

# MARKET STUDY AND PROJECT FEASIBILITY ANALYSIS

**Jordan Mills**

**Columbus, GA**



Prepared For:

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Georgia Department of Community Affairs

Date of Report:  
June 30, 2005

Prepared by:



## **OBJECTIVES, SCOPE OF STUDY and LIMITING CONDITIONS**

The purpose of this study is to examine the overall feasibility and long-term viability of building a mixed-income apartment complex in Columbus, Muscogee County, Georgia. Jordan Mills will be an adaptive reuse of a mostly vacant mill complex, with units restricted under the Low-Income Housing Tax Credit Program administered by the Georgia Department of Community Affairs. Factors in the analysis include, but are not limited to:

- Identification of the target market and the effective market area.
- Review of the proposed project as to the functionality and practicality of design, visibility, accessibility, neighboring uses and target market acceptance.
- Area demographic analysis, including population and household trends, employment and unemployment trends and characteristics.
- Housing analysis, including area housing statistics, rental housing inventory, comparable property analysis, construction trends, historic, current and anticipated absorption characteristics.
- Demand analysis, including income-eligible household population, band of affordability and penetration rate, calculation of demand from both existing and new households, effective demand and capture rate.
- Rental rate and expense analysis, including analysis and comparison of area market rents and amenities in competing projects, and an analysis of anticipated expenses at stabilized occupancy.

The study contains data gathered from various sources, including field survey, interviews with local officials and property managers/leasing agents, real estate professionals, local records and secondary demographic data. These sources are deemed to be reliable; however, The Siegel Group does not guarantee the data and assumes no liability for any errors in fact, analysis or judgment.

The report objectives are to identify and analyze the market issues impacting the proposed project, including the current market status and future market trends. The conclusions contained herein represent the analyst's best professional judgments based on his evaluation of the data and pertinent facts; however, The Siegel Group makes no guarantees or assurances that the opinions, projections or conclusions will be realized as stated. Use of the information contained in this study by any other party other than the addressee is strictly prohibited, unless otherwise specified in writing by The Siegel Group.

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## Executive Summary

Jordan Mills (the Subject), to be located at 2700 12<sup>th</sup> Avenue in Columbus, is a project that proposes the adaptive reuse of a mostly vacant mill complex into 101 housing units for older persons (55 years and older). The project will utilize low-income housing tax credits and historic tax credits. Some of the structures in the complex will be demolished, leaving a final site plan consisting of two, two-story buildings for residential occupancy and one, one-story building for community space.

The demand for affordable housing such as Jordan Mills is evident. An analysis of the Primary Market Area shows that roughly 27 percent of all households are paying over 35 percent of their income on gross rent. Furthermore, the annual demand from new households (55 and older) is healthy, and is estimated to be 102 households per year. Please see Table F-5 for more details.

Based on information gathered from surrounding properties, we project a conservative absorption rate of 10 units per month. Assuming a stabilized occupancy of 93 percent, this translates to an absorption period of 10 months.

Local preferences seem to indicate that older persons prefer 2BR units over 1 BR units, so the Subject's unit mix is appropriate. As for price comparisons, the Subject's market rate units appear to be competitive with other market rate units. However, the Subject's LIHTC units are priced at the maximum allowable rents; this puts them at a premium to other comparable LIHTC units (specifically Johnston Mills, which offers much larger units), which could cause these units to be less competitive.

When compared to other properties in the surrounding area, the Subject has a competitive amenities package. The Subject will not be offering certain unit amenities; however, it has many project amenities that are superior to comparable projects and that are tailored to the needs of the target audience, including a fitness center, individual storage, computer center, elevators, and an installed call system.

The Subject's location is well-positioned for use as housing for the elderly. The Subject will draw its target audience because of its close proximity to medical services. Plus, its status as a converted mill of historic Columbus could also appeal to its occupants. Located along the Talbotton Road artery, which is scheduled to be widened as part of a SPLOST project, the Subject Site is easily accessible and provides quick access to downtown Columbus and Interstate 185. Please refer to table C-1 for complete list of local amenities.

An analysis of the target population shows that there are very favorable conditions for this project, with an overall capture rate of less than 1 percent. This is far less than the 30 percent threshold outlined by DCA. Please see Table A-1 below for more specific calculations.

In general, this is a market that has seen the rehabilitation and demolition of numerous public housing developments, which in turn, has created a net decrease in affordable units that are currently available. Much of the housing stock in central Columbus, where the Subject is located, is older and is in poor to fair condition. There are no market rate housing developments

for Older Persons and area Elderly units are all targeted towards the lowest income strata. Job growth has been mostly flat, although the Army reported that nearby Fort Benning will soon have 6,000 troops permanently added. The total effect could provide an influx of up to 14,000 new persons to the Columbus area, thus tightening the local housing market.

The Subject's uniqueness, along with the demand for housing, demographic trends, economic factors, and data from comparable properties demonstrate that the subject property represents a significant value in the marketplace and fulfills a need for affordable housing units. Catering to the preferences of its target audience, the Subject is likely to be successful in attracting tenants and maintaining healthy absorption. Taking into account all of these factors, the final conclusion is that the Jordan Mills project is both feasible and will be competitive in the marketplace.

<b>A-1 CAPTURE RATE ANALYSIS CHART</b>									
<b>Unit Size</b>	<b>Income limits</b>	<b>Units Proposed</b>	<b>Total Demand</b>	<b>Supply</b>	<b>Net Demand</b>	<b>Capture Rate</b>	<b>Absorption</b>	<b>Avg. Market Rent</b>	<b>Proposed Rents</b>
2 Bdrm	30% AMI	<b>16</b>	567	0	567	2.82%		\$644	\$227
	50% AMI	<b>45</b>	995	172	823	5.47%		\$644	\$446
	60% AMI	<b>19</b>	1,221	518	703	2.70%		\$644	\$555
	Market Rate	<b>21</b>	11,523	551	10,972	0.19%		\$644	\$625
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>101</b>	15,786	690	15,096	0.67%		\$644	\$463

<b>Proposed Project Capture Rate LIHTC Units</b>	<b>4.28%</b>
<b>Proposed Project Capture Rate Market Rate Units</b>	<b>0.19%</b>
<b>Proposed Project Capture Rate ALL Units</b>	<b>0.67%</b>
<b>Proposed Project Stabilization Period</b>	10 Months

## B. Project Description

Jordan Mills is a proposed Tax Credit project that calls for the adaptive reuse of a vacant mill into housing units for older persons (defined by DCA as persons who are 55 or older). The Subject is bounded by Talbotton Road, 12<sup>th</sup> Avenue, 13<sup>th</sup> Avenue, and 29<sup>th</sup> Street in Columbus, GA, with an address of 2700 12<sup>th</sup> Avenue. This location is approximately one mile east of the Chattahoochee River and roughly two miles west of the I-185/Manchester Expressway interchange.

The project will utilize low-income housing tax credits, as well as historic tax credits. The Subject consists of multiple buildings which were constructed between 1907 and 1949. The historically insignificant buildings will be demolished, leaving the final site plan with two two-story buildings for residential use and one one-story building for community space.

The Subject contains 101 units ranging across 4 separate unit types, plus 2 additional units for use by the staff. The unit mix consists entirely of two-bedroom units, which is reflective of the local preferences of the elderly. The Subject contains 80 units having occupancy restricted to households earning no more than 30, 50, or 60 percent of AMGI, plus 21 market rate units. Please refer to Table B-1 for a detailed description of the unit mix.

According to the application documents supplied by the Georgia Department of Community Affairs (DCA), the landlord will only pay for trash removal. Tenants will be responsible for all electricity payments including individual heat pumps, air conditioning, and water heating. Additionally, tenants will also be responsible for water and sewer. The utility allowances for these items are based upon the 2005 guidelines provided by the Columbus Housing Authority. They are listed below in Table B-2.

B-1 UNIT MIX							
# of Units	Set Aside	# of Bedrooms	# of Baths	Style	SF Per Unit	Net Rent	Net Rent Per SF
16	30%	2	1	MF	1,000	\$227	\$0.23
45	50%	2	1	MF	1,000	\$446	\$0.45
19	60%	2	1	MF	1,000	\$555	\$0.56
21	Market	2	1	MF	1,000	\$625	\$0.63
2	Staff	3	2	MF	2,000	\$0	\$0.00
103							

<b>B-2 UTILITY ALLOWANCE CHART FOR TENANT-PAID ITEMS</b>	
<b>Housing Authority of Columbus, GA</b>	
<b>Utility, Service or Appliance</b>	<b>2 bedroom</b>
Electric (Light & AC)	\$33
Heat (Heat Pump)	\$24
Hot Water (Electric)	\$19
Water	\$8
Sewer	\$14
Cooking	\$3
<b>TOTAL</b>	<b>\$101</b>

According to the application documents, all units at the Subject will be provided with the same suite of amenities. Listed below in Table B-3, these amenities are considerably more generous than those found in other apartment complexes throughout most of the Columbus area; only in the high-end, new construction in North Columbus are so many amenities offered.

<b>B-3 PROJECT AMENITIES</b>	
Range & Oven	On-Site Laundry
Refrigerator	Individual Storage
Central Heat & AC	Security
Clubhouse	Equipped Computer Center
Fitness Center	Elevator
Fire Sprinkler	Installed Call System

According to the application documents, the Subject will be placed in service December 31, 2007.

## C. Site Evaluation

The Subject site was visited by the market analyst from June 1 to June 3, 2005. The Subject is located between the Columbus Regional Medical Center and the Waverly Terrace Historic District, a densely developed residential neighborhood. The Subject is easily accessible from Talbotton Road, from which the Subject is also highly visible.

The neighborhood surrounding the subject consists mainly of single family residences in poor to fair condition. There is also a substantial amount of “C” grade retail space that is approximately 80 percent occupied. High vacancy rates in the retail space is most likely due to the loss of tenants from the now demolished 510 units of public housing that formerly occupied the space to the west of the Subject (this demolished site is home to the proposed Peabody Phase II development, part of the Peabody Hope VI complex). Various real estate agents familiar with the market have reported a sharp decline in home sales, as owners are “holding tight” so they can reap the benefit of the increase in property values expected from the Peabody II project. A new medical office is under construction on Talbotton Road, stretching the medical district closer to the Subject’s vicinity. Neighboring business owners, some of whom have been at their present location in excess of 30 years, are universally positive about the proposed development of Jordan Mills.

The subject neighborhood is approximately 95 percent built out with very little vacant land available. The most prominent fixture in the neighborhood is the Columbus Regional Hospital Complex located to the south of Comer Avenue approximately a half mile to the southwest. Proximate to the intersection of Talbotton Road and Comer Avenue are a number of medical professional buildings, including the offices of Dr. Patel, slated to be relocated to the medical office space currently under construction.

Along the Talbotton corridor near the Subject are a number of poor to fair quality commercial and retail buildings, mostly occupied, which house a pawn shop and similar businesses. At the intersection of 27<sup>th</sup> and Talbotton is Veri-Best donut shop, a popular place among locals with a very high volume of drive up business. Opposite the donut shop is an ice plant that has a considerable amount of delivery truck traffic. At Peabody Avenue and 27<sup>th</sup> Street there is a large school with an ornate façade, most likely developed in the 1930’s, which presently serves as a magnet academy. The Columbus Peabody Hope VI complex is to the west of the five-way intersection created by Talbotton, 27<sup>th</sup>, Warm Springs and 24<sup>th</sup> streets. The analyst concurrently studied that site for the proposed second phase of the project.

For illustrative purposes, photographs of the Subject site and surrounding land uses are included in the following pages

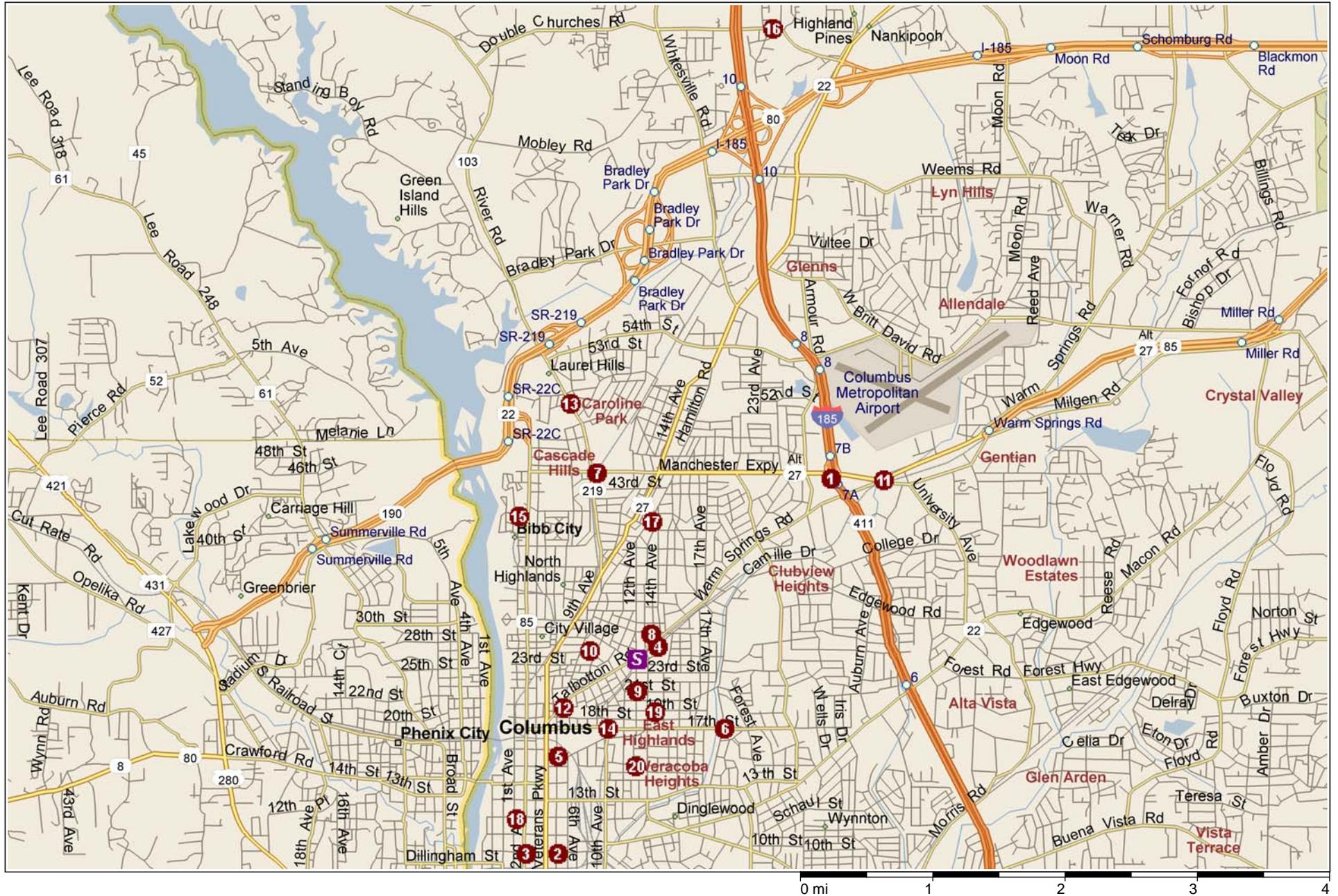
The subject site has been rezoned to AO with an MROD overlay.

The surrounding area provides a strong mix of shopping and services for prospective tenants. These are listed below on Table C-1 and the corresponding map.

**C-1 COMMUNITY SERVICE LOCATIONS**

<b>Facility / Service</b>		<b>Description</b>	<b>Distance from Site</b>		<b>Direction</b>
Major Highways	(1)	I-185 and Manchester Expressway	2.0	miles	Northeast
Police Department	(2)	Columbus Police Patrol Bureau	1.6	miles	Southwest
Fire Department	(3)	Columbus Fire Department	1.7	miles	Southwest
Schools:					
Elementary	(4)	Hannan Elementary	0	miles	Adjacent
Middle	(5)	Muscogee County Middle School	1.0	miles	Southwest
Senior	(6)	Columbus High School	0.85	miles	Southeast
Continuing Education	(7)	Columbus Technical Institute	1.5	miles	North
Bus Stop	(8)	METRA Transit-Blue Line (Warm Springs Road)	0	miles	Adjacent
Gas Station	(9)	Lawrence Bp	0.25	miles	South
Grocery	(10)	Young's Grocery	0.35	miles	West
Shopping	(11)	Peachtree Mall	2.4	miles	Northeast
Pharmacy	(12)	River Road Pharmacy	2.0	miles	Northwest
Financial Institution	(13)	Columbus Bank & Trust Co.	0.6	miles	South
Medical Facility	(14)	Doctor's Hospital	0.6	miles	Southwest
Recreational Facility	(15)	Columbus Parks and Recreation	1.4	miles	Northwest
	(16)	Double Churches Park	5.0	miles	Northeast
Post Office	(17)	US Post Office	1.1	miles	North
Library	(18)	Twelfth Street Branch Library	1.5	miles	Southwest
Church	(19)	Church of the Living God (non-denominational)	0.4	miles	South
Senior Center	(20)	Gallop's Senior Center	0.8	miles	South

# Community Service Locations-Jordan Mills



Jordan Mills – Site and Neighborhood Photographs



East Side View of Site

Jordan Mills – Site and Neighborhood Photographs



Site looking North on 12th

Jordan Mills – Site and Neighborhood Photographs



Site looking South on 12<sup>th</sup>  
Toward Talbotton

Jordan Mills – Site and Neighborhood Photographs



Northeast Corner of Site

Jordan Mills – Site and Neighborhood Photographs



Northwest Corner of Site

Jordan Mills – Site and Neighborhood Photographs



South Side of Site

Jordan Mills – Site and Neighborhood Photographs



Southeast Corner of Site  
Looking Southwest onto Warm Springs Rd.

Jordan Mills – Site and Neighborhood Photographs



Southwest Corner of Site  
Talbotton and 12<sup>th</sup>

Jordan Mills – Site and Neighborhood Photographs



Southwest Corner of Site  
Looking Northeast

Jordan Mills – Site and Neighborhood Photographs



Boys and Girls Club  
13<sup>th</sup> and 29<sup>th</sup> Streets – Adjacent to Site



Church and School  
Pierpoint and 29<sup>th</sup> Streets – 0.1 miles East of Site

Jordan Mills – Site and Neighborhood Photographs



Fire Station  
Pierpoint and 29<sup>th</sup> Streets - 0.1 miles East of Site



Hamilton Road looking South

Jordan Mills – Site and Neighborhood Photographs



Ice Plant  
Talbotton, 27<sup>th</sup>, and 12<sup>th</sup> Intersection – 0.1 miles Southwest of site



Leasing Office  
12<sup>th</sup> and 29<sup>th</sup> Streets – Adjacent to Site

Jordan Mills – Site and Neighborhood Photographs



Medical Office  
Comer and Talbotton – 0.3 miles Southwest of Site



Medical Center  
Comer and Talbotton – 0.3 miles Southwest of Site

Jordan Mills – Site and Neighborhood Photographs



New Medical Office  
Corner of Talbotton and Midland - 0.2 miles Southwest of Site



Residential  
Waverly and 29<sup>th</sup> - Adjacent to Site

Jordan Mills – Site and Neighborhood Photographs



Residential  
Curtis Street – 0.1 miles West of Site



Retail  
27<sup>th</sup> and Talbotton – immediately Southwest of Site

Jordan Mills – Site and Neighborhood Photographs



Retail  
27<sup>th</sup> and Waverly – 0.1 miles Southwest of Site



Retail  
Northwest Corner of Talbotton and 27<sup>th</sup> - immediately Southwest of Site

Jordan Mills – Site and Neighborhood Photographs



Retail  
Talbotton and 12<sup>th</sup> – immediately Southwest of Site



Retail  
Talbotton – Southwest of 12<sup>th</sup> and 27<sup>th</sup>  
Adjacent Construction

Jordan Mills – Site and Neighborhood Photographs



Elementary School  
Talbotton and 13<sup>th</sup> - immediately East of Site



Vacant Lot  
Waverly and 12<sup>th</sup> looking South  
Site on Left

Jordan Mills – Site and Neighborhood Photographs



Vacant Residential  
23<sup>rd</sup> and North – 0.4 miles West of Site



Vacant Retail  
27<sup>th</sup> and Talbotton – immediately Southwest of Site

Jordan Mills – Site and Neighborhood Photographs

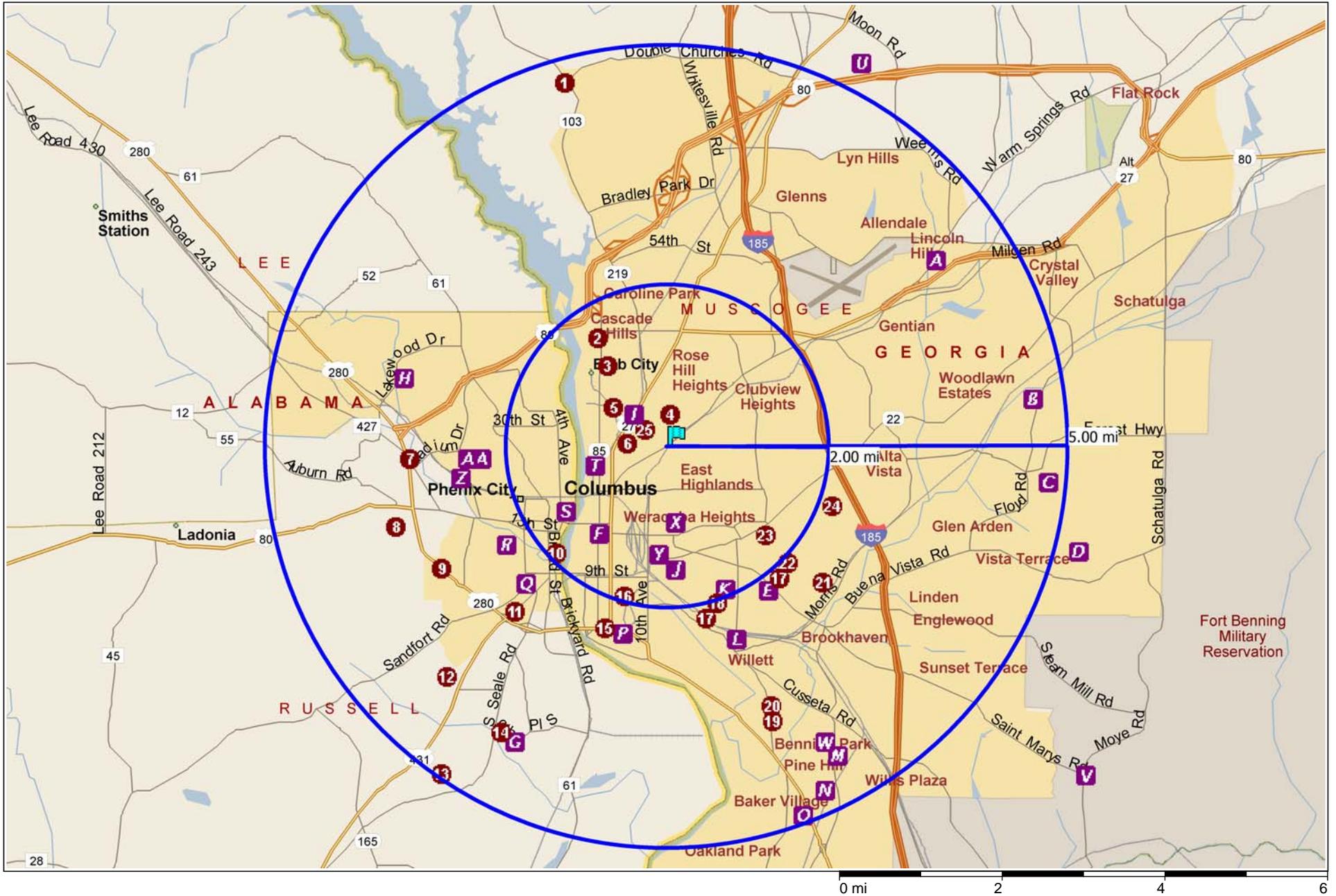


Playing Field  
13<sup>th</sup> and 29<sup>th</sup> – immediately Northeast of Site

The Market Area, described in detail in Section D, has a large amount of preexisting affordable housing. This is listed below on Table C-2 and the corresponding map that shows distance to the Subject.

<b>C-2 EXISTING LOW-INCOME HOUSING</b>			
<b>Map Legend</b>			
<b>LIHTC</b>		<b>Section 8</b>	
1	North Columbus Units	A	North Gate Village
2	Lynndolyn	B	Bull Creek
3	3rd Ave. and 40th St.	C	Hunter Haven
4	Pear Tree Place	D	Columbus Villas
5	McCleod Square	E	Renaissance Villa
6	24th Street Project	F	Ralston Towers
7	Paddock Club	G	Edmond Estates
8	Evangaline Heights	H	Stonewood
9	Spring Ridge	<b>Multi-Family HA Dvlpmt</b>	
10	Poplar Pointe	I	Luther C Williams Homes
11	Crown Chase	J	Warren Williams Homes
12	Richmond Park	K	EE Farley Homes
13	Brookwood Park	L	Canty Homes Addition
14	6th Place Apts.	M	EJ Knight Gardens
15	Columbus II	N	Newton Baker Village
16	Liberty Gardens	O	Elizabeth Canty Homes
17	Fay Project	P	BT Washington Apartments
18	Knight Project	Q	Stough
19	Springfield Crossing	R	Douglas
20	Victory Crossing	S	Riverview
21	Thirty-Second Ave.	T	Louis T Chase Homes
22	Washington Ave.	<b>Elderly</b>	
23	Columbus Area Habitat for Humanity	U	Calvary Community
24	Midtown Square	V	St. Mary's Woods
25	Peabody I	W	EJ Knight Gardens
Note: Subject property marked with a turquoise flag		X	Brown Nicholson Terrace
		Y	George F Rivers Homes
		Z	Blake
		AA	Tubman Gardens

# All LIHTC with Distance



Despite indications of a nearby light rail proposal in the application documents, no immediate plans are in the works for such a system. Only preliminary discussions of a possible light rail have taken place according to Rick Jones at the Planning Department for the Columbus Consolidated Government. Barriers to the light rail proposal include considerable costs and unavailable technology. If a light rail system were to be proposed, it would connect the downtown area to the middle of the county, but it will be a significant amount of time before this might occur. A dormant rail bed is extant just south of the subject property (the grade level crossing next to the Ice Plant has been paved over). However, there are no suggestions that they will be part of any future transit plan.

We were not provided with Environment Site Assessments. We are not experts in this area and we are not qualified to render environmental assessments. We observed no obvious environmental deficiencies; however, since the property formerly functioned as a hosiery mill, a proper environmental assessment of the site is imperative.

The Subject Site is well-positioned for use as housing for the elderly. The Subject will draw its target audience because of its close proximity to the hospital, and its status as a converted mill of historic Columbus could also appeal to its occupants. Located along the Talbotton Road artery, which is scheduled to be widened as part of a SPLOST project, the Subject Site is easily accessible and provides quick access to downtown Columbus and Interstate 185. Finally, area businesses and landlords are enthusiastic about recent new development in the neighborhood.

## D. Market Area

The Primary and Secondary Market Areas (PMA and SMA) were selected as the area from which tenants will be drawn based on interviews with local officials and property managers on residential movement that is expected within Columbus and the Georgia-Alabama region. *Per instruction from Georgia DCA, the market areas specifically exclude any areas in Alabama, even though it is likely that some tenants will come from this region. DCA has no control over the affordable housing supply in Alabama, and therefore cannot depend on a demand analysis that includes that population.*

The PMA is defined as Muscogee County. The PMA contains approximately 190,000 people in 72,000 households. Of these households, approximately 25,000 consist of people who are 55 or older. It is anticipated that approximately 80 percent of the tenants will originate from this area.

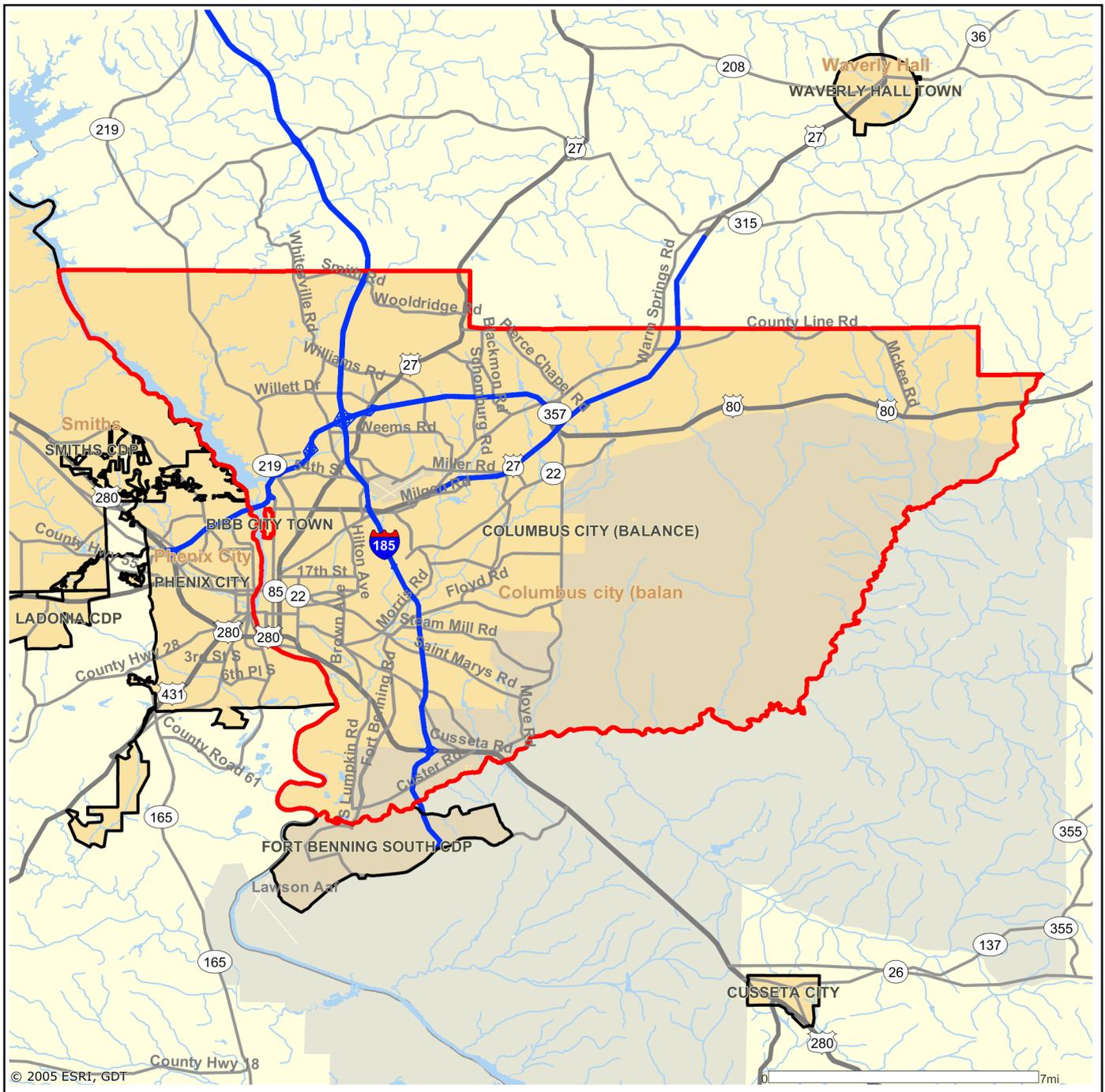
The Secondary Market Area (SMA) includes Muscogee County, Harris County, and Chattahoochee County. The SMA includes the entire Fort Benning Military Reservation. This Secondary Market Area contains approximately 235,000 people in 85,000 households. Of these households, 29,372 consist of people who are 55 or older. It is anticipated that approximately 20 percent of the tenants will originate from this area.

In actuality, it is very likely that a large number of tenants will be drawn from well outside this region. Area employers including AFLAC regularly advertise job openings in newspapers throughout the nation. It is not uncommon for people to relocate to Columbus from Atlanta, and Fort Benning draws soldiers and their families from throughout the United States. For the purpose of this report, only the above defined Market Area will be relied upon.

Maps of the PMA and SMA are included below.

# PMA Map

August 10, 2005

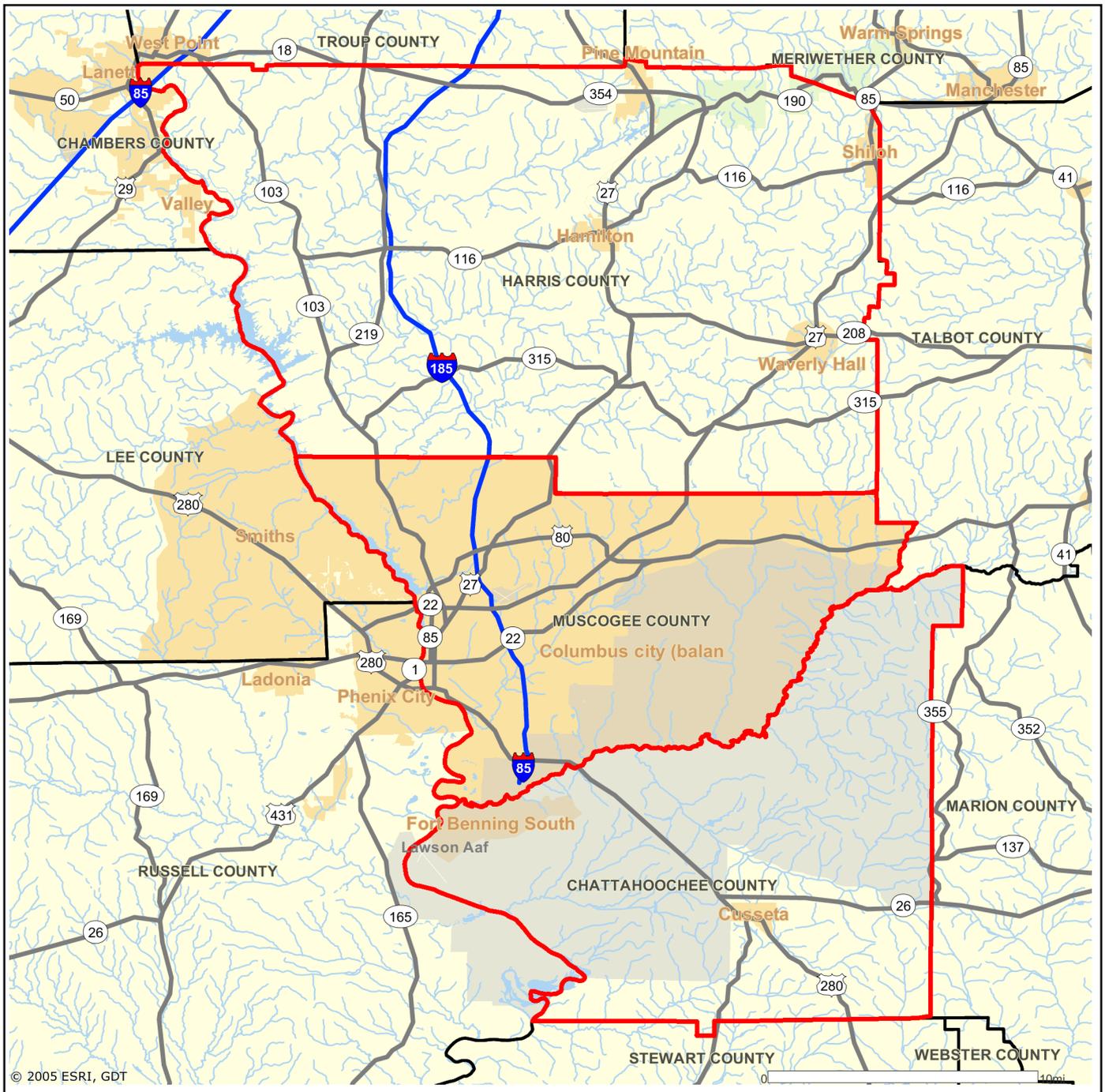


Place: 1319007 Columbus City (Balance), GA



# SMA Map

August 10, 2005



Counties: 13053 Chattahoochee County, GA, 13145  
Harris County, GA, et. al.



## E. Community Demographic Data

### ***Population Trends***

Total population is growing slowly in both the Primary and Secondary Market Areas. Population has grown at an annual rate of between five-tenths and nine-tenths percent through 2005. Total population is projected to grow annually an additional three-tenths to four tenths percent through 2010. The number of families has grown at a slightly slower rate. In the Primary Market Area, families have grown one-tenth percent since 2000 and are not expected to grow substantially through 2010. In the Secondary Market Area, families have grown by two-tenths percent through 2005 and are not expected to grow substantially through 2010.

The population that consists of persons 55 and older has grown and is predicted to grow at a faster rate than the total population. In the Primary Market Area, the 55 and older population has grown 1.7 percent annually since 2000 and is projected to grow 2.2 percent annually through 2010. The Secondary Market Area is similar and has grown 2.2 percent annually since 2000 and is projected to grow 2.4 percent annually through 2010. The growth rate of this portion of the population indicates a need for services designed for persons 55 and older. See Tables E-1 and E-2 for detailed population data.

E-1 POPULATION			
Location	2000 Census	2005	2010 Projection
<b>Primary Market Area</b>			
Population	185,781	190,179	193,105
<i>Annualized Growth</i>	NA	0.5%	0.3%
Population (55 and older)	35,735	38,820	43,098
<i>Annualized Growth</i>	NA	1.7%	2.2%
Number of Families	47,560	47,734	47,790
<i>Annualized Growth</i>	NA	0.1%	0.0%
Average Family Size	3.08	3.08	3.09
<b>Secondary Market Area</b>			
Population	224,868	235,084	239,532
<i>Annualized Growth</i>	NA	0.9%	0.4%
Population (55 and older)	41,731	46,327	51,934
<i>Annualized Growth</i>	NA	2.2%	2.4%
Number of Families	57,287	57,980	58,107
<i>Annualized Growth</i>	NA	0.2%	0.0%
Average Family Size	3.10	3.09	3.09

Source: ESRI Business Information Solutions

E-2 POPULATION BY AGE GROUP						
Primary Market Area						
Age	2000 Census		2005		2010 Projection	
	Number	Percent	Number	Percent	Number	Percent
0 - 2	8,320	4.48%	8,754	4.60%	8,853	4.59%
3 - 4	5,319	2.86%	5,411	2.85%	5,444	2.82%
5	2,749	1.48%	2,522	1.33%	2,478	1.28%
6	2,872	1.55%	2,492	1.31%	2,422	1.25%
7 - 9	8,626	4.64%	7,564	3.98%	7,315	3.79%
10 -11	5,513	2.97%	5,482	2.88%	5,023	2.60%
12 - 13	5,405	2.91%	5,486	2.88%	4,987	2.58%
14 - 15	5,378	2.89%	5,306	2.79%	5,057	2.62%
16 - 17	5,697	3.07%	5,390	2.83%	5,383	2.79%
18 - 20	10,290	5.54%	10,681	5.62%	10,732	5.56%
21 - 24	11,886	6.40%	12,914	6.79%	13,107	6.79%
25 - 34	27,087	14.58%	27,416	14.42%	27,653	14.32%
35 - 44	28,227	15.19%	26,036	13.69%	24,689	12.79%
45 - 54	22,677	12.21%	25,898	13.62%	26,836	13.90%
55 - 64	14,003	7.54%	16,350	8.60%	20,253	10.49%
65 - 74	12,137	6.53%	11,110	5.84%	10,701	5.54%
75 - 84	7,211	3.88%	8,449	4.44%	8,642	4.48%
85+	2,384	1.28%	2,911	1.53%	3,502	1.81%
Total	185,781		190,172		193,077	
Median Age	32.6		33.4		34.3	

Source: ESRI Business Information Solutions

## Household Trends

Total households in the primary market area have increased at an annual rate of seven-tenths percent since 2005 and are expected to continue to increase at an annual rate of four-tenths percent through 2010. With household size decreasing and population increasing, it is clear that additional housing is necessary.

In addition, households that consist of persons 55 and older have increased at a faster annual rate of 1.6 percent since 2000. Those households are expected to continue to increase at an annual rate of 1.9 percent through 2010. The average household size has decreased slightly and is expected to continue to decrease. In addition, the secondary market area follows these trends closely. With households in the 55 and older demographic increasing at a faster rate than the total households, it is necessary to provide housing that services this group. See Table E-3.

E-3 TOTAL HOUSEHOLDS			
Location	2000 Census	2005	2010 Projection
<b>Primary Market Area</b>			
Number of Households	69,599	72,004	73,598
<i>Annualized Growth</i>	NA	0.7%	0.4%
Number of Households (55 and older)	23,037	24,841	27,157
<i>Annualized Growth</i>	NA	1.6%	1.9%
Average Household Size	2.54	2.51	2.49
<b>Secondary Market Area</b>			
Number of Households	81,573	84,893	87,218
<i>Annualized Growth</i>	NA	0.8%	0.5%
Number of Households (55 and older)	26,756	29,372	32,445
<i>Annualized Growth</i>	NA	2.0%	2.1%
Average Household Size	2.58	2.55	2.53

Source: ESRI Business Information Solutions

The tenure of households reflects a trend common across the country. The percentage of housing occupied by the owner has increased significantly in the past five years, from 56.4 percent owner-occupied to 58.5 percent owner-occupied. This trend is expected to continue, but the rate is projected to slow through 2010. Total percentage of occupied housing is trending downward, indicating that new housing may not be necessary. See Table E-4 for tenure data.

E-4 OCCUPANCY STATUS AND TENURE						
PMA						
Housing Units	2000		2005		2010	
	Number	Percent	Number	Percent	Number	Percent
TOTAL	75,940	100.0%	80,399	100.0%	83,586	100.0%
OCCUPIED	69,599	91.6%	72,004	89.6%	73,598	88.1%
By Owner	39,244	56.4%	42,158	58.5%	43,214	58.7%
By Renter	30,355	43.6%	29,846	41.5%	30,384	41.3%
VACANT	6,341	8.4%	8,395	10.4%	9,988	11.9%

Source: ESRI Business Information Solutions

However, in examining occupancy data by housing unit types, a different trend arises. In the primary market area, single family residences are occupied at a high rate – approximately 94 percent. Households that are unable to find single family residences may cause some spillover into the multi-family housing (Table E-5). Building permits issued confirm the demand for single family residences in recent years (Table E-6).

E-5 UNITS IN STRUCTURE BY OCCUPANCY				
PMA				
Housing Unit Type	Housing Units		Occupied Units	
	Number	Percent	Number	Percent
SFR - Detached	49,751	65.5%	47,147	67.7%
SFR - Attached	2,343	3.1%	2,057	3.0%
Duplex	2,587	3.4%	2,162	3.1%
3 to 4 units	5,178	6.8%	4,313	6.2%
5 to 9 units	5,665	7.5%	4,935	7.1%
10 to 19 units	3,053	4.0%	2,740	3.9%
20 to 49 units	1,734	2.3%	1,488	2.1%
50 or more	2,764	3.6%	2,464	3.5%
Mobile Home & Other	2,863	3.8%	2,291	3.3%
TOTAL	75,938	100.0%	69,597	100.0%

Source: ESRI Business Information Solutions

Significant portions of households in the primary and secondary markets make under \$10,000 or over \$100,000, as shown in Table E-7. As a result, the need for low-income housing becomes clear. However, projections indicated on the following tables demonstrate the continued decrease in percentage of households earning below \$10,000. This reduction in the percentage of households earning less than \$10,000 can probably be attributed to inflation, though. Table E-8 below confirms this attribution, demonstrating that median household income has grown at a 3.7

E-6 BUILDING PERMITS ISSUED		
Columbus, GA		
Year	Multi Family	Single Family
2001	675	506
2002	207	615
2003	522	704
2004	392	701
2005	152	319

Source: US Census Bureau

percent rate and is expected to grow at the same rate. In addition, the percentage of the households earning greater than \$100,000 has increased and is expected to continue to increase.

E-7 INCOME ESTIMATES				
2005				
Households by Income	Primary Market Area		Secondary Market Area	
	Households	Percent	Households	Percent
0 - 9,999	7,741	10.8%	8,617	10.2%
10,000 - 14,999	4,445	6.2%	4,952	5.8%
15,000 - 19,999	4,432	6.2%	4,998	5.9%
20,000 - 24,999	4,872	6.8%	5,556	6.5%
25,000 - 29,999	4,622	6.4%	5,273	6.2%
30,000 - 34,999	4,639	6.4%	5,299	6.2%
35,000 - 39,999	3,982	5.5%	4,612	5.4%
40,000 - 44,999	4,193	5.8%	4,952	5.8%
45,000 - 49,999	3,504	4.9%	4,252	5.0%
50,000 - 59,999	6,088	8.5%	7,363	8.7%
60,000 - 74,999	7,092	9.8%	8,589	10.1%
75,000 - 99,999	6,827	9.5%	8,423	9.9%
100,000 +	9,568	13.3%	12,007	14.1%
<b>TOTALS:</b>	<b>72,005</b>	<b>100%</b>	<b>84,893</b>	<b>100%</b>

Source: ESRI Business Information Solutions



Place: 1319007 Columbus City (Balance), GA

	Census 2000	2005	2010	2005-2010 Change	2005-2010 Annual Rate
Population	185,781	190,179	193,105	2,926	0.31%
Households	69,599	72,004	73,598	1,594	0.44%
Average Household Size	2.54	2.51	2.49	-0.02	-0.16%
Families	47,560	47,734	47,490	-244	-0.1%
Average Family Size	3.08	3.08	3.09	0.01	0.06%

	Census 2000		2005		2010	
	Number	Percent	Number	Percent	Number	Percent
<b>Households by Income</b>						
HH Income Base	69,560	100.0%	72,005	100.0%	73,599	100.0%
< \$10,000	8,520	12.2%	7,741	10.8%	6,738	9.2%
\$10,000 - \$14,999	5,280	7.6%	4,445	6.2%	3,965	5.4%
\$15,000 - \$19,999	5,234	7.5%	4,432	6.2%	3,738	5.1%
\$20,000 - \$24,999	5,519	7.9%	4,872	6.8%	4,163	5.7%
\$25,000 - \$29,999	5,357	7.7%	4,622	6.4%	4,179	5.7%
\$30,000 - \$34,999	4,988	7.2%	4,639	6.4%	3,713	5.0%
\$35,000 - \$39,999	4,110	5.9%	3,982	5.5%	4,091	5.6%
\$40,000 - \$44,999	4,367	6.3%	4,193	5.8%	3,546	4.8%
\$45,000 - \$49,999	3,354	4.8%	3,504	4.9%	3,293	4.5%
\$50,000 - \$59,999	5,691	8.2%	6,088	8.5%	6,347	8.6%
\$60,000 - \$74,999	6,508	9.4%	7,092	9.8%	7,199	9.8%
\$75,000 - \$99,999	5,071	7.3%	6,827	9.5%	7,904	10.7%
\$100,000 - \$124,999	2,627	3.8%	4,162	5.8%	5,097	6.9%
\$125,000 - \$149,999	1,066	1.5%	2,184	3.0%	3,478	4.7%
\$150,000 - \$199,999	710	1.0%	1,285	1.8%	2,807	3.8%
\$200,000 - \$249,999	1,158	1.7%	783	1.1%	1,291	1.8%
\$250,000 - \$499,999	N/A		926	1.3%	1,400	1.9%
\$500,000+	N/A		228	0.3%	650	0.9%
Median Household Income	\$34,864		\$41,392		\$48,972	
Average Household Income	\$47,614		\$57,612		\$72,624	
Per Capita Income	\$18,276		\$22,475		\$28,400	
<b>Families by Income</b>						
Family Income Base	47,767	100.0%	47,716	100.0%	47,469	100.0%
< \$10,000	3,930	8.2%	3,417	7.2%	2,970	6.3%
\$10,000 - \$14,999	2,815	5.9%	2,221	4.7%	1,789	3.8%
\$15,000 - \$19,999	3,067	6.4%	2,267	4.8%	1,932	4.1%
\$20,000 - \$24,999	3,365	7.0%	3,098	6.5%	1,921	4.0%
\$25,000 - \$29,999	3,472	7.3%	2,661	5.6%	2,660	5.6%
\$30,000 - \$34,999	3,349	7.0%	2,721	5.7%	2,017	4.2%
\$35,000 - \$39,999	2,889	6.0%	2,582	5.4%	2,373	5.0%
\$40,000 - \$44,999	3,281	6.9%	2,597	5.4%	2,208	4.7%
\$45,000 - \$49,999	2,564	5.4%	2,624	5.5%	2,267	4.8%
\$50,000 - \$59,999	4,423	9.3%	4,810	10.1%	4,175	8.8%
\$60,000 - \$74,999	5,442	11.4%	4,971	10.4%	5,216	11.0%
\$75,000 - \$99,999	4,364	9.1%	5,405	11.3%	5,805	12.2%
\$100,000 - \$124,999	2,349	4.9%	3,772	7.9%	4,212	8.9%
\$125,000 - \$149,999	883	1.8%	1,884	3.9%	3,019	6.4%
\$150,000 - \$199,999	620	1.3%	1,210	2.5%	2,432	5.1%
\$200,000 - \$249,999	954	2.0%	637	1.3%	1,123	2.4%
\$250,000 - \$499,999	N/A		692	1.5%	914	1.9%
\$500,000+	N/A		147	0.3%	436	0.9%
Median Family Income	\$41,385		\$49,311		\$58,396	
Average Family Income	\$54,432		\$65,569		\$82,171	

**Data Note:** Income represents the annual income for the preceding year, expressed in current dollars, including an adjustment for inflation (for 2005 and 2010). In 2000, the Census Bureau reported income to an upper interval of \$200,000+. ESRI forecasts extend income to \$500,000+. N/A means Not Available.

**Source:** U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2005 and 2010.



Counties: 13053 Chattahoochee County, GA, 13145 Harris County, GA, et. al.

	Census 2000	2005	2010	2005-2010 Change	2005-2010 Annual Rate
Population	224,868	235,084	239,532	4,448	0.38%
Households	81,573	84,893	87,218	2,325	0.54%
Average Household Size	2.58	2.55	2.53	-0.02	-0.16%
Families	57,287	57,980	58,107	127	0.04%
Average Family Size	3.1	3.09	3.09	0	0%

	Census 2000		2005		2010	
	Number	Percent	Number	Percent	Number	Percent
<b>Households by Income</b>						
HH Income Base	81,589	100.0%	84,893	100.0%	87,218	100.0%
< \$10,000	9,470	11.6%	8,617	10.2%	7,505	8.6%
\$10,000 - \$14,999	5,877	7.2%	4,952	5.8%	4,422	5.1%
\$15,000 - \$19,999	5,913	7.2%	4,998	5.9%	4,196	4.8%
\$20,000 - \$24,999	6,299	7.7%	5,556	6.5%	4,746	5.4%
\$25,000 - \$29,999	6,137	7.5%	5,273	6.2%	4,767	5.5%
\$30,000 - \$34,999	5,702	7.0%	5,299	6.2%	4,229	4.8%
\$35,000 - \$39,999	4,828	5.9%	4,612	5.4%	4,693	5.4%
\$40,000 - \$44,999	5,247	6.4%	4,952	5.8%	4,150	4.8%
\$45,000 - \$49,999	4,073	5.0%	4,252	5.0%	3,943	4.5%
\$50,000 - \$59,999	6,927	8.5%	7,363	8.7%	7,673	8.8%
\$60,000 - \$74,999	7,755	9.5%	8,589	10.1%	8,704	10.0%
\$75,000 - \$99,999	6,438	7.9%	8,423	9.9%	9,672	11.1%
\$100,000 - \$124,999	3,367	4.1%	5,338	6.3%	6,516	7.5%
\$125,000 - \$149,999	1,372	1.7%	2,809	3.3%	4,493	5.2%
\$150,000 - \$199,999	889	1.1%	1,648	1.9%	3,601	4.1%
\$200,000 - \$249,999	1,295	1.6%	922	1.1%	1,596	1.8%
\$250,000 - \$499,999	N/A		1,047	1.2%	1,607	1.8%
\$500,000+	N/A		243	0.3%	705	0.8%
Median Household Income	\$36,319		\$43,033		\$51,059	
Average Household Income	\$48,541		\$58,833		\$73,868	
Per Capita Income	\$18,343		\$22,296		\$28,034	
<b>Families by Income</b>						
Family Income Base	57,572	100.0%	57,963	100.0%	58,090	100.0%
< \$10,000	4,365	7.6%	3,779	6.5%	3,273	5.6%
\$10,000 - \$14,999	3,207	5.6%	2,510	4.3%	2,010	3.5%
\$15,000 - \$19,999	3,568	6.2%	2,670	4.6%	2,234	3.8%
\$20,000 - \$24,999	3,902	6.8%	3,628	6.3%	2,298	4.0%
\$25,000 - \$29,999	4,093	7.1%	3,097	5.3%	3,095	5.3%
\$30,000 - \$34,999	3,915	6.8%	3,201	5.5%	2,402	4.1%
\$35,000 - \$39,999	3,473	6.0%	3,042	5.2%	2,772	4.8%
\$40,000 - \$44,999	4,047	7.0%	3,143	5.4%	2,621	4.5%
\$45,000 - \$49,999	3,109	5.4%	3,245	5.6%	2,607	4.5%
\$50,000 - \$59,999	5,573	9.7%	5,915	10.2%	5,232	9.0%
\$60,000 - \$74,999	6,639	11.5%	6,293	10.9%	6,612	11.4%
\$75,000 - \$99,999	5,643	9.8%	6,840	11.8%	7,408	12.8%
\$100,000 - \$124,999	3,026	5.3%	4,798	8.3%	5,362	9.2%
\$125,000 - \$149,999	1,168	2.0%	2,453	4.2%	3,963	6.8%
\$150,000 - \$199,999	779	1.4%	1,621	2.8%	3,138	5.4%
\$200,000 - \$249,999	1,065	1.8%	765	1.3%	1,476	2.5%
\$250,000 - \$499,999	N/A		803	1.4%	1,099	1.9%
\$500,000+	N/A		160	0.3%	488	0.8%
Median Family Income	\$42,636		\$50,940		\$60,911	
Average Family Income	\$55,086		\$66,772		\$83,580	

**Data Note:** Income represents the annual income for the preceding year, expressed in current dollars, including an adjustment for inflation (for 2005 and 2010). In 2000, the Census Bureau reported income to an upper interval of \$200,000+. ESRI forecasts extend income to \$500,000+. N/A means Not Available.

**Source:** U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2005 and 2010.

E-8 AREA INCOME TRENDS			
Location	2000 Census	2005	2010 Projection
<b>Primary Market Area</b>			
Per Capita Income	\$18,276	\$22,475	\$28,400
Median Household Income	\$34,864	\$41,392	\$48,972
Average Household Income	\$47,614	\$57,612	\$72,624
Annualized Growth (Median)	NA	3.7%	3.7%
Annualized Growth (Average)	NA	4.2%	5.2%
<b>Secondary Market Area</b>			
Per Capita Income	\$18,343	\$22,296	\$28,034
Median Household Income	\$36,319	\$43,033	\$51,059
Average Household Income	\$48,541	\$58,833	\$73,868
Annualized Growth (Median)	NA	3.7%	3.7%
Annualized Growth (Average)	NA	4.2%	5.1%

Source: ESRI Business Information Solutions

Finally, in analyzing the number of persons per unit by tenure (Tables E-9 and E-10), the conclusion is supported that the majority of households are owner-occupied. This trend has not changed significantly over the past ten years. The category in which households are most often owner occupied is for those households that have two people per unit – 63 percent of the properties in that category are owner-occupied. A significant exception to the general trend is in the one person per unit category in which fewer properties are occupied by owners than renters. These units are generally occupied by older persons, spouse or partners of deployed troops, and students.

E-9 NUMBER OF PERSONS IN UNIT			
Muscogee County, GA			
Census 1990			
Persons / Unit	Total	Owner	Renter
1	16,149	7,236	8,913
2	20,248	12,276	7,972
3	12,835	7,111	5,724
4	10,251	5,636	4,615
5	4,155	2,155	2,000
6	1,435	717	718
7+	785	345	440
<b>TOTAL</b>	<b>65,858</b>	<b>35,476</b>	<b>30,382</b>

Source: US Census Bureau

E-10 NUMBER OF PERSONS IN UNIT			
Muscogee County, GA			
Census 2000			
Persons / Unit	Total	Owner	Renter
1	18,659	8,919	9,740
2	21,682	13,723	7,959
3	12,869	7,197	5,672
4	10,175	6,004	4,171
5	4,330	2,357	1,973
6	1,455	796	659
7+	649	376	273
TOTAL	69,819	39,372	30,477

Source: US Census Bureau

## ***Employment Trends***

Employment trends for the Columbus area over the past five years do not follow any rigid patterns. Generally speaking, the labor force has usually totaled 130,000 workers, with the exception of 2005, in which the number dropped to around 121,575. This drop in workforce appears to be attributed strictly to the drop in farm employment, which is likely attributable to seasonal employment and incomplete data for the year. Otherwise, unemployment rates rose and leveled from 2000 to 2004. In 2005, the unemployment rate shrunk slightly.

The portion of the workforce employed by non-farm industries shrunk consistently from 2001 to 2004 and will likely continue to shrink. Service workers employ approximately a quarter of the workforce. The next three employment industries are government, manufacturing, and trade, transportation, and utilities. With the exception of manufacturing, no patterns of growth or decline arose in the analysis of these industries. A slow decline in manufacturing employment is noticeable in the table below. In addition, the percentage of workers in the financial industry has grown steadily. Please refer to Tables E-11 and E-12 for historical data relating to labor force and unemployment.

E-11 LABOR FORCE HISTORY										
Columbus, GA-AL MSA										
	2001		2002		2003		2004		2005	
<b>Labor Force</b>										
Total Labor Force	130,366		130,164		131,981		132,517		121,575	
% Change from prior year	N/A		-0.2%		1.4%		0.4%		-8.3%	
Employed	124,150		123,449		124,813		125,402		115,074	
Unemployed	6,216		6,715		7,168		7,115		6,501	
% Unemployed	4.8%		5.2%		5.4%		5.4%		5.3%	
Unemployment Rate % Change (from Prior Year)	N/A		8.3%		3.8%		0.0%		-1.9%	
<b>Farm Employment</b>	8,666		10,264		11,781		13,117		2,675	
<b>Non-Farm Employment</b>	<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>	
Construction/Mining	6,000	4.9%	5,600	4.7%	5,500	4.6%	5,700	4.8%	5,700	4.8%
Services	30,800	25.3%	30,800	25.7%	30,800	25.6%	31,000	26.0%	30,600	25.2%
Financial Activities	7,300	6.0%	7,900	6.6%	8,600	7.2%	8,800	7.4%	9,000	7.5%
Government	22,200	18.2%	22,100	18.4%	21,700	18.1%	21,700	18.2%	21,900	18.4%
Manufacturing	19,100	15.7%	17,400	14.5%	15,900	13.2%	14,900	12.5%	14,600	12.2%
Leisure & Hospitality	11,100	9.1%	11,300	9.4%	12,600	10.5%	12,700	10.6%	12,900	10.8%
Trade, Transportation & Utilities	17,800	14.6%	17,600	14.7%	18,500	15.4%	18,200	15.2%	18,000	15.1%
Information	7,400	6.1%	7,200	6.0%	6,600	5.4%	6,400	5.4%	6,200	5.2%
Total Non-Farm Employment	121,700	93.4%	119,900	92.1%	120,200	91.1%	119,400	90.1%	118,900	97.8%
% Change from Prior Year		N/A		-1.5%		0.3%		-0.7%		-0.4%

Source: Bureau of Labor Statistics

E-12 UNEMPLOYMENT HISTORY				
Year	Columbus	Columbus, GA-AL MSA	Georgia	United States
2001	4.7%	4.8%	4.0%	4.7%
2002	5.3%	5.2%	5.1%	5.8%
2003	4.9%	5.4%	4.7%	6.0%
2004	4.5%	5.4%	4.1%	5.5%
2005	5.3%	5.3%	5.0%	5.2%

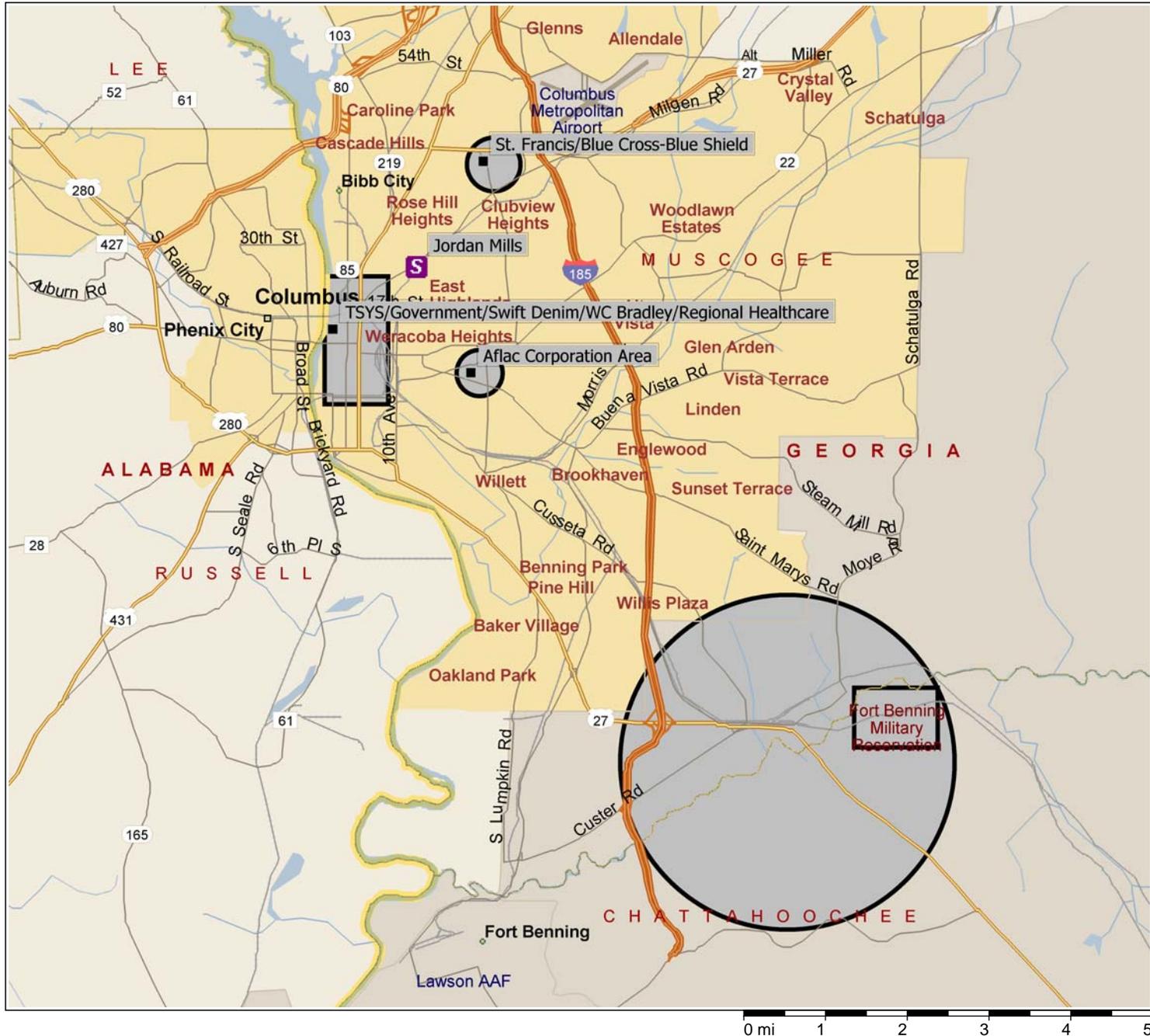
Source: US Census Bureau and Texas A&M Real Estate Center

Table E-13 below lists leading employers by the number of workers they employ. The U.S. Army employs the most workers, with almost 34,000 employees. The most significant employment change in the area will result from Fort Benning's acquisition of almost 10,000 new personnel through 2006. A few other companies that are not major employers expect to increase employees by an aggregate of about 1,000 workers. No major contractions or further expansions are expected in the area.

<b>E-13 MAJOR EMPLOYERS</b>		
<b>Columbus, GA (2002)</b>		
<b>Industry / Business</b>	<b>Product / Service</b>	<b>Employees</b>
Headquarters US Army Infantry Center and Fort Benning	Military	33,779
TSYS (Total Systems Inc.)	Credit Card Processing	6,000
Muscogee County School District	Public Education	5,927
AFLAC Incorporated	Insurance Products	3,300
Columbus Consolidated Government	Consolidated City/County Government	2,847
Columbus Regional Healthcare System	Hospital	2,603
Char-Broil (a division of W.C. Bradley Co.)	Outdoor Cooking Systems	2,000
Blue Cross Blue Shield of Georgia	Health Care and Insurance Products	1,700
Swift Denim, Inc.	Broad Woven Fabrics and Indigo Denim	1,600
St. Francis Hospital, Inc.	Hospital	1,409
W.C. Bradley Company	Outdoor Cookers	1,400
Cagle's, Inc.	Poultry Processing	1,300
Callaway Gardens Resort, Inc.	Garden and Resort Services	1,300
Mead Westvaco	Coated Paperboard	1,100
MBIA	Batteries-MFRS	1,000
Pezold Management Assoc., Inc.	Restaurant	1,000
TSYS Business Process Management	Customer Care Call Center	1,000
Columbus Foundry, L.P.	Automotive Castings	750
Hogan Transport	Transportation Services	725
Carl Gregory Enterprises, Inc.	Automotive Sales and Service	700

Source: Columbus Chamber of Commerce

# Major Employer Locations in Columbus



## F. Project Specific Demand Analysis

### *Income Restrictions*

The following data in Tables F-1 and F-2 are the income limits, rent limits, utility allowances, and proposed opening net rents for the Subject. Pursuant to DCA specifications, income limits are based upon 1.5 persons per bedroom, and rent and set aside data is derived from the Subject application.

F-1 INCOME LIMITS FOR TAX CREDIT UNITS			
Muscogee County			
Household Size	30% AMGI	50% AMGI	60% AMGI
1	\$10,230	\$17,050	\$20,460
2	\$11,700	\$19,500	\$23,400
3	\$13,140	\$21,900	\$26,280
4	\$15,780	\$26,300	\$31,560
5	\$16,950	\$28,250	\$33,900

F-2 MAXIMUM RENTS FOR TAX CREDIT UNITS					
Muscogee County					
Unit Type	Set-Aside	Maximum Gross Rent	Utility Allowance	Maximum Net Rent	Proposed Opening Net Rent
2 Bedroom	30%	\$328	\$101	\$227	\$227
2 Bedroom	50%	\$547	\$101	\$446	\$446
2 Bedroom	60%	\$656	\$101	\$555	\$555

F-3 RENT VARIANCES						
Unit Type	# of Units	Current Net Rent	Maximum LIHTC		Net Adjusted	
			Net Rent		Average Market Rent	
			\$	% Diff	\$	% Diff
2 Bedroom - 30% Set-Aside	16	\$227	\$227	0%	\$644	184%
2 Bedroom - 50% Set-Aside	45	\$446	\$446	0%	\$644	44%
2 Bedroom - 60% Set-Aside	19	\$555	\$555	0%	\$644	16%
2 Bedroom - Market Rate	21	\$625	N/A	N/A	N/A	N/A

## **Affordability**

Based on the Proposed Rent and Utility Allowances listed in Table F-2 and income limits detailed in Table F-1, the following Table F-4 shows the income bands for each unit type. Per DCA guidelines, these calculations are based upon households paying no more than 35 percent of gross income toward total housing expenses. HUD established Area Median Gross Income for the Columbus GA-AL MSA is \$48,700. For the Market Rate units, the analyst has chosen a maximum income ceiling of \$75,000. This is based, in part, on the applicant recommendations, and confirmed by area property managers and area real estate agents familiar with local tenant demographic trends.

<b>F-4 INCOME BAND CALCULATOR</b>				
<b>Year 2005 - Columbus GA-AL MSA, Georgia</b>				<b>\$48,700</b>
<b>Unit Set-Aside</b>	<b>Assumed Unit Type</b>	<b>Proposed Rent + Utility Allowance (by # of Bedrooms)</b>	<b>Minimum Income *</b>	<b>Maximum Income</b>
30%	2 Bed	\$328	\$11,246	\$13,140
50%	2 Bed	\$547	\$18,754	\$21,900
60%	2 Bed	\$656	\$22,491	\$26,280

<b>F-5 INCOME ESTIMATES</b>				
<b>Households by Income</b>	<b>Primary Market Area</b>		<b>Secondary Market Area</b>	
	<b>Households</b>	<b>Percent</b>	<b>Households</b>	<b>Percent</b>
0 - 9,999	7,741	10.8%	8,617	10.2%
10,000 - 14,999	4,445	6.2%	4,952	5.8%
15,000 - 19,999	4,432	6.2%	4,998	5.9%
20,000 - 24,999	4,872	6.8%	5,556	6.5%
25,000 - 29,999	4,622	6.4%	5,273	6.2%
30,000 - 34,999	4,639	6.4%	5,299	6.2%
35,000 - 39,999	3,982	5.5%	4,612	5.4%
40,000 - 44,999	4,193	5.8%	4,952	5.8%
45,000 - 49,999	3,504	4.9%	4,252	5.0%
50,000 - 59,999	6,088	8.5%	7,363	8.7%
60,000 - 74,999	7,092	9.8%	8,589	10.1%
75,000 - 99,999	6,827	9.5%	8,423	9.9%
100,000 +	9,568	13.3%	12,007	14.1%
<b>TOTALS:</b>	<b>72,005</b>	<b>100%</b>	<b>84,893</b>	<b>100%</b>

Source: ESRI Business Information Solutions

As Table F-5 demonstrates, a significant number of households fall within the income limits outlined above.

## ***Demand***

### **Demand From New Households**

Based upon the guidelines set by DCA, the analyst derived gross annual demand from new household growth (55 and older) at 102 households per year. This calculation, outlined in Table F-6, was based on taking 2000 Census data and using the 2005 and 2010 growth projections from ESRI, illustrated in Table E-3 above, to determine the Average Annual Household Growth for the study. The gross percentage of income qualified households, discussed above, was derived at 64.9 percent. Further deducted was the gross market percentage of renter households, 43.5 percent. That number was then corrected by the number of correctly sized households; based on DCA guidelines of 1.5 persons per bedroom, and the Subject offering only two bedroom units, the number of three person households in the PMA represents 76.8 percent of the total. This equates to annual demand from new household growth (55 and older) of 102 households. More specific calculations appear in Tables F-11 and F-12.

<b>F-6 ANNUAL DEMAND FROM NEW HOUSEHOLD GROWTH</b>	
<b>DEMAND FROM NEW HOUSEHOLD GROWTH</b>	
Average Annual Household Growth	473
Percent Income Qualified	64.9%
Percent Plan to Rent	43.5%
Appropriate Household Size	76.8%
Demand From New Household Growth	102

Source: ESRI

## **Demand From Existing Households**

DCA guidelines state that the second source of demand should be calculated based on rent-overburdened households and households living in substandard housing. Tables F-7 through F-10 demonstrate that there are a significant number of households in the PMA that have these conditions.

According to DCA, the threshold for rent burden is 35 percent of gross income. As demonstrated in Table F-7, 27 percent of households meet this definition.

Substandard housing can be defined as those households lacking adequate plumbing or kitchen facilities, or those considered overcrowded. Tables F-8 and F-9 show that the number of households meeting the first two criteria is almost statistically insignificant. Again, when examining the number of overcrowded units, household demand remains mostly unchanged. Using a threshold of 1.51 occupants per room as a threshold, Table F-10 shows a very small percentage of renter households that are overcrowded. Based on these findings, the percentage of all households living in substandard conditions is calculated at 2.05 percent.

<b>F-7 GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME PMA</b>		
<b>Percent of Income Paid</b>	<b>Number of Households</b>	<b>Percent of Total</b>
Less than 10%	2,034	7%
10% to 14%	3,640	12%
15% to 19%	4,539	15%
20% to 24%	3,676	12%
25% to 29%	3,098	10%
30% to 34%	2,033	7%
35% to 39%	1,324	4%
40% to 49%	1,690	6%
50% or more	5,085	17%
Not Computed	3,101	10%
<b>Total</b>	<b>30,220</b>	<b>100%</b>

Source: US Census Bureau

<b>F-8 TENURE BY PLUMBING FACILITIES PMA</b>	
<b>2000</b>	<b>Columbus City, GA</b>
Total	69,597
Owner Occupied	39,266
Complete Plumbing Facilities	39,159
Lacking Complete Plumbing Facilities	107
Renter Occupied	30,331
Complete Plumbing Facilities	30,112
Lacking Complete Plumbing Facilities	219

Source: US Census Bureau

F-9 TENURE BY KITCHEN FACILITIES PMA	
2000	Columbus City, GA
Total	69,597
Owner Occupied	39,266
Complete Kitchen Facilities	39,174
Lacking Complete Kitchen Facilities	92
Renter Occupied	30,331
Complete Kitchen Facilities	29,931
Lacking Complete Kitchen Facilities	400

Source: US Census Bureau

F-10 TENURE BY OCCUPANTS PER ROOM PMA	
2000	Columbus City, GA
Total	69,597
Owner Occupied	39,266
0.50 or less occupants per room	29,334
0.51 to 1.00 occupants per room	9,070
1.01 to 1.50 occupants per room	612
1.51 to 2.00 occupants per room	214
2.01 or more occupants per room	36
Renter Occupied	30,331
0.50 or less occupants per room	16,573
0.51 to 1.00 occupants per room	11,487
1.01 to 1.50 occupants per room	1,463
1.51 to 2.00 occupants per room	636
2.01 or more occupants per room	172

Source: US Census Bureau

## Net Demand, Capture Rate and Stabilization

The DCA Demand and Net Demand chart in Table F-11 makes it clear that there is significant need for both affordable and market rate units.

<b>F-11 DEMAND AND NET DEMAND</b>				
	<b>HH at 30% AMI (min. income to max. income)</b>	<b>HH at 50% AMI (min. income to max. income)</b>	<b>HH at 60% AMI (min. income to max. income)</b>	<b>HH at &gt; 60% AMI (min. income to max. income)</b>
a) demand from New Household migration into the market and growth from existing households in the market: age and income appropriate	6	10	12	116
<b>Plus</b>				
Demand from Existing Renter Households - Substandard Housing	35	61	74	702
<b>Plus</b>				
Demand from Existing Renter Households - Rent Overburdened households	378	663	813	7,673
<b>Plus</b>				
Demand from Existing Households - Elderly Homeowner Turnover (where applicable)				
<b>Equals</b>				
Total Demand	418	733	900	8491
<b>Less</b>				
Supply of directly comparable affordable housing units built and/or awarded in the project market between 1999 and the present	0	172	518	551
<b>Equals</b>				
Net Demand	418	561	382	7,940

Please note that, given the nature of the subject and the prevailing market conditions, it is unnecessary to deduct any of the rehab properties in the market area; all rehab units are counted in the Net Supply in the Market Area.

Also, in calculating the supply of market rate housing, the analyst used only the units from the Comparable properties, as described in Section G, regardless of when they were developed. This methodology is used because of the scarcity of newer market rate units within the two mile radius, as delineated by DCA. Most market rate developments built since 1999 are high-end and concentrated in North Columbus. The Comparable units, to a much greater degree than the North Columbus new construction, meet the definition of “directly comparable.”

As demonstrated in Table F-12, Capture Rates for every LIHTC and market rate unit type are very favorable. At less than 5 percent, these Capture Rates easily surpass the project feasibility threshold of less than 30% stipulated by DCA.

Absorption is based upon interviews with property managers at competing tax credit properties, described in more detail in Section G. Johnston Mills reported that its most recent 75 unit addition was leased up in two months. Representatives of Victory Crossing, a tax credit property currently under construction, expect to be fully leased prior to opening. Midtowne Square had an absorption rate of 24 units per month, and Springfield Crossing was approximately 10 units per month. Based on this information, the analysis relies upon a conservative absorption estimate of 10 units per month. Assuming a stabilized occupancy of 93 percent, the project is expected to stabilize after 10 months. The PHA units were included in this calculation, although it is assumed that the Columbus Housing Authority, which presently has 295 eligible applicants on its waiting list for public housing units and 2,471 applications on hand for Section 8 Vouchers, with annual turnover of approximately 216 Section 8 Vouchers and 350 units of public housing will have tenants lined up prior to the Subject completing construction.

<b>F-12 CAPTURE RATE ANALYSIS CHART</b>									
<b>Unit Size</b>	<b>Income limits</b>	<b>Units Proposed</b>	<b>Total Demand</b>	<b>Supply</b>	<b>Net Demand</b>	<b>Capture Rate</b>	<b>Absorption</b>	<b>Avg. Market Rent</b>	<b>Proposed Rents</b>
2 Bdrm	30% AMI	<b>16</b>	567	0	567	2.82%		\$644	\$227
	50% AMI	<b>45</b>	995	172	823	5.47%		\$644	\$446
	60% AMI	<b>19</b>	1,221	518	703	2.70%		\$644	\$555
	Market Rate	<b>21</b>	11,523	551	10,972	0.19%		\$644	\$625
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>101</b>	15,786	690	15,096	0.67%		\$644	\$463

<b>Proposed Project Capture Rate LIHTC Units</b>	<b>4.28%</b>
<b>Proposed Project Capture Rate Market Rate Units</b>	<b>0.19%</b>
<b>Proposed Project Capture Rate ALL Units</b>	<b>0.67%</b>
<b>Proposed Project Stabilization Period</b>	10 Months

## G. Supply Analysis

The analyst personally investigated the Market Area on June 1 to 3, 2005. Over 20 properties, both market rate and subsidized, were inspected, and several dozen property managers, agents, Realtors, landlords and local housing officials were interviewed. From this work, as well as significant secondary off-site research, 13 properties have been identified as most comparable to the Subject, of which five are subsidized using LIHTC and one is a residence for older persons and the elderly. Furthermore, following with DCA guidelines, all market rate properties within two miles have been identified, as well as every property in the Market Area that receives any form of rental subsidy. Given that the surrounding neighborhood is primarily constituted of rental properties with four or fewer units, data was collected on these units as well. The considerable amount of information gathered, presented in the tables that follow, provide both a strong understanding of the greater Columbus rental market, as well as strong support for the development of the subject property.

The following Table G-1 provides a summary of the 13 Comparable Properties. The Subject will offer some of the newest units in downtown or Central Columbus. Currently, the only new construction underway for market rate and affordable multifamily rental properties is Phase I of the Peabody Hope VI development. Phase II of this development, if approved, is likely to come online at the end of 2006. While there is significant amount of market rate development in North Columbus, these are high end units, with concierge services and rents far above those at the Subject. For the Central Columbus area, there are no market rate units built in the last 20 to 25 years, with the exception of the units at Johnston Mills (Comparable #5), a mixed-income LIHTC rehabilitation of a former mill complex on the Chattahoochee River. There was a spate of market rate renovations in the late 1990s and one property Country Club (Comparable #3), a luxury golf course development, rehabilitated a portion of its units in 2004.

Besides the aforementioned Johnston Mills, there are four other LIHTC developments in the market area that are considered to be comparables. Two properties, Midtowne Square (Comparable #11), built in 2000, and Springfield Crossing (Comparable #12) built in 2002, are new construction. The other properties, Liberty Gardens (Comparable #10) and Eagle's Trace (Comparable #13) are rehabilitations of former public housing projects.

Table G-1 provides a summary of the Comparable Properties. The Subject, like most properties, offers a refrigerator and an on-site laundry facility. About half the properties, the subject included, offer central heat and air conditioning as well as a clubhouse or community room. Unlike most other properties, Subject units do not come with a dishwasher, garbage disposal, or

## G-1 SURVEY SUMMARY

Comp No.	Project Name	No. Units	Prop Age	Occ. Rate	Tenant Paid					Amenities									
					Electric	Heat	Hot Water	Water / Sewer	Trash	Dishwasher	Garbage Disposal	Refrigerator	Microwave	Central Heat & AC	Washer / Dryer Conn.	Ceiling Fans	On-Site Laundry	Security	Clubhouse
Subj	Jordan Mills	103	2005 yrs	NA	X	X	X	X				X		X			X	X	X
1	Le Crow on 13th	24	25 yrs	97%	X	X	X			X	X	X	X			X	X		
2	Rose Hill	24	30 yrs	100%	X	X	X			X	X	X					X		
3	Country Club	148	66 yrs	99%	X	X	X			X	X	X	X	X	X	X	X	X	X
4	Village on Cherokee	81	25 yrs	97%	X	X	X			X	X	X	X		X		X		
5	Johnston Mills*	336	1 yrs	68%				X	X	X	X	X	X	X	X	X	X	X	X
6	Dinglewood Court	104	25 yrs	94%	X	X	X					X			X	X	X		
7	Garden Brook	71	40 yrs	90%	X	X	X			X	X	X							
8	Hillcrest	36	50 yrs	92%	X	X	X			X	X	X	X						
9	Overlook Club	104	30 yrs	100%	X	X	X					X			X	X	X		X
10	Liberty Gardens*	88	9 yrs	85%	X	X	X				X	X		X	X		X		X
11	Midtowne Square*	144	5 yrs	97%	X	X	X			X	X	X		X	X		X	X	X
12	Springfield Crossing*	120	3 yrs	99%	X	X	X			X	X	X	X	X	X	X	X		X
13	Eagles Trace*	383	55 yrs	57%	X	X	X			X	X	X		X	X		X	X	X
Ave / %:		128	28 yrs	90%	92%	92%	92%	7.7%	8%	77%	85%	100%	46%	46%	69%	46%	85%	31%	54%

\* LIHTC Property

\*\* Section 8 Property

washer and dryer connections. Subject units do not come with a microwave or ceiling fans, an amenity in 46 percent of the comparable properties. However, the subject will offer a security service, which is only offered by 31 percent of comparable properties. Additionally, Table G-1 does not include many other less essential amenities such as a fitness center, fire sprinklers, individual storage, computer center, elevators, and an installed call system. The Subject will offer all of these amenities, giving it a very competitive position in the marketplace.

The following subsection outlines how the Subject's unit type (two-bedroom) compares in the marketplace. The properties are individually described and photographs provided in the pages that follow.

## ***Two-Bedroom Units***

The market rental range for the two-bedroom units is \$340 to \$953. Utility adjustments were made because at the Subject property, tenants will be responsible for all utilities except for trash removal. At most of the other properties, the Landlord is responsible for trash removal, as well as water and sewer. In the case of Johnston Mills, tenants are responsible only for trash removal, water, and sewer.

At the low end of the price range is Rose Hill (Comparable #2), an older property with comparable location in close proximity to the subject, but inferior amenities, condition, and unit sizes. The Subject is considered superior. The high end of the range is Johnston Mills (Comparable #5), a newly renovated mixed-income LIHTC property offering loft-style apartments in a former mill complex. It offers superior amenities and unit sizes, and comparable condition. The location, close to downtown on the banks of the Chattahoochee River, but still in a predominately industrial area, is considered roughly comparable to the Subject. Overall, the Subject is considered slightly inferior. It should be noted that, while data specific to unit type is not available, the overall occupancy at Johnston Mills is only 68 percent. However, the loft-style apartments offered at Johnston Mills are the first of their kind in this market. The Columbus community is not accustomed to seeing open spaces and concrete floors, and therefore, leasing has been slow.

The market rate two-bedroom units most comparable to the Subject are Le Crow on 13<sup>th</sup> (Comparable #1) and The Village on Cherokee (Comparable #4). These are both older, well-maintained properties in close proximity to the subject, albeit in slightly superior neighborhoods. They offer a comparable amenity package, but both complexes offer two-bedroom units that are 10-20% larger than those at the Subject.

Another of the most comparable properties is Springfield Crossing (Comparable #12), a newer property near the southern edge of Columbus where there has been a considerable focus on community revitalization. The vast majority of the affordable single-family home ownership properties being developed by Columbus are located nearby, as well as a new school and community center. Anecdotal evidence suggests this was a less desirable part of town. Besides Peabody I, the only other LIHTC property presently under construction in the Market Area is Victory Crossing, the sister property to Springfield, located on an adjacent site.

Springfield is the most successful LIHTC property in the market, with occupancy at 99 percent allowing a rent increase of two to three percent in June 2005. Springfield offers a superior set of project amenities, although the project design is of the cookie cutter LIHTC variety, and lacks the “curb appeal” of the historically-significant Jordan Mills. However, the market rents at Springfield, and by association, what one can infer regarding Victory, are approximately 10% less than the Subject. Again, the project is at full occupancy, and the sizable gap with rents at Le Crow and Village implies its location may be the controlling factor. Still, the significant price differential must be noted.

Country Club is a high-end concierge residence located on a nearby golf course (Comparable #3). While its four- and eight-unit mansard style buildings were originally constructed in the 1930s, they began rehabbing the structures in the mid 1990s, with some units completed as recently as 2004. Despite offering a superior location and amenities, these units have average rents well below the Subject. However, 16 units are priced at \$805 and overall occupancy is 99 percent. It is possible that the smaller layouts and limited parking at Country Club will make the Subject more competitive.

The remaining market rate two-bedroom units are located at Dinglewood Court, Garden Brook, Hillcrest, and Overlook Club. Overlook Club is an older property with poor design near a heavily trafficked arterial road. It is very close to the AFLAC campus, but this location is considered less desirable than the Subject’s. On balance, the Subject is considered superior to all three.

Given the above comparisons between the Subject development and the above properties, the Subject’s market rate units should be at a slight discount to Johnston Mills, Le Crow, and The Village. However, the Subject should command a premium over all other market rate comparables. As a result, the proposed Subject market rent of \$625 for its two-bedroom units is both competitive and viable.

The Subject LIHTC units compare favorably against other properties in the market. Five comparable properties offer two-bedroom units capped at 60 percent of AMGI: Johnston Mills, Springfield Crossing, Eagles Trace (Comparable #13), Midtowne Square (Comparable #11), Liberty Gardens (Comparable #10). Springfield Crossing is the only other comparable complex that offers 50 percent units, while Johnston Mills, Midtowne Square and Liberty Gardens all offer 40 percent units as well.

The Johnston Mills LIHTC units have the same characteristics as the market units described above. It is of note that the subject is proposing to charge \$40 more in rent, despite offering a third less living space. Also, Johnston Mills’ 40 percent rents are the same as its 60 percent rents, \$69 greater than the 50 percent LIHTC rents proposed for the Subject.

Interestingly, Eagles Trace is charging the maximum allowable LIHTC rent, despite an abysmally low occupancy rate. This would seem to imply that the new management is confident that these rents are viable in this market.

Midtowne Square is a relatively newly constructed LIHTC property, located on a promontory near a retail hub on the western edge of central Columbus. It offers a comprehensive amenity package including tennis and basketball courts, as well as a gated entrance. However, it is somewhat remote from the major employment and population centers and is pushed up against an interstate highway. Occupancy rates are high, and rents increased three percent in 2004. Like Johnston Mills, 40 percent rents are the same as its 60 percent rents, \$11 less than the Subject 60 percent rents and \$98 greater than the 50 percent LIHTC rents proposed for the Subject.

Liberty Gardens is a generally unattractive, fairly maintained rehabbed housing project located near downtown Columbus. The neighborhood surrounding the property consists entirely of other subsidized developments and government offices. The Subject can be considered extremely superior.

Given the above comparisons between the Subject development and the above properties, the Subject's 60 percent units should command rental rates higher than Springfield Crossing and Midtowne Square, but somewhat less than Johnston Mills. Since the Subject's proposed 60 percent rent of \$555 are at a large premium to those at Johnston Mills, these units may fail to be competitive.

The Subject's 45 units restricted to 50 percent of AMGI are competitive with those at Springfield Crossing. Both properties are at the maximum allowable rent. The Subject's 16 units restricted to 30 percent of AMGI are the only units available at this threshold in this PMA, and the proposed rents are at the maximum allowable rent.

G-2 NET ADJUSTED RENT (Two Bedroom)					
Project Name	Comp #	# of Units	Net Rent	Adj. For Tenant Paid Utilities	Net Adjusted Rent
Johnston Mills	5	110	\$953	(\$16)	\$937
Le Crow on 13th	1	12	\$660	(\$16)	\$644
Village on Cherokee	4	40	\$645	(\$16)	\$629
Jordan Mills	Subject	21	\$625	\$0	\$625
Hillcrest	8	18	\$615	(\$16)	\$599
Country Club	3	146	\$593	(\$16)	\$577
Eagles Trace - 60% LIHTC	14	15	\$585	(\$16)	\$569
Jordan Mills - 60% LIHTC	Subject	19	\$555	\$0	\$555
Springfield Crossing	13	16	\$570	(\$16)	\$554
Midtowne Square - 40% LIHTC	12	12	\$560	(\$16)	\$544
Midtowne Square - 60% LIHTC	12	12	\$560	(\$16)	\$544
Garden Brook	7	20	\$555	(\$16)	\$539
Dinglewood Court	6	31	\$575	(\$50)	\$525
Johnston Mills - 40% LIHTC	6	38	\$565	(\$50)	\$515
Johnston Mills - 60% LIHTC	6	77	\$565	(\$50)	\$515
Springfield Crossing - 60% LIHTC	13	60	\$515	(\$16)	\$499
Eagles Trace - 60% LIHTC	14	266	\$495	(\$16)	\$479
Overlook Club	10	73	\$490	(\$16)	\$474
Springfield Crossing - 50% LIHTC	13	4	\$465	(\$16)	\$449
Jordan Mills - 50% LIHTC	Subject	45	\$446	\$0	\$446
Liberty Gardens - 60% LIHTC	11	36	\$416	(\$16)	\$400
Rose Hill	2	12	\$340	(\$16)	\$324
Liberty Gardens - 40% LIHTC	11	36	\$324	(\$16)	\$308
Jordan Mills - 30% LIHTC	Subject	16	\$227	\$0	\$227
<b>Survey: Total &amp; Averages</b>		<b>1,135</b>	<b>\$573</b>		<b>\$552</b>
<b>Market: Total &amp; Averages</b>		<b>478</b>	<b>\$657</b>		<b>\$639</b>

<b>G-3 UNIT SIZE (Two Bedroom)</b>			
<b>Project Name</b>	<b>Comp #</b>	<b>#of Units</b>	<b>Ave. Unit Size</b>
Johnston Mills - LIHTC	6	115	1,512
Johnston Mills	5	110	1,370
Le Crow on 13th	1	12	1,214
Midtowne Square - LIHTC	11	24	1,175
Village on Cherokee	4	40	1,129
Dinglewood Court	6	31	1,000
Overlook Club	9	73	1,000
Jordan Mills - LIHTC	Subject	21	1,000
Jordan Mills	Subject	80	1,000
Garden Brook	7	20	984
Springfield Crossing	12	16	960
Country Club	3	146	945
Liberty Gardens - LIHTC	10	72	920
Eagles Trace - LIHTC	13	281	856
Hillcrest	8	18	850
Rose Hill	2	12	806
<b>Survey: Total &amp; Averages</b>		<b>1,071</b>	<b>1,047</b>
<b>Market: Total &amp; Averages</b>		<b>478</b>	<b>1,072</b>

## MARKET COMPARABLE

NAME:	Le Crow on 13th				COMP #:	1	
ADDRESS:	1918 13th Street			CITY:	Columbus		
CONTACT:	Thayer Properties - Lisa McCallister, Property Mgr.			PHONE:	706-324-2112		
# UNITS:	24	% OCCUPIED:	97%	AGE:	1980	RATING (A-D):	B
DISTANCE to SUBJECT:	0.4 miles		PARKING:	Surface, free		YR REHABED:	NA
INC RESTRICTED/SPECIAL FINANCING:			Section 8 vouchers not accepted				
TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom		12	1	883	\$560	\$0.63	\$340
2 Bedroom		12	2	1,214	\$660	\$0.54	\$340



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual W/tr Htrs.	<input type="checkbox"/> Washer / Dryer Conn.	<input checked="" type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Car wash area, Fireplaces						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:** Turnover rate approximately 10 percent  
 Located in the Historic Park District - mostly single family residential neighborhood  
 Across the street from park  
 Older, well maintained building with excellent landscaping  
 Tenants work at AFLAC, Total Systems, many nurses at Medical Center and St. Francis; many military families.  
 Approximately 10 percent of tenants over 55; approximately 15 percent students; many single parents.

MARKET COMPARABLE #1 - Additional Photograph



Le Crow on 13th

## MARKET COMPARABLE

NAME:	Rose Hill				COMP #:	2	
ADDRESS:	Hamilton Road			CITY:	Columbus		
CONTACT:	Thayer Properties - Lisa McCallister, Property Mgr.			PHONE:	706-324-2112		
# UNITS:	24	% OCCUPIED:	100%	AGE:	1975	RATING (A-D):	B
DISTANCE to SUBJECT:	0.4 miles		PARKING:	Surface, free		YR REHABED:	NA
INC RESTRICTED/SPECIAL FINANCING:			Section 8 vouchers not accepted				

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom		12	1	510	\$310	\$0.61	\$340
2 Bedroom		12	1	806	\$340	\$0.42	\$340



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual W/tr Htrs.	<input type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Car wash area						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**

Near hospitals  
 Older, well maintained building with excellent landscaping  
 Tenants work at AFLAC, Total Systems, many nurses at Medical Center and St. Francis; many military families.  
 Approximately 10 percent of tenants over 55; approximately 15 percent students; many single parents.  
 Turnover rate approximately one percent - many long term tenants

## MARKET COMPARABLE

NAME:	Country Club				COMP #:	3	
ADDRESS:	2001 Country Club Road			CITY:	Columbus		
CONTACT:	Greystone Properties - Terri Sparks, Property Mgr			PHONE:	706-327-0268		
# UNITS:	148	% OCCUPIED:	99%	AGE:	1939	RATING (A-D):	A
DISTANCE to SUBJECT:	0.8 miles		PARKING:	Surface, free		YR REHABED:	2004
INC RESTRICTED/SPECIAL FINANCING:			Section 8 Vouchers not accepted				

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
0 Bedroom		2	1 - 1	600 - 850	\$315 - \$430	\$0.53 - \$0.51	\$275
2 Bedroom		72	1 - 1.0	831 - 900	\$490 - \$595	\$0.59 - \$0.66	\$275
2 Bedroom		58 / 16	1 - 3	794 - 1,250	\$480 - \$805	\$0.60 - \$0.64	\$275



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Central Heat & AC			
<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input checked="" type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input checked="" type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input checked="" type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Video library, high speed internet access, surround sound wiring, gourmet kitchens						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**  
 Two bedrooms in both flat and townhouse layout  
 Located adjacent to golf course in upscale neighborhood  
 High end property offering concierge services

MARKET COMPARABLE #3 - Additional Photograph



Country Club

## MARKET COMPARABLE

NAME:	Village on Cherokee				COMP #:	4	
ADDRESS:	3113 Cherokee Avenue			CITY:	Columbus		
CONTACT:	Thayer Properties - Lisa McCallister, Property Mgr.			PHONE:	706-324-2112		
# UNITS:	81	% OCCUPIED:	97%	AGE:	1980	RATING (A-D):	B
DISTANCE to SUBJECT:	0.8 miles		PARKING:	Surface, free		YR REHABED:	1990
INC RESTRICTED/SPECIAL FINANCING:			Section 8 Vouchers not accepted				
TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom		41	1	740	\$495 - \$545	\$0.67 - \$0.74	\$340
2 Bedroom		40	1	1,100 - 1,158	\$585 - \$705	\$0.53 - \$0.61	\$340



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Fireplaces, W/D units included, car wash area, picnic area						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**

Located in the Historic Park District - mostly single family residential neighborhood  
 Walking distance to park, near hospitals  
 Older, well maintained building with adequate landscaping  
 Tenants work at AFLAC, Total Systems, many nurses at Medical Center and St. Francis; many military families.  
 Turnover approximately 25%

MARKET COMPARABLE #4 - Additional Photograph



Village on Cherokee

## MARKET COMPARABLE

NAME:	Johnston Mills				COMP #:	5	
ADDRESS:	3201 1st Avenue			CITY:	Columbus		
CONTACT:	PCM - Michelle Washington, Property Manager			PHONE:	706-494-0388		
# UNITS:	336	% OCCUPIED:	68%	AGE:	2004	RATING (A-D):	A
DISTANCE to SUBJECT:	1.0 miles		PARKING:	Surface, free		YR REHABED:	

INC RESTRICTED/SPECIAL FINANCING: LIHTC

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom	40% / 60%	27 / 27	1 - 1	952 - 1,135	\$470 - \$470	\$0.49 - \$0.41	\$88
1 Bedroom		53	1	952 - 1,135	\$675	\$0.71 - \$0.59	\$88
2 Bedroom	40% / 60%	38 / 77	1 - 2	952 - 1,788	\$565	\$0.59 - \$0.32	\$88
2 Bedroom		19 / 91	1 - 2	952 - 1,788	\$755 - \$1,150	\$0.79 - \$0.64	\$88
3 Bedroom	40% / 60%	1 / 1	2 - 2	1,898	\$670	\$0.35	\$88
3 Bedroom		2	2	1,898	\$950 - \$1,000	\$0.50 - \$0.53	\$88



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Central Heat & AC			
<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input checked="" type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input type="checkbox"/> Balcony / Patio	<input checked="" type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input checked="" type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Tennis courts, clothes care facility, fitness center, gourmet kitchen, high speed internet						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:** Lease-up on most recent renovation (75 units) approximately two months  
 Planned social activities  
 Renovation of a substantial mill complex located on the Riverwalk in the northern section of the urban core  
 Somewhat remote from most area housing stock in a principally industrial area.  
 Large military households are causing a great deal of vacancy, Turnover 15 units a month.  
 AFLAC, Total Systems, Synovus. Approximately 25% over 55.

MARKET COMPARABLE #5 - Additional Photograph



Johnston Mills

## MARKET COMPARABLE

NAME:	Dinglewood Court				COMP #:	6	
ADDRESS:	1500 12th Street			CITY:	Columbus		
CONTACT:	The Woodruff Company			PHONE:	706-323-5699		
# UNITS:	104	% OCCUPIED:	94%	AGE:	1980	RATING (A-D):	B
DISTANCE to SUBJECT:	1.3 miles		PARKING:	Surface, free		YR REHABED:	NA
INC RESTRICTED/SPECIAL FINANCING:			Section 8 vouchers not accepted				

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom		73	1	700	\$465	\$0.66	\$305
2 Bedroom		16 / 15	1.5 - 2	1,000	\$565 - \$585	\$0.57 - \$0.59	\$305



<input checked="" type="checkbox"/> Range & Oven	<input type="checkbox"/> Dishwasher	<input type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input type="checkbox"/> Microwave	<input type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input checked="" type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input type="checkbox"/> Clubhouse			
<input type="checkbox"/> Other:							
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**

Well maintained, older property with adequate landscaping.  
 Located near AFLAC and Total Systems, with many tenants employed by those companies, which often rent directly.  
 Rent increase 3 percent in January 2005

MARKET COMPARABLE #6 - Additional Photograph



Dinglewood Court

## MARKET COMPARABLE

NAME:	Garden Brook				COMP #:	7	
ADDRESS:	3561 Hilton Avenue			CITY:	Columbus		
CONTACT:	Thayer Properties - Lisa McCallister, Property Mgr.			PHONE:	706-324-2112		
# UNITS:	71	% OCCUPIED:	90%	AGE:	1965	RATING (A-D):	B
DISTANCE to SUBJECT:	1.3 miles		PARKING:	Surface, free		YR REHABED:	1990
INC RESTRICTED/SPECIAL FINANCING:			Section 8 vouchers not accepted				

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom		31	1	680	\$460	\$0.68	\$340
2 Bedroom		20	1	984	\$555	\$0.56	\$340
3 Bedroom		20	2	1,250	\$635	\$0.51	\$340



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input type="checkbox"/> Microwave	<input type="checkbox"/> Individual Wtr Htrs.	<input type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input type="checkbox"/> On-Site Laundry			
<input type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input type="checkbox"/> Clubhouse			
<input type="checkbox"/> Other:							
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:** Turnover 30 to 40% - higher than usual due to deployments, new competing properties in North Columbus and homeownership  
 Located in residential neighborhood on a busy arterial road.  
 Older, well maintained building with adequate landscaping  
 Tenants work at AFLAC, Total Systems, many nurses at Medical Center and St. Francis; many military families.

MARKET COMPARABLE #7 - Additional Photograph



Garden Brook

## MARKET COMPARABLE

NAME:	Hillcrest			COMP #:	8	
ADDRESS:	Wildwood and Stark Ave		CITY:	Columbus		
CONTACT:	Thayer Properties - Lisa McCallister, Property Mgr.			PHONE:	706-324-2112	
# UNITS:	36	% OCCUPIED:	92%	AGE:	1955	
RATING (A-D):	B					
DISTANCE to SUBJECT:	1.3 miles	PARKING:	Surface, free		YR REHABED:	1995
INC RESTRICTED/SPECIAL FINANCING:			Section 8 vouchers not accepted			

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom		18	1	700	\$460	\$0.66	\$340
2 Bedroom		18	1	850	\$615	\$0.72	\$340



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input type="checkbox"/> On-Site Laundry			
<input type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Car wash area						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**

Georgian style dorm-like edifice, popular with older tenants because of historic appeal  
 Minimal landscaping  
 Located in the Historic Park District - mostly single family residential neighborhood  
 Walking distance to park, near hospitals  
 Tenants work at AFLAC, Total Systems, many nurses at Medical Center and St. Francis; many military families.

## MARKET COMPARABLE

NAME:	Overlook Club				COMP #:	9	
ADDRESS:	100 Lockwood Court			CITY:	Columbus		
CONTACT:	The Woodruff Company			PHONE:	706-323-5699		
# UNITS:	104	% OCCUPIED:	100%	AGE:	1975	RATING (A-D):	C
DISTANCE to SUBJECT:	1.6 miles		PARKING:	Surface, free		YR REHABED:	NA
INC RESTRICTED/SPECIAL FINANCING:			Section 8 vouchers not accepted				

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
2 Bedroom		73	1	1,000	\$490	\$0.49	
3 Bedroom		31	2	1,200	\$625	\$0.52	



<input checked="" type="checkbox"/> Range & Oven	<input type="checkbox"/> Dishwasher	<input type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Central Heat & AC			
<input type="checkbox"/> Microwave	<input type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input checked="" type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse			
<input type="checkbox"/> Other:							
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**  
 Adjacent to the AFLAC campus off a busy arterial road  
 Older, poorly designed development with little landscaping. Adequately maintained.  
 Rents increased 3 percent in January 2005

MARKET COMPARABLE #9 - Additional Photograph



Overlook Club

## MARKET COMPARABLE

NAME:	Liberty Gardens				COMP #:	10	
ADDRESS:	675 6th Avenue			CITY:	Columbus		
CONTACT:	Shanita Brown, Resident Manager			PHONE:	706-323-8833		
# UNITS:	88	% OCCUPIED:	85%	AGE:	1996	RATING (A-D):	C
DISTANCE to SUBJECT:	2.0 miles		PARKING:	Surface, Free		YR REHABED:	1995
INC RESTRICTED/SPECIAL FINANCING:			LIHTC, 80% of tenants have Section 8 Vouchers				
TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
2 Bedroom	40% / 60%	36 / 36	2	920	\$324 - \$416	\$0.35 - \$0.45	\$300
3 Bedroom	40% / 60%	8 / 8	2	1,038	\$368 - \$509	\$0.35 - \$0.49	\$350



<input checked="" type="checkbox"/> Range & Oven	<input type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Central Heat & AC			
<input type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input checked="" type="checkbox"/> Individual Storage	<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse			
<input type="checkbox"/> Other:							
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:**

Rent increased 3 percent in January 2005  
 Rehabilitated public housing that maintained original design. In fair to good condition.  
 Tenants primarily work in fast food, with approximately 50 percent receiving some form of entitlement payment  
 40 percent of tenants over 55  
 Near zero turnover; most tenants have lived on site since rehabilitation completed.

MARKET COMPARABLE #10 - Additional Photograph



Liberty Gardens

## MARKET COMPARABLE

NAME:	Midtowne Square				COMP #:	11	
ADDRESS:	1400 Boxwood Boulevard			CITY:	Columbus		
CONTACT:	PCM - Debbie Roper, Property Manager			PHONE:	706-561-1083		
# UNITS:	144	% OCCUPIED:	97%	AGE:	2000	RATING (A-D):	A
DISTANCE to SUBJECT:	2.2 miles		PARKING:	Surface, free		YR REHABED:	NA
INC RESTRICTED/SPECIAL FINANCING:			LIHTC				
TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
2 Bedroom	40% / 60%	12 / 12	2	1,175	\$560	\$0.48	\$250
3 Bedroom	40% / 60%	60 / 60	2	1,375	\$645	\$0.47	\$260



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Central Heat & AC			
<input type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input checked="" type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input checked="" type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse			
<input checked="" type="checkbox"/> Other:	Basketball and tennis courts						
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:** Rent increased 3% in 2004.

Approximately 50 percent of tenants use Section 8 vouchers - flooded with applications end of 2004, most have lived there since construction in 2000. Approximately 25 percent of tenants over 55.

Attractive, well designed community in like new condition. Near shopping and services.

Tenants work at Swift Spinning Mill, AFLAC (growing) and in retail (Wal-Mart and Kmart).

Turnover approximately 25 percent annually. All units are leased through expected July vacancies (three months).

MARKET COMPARABLE #11 - Additional Photograph



Midtowne Square

## MARKET COMPARABLE

NAME:	Springfield Crossing				COMP #:	12	
ADDRESS:	3390 North Lumpkin road			CITY:	Columbus		
CONTACT:	LaShawnia Smith, Property Manager			PHONE:	706-689-7703		
# UNITS:	120	% OCCUPIED:	99%	AGE:	2002	RATING (A-D):	B
DISTANCE to SUBJECT:	3.5 miles		PARKING:	Surface, free		YR REHABED:	
INC RESTRICTED/SPECIAL FINANCING:			LIHTC				
TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
2 Bedroom	50% / 60%	4 / 60	2	960	\$465 - \$515	\$0.48 - \$0.54	\$200
2 Bedroom		16	2	960	\$570	\$0.59	\$200
3 Bedroom	50% / 60%	2 / 30	2	1,290	\$530 - \$590	\$0.41 - \$0.46	\$300
3 Bedroom		8	2	1,290	\$625	\$0.48	\$300



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Central Heat & AC			
<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input checked="" type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry			
<input checked="" type="checkbox"/> Balcony / Patio	<input checked="" type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse			
<input type="checkbox"/> Other:							
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input type="checkbox"/> Cooking	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash

**COMMENTS:** Rent increased 2 to 3 percent in June 2005  
 Cable included in rent  
 Remote from jobs and services, in an area with a large amount of new, subsidized, single-family construction  
 Tenants work in service industry, food service and plants. Most between 21 and 35, many single mothers, few over 55 years old  
 30 units (25 percent) use Section 8 Vouchers. Fully leased within five months of construction. Turnover 15%

MARKET COMPARABLE #12 - Additional Photograph



Springfield Crossing

## MARKET COMPARABLE

NAME:	Eagles Trace			COMP #:	13	
ADDRESS:	2001 Torch Hill Road		CITY:	Columbus		
CONTACT:	Keri, Leasing Agent; Shana Hart, Admin Asst.			PHONE:	706-689-6618	
# UNITS:	383	% OCCUPIED:	57%	AGE:	1950	
DISTANCE to SUBJECT:		5.3 miles	PARKING:	Surface, free	YR REHABED:	2002
INC RESTRICTED/SPECIAL FINANCING:			LIHTC			

TYPE	SET-ASIDE	# UNITS	# BATHS	SIZE (SF)	RENT	RENT/ SF	DEPOSITS
1 Bedroom	60%	11 / 14		700 - 755	\$485	\$0.69 - \$0.64	\$99
2 Bedroom	60%	198 / 68		800 - 850	\$495	\$0.62 - \$0.58	\$99
2 Bedroom	60%	15		1,400	\$585	\$0.42	\$99
3 Bedroom	60%	22 / 30		1,450 - 1,500	\$665	\$0.46 - \$0.44	\$99
4 Bedroom	60%	25		1,525	\$730	\$0.48	\$99



<input checked="" type="checkbox"/> Range & Oven	<input checked="" type="checkbox"/> Dishwasher	<input checked="" type="checkbox"/> Garbage Disposal	<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Central Heat & AC
<input type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Individual Wtr Htrs.	<input checked="" type="checkbox"/> Washer / Dryer Conn.	<input type="checkbox"/> Ceiling Fans	<input checked="" type="checkbox"/> On-Site Laundry
<input checked="" type="checkbox"/> Balcony / Patio	<input type="checkbox"/> Individual Storage	<input checked="" type="checkbox"/> Swimming Pool	<input checked="" type="checkbox"/> Security	<input checked="" type="checkbox"/> Clubhouse
<input checked="" type="checkbox"/> Other:	Free Daycare center on-site			
TENANT PAIDS:	<input checked="" type="checkbox"/> Electric	<input checked="" type="checkbox"/> Heat	<input checked="" type="checkbox"/> Hot Water	<input checked="" type="checkbox"/> Cooking
	<input type="checkbox"/> Water	<input type="checkbox"/> Sewer	<input type="checkbox"/> Trash	

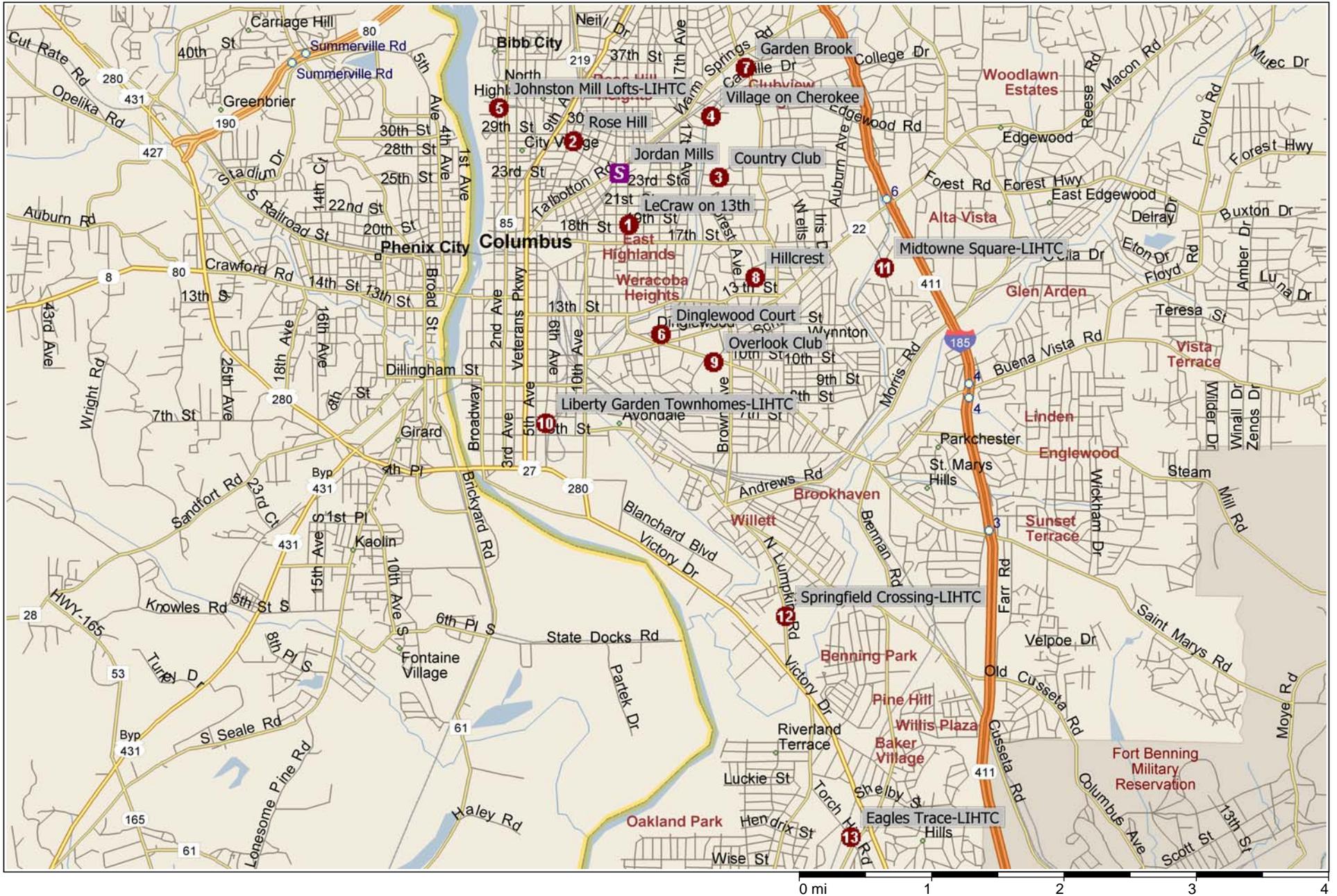
**COMMENTS:** Current offering a \$99 move-in special (effective concession 7 percent)  
 Rehabilitated public housing that has struggled with a bad reputation under former management; now operated by Winn Residential (Boston). Property is clean and well-maintained.  
 Located near the main gate of Fort Benning far from the majority of the city's housing stock.  
 Tenants are primarily military families or receiving public assistance. Approximately 35% over 55.  
 Turnover approximately 16%, with a high number of forced evictions.

MARKET COMPARABLE #13 - Additional Photograph



Eagles Trace

# Comp Map - Jordan Mills



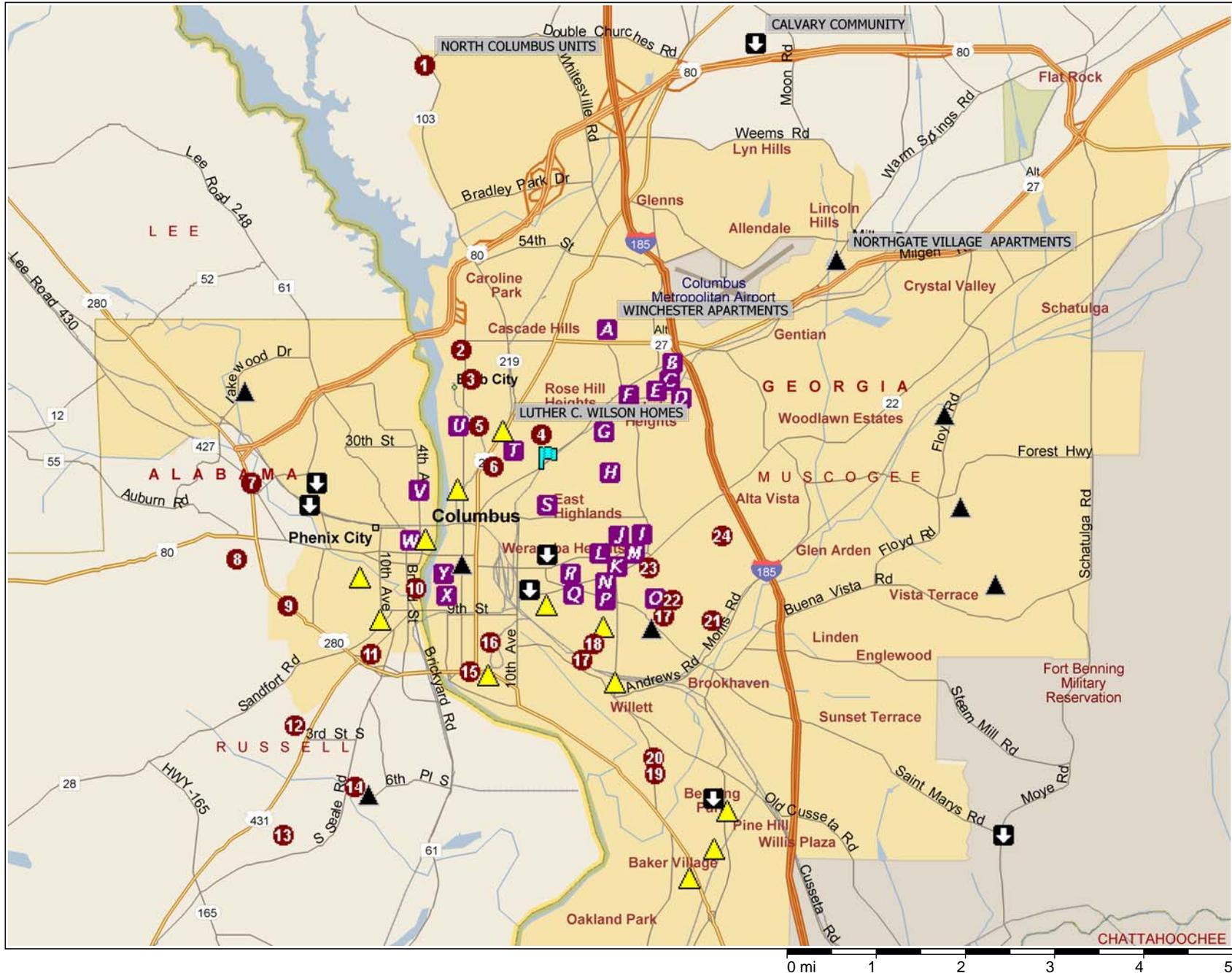
The analyst was able to secure a list of most of the one- through four-family rental properties available in the neighborhood surrounding the Subject. The property manager indicated that of the 230 units under management 92 percent were occupied through June 2005. Of the available units summarized in Table G-4, average asking rents for two-bedroom units are considerably lower than those proposed for the subject. This can be attributed to the generally poor condition of many of the properties, the large number of traditional student apartments, and the fact that the peak rental month is September, a fact that has much greater influence on rent elasticity for these property types, due to the greater propensity for small scale property owners who can not absorb vacancy loss.

As stated above, there is almost no open land available for development within several miles of the Subject site. Any new development would most like have to include the rehabilitation of demolition of some of the vacant industrial property bordering the Chattahoochee River.

<b>G-4 OTHER AREA APARTMENT RENTALS</b>			
<b>Listings for June and July 2005</b>			
<b>Average Rents:</b>	<b>1 Bedroom</b>	<b>\$345</b>	
	<b>2 Bedroom</b>	<b>\$413</b>	
	<b>3 Bedroom</b>	<b>\$625</b>	
<b>230 total units - 92% Occupied</b>			
<b>Rent</b>	<b>Beds</b>	<b>Baths</b>	
\$265	1	1	
\$350	1	1	
\$365	1	1	
\$400	1	1	
\$350	2	1	
\$400	2	1	
\$425	2	1	
\$425	2	1	
\$425	2	1	
\$450	2	1	
\$425	3	1	
\$450	3	2	
\$500	3	1	
\$500	3	1.5	
\$550	3	1	
\$600	3	1	
\$650	3	1	
\$950	3	2	
\$1,000	3	1	

Source: Morgan Management

# Competing Properties



MAP LEGEND						
Market Rate Comps (Letters)		LIHTC (Numbers)		Clockwise from Top		
				Section 8 (Black Triangle)	Multi-Family HA Dvlpmt (Yellow Triangle)	Elderly (Down Arrow)
A	Winchester	1	North Columbus Units	North Gate Village	Luther C Williams Homes	Calvary Community
B	Club Hill	2	Lynndolyn	Bull Creek	Warren Williams Homes	St. Mary's Woods
C	The Cloister	3	3rd Ave. and 40th St.	Hunter Haven	EE Farley Homes	EJ Knight Gardens
D	Hardaway Square	4	Pear Tree Place	Columbus Villas	Canty Homes Addition	Brown Nicholson Terrace
E	Clubview Court	5	McCleod Square	Renaissance Villa	EJ Knight Gardens	George F Rivers Homes
F	Garden Brook	6	24th Street Project	Ralston Towers	Newton Baker Village	Blake
G	Village on Cherokee	7	Paddock Club	Edmond Estates	Elizabeth Canty Homes	Tubman Gardens
H	Greystone at Country Club	8	Evangaline Heights	Stonewood	BT Washington Apartments	
I	Hillcrest	9	Spring Ridge		Stough	
J	Peacock Woods	10	Poplar Pointe		Douglas	
K	Wynnton Tower	11	Crown Chase		Riverview	
L	Hilltop	12	Richmond Park		Louis T Chase Homes	
M	Kodak	13	Brookwood Park			
N	2000 Wynnton	14	6th Place Apts.			
O	Essex	15	Columbus II			
P	Overlook Club	16	Liberty Gardens			
Q	Overlook Crossing	17	Fay Project			
R	Dinglewood Court	18	Knight Project			
S	LeCraw on 13th	19	Springfield Crossing			
T	Peabody I (also LIHTC)	20	Victory Crossing			
U	Johnston Mill Lofts (also LIHTC)	21	Thirty-Second Ave.			
V	Hawthorne	22	Washington Ave.			
W	North Creek	23	Columbus Area Habitat for Humanity			
X	11th Street Lofts	24	Midtown Square			
Y	Flowers Building					

**Notes:**

- (1) Subject property is marked by a turquoise flag
- (2) First property in each category is highlighted on map

## H. Interviews

<b>H -1 Interview Information</b>			
<b>Name</b>	<b>Position/Company</b>	<b>Telephone</b>	<b>Interview Summary</b>
Rick Jones	Planning Department – Columbus Consolidated Government	706-653-4116	Information on area housing needs and planned activity.
Lisa McAllister	Property Manager – Thayer Properties	706-324-2112	Comparable information for the Garden Brook, Village on Cherokee, Hillcrest, Rose Hill, and LeCraw on 13 <sup>th</sup> complexes
Janna Dickerson	Assistant Manager – Thayer Properties	706-324-2112	
Terri Sparks	Property Manager – Greystone Properties	706-327-0268	Comparable information for Country Club
Michelle Washington	Property Manager	706-494-0388	Comparable information for Johnston Mill Lofts
Name Withheld	Property Manager – The Woodruff Company	706-323-5699	Comparable information for Dinglewood Court and Overlook Club
Shanita Brown	Resident Manager	706-323-8833	Comparable information for Liberty Gardens
Debbie Roper	Property Manager	706-561-1083	Comparable information for Midtowne Square
LaShawnia Smith	Property Manager	706-689-7703	Comparable information for Springfield Crossing
Shana Hart	Administrative Assistant – Winn Residential	706-689-6618	Comparable information for Eagles Trace
Keri	Rental Agent – Winn Residential	706-689-6618	
Cathy	Property Manager	706-322-7331	Information for Ralston Towers and the area senior housing market
Connie Morgan	Owner/Manager – Morgan Management	706-221-8092	Information on Subject neighborhood and 1-4 unit building rental market

# I. Conclusions and Recommendations

## Subject Strengths

- Project takes advantage of historically significant buildings in Columbus, catering to target audience of persons who are 55 and older.
- Desirable project quality, location, and unit types that should meet housing needs of targeted tenants.
- Population growth rate for persons 55 and older has exceeded the total population growth rate over the past five years, and is expected to outpace it in the next five years.
- Number of households for persons 55 and older is increasing faster than the total number of households for the total area, a trend that is also projected to continue.
- Columbus Region will see unprecedented population growth resulting from a permanent increase of 6,000 troops at nearby Fort Benning, thus tightening the local housing market.
- Less than comparable unit amenities, but superior project amenities.
- Occupancy rates continue to remain high at surrounding properties.
- Demolition and rehabilitation of numerous public housing developments has created a net decrease in affordable units.
- A low overall capture rate of 0.67 percent in the PMA.

## Subject Weaknesses

- The subject neighborhood is generally run down and less desirable than other parts of the Market Area.
- Two of the LIHTC properties have low occupancy rates. While the subject can be considered superior or comparable to both, the vacancy may signify lower demand than the analyst has forecast.
- Proposed LIHTC rents are at a large premium to those at Johnston Mills.
- Unit amenities exclude dishwasher, garbage disposal, and washer and dryer hookups.

## Feasibility of Subject

As to the supply of affordable housing in Columbus, numerous large public housing developments in the area have been rehabilitated, resulting in a significant net decrease in units. Much of the housing stock in central Columbus, where the Subject is located, is older and is in poor to fair condition. There are no market rate housing developments dedicated to Older Persons, and area Elderly units are all targeted towards the lowest income strata. Job growth has been mostly flat, although the Army reported that nearby Fort Benning will soon have 6,000 troops permanently added.

The development of the Subject, regardless of occupancy, will have a positive impact on the local community. Since the demolition of the former George Foster Peabody apartments, as it relates to the nearby Hope VI project, the neighborhood has experienced the first signs of gentrification. Area business owners expressed enthusiasm about the new development. The nearby hospitals allow easy access for medical attention, and also provide a substantial number of direct and indirect job opportunities. Access to downtown Columbus, the AFLAC campus, I-185, and Fort Benning is all relatively convenient, with little traffic on the substantial roadways.

It is the opinion of the analyst that the unique characteristics of the Subject, along with housing, demographic trends, economic factors and data from comparable properties demonstrate that the subject property represents a significant value in the market place and meets the need for affordable housing units. The above factors should position the property favorably with respect to attracting and retaining its target audience and achieving timely absorption. Based on the characteristics listed above, the analyst believes that the construction of the Jordan Mills project is both feasible and will compete favorably in the marketplace.

## **Signed Statement**

**I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for new rental units. To the best of my knowledge, the market can (cannot) support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.**

---

**Michael Elder, Market Analyst**

### ***Market Analyst Certification and Checklist***

I understand that by initializing (or checking) the following items, I am stating those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report.

The report was written according to DCA's market study requirements, that the information included is accurate and that the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

I also certify that I have inspected the subject property as well as all rent comparables.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

#### **A. Executive Summary**

1	Market demand for subject property given the economic conditions of the area	Page	2
2	Projected Stabilized Occupancy Level and Timeframe	Page	2
3	Appropriateness of unit mix, rent and unit sizes	Page	2
4	Appropriateness of interior and exterior amenities including appliances	Page	2
5	Location and distance of subject property in relationship to local amenities	Page	2
6	Discussion of capture rates in relationship to subject	Page	2
7	Conclusion regarding the strength of the market for subject	Page	3

#### **B. Project Description**

1	Project address, legal description and location	Page	5
2	Number of units by unit type	Page	5
3	Unit size, # of bedrooms and structure type (i.e. townhouse, garden apartment, etc)	Page	5
4	Rents and Utility Allowance*	Page	6
5	Existing or proposed project based rental assistance	Page	NA
6	Proposed development amenities (i.e. washer/dryer hookups, dishwasher etc.)	Page	6
7	For rehab proposals, current occupancy levels, rents, and tenant incomes (if available), as well as detailed information as to renovation of property	Page	NA

8	Projected placed in service date	Page	6
9	Construction type: New Construction/Rehab/Adaptive Reuse, etc.	Page	5
10	Occupancy Type: Family, Elderly, Housing for Older Persons, Special Needs, etc.	Page	5
11	Special Population Target (if applicable)	Page	5

### **C. Site Evaluation**

1	Date of Inspection of Subject Property by Market Analyst	Page	7
2	Physical features of Subject Property and Adjacent Uses	Page	7
3	Subject Photographs (front, rear, and side elevations as well as street scenes)	Page	10
4	Map identifying location of subject as well as closest shopping centers, schools, medical facilities and other amenities relative to subject	Page	9
5	Developments in vicinity to subject and proximity in miles (Identify developments surrounding the subject on all sides)	Page	8
	zoning of subject and surrounding uses	Page	7
6	Map identifying existing low-income housing within the Primary Market Area and proximity in miles to subject	Page	31
7	Road or infrastructure improvements planned or under construction in the PMA	Page	32
8	Comment on access, ingress/egress and visibility of subject	Page	7
9	Any visible environmental or other concerns	Page	32
10	Overall conclusions of site and their marketability	Page	32

### **D. Market Area**

1	Map identifying Subject's Location within PMA	Page	34
2	Map identifying Subject's Location within SMA, if applicable	Page	35

### **E. Community Demographic Data**

Data on Population and Households Five Years Prior to Market Entry, and Projected	Page	36
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Five Years Post-Market Entry.

*\* If using sources other than U.S. Census (I.e., Claritas or other reputable source of data), please include in Addenda – The source of all tables in the market study must be clearly identified.*

### **1. Population Trends**

a.	Total Population	Page	36
b.	Population by Age Group	Page	37
c.	Number of elderly and non-elderly (for elderly projects)	Page	NA
d.	If a special needs is proposed, additional information for this segment	Page	NA

### **2. Household Trends**

a.	Total number of households and average household size	Page	38
b.	Households by tenure (# of owner and renter households) Elderly by tenure, if applicable	Page	39
c.	Households by Income (Elderly, if applicable, should be allocated separately)	Page	40
d.	Renter households by # of persons in the household	Page	44

### **3. Employment Trend**

a.	Employment by industry— #s & % (i.e. manufacturing: 150,000 (20%))	Page	46
b.	Major employers, product or service, total employees, anticipated expansions, contractions in work forces, as well as newly planned employers and impact on employment in the PMA	Page	48
c.	Unemployment trends for the PMA and, where possible, the county total workforce for unemployment trends for the last two to four years.	Page	47
d.	Map of the site and location of major employment concentrations.	Page	49
e.	Overall conclusions	Page	45

### **F. Project Specific Demand Analysis**

1	Income Restrictions - uses applicable incomes and rents in the development's tax application.	Page	50
2	Affordability - Delineation of Income Bands *	Page	51

3	Comparison of market rates of competing properties with proposed subject market rent	Page	50
4	Comparison of market rates of competing properties with proposed LIHTC rents	Page	50
5	Demand Analysis Using Projected Service Date (within 2 years)	Page	52
a.	New Households Using Growth Rates from Reputable Source	Page	52
b.	Demand from Existing Households (Combination of rent overburdened and substandard)	Page	53
c.	Elderly Households Converting to Rentership (applicable only to elderly)	Page	NA
d.	Deduction of Supply of "Comparable Units"	Page	NA
e.	Capture Rates for Each Bedroom Type	Page	58
f.	Anticipated Absorption period for the property	Page	57

*\* Assume 35% of gross income towards total housing expenses for family*

*\* Assume 40% of gross income towards total housing expenses for elderly*

*\* Assume 35% of net income for derivation of income band for family*

*\* Assume 40% of net income for derivation of income band for elderly*

## **G. Supply Analysis**

1	Comparative chart of subject amenities and competing properties	Page	60
2	Supply & analysis of competing developments under construction & pending	Page	59
3	Comparison of competing developments (occupancy, unit mix and rents)	Page	61
4	Rent Comparable Map (showing subject and comparables)	Page	87
5	Assisted Projects in PMA *	Page	89
6	Multi-Family Building Permits issued in PMA in last two years	Page	40

\* PHA properties are not considered comparable with LIHTC units

## **H. Interviews**

- |   |  |      |    |
|---|--|------|----|
| 1 | Names, Title, and Telephone # of Individuals Interviewed | Page | 91 |
|---|--|------|----|

## **I. Conclusions and Recommendations**

- |   |   |      |    |
|---|---|------|----|
| 1 | Conclusion as to Impact of Subject on PMA       | Page | 92 |
| 2 | Recommendation as to Subject's Viability in PMA | Page | 92 |

## **J. Signed Statement**

- |   |                               |      |    |
|---|-------------------------------|------|----|
| 1 | Signed Statement from Analyst | Page | 94 |
|---|-------------------------------|------|----|

## **K. Comparison of Competing Properties**

- |   |   |      |     |
|---|---|------|-----|
| 1 | Separate Letter addressing addition of more than one competing property | Page | 100 |
|---|---|------|-----|

## **K. Comparison of Competing Properties**

The Siegel Group, Ltd. performed concurrent market studies for two projects in Columbus. Both Phase II of the Peabody Hope VI project and Jordan Mills were assigned for analysis by the DCA. It is the opinion of the analyst that these projects will only slightly compete for tenants. Based on market conditions, demographics, and the derived capture rate analysis for both properties, it is the opinion of the analyst that the market can sustain both projects.

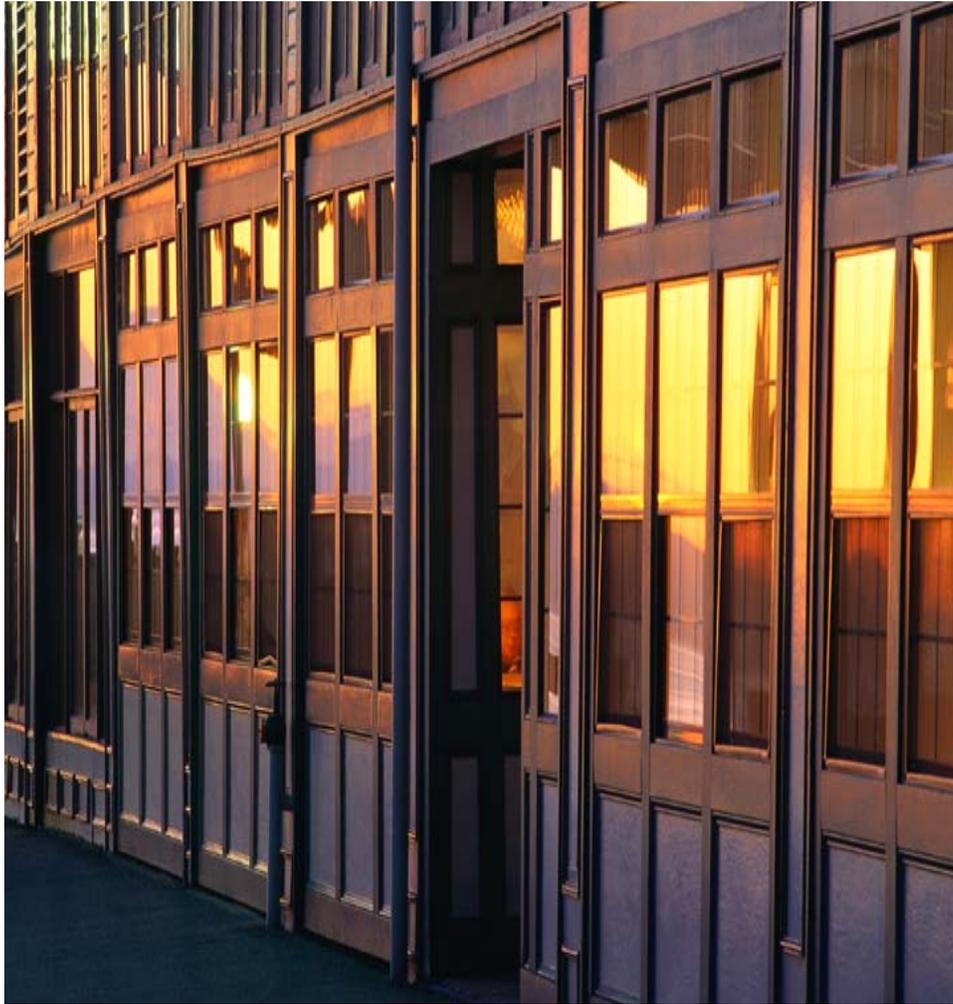
The analyst performed the market study for both Peabody II and Jordan Mills taking into account that the two properties would have to be measured against each other. All analysis performed for both reports relied on an identical set of demographic data and used the same set of comparable properties. Furthermore, capture rates for each property were calculated taking into account the number of units proposed for the other. Thus, all of the recommendations made in each market study are not only based on identical data, but under the presumption that the alternate proposal is definitely entering the market.

Peabody II is the second phase of a substantial Hope VI project. It contains one, two and three bedroom units in two- and three-story stacked flats as well as town houses. Units are set aside at 50 percent and 60 percent of AMGI, are unrestricted, and are set aside for Columbus Public Housing Authority (PHA) tenants. No units have age restrictions. All buildings are new construction and the site plan adheres to the tenants of New Urbanism, creating a very attractive and livable community in what was formerly a blighted public housing project.

Jordan Mills consists of 101 two-bedroom stacked flats set aside for Older Persons (age 55 and above) as well as three, three-bedroom staff units. All units are located in a vacant hosiery mill complex and the project has been designated a historic rehabilitation. Units restricted to 30, 50 and 60 percent of AMGI as well as unrestricted market rate units are proposed. At their closest point, Jordan Mills and Peabody II are located less than one block away from each other. The buildings have all brick facades, high ceilings and occupy an irregular lot with features such as a water town that will most likely draw tenants due to its unique nature. From an aesthetic standpoint, as well as the livability of the neighborhood, each project will increase the overall attractiveness of the other to prospective tenants.

Due to the nature of each development, Peabody II and Jordan Mills will, to a certain degree, compete for tenants. Both offer two-bedroom units at 50 and 60 percent set asides as well as market rate units. It can be presumed that a majority of Older Persons will choose age-restricted units over family units. However, Peabody offers a wider range of amenities, including two swimming pools being developed presently as part of Peabody I, so that may balance out. However, given the complete lack of any other Older Persons or non-PHA Elderly units in the market area, as well as the derived capture rates, there are more than enough Older Persons for both properties.

Overall, the Analyst supports the proposed development of both Peabody II and Jordan Mills.



THE  
SIEGEL GROUP

The Siegel Group (TSG) is an alliance of highly skilled, knowledgeable and experienced real estate development, finance, and analysis professionals with extensive experience in the evaluation, financing, development, construction, and disposition of real estate nationwide. The current core business of the company is in the affordable housing sector where services are provided to residential real estate-oriented non-profit and for-profit organizations, financial institutions, investment banking firms, and various governmental entities nationwide.

Our principal activities include, but are not limited to, the following:

- Preparation of market studies
- Real estate asset management
- Problem real estate work-outs
- Debt and equity procurement
- Risk evaluation and due diligence review
- Participating Administrative Entity: HUD M2M Program
- Residential real estate acquisition and renovation
- Residential real estate development management

TSG is a unique combination of real estate professionals including affordable housing specialists, former state housing finance agency officers, former bankers, and real estate development practitioners. It is this unique blending of "expertise" and the reputation TSG has developed since its inception for producing quality work that has fueled TSG's continual growth.



#### **REAL ESTATE MARKET STUDIES**

TSG prepares market studies that look at supply and demand to determine the feasibility of a property and its impact on both the primary and secondary market areas that it serves or will serve. The TSG market study process includes an area demographics evaluation, housing analysis, demand assessment, and rental rate/sales price review. Extensive fieldwork is undertaken to determine housing needs and to gather market information directly in the field. The research and results are then compiled into a report that contains sufficient data and analysis to draw conclusions about the feasibility of the property's success in the subject market.

#### **REAL ESTATE ASSET MANAGEMENT**

TSG's Asset Management team is responsible for providing third party oversight of a property's operations as it relates to any and all financing requirements or regulatory agreements applicable to the property. TSG's focus is to ensure compliance with the local, state and/or federal programs under which the properties are restricted. The asset oversight reviews encompass three main areas: ongoing market analysis, compliance monitoring and operating budget financial analysis. Reviews include physical inspection of the property along with providing technical assistance to the property management agents. TSG's personnel will monitor capital improvements, occupancy requirements, and budgeting programs as well as recommend revenue enhancement, cost containment, and customer service ideas to owners. TSG jointly develops property specific plans of action with its client's individualized services to meet their needs.

#### **PARTICIPATING ADMINISTRATIVE ENTITY for the HUD MARK-to-MARKET PROGRAM**

Housing subsidy contracts are expiring on thousands of privately owned multifamily properties with federally insured mortgages. Many of these contracts set rents at amounts higher than those of the local market. The Mark-to-Market program was created to manage the myriad of issues created by the expiration of these subsidy contracts, including reducing rents to market levels and restructure existing debt to levels supportable by these rents. The Multifamily Assisted Housing Reform and Affordability Act of 1997 established the Office of Multifamily Housing Assistance Restructuring (now called the Office of Affordable Housing Preservation (OAHP)) to administer the Mark-to-Market program.

TSG is an OAHP Participating Administrative Entity (PAE) responsible for reducing rents to market levels and restructuring existing debt to levels supportable by these rents for Section 8 multifamily properties with federally insured mortgages. TSG's duties include eligibility screening, data collection and due diligence, underwriting, responding to appeals, managing the closing process, and engaging in certain post closing asset management activities.

#### **DUE DILIGENCE/CREDIT UNDERWRITING**

TSG's role in due diligence and credit underwriting is to examine thoroughly and judge expertly all the factors that bear on real estate transaction risk including an analysis of the appraisal, market study, environmental site assessment(s), architectural and engineering designs and plans as well as other information, and to judge the property's acceptability as security for the financial assistance requested from the TSG client. The value of the conclusions, opinions, and recommendations contained in any underwriting risk is measured by the qualifications and experience of the underwriter, a TSG strength.

#### **REAL ESTATE DEVELOPMENT MANAGEMENT**

TSG is an experienced manager of real estate developments focused on the acquisition, development and construction of residential communities throughout the country. We provide leadership and a myriad of services to investors and public and private partners. Our unique senior management team embodies decades of successful real estate development, construction management, and finance experience.

**Howard A. Siegel, Chief Executive Officer**, was educated as an architectural engineer at the University of Southern California, Los Angeles, California. He served for five years as the Chief Credit Officer of the Texas Department of Housing and Community Affairs. In this role he was responsible for the creation, implementation and administration of credit policies and underwriting standards for the State of Texas. As Director of the Credit Division, Mr. Siegel monitored the credit quality and determined the risk and viability of real estate related financial assistance programs that fund the construction or acquisition and/or rehabilitation of affordable, mixed income and special-needs residential projects throughout the State of Texas.

Mr. Siegel's career has included:

- Founder, Chairman and President of TSG;
- Founder and Chairman of The West Companies. The West Companies constructed in excess of 2,500 multifamily units, developed, constructed and marketed 500 affordable single-family residences in three Southern California projects, and developed, constructed, leased and operated 21 neighborhood and community shopping centers in California and Arizona. The shopping centers consisted of an aggregate net rentable area in excess of 3,000,000 square feet. The aggregate development cost of these projects was in excess of \$750 million;
- President, Chief Executive Officer and Director of multi-billion dollar Far West Bank and Vice Chairman of the Board and Chief Operating Officer of its NY stock exchange traded parent, Far West Financial Corporation, with headquarters in Newport Beach, California. The company was a major nationwide lender, real estate development joint venture partner and secondary market seller of commercial, industrial, multifamily residential, single family tract and single family mortgages;
- Chairman of the Board and Chief Executive Officer of Western Empire Savings & Loan Association in Irvine, California; and,
- Executive Vice President and Chief Operating Officer of Empire Savings & Loan Association in Van Nuys, California.

For two years Mr. Siegel was the Executive Director of an international educational foundation located in Key Largo, Florida. The organization is devoted to marine ecology, marine mammal research and the relationship between humans and dolphins.

Mr. Siegel has also devoted significant personal time to community and philanthropic activities. He served on the board of directors of the Easter Seal Society, the Arthritis Foundation and served as the President of the Board of Trustees of the South Coast Repertory Theatre in Orange County, California. He is currently a member of the Board of Directors of the Greater Austin Crime Commission in Austin, Texas and is an active member of the Austin Police Department Civil Defense Battalion and Search and Rescue Team. He has also taught classes in finance at the University of Texas and lectured nationally.

**Ginger Brown McGuire, President, Chief Operating Officer**, brings more than 25 years of experience in affordable housing to TSG. She currently serves as the Chief Operating Officer and is additionally responsible for product development, delivery of services and internal operations. Prior to joining TSG, she worked for both the federal and state governments, and in private industry in both non-profit and for profit entities. A native of Texas, Ms. McGuire has devoted considerable personal time to community activities by serving as a volunteer member of various boards of directors.

Prior to joining TSG, Ms. McGuire was the President of a non-profit development corporation that she created. The company's mission was to revitalize communities through new construction and the rehabilitation of single and multifamily residences. Through her efforts, the company acquired and constructed 496 multifamily units of family and senior housing utilizing 501(c)(3) bond financing. Through the non-profit, she worked with local governments including: the city of Fort Worth and Texas Wesleyan University, for whom she planned and determined the feasibility of constructing new student housing and revitalizing the neighborhood surrounding the University. She also worked with a national non-profit on a demonstration program to preserve the affordability of USDA/RHS 515 properties.

Ms. McGuire lived and worked in Washington, D.C. for many years where she developed a strong public policy background working with the Legislative and Regulatory branches of the U.S. Government. She worked with the law firm of Thacher, Proffitt and Wood as their Government Relations Consultant, the National Association of Home Builders as a Senior Legislative Representative, the U.S. Small Business Administration as a Government Relations Specialist and the U.S. House of Representatives, Committee on Banking, Finance and Urban Affairs. After moving back to Texas in 1991, Ms. McGuire served as the Southwest Regional Director for the Enterprise Foundation, was the Director of Loan Origination for the Texas General Land Office and was Deputy Executive Director of the Texas Department of Housing and Community Affairs.

Ms. McGuire served for 15 years as a Supervisor and board member of the Wright Patman Congressional Federal Credit Union that grew from \$2 million to \$102 million in assets during her tenure. She has served on the Board of Directors of the House of Representatives Child Care Facility, the National Advisory for Fannie Mae, the Network Advisory Board for the Texas Association of CDC's and the Dallas Affordable Housing Coalition. In 2000, she was selected "Entrepreneur of the Year" by the National Foundation for Women Legislators, Inc., the Business Women's Network and the Small Business Administration.

Ms. McGuire earned a Bachelor of Individualized Studies Degree, with a concentration in Political Science and Economics, from George Mason University and pursued graduate studies at George Washington University.

