

Market Feasibility Analysis

**Avalon Court
Northwest of Walker Road and Allred Road
Byron, Peach County, Georgia 31008**

Prepared For

**Ms. Melanie Ferrell
Avalon Court Byron, L.P.
3548 North Crossing Circle
Valdosta, Georgia 31602**

Effective Date

June 12, 2012

Job Reference Number

12-282 (Ben Braley)



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

TABLE OF CONTENTS

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

SECTION A – EXECUTIVE SUMMARY

Based on the findings summarized below, it is our opinion that a market exists for the 56 units proposed at the Avalon Court rental development.

1. Project Description:

The proposed Avalon Court apartment project involves the new construction of 56 rental units, located at the corner of Allred Road and Walker Road in Byron, Georgia. The general occupancy project will not be age-restricted and will be partially funded using Low-Income Housing Tax Credit (LIHTC) financing. Once built, the project will target households with incomes of up to 50% and 60% of Area Median Household Income (AMHI). The unit mix will include one-bedroom/1.0-bath, two-bedroom/2.0-bath and three-bedroom/2.0-bath units. All units will be single-level, “garden-style,” and will be situated in two-story, walk-up buildings. The proposed collected rents will range from \$325 to \$435. Monthly collected rents will include the cost of trash collection. The proposed project is anticipated to be complete in the fall of 2014. The following is a summary table of the proposed project:

Total Units	Bedroom Type	Baths	Style	Square Feet	Percent of AMHI	Proposed Rents		
						Collected	Utility Allowance	Gross
2	One-Br.	1.0	Garden	828	50%	\$325	\$152	\$477
6	One-Br.	1.0	Garden	828	60%	\$390	\$152	\$542
3	Two-Br.	2.0	Garden	1,070	50%	\$350	\$195	\$545
21	Two-Br.	2.0	Garden	1,070	60%	\$415	\$195	\$610
4	Three-Br.	2.0	Garden	1,254	50%	\$375	\$239	\$614
20	Three-Br.	2.0	Garden	1,254	60%	\$435	\$239	\$674
56	Total							

Source: Avalon Court Byron, L.P.

AMHI – Area Median Household Income (Peach County, Georgia)

The proposed project will offer an amenities package which includes a refrigerator, stove, dishwasher, washer/dryer hookups, patio/balcony and central air conditioning. Community amenities will include an on-site management office, clubhouse, central laundry facility, fitness center, computer center, library, storage area, picnic area and playground.

Based on our supply analysis (Section H) of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of comparable low-income properties, it is our opinion that the proposed subject development will be competitive.

A more detailed project description can be found in Section B of this report, while a comparison to existing rental product can be found in Section H.

2. Overall Conclusion:

Based on the findings reported in our market study, it is our opinion that a market exists for the 56 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings. No recommendations are proposed at this time.

The affordable units (Tax Credit and government-subsidized) within the market are 100.0% occupied and maintain waiting lists. When compared to these projects and other comparable properties within the nearby region, the proposed project compares well in terms of unit size (square footage), number of bathrooms and amenities. Further, the proposed Avalon Court development will offer the lowest gross rents among the comparable Tax Credit properties. Based on these factors, the proposed project will represent a substantial value within the Byron Site PMA.

Between 2010 and 2014, demographic growth is anticipated to be moderate among the target population (low-income family households) and will provide an increasing base of support for the newly developed project. Regardless, the subject development only requires an overall capture rate of 8.0%, which indicates a substantial base of demographic support will exist. If developed as proposed, we expect the project to reach a 93.0% occupancy rate within nine months of opening.

3. Site Description/Evaluation:

The site is in a somewhat rural, but developing residential neighborhood. Scattered single-family homes, single-family home subdivisions, wooded and agricultural land surround the subject site. The surrounding structures are considered to be in satisfactory to good condition, the wooded land is aesthetically pleasing and no known nuisances were observed within proximity of the site. The site is located within proximity of major arterial roadways and most community services are within 3.0 to 5.0 miles. These services include banks, discount retailers, grocery stores, shopping centers, restaurants, schools, pharmacies and others. Overall, we anticipate the proposed site's location and proximity to community services will have a positive impact on its marketability.

4. Market Area Definition:

The Byron Site PMA includes the City of Byron and Centerville, portions of western Warner Robins and outlying unincorporated areas within Peach and Houston Counties. Boundaries were partially selected based on distance from the site, socio-economic differences between neighborhoods, interviews with area leasing managers and the observations of our analysts.

The boundaries of the Site PMA generally include the Sardis Church Road, Lower Hartley Bridge Road and Hartley Bridge Road to the north; Houston Road, North Houston Lake Boulevard and Carl Vinson Parkway to the east; Russell Parkway to the south; and Brock Road, Lily Creek Road and Taylor Mills Road to the west.

A more detailed analysis and map of the market area can be found in Section D of this report.

5. Community Demographic Data:

Between 2000 and 2011, the population increased by 10,628, or 31.8%. It is projected that the population will increase by 1,598, or 3.6%, between 2011 and 2014. These growth rates are considered significant and illustrate a growing population base.

Between 2000 and 2011, households increased by 4,872 or 39.9%. By 2014, there will be 17,821 households, an increase of 731 households, or 4.3% over 2011 levels. This is an increase of approximately 244 households annually over the next three years. Between 2011 and 2014, the greatest growth among household age groups is projected to be among the households between the ages of 25 and 34. Household growth is also occurring at a fairly rapid rate among households between the ages of 65 and 74. This demonstrates strong growth among a range of household ages and indicates the demand for all housing will likely increase, regardless of its targeted age demographic.

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

Household Income	2000 (Census)		2011 (Estimated)		2014 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	731	6.0%	1,021	6.0%	1,060	6.0%
\$10,000 to \$19,999	1,051	8.6%	1,354	7.9%	1,390	7.8%
\$20,000 to \$29,999	1,572	12.9%	1,846	10.8%	1,884	10.6%
\$30,000 to \$39,999	1,433	11.7%	1,856	10.9%	1,923	10.8%
\$40,000 to \$49,999	1,584	13.0%	1,845	10.8%	1,895	10.6%
\$50,000 to \$59,999	1,479	12.1%	1,774	10.4%	1,834	10.3%
\$60,000 to \$74,999	1,708	14.0%	2,396	14.0%	2,479	13.9%
\$75,000 to \$99,999	1,644	13.5%	2,527	14.8%	2,662	14.9%
\$100,000 to \$124,999	536	4.4%	1,388	8.1%	1,479	8.3%
\$125,000 to \$149,999	246	2.0%	529	3.1%	597	3.3%
\$150,000 to \$199,999	137	1.1%	334	2.0%	371	2.1%
\$200,000 & Over	98	0.8%	219	1.3%	247	1.4%
Total	12,218	100.0%	17,090	100.0%	17,821	100.0%
Median Income	\$48,355		\$53,510		\$54,132	

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

In 2000, the median household income was \$48,355. This increased by 10.7% to \$53,510 in 2011. By 2014, it is projected that the median household income will be \$54,132, an increase of 1.2% over 2011.

A more detailed analysis of the overall demographic trends within the Site PMA is located in Section E.

6. Economic Data:

According to statistics provided by the Department of Labor and an interview with a representative at the Development Authority of Peach County, the local economy is stable. In fact, the Peach County employment base has rebounded relatively well in the wake of the national recession compared to state and national employment gains in 2011 and 2012 (to date). However, this increase does not reflect the job cuts at Robbins Air Force Base (Houston County) and the unemployment rate in Peach County remains approximately 2.0 percentage points higher than statewide averages. Based on these factors and the lack of any new major employment announcements, we anticipate there are numerous households surviving on reduced incomes relative to pre-recession levels. Further, our demographic trends analysis indicates there is a substantial base of households that could potentially support the proposed subject project.

Detailed tables illustrating trends within the employment base, unemployment rates and major job expansions/contractions are located in Section F.

7. Project-Specific Affordability and Demand Analysis:

Given the proposed rents at the subject site and maximum allowable incomes, it was calculated that the required income to live at the site will range between \$16,354 and \$36,120 for the proposed Tax Credit units. There will be an estimated 698 renter households that are income-qualified to reside at the proposed project which requires an overall capture rate of 8.0%. Specifically, the nine units targeting household up to 50% of AMHI require a capture rate of 1.5%, while the 47 units targeting households up to 60% of AMHI require a 9.5% capture rate. These capture rates are well below Georgia DCA threshold requirements and are considered achievable, especially considering the current housing void among affordable rentals within the Site PMA.

A detailed demand analysis is located in Section G of this report.

8. Competitive Rental Analysis

We identified and personally surveyed 12 conventional housing projects containing a total of 2,008 units within the Site PMA. Of the 12 projects surveyed three (3) offer LIHTC rental units. However, one of these properties is

age-restricted and is not considered comparable to the proposed subject development. As such, it was omitted from the comparable supply analysis. The two remaining Tax Credit properties are considered comparable in terms of unit designs and target population. Due to the limited number of comparable Tax Credit properties within the Site PMA, we identified and surveyed two additional Tax Credit properties located within the nearby region. All four of the comparable properties selected target households with income of up to 30%, 50% and/or 60% of Area Median Household Income (AMHI). Further, these developments offer bedroom types that are similar to the proposed project; therefore, they are considered comparable.

Note the two LIHTC properties located outside of the market area have been chosen for comparison purposes only. Considering these properties derive demographic support from different geographic areas, they will not effectively compete with the proposed subject development.

These four LIHTC properties and the proposed subject development are summarized as follows.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Avalon Court	2014	56	-	-	-	Families; 50% & 60% AMHI
7	Pacific Park	2001	128*	100.0%	7.9 Miles	5 H.H.	Families; 60% AMHI
8	Robins Landing	1999	144	100.0%	8.1 Miles	None	Families; 50% & 60% AMHI
911	Pinewood Park	2006	148	100.0%	14.9 Miles	None	Families; 30%, 50%, & 60% AMHI
912	West Club	1997	140	94.3%	14.7 Miles	None	Families; 30%, 50%, & 60% AMHI

OCC. - Occupancy

*Tax Credit units only

900 Series Map IDs located outside of Site PMA

The four LIHTC projects have a combined occupancy rate of 98.6%, indicating that these projects are well received within their respective markets and will serve as accurate benchmarks with which to compare to the proposed subject development.

Based on an in-depth analysis of the proposed project and the comparable developments included in Section H, it is believed that the proposed development will be competitive with these properties. Notably, the proposed gross rents at the subject project are the lowest when compared to the selected properties and will likely represent a substantial value.

Market-Rate Units

We identified five market-rate properties within the Byron Site PMA that we consider most comparable to the proposed subject development. The five selected market-rate projects have a combined total of 1,352 units with an overall occupancy rate of 98.8%. None of the comparable properties has an occupancy rate below 96.8%. These occupancy rates are considered high and illustrate that the selected properties are well received within the Byron Site PMA. As such, they will serve as accurate benchmarks with which to compare to the proposed subject project.

A comparison of the weighted average collected rents and those proposed at the subject project is included below.

Weighted Average Collected Rent of Comparable Market-Rate Units		
One-Br.	Two-Br.	Three-Br.
\$726	\$857	\$975

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

Bedrooms	Weighted Avg. Rent	Less Proposed Rent	Equals Difference	Divided by Proposed Rent	Rent Advantage
One-Br.	\$726	- \$325	\$401	/ \$325	123.4%
		- \$390	\$336	/ \$390	86.2%
Two-Br.	\$857	- \$350	\$507	/ \$350	144.9%
		- \$415	\$442	/ \$415	106.5%
Three-Br.	\$975	- \$375	\$600	/ \$375	160.0%
		- \$435	\$540	/ \$435	124.1%

The proposed collected rents at the site represent rent advantages of 86.2% to 160.0%, depending on bedroom type. These advantages are considered significant; however, these are weighted averages of *collected* rents that do not reflect differences in the utility structure that gross rents include. Further, these rent advantages do no consider differences in unit size, amenities or location. Therefore, we have provided HUD Rent Comparability grids to provide a more accurate rent advantage analysis. This analysis and the achievable market rents derived from HUD Rent Comparability Grids are included in Addendum E.

9. Absorption/Stabilization Estimates

Based on our analysis contained in this report, it is our opinion that the 56 proposed units will reach a stabilized occupancy of 93% within seven to nine months. This is an average absorption rate of between six to eight units per month. Absorption of the units by targeted income level is included in Section I.

These absorption rates have been based on the high occupancy rate of affordable housing developments, the large and growing base of demographic support, the desirability of the proposed project within the market area and the substantial perceived value that the proposed rents will likely represent.

A summary table of the proposed project and market findings is included on the following page.

SUMMARY TABLE

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

Development Name:	Avalon Court	Total # Units:	56
Location:	NW of Walker Road and Allred Road Byron, GA 31008 (Peach County)	# LIHTC Units:	56
PMA Boundary:	Sardis Church Road, Lower Hartley Bridge Road and Hartley Bridge Road to the north; Houston Road, North Houston Lake Boulevard and Carl Vinson Parkway to the east; Russell Parkway to the south; and Brock Road, Lily Creek Road and Taylor Mills Road to the west.		
	Farthest Boundary Distance to Subject:	7.5 miles	

RENTAL HOUSING STOCK (found on page H-5, Addendum A page 4-5 and Addendum E-2)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	12	2,008	38	98.1%
Market-Rate Housing	10*	1,685	38	97.7%
Assisted/Subsidized Housing not to include LIHTC	n/a	n/a	n/a	n/a
LIHTC	3*	323	0	100.0%
Stabilized Comps (in PMA only)	7	1,625	16	99.0%
Properties in Construction & Lease Up	n/a	n/a	n/a	n/a

*One development includes both Tax Credit and Market-Rate units.

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	828	\$325	\$726	\$0.88	123.4%	\$750	\$0.88
6	One-Br.	1.0	828	\$390	\$726	\$0.88	86.2%	\$750	\$0.88
3	Two-Br.	2.0	1,070	\$350	\$857	\$0.80	144.9%	\$825	\$0.69
21	Two-Br.	2.0	1,070	\$415	\$857	\$0.80	106.5%	\$825	\$0.69
4	Three-Br.	2.0	1,254	\$375	\$975	\$0.78	160.0%	\$1,059	\$0.74
20	Three-Br.	2.0	1,254	\$435	\$975	\$0.78	124.1%	\$1,059	\$0.74

DEMOGRAPHIC DATA (Found on page E-2, E-4, E-5 and G-5)

	2010		2012*		2014	
Renter Households	4,567	27.2%	4,625	27.1%	4,800	26.9%
Income-Qualified Renter HHs (LIHTC)	1,308	7.8%	1,323	7.7%	1,338	7.5%
Income-Qualified Renter HHs (MR)	n/a	n/a	n/a	n/a	n/a	n/a

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall
Renter Household Growth	n/a	16	25	n/a	n/a	30
Existing Households (Overburd + Substand)	n/a	489	404	n/a	n/a	577
Homeowner conversion (Seniors)	n/a	n/a	n/a	n/a	n/a	n/a
Secondary Market Demand	n/a	76	64	n/a	n/a	91
Less Comparable/Competitive Supply	n/a	0	0	n/a	n/a	0
Net Income-Qualified Renter HHs	n/a	581	493	n/a	n/a	698

CAPTURE RATES (found on page G-5)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate	n/a	1.5%	9.5%	n/a	n/a	8.0%

SECTION B - PROJECT DESCRIPTION

The proposed Avalon Court apartment project involves the new construction of 56 rental units, located at the corner of Allred Road and Walker Road in Byron, Georgia. The general occupancy project will not be age-restricted and will be funded using Low-Income Housing Tax Credit (LIHTC) financing. Once built, the project will target households with incomes of up to 50% and 60% of Area Median Household Income (AMHI). The unit mix will include one-bedroom/1.0-bath, two-bedroom/2.0-bath and three-bedroom/2.0-bath units. All units will be single-level, “garden-style,” and will be situated in two-story, walk-up buildings. The proposed collected rents will range from \$325 to \$435. Monthly collected rents will include the cost of trash collection. The proposed project is anticipated to be complete in the fall of 2014. Additional details regarding the proposed project follow:

A. PROJECT DESCRIPTION

1. **Project Name:** Avalon Court
2. **Property Location:** NW of Walker Road and Allred Road
Byron, Peach County, Georgia 31008
3. **Project Type:** Low-Income Housing Tax Credit (LIHTC)
4. **Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	Percent of AMHI	Proposed Rents		
						Collected	Utility Allowance	Gross
2	One-Br.	1.0	Garden	828	50%	\$325	\$152	\$477
6	One-Br.	1.0	Garden	828	60%	\$390	\$152	\$542
3	Two-Br.	2.0	Garden	1,070	50%	\$350	\$195	\$545
21	Two-Br.	2.0	Garden	1,070	60%	\$415	\$195	\$610
4	Three-Br.	2.0	Garden	1,254	50%	\$375	\$239	\$614
20	Three-Br.	2.0	Garden	1,254	60%	\$435	\$239	\$674
56	Total							

Source: Avalon Court Byron, L.P.

AMHI – Area Median Household Income (Peach County, Georgia)

5. **Target Market:** General Occupancy
6. **Project Design:** Seven (7), two-story, walk-up buildings and a 3,000 square foot community center
7. **Original Year Built:** Not applicable/New Construction
8. **Projected Opening Date:** Fall 2014

9. Unit Amenities:

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

10. Community Amenities:

- On-Site Management
- Laundry Facility
- Fitness Center
- Computer Center
- Library
- Club House
- Community Space
- Playground
- Picnic Area
- Storage

11. Resident Services:

Semi-monthly classes and social activities will be offered at no additional cost to residents.

12. Utility Responsibility:

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

- General Electricity
- Electric Heating
- Electric Hot Water Heating
- Electric Cooking
- Water
- Sewer

13. Rental Assistance: Not applicable

14. Parking:

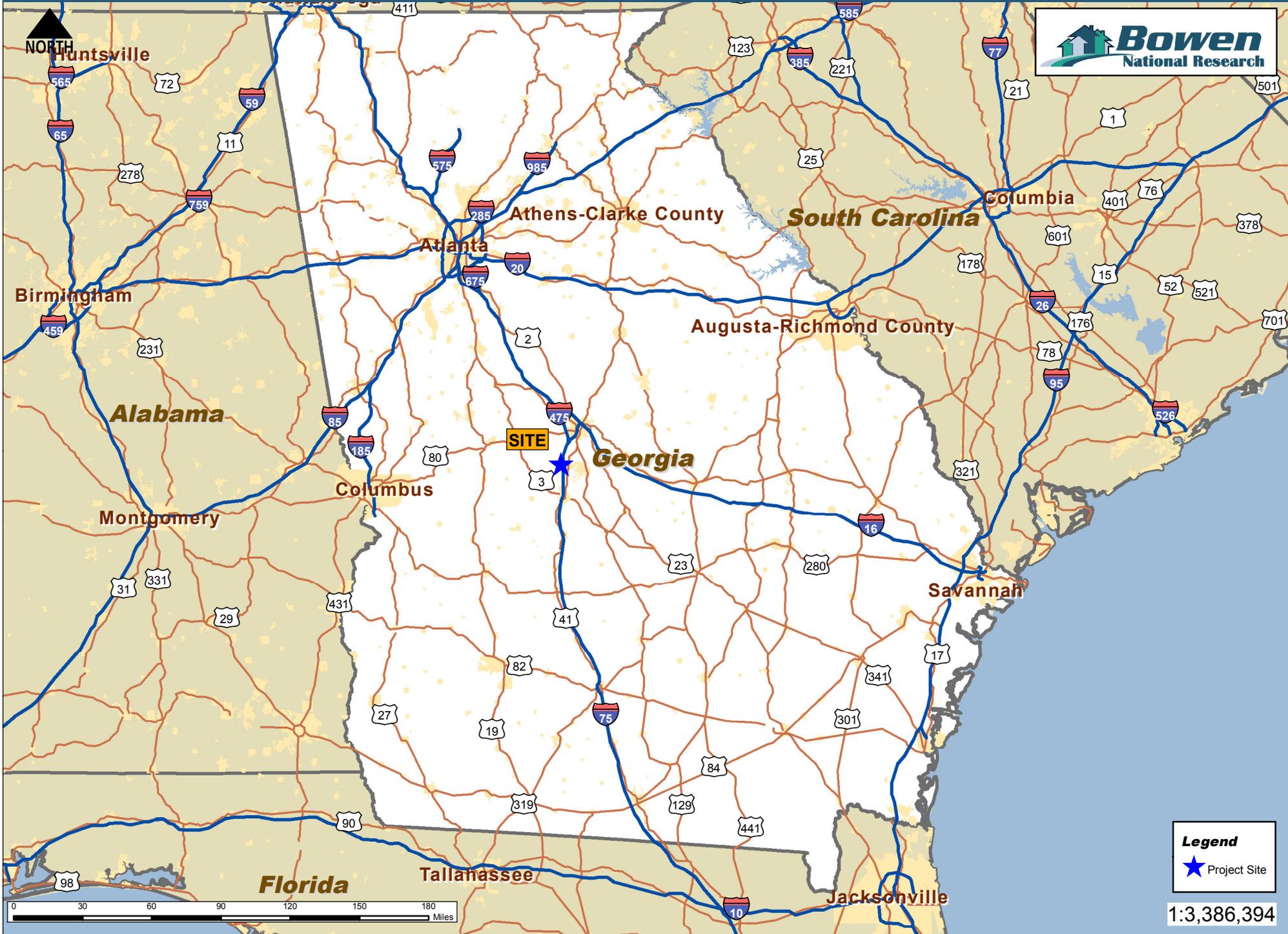
The subject site will offer 128 open lot parking spaces, providing 2.3 spaces per unit.

15. Current Project Status: Not applicable

16. Statistical Area: Peach County, Georgia (2012)

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

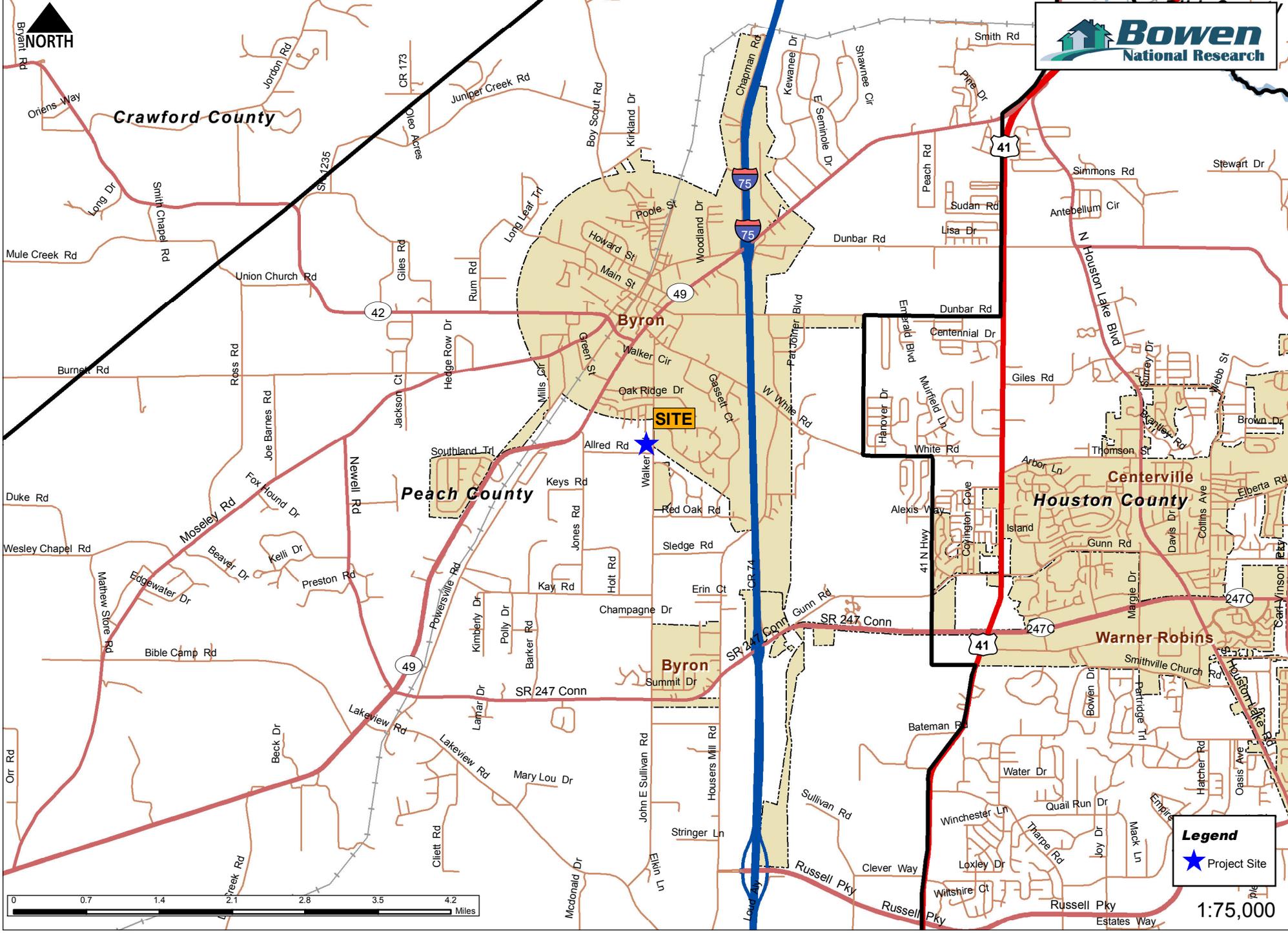
State of Georgia



Legend
★ Project Site

1:3,386,394

Byron, GA: Surrounding Area



Legend

- ★ Project Site

1:75,000

Byron, GA: Site Neighborhood



Legend

 Project Site

Image Date: 02-15-2007

1 inch = 350 feet

SECTION C – SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site is an undeveloped parcel of land located at the northwest corner of Walker Road and Allred Road, which is in the southern portion of Byron, Georgia. Located within Peach County, Byron is approximately 19.0 miles southwest of Macon, Georgia. An employee of Bowen National Research inspected the site and area apartments during the week of May 28, 2012.

2. SURROUNDING LAND USES

The subject site is within a developing area of Byron, Georgia. Surrounding land uses include single-family homes and undeveloped land. Adjacent land uses are detailed as follows:

North -	Wooded land borders the site to the north. Meadow's Walk subdivision is located beyond and is comprised of single-family homes considered to be in good condition. Scattered single-family homes and wooded land are located farther north.
East -	Walker Road borders the site to the east and is a lightly travelled residential roadway. Scattered single-family homes and single-family subdivisions are located farther east. These homes are considered to be in satisfactory to good condition. Interstate 75 is located beyond.
South -	Allred Road, a rural residential roadway, borders the site to the south and is considered to be lightly travelled. Scattered single-family homes considered to be in satisfactory to good condition and agricultural land are located opposite the site.
West -	Undeveloped land and scattered single-family homes considered to be in good condition border the site to the west. State Route 49, also known as Peach Parkway, is located beyond and is a major arterial roadway and commercial corridor throughout the city of Byron.

The site is in a somewhat rural, but developing residential neighborhood. Scattered single-family homes, single-family home subdivisions, wooded and agricultural land surround the subject site. The surrounding structures are considered to be in satisfactory to good condition, the wooded land is aesthetically pleasing and no known nuisances were observed within proximity of the site. Overall, the subject property will fit well with the surrounding land uses, as they should contribute to the marketability of the site.

3. VISIBILITY AND ACCESS

The subject site is at the northwest corner of Walker Road and Allred Road. Vehicular traffic along both of these roadways is considered light and clear lines of sight are provided in all directions of travel. As such, ingress and egress will be considered easy. The subject site is within 1.4 miles of major arterial roadways including State Route 49 and Interstate 75. Once built, the subject buildings and signage will be clearly visible from surrounding roadways. However, the light vehicular traffic will limit the visibility of the project. As such, promotional signage should be placed at the intersection of Allred Road and State Route 49 to mitigate this factor during the initial absorption period of the subject units. Overall, we consider access and visibility to be good.

4. 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 Highway(s)	State Route 49 Interstate 75	0.7 West 1.4 Northeast
Public Bus Stop	N/A	N/A
Major Employers/Employment Centers	Houston Medical Center Houston County Galleria Mall Walmart	7.5 East 4.2 Southeast 3.5 Southeast
Convenience Store	Raceway Byron BP	1.4 North 1.4 North
Grocery	Giant Foods	1.2 North
Discount Department Store	Family Dollar Fred's Store Walmart	1.2 North 1.2 North 3.5 Southeast
Shopping Center/Mall	Houston County Galleria	4.2 Southeast
Schools:		
Elementary	Kay Road Elementary School	1.5 Southeast
Middle/Junior High	Byron Middle School	1.2 North
Senior High	Peach County High School	8.6 Southwest
Police	Byron Police Department	1.6 North
Fire	Byron Fire Department	1.3 North
Post Office	U.S. Post Office	0.8 North
Bank	Atlantic Southern Bank BB&T	1.1 North 1.3 North
Restaurant	Huddle House Pizza Hut New China Wok	1.2 North 1.4 North 1.6 North
Restaurant	Huddle House Pizza Hut New China Wok	1.2 North 1.4 North 1.6 North

(Continued)

Community Services	Name	Driving Distance From Site (Miles)
Day Care	Stepping Stones Day Care	1.0 North
Library	Byron Public Library	1.1 North
Medical Center	Houston Medical Center	7.5 east
Fitness Center	Tim's Total Fitness	1.2 North
Hospital	Houston Medical Center Lifepointe Urgent Care	7.5 East 1.3 North

The subject site is within 2.0 miles of most community and safety services in Byron. The site is within proximity of a grocery stores, pharmacies, library, restaurants, recreational opportunities, gas stations, day care facilities and banks located in the Byron area. More shopping opportunities exist in Warner Robins where the Houston County Galleria and several other big box retailers such as Walmart, Target and Kohl's are located. Most of these stores are within 5.0 miles of the site.

The Byron Police and Fire Departments are within 1.6 miles of the site. The nearest major hospital to the site is the Houston Medical Center located 7.5 miles east of the site; however, an Urgent Care facility is 1.2 miles north of the site.

The Peach County Schools serves the subject site. Kay Road Elementary and Byron Middle School are located within 1.5 miles of the site while the Peach County High School is located 8.6 miles southwest of the site in Fort Valley. Macon State College and Mercer University are located in Macon within 25.0 miles of the site.

5. 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 (89) for the Site PMA is below the national average with an overall personal crime index of 75 and a property crime index of 91. Total crime risk (76) for Peach County is below the national average with indexes for personal and property crime of 67 and 76, respectively.

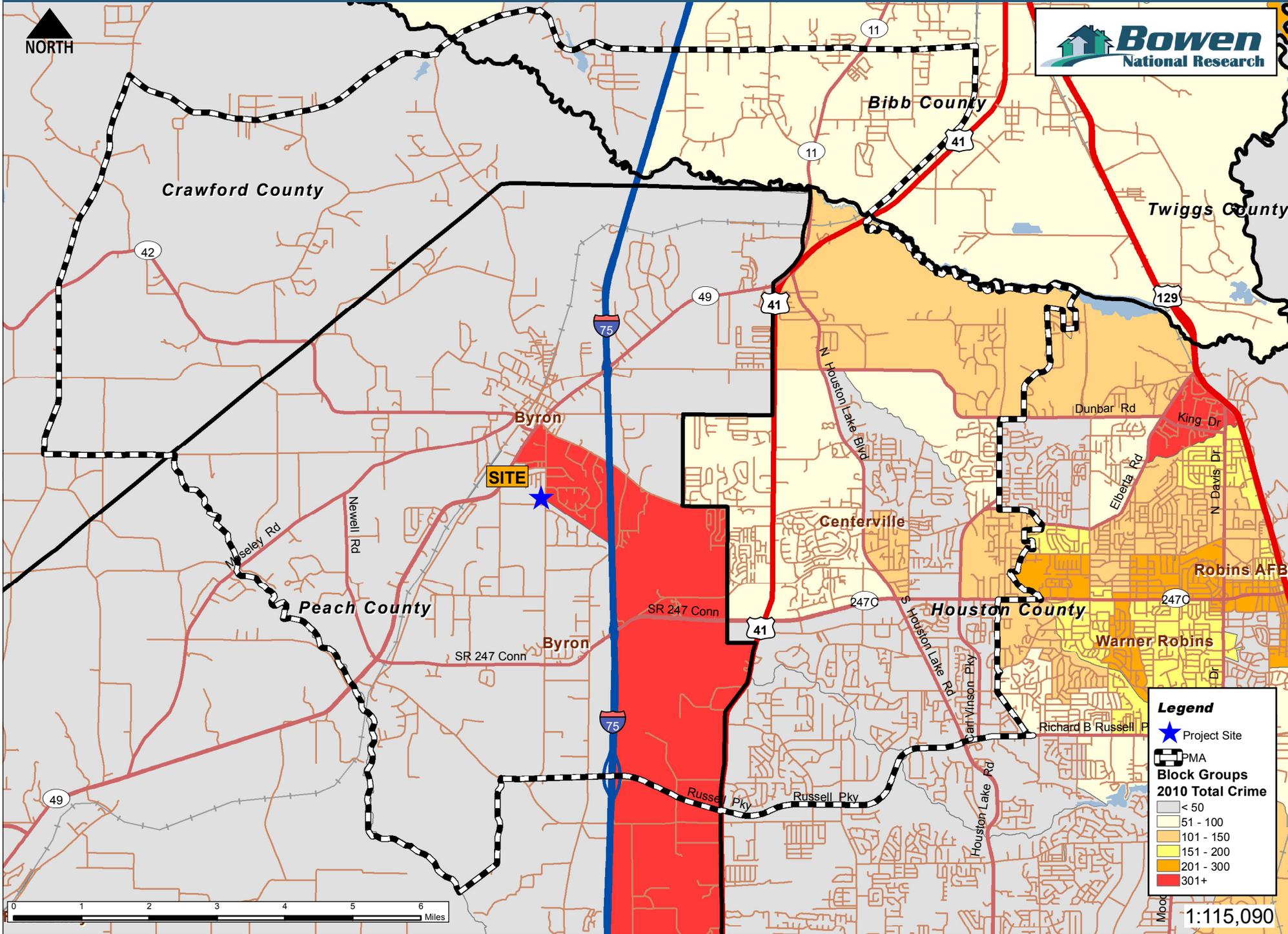
	Crime Risk Index	
	Site PMA	Peach County
Total Crime	89	76
Personal Crime	75	67
Murder	64	54
Rape	80	76
Robbery	50	52
Assault	111	90
Property Crime	91	76
Burglary	105	87
Larceny	103	103
Motor Vehicle Theft	66	40

Source: Applied Geographic Solutions

The crime risk indices within the Site PMA and Peach County as a whole are both below the national average (100). Therefore, it is unlikely that there is an inflated perception of crime within the subject neighborhood. As such, we do not anticipate any tangible impact on marketability from the potential crime risk at the subject property.

A map illustrating crime risk is on the following page.

Byron, GA: 2010 Crime Risk



Legend

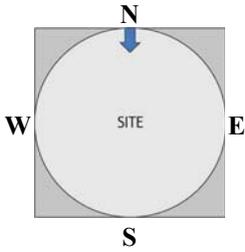
- Project Site
- PMA
- Block Groups**
- 2010 Total Crime**
- < 50
- 51 - 100
- 101 - 150
- 151 - 200
- 201 - 300
- 301+

1:115,090

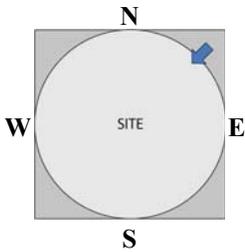
6. SITE PHOTOGRAPHS

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

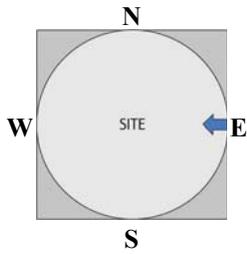
SITE PHOTOGRAPHS



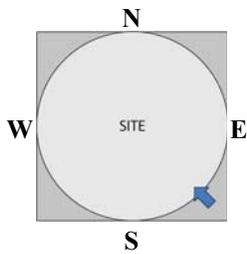
View of site from the north



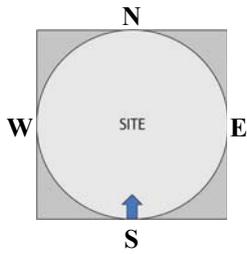
View of site from the northeast



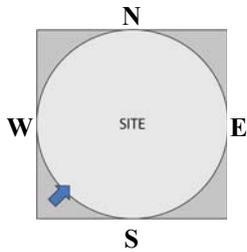
View of site from the east



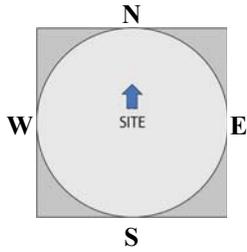
View of site from the southeast



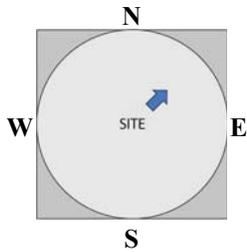
View of site from the south



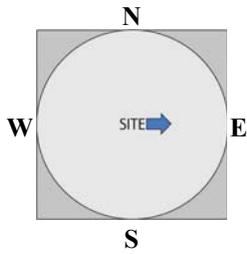
View of site from the southwest



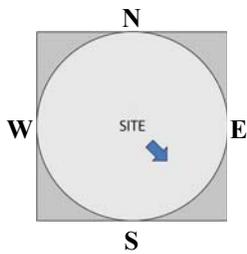
North view from site



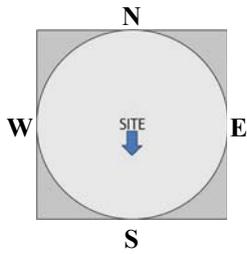
Northeast view from site



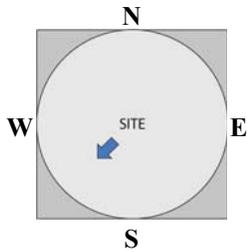
East view from site



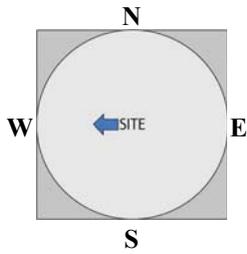
Southeast view from site



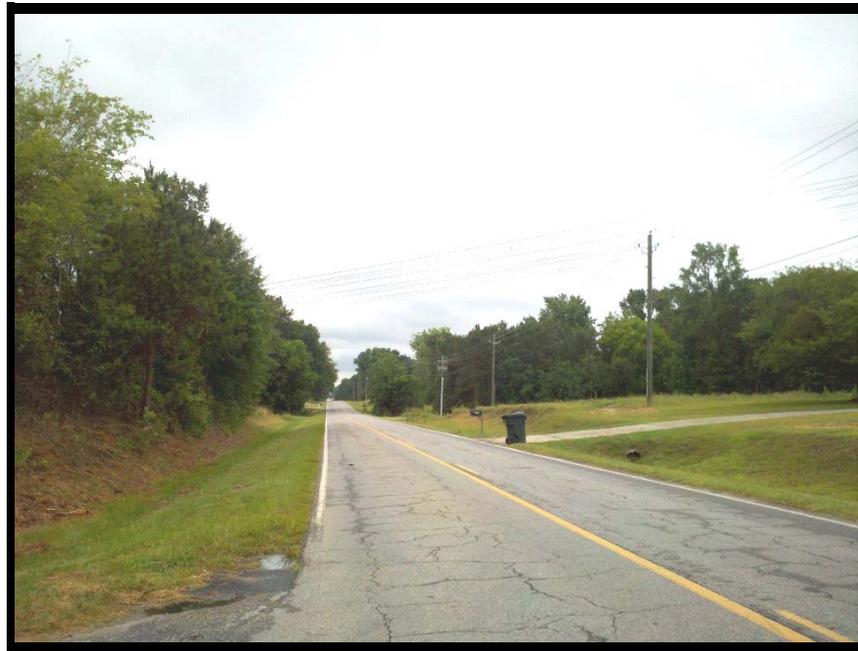
South view from site



Southwest view from site



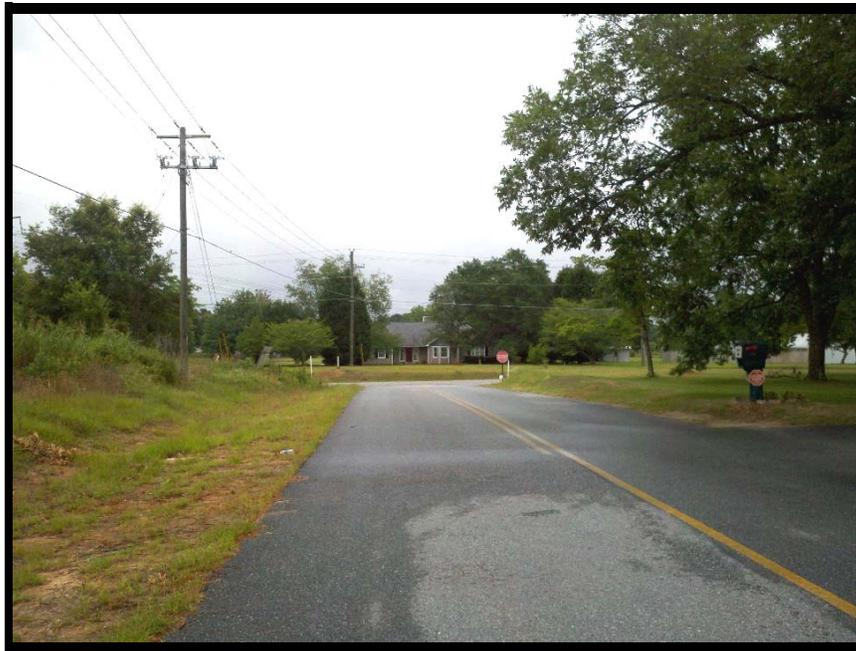
West view from site



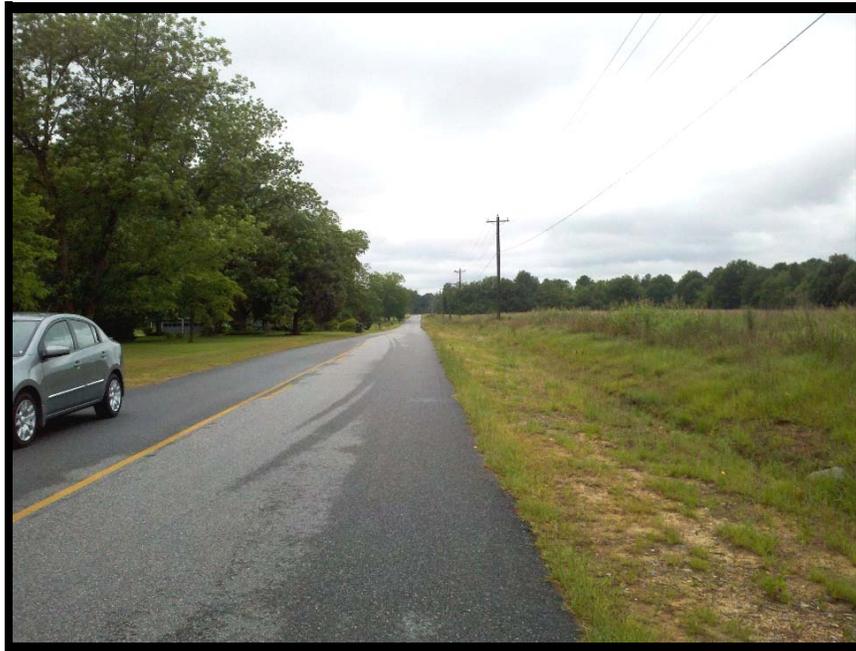
North view on Walker Road



South view on Walker Road



East view on Allred Road



West view on Allred Road

7. COMMUNITY SERVICES MAP

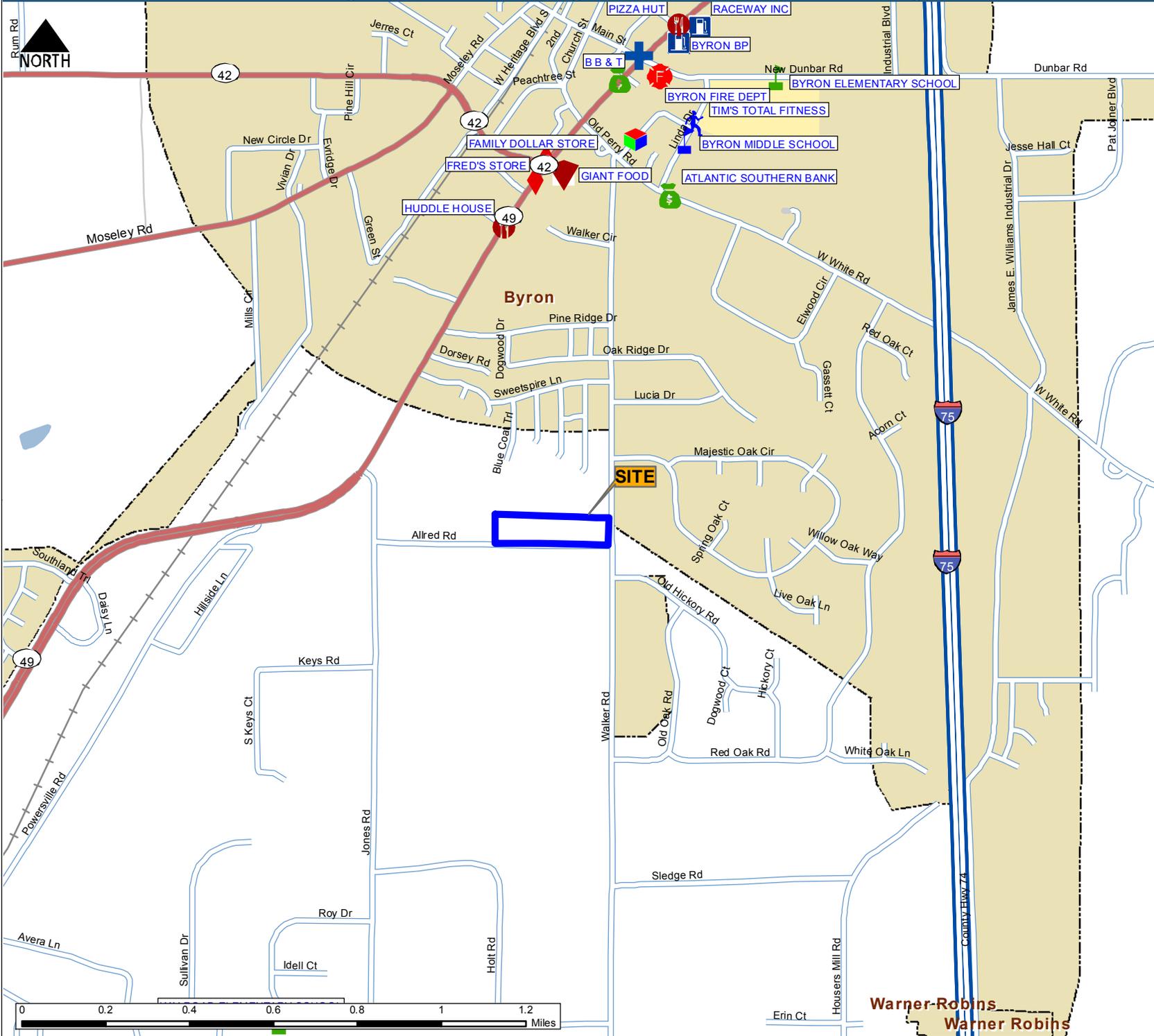
Maps illustrating the location of community services are on the following pages.

Byron, GA: Neighborhood Community Services



Legend

- Project Site
- bank
- child care
- convenience store
- elementary school
- fire
- fitness center
- gas
- grocery
- middle school
- pharmacy
- restaurant
- shopping



Warner-Robins
Warner Robins

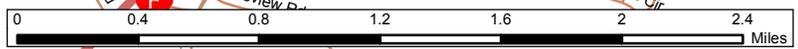
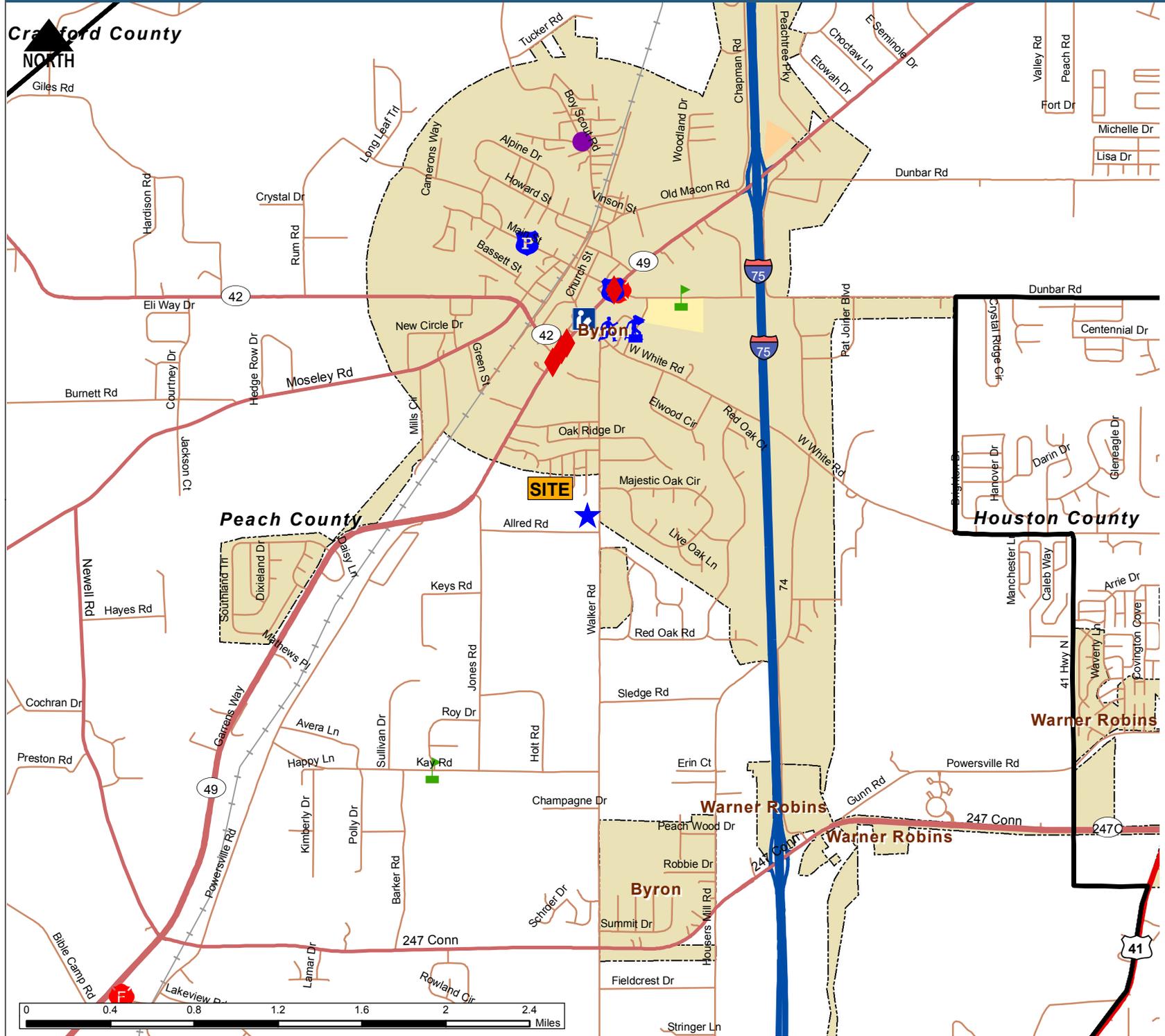
1:20,000

Byron, GA: Regional Community Services



Legend

- Project Site
- elementary school
- fire
- fitness center
- library
- middle school
- police
- rec./community center
- shopping



1:40,000

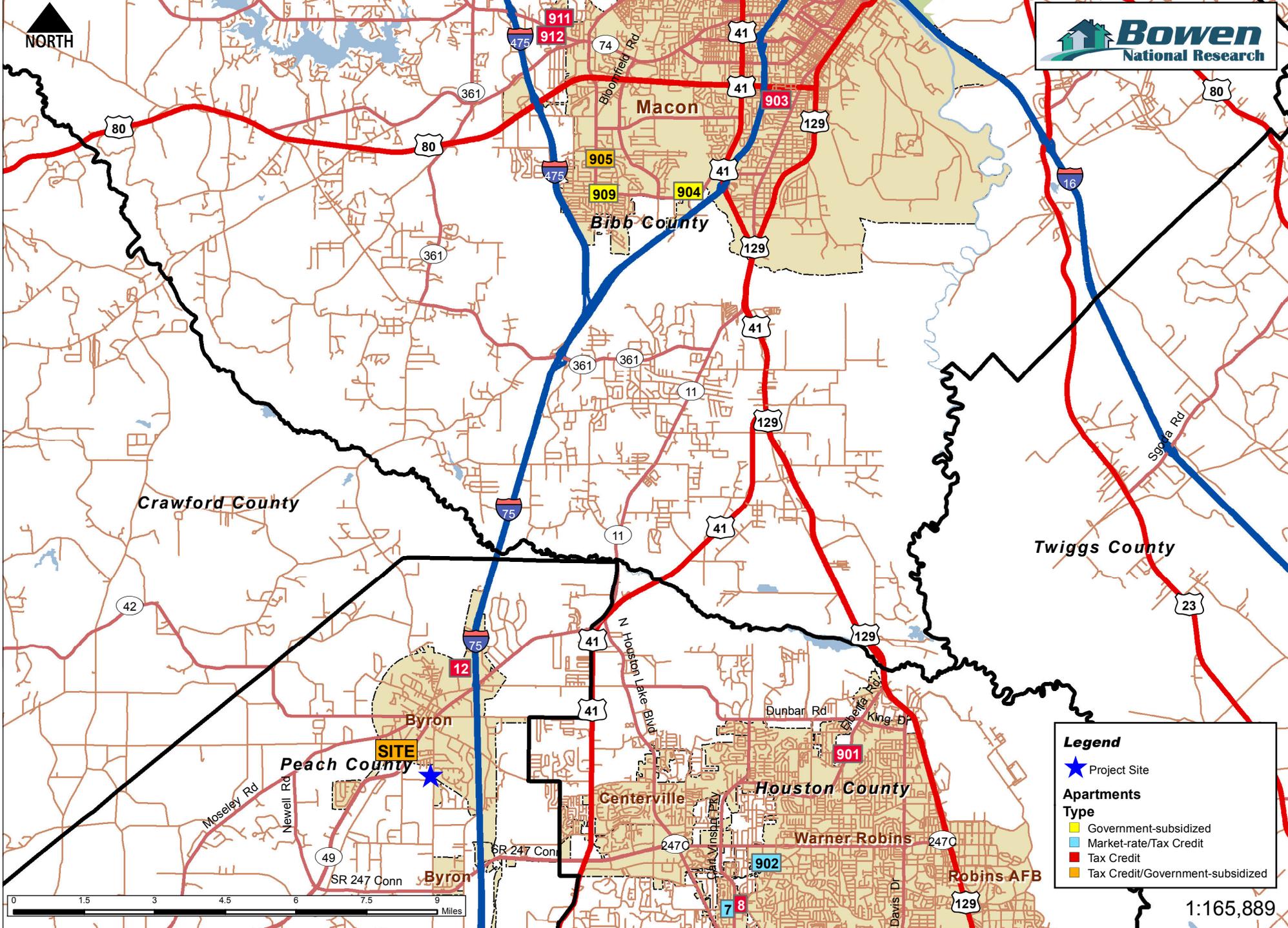
8. NEIGHBORHOOD DEVELOPMENTS/ZONING

The proposed project involves the new construction of seven apartment buildings in a developing area of Byron. Nearby land uses include single-family homes and undeveloped wooded land.

9. MAP OF LOW-INCOME RENTAL HOUSING

A map illustrating the location of low-income rental housing projects (Tax Credit, Rural Development, HUD Section 8 and Public Housing) identified in the Site PMA is included on the following page.

Byron, GA: Low-Income Property Locations



Legend

- ★ Project Site

Apartments Type

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

1:165,889

10. PLANNED ROAD OR INFRASTRUCTURE IMPROVEMENTS

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 State Route 49 and Interstate 75. The area is established and electric service is provided by Georgia Power, gas service is provided by Eatonton Gas, water and sewer services are provided by the City of Gray.

11. VISIBLE ENVIRONMENTAL OR OTHER CONCERNS

No visible environmental or other nuisances were observed within proximity of the site. Although there are high tension power lines to the north, wooded land will be located between the majority of subject buildings and these lines. Further, there are a number of new and established single-family subdivisions built adjacent to these lines within a mile of the site. Based on our observations, these subdivisions are well occupied and have not suffered from the proximity of the power lines.

12. OVERALL SITE EVALUATION

The site is in a somewhat rural, but developing residential neighborhood. Scattered single-family homes, single-family home subdivisions, wooded and agricultural land surround the subject site. The surrounding structures are considered to be in satisfactory to good condition, the wooded land is aesthetically pleasing and no known nuisances were observed within proximity of the site. The site is located within proximity of major arterial roadways and most community services are within 3.0 to 5.0 miles of the site. These services include banks, discount retailers, grocery stores, shopping centers, restaurants, schools, pharmacies and others. Overall, we anticipate the proposed site's location and proximity to community services will have a positive impact on its marketability.

SECTION D – PRIMARY MARKET AREA DELINEATION

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

The Byron Site PMA includes the City of Byron and Centerville, portions of western Warner Robins and outlying unincorporated areas within Peach and Houston Counties. The boundaries of the Site PMA generally include the Sardis Church Road, Lower Hartley Bridge Road and Hartley Bridge Road to the north; Houston Road, North Houston Lake Boulevard and Carl Vinson Parkway to the east; Russell Parkway to the south; and Brock Road, Lily Creek Road and Taylor Mills Road to the west.

Ms. Brenda Smith, Manager of the Heathrow Senior Village (Tax Credit property in Byron), stated that most prospective tenants for an affordable housing project in Byron would come from the immediate Byron area. However, Ms. Smith believed that the project would draw some support from Centerville and the western portions of Warner Robins, as these areas are becoming more congested and are easily accessible to Byron. A new affordable apartment community in Byron would provide Centerville and Warner Robins residents with a convenient and quiet alternative to the burgeoning commercial and retail sectors located in those cities.

A modest portion of support may originate from some of the outlying smaller communities in the area; we have not, however, considered a secondary market area in this report.

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

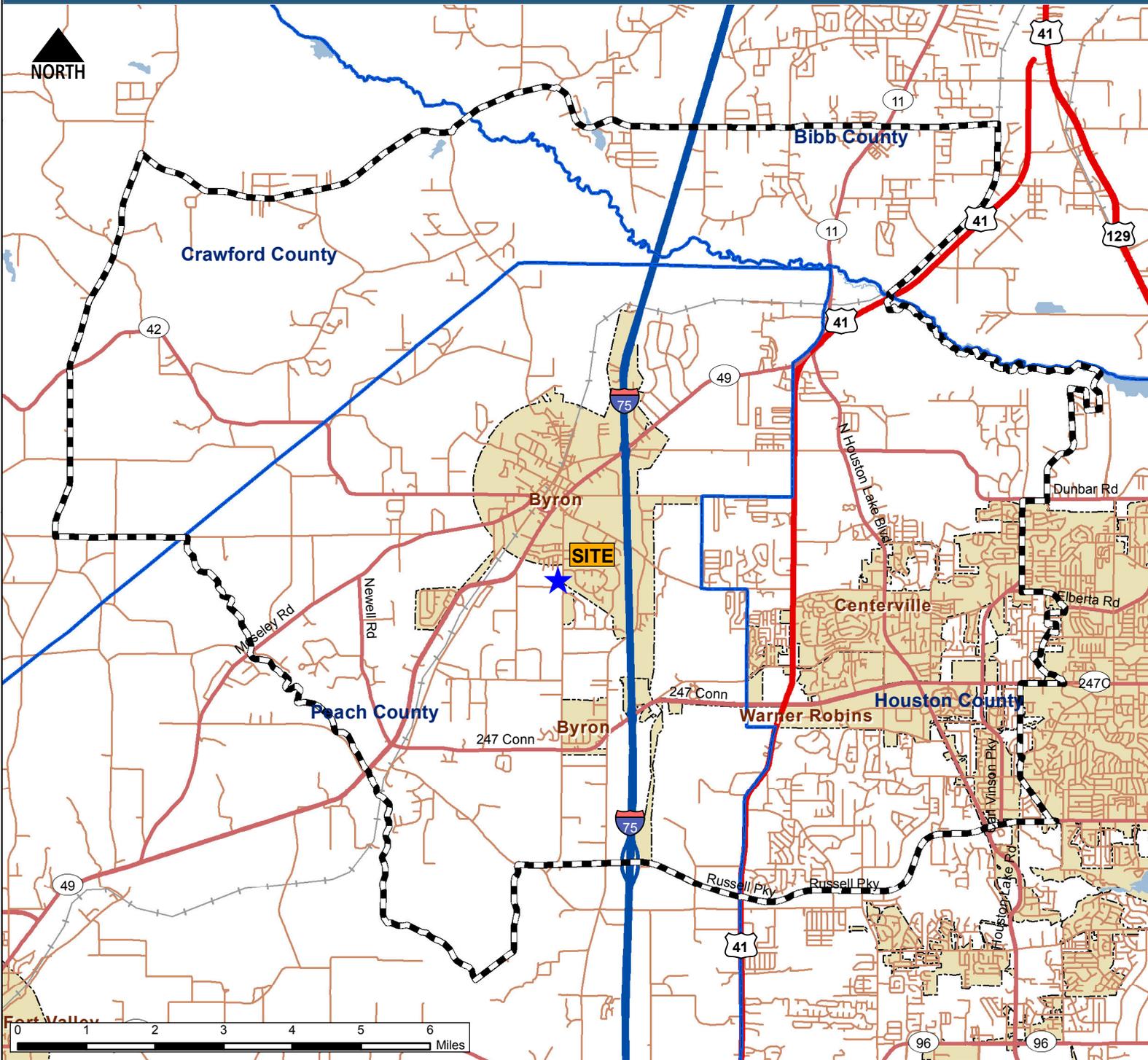
Byron, GA: Primary Market Area



Primary Market Area Information
 Area: 90.71 Sq. Miles
 County in PMA: Peach, Houston, and Crawford
 2011 Estimated Population: 44,017
 2011 Total Households: 17,090
 2011 Median Household Inc.: \$53,120

Legend

- ★ Project Site
- ▣ PMA



1:128,318

SECTION E - COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

The Byron Site PMA population base increased by 11,108 between 1990 and 2000. This represents a 49.9% increase over the 1990 population, or an annual rate of 4.1%. The Site PMA population bases for 1990, 2000, 2011 (estimated) and 2014 (projected) are summarized as follows:

	Year			
	1990 (Census)	2000 (Census)	2011 (Estimated)	2014 (Projected)
Population	22,281	33,389	44,017	45,615
Population Change	-	11,108	10,628	1,598
Percent Change	-	49.9%	31.8%	3.6%

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

Between 2000 and 2011, the population increased by 10,628, or 31.8%. It is projected that the population will increase by 1,598, or 3.6%, between 2011 and 2014. These growth rates are considered significant and illustrate a growing population base.

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

Population by Age	2000 (Census)		2011 (Estimated)		2014 (Projected)		Change 2011-2014	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	10,404	31.2%	11,994	27.2%	12,299	27.0%	305	2.5%
20 to 24	1,788	5.4%	2,799	6.4%	2,797	6.1%	-2	-0.1%
25 to 34	4,967	14.9%	5,995	13.6%	6,276	13.8%	281	4.7%
35 to 44	6,197	18.6%	5,912	13.4%	5,951	13.0%	39	0.7%
45 to 54	4,552	13.6%	6,938	15.8%	6,785	14.9%	-153	-2.2%
55 to 64	2,934	8.8%	5,279	12.0%	5,698	12.5%	419	7.9%
65 to 74	1,677	5.0%	3,239	7.4%	3,816	8.4%	577	17.8%
75 & Over	870	2.6%	1,861	4.2%	1,994	4.4%	133	7.1%
Total	33,389	100.0%	44,017	100.0%	45,615	100.0%	1,598	3.6%

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

As the preceding table illustrates, growth among many different age cohorts is anticipated between 2011 and 2014. Although the much of the growth is anticipated to take place among the population 55 years of age and older, nearly 50% of the population is expected to be between 25 and 54 years old in 2014. This age group is the prime group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

Within the Byron Site PMA, households increased by 4,363 (55.5%) between 1990 and 2000. Household trends within the Byron Site PMA are summarized as follows:

	Year			
	1990 (Census)	2000 (Census)	2011 (Estimated)	2014 (Projected)
Households	7,855	12,218	17,090	17,821
Household Change	-	4,363	4,872	731
Percent Change	-	55.5%	39.9%	4.3%
Household Size	2.81	2.71	2.57	2.56

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

Between 2000 and 2011, households increased by 4,872 or 39.9%. By 2014, there will be 17,821 households, an increase of 731 households, or 4.3% over 2011 levels. This is an increase of approximately 244 households annually over the next three years.

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

Households by Age	2000 (Census)		2011 (Estimated)		2014 (Projected)		Change 2011-2014	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	477	3.9%	759	4.4%	746	4.2%	-13	-1.7%
25 to 34	2,299	18.8%	3,172	18.6%	3,420	19.2%	248	7.8%
35 to 44	3,637	29.8%	3,591	21.0%	3,736	21.0%	145	4.0%
45 to 54	2,378	19.5%	3,932	23.0%	3,777	21.2%	-155	-3.9%
55 to 64	1,739	14.2%	2,814	16.5%	3,007	16.9%	193	6.8%
65 to 74	1,095	9.0%	1,801	10.5%	2,010	11.3%	209	11.6%
75 to 84	541	4.4%	814	4.8%	905	5.1%	91	11.1%
85 & Over	52	0.4%	207	1.2%	220	1.2%	13	6.4%
Total	12,218	100.0%	17,090	100.0%	17,821	100.0%	731	4.3%

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

Between 2011 and 2014, the greatest growth among household age groups is projected to be among the households between the ages of 25 and 34. Household growth is also occurring at a fairly rapid rate among households between the ages of 65 and 74. This demonstrates strong growth among a range of household ages and indicates the demand for all housing will likely increase, regardless of its targeted age demographic.

Households by tenure are distributed as follows:

Tenure	2000 (Census)		2011 (Estimated)		2014 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	9,783	80.1%	12,465	72.9%	13,021	73.1%
Renter-Occupied	2,434	19.9%	4,625	27.1%	4,800	26.9%
Total	12,218	100.0%	17,090	100.0%	17,821	100.0%

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

In 2011, homeowners occupied 72.9% of all occupied housing units, while the remaining 27.1% were occupied by renters. Although the share of renters is projected to decline between 2011 and 2014, the total number of renter households is actually projected to increase.

Households by tenure are distributed as follows:

Distribution of Households	2000 (Census)		2011 (Estimated)		2014 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied (<Age 62)	7,793	63.8%	9,285	54.3%	9,551	53.6%
Owner-Occupied (Age 62+)	1,991	16.3%	3,180	18.6%	3,471	19.5%
Renter-Occupied (<Age 62)	2,215	18.1%	4,226	24.7%	4,346	24.4%
Renter-Occupied (Age 62+)	219	1.8%	399	2.3%	454	2.5%
Total	12,218	100.0%	17,090	100.0%	17,821	100.0%

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

Notably, renter households of all ages will increase between 2011 and 2014. Not only will the general occupancy development attract family households, the one- and two-bedroom units situated on the ground level may also attract seniors. Therefore, the growth among all renter households, regardless of age, indicates an increasing base of support for the proposed subject project.

The household sizes by tenure within the Site PMA, based on the 2000 Census and 2011 estimates, were distributed as follows:

Persons Per Renter Household	2000 (Census)		2011 (Estimated)		Change 2000-2011	
	Households	Percent	Households	Percent	Households	Percent
1 Person	732	30.1%	1,493	32.3%	761	104.0%
2 Persons	603	24.8%	1,019	22.0%	416	68.9%
3 Persons	448	18.4%	898	19.4%	450	100.4%
4 Persons	419	17.2%	761	16.5%	342	81.8%
5 Persons+	232	9.5%	454	9.8%	222	95.6%
Total	2,434	100.0%	4,625	100.0%	2,191	90.0%

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

Persons Per Owner Household	2000 (Census)		2011 (Estimated)		Change 2000-2011	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,697	17.3%	2,245	18.0%	548	32.3%
2 Persons	3,481	35.6%	4,542	36.4%	1,061	30.5%
3 Persons	2,032	20.8%	2,594	20.8%	562	27.7%
4 Persons	1,634	16.7%	1,922	15.4%	288	17.6%
5 Persons+	939	9.6%	1,162	9.3%	223	23.8%
Total	9,783	100.0%	12,465	100.0%	2,682	27.4%

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

The proposed one-, two- and three-bedroom units at the subject site will target households containing up to five persons. As such, the proposed development will be able to attract most household sizes, thereby increasing its base of potential support.

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

Household Income	2000 (Census)		2011 (Estimated)		2014 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	731	6.0%	1,021	6.0%	1,060	6.0%
\$10,000 to \$19,999	1,051	8.6%	1,354	7.9%	1,390	7.8%
\$20,000 to \$29,999	1,572	12.9%	1,846	10.8%	1,884	10.6%
\$30,000 to \$39,999	1,433	11.7%	1,856	10.9%	1,923	10.8%
\$40,000 to \$49,999	1,584	13.0%	1,845	10.8%	1,895	10.6%
\$50,000 to \$59,999	1,479	12.1%	1,774	10.4%	1,834	10.3%
\$60,000 to \$74,999	1,708	14.0%	2,396	14.0%	2,479	13.9%
\$75,000 to \$99,999	1,644	13.5%	2,527	14.8%	2,662	14.9%
\$100,000 to \$124,999	536	4.4%	1,388	8.1%	1,479	8.3%
\$125,000 to \$149,999	246	2.0%	529	3.1%	597	3.3%
\$150,000 to \$199,999	137	1.1%	334	2.0%	371	2.1%
\$200,000 & Over	98	0.8%	219	1.3%	247	1.4%
Total	12,218	100.0%	17,090	100.0%	17,821	100.0%
Median Income	\$48,355		\$53,510		\$54,132	

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

In 2000, the median household income was \$48,355. This increased by 10.7% to \$53,510 in 2011. By 2014, it is projected that the median household income will be \$54,132, an increase of 1.2% over 2011.

The following tables illustrate renter household income by household size for 2000, 2010, 2011 and 2014 for the Byron Site PMA:

Renter Households	2000 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	155	75	27	36	10	302
\$10,000 to \$19,999	146	108	46	99	42	440
\$20,000 to \$29,999	156	135	62	37	50	439
\$30,000 to \$39,999	117	70	36	67	33	324
\$40,000 to \$49,999	68	74	85	38	12	277
\$50,000 to \$59,999	25	32	60	42	25	184
\$60,000 to \$74,999	28	46	54	39	25	192
\$75,000 to \$99,999	26	40	52	39	24	182
\$100,000 to \$124,999	5	10	13	10	6	44
\$125,000 to \$149,999	3	7	7	7	4	28
\$150,000 to \$199,999	2	4	4	3	1	14
\$200,000 & Over	1	2	3	2	0	8
Total	732	603	448	419	232	2,434

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	308	116	43	55	13	535
\$10,000 to \$19,999	280	165	75	146	65	730
\$20,000 to \$29,999	281	194	102	48	72	697
\$30,000 to \$39,999	227	109	66	99	63	563
\$40,000 to \$49,999	128	115	136	58	18	455
\$50,000 to \$59,999	54	53	125	87	54	374
\$60,000 to \$74,999	62	90	111	80	54	398
\$75,000 to \$99,999	73	96	121	90	56	436
\$100,000 to \$124,999	34	50	62	50	30	227
\$125,000 to \$149,999	7	13	18	15	12	66
\$150,000 to \$199,999	9	11	16	13	8	57
\$200,000 & Over	3	6	9	8	2	29
Total	1,468	1,018	884	751	447	4,567

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2011 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	317	115	42	55	14	543
\$10,000 to \$19,999	285	164	75	147	65	736
\$20,000 to \$29,999	283	192	103	48	73	699
\$30,000 to \$39,999	229	109	67	100	64	569
\$40,000 to \$49,999	129	116	137	59	18	459
\$50,000 to \$59,999	56	53	127	88	55	380
\$60,000 to \$74,999	63	90	113	82	55	404
\$75,000 to \$99,999	74	96	124	93	57	444
\$100,000 to \$124,999	35	50	64	52	30	231
\$125,000 to \$149,999	9	14	19	16	13	71
\$150,000 to \$199,999	9	12	16	13	8	58
\$200,000 & Over	4	7	10	9	2	31
Total	1,493	1,019	898	761	454	4,625

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2014 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	343	113	40	56	15	566
\$10,000 to \$19,999	299	163	76	149	65	753
\$20,000 to \$29,999	288	188	107	48	74	705
\$30,000 to \$39,999	235	111	71	101	68	585
\$40,000 to \$49,999	132	118	141	61	17	470
\$50,000 to \$59,999	63	55	133	89	59	398
\$60,000 to \$74,999	66	92	119	88	57	422
\$75,000 to \$99,999	76	96	132	101	61	467
\$100,000 to \$124,999	38	50	70	56	32	245
\$125,000 to \$149,999	12	18	24	19	15	87
\$150,000 to \$199,999	10	13	17	14	9	63
\$200,000 & Over	5	8	13	9	3	39
Total	1,567	1,024	943	792	474	4,800

Source: Ribbon Demographics; ESRI; Urban Decision Group

Data from the preceding tables has been used in the Project Specific Demand Analysis (Section G).

SECTION F - ECONOMIC TRENDS

1. LABOR FORCE PROFILE

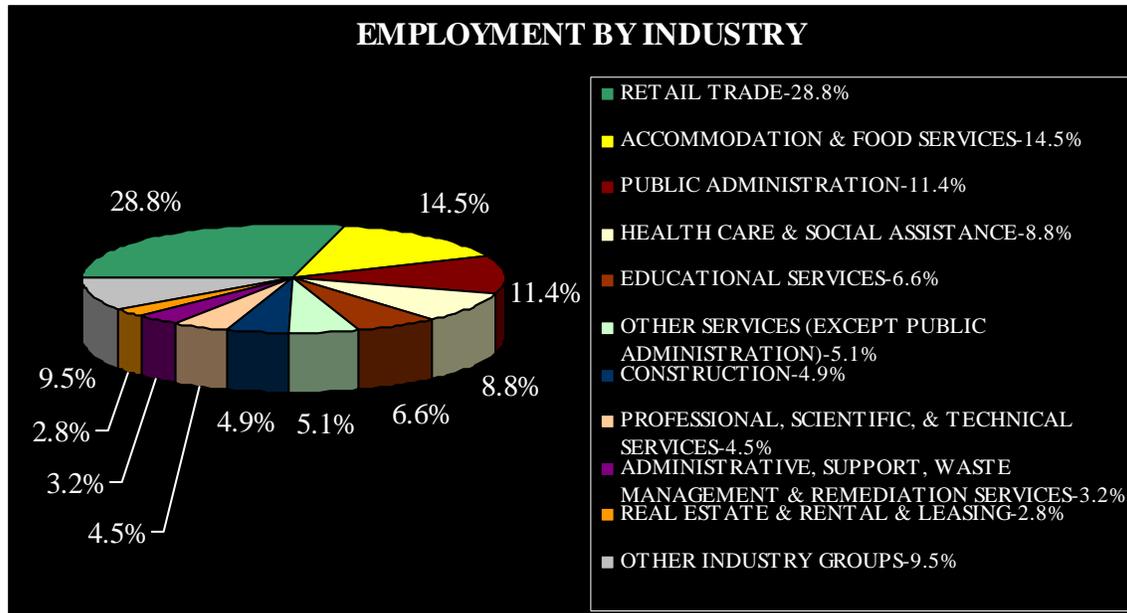
The labor force within the Byron Site PMA is based primarily in three sectors. Retail Trade (which comprises 28.8%), Accommodation & Food Services and Public Administration comprise nearly 55% of the Site PMA labor force. Employment in the Byron Site PMA, as of 2011, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	5	0.3%	13	0.1%	2.6
Mining	0	0.0%	0	0.0%	0.0
Utilities	2	0.1%	42	0.3%	21.0
Construction	118	7.9%	657	4.9%	5.6
Manufacturing	32	2.1%	308	2.3%	9.6
Wholesale Trade	58	3.9%	368	2.8%	6.3
Retail Trade	314	21.1%	3,857	28.8%	12.3
Transportation & Warehousing	19	1.3%	82	0.6%	4.3
Information	25	1.7%	132	1.0%	5.3
Finance & Insurance	85	5.7%	268	2.0%	3.2
Real Estate & Rental & Leasing	91	6.1%	376	2.8%	4.1
Professional, Scientific & Technical Services	90	6.0%	599	4.5%	6.7
Management of Companies & Enterprises	1	0.1%	2	0.0%	2.0
Administrative, Support, Waste Management & Remediation Services	53	3.6%	422	3.2%	8.0
Educational Services	27	1.8%	876	6.6%	32.4
Health Care & Social Assistance	113	7.6%	1,182	8.8%	10.5
Arts, Entertainment & Recreation	13	0.9%	29	0.2%	2.2
Accommodation & Food Services	124	8.3%	1,933	14.5%	15.6
Other Services (Except Public Administration)	208	14.0%	682	5.1%	3.3
Public Administration	78	5.2%	1,520	11.4%	19.5
Nonclassifiable	33	2.2%	25	0.2%	0.8
Total	1,489	100.0%	13,373	100.0%	9.0

*Source: 2000 & 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 Middle Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Middle Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$84,590	\$105,680
Business and Financial Occupations	\$62,390	\$70,200
Computer and Mathematical Occupations	\$55,020	\$73,810
Architecture and Engineering Occupations	\$64,080	\$72,350
Community and Social Service Occupations	\$34,800	\$41,040
Art, Design, Entertainment and Sports Medicine Occupations	\$33,800	\$50,190
Healthcare Practitioners and Technical Occupations	\$60,900	\$68,360
Healthcare Support Occupations	\$20,910	\$25,800
Protective Service Occupations	\$30,250	\$34,180
Food Preparation and Serving Related Occupations	\$18,650	\$20,130
Building and Grounds Cleaning and Maintenance Occupations	\$21,260	\$23,490
Personal Care and Service Occupations	\$19,980	\$22,370
Sales and Related Occupations	\$25,540	\$34,670
Office and Administrative Support Occupations	\$28,140	\$32,690
Construction and Extraction Occupations	\$34,070	\$37,280
Installation, Maintenance and Repair Occupations	\$38,550	\$41,480
Production Occupations	\$30,500	\$30,930
Transportation and Moving Occupations	\$26,410	\$32,420

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

Most annual blue-collar salaries range from \$18,650 to \$38,550 within the Middle Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$65,396. It is important to note that most occupational types within the Middle Georgia Nonmetropolitan Area have slightly lower typical wages than the State of Georgia's typical wages. The proposed project will generally target households with incomes between \$17,000 and \$38,000. The area employment base has a significant number of income-appropriate households from which the proposed subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The top ten largest employers in Peach County, Georgia for 3rd quarter 2011 are listed below in alphabetical order. This list *excludes* all government agencies except correctional institutions, state and local hospitals, state colleges and universities and was as provided by the Georgia Department of Labor’s Statistical Chief. No employment totals or ranking is available.

Business
Advance Stores Company, Inc.
Blue Bird Body Company
Fort Valley State College
Lane Packing, LLC
Peach County Association for the Mentally Retarded
Peach Regional Medical Center
Publix Super Market, Inc.
Pyrotechnic Specialties, Inc.
Sodexo USA
Southern Perfection Fabrication

Source: Georgia DOL, 3rd Quarter 2011

According to a representative with the Development Authority of Peach County, one of the most significant challenges facing the economy has been the recent cuts to civilian personnel at Robbins Air Force Base (Houston County, Georgia). Although this base is located in an adjacent county, its proximity makes it a major employment center for Peach County residents. The base had originally planned to cut up to 1,140 jobs, but the final cuts totaled approximately 800 and were achieved through voluntary buyouts. Many of the 800 civilian jobs that were cut between December 2011 and April 2012 were veteran workers accepting incentives to retire and these workers are likely to remain in the area receiving retirement salaries and possibly seeking other types of employment. This would reduce the overall impact of the lost jobs. Over the next few years the base is expected to realize more job cuts, particularly in the 402nd Maintenance Wing; however, no announcements have been made.

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.

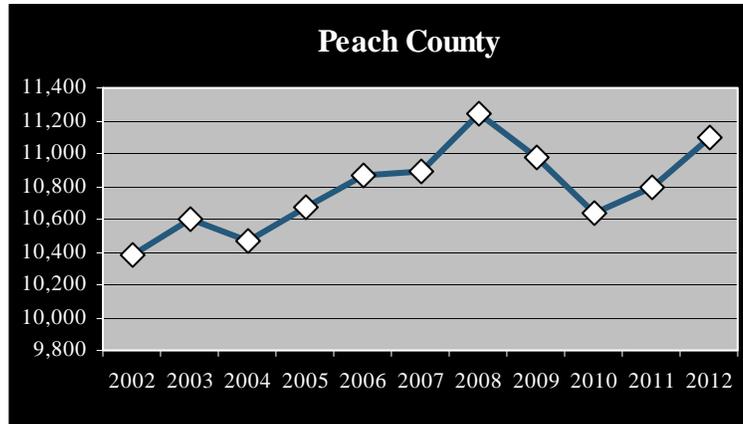
Excluding 2012, the employment base has declined by 0.8% over the past five years in Peach County, less than the Georgia state decline of 7.1%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Peach County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2002	10,386	-	4,135,381	-	137,936,674	-
2003	10,600	2.1%	4,173,787	0.9%	138,386,944	0.3%
2004	10,465	-1.3%	4,249,007	1.8%	139,988,842	1.2%
2005	10,674	2.0%	4,375,178	3.0%	142,328,023	1.7%
2006	10,868	1.8%	4,500,150	2.9%	144,990,053	1.9%
2007	10,885	0.2%	4,587,739	1.9%	146,397,529	1.0%
2008	11,248	3.3%	4,548,366	-0.9%	146,068,824	-0.2%
2009	10,977	-2.4%	4,278,522	-5.9%	140,721,369	-3.7%
2010	10,641	-3.1%	4,213,875	-1.5%	140,483,185	-0.2%
2011	10,793	1.4%	4,262,175	1.1%	141,748,955	0.9%
2012*	11,095	2.8%	4,310,064	1.1%	141,772,241	0.0%

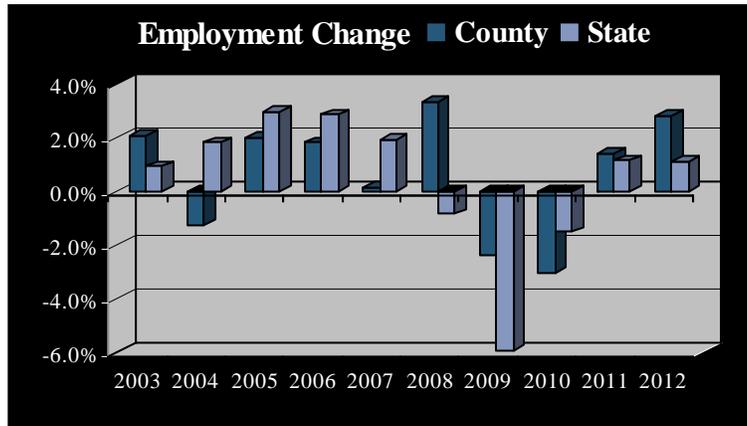
Source: Department of Labor; Bureau of Labor Statistics

*Through April



As the preceding illustrates, the Peach County employment base has rebounded relatively well in the wake of the national recession compared to state and national employment gains in 2011 and 2012 (to date). Note the job cuts at the Robbins Air Force Base were located within Houston County.

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

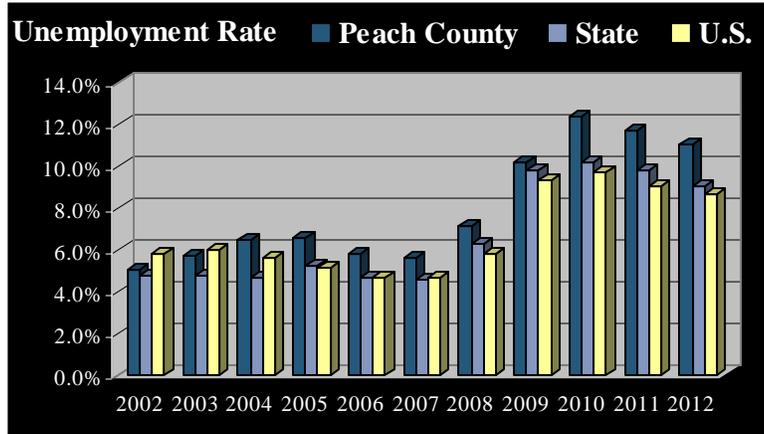


Unemployment rates for Peach County, Georgia and the United States are illustrated as follows:

Year	Unemployment Rate		
	Peach County	Georgia	United States
2002	5.0%	4.8%	5.8%
2003	5.7%	4.8%	6.0%
2004	6.5%	4.7%	5.6%
2005	6.6%	5.2%	5.2%
2006	5.8%	4.7%	4.7%
2007	5.6%	4.6%	4.7%
2008	7.1%	6.3%	5.8%
2009	10.2%	9.8%	9.3%
2010	12.4%	10.2%	9.7%
2011	11.7%	9.8%	9.0%
2012*	11.0%	9.0%	8.7%

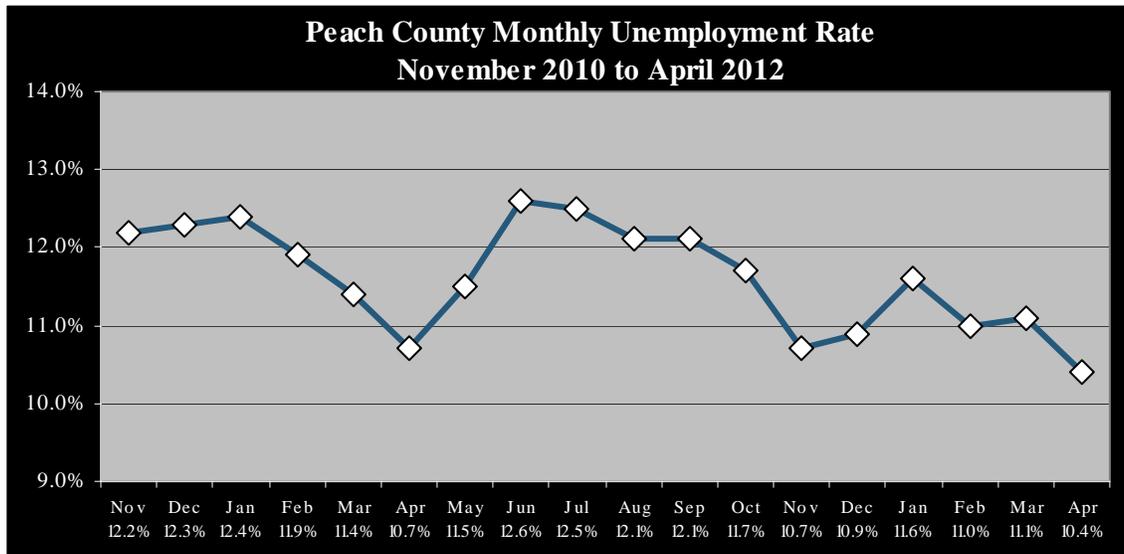
Source: Department of Labor, Bureau of Labor Statistics

*Through April



Despite outperforming the state and the nation in job creation during 2011 and 2012 (to date), the unemployment rate has remained substantially higher in Peach County compared to the statewide and national rates.

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



Despite several spikes in the monthly unemployment rate, it has generally declined over the past 18-month period. However, it still remains higher than statewide and national rates.

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 Peach County.

In-Place Employment Peach County			
Year	Employment	Change	Percent Change
2001	8,130	-	-
2002	8,135	5	0.1%
2003	8,171	36	0.4%
2004	7,813	-358	-4.4%
2005	7,913	100	1.3%
2006	7,893	-20	-0.3%
2007	7,628	-265	-3.4%
2008	8,212	584	7.7%
2009	8,196	-16	-0.2%
2010	7,848	-348	-4.2%
2011*	8,254	406	5.2%

Source: Department of Labor, Bureau of Labor Statistics

*Through September

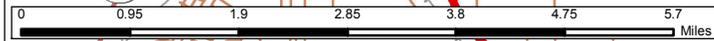
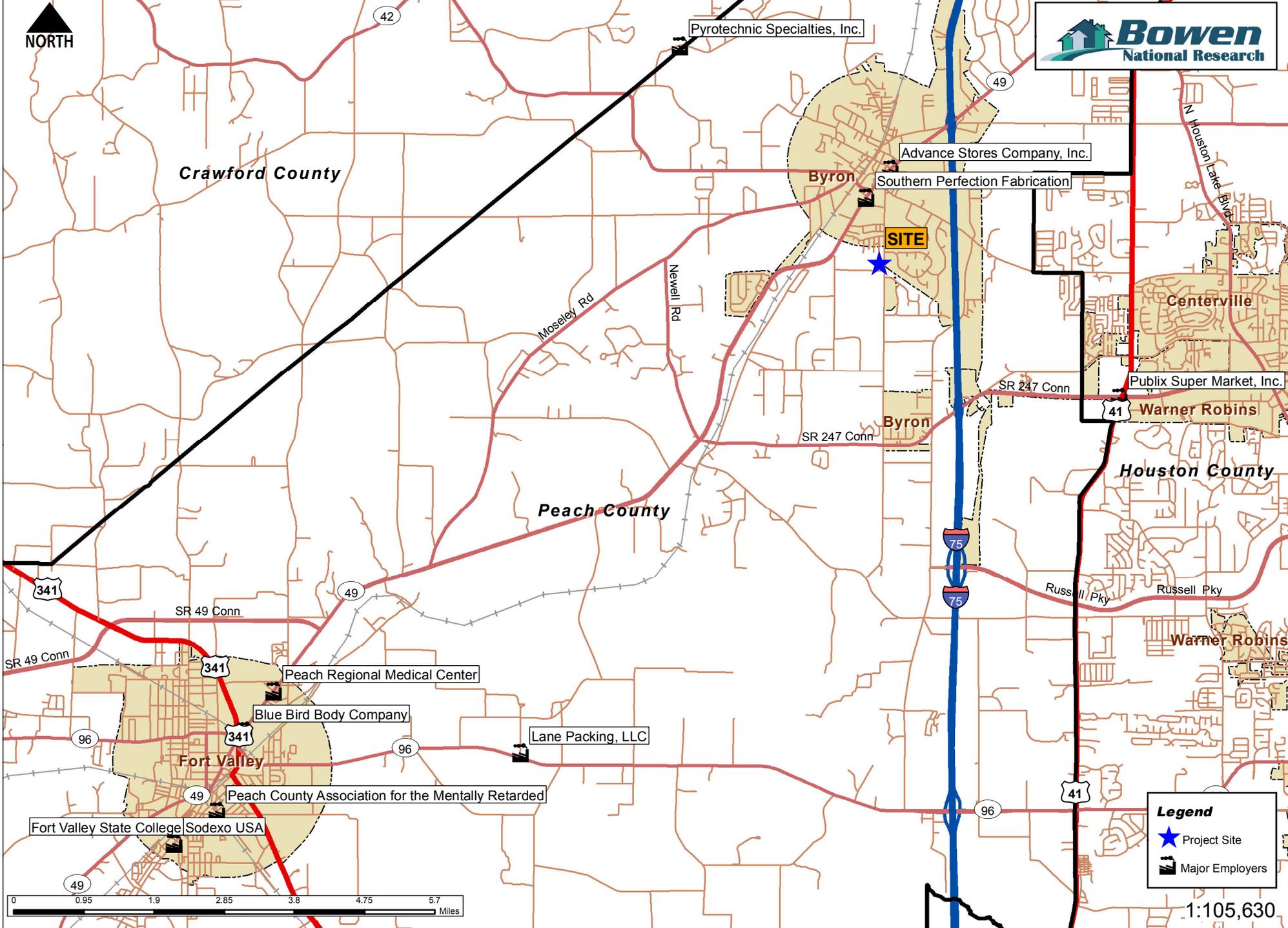
Data for 2010, the most recent year that year-end figures are available, indicates in-place employment in Peach County to be 73.8% of the total Peach County employment. This means that Peach County has more employed persons leaving the county for daytime employment than those who work in the county. Typically, a high share of employed persons leaving the county for employment could have an adverse impact on residency with increasing energy costs. However, the proximity of employment centers in Houston County mitigates the impact of out of county employment trends.

4. ECONOMIC FORECAST

According to statistics provided by the Department of Labor and an interview with a representative at the Development Authority of Peach County, the local economy is stable. In fact, the Peach County employment base has rebounded relatively well in the wake of the national recession compared to state and national employment gains in 2011 and 2012 (to date). However, this increase does not reflect the job cuts at Robbins Air Force Base (Houston County) and the unemployment rate in Peach County remains approximately 2.0 percentage points higher than statewide averages. Based on these factors and the lack of any new major employment announcements, we anticipate there are numerous households surviving on reduced incomes relative to pre-recession levels. Further, our demographic trends analysis indicates there is a substantial base of households that could potentially support the proposed subject project.

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

Byron, GA: Major Employers



Legend

- ★ Project Site
- Major Employers

1:105,630

SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

1. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within Peach County. In 2012, Peach County has a reported median four-person household income of \$59,600. However, per Georgia DCA direction, we have based our maximum allowable incomes off of 2011 levels. In 2011, the median four-person household income within Peach County was \$58,800. The subject property will be restricted to households with incomes of up to 50% and 60% of AMHI for Peach County. The following table summarizes the maximum allowable income for each targeted income level by household size.

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$19,500	\$23,400
Two-Person	\$22,300	\$26,760
Three-Person	\$25,100	\$30,120
Four-Person	\$27,850	\$33,420
Five-Person	\$30,100	\$36,120

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 **\$36,120**.

b. Minimum Income Requirements

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

The proposed Low-Income Housing Tax Credit units will have a lowest gross rent of \$477 (at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$5,724.

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 \$16,354.

c. Income-Appropriate Range

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

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$16,354	\$30,100
Tax Credit (Limited to 60% of AMHI)	\$18,583	\$36,120

2. METHODOLOGY

Demand

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

- a. **Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined. This should be determined using 2010 renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households**



b. **Demand from Existing Households:** The second source of demand should be projected from:

- **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent. Based on Table B25074 of the American Community Survey (ACS) 2006-2010 5-year estimates, approximately 30.2% to 45.4% of renter households with incomes between \$16,354 and \$36,120 in Peach County were rent overburdened, depending on targeted income level. These households have been included in our demand analysis.*
- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing. Based on Table B25016 of the American Community Survey (ACS) 2006-2010 5-year estimates, 5.1% of all households in Peach County 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 15% 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 above 5% must be based on actual market conditions, as documented in the study.*

- c. **Secondary Market:** *DCA recommends that the analyst be conservative when developing the Primary Market Area so as to not overstate market demand overall. Demand from the Secondary Market will be limited to 15% of the demand from the Primary Market. The analyst must provide sufficient documentation to justify the extent of this market and define how it relates to the Primary Market to provide an accurate analysis of the projected tenant population for the proposed development.*
- d. **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 2010 to the present is subtracted to calculate Net Demand. **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).

Within the Site PMA, we identified **NO** LIHTC properties that were funded and/or built during the projection period (2010 to current). In fact, no multifamily properties were identified within the development pipeline besides the subject project. The newest apartments surveyed were built in 2008.

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income		
	50% AMHI (\$16,354 to \$30,100)	60% AMHI (\$18,583 to \$36,120)	Overall (\$16,354 to \$36,120)
Demand From New Households (Age- And Income-Appropriate)	985 – 969 = 16	1,170 – 1,145 = 25	1,338 – 1,308 = 30
+			
Demand From Existing Households (Renters In Substandard Housing)	969 X 5.1% = 49	1,145 X 5.1% = 58	1,308 X 5.1% = 67
+			
Demand From Existing Households (Rent Overburdened)	969 X 45.4% = 440	1,145 X 30.2% = 346	1,308 X 39.0% = 510
+			
Demand From Secondary Market Area (115% Of Demand From Existing Qualified Households In Site PMA)	76	64	91
=			
Demand Subtotal	581	493	698
+			
Demand From Existing Homeowners (Elderly Homeowner Conversion)	N/A	N/A	N/A
=			
Total Demand	581	493	698
-			
Supply (Directly Comparable Units Built And/Or Funded Since 2010)	0	0	0
=			
Net Demand	581	493	698
Proposed Units	9	47	56
Capture Rate	1.5%	9.5%	8.0%

All of the capture rates are considered low utilizing this methodology. According to GDCA/GHFA guidelines, capture rates lower than 30.0% to 35.0% are acceptable and below threshold. Further, considering the affordable housing projects within the market area are operating at an overall 100.0% occupancy rate, the low capture rates illustrate substantial demographic support for the proposed development.

Based on our survey of conventional apartments, as well as the distribution of bedroom types in balanced markets, the estimated share of demand by bedroom type is distributed as follows. The following is our estimated share of demand by bedroom type within the Site PMA:

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	25.0%
Two-Bedroom	50.0%
Three-Bedroom	25.0%
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 (25%)	50%	2	145	0	145	1.4%	2-3 Months	\$726	\$325
	60%	6	123	0	123	4.9%	3-4 Months		\$390
One-Bedroom	Total	8	268	0	268	3.0%	2-4 Months		-
Two-Bedroom (50%)	50%	3	291	0	291	1.0%	2-3 Months	\$857	\$350
	60%	21	247	0	247	8.5%	7-9 Months		\$415
Two-Bedroom	Total	24	538	0	538	4.5%	7-9 Months		-
Three-Bedroom (25%)	50%	4	145	0	145	2.8%	2-3 Months	\$975	\$375
	60%	20	123	0	123	16.3%	7-9 Months		\$435
Three-Bedroom	Total	24	268	0	268	9.0%	7-9 Months		-
All Units	Total	56	1,074	0	1,074	5.2%	7-9 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.

The penetration rates by bedroom type are low to modest, ranging from 1.0% to 16.3%. These penetration rates are indicators that sufficient support exists for the proposed subject units.

SECTION H - RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Byron Site PMA in 2000 and 2011 (estimated) are summarized in the following table:

Housing Status	2000 (Census)		2011 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	12,218	94.1%	17,090	88.6%
Owner-Occupied	9,783	80.1%	12,465	72.9%
Renter-Occupied	2,434	19.9%	4,625	27.1%
Vacant	765	5.9%	2,207	11.4%
Total	12,983	100.0%	19,297	100.0%

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

Between 2000 and 2011, the number of housing units increased by 6,314 (48.6%), which mirrors the substantial demographic growth detailed in Section E of this study. However, the rise in total housing units has also been accompanied by a 5.5 percentage point increase in vacant housing. Typically, a rise in vacant housing units would illustrate a softening market. However, it is likely the increase in vacancies can be partially attributed to new housing units coming online to meet the growing demand for housing in the area. Due to the speed and volume in which these units are built, they may have been categorized as vacant when accounted for in the Census update. However, in order to assess if the increase in vacancies is truly a reflection of a softening rental market, we have surveyed long-term rental developments within and near the market area.

We identified and personally surveyed 12 conventional housing projects containing a total of 2,008 units within the Site PMA. These rentals have a combined occupancy rate of 98.1%, a strong rate for rental housing. The following table breaks down the projects by type and occupancy rates.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	9	1,654	38	97.7%
Market-rate/Tax Credit	1	159	0	100.0%
Tax Credit	2	195	0	100.0%
Total	12	2,008	38	98.1%

Each of the project types (market-rate, market-rate/Tax-Credit and Tax Credit) are operating at high occupancy rates between 97.7% and 100.0%. This typically indicates pent-up demand for additional rental housing units. Notably, the affordable housing units are 100.0% occupied. Based on these occupancy rates, the significant increase in rental housing units has not resulted in an increase in vacancies.

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	450	26.7%	10	2.2%	\$892
Two-Bedroom	1.0	347	20.6%	9	2.6%	\$1,027
Two-Bedroom	1.5	22	1.3%	0	0.0%	\$713
Two-Bedroom	2.0	662	39.3%	12	1.8%	\$1,067
Three-Bedroom	2.0	204	12.1%	7	3.4%	\$1,192
Total Market-rate		1,685	100.0%	38	2.3%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	40	12.4%	0	0.0%	\$687
Two-Bedroom	1.0	65	20.1%	0	0.0%	\$812
Two-Bedroom	2.0	110	34.1%	0	0.0%	\$726
Three-Bedroom	2.0	108	33.4%	0	0.0%	\$849
Total Tax Credit		323	100.0%	0	0.0%	-

The market-rate units are 97.7% occupied and the Tax Credit units are 100.0% occupied. Notably, the median gross Tax Credit rents are substantially lower than the corresponding median gross market-rate rents. As such, the Tax Credit properties within the market are likely viewed as a substantial value which likely contributes to their marketability.

The proposed subject gross rents (ranging from \$477 to \$674) are also substantially lower when than the corresponding median gross market-rate rents. As such, the newly developed subject project is expected to be highly marketable within the PMA based on price. A more in-depth analysis regarding the appropriateness of the proposed rents is included later in this section and in Addendum E - Achievable Market Rent.

Another important factor to consider when determining the marketability of a proposed development is how it will compare to the greater apartment market in terms of quality. We rated each property surveyed on a scale of "A" through "F". All market-rate and Tax Credit 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	4	1,152	1.0%
A-	2	231	1.7%
B+	2	188	10.6%
B	1	80	1.3%
B-	1	34	2.9%

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	51	0.0%
A-	1	128	0.0%
B+	1	144	0.0%

(Table double counts market-rate/Tax Credit properties)

Generally, higher quality apartment projects have lower vacancy rates as they are perceived as more desirable within a given market. The newly developed Tax Credit project is anticipated to have a high overall quality rating and aesthetic appeal once complete. This should improve its market position among the surveyed apartment properties.

2. SUMMARY OF ASSISTED PROJECTS

No information was able to be obtained regarding any subsidized housing developments within the market area. However, a total of three Tax Credit apartment developments are located in the Byron Site PMA. These projects were surveyed in May 2012 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built	Total Units	Occup.	Gross Rent (Unit Mix)		
						One-Br.	Two-Br.	Three-Br.
7	Pacific Park	TAX	2001	128*	100.0%	\$687 (32)	\$812 (65)	\$928 (31)
8	Robins Landing	TAX	1999	144	100.0%	-	\$726 - \$773 (72)	\$838 - \$849 (72)
12	Heathrow Senior Village	TAX	2006	51	100.0%	\$355 - \$607 (8)	\$430 - \$707 (38)	\$790 - \$805 (5)
Total				323	100.0%			

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

OCCUP. - Occupancy

TAX - Tax Credit

*Market-rate units not included

The overall occupancy of the 323 LIHTC rental units is 100.0%. This indicates significant pent-up demand for additional Tax Credit rental housing within the Byron Site PMA.

HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Georgia DCA Eastman Regional Office, there are approximately 174 Housing Choice Voucher holders within the housing authority's jurisdiction. The waiting list is closed and it is not known when it will open again. Annual turnover of persons in the Voucher program is estimated at 11 households.

Housing Choice Voucher holders are eligible to reside at Tax Credit developments so long as the gross Tax Credit rents do not exceed Fair Market rents. The following table outlines the HUD 2011/2012 Fair Market Rents for Peach County, GA and the proposed gross rents at the subject project.

Bedroom Type	Fair Market Rents 2011/2012	Proposed Gross Rents
One	\$493	\$477 (50%) \$542 (60%)
Two	\$593	\$545 (50%) \$610 (60%)
Three	\$849	\$614 (50%) \$674 (60%)

All of the proposed gross rents targeting households up to 50% of AMHI are set below the Fair Market Rents. Additionally, the three-bedroom units targeting households up to 60% of AMHI are also below FMR. As such, these subject units will be able to rely on support from Housing Choice Voucher holders; thus expanding the base of support for the proposed subject development. This has been considered in our absorption estimates.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with local building and planning representatives, it was determined that there is potentially one additional multifamily project planned for the PMA. However, this development is in the preliminary stages of development. According to building officials, a 55-acre site west of West Houston Road and south of Smithville Church Road in Warner Robbins was rezoned in April of 2012 to accommodate an approximate 300-unit apartment community. No final building plans have been submitted, but the representative believes the project will not be affordable. Considering its preliminary nature, this project has not been considered in our demand estimates.

BUILDING PERMIT DATA

The following table illustrates single-family and multifamily building permits issued within the city of Byron and Peach County for the past ten years.

Housing Unit Building Permits for Peach County:										
Permits	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Multifamily Permits	0	0	14	0	20	6	38	8	0	0
Single-Family Permits	123	174	223	335	297	189	142	108	78	69
Total Units	123	174	237	335	317	195	180	116	78	69

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

Housing Building Permits for Byron:										
Permits	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Multifamily Permits	0	0	0	0	17	0	2	8	0	0
Single-Family Permits	31	55	60	214	187	86	52	74	51	52
Total Units	31	55	60	214	204	86	54	82	51	52

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

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

We identified and surveyed three Low-Income Housing Tax Credit (LIHTC) properties within the Byron Site PMA. However, one of these properties is age-restricted and is not considered comparable to the proposed subject development. As such, it was omitted from the comparable supply analysis. The two remaining Tax Credit properties are considered comparable in terms of unit designs and target population. However, due to the limited number of comparable Tax Credit properties within the Site PMA, we identified and surveyed two additional Tax Credit properties located within the nearby region. All four of the comparable properties target households with income of up to 30%, 50% and/or 60% of Area Median Household Income (AMHI). Further, these developments offer bedroom types that are similar to the proposed project; therefore, they are considered comparable properties.

Note the two LIHTC properties located outside of the market area have been chosen for comparison purposes only. Considering these properties derive demographic support from different geographic areas, they will not effectively compete with the proposed subject development.

These four LIHTC properties and the proposed subject development are summarized as follows.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Avalon Court	2014	56	-	-	-	Families; 50% & 60% AMHI
7	Pacific Park	2001	128*	100.0%	7.9 Miles	5 H.H.	Families; 60% AMHI
8	Robins Landing	1999	144	100.0%	8.1 Miles	None	Families; 50% & 60% AMHI
911	Pinewood Park	2006	148	100.0%	14.9 Miles	None	Families; 30%, 50%, & 60% AMHI
912	West Club	1997	140	94.3%	14.7 Miles	None	Families; 30%, 50%, & 60% AMHI

OCC. - Occupancy

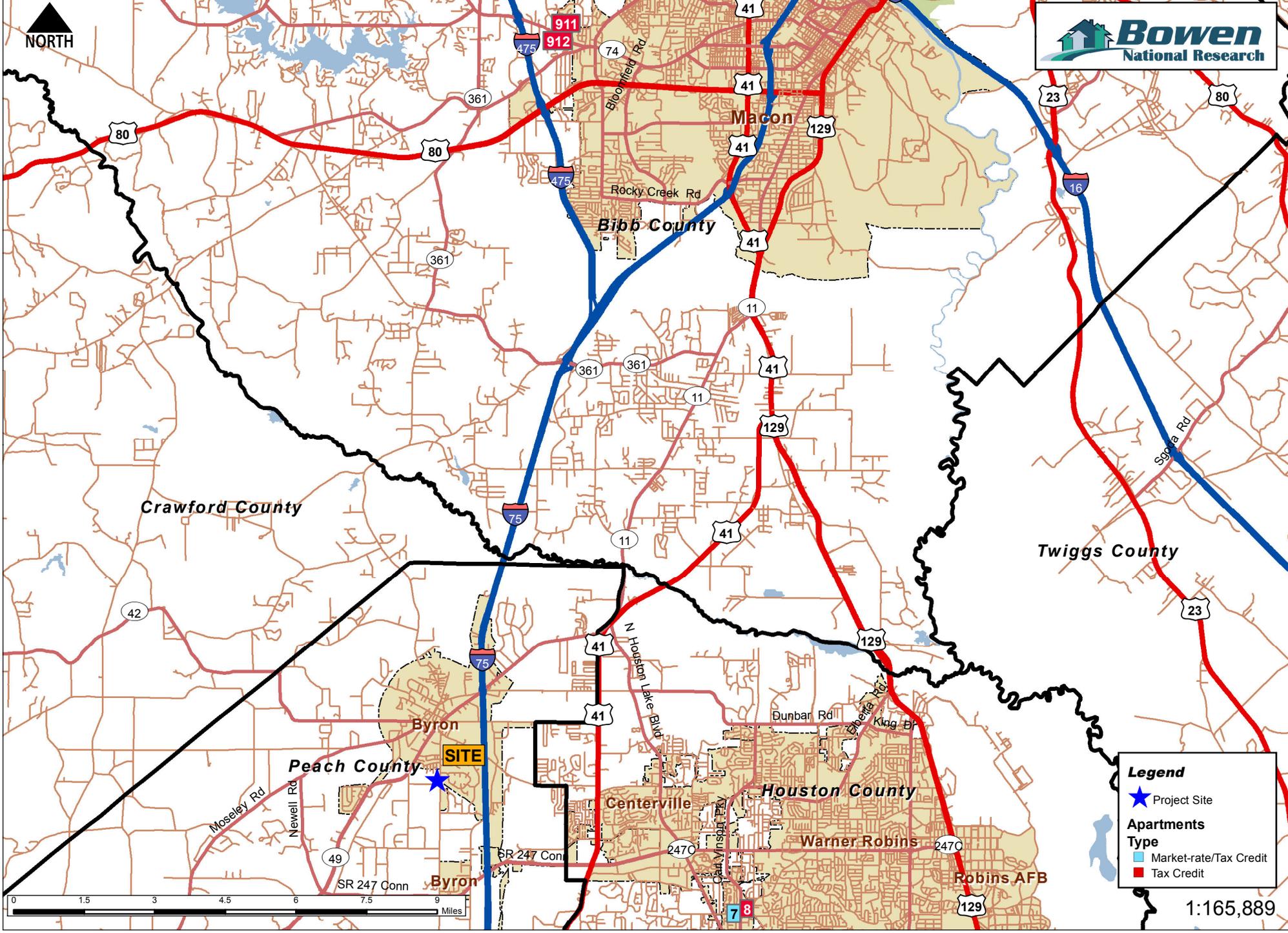
*Tax Credit units only

900 Series Map IDs located outside of Site PMA

The four LIHTC projects have a combined occupancy rate of 98.6%, indicating that these projects are well received within their respective markets and will serve as accurate benchmarks with which to compare to the proposed subject development.

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

Byron, GA: Comparable LIHTC Property Locations



Legend

- ★ Project Site
- Apartment Type
 - Market-rate/Tax Credit
 - Tax Credit

1:165,889

A comparison of the weighted average collected rents at the comparable properties and those proposed at the subject project is included below.

Weighted Average Collected Rent of Comparable LIHTC Units		
One-Br.	Two-Br.	Three-Br.
\$470	\$571	\$679

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

Bedrooms	Weighted Avg. Rent	Proposed Subject Rent	Difference	Proposed Rent	LIHTC Rent Advantage
One-Br.	\$402 (50%)	- \$325	\$77	/ \$325	23.7%
	\$521 (60%)	- \$390	\$131	/ \$390	33.6%
Two-Br.	\$529 (50%)	- \$350	\$179	/ \$350	51.1%
	\$613 (60%)	- \$415	\$198	/ \$415	47.7%
Three-Br.	\$613 (50%)	- \$375	\$238	/ \$375	63.5%
	\$711 (60%)	- \$435	\$276	/ \$435	63.4%

All of the proposed LIHTC rents represent at least a 23.7% advantage versus the weighted average LIHTC rents at the comparable properties. However, 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 advantages of the proposed gross rents are available in Addendum E of this report.

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	Avalon Court	\$477/50% (2/-) \$542/60% (6/-)	\$545/50% (3/-) \$610/60% (21/-)	\$614/50% (4/-) \$674/60% (20/-)	-	-
7	Pacific Park	\$687/60% (32/0)	\$812/60% (65/0)	\$928/60% (31/0)	-	None
8	Robins Landing	-	\$726/50% (36/0) \$773/60% (36/0)	\$838/50% (36/0) \$849/60% (36/0)	-	None
911	Pinewood Park	\$391/30% (3/0) \$579/50% (28/0) \$652/60% (4/0)	\$480/30% (7/0) \$706/50% (53/0) \$742/60% (16/0)	\$546/30% (6/0) \$809/50% (23/0) \$900/60% (8/0)	-	None
912	West Club	\$344/30% (7/0) \$671/60% (1/0)	\$683/50% (51/4) \$814/60% (25/3)	\$949/60% (48/1)	\$1,082/60% (8/0)	None

900 Series Map IDs located outside of Site PMA

The proposed subject gross rents are the lowest among the comparable properties and should represent a substantial value given the anticipated quality of a newly built apartment community. Further, the high occupancy rates at the comparable properties indicate these projects are not fulfilling their complete rent potential. As such, it is likely these properties could charge even higher gross rents and still operate at a stabilized occupancy rate. Based on these factors, we consider the proposed gross rents will represent a significant value to low-income renters and speed the absorption process of the subject project.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Avalon Court	828	1,070	1,254	-
7	Pacific Park	879	1,055	1,339	-
8	Robins Landing	-	990	1,189	-
911	Pinewood Park	846	1,186	1,373	-
912	West Club	778	1,021	1,212	1,348

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Avalon Court	1.0	2.0	2.0	-
7	Pacific Park	1.0	1.0	2.0	-
8	Robins Landing	-	2.0	2.0	-
911	Pinewood Park	1.0	2.0	2.0	-
912	West Club	1.0	2.0	2.0	2.0

900 Series Map IDs located outside of Site PMA

The proposed subject units will be similar in size (square footage) compared to the selected properties. Additionally, each of the bedroom styles has a standard number of bathrooms for Tax Credit properties in the region.

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

COMPARABLE PROPERTIES AMENITIES - BYRON, GEORGIA

MAP ID	APPLIANCES						UNIT AMENITIES												
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING
SITE	X	X		X			X		C		X	X				B		S	
7	X	X	X	X	X		X		C		X		X			B		S	
8	X	X		X	X		X		C		X		X			B		S	
911	X	X		X	X		X		C		X	X				B		S	
912	X	X	X	X	X		X		C	O	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			X	X	X			Semi-monthly classes and social activities at no charge
7	X		X	X		X		X	X	T			X			X			
8	X	X	X	X		X		X		X						X			Racquetball Court
911	X	X	X	X		X		X					X	X		X			
912	X	X	X			X		X		V			X			X			Wi-Fi

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

X - All Units
S - Some Units
O - Optional

Window Treatments
B - Blinds
C - Curtains
D - Drapes

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

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

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

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



The amenity packages included at the proposed subject development will be competitive when compared to the selected low-income projects. Although the amenities offered at the proposed project vary somewhat from the comparable properties, they are considered similar. Overall, the subject development does not appear to lack any amenities that would hinder its ability to operate as a Low-Income Housing Tax Credit project.

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the proposed subject development will be competitive. Notably, the proposed gross rents are the lowest among the selected properties and will represent a substantial value when considering the similarities between the subject project and the comparable properties.

Potential Impact of the Subject Development

The anticipated occupancy rates of the comparable Tax Credit projects within the Site PMA following completion of the subject site are illustrated as follows:

Map I.D.	Project Name	Current Occupancy Rate	Anticipated Occupancy Rate Through 2014
7	Pacific Park	100.0%	95.0%+
8	Robins Landing	100.0%	95.0%+

Development of the subject site is expected to have little impact on the future occupancy of the competing Tax Credit properties in the market. Considering the 100.0% occupancy rates and demographic growth projected in the market, the occupancies at both competitive developments will likely remain above 95.0%.

Note the comparable Tax Credit properties located outside of the Site PMA will continue to draw support from a different geographic area. As such, these developments will have limited competitive overlap with the subject project and will not be impacted by its addition to the Byron market area.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$104,335. At an estimated interest rate of 6.0% and a 30-year term (and 95% LTV), the monthly mortgage for a \$104,335 home is \$743, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$104,335
Mortgaged Value = 95% of Median Home Price	\$99,118
Interest Rate - Bankrate.com	6.0%
Term	30
Monthly Principal & Interest	\$594
Estimated Taxes and Insurance*	\$149
Estimated Monthly Mortgage Payment	\$743

*Estimated at 25% of principal and interest

In comparison, the collected rents for the subject property range from \$325 to \$435 per month. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$308 (70.8%) greater than the cost of renting, depending on unit size. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

"Shadow Supply" and the local Rental Housing Market

The Georgia DCA is concerned about the impact of "Shadow Supply" on the local rental housing market. Shadow Supply refers to excess inventory of for-sale housing that is not selling and could potentially saturate the rental housing market. This type of rental alternative is difficult to quantify, but can result in vacancies among conventional rental properties and increased concessions being offered. Typically, an increase in the number of single-family rental homes is associated with an increase in foreclosures within a market.

We obtained the following foreclosure data from the two primary zip codes that comprises the market area, from Realty Trac.com

Zip Code	Number of Foreclosures	Average Sales Price*	Foreclosure Rate	Peach County Foreclosure Rate	Georgia Foreclosure Rate
31008	151	\$130,667	0.17%	0.17%	0.25%
31028	26	\$189,738	0.12%	0.17%	0.25%

*Average Original Sales Price of Foreclosed Home

The foreclosure rates within the two reporting zip codes and the county are all lower than the statewide rate. Further, as illustrated by the Buy Versus Rent Analysis, the average sales price in both reporting zip codes is higher than what the low-income tenants targeted by the subject project could likely afford. As such, single-family home rentals within and near the Byron Site PMA will not likely have a significant impact on the proposed subject development.

In addition to the foreclosure data, we have also obtained single-family and mobile-home rental data for the corresponding zip codes.

Address	Zip Code	Beds	Baths	Year Built	Sq. Ft.	Rent	Amenities
114 Abelia Ln.	31008	3	2	2010	1,365	\$950	Fireplace; 2 car attached garage
7840 Peach Pkwy.	31008	3	2	1950	2,600	\$1,000	2 car garage; fireplace; Florida room
Mobile Home/	31008	4	3	1970	950	\$795	Back deck
Mobile Home/ 108 Brighton Dr.	31008	3	2	1989	1,104	\$595	-
Mobile Home/ Williams Rd. at Taylors Mill Rd.	31030	3	2	-	-	\$500	-
Mobile Home/ 1109B Carl Vinson Pkwy.	31093	2	2	1979	936	\$550	-
107 Caswell Ct.	31088	4	2.5	2005	1,558	\$1,100	Located in Wilmington Place subdivision
102 Crestview Church Rd.	31088	3	2	1992	1,400	\$1,050	Patio; privacy fence
217 Westwood Dr.	31088	3	2	1977	2,224	\$1,000	2 car garage; fireplace; new dishwasher
584 Simmons Rd.	31093	4	2	1994	1,964	\$1,395	Hardwood floors; 2 car garage

The proposed subject rents are \$325 to \$435 and are lower than any of the non-conventional rentals identified. Further, the non-conventional rentals that are similarly priced to the larger units proposed at the subject project are primarily older single-family or mobile homes. The newer homes that are most comparable to the proposed subject project are considerably more expensive. The proposed units will be among the newest rentals in the market and will have substantially lower rents than the comparable (newer) non-conventional rentals located within the Site PMA. Therefore, we do not anticipate a competitive impact from the non-conventional rentals.

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 guidelines that assume a 2014 opening date for the site, we also assume that initial units at the site will be available for rent in 2014.

Based on our analysis contained in this report, it is our opinion that the 56 proposed units will reach a stabilized occupancy of 93% within seven to nine months. This is an average absorption rate of between six to eight units per month.

The nine proposed units that will target households earning up to 50% of AMHI will likely lease at the fastest rate. These are the least expensive and only require a capture rate of 1.5%. Further, it is expected these units will likely have the highest share of Housing Choice Voucher support. Therefore, we anticipate these units to be completely leased within two to three months.

The 60% AMHI units represent the largest share of units proposed at the subject development. These 47 units will likely reach a stabilized occupancy level within eight to nine months.

These absorption rates have been based on the high occupancy rate of affordable housing developments, the large and growing base of demographic support, the desirability of the proposed project within the market area and the substantial perceived value that the proposed rents will likely represent.

SECTION J – INTERVIEWS

Within the Site PMA, we identified and were able to survey three Tax Credit apartment properties. These affordable housing developments were 100.0% occupied, which is a strong occupancy rate. Ms. Brenda Smith was one of the apartment managers surveyed and she believed that there is a need for additional affordable housing for families and seniors in the Byron area. Ms. Smith stated that they rarely have vacancies. Based on her discussions with other affordable property managers, Brenda feels most of the affordable units in the Byron and Centerville area are generally fully occupied with little turnover.

Determination of the Primary Market Area for the proposed project is partly based on interviews with area apartment managers and city officials to establish the boundaries of the geographical area from which most of the support for the proposed development is expected to originate.

Interviews were also conducted with The Development Authority of Peach County in order to gather economic data, such as major employer data and information, concerning job growth in the city of Byron and Peach County.

Area building and planning department officials were interviewed regarding area apartments and other housing developments, as well as infrastructure changes that could affect the Byron market area.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market exists for the 56 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings. No recommendations are proposed at this time.

The affordable units (Tax Credit and government-subsidized) within the market are 100.0% occupied and maintain waiting lists. When compared to these projects and other comparable properties within the nearby region, the proposed project compares well in terms of unit size (square footage), number of bathrooms and amenities. Further, the proposed Avalon Court development will offer the lowest gross rents among the comparable Tax Credit properties. Based on these factors, the proposed project will represent a substantial value within the Byron Site PMA.

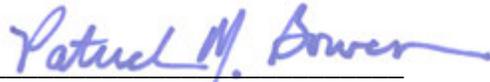
Between 2010 and 2014, demographic growth is anticipated to be moderate among the target population (low-income family households) and will provide an increasing base of support for the newly developed project. Regardless, the subject development only requires an overall capture rate of 8.0%, which indicates a substantial base of demographic support will exist. If developed as proposed, we expect the project to reach a 93.0% occupancy rate within nine months of opening.

We do not have any recommendations for modifications to the proposed subject project.

SECTION L - SIGNED STATEMENT

I affirm that I have made a physical inspection of the market area 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 2012 GA-DCA Market Study Manual and 2012 GA-DCA Qualified Action Plan.

Certified:



Patrick Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: June 12, 2012



Greg Gray
Market Analyst
gregg@bowennational.com
Date: June 12, 2012



Ben Braley
Market Analyst
benb@bowennational.com
Date: June 12, 2012

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, for 14 years. 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. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Benjamin J. Braley, Market Analyst, has conducted on-site market evaluations for over four years in more than 200 markets. He has completed work in 37 states and tribal reservations throughout the U.S. Mr. Braley has analyzed apartments (subsidized, Tax Credit and upscale market-rate), senior housing (i.e. nursing homes, assisted living, etc.), student housing, condominiums, single-family homes and marina developments. In addition, he has studied retail, office and hotel markets. Mr. Braley has a bachelor's degree in Economics from Otterbein College.

Amy Tyrrell is a Market Analyst for Bowen National Research and is based out of Washington, DC. She has 15 years experience in the real estate and construction industries, with 10 years specializing in the research field. She has researched, analyzed, and prepared reports on a variety of trends, industries, and property types, including industrial, office, medical office, multifamily apartments and condominiums, and senior housing. Prior to her focus on research, Ms. Tyrrell performed financial analysis for retail developments throughout the United States. She holds a Masters in Business Administration with concentrations in real estate and marketing from the University of Cincinnati and a Bachelor of Arts in economics with a minor in mathematics from Smith College.

Becky Musso is a Market Analyst at Bowen National Research. She has been involved in the research process for many jobs, but has specifically been skilled in the research of homeless, special needs and farmlabor data. Ms. Musso conducts a variety of interviews with local planning, economic development and stakeholder officials that are used in the analysis of each market.

Stephanie Viren is the 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.

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

June Davis, Office Manager of Bowen National Research, has 22 years experience in market feasibility research. Ms. Davis has overseen production on over 13,000 market studies for projects throughout the United States.

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

BYRON, 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.

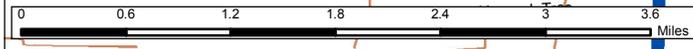
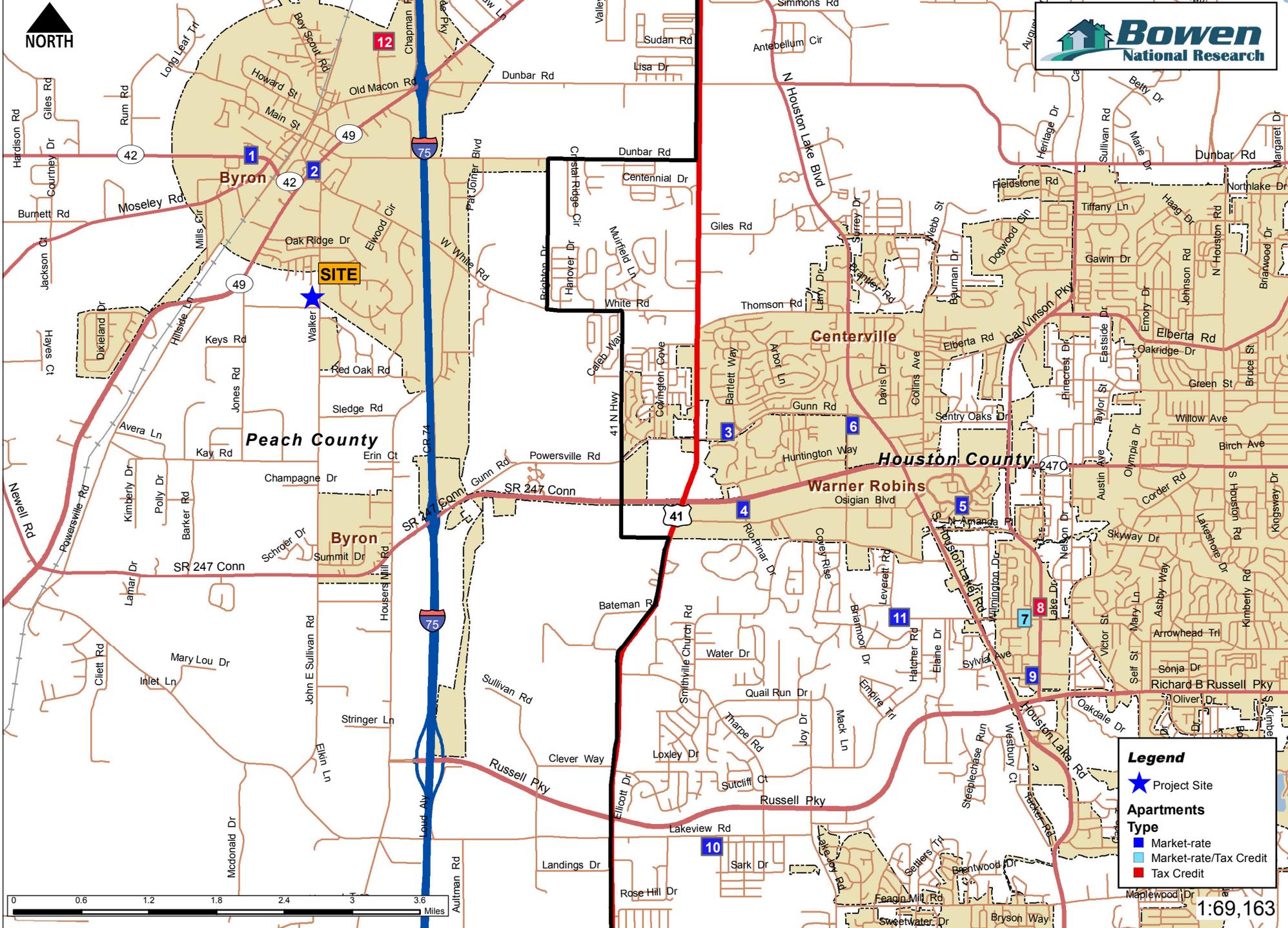
The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- 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.

Byron, GA: Apartment Locations



Legend

- Project Site
- Apartments Type**
- Market-rate
- Market-rate/Tax Credit
- Tax Credit

1:69,163

MAP IDENTIFICATION LIST - BYRON, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Woodberry Apts.	MRR	B-	1998	34	1	97.1%	1.5
2	Peach Tree Crossings	MRR	B+	1985	36	0	100.0%	1.0
3	Lexington Place	MRR	A	2001	312	1	99.7%	5.1
4	Bradford Place	MRR	A-	1998	200	4	98.0%	5.3
5	Galleria Park	MRR	B+	1995	152	20	86.8%	7.1
6	Lenox Park	MRR	A	2002	216	7	96.8%	6.1
7	Pacific Park	MRT	A-	2001	159	0	100.0%	7.9
8	Robins Landing	TAX	B+	1999	144	0	100.0%	8.1
9	Shadowood Apt. Homes	MRR	B	1984	80	1	98.8%	8.2
10	Amber Place Apts.	MRR	A	2006	392	2	99.5%	6.8
11	Bedford Parke	MRR	A	2008	232	2	99.1%	7.2
12	Heathrow Senior Village	TAX	A	2006	51	0	100.0%	2.4

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	9	1,654	38	97.7%	0
MRT	1	159	0	100.0%	0
TAX	2	195	0	100.0%	0

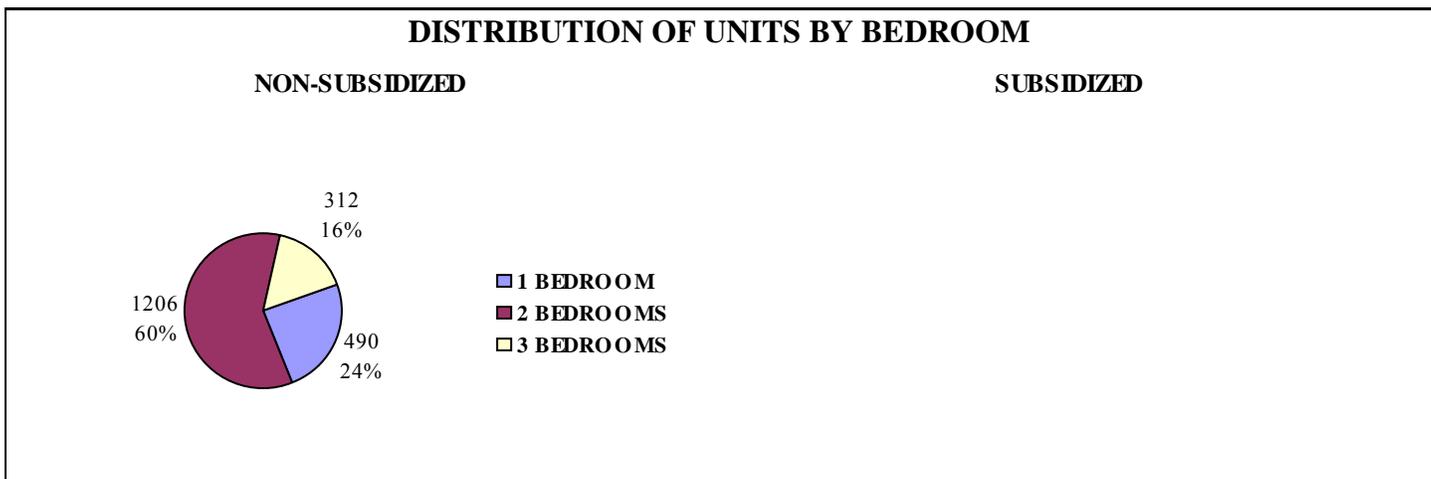
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)

Survey Date: May 2012

DISTRIBUTION OF UNITS - BYRON, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	450	26.7%	10	2.2%	\$892
2	1	347	20.6%	9	2.6%	\$1,027
2	1.5	22	1.3%	0	0.0%	\$713
2	2	662	39.3%	12	1.8%	\$1,067
3	2	204	12.1%	7	3.4%	\$1,192
TOTAL		1,685	100.0%	38	2.3%	
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	40	12.4%	0	0.0%	\$687
2	1	65	20.1%	0	0.0%	\$812
2	2	110	34.1%	0	0.0%	\$726
3	2	108	33.4%	0	0.0%	\$849
TOTAL		323	100.0%	0	0.0%	
GRAND TOTAL		2,008	-	38	1.9%	



SURVEY OF PROPERTIES - BYRON, GEORGIA

1 Woodberry Apts.			
	Address 106 Frances Dr. Byron, GA 31008	Phone (478) 956-0991 (Contact in person)	Total Units 34
	Year Built 1998 Comments fka Hancock Manor; Does not accept HCV; Square footage estimated	Contact Michelle	Vacancies 1 Occupied 97.1% Floors 2 Quality Rating B- Waiting List None
2 Peach Tree Crossings			
	Address 107 Church St. Byron, GA 31008	Phone (478) 956-3107 (Contact in person)	Total Units 36
	Year Built 1985 Comments Does not accept HCV	Contact Lane	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating B+ Waiting List None
3 Lexington Place			
	Address 800 Gun Rd. Centerville, GA 31028	Phone (478) 953-8273 (Contact in person)	Total Units 312
	Year Built 2001 Comments Phase II built in 2005 (168 units); Does not accept HCV; Older units have hardwood floors in dining room; Third floor units have ceiling fans; Rent range due to floor level & floor plan Rent Special 5% discount if sign 12 month lease	Contact Melody	Vacancies 1 Occupied 99.7% Floors 3 Quality Rating A Waiting List None
4 Bradford Place			
	Address 115 Tom Chapman Blvd. Warner Robins, GA 31088	Phone (478) 953-5969 (Contact in person)	Total Units 200
	Year Built 1998 Comments Does not accept HCV; Larger 1 & 2-br units have sunrooms	Contact Teshia	Vacancies 4 Occupied 98.0% Floors 2 Quality Rating A- Waiting List None
5 Galleria Park			
	Address 100 Robins West Pkwy. Warner Robins, GA 31088	Phone (478) 953-5236 (Contact in person)	Total Units 152
	Year Built 1995 Comments Does not accept HCV; Rents change daily; Vacancies due to recent move-outs, not typical	Contact Stephanie	Vacancies 20 Occupied 86.8% Floors 3 Quality Rating B+ Waiting List None

Project Type

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

Survey Date: May 2012

SURVEY OF PROPERTIES - BYRON, GEORGIA

6 Lenox Park			
	Address 121 Margie Dr. Warner Robins, GA 31093	Phone (478) 953-6757 (Contact in person)	Total Units 216
	Year Built 2002 Comments Does not accept HCV; Storage on patio & extra storage available for a fee; Select units have sunrooms	Contact Rosilynn	Vacancies 7 Occupied 96.8% Floors 2 Quality Rating A
			Waiting List None
7 Pacific Park			
	Address 1205 Leverett Rd. Warner Robins, GA 31088	Phone (478) 923-4886 (Contact in person)	Total Units 159
	Year Built 2001 Comments Market-rate (31 units); 60% AMHI (128 units); HCV (approx. 28 units)	Contact Tonya	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating A-
			Waiting List 5 households
8 Robins Landing			
	Address 320 Carl Vinson Pkwy. Warner Robins, GA 31088	Phone (478) 328-0203 (Contact in person)	Total Units 144
	Year Built 1999 Comments 50% & 60% AMHI; HCV (64 units)	Contact Sydney	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating B+
			Waiting List None
9 Shadowood Apt. Homes			
	Address 200 Engracia Dr. Warner Robins, GA 31088	Phone (478) 328-9115 (Contact in person)	Total Units 80
	Year Built 1984 Comments Does not accept HCV; 2-br units have washer/dryer hookups	Contact Zach	Vacancies 1 Occupied 98.8% Floors 2 Quality Rating B
			Waiting List None
10 Amber Place Apts.			
	Address 6080 Lakeview Rd. Warner Robins, GA 31088	Phone (478) 953-5400 (Contact in person)	Total Units 392
	Year Built 2006 Comments Phase II completed in 2007	Contact Joanie	Vacancies 2 Occupied 99.5% Floors 2 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: May 2012

SURVEY OF PROPERTIES - BYRON, GEORGIA

11 Bedford Parke			
	Address 1485 Leverett Rd. Warner Robins, GA 31088	Phone (478) 953-1470 (Contact in person)	Total Units 232 Vacancies 2 Occupied 99.1% Floors 2 Quality Rating A
	Year Built 2008 Comments Does not accept HCV	Contact Marissa	Waiting List 3-br: 5 households
12 Heathrow Senior Village			
	Address 116 Woodland Dr. Byron, GA 31008	Phone (770) 386-2921 (Contact in person)	Total Units 51 Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A Senior Restricted (55+) Waiting List 10 households
	Year Built 2006 Comments 30%, 50% & 60% AMHI; HCV (12 units)	Contact Brenda	

Project Type

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

Survey Date: May 2012

COLLECTED RENTS - BYRON, 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		\$500	\$520	\$600					
2			\$575				\$550		
3		\$700 to \$740	\$800 to \$840	\$940					
4		\$668 to \$718	\$758 to \$833	\$923					
5		\$655 to \$687	\$676 to \$687	\$841 to \$865					
6		\$680	\$825 to \$865	\$950 to \$995					
7		\$525	\$605	\$675					
8			\$583 to \$630	\$663 to \$674					
9		\$545	\$645						
10		\$750 to \$804	\$814 to \$954	\$1059					
11		\$695 to \$745	\$780 to \$875	\$945					
12		\$178 to \$430	\$203 to \$480	\$515 to \$530					

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

Survey Date: May 2012

PRICE PER SQUARE FOOT - BYRON, GEORGIA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Woodberry Apts.	1	800	\$627	\$0.78
3	Lexington Place	1	850	\$877 to \$917	\$1.03 to \$1.08
4	Bradford Place	1	800 to 900	\$865 to \$915	\$1.02 to \$1.08
5	Galleria Park	1	815	\$837 to \$869	\$1.03 to \$1.07
6	Lenox Park	1	733	\$807	\$1.10
9	Shadowood Apt. Homes	1	720	\$672	\$0.93
10	Amber Place Apts.	1	850 to 970	\$947 to \$1001	\$1.03 to \$1.11
11	Bedford Parke	1	850 to 970	\$892 to \$942	\$0.97 to \$1.05
7	Pacific Park	1	879	\$687	\$0.78
12	Heathrow Senior Village	1	891	\$355 to \$607	\$0.40 to \$0.68
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Woodberry Apts.	1	950	\$683	\$0.72
2	Peach Tree Crossings	1.5	1150	\$713	\$0.62
		2	1100	\$738	\$0.67
3	Lexington Place	2	1000	\$1027 to \$1067	\$1.03 to \$1.07
4	Bradford Place	1 to 2	1117 to 1253	\$1005 to \$1080	\$0.86 to \$0.90
5	Galleria Park	1 to 2	1051 to 1150	\$903 to \$914	\$0.79 to \$0.86
6	Lenox Park	2	1200 to 1350	\$988 to \$1028	\$0.76 to \$0.82
9	Shadowood Apt. Homes	2	1027	\$808	\$0.79
10	Amber Place Apts.	1	1178 to 1296	\$1061 to \$1122	\$0.87 to \$0.90
		2	1238 to 1386	\$1116 to \$1201	\$0.87 to \$0.90
11	Bedford Parke	1 to 2	1178 to 1386	\$1027 to \$1122	\$0.81 to \$0.87
7	Pacific Park	1	1055	\$812	\$0.77
8	Robins Landing	2	990	\$726 to \$773	\$0.73 to \$0.78
12	Heathrow Senior Village	2	1139	\$430 to \$707	\$0.38 to \$0.62
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Woodberry Apts.	2	1100	\$797	\$0.72
3	Lexington Place	2	1300	\$1215	\$0.93
4	Bradford Place	2	1332	\$1218	\$0.91
5	Galleria Park	2	1362	\$1114 to \$1138	\$0.82 to \$0.84
6	Lenox Park	2	1390 to 1540	\$1147 to \$1192	\$0.77 to \$0.83
10	Amber Place Apts.	2	1438	\$1354	\$0.94
11	Bedford Parke	2	1438	\$1240	\$0.86

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

Survey Date: May 2012

PRICE PER SQUARE FOOT - BYRON, GEORGIA

THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
7	Pacific Park	2	1339	\$928	\$0.69
8	Robins Landing	2	1189	\$838 to \$849	\$0.70 to \$0.71
12	Heathrow Senior Village	2	1337	\$790 to \$805	\$0.59 to \$0.60

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

Survey Date: May 2012

AVERAGE GROSS RENT PER SQUARE FOOT - BYRON, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.05	\$0.87	\$0.85
TOWNHOUSE	\$0.00	\$0.62	\$0.00

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.75	\$0.73	\$0.70
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.02	\$0.85	\$0.80
TOWNHOUSE	\$0.00	\$0.62	\$0.00

TAX CREDIT UNITS - BYRON, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 12	Heathrow Senior Village	2	891	1	30%	\$178
◆ 12	Heathrow Senior Village	3	891	1	50%	\$415
◆ 12	Heathrow Senior Village	3	891	1	60%	\$430
7	Pacific Park	32	879	1	60%	\$525
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 12	Heathrow Senior Village	3	1139	2	30%	\$203
◆ 12	Heathrow Senior Village	9	1139	2	50%	\$465
◆ 12	Heathrow Senior Village	26	1139	2	60%	\$480
8	Robins Landing	36	990	2	50%	\$583
7	Pacific Park	65	1055	1	60%	\$605
8	Robins Landing	36	990	2	60%	\$630
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 12	Heathrow Senior Village	2	1337	2	50%	\$515
◆ 12	Heathrow Senior Village	3	1337	2	60%	\$530
8	Robins Landing	36	1189	2	50%	\$663
8	Robins Landing	36	1189	2	60%	\$674
7	Pacific Park	31	1339	2	60%	\$675

◆ - Senior Restricted

QUALITY RATING - BYRON, GEORGIA

MARKET-RATE PROJECTS AND UNITS

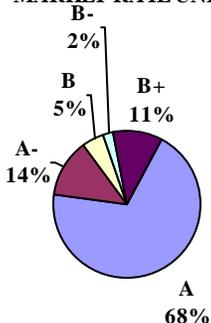
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	4	1,152	1.0%		\$917	\$1,067	\$1,215	
A-	2	231	1.7%		\$865	\$1,005	\$1,218	
B+	2	188	10.6%		\$837	\$903	\$1,114	
B	1	80	1.3%		\$672	\$808		
B-	1	34	2.9%		\$627	\$683	\$797	

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

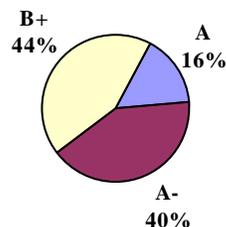
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	1	51	0.0%		\$592	\$707	\$805	
A-	1	128	0.0%		\$687	\$812	\$928	
B+	1	144	0.0%			\$726	\$838	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - BYRON, 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	2	116	1	0.9%	116	5.8%
1990 to 1999	4	530	25	4.7%	646	26.4%
2000 to 2004	3	687	8	1.2%	1333	34.2%
2005	0	0	0	0.0%	1333	0.0%
2006	2	443	2	0.5%	1776	22.1%
2007	0	0	0	0.0%	1776	0.0%
2008	1	232	2	0.9%	2008	11.6%
2009	0	0	0	0.0%	2008	0.0%
2010	0	0	0	0.0%	2008	0.0%
2011	0	0	0	0.0%	2008	0.0%
2012**	0	0	0	0.0%	2008	0.0%
TOTAL	12	2008	38	1.9%	2008	100.0 %

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

** As of May 2012

Survey Date: May 2012

APPLIANCES AND UNIT AMENITIES - BYRON, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	12	100.0%	2,008
REFRIGERATOR	12	100.0%	2,008
ICEMAKER	9	75.0%	1,779
DISHWASHER	12	100.0%	2,008
DISPOSAL	11	91.7%	1,974
MICROWAVE	7	58.3%	1,391
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	12	100.0%	2,008
AC - WINDOW	0	0.0%	
FLOOR COVERING	12	100.0%	2,008
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	11	91.7%	1,957
PATIO/DECK/BALCONY	10	83.3%	1,705
CEILING FAN	12	100.0%	2,008
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	4	33.3%	1,136
WINDOW TREATMENTS	12	100.0%	2,008
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	0	0.0%	

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

PROJECT AMENITIES - BYRON, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	10	83.3%	1,923
ON-SITE MANAGEMENT	11	91.7%	1,849
LAUNDRY	10	83.3%	1,938
CLUB HOUSE	8	66.7%	1,466
MEETING ROOM	0	0.0%	
FITNESS CENTER	9	75.0%	1,858
JACUZZI/SAUNA	3	25.0%	824
PLAYGROUND	10	83.3%	1,921
COMPUTER LAB	5	41.7%	1,187
SPORTS COURT	4	33.3%	1,495
STORAGE	1	8.3%	312
LAKE	0	0.0%	
ELEVATOR	0	0.0%	
SECURITY GATE	6	50.0%	1,511
BUSINESS CENTER	1	8.3%	392
CAR WASH AREA	7	58.3%	1,584
PICNIC AREA	10	83.3%	1,820
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	0	0.0%	

DISTRIBUTION OF UTILITIES - BYRON, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	9	1,553	77.3%
GAS	3	455	22.7%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	12	2,008	100.0%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	9	1,553	77.3%
GAS	3	455	22.7%
			100.0%
ELECTRIC			
TENANT			
			100.0%
WATER			
LANDLORD	5	510	25.4%
TENANT	7	1,498	74.6%
			100.0%
SEWER			
LANDLORD			
TENANT			
			74.6%
TRASH PICK-UP			
LANDLORD			
TENANT			
			48.6%
			100.0%

UTILITY ALLOWANCE - BYRON, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$19	\$23		\$35	\$15	\$20	\$5	\$6	\$41	\$16	\$23	\$20	\$20
1	GARDEN	\$25	\$32		\$48	\$20	\$28	\$8	\$9	\$58	\$20	\$30	\$20	\$20
1	TOWNHOUSE	\$25	\$32		\$48	\$20	\$28	\$8	\$9	\$58	\$20	\$30	\$20	\$20
2	GARDEN	\$32	\$41		\$62	\$25	\$36	\$9	\$12	\$74	\$26	\$38	\$20	\$20
2	TOWNHOUSE	\$32	\$41		\$62	\$25	\$36	\$9	\$12	\$74	\$26	\$38	\$20	\$20
3	GARDEN	\$40	\$49		\$76	\$31	\$44	\$12	\$14	\$90	\$31	\$47	\$20	\$20
3	TOWNHOUSE	\$40	\$49		\$76	\$31	\$44	\$12	\$14	\$90	\$31	\$47	\$20	\$20
4	GARDEN	\$51	\$63		\$97	\$39	\$56	\$15	\$18	\$114	\$39	\$58	\$20	\$20
4	TOWNHOUSE	\$51	\$63		\$97	\$39	\$56	\$15	\$18	\$114	\$39	\$58	\$20	\$20

GA-Middle Region (6/2011)

Survey Date: May 2012

ADDENDUM B

COMPARABLE PROPERTY PROFILES

3 Lexington Place

5.1 miles to site



Address	800 Gun Rd. Centerville, GA 31028		
Phone	(478) 953-8273	Contact	Melody
Total Units	312	Vacancies	1
		Percent Occupied	99.7%
Project Type	Market-Rate		
Year Open	2001	Floors	3
Concessions	5% discount if sign 12 month lease		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A	Neighborhood Rating	A
Remarks	Phase II built in 2005 (168 units); Does not accept HCV; Older units have hardwood floors in dining room; Third floor units have ceiling fans; Rent range due to floor level & floor plan		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Security System, Blinds, Vaulted Ceilings
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Tennis Court(s), Storage, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Game Room

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	132	1	850	\$0.82 - \$0.87	\$700 to \$740
2	2	G	156	0	1000	\$0.80 - \$0.84	\$800 to \$840
3	2	G	24	0	1300	\$0.72	\$940

4 Bradford Place

5.3 miles to site



Address	115 Tom Chapman Blvd. Warner Robins, GA 31088		
Phone	(478) 953-5969	Contact	Teshia
Total Units	200	Vacancies	4
		Percent Occupied	98.0%
Project Type	Market-Rate		
Year Open	1998	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A-	Neighborhood Rating	A
Remarks	Does not accept HCV; Larger 1 & 2-br units have sunrooms		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Security System, Blinds, Sunrooms
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Jacuzzi, Playground, Tennis Court(s), Sports Court, Storage, Security Gate, Computer Lab, Car Wash Area, Picnic Area

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	48	3	800 to 900	\$0.80 - \$0.84	\$668 to \$718
2	1 to 2	G	128	1	1117 to 1253	\$0.66 - \$0.68	\$758 to \$833
3	2	G	24	0	1332	\$0.69	\$923

6 Lenox Park

6.1 miles to site



Address	121 Margie Dr. Warner Robins, GA 31093		
Phone	(478) 953-6757	Contact	Rosilynn
Total Units	216	Vacancies	7
		Percent Occupied	96.8%
Project Type	Market-Rate		
Year Open	2002	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A	Neighborhood Rating	A
Remarks	Does not accept HCV; Storage on patio & extra storage available for a fee; Select units have sunrooms		

Features and Utilities

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

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	48	2	733	\$0.93	\$680
2	2	G	112	3	1200 to 1350	\$0.64 - \$0.69	\$825 to \$865
3	2	G	56	2	1390 to 1540	\$0.65 - \$0.68	\$950 to \$995

10 Amber Place Apts.

6.8 miles to site



Address	6080 Lakeview Rd. Warner Robins, GA 31088		
Phone	(478) 953-5400	Contact	Joanie
Total Units	392	Vacancies	2
		Percent Occupied	99.5%
Project Type	Market-Rate		
Year Open	2006	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	NONE		
Quality Rating	A	Neighborhood Rating	A
Remarks	Phase II completed in 2007		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Security System, Blinds, Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Jacuzzi, Playground, Tennis Court(s), Sports Court, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Business Center, Dog Park

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	96	0	850 to 970	\$0.83 - \$0.88	\$750 to \$804
2	1	G	132	0	1178 to 1296	\$0.68 - \$0.69	\$814 to \$875
2	2	G	132	2	1238 to 1386	\$0.69 - \$0.70	\$869 to \$954
3	2	G	32	0	1438	\$0.74	\$1059

11 Bedford Parke

7.2 miles to site



Address	1485 Leverett Rd. Warner Robins, GA 31088		
Phone	(478) 953-1470	Contact	Marissa
Total Units	232	Vacancies	2
		Percent Occupied	99.1%
Project Type	Market-Rate		
Year Open	2008	Floors	2
Concessions	No Rent Specials		
Parking	Detached Garages, Surface Parking		
Waiting List	3-br: 5 households		
Quality Rating	A	Neighborhood Rating	A
Remarks	Does not accept HCV		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, 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, Jacuzzi, Playground, Sports Court, Storage, Security Gate, Computer Lab, Car Wash Area, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	64	1	850 to 970	\$0.77 - \$0.82	\$695 to \$745
2	1 to 2	G	152	1	1178 to 1386	\$0.63 - \$0.66	\$780 to \$875
3	2	G	16	0	1438	\$0.66	\$945

7 Pacific Park

7.9 miles to site



Address	1205 Leverett Rd. Warner Robins, GA 31088		
Phone	(478) 923-4886	Contact	Tonya
Total Units	159	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2001	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	5 households		
Quality Rating	A-	Neighborhood Rating	A
Remarks	Market-rate (31 units); 60% AMHI (128 units); HCV (approx. 28 units)		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, Laundry Facility, Club House, Fitness Center, Playground, Tennis Court(s), Sports Court, Security Gate, Picnic Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	8	0	879	\$0.60	\$525	
1	1	G	32	0	879	\$0.60	\$525	60%
2	1	G	15	0	1055	\$0.57	\$605	
2	1	G	65	0	1055	\$0.57	\$605	60%
3	2	G	8	0	1339	\$0.50	\$675	
3	2	G	31	0	1339	\$0.50	\$675	60%

8 Robins Landing

8.1 miles to site



Address	320 Carl Vinson Pkwy. Warner Robins, GA 31088		
Phone	(478) 328-0203	Contact	Sydney
Total Units	144	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1999	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (64 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, Picnic Area, Racquetball Court

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	2	G	36	0	990	\$0.64	\$630	60%
2	2	G	36	0	990	\$0.59	\$583	50%
3	2	G	36	0	1189	\$0.57	\$674	60%
3	2	G	36	0	1189	\$0.56	\$663	50%

911 Pinewood Park

14.9 miles to site



Address 4755 Mercer University Dr.
Macon, GA 31210

Phone (478) 314-1900 **Contact** Shannon

Total Units 148 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Tax Credit

Year Open 2006 **Floors** 2,3

Concessions No Rent Specials

Parking Surface Parking

Waiting List NONE

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

Remarks 30%, 50% & 60% AMHI; HCV (56 units)



Features and Utilities

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

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	4	0	846	\$0.56	\$475	60%
1	1	G	28	0	846	\$0.48	\$402	50%
1	1	G	3	0	846	\$0.25	\$214	30%
2	2	G	16	0	1186	\$0.43	\$515	60%
2	2	G	53	0	1186	\$0.40	\$479	50%
2	2	G	7	0	1186	\$0.21	\$253	30%
3	2	G	8	0	1373	\$0.46	\$625	60%
3	2	G	23	0	1373	\$0.39	\$534	50%
3	2	G	6	0	1373	\$0.20	\$271	30%

912 West Club

14.7 miles to site



Address	159 Stevens Dr. Macon, GA 31210		
Phone	(478) 476-3500	Contact	Dee Dee
Total Units	140	Vacancies	8
		Percent Occupied	94.3%
Project Type	Tax Credit		
Year Open	1997	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	30%, 50% & 60% AMHI; HCV (133 units)		

Features and Utilities

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

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	1	0	778	\$0.72	\$560	60%
1	1	G	7	0	778	\$0.30	\$233	30%
2	2	G	25	3	1021	\$0.66	\$674	60%
2	2	G	51	4	1021	\$0.53	\$543	50%
3	2	G	48	1	1212	\$0.64	\$776	60%
4	2	G	8	0	1348	\$0.64	\$863	60%

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 Affordable Housing Market Analysts (NCAHMA). This study has been prepared in conformance with the standards adopted by NCAHMA for the market analysts' industry. These standards include the *Standard 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 by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Affordable Housing Market Analysts.

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

Certified:



Patrick Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: June 12, 2012



Ben Braley
Market Analyst
benb@bowennational.com
Date: June 12, 2012

Note: Information on the National Council of Affordable 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 Affordable 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)

OTHER REQUIREMENTS		Section (s)
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 Bryon, Georgia by Avalon Court Byron, L.P.

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 Affordable Housing Market Analysts (NCAHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects, and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

3. REPORT LIMITATIONS

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

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

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

4. SOURCES

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

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

ADDENDUM E - ACHIEVABLE MARKET RENT ANALYSIS

A. INTRODUCTION

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

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

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

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

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

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Avalon Court	2014	56	-	8 (-)	24 (-)	24 (-)
3	Lexington Place	2001	312	99.7%	132 (99.2%)	156 (100.0%)	24 (100.0%)
4	Bradford Place	1998	200	98.0%	48 (93.8%)	128 (99.2%)	24 (100.0%)
6	Lenox Park	2002	216	96.8%	48 (95.8%)	112 (97.3%)	56 (96.4%)
10	Amber Place Apts.	2006	392	99.5%	96 (100.0%)	264 (99.2%)	32 (100.0%)
11	Bedford Parke	2008	232	99.1%	64 (98.4%)	152 (99.3%)	16 (100.0%)

Occ. - Occupancy

The five selected market-rate projects have a combined total of 1,352 units with an overall occupancy rate of 98.8%. None of the comparable properties has an occupancy rate below 96.8%. These occupancy rates are considered high and illustrate that the selected properties are well received within the Byron Site PMA. As such, they will serve as accurate benchmarks with which to compare to the proposed subject project.

A comparison of the weighted average collected rents and those proposed at the subject project is included below.

Weighted Average Collected Rent of Comparable Market-Rate Units		
One-Br.	Two-Br.	Three-Br.
\$726	\$857	\$975

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

Bedrooms	Weighted Avg. Rent	Less Proposed Rent	Equals Difference	Divided by Proposed Rent	Rent Advantage
One-Br.	\$726	- \$325	\$401	/ \$325	123.4%
		- \$390	\$336	/ \$390	86.2%
Two-Br.	\$857	- \$350	\$507	/ \$350	144.9%
		- \$415	\$442	/ \$415	106.5%
Three-Br.	\$975	- \$375	\$600	/ \$375	160.0%
		- \$435	\$540	/ \$435	124.1%

The proposed collected rents at the site represent rent advantages of 86.2% to 160.0%, depending on bedroom type. These advantages are considered significant, but these are weighted averages of *collected* rents that do not reflect differences in the utility structure that gross rents include. Further, these rent advantages do not consider differences in unit size, amenities or location. Therefore, we have provided HUD Rent Comparability grids to provide a more accurate rent advantage analysis.

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	
Avalon Court		Lexington Place		Bradford Place		Lenox Park		Amber Place Apts.		Bedford Parke	
Walker Rd & Allred Rd.		800 Gun Rd.		115 Tom Chapman Blvd.		121 Margie Dr.		6080 Lakeview Rd.		1485 Leverett Rd.	
Byron, GA		Centerville, GA		Warner Robins, GA		Warner Robins, GA		Warner Robins, GA		Warner Robins, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$720		\$668		\$680		\$750		\$695	
2	Date Surveyed	May-12		May-12		May-12		May-12		May-12	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	99%		94%		96%		100%		98%	
5	Effective Rent & Rent/ sq. ft	\$720	0.85	\$668	0.84	\$680	0.93	\$750	0.88	\$695	0.82
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/2		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	2014	\$13	1998	\$16	2002	\$12	2006	\$8	2008	\$6
8	Condition /Street Appeal	E		E		E		E		E	
9	Neighborhood	G	(\$10)	E	(\$10)	E	(\$10)	E	(\$10)	E	(\$10)
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	828	(\$5)	800	\$6	733	\$20	850	(\$5)	850	(\$5)
14	Balcony/ Patio	Y		Y		Y		Y		Y	
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y	(\$5)	N/Y		Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	HU/L		HU/L		HU/L		HU/L		HU/L	
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N	(\$3)	N/Y	(\$3)	N/N		N/Y	(\$3)	N/Y	(\$3)
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans	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	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y/Y		Y/N	\$5	Y/N	\$5	N/N	\$10	Y/N	\$5
28	Pool/ Recreation Areas	F/L	(\$7)	P/F	(\$13)	P/F/S	(\$10)	P/F/T/J	(\$13)	P/F/S/J	(\$13)
29	Computer Center	Y		Y		N	\$3	Y		Y	
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		Y	
32	Storage	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N		Y/Y	(\$50)	N/N		N/N	
39	Trash /Recycling	Y/N		Y/N		Y/N		N/N	\$20	N/N	\$20
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	7	4	5	5	5	3	7	3	7
41	Sum Adjustments B to D	\$28	(\$40)	\$37	(\$36)	\$50	(\$35)	\$28	(\$46)	\$21	(\$46)
42	Sum Utility Adjustments			\$20			(\$50)	\$20		\$20	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$12)	\$68	\$21	\$93	(\$35)	\$135	\$2	\$94	(\$5)	\$87
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$708		\$689		\$645		\$752		\$690	
45	Adj Rent/Last rent		98%		103%		95%		100%		99%
46	Estimated Market Rent	\$695	\$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	
Avalon Court		Lexington Place		Bradford Place		Lenox Park		Amber Place Apts.		Bedford Parke	
Walker Rd & Allred Rd.		800 Gun Rd.		115 Tom Chapman Blvd.		121 Margie Dr.		6080 Lakeview Rd.		1485 Leverett Rd.	
Byron, GA		Centerville, GA		Warner Robins, GA		Warner Robins, GA		Warner Robins, GA		Warner Robins, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$820		\$758		\$825		\$814		\$780	
2	Date Surveyed	May-12		May-12		May-12		May-12		May-12	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		99%		97%		100%		99%	
5	Effective Rent & Rent/ sq. ft	\$820	0.82	\$758	0.68	\$825	0.69	\$814	0.69	\$780	0.66
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/2		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	2014	\$13	1998	\$16	2002	\$12	2006	\$8	2008	\$6
8	Condition /Street Appeal	E		E		E		E		E	
9	Neighborhood	G	(\$10)	E	(\$10)	E	(\$10)	E	(\$10)	E	(\$10)
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		1	\$30	2		1	\$30	1	\$30
13	Unit Interior Sq. Ft.	1070	\$12	1117	(\$8)	1200	(\$23)	1178	(\$19)	1178	(\$19)
14	Balcony/ Patio	Y		Y		Y		Y		Y	
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y	(\$5)	N/Y		Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	HU/L		HU/L		HU/L		HU/L		HU/L	
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N	(\$3)	N/Y	(\$3)	N/N		N/Y	(\$3)	N/Y	(\$3)
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans	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	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y/Y	\$5	Y/N	\$5	Y/N	\$5	N/N	\$10	Y/N	\$5
28	Pool/ Recreation Areas	F/L	(\$7)	P/F/S/J	(\$13)	P/F/S	(\$10)	P/F/T/J	(\$13)	P/F/S/J	(\$13)
29	Computer Center	Y		Y		N	\$3	Y		Y	
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		Y	
32	Storage	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N		Y/Y	(\$64)	N/N		N/N	
39	Trash /Recycling	Y/N		Y/N		Y/N		N/N	\$20	N/N	\$20
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	6	4	6	4	6	4	7	4	7
41	Sum Adjustments B to D	\$40	(\$35)	\$61	(\$44)	\$30	(\$58)	\$58	(\$60)	\$51	(\$60)
42	Sum Utility Adjustments			\$20			(\$64)	\$20		\$20	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$5	\$75	\$37	\$125	(\$92)	\$152	\$18	\$138	\$11	\$131
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$825		\$795		\$733		\$832		\$791	
45	Adj Rent/Last rent		101%		105%		89%		102%		101%
46	Estimated Market Rent	\$785	\$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	
Avalon Court		Lexington Place		Bradford Place		Lenox Park		Amber Place Apts.		Bedford Parke	
Walker Rd & Allred Rd.		800 Gun Rd.		115 Tom Chapman Blvd.		121 Margie Dr.		6080 Lakeview Rd.		1485 Leverett Rd.	
Byron, GA		Centerville, GA		Warner Robins, GA		Warner Robins, GA		Warner Robins, GA		Warner Robins, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$940		\$923		\$950		\$1,059		\$945	
2	Date Surveyed	May-12		May-12		May-12		May-12		May-12	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		96%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$940	0.72	\$923	0.69	\$950	0.68	\$1,059	0.74	\$945	0.66
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/2		WU/2		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	2014	\$13	1998	\$16	2002	\$12	2006	\$8	2008	\$6
8	Condition /Street Appeal	E		E		E		E		E	
9	Neighborhood	G	(\$10)	E	(\$10)	E	(\$10)	E	(\$10)	E	(\$10)
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3		3	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1254	(\$8)	1332	(\$14)	1390	(\$24)	1438	(\$32)	1438	(\$32)
14	Balcony/ Patio	Y		Y		Y		Y		Y	
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	N/Y	(\$5)	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	HU/L		HU/L		HU/L		HU/L		HU/L	
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N	(\$3)	N/Y	(\$3)	N/N		N/Y	(\$3)	N/Y	(\$3)
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans	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	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y/Y	\$5	Y/N	\$5	Y/N	\$5	N/N	\$10	Y/N	\$5
28	Pool/ Recreation Areas	F/L	(\$7)	P/F	(\$13)	P/F/S	(\$10)	P/F/T/J	(\$13)	P/F/S/J	(\$13)
29	Computer Center	Y		Y		N	\$3	Y		Y	
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		Y	
32	Storage	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N		Y/Y	(\$78)	N/N		N/N	
39	Trash /Recycling	Y/N		Y/N		Y/N		N/N	\$20	N/N	\$20
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	7	3	6	4	6	3	7	3	7
41	Sum Adjustments B to D	\$28	(\$43)	\$31	(\$50)	\$30	(\$59)	\$28	(\$73)	\$21	(\$73)
42	Sum Utility Adjustments			\$20			(\$78)	\$20		\$20	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$15)	\$71	\$1	\$101	(\$107)	\$167	(\$25)	\$121	(\$32)	\$114
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$925		\$924		\$843		\$1,034		\$913	
45	Adj Rent/Last rent		98%		100%		89%		98%		97%
46	Estimated Market Rent	\$925	\$0.74	← 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 \$695 for a one-bedroom unit, \$785 for a two-bedroom unit and \$925 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 (% AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$325 (50%)	\$695	53.2%
	\$390 (60%)		43.9%
Two-Bedroom	\$350 (50%)	\$785	55.4%
	\$415 (60%)		47.1%
Three-Bedroom	\$375 (50%)	\$925	59.5%
	\$435 (60%)		53.0%

The proposed collected rents represent market rent advantages between 43.9% and 59.5% compared to achievable market rent. These advantages are substantial and are considered appropriate for the subject market. Therefore, these rents will likely represent a significant value to low-income renters within the Byron Site PMA. Typically, Tax Credit collected rents must represent at least a 10.0% market rent advantage in order to be viewed as a value that will ensure a sustainable flow of tenants.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

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

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1998 and 2008. As such, we have adjusted the rents at the selected properties by \$6 to \$16 to reflect the age of these properties.

9. The subject project is considered to be in a desirable neighborhood. However, all of the selected properties are considered to be within a more desirable neighborhood. As such, these properties have been adjusted negatively to reflect their superior surroundings.
12. The number of bathrooms offered at each of the selected properties varies. We have made adjustments to reflect the difference in the number of bathrooms offered at the site compared with the competitive properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25.0% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenities package similar to the selected properties. We have, however, made some adjustments for features the subject property does not offer.
- 24.-32. The proposed project offers a somewhat limited project amenities package when compared to market-rate developments. Many of the selected properties offer swimming pools or sports facilities. As such, we have made monetary adjustments to reflect the difference between the proposed subject project's and the selected properties' project amenities.
- 33-39. We have adjusted the rent at each of the selected properties to reflect the utility structure proposed at the subject development. These adjustments have been made based on the 2011 Utility Allowance for the "Middle Region" of Georgia provided by DCA.