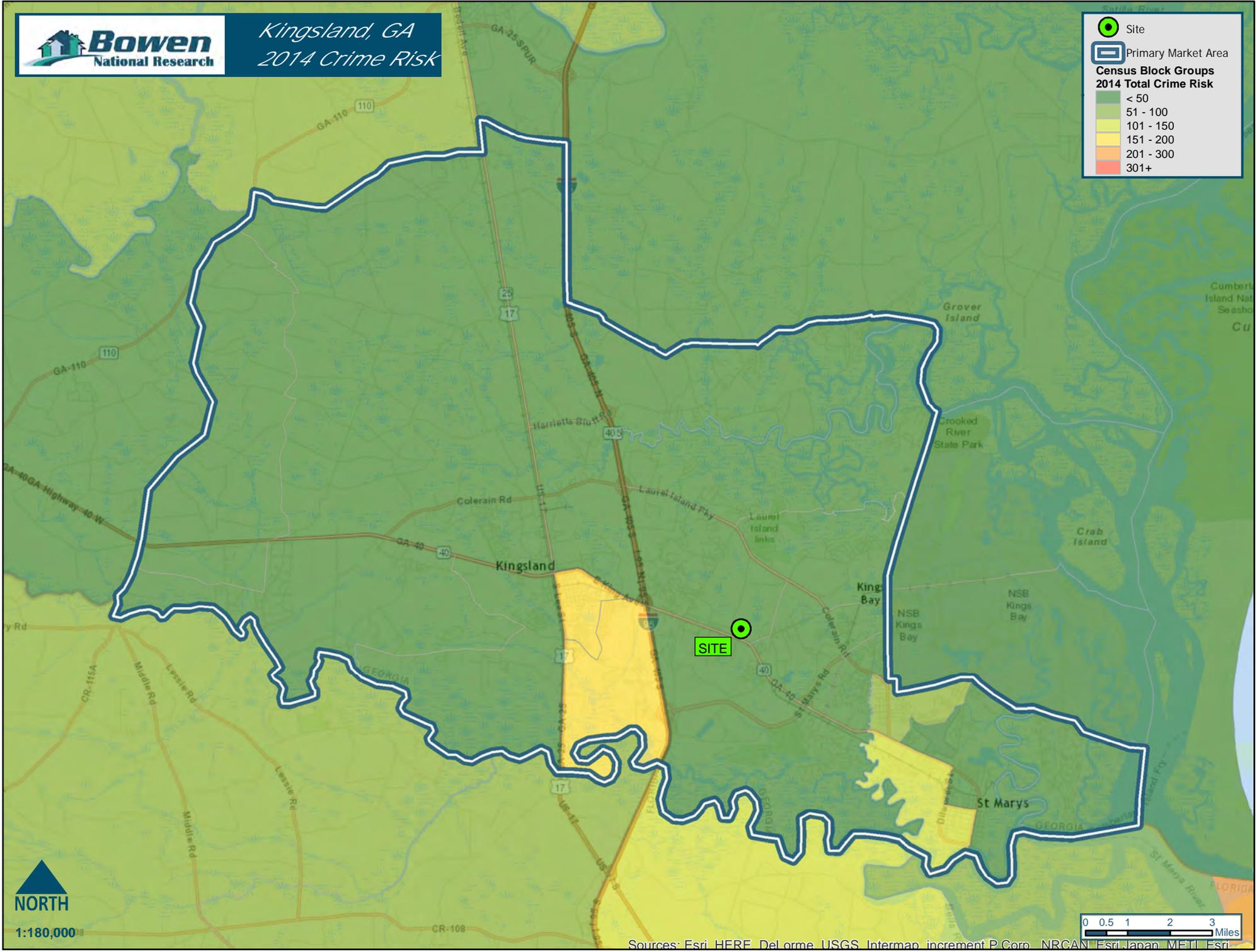
Kingsland, GA
2014 Crime Risk

● Site

▭ Primary Market Area

Census Block Groups
2014 Total Crime Risk

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



1:180,000



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

7. OVERALL SITE EVALUATION

The subject site is situated within an established portion of Kingsland and is expected to benefit from its close proximity to the State Route 40 corridor, which allows for many area services to be within close proximity of the subject site. The wooded land surrounding much of the subject site is also considered beneficial to the subject project, as this will provide a semi-private living environment to residents of the subject project. Although visibility of the subject site is mostly obstructed due to the wooded land and existing structures surrounding much of the subject site, visibility and awareness of the subject project could be easily enhanced by promotional signage near the intersection of Camden Woods Parkway and State Route 40 south of the site. Access to the subject site is considered good, as Camden Woods Parkway borders the site to the west and provides direct access to and from State Route 40, an arterial roadway providing access throughout the Kingsland area as well as to Interstate 95 west of the subject site. As previously stated, the subject's proximity to State Route 40 allows for many area services to be easily accessible from the subject site. Notably, a Publix grocery store and pharmacy, Walmart Supercenter, Big Kmart, and Walgreens are all located within 1.0 mile of the subject site. Based on the preceding analysis, the subject project is expected to fit well within the immediate site neighborhood and will benefit from its convenient accessibility to and from State Route 40, as well as its proximity to multiple arterial/major roadways and most area services.

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.



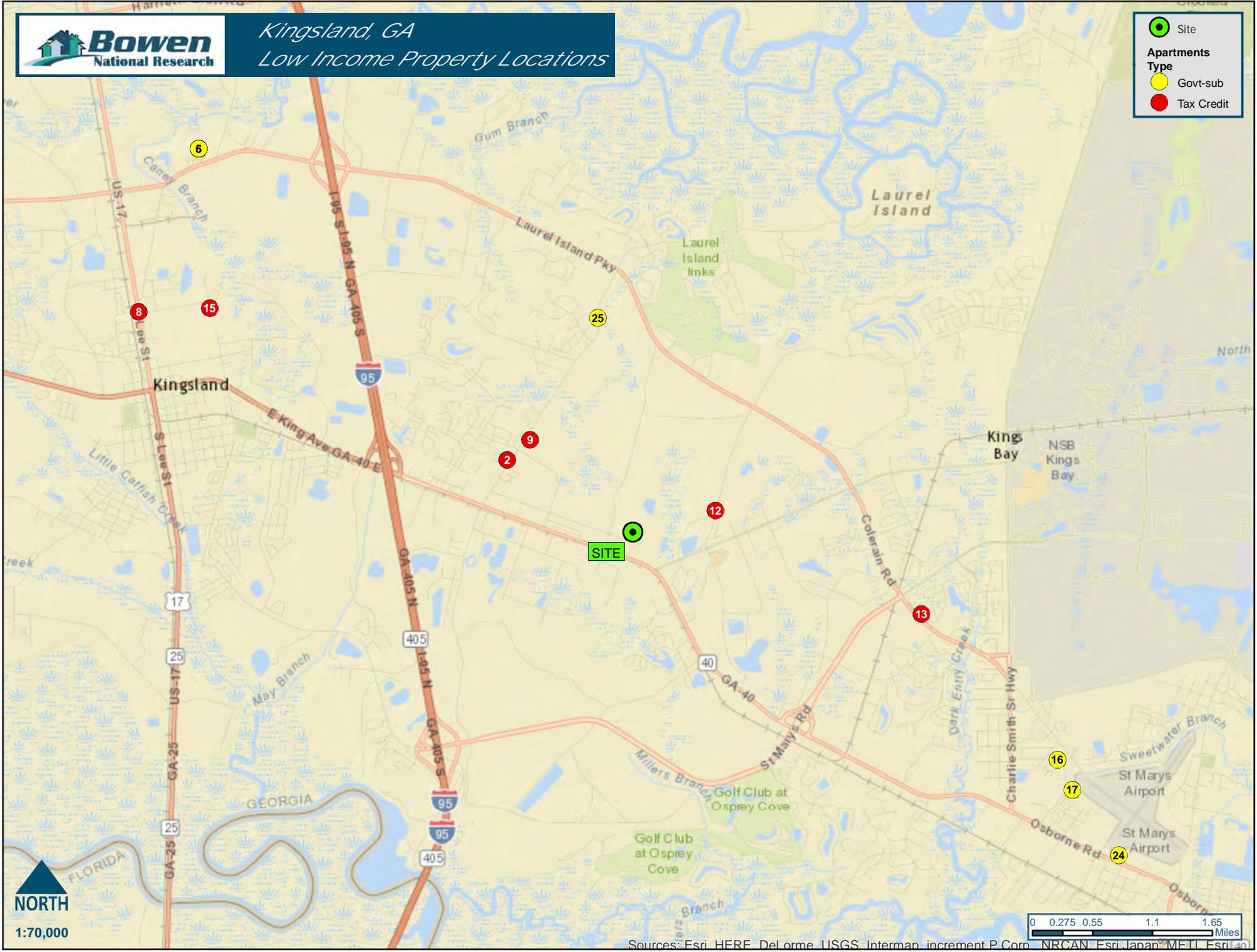
Kingsland, GA

Low Income Property Locations

Site
●

Apartments Type

- Govt-sub
- Tax Credit



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

SECTION D – PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Kingsland Site PMA was determined through interviews with area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

Dillon Clemons is the Property Manager of the Kings Grant Apartments and Caney Heights, two general-occupancy Tax Credit properties located in the Site PMA. Mr. Clemons agreed with the Site PMA, stating that the majority of his residents have originated from within immediate Kingsland area and have lived in Kingsland most of their lives. Mr. Clemons further stated that many of his residents work nearby at the Express Scripts call center and the Walmart Supercenter. Due to most area residents' familiarity with the Kingsland area and/or the many nearby area services and employment opportunities, Mr. Clemons believes that most residents would prefer to remain within the greater Kingsland area when seeking housing.

Gwen Stevens is the Leasing Manager of Royal Point Apartments, a general-occupancy Tax Credit property located in the Site PMA. Ms. Stevens stated that approximately 98.0% of her residents have originated from within the Kingsland and St. Marys area. Ms. Stevens further stated that she feels the Site PMA accurately represents the area in which the majority of support for affordable housing in the Kingsland market originates. Ms. Stevens feels that residents within the Kingsland and St. Marys areas are not likely to relocate to areas outside the Site PMA due to the proximity of community services and family and friends within the area.

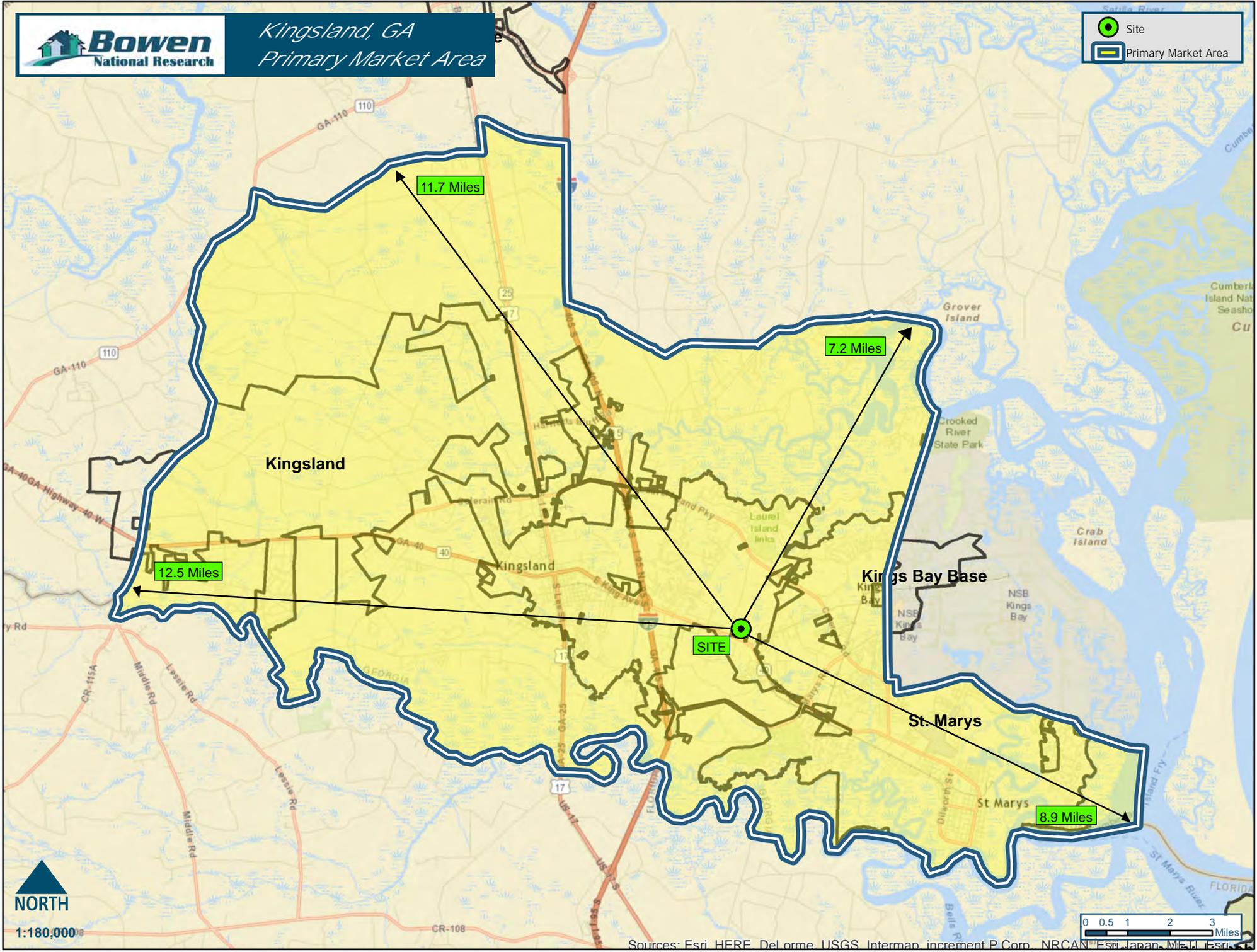
The Kingsland Site PMA includes the municipalities of Kingsland and St. Marys, as well as some of the surrounding unincorporated portions of Camden County. Specifically, the boundaries of the Site PMA generally include, the northern boundary of Census Tract 103.02, Billyville Road and Polecat Road to the north; the Kings Bay Base to the east; the Georgia-Florida state boundary to the south; and Springhill Road North and State Route 110 to the west.

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

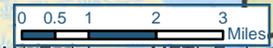


*Kingsland, GA
Primary Market Area*

● Site
▭ Primary Market Area



1:180,000



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

SECTION E – COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Population	34,120	41,545	42,930	43,293
Population Change	-	7,425	1,385	363
Percent Change	-	21.8%	3.3%	0.8%

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

The Kingsland Site PMA population base increased by 7,425 between 2000 and 2010. This represents a 21.8% increase over the 2000 population, or an annual rate of 2.0%. Between 2010 and 2015, the population increased by 1,385, or 3.3%. It is projected that the population will increase by 363, 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	12,930	31.1%	12,586	29.3%	12,654	29.2%	68	0.5%
20 to 24	3,353	8.1%	3,029	7.1%	2,778	6.4%	-250	-8.3%
25 to 34	6,027	14.5%	7,182	16.7%	7,342	17.0%	160	2.2%
35 to 44	5,599	13.5%	5,381	12.5%	5,612	13.0%	231	4.3%
45 to 54	5,835	14.0%	5,524	12.9%	5,273	12.2%	-252	-4.6%
55 to 64	4,105	9.9%	4,689	10.9%	4,818	11.1%	129	2.7%
65 to 74	2,474	6.0%	3,035	7.1%	3,152	7.3%	118	3.9%
75 & Over	1,221	2.9%	1,504	3.5%	1,663	3.8%	160	10.6%
Total	41,544	100.0%	42,930	100.0%	43,293	100.0%	363	0.8%

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

As the preceding table illustrates, over 53% of the population is expected to be between 25 and 64 years old in 2015. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants. Note that this primary age group is projected to increase in population by 268, or 1.2%, between 2015 and 2017.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Households	11,961	15,343	16,024	16,205
Household Change	-	3,382	681	182
Percent Change	-	28.3%	4.4%	1.1%
Household Size	2.85	2.71	2.68	2.67

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

Within the Kingsland Site PMA, households increased by 3,382 (28.3%) between 2000 and 2010. Between 2010 and 2015, households increased by 681 or 4.4%. By 2017, there will be 16,205 households, an increase of 182 households, or 1.1% over 2015 levels. This is an increase of approximately 91 households annually over the next two years, which is considered good household growth and will likely result in increased housing demand within the Site PMA.

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	1,266	8.3%	1,085	6.8%	1,021	6.3%	-64	-5.9%
25 to 34	2,993	19.5%	3,524	22.0%	3,591	22.2%	66	1.9%
35 to 44	3,087	20.1%	2,915	18.2%	3,024	18.7%	109	3.7%
45 to 54	3,266	21.3%	3,044	19.0%	2,893	17.8%	-152	-5.0%
55 to 64	2,392	15.6%	2,668	16.6%	2,729	16.8%	62	2.3%
65 to 74	1,545	10.1%	1,847	11.5%	1,913	11.8%	66	3.6%
75 to 84	625	4.1%	789	4.9%	843	5.2%	54	6.9%
85 & Over	169	1.1%	153	1.0%	192	1.2%	40	26.2%
Total	15,343	100.0%	16,024	100.0%	16,206	100.0%	182	1.1%

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

As previously discussed, the primary age cohort of potential renters at the subject project is those between the ages of 25 and 64. Notably, it is estimated that nearly 76% of all households will be comprised of those between the ages of 25 and 64 in 2015. Additionally, this primary age group is projected to increase by 85 households, or 0.7%, between 2015 and 2017.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	9,869	64.3%	9,889	61.7%	9,981	61.6%
Renter-Occupied	5,474	35.7%	6,135	38.3%	6,224	38.4%
Total	15,343	100.0%	16,024	100.0%	16,205	100.0%

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

In 2015, homeowners occupied 61.7% of all occupied housing units, while the remaining 38.3% were occupied by renters. The share of renters is relatively high and represents a good base of potential renters in the market for the subject development. Note that the number of renter households is projected to increase by 89, or 1.5%, between 2015 and 2017. This demonstrates an expanding base of potential renter support for the subject development within the Site PMA.

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	1,716	28.0%	1,751	28.1%	35	2.1%
2 Persons	1,604	26.1%	1,623	26.1%	19	1.2%
3 Persons	1,211	19.7%	1,229	19.7%	18	1.5%
4 Persons	899	14.6%	907	14.6%	9	1.0%
5 Persons+	706	11.5%	714	11.5%	9	1.2%
Total	6,135	100.0%	6,224	100.0%	90	1.5%

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	1,694	17.1%	1,725	17.3%	32	1.9%
2 Persons	3,691	37.3%	3,716	37.2%	25	0.7%
3 Persons	1,892	19.1%	1,909	19.1%	17	0.9%
4 Persons	1,544	15.6%	1,552	15.6%	9	0.6%
5 Persons+	1,069	10.8%	1,079	10.8%	10	0.9%
Total	9,889	100.0%	9,981	100.0%	92	0.9%

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

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

3. INCOME TRENDS

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

Household Income	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,217	7.9%	1,414	8.8%	1,401	8.6%
\$10,000 to \$19,999	1,623	10.6%	1,669	10.4%	1,653	10.2%
\$20,000 to \$29,999	1,289	8.4%	1,442	9.0%	1,447	8.9%
\$30,000 to \$39,999	1,573	10.3%	1,614	10.1%	1,588	9.8%
\$40,000 to \$49,999	1,781	11.6%	1,731	10.8%	1,729	10.7%
\$50,000 to \$59,999	1,520	9.9%	1,566	9.8%	1,556	9.6%
\$60,000 to \$74,999	2,089	13.6%	2,198	13.7%	2,196	13.6%
\$75,000 to \$99,999	1,985	12.9%	2,075	12.9%	2,143	13.2%
\$100,000 to \$124,999	1,137	7.4%	1,159	7.2%	1,225	7.6%
\$125,000 to \$149,999	427	2.8%	440	2.7%	498	3.1%
\$150,000 to \$199,999	529	3.4%	527	3.3%	543	3.3%
\$200,000 & Over	171	1.1%	189	1.2%	226	1.4%
Total	15,343	100.0%	16,024	100.0%	16,205	100.0%
Median Income	\$51,231		\$50,906		\$51,828	

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

In 2010, the median household income was \$51,231. This declined by 0.6% to \$50,906 in 2015. By 2017, it is projected that the median household income will be \$51,828, an increase of 1.8% over 2015. The projected increase in the median household income between 2015 and 2017 is a good indication of the strength and stability of the Kingsland market. It is also important to note however, that although the median household income will increase, lower-income households earning below \$40,000 will still comprise nearly 38.0% of all households (renter and owner) within the Site PMA. This is a good indication that demand for affordable housing will remain high within the Site PMA, despite the projected increase in median household income.

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

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	198	119	154	104	36	612
\$10,000 to \$19,999	434	246	174	34	26	915
\$20,000 to \$29,999	235	147	83	115	147	726
\$30,000 to \$39,999	136	237	182	80	80	714
\$40,000 to \$49,999	169	180	235	52	87	722
\$50,000 to \$59,999	68	137	35	88	0	328
\$60,000 to \$74,999	140	244	61	204	48	696
\$75,000 to \$99,999	33	46	90	110	25	305
\$100,000 to \$124,999	19	50	3	18	190	280
\$125,000 to \$149,999	31	6	37	0	0	75
\$150,000 to \$199,999	19	34	10	0	1	65
\$200,000 & Over	18	2	14	1	1	36
Total	1,500	1,447	1,078	807	641	5,474

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	237	159	216	131	40	783
\$10,000 to \$19,999	555	273	176	43	30	1,078
\$20,000 to \$29,999	290	148	89	136	162	825
\$30,000 to \$39,999	154	260	184	86	51	735
\$40,000 to \$49,999	136	186	265	49	83	718
\$50,000 to \$59,999	71	164	48	106	1	390
\$60,000 to \$74,999	175	255	88	217	49	784
\$75,000 to \$99,999	32	60	91	115	44	341
\$100,000 to \$124,999	21	58	11	14	238	341
\$125,000 to \$149,999	17	9	29	0	4	59
\$150,000 to \$199,999	15	29	6	1	1	52
\$200,000 & Over	14	3	9	1	3	29
Total	1,716	1,604	1,211	899	706	6,135

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2017 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	241	158	209	129	40	776
\$10,000 to \$19,999	551	266	178	41	28	1,064
\$20,000 to \$29,999	297	149	88	137	160	832
\$30,000 to \$39,999	155	253	182	87	47	724
\$40,000 to \$49,999	144	193	277	46	81	742
\$50,000 to \$59,999	76	161	48	109	0	394
\$60,000 to \$74,999	178	262	86	220	51	797
\$75,000 to \$99,999	34	65	101	120	45	365
\$100,000 to \$124,999	23	66	11	14	250	363
\$125,000 to \$149,999	20	12	31	1	5	69
\$150,000 to \$199,999	16	31	8	1	2	58
\$200,000 & Over	17	7	10	2	4	40
Total	1,751	1,623	1,229	907	714	6,224

Source: Ribbon Demographics; ESRI; Urban Decision Group

Demographic Summary

Demographic trends have been, and are projected to continue to be, positive within the Kingsland Site PMA. Specifically, the total population is projected to increase by 363 (0.8%), while the total number of households will increase by 182 (1.1%) between 2015 and 2017. The primary age cohort of potential renters at the subject project is those between the ages of 25 and 64, an age cohort which is estimated to comprise nearly 76.0% of all households within the Site PMA in 2015. This primary age cohort is also projected to increase by 85 (0.7%) households between 2015 and 2017. Renter households will also increase during this time period, by a total of 89, or 1.5%, with 6,224 renter households projected for the market in 2017. Notably, nearly 55.0% of all renter households are projected to earn below \$40,000 in 2017. Based on the preceding factors, there appears to be a large base of age- and income-eligible renter households in the market for affordable family-oriented rental product such as that proposed at the subject site.

SECTION F – ECONOMIC TRENDS

1. LABOR FORCE PROFILE

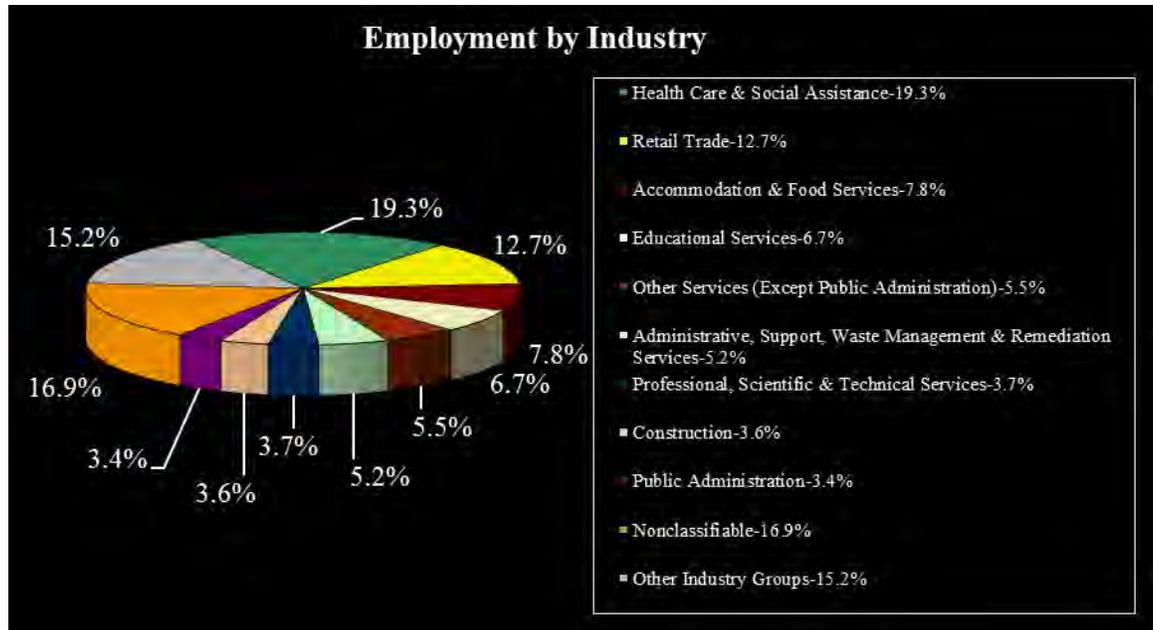
The labor force within the Kingsland Site PMA is based primarily in two sectors. Health Care & Social Assistance (which comprises 19.3%) and Retail Trade comprise approximately 32% of the Site PMA labor force. Non-classifiable jobs comprised over 17% of the labor force. Employment in the Kingsland Site PMA, as of 2015, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	6	0.3%	8	0.1%	1.3
Mining	2	0.1%	3	0.0%	1.5
Utilities	4	0.2%	33	0.2%	8.3
Construction	154	7.2%	532	3.6%	3.5
Manufacturing	40	1.9%	384	2.6%	9.6
Wholesale Trade	68	3.2%	222	1.5%	3.3
Retail Trade	245	11.5%	1,869	12.7%	7.6
Transportation & Warehousing	60	2.8%	339	2.3%	5.7
Information	42	2.0%	225	1.5%	5.4
Finance & Insurance	81	3.8%	368	2.5%	4.5
Real Estate & Rental & Leasing	114	5.4%	428	2.9%	3.8
Professional, Scientific & Technical Services	172	8.1%	545	3.7%	3.2
Management of Companies & Enterprises	6	0.3%	12	0.1%	2.0
Administrative, Support, Waste Management & Remediation Services	418	19.7%	770	5.2%	1.8
Educational Services	58	2.7%	990	6.7%	17.1
Health Care & Social Assistance	183	8.6%	2,843	19.3%	15.5
Arts, Entertainment & Recreation	38	1.8%	219	1.5%	5.8
Accommodation & Food Services	126	5.9%	1,149	7.8%	9.1
Other Services (Except Public Administration)	273	12.8%	808	5.5%	3.0
Public Administration	36	1.7%	499	3.4%	13.9
Nonclassifiable	0	0.0%	2,490	16.9%	0.0
Total	2,126	100.0%	14,736	100.0%	6.9

*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 East Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	East Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$76,560	\$108,550
Business and Financial Occupations	\$52,880	\$70,950
Computer and Mathematical Occupations	\$52,800	\$80,740
Architecture and Engineering Occupations	\$55,150	\$76,020
Community and Social Service Occupations	\$37,450	\$42,850
Art, Design, Entertainment and Sports Medicine Occupations	\$39,650	\$50,400
Healthcare Practitioners and Technical Occupations	\$57,200	\$72,600
Healthcare Support Occupations	\$22,250	\$26,850
Protective Service Occupations	\$29,320	\$33,830
Food Preparation and Serving Related Occupations	\$18,500	\$19,890
Building and Grounds Cleaning and Maintenance Occupations	\$21,170	\$23,870
Personal Care and Service Occupations	\$20,500	\$23,420
Sales and Related Occupations	\$24,870	\$37,010
Office and Administrative Support Occupations	\$28,370	\$33,860
Construction and Extraction Occupations	\$32,720	\$38,210
Installation, Maintenance and Repair Occupations	\$35,000	\$42,770
Production Occupations	\$26,920	\$32,080
Transportation and Moving Occupations	\$30,230	\$34,510

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

Most annual blue-collar salaries range from \$18,500 to \$39,650 within the East Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$58,918. It is important to note that most occupational types within the East Georgia Nonmetropolitan Area have lower typical wages than the State of Georgia's typical wages. Regardless, the proposed project will generally target households with incomes between \$17,000 and \$41,000. As such, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The ten largest employers within Camden County comprise a total of 13,127 employees. These employers are summarized as follows:

Employer Name	Business Type	Total Employed
Naval Submarine Base Kings Bay	Military	8,979
Camden County School System	Education	1,241
Express Scripts	Healthcare	625
Lockheed Missile and Space	Manufacturer	516
Southeast Georgia Health System	Healthcare	450
Camden County Government	Government	373
Wal-Mart Supercenter	Retail	350
Kings Bay Support Services	Military	350
General Dynamics/Electric Boat	Manufacturer	129
Publix	Grocery	114
	Total	13,127

Source: Camden County Joint Development Authority-CAFR 2013

According to an economic representative with the City of Kingsland the local economy is slowly improving and there has been a renewed interest in commercial use along State Route 40. The following are summaries of notable economic development activity within Camden County.

- Kings Bay Support Services LLC, located in Baton Rouge, Louisiana, has been awarded a contract expansion of more than \$40 million for support services to be located at the Kings Bay Naval Submarine Base in Camden County, Georgia. This project is expected to be complete by November 2015.

- In September 2014 The Kingsland City Council approved plans for the Epic Adventures Resort Kingsland, which is expected to create 2,350 jobs. The resort would include a hotel, conference center, water park, go-cart track, miniature golf, zip line and ropes course, outdoor amphitheater, bowling lanes, restaurants, theaters, shops and various other businesses. However, development of this project has not yet begun, rather a feasibility study is currently being conducted for the potential \$350 million resort to be located in Kingsland. The anticipated timeline for this project was not available at the time of this report.
- It was announced during the fourth quarter of 2014 that NASA is considering Camden County as a potential location for two launch pads. This potential project, Spaceport Camden, has been in the pipeline since 2012 and would be located off of Interstate 95 at Exit 7. In addition to this location within Camden County, NASA is also considering a potential location in Orlando, Florida. If Camden County is chosen as the location for this project, it is anticipated that the facility would be operational sometime in 2018 and would create a substantial number of jobs within the county.
- In April 2015 the Georgia General Assembly set aside \$1.1 million of the 2016 state budget that will be used to renovate the Coastal Pines Technical College in Kingsland.

Infrastructure Projects

The Gaines Davis sewer extension in St. Marys is currently under construction and involves a total investment of \$3.8 million.

In December 2014 The Georgia Public Service Commission approved a solar energy project at Kings Bay Naval Submarine Base near St. Mary's. Construction of the 30-megawatt solar project should be completed sometime in 2016.

WARN (layoff notices):

According to the Georgia Department of Labor website, there have been no WARN notices reported for Camden County since January 2014. This is a good indication of the strength and stability of the Camden County economy.

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 8.6% over the past five years in Camden County, more than the Georgia state increase of 5.1%. Total employment reflects the number of employed persons who live within the county.

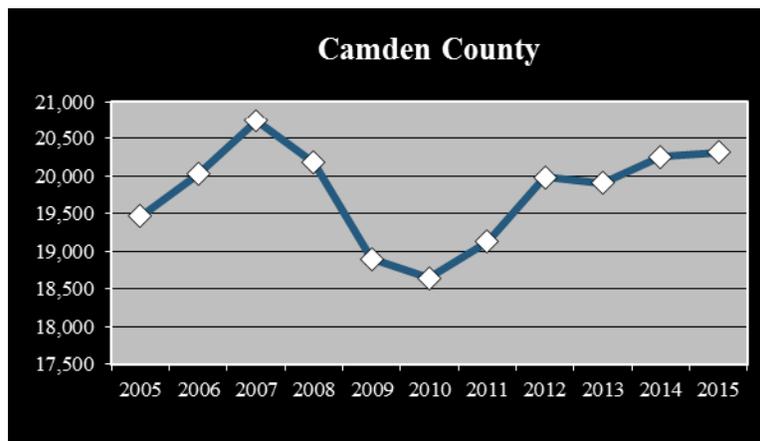
The following illustrates the total employment base for Camden County, Georgia and the United States.

Year	Total Employment					
	Camden County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2005	19,466	-	4,341,223	-	139,967,126	-
2006	20,024	2.9%	4,489,128	3.4%	142,299,506	1.7%
2007	20,742	3.6%	4,597,640	2.4%	145,000,043	1.9%
2008	20,178	-2.7%	4,575,010	-0.5%	146,388,369	1.0%
2009	18,902	-6.3%	4,311,854	-5.8%	146,047,748	-0.2%
2010	18,643	-1.4%	4,202,052	-2.5%	140,696,560	-3.7%
2011	19,128	2.6%	4,262,403	1.4%	140,457,589	-0.2%
2012	19,987	4.5%	4,344,683	1.9%	141,727,933	0.9%
2013	19,911	-0.4%	4,367,926	0.5%	143,566,680	1.3%
2014	20,255	1.7%	4,414,343	1.1%	144,950,662	1.0%
2015*	20,319	0.3%	4,441,390	0.6%	146,735,092	1.2%

Source: Department of Labor; Bureau of Labor Statistics

*Through February

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



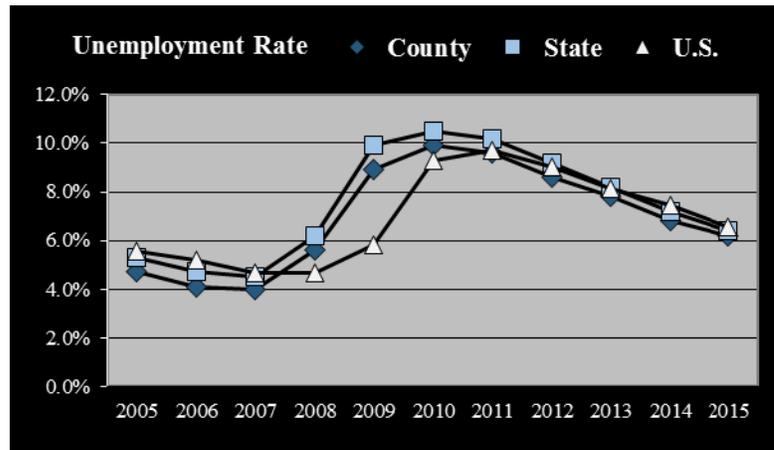
Similar to most markets, Camden County experienced a decline in total employment between 2007 and 2010, likely as a direct result of the national recession. However, since 2010 the employment base has increased by 1,676 jobs, or 9.0%, through February of 2015.

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

Year	Unemployment Rate		
	Camden County	Georgia	United States
2005	4.7%	5.3%	5.6%
2006	4.1%	4.7%	5.2%
2007	4.0%	4.5%	4.7%
2008	5.6%	6.2%	4.7%
2009	8.9%	9.9%	5.8%
2010	9.9%	10.5%	9.3%
2011	9.6%	10.2%	9.7%
2012	8.6%	9.2%	9.0%
2013	7.8%	8.2%	8.1%
2014	6.8%	7.2%	7.4%
2015*	6.2%	6.4%	6.5%

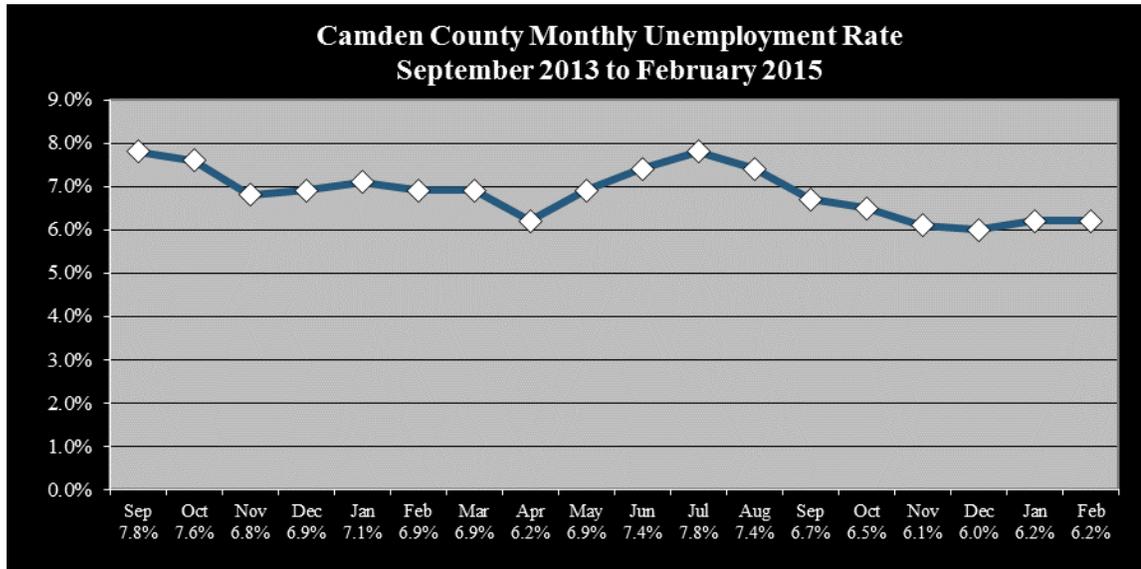
Source: Department of Labor, Bureau of Labor Statistics

*Through February



The unemployment rate was also adversely impacted by the national recession, as it increased from 4.0% in 2007 to 9.9% in 2010. Note however, that the unemployment rate within Camden County has remained below state averages over the past ten year period, despite the impact of the national recession. Further, the unemployment rate has declined by more than three full percentage points since 2010 to a rate of 6.2% through February of 2015.

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



As the preceding illustrates, the monthly unemployment rate within Camden County has generally trended downward over the past 18-month period, declining from 7.8% in September 2013 to 6.2% in February of 2015. The unemployment rate has remained below 7.0% since September of 2014.

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

In-Place Employment Camden County			
Year	Employment	Change	Percent Change
2004	13,939	-	-
2005	15,065	1,126	8.1%
2006	15,196	131	0.9%
2007	15,643	447	2.9%
2008	15,038	-605	-3.9%
2009	14,127	-911	-6.1%
2010	13,362	-765	-5.4%
2011	13,828	466	3.5%
2012	14,331	503	3.6%
2013	14,439	108	0.8%
2014*	15,152	713	4.9%

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 Camden County to be 72.5% of the total Camden County employment. While this illustrates that a moderate share of residents leave Camden County for daytime employment, a large share also remain in the county for daytime employment. Regardless, this share of in-place employment is not expected to have any adverse impact on marketability of the subject project, as most potential tenants of the subject project will likely be accustomed to commuting patterns within the Kingsland and Camden County areas.

4. ECONOMIC FORECAST

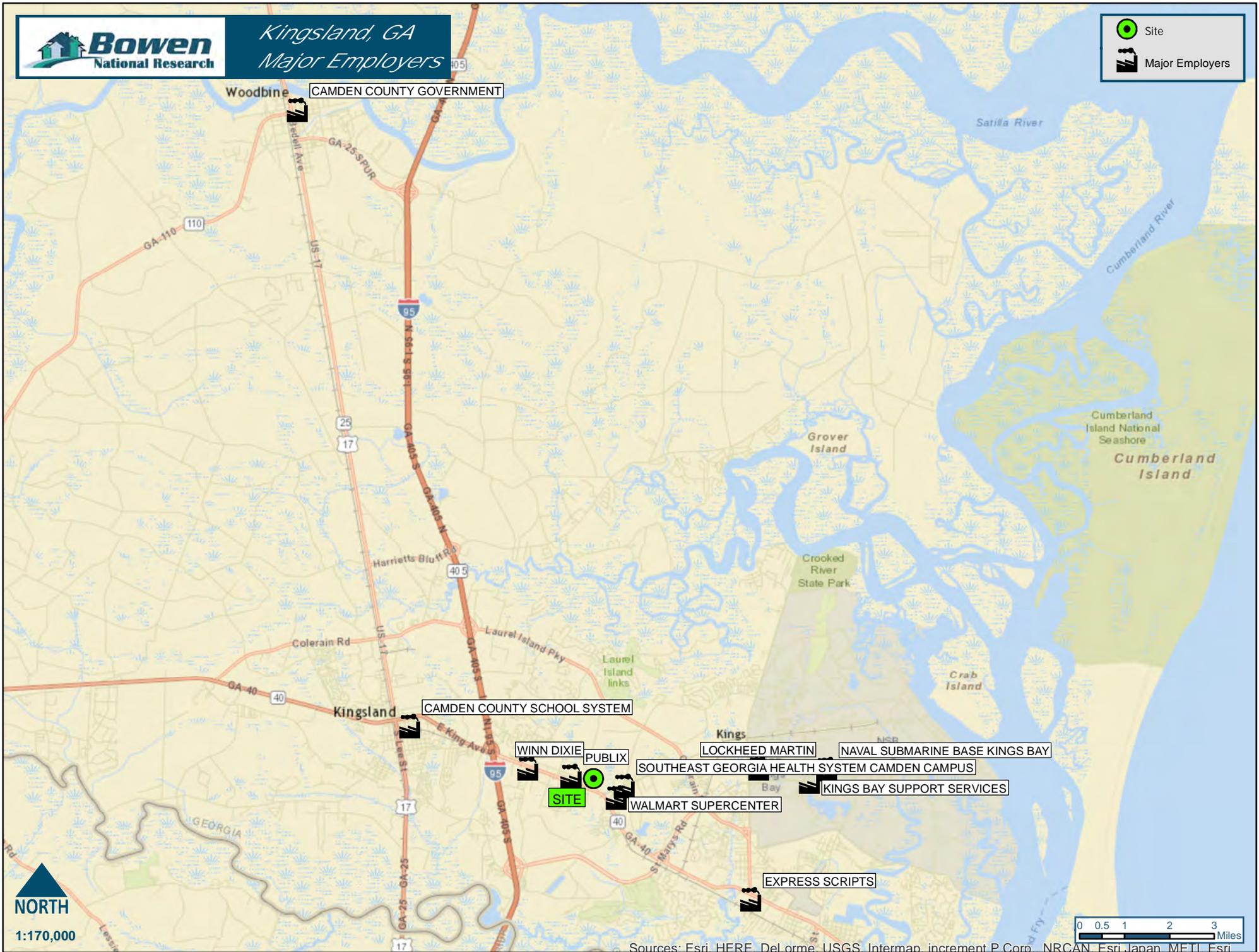
According to a local economic development representative, the Camden County economy is slowly improving. It is also of note that there are two large-scale economic development projects being considered within Camden County according to information provided by local economic development representatives at the time of this report. These projects include the potential development of a NASA launch pad site (Spaceport Camden) and the Epic Adventures Resort Kingsland for which a feasibility study is currently being conducted. The development of one, or both, of these projects would greatly impact the overall Camden County economy in terms of both revenue and job creation. In addition to these aforementioned projects, overall economic trends within the county have been positive since the end of the national recession. Specifically, since 2010 (through February of 2015) total employment has increased by nearly 1,700 jobs, or 9.0%, while the unemployment rate has declined by more than three full percentage points to a rate of 6.2%. Notably, the unemployment rate within Camden County has remained below the state average each of the past ten years and has been below the national average each year since 2010. Based on the preceding factors, we expect the Camden County economy will continue to improve for the foreseeable future. However, it is also important to note that while economic trends have been and are expected to continue to be positive, nearly 55% of all renter households in the Kingsland Site PMA are projected to earn below \$40,000 in 2017, as illustrated in Section E. Therefore, we expect demand for affordable rental housing will remain high within the Kingsland and Camden County areas, regardless of economic conditions. This is further evident by the high occupancy rates and waiting lists reported among the existing affordable rental properties surveyed in the Site PMA, as illustrated in Addendum A.

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



Kingsland, GA Major Employers

- Site
- Major Employers



NORTH
1:170,000

SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

1. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within Camden County, Georgia, which has a median four-person household income of \$62,400 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 AMHI level.

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$21,850	\$26,220
Two-Person	\$25,000	\$30,000
Three-Person	\$28,100	\$33,720
Four-Person	\$31,200	\$37,440
Five-Person	\$33,700	\$40,440

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 **\$40,440**.

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 LIHTC units at the subject site will have a lowest gross rent of \$516 (one-bedroom at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,192. 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 \$17,691.

c. Income-Appropriate Range

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

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited To 50% Of AMHI)	\$17,691	\$33,700
Tax Credit (Limited To 60% Of AMHI)	\$20,606	\$40,440
Tax Credit Overall	\$17,691	\$40,440

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 current 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 32.9% to 48.5% (depending upon targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing. Based on Table B25016 of the American Community Survey (ACS) 2006-2010 5-year estimates, 1.7% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.*

 - **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study. Not applicable, as the subject project will not be age-restricted.*
- c. **Other:** *DCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of developments awarded and/or constructed from 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 proposed development will be included in the Supply Analysis to be used in determining Net Supply in the Primary Market Area. In cases where the analyst believes the projects are not competitive with the subject units, the analyst will include a detailed description for each property and unit type explaining why the units were excluded from the market supply calculation. (e.g., the property is on the periphery of the market area, is a market-rate property; or otherwise only partially compares to the proposed subject).

There are no 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 properties included as part of supply in our demand analysis.

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income		
	50% AMHI (\$17,691-\$33,700)	60% AMHI (\$20,606-\$40,440)	Overall (\$17,691-\$40,440)
Demand From New Households (Age- And Income-Appropriate)	1,345 - 1,346 = -1	1,538 - 1,542 = -4	1,834 - 1,841 = -7
+			
Demand From Existing Households (Rent Overburdened)	1,346 X 48.5% = 653	1,542 X 32.9% = 507	1,841 X 39.3% = 724
+			
Demand From Existing Households (Renters In Substandard Housing)	1,346 X 1.7% = 23	1,542 X 1.7% = 26	1,841 X 1.7% = 31
=			
Demand Subtotal	675	529	748
+			
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A
=			
Total Demand	675	529	748
-			
Supply (Directly Comparable Units Built And/ Or Funded Since 2013)	0	0	0
=			
Net Demand	675	529	748
Proposed Units / Net Demand	12 / 675	48 / 529	60 / 748
Capture Rate	= 1.8%	= 9.1%	= 8.0%

N/A – Not Applicable

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the project's overall capture rate of 8.0% is considered low and easily achievable within the Kingsland Site PMA. This is especially true given the high occupancy rates and extensive waiting lists maintained among the existing LIHTC properties surveyed in the Site PMA.

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

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	30%
Two-Bedroom	50%
Three-Bedroom	20%
Total	100.0%

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

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Subject Rents
One-Bedroom (30%)	50%	2	203	0	203	1.0%	1 Month	\$631	\$375
One-Bedroom (30%)	60%	4	159	0	159	2.5%	2 Months	\$631	\$460
One-Bedroom	Total	6	362	0	362	1.7%	2 Months		-
Two-Bedroom (50%)	50%	6	337	0	337	1.8%	2 Months	\$698	\$450
Two-Bedroom (50%)	60%	28	264	0	264	10.6%	6 Months	\$698	\$560
Two-Bedroom	Total	34	603	0	603	5.6%	7 Months		-
Three-Bedroom (20%)	50%	4	135	0	135	3.0%	3 Months	\$764	\$500
Three-Bedroom (20%)	60%	16	106	0	106	15.1%	4 Months	\$764	\$640
Three-Bedroom	Total	20	241	0	241	8.3%	5 Months		-

*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.

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

The capture rates by bedroom type and AMHI level range from 1.0% to 15.1%, depending upon unit type. Utilizing this methodology, these capture rates are considered achievable and demonstrate a deep base of income-eligible renter households in the Kingsland Site PMA for the proposed subject development. This is especially true when considering the high occupancy rates and waiting lists maintained among the existing LIHTC projects in the market, as evidenced by our Field Survey of Conventional Rentals (Addendum A).

SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Kingsland 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	15,343	87.6%	16,024	87.2%
Owner-Occupied	9,869	64.3%	9,889	61.7%
Renter-Occupied	5,474	35.7%	6,135	38.3%
Vacant	2,167	12.4%	2,344	12.8%
Total	17,510	100.0%	18,368	100.0%

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

Based on a 2015 update of the 2010 Census, of the 18,368 total housing units in the market, 12.8% were vacant. Although the number of vacant housing units increased between 2010 and 2015, it is of note that the 12.8% share of vacant housing units is lower than the Georgia state average of 14.1% according to table DP04 of the American Community Survey (2009-2013 five year estimates). This likely indicates that the overall housing market within the Kingsland Site PMA is slightly stronger than that of the state of Georgia as a whole. Nonetheless, it is also important to note that these vacant housing units include abandoned, dilapidated and/or for-sale housing units, as well as housing units utilized for seasonal/recreation purposes. Therefore, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental housing market within the Kingsland Site PMA.

We identified and personally surveyed 26 conventional rental housing projects containing a total of 2,107 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 98.9%, a strong rate for rental housing. Each of the rental housing segments surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	14	1,268	22	98.3%
Tax Credit	6	424	1	99.8%
Government-Subsidized	6	415	0	100.0%
Total	26	2,107	23	98.9%

As the preceding table illustrates, each of the rental housing segments surveyed is performing very well, as none report occupancy rates below 98.3%. Notably, the non-subsidized Tax Credit segment reports an overall occupancy rate of 99.8%, which is reflective of just one (1) vacant unit. This is a good indication that non-subsidized Tax Credit product such as that proposed at the subject site is in high demand within the Kingsland Site PMA.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	26	2.1%	0	0.0%	\$548
One-Bedroom	1.0	311	24.5%	6	1.9%	\$677
Two-Bedroom	1.0	167	13.2%	4	2.4%	\$833
Two-Bedroom	2.0	482	38.0%	7	1.5%	\$802
Three-Bedroom	1.0	25	2.0%	1	4.0%	\$852
Three-Bedroom	1.5	8	0.6%	0	0.0%	\$877
Three-Bedroom	2.0	201	15.9%	3	1.5%	\$947
Four-Bedroom	2.0	48	3.8%	1	2.1%	\$1,066
Total Market-Rate		1,268	100.0%	22	1.7%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	34	8.0%	0	0.0%	\$562
Two-Bedroom	1.0	19	4.5%	0	0.0%	\$653
Two-Bedroom	2.0	187	44.1%	0	0.0%	\$723
Three-Bedroom	2.0	174	41.0%	1	0.6%	\$873
Four-Bedroom	2.0	10	2.4%	0	0.0%	\$1,063
Total Tax Credit		424	100.0%	1	0.2%	-

The market-rate units are 98.3% occupied and the non-subsidized Tax Credit units are 99.8% occupied. The median gross Tax Credit rents reported in the preceding table are less than the median gross rents reported among similar market-rate units, a good indication that non-subsidized Tax Credit product represents a value within the Kingsland market. Further, the minimal number of vacant units reported among non-subsidized Tax Credit product in the market demonstrates that all unit/bedroom types within this housing segment are in high demand, as illustrated in the preceding table.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	196	2.0%
B+	2	207	1.4%
B	3	152	1.3%
B-	7	624	1.8%
C+	1	89	2.2%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	50	0.0%
A-	3	158	0.0%
B+	2	216	0.5%

Vacancy rates among non-subsidized rental product do not exceed 2.2%, regardless of quality rating. The non-subsidized Tax Credit properties surveyed in the market are well maintained and have all been assigned a rating of “B+” or higher. Vacancy rates do not exceed 0.5% among the higher quality non-subsidized Tax Credit product in the market. As such, the high anticipated quality of the subject project should contribute to the project’s overall marketability within the Site PMA.

2. SUMMARY OF ASSISTED PROJECTS

A total of 12 federally subsidized and/or Tax Credit apartment developments were identified and surveyed in the Kingsland Site PMA. These projects were surveyed in April 2015 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)			
						One-Br.	Two-Br.	Three-Br.	Four-Br.
2	Ashton Cove Apts. (Family & Senior)	TAX	1998	72	100.0%	\$540 - \$562 (18)	\$653 - \$681 (38)	\$755 - \$835 (16)	-
5	Hilltop Terrace I	RD 515	1982	55	100.0%	\$514 - \$674 (10)	\$581 - \$767 (27)	\$636 - \$852 (18)	-
6	Hilltop Terrace II	RD 515	1988	55	100.0%	\$507 - \$623 (47)	\$578 - \$700 (8)	-	-
8	Kings Grant	TAX	2008	60	100.0%	-	\$687 - \$801 (27)	\$790 - \$873 (33)	-
9	Royal Point Apts.	TAX	2000	144	99.3%	-	\$702 - \$843 (72)	\$811 - \$973 (72)	-
12	Village at Winding Road	TAX	2013	50	100.0%	\$587 - \$602 (16)	\$708 - \$723 (34)	-	-
13	Reserve at Sugar Mill	TAX	1998 / 2012	70	100.0%	-	\$723 - \$828 (35)	\$837 - \$937 (35)	-
15	Caney Heights	TAX	2012	28	100.0%	-	-	\$846 - \$941 (18)	\$933 - \$1063 (10)
16	Cumberland Oaks Apts.	SEC 8	1985	154	100.0%	\$567 (32)	\$682 (90)	\$884 (32)	-
17	Cumberland Village Apts.	RD 515	1986	64	100.0%	\$492 - \$607 (30)	\$558 - \$703 (30)	\$622 - \$777 (4)	-
24	Pines Apts.	SEC 8	1983	70	100.0%	\$603 (10)	\$707 (48)	\$912 (12)	-
25	Cottages at Camden	SEC 8	2000	17	100.0%	\$751 (17)	-	-	-
Total				839	99.9%				

The 12 federally subsidized and/or Tax Credit properties surveyed in the market have a combined occupancy rate of 99.9%, which is reflective of just one (1) vacant unit reported among these properties. Additionally, nine (9) of these 12 properties maintain waiting lists for their next available units. The high occupancy rates and waiting lists maintained among these affordable properties is a good indication of pent-up demand in the market for additional affordable rental product, both subsidized and non-subsidized.

HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Georgia Department of Community Affairs' Rental Assistance Division-Waycross Office-Southern Region, there are approximately 198 Housing Choice Voucher holders within Camden County and no people currently on the waiting list for additional Vouchers. The waiting list is closed and is planned to reopen sometime in 2015. Annual turnover of persons in the Voucher program is estimated at zero. This reflects the continuing need for affordable housing and/or Housing Choice Voucher assistance within the Kingsland and Camden County areas.

The following table identifies the existing non-subsidized Tax Credit properties within the Site PMA that accept Housing Choice Vouchers as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
2	Ashton Cove Apts. (Family & Senior)	72	30	41.7%
8	Kings Grant	60	8	13.3%
9	Royal Point Apts.	144	40	27.8%
12*	Village at Winding Road	50	45	90.0%
13	Reserve at Sugar Mill	70	8	11.4%
15	Caney Heights	28	7	25.0%
	Total	424	138	32.5%

*Age-Restricted

As the preceding table illustrates, there are a total of 138 voucher holders residing at the existing non-subsidized LIHTC properties in the market. This comprises 32.5% of the 424 total non-subsidized LIHTC units offered among these properties. This is a good indication that the subject project will likely receive some support from Voucher holders within the Site PMA. However, when considering that more than 67% of the units offered among these LIHTC projects are occupied by non-voucher holders, it can also be concluded that the rents at these properties are achievable as evidenced by the overall 99.8% occupancy rate reported among the existing LIHTC projects.

If the rents do not exceed Fair Market Rents, 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 Camden County, Georgia and the proposed subject gross rents.

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents
One-Bedroom	\$575	\$516 (50%) \$601 (60%)
Two-Bedroom	\$778	\$630 (50%) \$740 (60%)
Three-Bedroom	\$1,081	\$719 (50%) \$859 (60%)

As the preceding illustrates, most of the proposed gross rents are set below the current Fair Market Rents. As such, the subject project will be able to accommodate Housing Choice Voucher holders. This will likely increase the base of income-appropriate renter households within the Kingsland 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 interviews with various building and planning officials from appropriate jurisdictions within the Kingsland Site PMA, it was determined that there are no multifamily rental projects within the development pipeline in the Site PMA.

Building Permit Data

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

Housing Unit Building Permits for Camden County:

Permits	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Multifamily Permits	0	0	0	0	64	396	0	0	50	0
Single-Family Permits	514	718	619	379	231	181	96	90	62	69
Total Units	514	718	619	379	295	577	96	90	112	69

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

Housing Unit Building Permits for Kingsland, GA:

Permits	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Multifamily Permits	0	0	0	0	64	0	0	0	0	0
Single-Family Permits	263	425	322	207	123	108	38	47	20	19
Total Units	263	425	322	207	187	108	38	47	20	19

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

As the preceding illustrates, both multifamily and single-family building permits experienced a decline during the national recession within Camden County and the city of Kingsland. In fact, aside from the 50 permits issued in 2012 for the age-restricted Village at Winding Road (Map ID 12) property located in St. Marys, there have been no multifamily permits issued within Camden County since 2009, while only 64 multifamily permits have been issued in the city of Kingsland over the past ten years. These multifamily building permit trends suggest that the Kingsland market is in need of newer multifamily product.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed a total of six conventional rental properties that operate under the Low-Income Housing Tax Credit (LIHTC) program within the Site PMA. One of these six properties however, Village at Winding Road (Map ID 12), is entirely restricted to senior households (age 55 and older) and therefore is not considered comparable to or competitive with the subject development. The remaining five LIHTC projects each at least partially target family households earning up to 50% and/or 60% of AMHI and offer one-, two- and/or three-bedroom units similar to the subject development. As such, these five properties are considered competitive with the subject development and have been included in our comparable analysis.

These competitive properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Tarrow Greene	2017	60	-	-	-	Families; 50% & 60% AMHI
2	Ashton Cove Apts. (Family & Senior)	1998	72	100.0%	2.2 Miles	200 H.H.	Families and Seniors 62+; 45% & 50% AMHI
8	Kings Grant	2008	60	100.0%	6.0 Miles	None	Families; 50% & 60% AMHI
9	Royal Point Apts.	2000	144	99.3%	2.0 Miles	None	Families; 50% & 60% AMHI
13	Reserve at Sugar Mill	1998 / 2012	70	100.0%	4.6 Miles	30 H.H.	Families; 50% & 60% AMHI
15	Caney Heights	2012	28	100.0%	5.2 Miles	30 H.H.	Families; 50% & 60% AMHI

OCC. – Occupancy

H.H. - Households

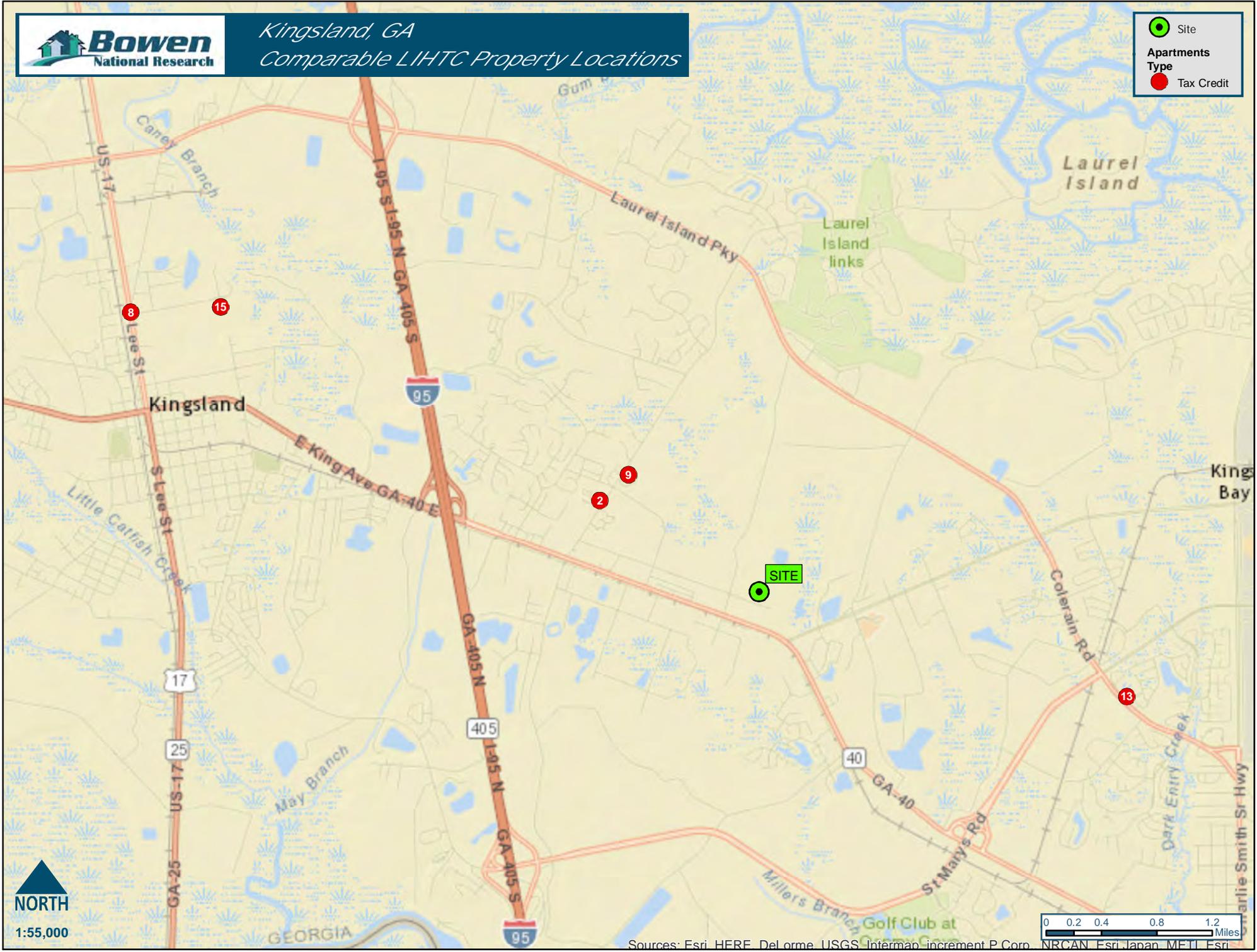
The five comparable LIHTC projects have a combined occupancy rate of 99.7%. Note that four of the five comparable properties are 100.0% occupied with waiting lists ranging from 30 to 200 households for their next available units. These high occupancy rates and waiting lists indicate that pent-up demand exists within the Kingsland market for additional family-oriented LIHTC product. The subject project is expected to help alleviate a portion of this pent-up demand.

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



*Kingsland, GA
Comparable LIHTC Property Locations*

● Site
● Apartments
● Tax Credit



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

The gross rents for the comparable 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:

		Gross Rent/Percent of AMHI (Number of Units/Vacancies)				
Map I.D.	Project Name	One-Br.	Two-Br.	Three-Br.	Four-Br.	Rent Special
Site	Tarrow Greene	\$516/50% (2) \$601/60% (4)	\$630/50% (6) \$740/60% (28)	\$719/50% (4) \$859/60% (16)	-	-
2	Ashton Cove Apts. (Family & Senior)	\$540/45% (13/0) \$562/50% (5/0)	\$653/45% (30/0) \$681/50% (8/0)	\$755/45% (11/0) \$835/50% (5/0)	-	None
8	Kings Grant	-	\$687/50% (7/0) \$801/60% (20/0)	\$790/50% (14/0) \$873/60% (19/0)	-	None
9	Royal Point Apts.	-	\$702/50% (30/0) \$843/60% (42/0)	\$811/50% (31/0) \$973/60% (41/1)	-	None
13	Reserve at Sugar Mill	-	\$723/50% (18/0) \$828/60% (17/0)	\$837/50% (18/0) \$937/60% (17/0)	-	None
15	Caney Heights	-	-	\$846/50% (3/0) \$941/60% (15/0)	\$933/50% (2/0) \$1,063/60% (8/0)	None

The subject project will offer the lowest priced LIHTC units targeting households earning up to 50% and 60% of AMHI among the comparable properties, as illustrated in the preceding table. These low proposed gross rents will likely create a competitive advantage for the subject project within the Site PMA, especially when considering the newness and high anticipated quality of the subject development.

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

Weighted Average Collected Rent Of Comparable LIHTC Units*		
One-Br.	Two-Br.	Three-Br.
\$400 (50%)	\$526 (50%) \$661 (60%)	\$612 (50%) \$727 (60%)

*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 (% AMHI)	Proposed Rent (% AMHI)	Difference	Proposed Rent (% AMHI)	Rent Advantage
One-Br.	\$400 (50%)	- \$375 (50%)	\$25	/ \$375 (50%)	6.7%
	N/A*	- \$460 (60%)	-	/ \$460 (60%)	-
Two-Br.	\$526 (50%)	- \$450 (50%)	\$76	/ \$450 (50%)	16.9%
	\$612 (60%)	- \$560 (60%)	\$52	/ \$560 (60%)	9.3%
Three-Br.	\$661 (50%)	- \$500 (50%)	\$161	/ \$500 (50%)	32.2%
	\$727 (60%)	- \$640 (60%)	\$87	/ \$640 (60%)	13.6%

*One-bedroom units at 60% AMHI not offered among comparables

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 6.7% to 32.2%, depending upon unit type, as compared to the weighted average collected rents of the comparable LIHTC projects. Please note however that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in Addendum E of this report.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Tarrow Greene	700	950	1,200	-
2	Ashton Cove Apts. (Family & Senior)	744	914 - 946	1,167	-
8	Kings Grant	-	900	1,100	-
9	Royal Point Apts.	-	990	1,189	-
13	Reserve at Sugar Mill	-	984	1,164	-
15	Caney Heights	-	-	1,350	1,580

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Tarrow Greene	1.0	1.5	2.0	-
2	Ashton Cove Apts. (Family & Senior)	1.0	1.0 - 2.0	2.0	-
8	Kings Grant	-	2.0	2.0	-
9	Royal Point Apts.	-	2.0	2.0	-
13	Reserve at Sugar Mill	-	2.0	2.0	-
15	Caney Heights	-	-	2.0	2.0

The subject development is considered to be competitively positioned among the comparable properties in terms unit size (square feet) and number of bathrooms offered, as illustrated in the preceding tables. The competitive position of the subject units in terms of square footage and number of bathrooms, in addition to the low proposed gross rents, is expected to contribute to the project's overall marketability within the Kingsland market.

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

COMPARABLE PROPERTIES AMENITIES - KINGSLAND, GEORGIA

MAP ID	APPLIANCES						UNIT AMENITIES											OTHER		
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS		E-CALL BUTTONS	PARKING
SITE	X	X		X			X		C		X	X	X				B		S	
2	X	X	X	X	X		X		C		X	X	X				B		S	Storage
8	X	X	X	X	X	X	X		C	S	X	S	X				B		S	
9	X	X		X	X		X		C		X		X				B		S	
13	X	X	X	X			X		C	X	X	X	X				B		S	
15	X	X		X	X	X	X		C	X	X	X	X				B		S	

MAP ID	PROJECT AMENITIES														OTHER				
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB		LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER
SITE		X	X	X		X		X						X		X			
2	X	X	X		L			X								X			
8	X	X	X	X	A	X		X		B				X		X		X	Shuffleboard
9	X	X	X	X		X		X		X						X			
13		X		X		X		X						X		X	X		CCTV
15	X	X	X	X	A	X		X		X				X		X		X	Shuffleboard

◆ 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 subject project will offer a very competitive amenity package as compared to those offered among the comparable LIHTC projects. Most notably, the subject project will include key amenities not limited to dishwashers, washer/dryer hookups, patio/balcony area, community space, fitness center and a computer center which will ensure the subject project's competitive position within the market. The subject project does not appear to lack any key amenities that would adversely impact its marketability within the Kingsland Site PMA.

Comparable/Competitive Tax Credit Summary

Based on our survey of the Kingsland rental housing market, there is clearly pent-up demand for additional family-oriented LIHTC product as the five comparable LIHTC projects surveyed report an overall occupancy rate of 99.7%, with four of the five maintaining waiting lists for their next available units. The subject development will offer the lowest priced LIHTC units targeting households earning up to 50% and 60% of AMHI among the comparable properties, in terms of gross Tax Credit rents. These low proposed gross Tax Credit rents, along with the newness of the subject project and competitive position of the project in terms of unit size (square feet) and amenities offered, will likely enhance marketability of the subject development. Overall, the subject project is expected to help alleviate a portion of the pent-up demand for family-oriented LIHTC product, while also offering an affordable rental alternative that is considered marketable to the targeted tenant population, within the Site PMA.

Comparable/Competitive Housing Impact

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

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2016
2	Ashton Cove Apts. (Family & Senior)	100.0%	95.0%+
8	Kings Grant	100.0%	95.0%+
9	Royal Point Apts.	99.3%	95.0%+
13	Reserve at Sugar Mill	100.0%	95.0%+
15	Caney Heights	100.0%	95.0%+

As previously discussed and illustrated in the preceding table, each of the comparable LIHTC projects currently report occupancy rates of 99.3% or higher. Also note that four of the comparable properties are 100.0% occupied and three maintain waiting lists for their next available units. Based on the preceding analysis, we do not anticipate the development of the subject project to have any adverse impact on future occupancy rates among the existing comparable LIHTC projects in the market. In fact, considering the waiting lists maintained among the comparable properties, the subject project is expected to help alleviate a portion of the pent-up demand for family-oriented LIHTC product in the market.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$171,625. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$171,625 home is \$1,033, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$171,625
Mortgaged Value = 95% of Median Home Price	\$163,044
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$826
Estimated Taxes and Insurance*	\$207
Estimated Monthly Mortgage Payment	\$1,033

*Estimated at 25% of principal and interest

In comparison, the proposed monthly collected Tax Credit rents at the subject project range from \$375 to \$640, depending upon bedroom type and AMHI level. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$393 greater than the cost of renting at the subject site, depending on unit size. It is also important to note that cold water, sewer and trash collection expenses are included in the cost of rent at the subject site, expenses which are not typically included in the cost of a monthly mortgage payment for a typical home in the area. Based on the preceding factors, we do not anticipate any competitive impact on or from the homebuyer market.

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

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 subject's capture rate, achievable market rents and the competitiveness of the proposed subject development within the Kingsland 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 60 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately seven months. This absorption period is based on an average monthly absorption rate of approximately eight units per month.

These absorption projections assume an August 2017 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated 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 Kingsland Site PMA.

- Ken Kessler is the Community Planning & Development Director for the City of Kingsland. According to Mr. Kessler, there is a need for affordable housing in the area as the existing affordable housing stock is relatively old with many properties being 30 years or older and in need of repair/updating. Mr. Kessler further stated that there are several pending commercial projects within the area that, if approved, would also likely contribute to the need for additional affordable housing within the Kingsland market.
- Pat McNally is the Director of the Georgia Department of Community Affairs' Rental Assistance Division-Waycross Office-Southern Region. Mr. McNally stated that there is a huge need for affordable housing in the South Georgia Region. Specifically, due to budget cuts the waiting lists for additional Housing Choice Vouchers (HCV) have been closed for more than two years in all counties that the Waycross Office serves, including Camden County. Mr. McNally further stated that his office receives calls regularly from residents seeking affordable housing or housing assistance within their jurisdiction.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market exists for the 60 general-occupancy LIHTC units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes to the project's site design, rents, amenities or opening date may alter these findings.

The subject site is situated within an established portion of Kingsland which is considered conducive to residential housing. The proposed subject site is located within close proximity of State Route 40, which serves as a commercial corridor within the Kingsland area allowing for many area services to be conveniently accessible from the subject site. Notably, in addition to multiple dining establishments, a Publix grocery store, Walmart Supercenter, Big Kmart, and the Amelia Medical Center Urgent Care are all located within 1.0 mile of the subject site. These nearby services along with the subject's convenient accessibility to and from State Route 40 are expected to contribute to the overall marketability of the subject project.

The rental housing market within the Kingsland Site PMA is performing very well, as each of the three rental housing segments surveyed (Market-Rate, non-subsidized Tax Credit, and Government-Subsidized) each report overall occupancy rates of 98.3% or higher. More specifically, the five comparable properties operating under the Low-Income Housing Tax Credit (LIHTC) program report a combined occupancy rate of 99.7%, which is reflective of just one (1) vacant unit among these five properties. Further, three of the five comparable LIHTC projects maintain waiting lists for their next available units, indicative of pent-up demand for family-oriented LIHTC product in the Kingsland market. The subject project is considered to be competitively positioned among the comparable LIHTC projects in terms of price point, unit design (square feet and number of bathrooms offered), and amenities offered. In fact, the subject project will offer the lowest priced units targeting households earning up to 50% and 60% of Area Median Household Income (AMHI) among the comparable LIHTC projects, in terms of gross rents.

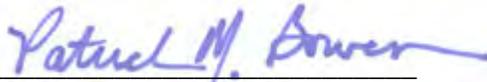
In addition to being competitively positioned within the market, a deep base of income-eligible renter support exists in the market for the subject project to operate at the proposed rent levels. This is illustrated by the low overall capture rate of 8.0%, as detailed in Section G.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable and supportable within the Kingsland Site PMA, as proposed. In fact, we expect the subject project will help alleviate a portion of the pent-up demand for family-oriented LIHTC product within the Site PMA. We do not have any recommendations or modifications to the subject development at this time.

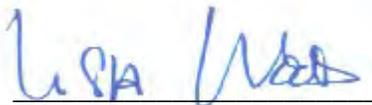
SECTION L - SIGNED STATEMENT

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: April 24, 2015



Lisa Wood
Market Analyst
lisaw@bowennational.com
Date: April 24, 2015



Craig Rupert
Market Analyst
craigr@bowennational.com
Date: April 24, 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.

Adam Bowen, Market Analyst, has researched various rental housing alternatives, both conventional and non-conventional in markets throughout the United States. In addition, he has conducted on-site inspection for existing properties and vacant parcels of land. This experience allows him to evaluate a project's ability to operate successfully within a market and compare it to surrounding comparable properties

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

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

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

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

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

KINGSLAND, 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.

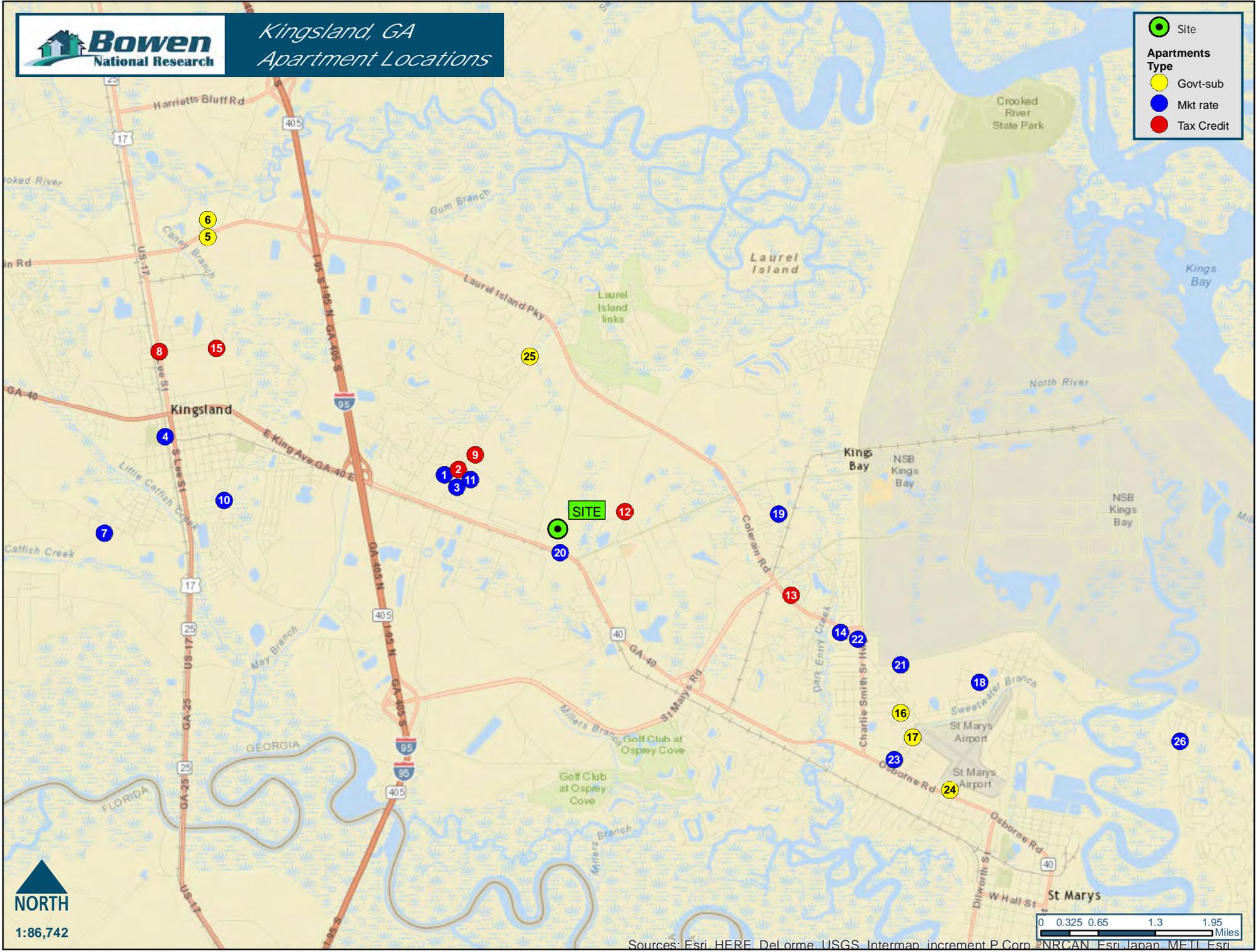
- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

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.

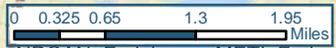


Kingsland, GA Apartment Locations

 Site
Apartments Type
 Govt-sub
 Mkt rate
 Tax Credit




 NORTH
 1:86,742



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

MAP IDENTIFICATION LIST - KINGSLAND, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Kings Landing	MRR	B-	1982	24	1	95.8%	2.2
2	Ashton Cove Apts. (Family & Senior)	TAX	B+	1998	72	0	100.0%	2.2
3	Camden Way	MRR	B-	1987	118	3	97.5%	2.4
4	Greenbriar Townhomes	MRR	B	1992	68	0	100.0%	5.6
5	Hilltop Terrace I	GSS	B-	1982	55	0	100.0%	6.1
6	Hilltop Terrace II	GSS	B-	1988	55	0	100.0%	6.1
7	Ingleside Apts.	MRR	C+	1982	89	2	97.8%	6.6
8	Kings Grant	TAX	A-	2008	60	0	100.0%	6.0
9	Royal Point Apts.	TAX	B+	2000	144	1	99.3%	2.0
10	Summerbend Apts.	MRR	B	1980	32	2	93.8%	5.0
11	Willow Way Apts.	MRR	B-	1986	60	0	100.0%	2.3
12	Village at Winding Road	TAX	A	2013	50	0	100.0%	3.0
13	Reserve at Sugar Mill	TAX	A-	1998	70	0	100.0%	4.6
14	Boardwalk	MRR	B	1985	52	0	100.0%	5.2
15	Caney Heights	TAX	A-	2012	28	0	100.0%	5.2
16	Cumberland Oaks Apts.	GSS	C	1985	154	0	100.0%	6.2
17	Cumberland Village Apts.	GSS	C	1986	64	0	100.0%	6.5
18	Harbor Pine Apts.	MRR	B-	1989	200	0	100.0%	7.2
19	Mission Forest Apts.	MRR	B-	1986	104	0	100.0%	4.0
20	Brant Creek Apts	MRR	A	2010	196	4	98.0%	3.9
21	Old Jefferson Estates	MRR	B-	1985	62	2	96.8%	6.1
22	Park Place Apts.	MRR	B+	1989	200	3	98.5%	5.3
23	Pelican Point Apts.	MRR	B-	1987	56	5	91.1%	6.8
24	Pines Apts.	GSS	C+	1983	70	0	100.0%	7.5
25	Cottages at Camden	GSS	A	2000	17	0	100.0%	2.5
26	Cedar Trace Villas	MRR	B+	2007	7	0	100.0%	9.8

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	14	1,268	22	98.3%	0
TAX	6	424	1	99.8%	0
GSS	6	415	0	100.0%	0

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

* - Drive Distance (Miles)

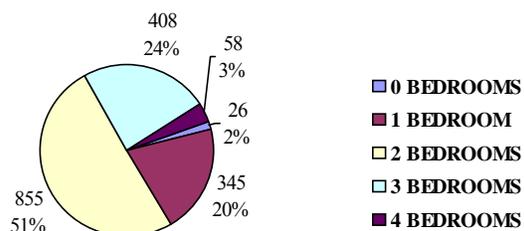
Survey Date: April 2015

DISTRIBUTION OF UNITS - KINGSLAND, GEORGIA

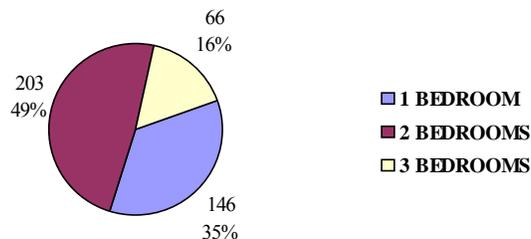
MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	26	2.1%	0	0.0%	\$548
1	1	311	24.5%	6	1.9%	\$677
2	1	167	13.2%	4	2.4%	\$833
2	2	482	38.0%	7	1.5%	\$802
3	1	25	2.0%	1	4.0%	\$852
3	1.5	8	0.6%	0	0.0%	\$877
3	2	201	15.9%	3	1.5%	\$947
4	2	48	3.8%	1	2.1%	\$1,066
TOTAL		1,268	100.0%	22	1.7%	
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	34	8.0%	0	0.0%	\$562
2	1	19	4.5%	0	0.0%	\$653
2	2	187	44.1%	0	0.0%	\$723
3	2	174	41.0%	1	0.6%	\$873
4	2	10	2.4%	0	0.0%	\$1,063
TOTAL		424	100.0%	1	0.2%	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
1	1	146	35.2%	0	0.0%	N.A.
2	1	203	48.9%	0	0.0%	N.A.
3	1	22	5.3%	0	0.0%	N.A.
3	2	44	10.6%	0	0.0%	N.A.
TOTAL		415	100.0%	0	0.0%	
GRAND TOTAL		2,107	-	23	1.1%	

DISTRIBUTION OF UNITS BY BEDROOM

NON-SUBSIDIZED



SUBSIDIZED



SURVEY OF PROPERTIES - KINGSLAND, GEORGIA

1 Kings Landing			
	Address 250 N. Gross Rd. Kingsland, GA 31548	Phone (912) 729-8110 (Contact in person)	Total Units 24
	Year Built 1982 Comments HCV (1 unit)	Contact Deonna	Vacancies 1 Occupied 95.8% Floors 2 Quality Rating B-
			Waiting List None
2 Ashton Cove Apts. (Family & Senior)			
	Address 230 N. Gross Rd. Kingsland, GA 31548	Phone (912) 510-7007 (Contact in person)	Total Units 72
	Year Built 1998 Comments 45% & 50% AMHI; HCV (30 units); 32 1 & 2-br units are senior restricted	Contact Reese	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating B+ Senior Restricted (62+) Waiting List 200 households
3 Camden Way			
	Address 145 N. Gross Rd. Kingsland, GA 31548	Phone (912) 729-4116 (Contact in person)	Total Units 118
	Year Built 1987 Comments Does not accept HCV; All units, except studios have washer/dryer hookups; 1 & 2-br have patio	Contact Cheri	Vacancies 3 Occupied 97.5% Floors 1 Quality Rating B-
			Waiting List None
4 Greenbriar Townhomes			
	Address 244 S. Orange Edwards Blvd. Kingsland, GA 31548	Phone (912) 673-6596 (Contact in person)	Total Units 68
	Year Built 1992 Comments Does not accept HCV	Contact Tee	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B
			Waiting List None
5 Hilltop Terrace I			
	Address 4059 MLK Jr. Blvd. Kingsland, GA 31548	Phone (912) 729-4399 (Contact in person)	Total Units 55
	Year Built 1982 Comments RD 515, has RA (34 units); Accepts HCV (0 currently); Square footage estimated	Contact Joy	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B-
			Waiting List 11 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: April 2015

SURVEY OF PROPERTIES - KINGSLAND, GEORGIA

6 Hilltop Terrace II			
	Address 4059 MLK Jr. Blvd. Kingsland, GA 31548	Phone (912) 729-4399 (Contact in person)	Total Units 55
	Year Built 1988 Comments RD 515, has RA (50 units); Accepts HCV (0 currently); Square footage estimated	Contact Joy	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B- Senior Restricted (62+) Waiting List 8 households
7 Ingleside Apts.			
	Address 1078 Clarks Bluff Rd. Kingsland, GA 31548	Phone (912) 729-2751 (Contact in person)	Total Units 89
	Year Built 1982 Comments Duplex	Contact Kristie	Vacancies 2 Occupied 97.8% Floors 1 Quality Rating C+ Waiting List None
8 Kings Grant			
	Address 201 Caney Heights Kingsland, GA 31548	Phone (912) 882-7220 (Contact in person)	Total Units 60
	Year Built 2008 Comments 50% & 60% AMHI; HCV (8 units); 2-br have enclosed patio; No balcony on upper level 3-br units; Five handicap units include washer/dryer	Contact Dillon	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating A- Waiting List None
9 Royal Point Apts.			
	Address 301 N. Gross Rd. Kingsland, GA 31548	Phone (912) 729-7135 (Contact in person)	Total Units 144
	Year Built 2000 Comments 50% & 60% AMHI; HCV (approx. 40 units)	Contact Melody	Vacancies 1 Occupied 99.3% Floors 2,3 Quality Rating B+ Waiting List None
10 Summerbend Apts.			
	Address 935 S. Grove Blvd. Kingsland, GA 31548	Phone (912) 729-8110 (Contact in person)	Total Units 32
	Year Built 1980 Comments HCV (2 units)	Contact Deonna	Vacancies 2 Occupied 93.8% 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: April 2015

SURVEY OF PROPERTIES - KINGSLAND, GEORGIA

11 Willow Way Apts.			
	Address 149 N. Gross Rd. Kingsland, GA 31548	Phone (912) 576-5116 (Contact in person)	Total Units 60
	Year Built 1986 Comments Does not accept HCV; Furnished 1-br available for additional cost; 1 & 2-br has washer/dryer hookups & patio	Contact Jennifer	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B-
			Waiting List 3 months
12 Village at Winding Road			
	Address 301 Carnegie Dr. Saint Marys, GA 31548	Phone (912) 510-0001 (Contact in person)	Total Units 50
	Year Built 2013 Comments 50% & 60% AMH; HCV (45 units); Opened & 100% occupied 7/2013, began preleasing 4/2013	Contact Mariah	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A Senior Restricted (55+) Waiting List
			None
13 Reserve at Sugar Mill			
	Address 11115 Colerain Rd. St. Marys, GA 31558	Phone (912) 673-6588 (Contact in person)	Total Units 70
	Year Built 1998 Renovated 2012 Comments 50% & 60% AMHI; HCV (8 units)	Contact Reese	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating A-
			Waiting List 30 households
14 Boardwalk			
	Address 109 Baltic Ct. St. Marys, GA 31558	Phone (912) 882-1705 (Contact in person)	Total Units 52
	Year Built 1985 Comments Does not accept HCV; Year built & square footage estimated	Contact D.J.	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B
			Waiting List 4-6 months
15 Caney Heights			
	Address 201 Caney Heights Ct. Kingsland, GA 31548	Phone (912) 882-7220 (Contact in person)	Total Units 28
	Year Built 2012 Comments 50% & 60% AMHI; HCV (7 units)	Contact Dillon	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A- Single-Family Homes Waiting List
			30 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: April 2015

SURVEY OF PROPERTIES - KINGSLAND, GEORGIA

16 Cumberland Oaks Apts.			
	Address 100 Mary Powell Dr. St. Marys, GA 31558	Phone (912) 882-6275 (Contact in person)	Total Units 154
	Year Built 1985 Comments HUD Section 8; Select 2 & all 3-br units have washer/dryer hookups & patios; Square footage estimated	Contact Tiyree	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating C
			Waiting List 2-36 months
17 Cumberland Village Apts.			
	Address 116 Martha Dr. St. Marys, GA 31558	Phone (912) 882-3863 (Contact in person)	Total Units 64
	Year Built 1986 Comments RD 515, has RA (13 units); HCV (3 units); Square footage estimated	Contact Karen	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating C
			Waiting List 30 households
18 Harbor Pine Apts.			
	Address 2000 Harbor Pines Dr. St. Marys, GA 31558	Phone (912) 882-7330 (Contact in person)	Total Units 200
	Year Built 1989 Comments HCV (1 unit); 1-br include washer/dryer; 2 & 3-br have ceiling fans	Contact Kelly	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B-
			Waiting List 10 households
19 Mission Forest Apts.			
	Address 999 Mission Trace Dr. St. Marys, GA 31558	Phone (912) 882-4444 (Contact in person)	Total Units 104
	Year Built 1986 Comments HCV (1 unit)	Contact Nancy	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B-
			Waiting List None
20 Brant Creek Apts			
	Address 90 Brant Creek Dr. Saint Marys, GA 31558	Phone (912) 729-3101 (Contact in person)	Total Units 196
	Year Built 2010 Comments Does not accept HCV; Unit mix estimated	Contact Shannon	Vacancies 4 Occupied 98.0% Floors 3 Quality Rating A
			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: April 2015

SURVEY OF PROPERTIES - KINGSLAND, GEORGIA

21 Old Jefferson Estates			
	Address 6 Rosewood Dr. St. Marys, GA 31558	Phone (912) 673-6344 (Contact in person)	Total Units 62
	Year Built 1985 Renovated 1994 Contact Lisa	Comments Accepts HCV; Former Tax Credit property	Vacancies 2 Occupied 96.8% Floors 1 Quality Rating B- Single-Family Homes Waiting List None
22 Park Place Apts.			
	Address 11919 Colerain Rd. St. Marys, GA 31558	Phone (912) 673-6001 (Contact in person)	Total Units 200
	Year Built 1989 Contact Meghan	Comments Does not accept HCV; Rents change daily; 2 & 3-br have exterior storage; 2 & 3-br have washer/dryer hookups	Vacancies 3 Occupied 98.5% Floors 2,3 Quality Rating B+ Waiting List None
23 Pelican Point Apts.			
	Address 1 Pelican Point Rd. St. Marys, GA 31558	Phone (912) 673-6301 (Contact in person)	Total Units 56
	Year Built 1987 Contact Lisa	Comments Accepts HCV; 2-br units have washer/dryer hookups, patio/deck & dishwasher	Vacancies 5 Occupied 91.1% Floors 2 Quality Rating B- Waiting List None
24 Pines Apts.			
	Address 1119 Douglas Dr. St. Marys, GA 31558	Phone (912) 882-6103 (Contact in person)	Total Units 70
	Year Built 1983 Contact Tiyree	Comments HUD Section 8	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating C+ Waiting List 6-36 months
25 Cottages at Camden			
	Address 1050 N. Gross Rd. Kingsland, GA 31548	Phone (912) 576-1880 (Contact in person)	Total Units 17
	Year Built 2000 Contact Tonya	Comments HUD Section 8	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A Senior Restricted (62+) Waiting List 20 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: April 2015

SURVEY OF PROPERTIES - KINGSLAND, GEORGIA

26 Cedar Trace Villas			
	Address 356-408 New Point Peter Rd. St. Marys, GA 31558	Phone (912) 227-6168 (Contact in person)	Total Units 7
	Year Built 2007	Contact Barbara	Vacancies 0
	Comments Does not accept HCV; Square footage estimated		Occupied 100.0%
			Floors 1,2
			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: April 2015

COLLECTED RENTS - KINGSLAND, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
1		\$520	\$625						
2		\$378 to \$400	\$445 to \$473	\$503 to \$583					
3	\$460	\$550	\$605 to \$645	\$730					
4							\$610	\$610	
7		\$485	\$550	\$600 to \$625	\$700				
8			\$530 to \$644	\$600 to \$683					
9			\$545 to \$686	\$621 to \$783					
10		\$520	\$575						
11	\$450	\$575	\$630 to \$650						
12		\$425 to \$440	\$500 to \$515						
13			\$515 to \$620	\$585 to \$685					
14			\$650						
15				\$580 to \$675	\$600 to \$730				
18		\$515	\$560	\$695					
19		\$545	\$625						
20		\$720	\$865	\$995					
21				\$695	\$770				
22		\$738	\$770	\$938					
23		\$490	\$590						
26			\$800					\$950	

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

Survey Date: April 2015

PRICE PER SQUARE FOOT - KINGSLAND, GEORGIA

STUDIO UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
3	Camden Way	1	300	\$548	\$1.83
11	Willow Way Apts.	1	300	\$538	\$1.79
ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Kings Landing	1	732	\$682	\$0.93
3	Camden Way	1	600	\$671	\$1.12
7	Ingleside Apts.	1	800	\$647	\$0.81
10	Summerbend Apts.	1	732	\$682	\$0.93
11	Willow Way Apts.	1	600	\$696	\$1.16
18	Harbor Pine Apts.	1	650	\$677	\$1.04
19	Mission Forest Apts.	1	750	\$666	\$0.89
20	Brant Creek Apts	1	757	\$896	\$1.18
22	Park Place Apts.	1	750	\$900	\$1.20
23	Pelican Point Apts.	1	560	\$611	\$1.09
2	Ashton Cove Apts. (Family & Senior)	1	744	\$540 to \$562	\$0.73 to \$0.76
12	Village at Winding Road	1	860	\$587 to \$602	\$0.68 to \$0.70
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Kings Landing	1	964	\$833	\$0.86
3	Camden Way	1 to 2	865	\$762 to \$802	\$0.88 to \$0.93
4	Greenbriar Townhomes	2	1200	\$818	\$0.68
7	Ingleside Apts.	1	985	\$758	\$0.77
10	Summerbend Apts.	1	964	\$783	\$0.81
11	Willow Way Apts.	1	865	\$787	\$0.91
		2	895	\$807	\$0.90
14	Boardwalk	2	775	\$872	\$1.13
18	Harbor Pine Apts.	2	950	\$768	\$0.81
19	Mission Forest Apts.	2	950	\$782	\$0.82
20	Brant Creek Apts	2	1029	\$1087	\$1.06
22	Park Place Apts.	1 to 2	950	\$978	\$1.03
23	Pelican Point Apts.	2	1000	\$747	\$0.75
26	Cedar Trace Villas	2	1000	\$1022	\$1.02
2	Ashton Cove Apts. (Family & Senior)	1 to 2	914 to 946	\$653 to \$681	\$0.71 to \$0.72
8	Kings Grant	2	900	\$687 to \$801	\$0.76 to \$0.89
9	Royal Point Apts.	2	990	\$702 to \$843	\$0.71 to \$0.85

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

Survey Date: April 2015

PRICE PER SQUARE FOOT - KINGSLAND, GEORGIA

TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
◆ 12	Village at Winding Road	2	1060	\$708 to \$723	\$0.67 to \$0.68
13	Reserve at Sugar Mill	2	984	\$723 to \$828	\$0.73 to \$0.84
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
3	Camden Way	2	1152	\$920	\$0.80
4	Greenbriar Townhomes	2	1200	\$862	\$0.72
7	Ingleside Apts.	1	1010	\$852	\$0.84
		1.5	1120	\$877	\$0.78
18	Harbor Pine Apts.	2	1150	\$947	\$0.82
20	Brant Creek Apts	2	1186	\$1261	\$1.06
21	Old Jefferson Estates	2	1300	\$934	\$0.72
22	Park Place Apts.	2	1100	\$1190	\$1.08
26	Cedar Trace Villas	2	1400	\$1216	\$0.87
◆ 2	Ashton Cove Apts. (Family & Senior)	2	1167	\$755 to \$835	\$0.65 to \$0.72
8	Kings Grant	2	1100	\$790 to \$873	\$0.72 to \$0.79
9	Royal Point Apts.	2	1189	\$811 to \$973	\$0.68 to \$0.82
13	Reserve at Sugar Mill	2	1164	\$837 to \$937	\$0.72 to \$0.80
15	Caney Heights	2	1350	\$846 to \$941	\$0.63 to \$0.70
FOUR+ BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
7	Ingleside Apts.	2	1300	\$1019	\$0.78
21	Old Jefferson Estates	2	1330	\$1066	\$0.80
15	Caney Heights	2	1580	\$933 to \$1063	\$0.59 to \$0.67

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

Survey Date: April 2015

AVERAGE GROSS RENT PER SQUARE FOOT - KINGSLAND, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.09	\$0.93	\$0.90
TOWNHOUSE	\$0.00	\$0.68	\$0.73

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.72	\$0.77	\$0.74
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.06	\$0.89	\$0.82
TOWNHOUSE	\$0.00	\$0.68	\$0.73

TAX CREDIT UNITS - KINGSLAND, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 2	Ashton Cove Apts. (Family & Senior)	13	744	1	45%	\$378
◆ 2	Ashton Cove Apts. (Family & Senior)	5	744	1	50%	\$400
◆ 12	Village at Winding Road	3	860	1	50%	\$425
◆ 12	Village at Winding Road	13	860	1	60%	\$440
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 2	Ashton Cove Apts. (Family & Senior)	30	914 - 946	1 - 2	45%	\$445
◆ 2	Ashton Cove Apts. (Family & Senior)	8	914 - 946	1 - 2	50%	\$473
◆ 12	Village at Winding Road	5	1060	2	50%	\$500
◆ 13	Reserve at Sugar Mill	18	984	2	50%	\$515
◆ 12	Village at Winding Road	29	1060	2	60%	\$515
◆ 8	Kings Grant	7	900	2	50%	\$530
◆ 9	Royal Point Apts.	30	990	2	50%	\$545
◆ 13	Reserve at Sugar Mill	17	984	2	60%	\$620
◆ 8	Kings Grant	20	900	2	60%	\$644
◆ 9	Royal Point Apts.	42	990	2	60%	\$686
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 2	Ashton Cove Apts. (Family & Senior)	11	1167	2	45%	\$503
◆ 15	Caney Heights	3	1350	2	50%	\$580
◆ 2	Ashton Cove Apts. (Family & Senior)	5	1167	2	50%	\$583
◆ 13	Reserve at Sugar Mill	18	1164	2	50%	\$585
◆ 8	Kings Grant	14	1100	2	50%	\$600
◆ 9	Royal Point Apts.	31	1189	2	50%	\$621
◆ 15	Caney Heights	15	1350	2	60%	\$675
◆ 8	Kings Grant	19	1100	2	60%	\$683
◆ 13	Reserve at Sugar Mill	17	1164	2	60%	\$685
◆ 9	Royal Point Apts.	41	1189	2	60%	\$783
FOUR-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 15	Caney Heights	2	1580	2	50%	\$600
◆ 15	Caney Heights	8	1580	2	60%	\$730

◆ - Senior Restricted

QUALITY RATING - KINGSLAND, GEORGIA

MARKET-RATE PROJECTS AND UNITS

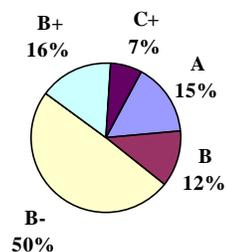
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	1	196	2.0%		\$896	\$1,087	\$1,261	
B+	2	207	1.4%		\$900	\$978	\$1,190	
B	3	152	1.3%		\$682	\$872	\$862	
B-	7	624	1.8%	\$548	\$671	\$768	\$947	\$1,066
C+	1	89	2.2%		\$647	\$758	\$852	\$1,019

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

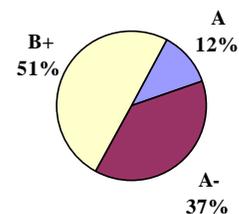
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	1	50	0.0%		\$602	\$723		
A-	3	158	0.0%			\$801	\$873	\$1,063
B+	2	216	0.5%		\$540	\$702	\$835	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - KINGSLAND, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	11	997	18	1.8%	997	58.9%
1990 to 1999	3	210	0	0.0%	1207	12.4%
2000 to 2005	1	144	1	0.7%	1351	8.5%
2006	0	0	0	0.0%	1351	0.0%
2007	1	7	0	0.0%	1358	0.4%
2008	1	60	0	0.0%	1418	3.5%
2009	0	0	0	0.0%	1418	0.0%
2010	1	196	4	2.0%	1614	11.6%
2011	0	0	0	0.0%	1614	0.0%
2012	1	28	0	0.0%	1642	1.7%
2013	1	50	0	0.0%	1692	3.0%
2014	0	0	0	0.0%	1692	0.0%
2015**	0	0	0	0.0%	1692	0.0%
TOTAL	20	1692	23	1.4%	1692	100.0 %

YEAR RENOVATED - KINGSLAND, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	1	62	2	3.2%	62	47.0%
2000 to 2005	0	0	0	0.0%	62	0.0%
2006	0	0	0	0.0%	62	0.0%
2007	0	0	0	0.0%	62	0.0%
2008	0	0	0	0.0%	62	0.0%
2009	0	0	0	0.0%	62	0.0%
2010	0	0	0	0.0%	62	0.0%
2011	0	0	0	0.0%	62	0.0%
2012	1	70	0	0.0%	132	53.0%
2013	0	0	0	0.0%	132	0.0%
2014	0	0	0	0.0%	132	0.0%
2015**	0	0	0	0.0%	132	0.0%
TOTAL	2	132	2	1.5%	132	100.0 %

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

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

** As of April 2015

APPLIANCES AND UNIT AMENITIES - KINGSLAND, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	20	100.0%	1,692
REFRIGERATOR	20	100.0%	1,692
ICEMAKER	4	20.0%	209
DISHWASHER	18	90.0%	1,514
DISPOSAL	13	65.0%	1,301
MICROWAVE	3	15.0%	148
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	18	90.0%	1,514
AC - WINDOW	2	10.0%	178
FLOOR COVERING	20	100.0%	1,692
WASHER/DRYER	5	25.0%	408
WASHER/DRYER HOOK-UP	19	95.0%	1,640
PATIO/DECK/BALCONY	16	80.0%	1,176
CEILING FAN	15	75.0%	1,450
FIREPLACE	1	5.0%	89
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	1	5.0%	196
WINDOW TREATMENTS	20	100.0%	1,692
FURNISHED UNITS	1	5.0%	60
E-CALL BUTTON	1	5.0%	50

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

PROJECT AMENITIES - KINGSLAND, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	11	55.0%	1,128
ON-SITE MANAGEMENT	17	85.0%	1,599
LAUNDRY	10	50.0%	1,002
CLUB HOUSE	7	35.0%	802
MEETING ROOM	4	20.0%	210
FITNESS CENTER	7	35.0%	748
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	10	50.0%	1,142
COMPUTER LAB	4	20.0%	208
SPORTS COURT	4	20.0%	632
STORAGE	0	0.0%	
LAKE	8	40.0%	925
ELEVATOR	0	0.0%	
SECURITY GATE	1	5.0%	196
BUSINESS CENTER	2	10.0%	88
CAR WASH AREA	4	20.0%	568
PICNIC AREA	9	45.0%	926
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	2	10.0%	120

DISTRIBUTION OF UTILITIES - KINGSLAND, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	25	2,045	97.1%
GAS	1	62	2.9%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	25	2,045	97.1%
GAS	1	62	2.9%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	25	2,045	97.1%
GAS	1	62	2.9%
			100.0%
ELECTRIC			
TENANT	26	2,107	100.0%
			100.0%
WATER			
LANDLORD	11	893	42.4%
TENANT	15	1,214	57.6%
			100.0%
SEWER			
LANDLORD	11	893	42.4%
TENANT	15	1,214	57.6%
TRASH PICK-UP			
LANDLORD	21	1,762	83.6%
TENANT	5	345	16.4%
			100.0%

UTILITY ALLOWANCE - KINGSLAND, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$12	\$17		\$35	\$14	\$20	\$5	\$7	\$44	\$12	\$19	\$14	\$20
1	GARDEN	\$17	\$23		\$48	\$19	\$28	\$7	\$9	\$61	\$16	\$25	\$14	\$20
1	TOWNHOUSE	\$17	\$23		\$48	\$19	\$28	\$7	\$9	\$61	\$16	\$25	\$14	\$20
2	GARDEN	\$22	\$30		\$60	\$24	\$36	\$9	\$12	\$79	\$20	\$31	\$14	\$20
2	TOWNHOUSE	\$22	\$30		\$60	\$24	\$36	\$9	\$12	\$79	\$20	\$31	\$14	\$20
3	GARDEN	\$27	\$36		\$73	\$29	\$44	\$11	\$14	\$96	\$25	\$37	\$14	\$20
3	TOWNHOUSE	\$27	\$36		\$73	\$29	\$44	\$11	\$14	\$96	\$25	\$37	\$14	\$20
4	GARDEN	\$34	\$46		\$95	\$36	\$57	\$14	\$18	\$122	\$32	\$44	\$14	\$20
4	TOWNHOUSE	\$34	\$46		\$95	\$36	\$57	\$14	\$18	\$122	\$32	\$44	\$14	\$20

GA-Southern Region (7/2014)

Survey Date: April 2015

A-22



ADDENDUM B

COMPARABLE PROPERTY PROFILES

4 Greenbriar Townhomes

5.6 miles to site



Address 244 S. Orange Edwards Blvd.
Kingsland, GA 31548

Phone (912) 673-6596 **Contact** Tee

Total Units 68 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Market-Rate

Year Open 1992 **Floors** 2

Concessions No Rent Specials

Parking Surface Parking

Waiting List NONE

Quality Rating B **Neighborhood Rating** B

Remarks Does not accept HCV



Features and Utilities

Utilities Landlord pays Trash

Unit Amenities Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Blinds

Project Amenities Swimming Pool, On-site Management, Laundry Facility, Playground, Car Wash Area

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	2	T	8	0	1200	\$0.51	\$610
3	2	T	60	0	1200	\$0.51	\$610

7 Ingleside Apts.

6.6 miles to site



Address	1078 Clarks Bluff Rd. Kingsland, GA 31548		
Phone	(912) 729-2751	Contact	Kristie
Total Units	89	Vacancies	2
		Percent Occupied	97.8%
Project Type	Market-Rate		
Year Open	1982	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	C+	Neighborhood Rating	B
Remarks	Duplex		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Fireplace, Blinds
Project Amenities	On-site Management, Lake

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	16	0	800	\$0.61	\$485
2	1	G	30	1	985	\$0.56	\$550
3	1	G	25	1	1010	\$0.60	\$600
3	1.5	G	8	0	1120	\$0.56	\$625
4	2	G	10	0	1300	\$0.54	\$700

18 Harbor Pine Apts.

7.2 miles to site



Address	2000 Harbor Pines Dr. St. Marys, GA 31558		
Phone	(912) 882-7330	Contact	Kelly
Total Units	200	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1989	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	10 households		
Quality Rating	B-	Neighborhood Rating	B
Remarks	HCV (1 unit); 1-br include washer/dryer; 2 & 3-br have ceiling fans		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Club House, Playground, Tennis Court(s), Sports Court, Car Wash Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	44	0	650	\$0.79	\$515
2	2	G	112	0	950	\$0.59	\$560
3	2	G	44	0	1150	\$0.60	\$695

19 Mission Forest Apts.

4.0 miles to site



Address	999 Mission Trace Dr. St. Marys, GA 31558		
Phone	(912) 882-4444	Contact	Nancy
Total Units	104	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1986	Floors	2
Concessions	None		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	HCV (1 unit)		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Club House, Playground, Lake, Car Wash Area, Picnic Area

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	16	0	750	\$0.73	\$545
2	2	G	88	0	950	\$0.66	\$625

20 Brant Creek Apts

3.9 miles to site



Address	90 Brant Creek Dr. Saint Marys, GA 31558		
Phone	(912) 729-3101	Contact	Shannon
Total Units	196	Vacancies	4
		Percent Occupied	98.0%
Project Type	Market-Rate		
Year Open	2010	Floors	3
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A	Neighborhood Rating	B
Remarks	Does not accept HCV; Unit mix estimated		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Security System, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Storage, Lake, Security Gate, Car Wash Area, Picnic Area, Dog Park, WiFi

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	61	0	757	\$0.95	\$720
2	2	G	95	3	1029	\$0.84	\$865
3	2	G	40	1	1186	\$0.84	\$995

22 Park Place Apts.

5.3 miles to site



Address	11919 Colerain Rd. St. Marys, GA 31558		
Phone	(912) 673-6001	Contact	Meghan
Total Units	200	Vacancies	3
		Percent Occupied	98.5%
Project Type	Market-Rate		
Year Open	1989	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Does not accept HCV; Rents change daily; 2 & 3-br have exterior storage; 2 & 3-br have washer/dryer hookups		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Playground, Tennis Court(s), Sports Court, Lake, Picnic Area, Dog Park, Walking Trail

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	32	0	750	\$0.98	\$738
2	1 to 2	G	144	2	950	\$0.81	\$770
3	2	G	24	1	1100	\$0.85	\$938

2 Ashton Cove Apts. (Family & Senior)

2.2 miles to site



Address	230 N. Gross Rd. Kingsland, GA 31548		
Phone	(912) 510-7007	Contact	Reese
Total Units	72	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1998	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	200 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	45% & 50% AMHI; HCV (30 units); 32 1 & 2-br units are senior restricted		



Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Meeting Room, Playground, Lake, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	5	0	744	\$0.54	\$400	50%
1	1	G	13	0	744	\$0.51	\$378	45%
2	1 to 2	G	8	0	914 to 946	\$0.50 - \$0.52	\$473	50%
2	1 to 2	G	30	0	914 to 946	\$0.47 - \$0.49	\$445	45%
3	2	G	5	0	1167	\$0.50	\$583	50%
3	2	G	11	0	1167	\$0.43	\$503	45%

8 Kings Grant

6.0 miles to site



Address	201 Caney Heights Kingsland, GA 31548		
Phone	(912) 882-7220	Contact	Dillon
Total Units	60	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	2008	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	A-	Neighborhood Rating	B

Remarks 50% & 60% AMHI; HCV (8 units); 2-br have enclosed patio; No balcony on upper level 3-br units; Five handicap units include washer/dryer

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Meeting Room, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area, Business Center, Shuffleboard

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	2	G	20	0	900	\$0.72	\$644	60%
2	2	G	7	0	900	\$0.59	\$530	50%
3	2	G	19	0	1100	\$0.62	\$683	60%
3	2	G	14	0	1100	\$0.55	\$600	50%

9 Royal Point Apts.

2.0 miles to site



Address	301 N. Gross Rd. Kingsland, GA 31548		
Phone	(912) 729-7135	Contact	Melody
Total Units	144	Vacancies	1
		Percent Occupied	99.3%
Project Type	Tax Credit		
Year Open	2000	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (approx. 40 units)		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Sports Court, Lake, Picnic Area

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	2	G	42	0	990	\$0.69	\$686	60%
2	2	G	30	0	990	\$0.55	\$545	50%
3	2	G	41	1	1189	\$0.66	\$783	60%
3	2	G	31	0	1189	\$0.52	\$621	50%

13 Reserve at Sugar Mill

4.6 miles to site



Address	11115 Colerain Rd. St. Marys, GA 31558		
Phone	(912) 673-6588	Contact	Reese
Total Units	70	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1998	Renovated	2012
		Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	30 households		
Quality Rating	A-	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (8 units)		



Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Club House, Fitness Center, Playground, Lake, Computer Lab, Picnic Area, Social Services, CCTV

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	2	G	17	0	984	\$0.63	\$620	60%
2	2	G	18	0	984	\$0.52	\$515	50%
3	2	G	17	0	1164	\$0.59	\$685	60%
3	2	G	18	0	1164	\$0.50	\$585	50%

15 Caney Heights

5.2 miles to site



Address	201 Caney Heights Ct. Kingsland, GA 31548		
Phone	(912) 882-7220	Contact	Dillon
Total Units	28	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	2012	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	30 households		
Quality Rating	A-	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (7 units)		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Meeting Room, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area, Business Center, Shuffleboard

Unit Configuration

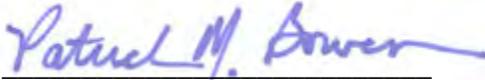
BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
3	2	G	15	0	1350	\$0.50	\$675	60%
3	2	G	3	0	1350	\$0.43	\$580	50%
4	2	G	8	0	1580	\$0.46	\$730	60%
4	2	G	2	0	1580	\$0.38	\$600	50%

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: April 24, 2015



Craig Rupert
Market Analyst
craigr@bowennational.com
Date: April 24, 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 Kingsland, Georgia by Tarrow Greene 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 six market-rate properties within the Kingsland 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 six selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Tarrow Greene	2017	60	-	6 (-)	34 (-)	20 (-)	-
4	Greenbriar Townhomes	1992	68	100.0%	-	8 (100.0%)	60 (100.0%)	-
7	Ingleside Apts.	1982	89	97.8%	16 (100.0%)	30 (96.7%)	33 (97.0%)	10 (100.0%)
18	Harbor Pine Apts.	1989	200	100.0%	44 (100.0%)	112 (100.0%)	44 (100.0%)	-
19	Mission Forest Apts.	1986	104	100.0%	16 (100.0%)	88 (100.0%)	-	-
20	Brant Creek Apts.	2010	196	98.0%	61 (100.0%)	95 (96.8%)	40 (97.5%)	-
22	Park Place Apts.	1989	200	98.5%	32 (100.0%)	144 (98.6%)	24 (95.8%)	-

Occ. – Occupancy

The six selected market-rate projects have a combined total of 857 units with an overall occupancy rate of 98.9%. None of the comparable properties has an occupancy rate below 97.8%. These high occupancy rates indicate that each of the selected properties has been well received within the Site PMA and will therefore offer an accurate base of comparison for the subject project.

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

Rent Comparability Grid

Unit Type → **ONE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Tarrow Greene		Ingleside Apts.		Harbor Pine Apts.		Mission Forest Apts.		Brant Creek Apts		Park Place Apts.	
150 Camden Woods Parkway		1078 Clarks Bluff Rd.		2000 Harbor Pines Dr.		999 Mission Trace Dr.		90 Brant Creek Dr.		11919 Colerain Rd.	
Kingsland, GA		Kingsland, GA		St. Marys, GA		St. Marys, GA		Saint Marys, GA		St. Marys, GA	
A. Rents Charged	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$485		\$515		\$545		\$720		\$738	
2	Date Surveyed	Apr-15		Apr-15		Apr-15		Apr-15		Apr-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	\$485	0.61	\$515	0.79	\$545	0.73	\$720	0.95	\$738	0.98
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/2		WU/3		WU/2,3	
7	Yr. Built/Yr. Renovated	2017	\$35	1989	\$28	1986	\$31	2010	\$7	1989	\$28
8	Condition /Street Appeal	E	\$30	G	\$15	G	\$15	E		G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities	Data	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.	700	(\$20)	650	\$10	750	(\$10)	757	(\$12)	750	(\$10)
14	Balcony/ Patio	Y		Y		N	\$5	Y		N	\$5
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y		N/Y		N/Y		N/Y		N/Y	
18	Washer/Dryer	HU/L	\$5	W/D	(\$25)	HU	\$5	HU/L		L	\$10
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/Y	(\$3)	N/N	
22	Garbage Disposal	N		Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans	Y		N	\$5	Y		Y		Y	
D. Site Equipment/ Amenities	Data	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		Y		Y	
26	Security Gate	N		N		N		Y	(\$5)	N	
27	Clubhouse/ Meeting Rooms	Y	\$5	Y		Y		Y		N	\$5
28	Pool/ Recreation Areas	F	\$5	P/T	(\$8)	P	(\$5)	P/F	(\$10)	P/F/S/WT	(\$16)
29	Computer Center	Y	\$3	N	\$3	N	\$3	N	\$3	N	\$3
30	Picnic Area	Y	\$3	N	\$3	Y		Y		Y	
31	Playground	Y	\$3	Y		Y		Y		Y	
32	Social Services	N		N		N		N		N	
E. Utilities	Data	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	(\$41)	N/N		Y/Y	(\$41)	N/N		N/N	
39	Trash /Recycling	Y/N		Y/N		Y/N		N/N	\$14	Y/N	
F. Adjustments Recap	Pos	Neg		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	1	6	3	5	3	2	5	6	3
41	Sum Adjustments B to D	\$89	(\$20)	\$64	(\$38)	\$59	(\$20)	\$10	(\$35)	\$66	(\$31)
42	Sum Utility Adjustments		(\$41)				(\$41)	\$14			
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$28	\$150	\$26	\$102	(\$2)	\$120	(\$11)	\$59	\$35	\$97
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$513		\$541		\$543		\$709		\$773	
45	Adj Rent/Last rent		106%		105%		100%		99%		105%
46	Estimated Market Rent	\$590	\$0.84	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **TWO BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Tarrow Greene		Ingleside Apts.		Harbor Pine Apts.		Mission Forest Apts.		Brant Creek Apts		Park Place Apts.	
150 Camden Woods Parkway		1078 Clarks Bluff Rd.		2000 Harbor Pines Dr.		999 Mission Trace Dr.		90 Brant Creek Dr.		11919 Colerain Rd.	
Kingsland, GA		Kingsland, GA		St. Marys, GA		St. Marys, GA		Saint Marys, GA		St. Marys, GA	
A. Rents Charged	Data on Subject	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$550		\$560		\$625		\$865		\$770	
2	Date Surveyed	Apr-15		Apr-15		Apr-15		Apr-15		Apr-15	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	97%		100%		100%		97%		99%	
5	Effective Rent & Rent/ sq. ft	\$550	0.56	\$560	0.59	\$625	0.66	\$865	0.84	\$770	0.81
B. Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
6	Structure / Stories	WU/TH/2	R/1	WU/2	WU/2	WU/2	WU/3	WU/2,3			
7	Yr. Built/Yr. Renovated	2017	1982 \$35	1989 \$28	1986 \$31	2010 \$7	1989 \$28				
8	Condition /Street Appeal	E	F \$30	G \$15	G \$15	E	G \$15				
9	Neighborhood	G	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	2				
12	# Baths	1.5	1 \$15	2 (\$15)	2 (\$15)	2 (\$15)	2 (\$15)	1 \$15			
13	Unit Interior Sq. Ft.	950	985 (\$6)	950	950	1029 (\$14)	950				
14	Balcony/ Patio	Y	Y	Y	N \$5	Y	N \$5				
15	AC: Central/ Wall	C	C	C	C	C	C				
16	Range/ Refrigerator	R/F	R/F	R/F	R/F	R/F	R/F				
17	Microwave/ Dishwasher	N/Y	N/Y	N/Y	N/Y	N/Y	N/Y				
18	Washer/Dryer	HU/L	HU \$5	HU \$5	HU \$5	HU/L	HU/L				
19	Floor Coverings	C	C	C	C	C	C				
20	Window Coverings	B	B	B	B	B	B				
21	Intercom/Security System	N/N	N/N	N/N	N/N	N/Y (\$3)	N/N				
22	Garbage Disposal	N	N	Y (\$5)	Y (\$5)	Y (\$5)	Y (\$5)				
23	Ceiling Fans	Y	Y	Y	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	LOT/\$0				
25	On-Site Management	Y	Y	Y	Y	Y	Y				
26	Security Gate	N	N	N	N	N (\$5)	N				
27	Clubhouse/ Meeting Rooms	Y	N \$5	Y	Y	Y	Y				
28	Pool/ Recreation Areas	F	N \$5	P/T (\$8)	P (\$5)	P/F (\$10)	P/F/S/WT (\$16)				
29	Computer Center	Y	N \$3	N \$3	N \$3	N \$3	N \$3				
30	Picnic Area	Y	N \$3	N \$3	Y	Y	Y				
31	Playground	Y	N \$3	Y	Y	Y	Y				
32	Social Services	N	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	N/E				
34	Cooling (in rent?/ type)	N/E	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	N/E				
36	Hot Water (in rent?/ type)	N/E	N/E	N/E	N/E	N/E	N/E				
37	Other Electric	N	N	N	N	N	N				
38	Cold Water/ Sewer	N/N	N/N	N/N	Y/Y (\$51)	N/N	N/N				
39	Trash /Recycling	Y/N	Y/N	Y/N	Y/N	N/N \$14	Y/N				
F. Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	
40	# Adjustments B to D	9	1	5	3	5	3	2	6	6	2
41	Sum Adjustments B to D	\$104	(\$6)	\$54	(\$28)	\$59	(\$25)	\$10	(\$52)	\$71	(\$21)
42	Sum Utility Adjustments					(\$51)	\$14				
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$98	\$110	\$26	\$82	(\$17)	\$135	(\$28)	\$76	\$50	\$92
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	
44	Adjusted Rent (5+ 43)	\$648	\$586	\$608	\$837	\$820					
45	Adj Rent/Last rent		118%		105%		97%		97%		106%
46	Estimated Market Rent	\$690	\$0.73	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Tarrow Greene 150 Camden Woods Parkway Kingsland, GA		Greenbriar Townhomes 244 S. Orange Edwards Blvd. Kingsland, GA		Ingleside Apts. 1078 Clarks Bluff Rd. Kingsland, GA		Harbor Pine Apts. 2000 Harbor Pines Dr. St. Marys, GA		Brant Creek Apts 90 Brant Creek Dr. Saint Marys, GA		Park Place Apts. 11919 Colerain Rd. St. Marys, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1 \$ Last Rent / Restricted?		\$610		\$625		\$695		\$995		\$938	
2 Date Surveyed		Apr-15		Apr-15		Apr-15		Apr-15		Apr-15	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		100%		100%		100%		98%		96%	
5 Effective Rent & Rent/ sq. ft	▼	\$610	0.51	\$625	0.56	\$695	0.60	\$995	0.84	\$938	0.85
B. Design, Location, Condition											
6 Structure / Stories	WU/TH/2	TH/2		R/1		WU/2		WU/3		WU/2,3	
7 Yr. Built/Yr. Renovated	2017	1992	\$25	1982	\$35	1989	\$28	2010	\$7	1989	\$28
8 Condition /Street Appeal	E	G	\$15	F	\$30	G	\$15	E		G	\$15
9 Neighborhood	G	G		G		G		G		G	
10 Same Market?		Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities											
11 # Bedrooms	3	3		3		3		3		3	
12 # Baths	2	2		1.5	\$15	2		2		2	
13 Unit Interior Sq. Ft.	1200	1200		1120	\$13	1150	\$8	1186	\$2	1100	\$17
14 Balcony/ Patio	Y	N	\$5	Y		Y		Y		N	\$5
15 AC: Central/ Wall	C	C		C		C		C		C	
16 Range/ Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/ Dishwasher	N/Y	N/Y		N/Y		N/Y		N/Y		N/Y	
18 Washer/Dryer	HU/L	HU/L		HU	\$5	HU	\$5	HU/L		HU/L	
19 Floor Coverings	C	C		C		C		C		C	
20 Window Coverings	B	S		B		B		B		B	
21 Intercom/Security System	N/N	N/N		N/N		N/N		N/Y	(\$3)	N/N	
22 Garbage Disposal	N	N		N		Y	(\$5)	Y	(\$5)	Y	(\$5)
23 Ceiling Fans	Y	N	\$5	Y		Y		Y		Y	
D Site Equipment/ Amenities											
24 Parking (\$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	Y		Y		Y		Y		Y	
26 Security Gate	N	N		N		N		Y	(\$5)	N	
27 Clubhouse/ Meeting Rooms	Y	N	\$5	N	\$5	Y		Y		N	\$5
28 Pool/ Recreation Areas	F	P	(\$5)	N	\$5	P/T	(\$8)	P/F	(\$10)	P/F/S/WT	(\$16)
29 Computer Center	Y	N	\$3	N	\$3	N	\$3	N	\$3	N	\$3
30 Picnic Area	Y	N	\$3	N	\$3	N	\$3	Y		Y	
31 Playground	Y	Y		N	\$3	Y		Y		Y	
32 Social Services	N	N		N		N		N		N	
E. Utilities											
33 Heat (in rent?/ type)	N/E	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		N/E	
35 Cooking (in rent?/ type)	N/E	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		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/ Sewer	N/N	N/N		N/N		N/N		N/N		N/N	
39 Trash /Recycling	Y/N	Y/N		Y/N		Y/N		N/N	\$14	Y/N	
F. Adjustments Recap											
40 # Adjustments B to D		7	1	10		6	2	3	4	6	2
41 Sum Adjustments B to D		\$61	(\$5)	\$117		\$62	(\$13)	\$12	(\$23)	\$73	(\$21)
42 Sum Utility Adjustments								\$14			
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		\$56	\$66	\$117	\$117	\$49	\$75	\$3	\$49	\$52	\$94
G. Adjusted & Market Rents											
44 Adjusted Rent (5+ 43)		\$666		\$742		\$744		\$998		\$990	
45 Adj Rent/Last rent			109%		119%		107%		100%		106%
46 Estimated Market Rent	\$810	\$0.68	←	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 \$590 for a one-bedroom unit, \$690 for a two-bedroom unit, and \$810 for a three-bedroom unit.

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

Bedroom Type	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$375 (50%)	\$590	36.4%
	\$460 (60%)		22.0%
Two-Bedroom	\$450 (50%)	\$690	34.8%
	\$560 (60%)		18.8%
Three-Bedroom	\$500 (50%)	\$810	38.3%
	\$640 (60%)		21.0%

Typically, Tax Credit rents should represent at least a 10% market rent advantage to be perceived as a value in the market and ensure a sufficient flow of qualified applicants. Therefore, the proposed subject rents will likely be perceived as significant values within the market as they represent market rent advantages ranging from 18.8% to 38.4%, depending upon bedroom type and AMHI level.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1982 and 2010. 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 quality finish and attractive aesthetic street appeal once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
12. The number of bathrooms offered among the selected properties varies. We have made an adjustment of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared this selected property.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package that is generally considered competitive with those offered among the selected properties. We have made, however, adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The proposed project offers a slightly inferior, yet appropriately positioned, project amenities package as compared to those offered among most of the selected market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We made adjustments to reflect the differences in utility responsibility at the selected properties as needed. The utility adjustments were based on the local housing authority's utility cost estimates.