



A Market Feasibility Study Of

VILLA NORTH APARTMENTS

Located at

**510 Old Albany Road
Thomasville, Thomas County, Georgia 31792**

Effective Date: April 22, 2015

Report Date: May 15, 2015

Prepared For

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Prepared By

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May 15, 2015

Mr. John Lewis
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Re: Market Study for Villa North Apartments in Thomasville, Georgia

Dear Mr. Lewis:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Thomasville, Georgia area relative to the above-referenced Low-income Housing Tax Credit (LIHTC)/Section 8 project. The purpose of this market study is to assess the viability of the renovation of Villa North Apartments (Subject), an existing 132-unit Section 8 community (Section 8 Contract No. GA06-M000-103). The Subject offers two, three and four-bedroom units. Following renovation using the LIHTC program, the property will be restricted to households earning 50 percent of the Area Median Income (AMI), or less. The Subject's 132 units will continue to benefit from a HAP contract post renovation, which expires on December 31, 2019. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, both Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

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A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Villa North Apartments (Subject) is an existing Section 8 property (Section 8 Contract No. GA06-M000-103) in Thomasville, Thomas County, Georgia that is proposed for renovation with Low Income Housing Tax Credit (LIHTC) equity. The Subject was originally constructed in 1973. The Subject currently consists of 17 two-story garden-style residential buildings and one single-story auxiliary building for a total of 132 two, three, and four-bedroom units.

The Subject will continue to benefit from the HAP contract on all 132 units post-renovation. The Section 8 contract expires on December 31, 2019. Tenants will continue to pay 30 percent of their incomes toward rent, not to exceed the LIHTC rents.

The renovations will be conducted with existing tenants being relocated into vacant units, and then relocated into a renovated unit. Renovations are expected to be completed by January 2017. Hard costs of renovations will reportedly be \$42,531 per unit, or \$5,614,095 for the entire property. The renovations will be significant and will include the construction of a new playground and picnic area with gazebo, upgrades to the leasing office, laundry room, and community room, a new computer lab, new walking path with benches and exercise stations, new signage, re-paving the parking areas, and new roofs. Renovations to the units will include new flooring, new cabinets and countertops in the kitchens and bathrooms, new lighting fixtures, new Energy Star qualified appliances, new energy efficient central air conditioning, replace water heaters, replace all windows, repair balconies, and add a second bathroom to the three and four-bedroom units.

The table on the following page illustrates the post-renovation unit mix including bedrooms/bathrooms, square footage, income targeting, proposed rents, and utility allowances. The Subject is located in a qualified USDA designated area; however, per DCA guidelines, National Non-metropolitan Median Income Rents have not been utilized.

PROPOSED RENTS							
Unit Type	Number of Units	Unit Size (SF)	Asking Rent (Net)	Utility Allowance (1)	Gross Rent	2015 Maximum Allowable Gross LIHTC	Current Net Contract Rents
<i>50% AMI/Section 8*</i>							
2BR/1BA	40	733	\$443	\$75	\$518	\$518	\$575
3BR/2BA	52	870	\$495	\$104	\$599	\$599	\$655
4BR/2BA	40	1,038	\$565	\$103	\$668	\$668	\$745
Total	132						

(1) Utility Allowance provided by the developer, and based upon the approved Section 8 utility allowance for the Subject, effective 1/1/2015

*All tenants pay 30 percent of their income towards rent

The subject currently offers window blinds, carpet and laminate flooring, coat closets, ovens, refrigerators, and window air conditioning. Post-renovation, the in-unit amenities will remain the same. The Subject’s project amenities include a community room, business center, picnic area, playground, off-street parking, on-site management, and perimeter fencing. Post-renovation, the community amenities will also include a walking path with benches and exercise stations. Overall, the Subject’s amenities will be competitive with those offered at most of the comparable properties.

2. Site Description/Evaluation:

The Subject site is bounded by Cassidy Road to the east and Albany Road to the west. Surrounding uses predominantly consist of undeveloped land, medical buildings, and light industrial uses. To the immediate north and west is undeveloped land. To the immediate east is Fresh Frozen Foods, a 110,000 square foot manufacturing and cold storage facility. To the immediate south is Georgia Pines Behavioral Health Crisis Center, a non-profit servicing people with mental illnesses and disabilities. Southwest of the Subject is Archbold Northside Center, which is part of the Archbold Medical Center. Southeast of the Subject is the 23.5-acre Magnolia Cemetery. Beyond the undeveloped land to the north and the medical buildings to the south include single-family homes. Overall, the Subject’s immediate neighborhood consist primarily of undeveloped land and commercial uses, with some residential. Commercial occupancy in the Subject’s neighborhood appeared to be 85 to 95 percent. Overall, the Subject has a desirable location for multifamily housing. The Subject site is considered “car dependent” by Walkscore with a rating of 16. The Subject site is

considered a desirable location for family rental housing. The uses surrounding the Subject are in average condition and the site has reasonable proximity to locational amenities.

The Subject has good visibility from Cassidy Road and U.S. 84 Business/Albany Road. Views from the Subject site are of undeveloped land, medical buildings, and light industrial uses. Overall, views are considered fair.

3. Market Area Definition:

The Primary Market Area (PMA) is defined as the central and western portion of Thomas County and was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager, as well as based on our knowledge of the area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2015 market study guidelines, we have not accounted for leakage in our *Demand Analysis* found later in this report. The furthest PMA boundary from the Subject is 13 miles.

4. Community Demographic Data:

Overall population growth in the PMA was higher than the MSA and the nation from 2000 to 2010. Total population in the PMA is projected to increase at a 0.4 percent annual rate from 2015 to 2019, a growth rate similar to that of the MSA but below the nation as a whole during the same time period. The largest age cohort in the PMA is between the ages of 50 and 54, at 7.5 percent of the population, which is expected to remain the largest age cohort through 2019. In 2015, 43.9 percent of the PMA's population is between the ages of 20 and 54, which is the main age range of most tenants at the Subject currently. The projected MSA population growth is expected to outpace the PMA population growth and will be lesser than the population growth expected in the nation through 2019.

The share of renter households in the PMA is below the share of owner households, similar to the MSA. The percentage of renter-occupied housing is higher than the national average of approximately 32 percent in both the PMA and MSA. Both the percentage and number of renter-occupied units in the PMA is expected to increase through 2019.

Households earning under \$40,000 in the PMA comprise 62.7 percent of all income cohorts. The Subject will target households earning between \$17,760 and \$24,900 under the LIHTC program and households with incomes as low as \$0 with Section 8 subsidies; therefore, the Subject is well-positioned to service this market. Overall, the demographic data points to a growing population with several households within the income band that the Subject would target under the LIHTC program, without consideration of the project-based Section 8 subsidy.

5. Economic Data:

The local economies of Thomasville and Thomas County are largely driven by manufacturing and small businesses with over 120 industries operating in the county and providing jobs for 40 percent of the area population. The MSA experienced employment growth in 2005 and 2006, but experienced a decrease in total employment from 2007 to 2010. The total employment loss over the noted period was due to the most recent national recession. From 2007 to 2010, the unemployment rate in the MSA increased 5.4 percentage points. Its unemployment rate peaked at 9.5 percent in 2010. While there was a slight recovery in total employment in the MSA from 2010 to 2012, the MSA experienced employment loss in 2013 and 2014, which can primarily be attributed to the closing of the Southwestern State Hospital. As of December 2014, the most recent data available, the unemployment rate in the MSA is 6.3 percent, which is higher than pre-recession levels and the national unemployment rate. Overall, it appears that the MSA remains affected by the most recent recession as current employment is below pre-recessionary levels.

**6. Project-Specific Affordability
And Demand Analysis:**

The following table illustrates the Subject's capture rates. According to the Georgia DCA market study guidelines, capture rate calculations for proposed renovation developments will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet provided by the applicant. Tenants who are income-qualified to remain in the property at the proposed stabilized renovated rents will be deducted from the property unit count prior to determining the applicable capture rates. In the case of the Subject, no current residents would be income-qualified for their units under the LIHTC program limitations, while all current tenants would income-qualify with consideration of the Section 8 rental assistance that will be in place.

CAPTURE RATE ANALYSIS CHART						
Bedrooms/AMI Level	Total Demand	Additions To Supply	Net Demand	Units Proposed	Capture Rate	Absorption
2BR at 50% AMI w/ Sec. 8	341	0	341	40	0.0%	Two Months
3BR at 50% AMI w/ Sec. 8	226	0	226	52	0.0%	Three Months
4BR at 50% AMI w/ Sec. 8	180	0	180	40	0.0%	Three Months

Our demand analysis indicates that there are approximately 1,070 income qualified renter households in the PMA. Because all of the Subject’s units will operate with an additional subsidy, under DCA guidelines its units are considered leasable and its capture rates are zero. Overall, we believe there is ample demand for the Subject’s units as proposed.

7. Competitive Rental Analysis:

The availability of LIHTC data is considered adequate, as there are three non-subsidized family LIHTC properties in the PMA. The availability of market rate data is considered good as there are a sufficient number of market rate properties that are located within the PMA. We have included six market rate properties in the rental analysis, and all are located within Thomasville, within less than 3.1 miles of the Subject. These comparable market rate properties were built between 1974 and 2013, and the majority were renovated between 2006 and 2014. These projects offer a mix of one, two, and three-bedroom units.

Vacancy rates in the market range from zero to 4.2 percent, averaging 1.5 percent. The LIHTC comparable properties have vacancy rates ranging from zero to 0.9 percent, with a low average vacancy rate of just 0.4 percent. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 4.2 percent. The average market rate vacancy rate is 1.9 percent, indicating a stable market for market rate units. The average market rate vacancy of 1.9 percent is considered a very healthy vacancy rate with some vacancies allowing for renter movement and turnover. We anticipate that the Subject will perform similarly to the LIHTC comparables and will maintain a vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC properties, as the renovation of the Subject will not create new low-income units, but rather will serve to improve and preserve existing low-income housing stock.

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are restricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if a Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at those two AMI levels, we do not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable properties surveyed are illustrated in the table below in comparison with proposed LIHTC rents for the Subject, which will be subsidized, allowing tenants to pay just 30 percent of their income toward rent.

SUBJECT COMPARISON TO "MARKET RENTS"					
Unit Type	Subject’s Proposed LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
2 BR	\$443	\$570	\$943	\$739	40%
3 BR	\$495	\$684	\$1,039	\$901	45%
4 BR	\$565	-	-	-	-

The comparable LIHTC properties are considered similar to superior to the Subject, which will be a renovated LIHTC project with a Section 8 subsidy for all 132 units. Based on our similarity matrix, Walnut Square is the most similar LIHTC property and is 100 percent occupied. The Subject will offer inferior in unit amenities to Walnut Square and slightly superior property amenities. Walnut Square is similar in terms of location, age, and condition. The unit sizes at Walnut Square are superior to those of the Subject. Walnut Square is not achieving the 2015 maximum allowable rents because of the overall marketability of the property. The Subject’s proposed LIHTC rents are within the range of the comparable LIHTC properties, and similar to the current asking rents at Walnut Square. Overall, the Subject’s rents appear reasonable when compared to the rents at the comparables and particularly when taking into account the relatively strong demand for affordable units in the PMA. This strong demand is illustrated by the fact that all LIHTC units in the PMA are fully occupied with waiting lists.

Quail Rise Apartments is the most similar market rate property and is 96.3 percent occupied. The Subject will offer slightly inferior unit amenities and slightly superior property amenities to Quail Rise Apartments. The Subject will be in slightly superior condition upon completion of renovations, as Quail Rise Apartments was built in 1979, renovated in 2007, and is in average condition. Quail Rise Apartments does offer superior unit sizes and a similar location. The Subject’s proposed rents (\$443 to \$565) are well below Quail Rise Apartments, which range from \$596 for one-bedroom units to \$844 for three-bedroom units. This bodes well for the marketability of the Subject and suggests that even without the Section 8 rental assistance that will be available to residents, the proposed LIHTC rents are attainable.

Overall, it is our opinion that the Subject’s proposed LIHTC rents are achievable in the market and will offer significant advantages when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate:

We were able to obtain absorption information from two comparable properties, illustrated in the following table.

ABSORPTION					
Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Hunters Chase Apartments	LIHTC/Market	Family	2003	112	12
Ashley Park Apartments	Market	Family	2013	84	21

As illustrated in the previous table, the properties constructed between 2003 and 2013 reported absorption rates of 12 to 21 units per month, with an average of 17 units per month. Ashley Park Apartments is the newest comparable to enter the PMA. This property experienced an absorption rate of 21 units per month. Hunters Chase Apartments, a family comparable opened in 2003, absorbed an average of 12 units per month during initial lease-up. Hunters Chase Apartments offers a mix of LIHTC and market rate units, allowing it to also target a wide income band of potential renter households. This project’s absorption history is considered a good indicator of the Subject’s absorption potential. In offering three through four-bedroom unit types, we would expect the Subject to experience an absorption rate within the range of Ashley Park Apartments and Hunters Chase Apartments.

Per DCA guidelines, we have calculated the absorption rate for the Subject to achieve 93 percent occupancy. If the Subject were 100 percent vacant following the renovations with a Section 8 rental assistance subsidy in place for all the units, which is very unlikely given the Subject's relocation plan, we would expect the Subject to experience an absorption pace of 19 to 22 units per month, which equates to an absorption period of approximately six to seven months for the Subject to reach 93 percent occupancy. In the unlikely event the Section 8 rental assistance was to not be in place following renovations, we still believe the Subject could achieve 93 percent occupancy at the proposed rent levels within less than one year. In this scenario, we would anticipate an average absorption rate of 15 units per month, with stabilization occurring within approximately eight months.

The Subject is currently 98.5 percent occupied, with two vacancies in the 132 existing units. DCA requires that the new rent structure will not result in rent increases during the term of existing leases at the Subject. Rent increases will be made gradually, maintaining rents that are affordable to the existing tenants. All current residents will be income-qualified for the Subject under the Section 8 program. We anticipate that with renovations occurring on a rolling basis, the Subject will likely achieve 93 percent occupancy within less than three months of completing renovations.

9. Overall Conclusion:

Based upon our market research of comparables, our inspection of the Subject site and surrounding neighborhood, review of area economic trends, and demographic calculations and analysis, we believe there is more than adequate demand for the Subject property as proposed following renovations. The Subject, which currently operates as a Section 8 development with 132 units and will continue to operate with Section 8 rental assistance for all the units in addition to operating under the LIHTC program with a 50 percent of AMI restriction. The LIHTC comparables are performing well, with a weighted vacancy rate of 0.4 percent. Additionally, the comparable LIHTC properties maintain waiting lists. The Subject's proposed rents are within the range of the rents at the LIHTC comparables and below the rents of the market rate comparables. This suggests that even if rents at the Subject were not subsidized, the proposed rents would be

achievable in the open market. Considering the Section 8 subsidy that will be in place, tenants will pay just 30 percent of their income toward rents, making the Subject very affordable.

Summary Table:			
Development Name:	Villa North Apartments	Total # Units:	132
Location:	510 Old Albany Road	# LIHTC Units:	132
	Thomasville, GA 31792		
PMA Boundary:	North: West Japonica Avenue and North Oak Street; East: Salem Road; South: Metcalf Beachton Road; West: Thomas County line		
	Farthest Boundary Distance to Subject:		13 miles

Rental Housing Stock (found on page 103)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	1,003	15	98.5%
Market-Rate Housing	6	732	14	98.1%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	3	271	1	99.6%
Stabilized Comps	9	1,003	15	98.5%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

Subject Development				Average Market Rent			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Rent*	Per Unit	Per SF	Advantage	Per Unit	Per SF
82	2BR at 50% AMI	1	733	\$443	\$631	\$0.72	30%	\$845	\$0.81
8	3BR at 50% AMI	2	876	\$495	\$736	\$0.66	33%	\$960	\$0.78
4	4BR at 50% AMI	2	1,038	\$565	-	-	-	-	-
*Subsidized allowing renters to pay 30 percent of their income									

Demographic Data (found on pages 36 and 53)						
	2015		Jan-17		2019	
Renter Households	6,126	37.1%	6,188	39.6%	6,291	39.7%
Income-Qualified Renter HHs (LIHTC)	976	15.9%	986	15.9%	1,002	15.9%

Targeted Income-Qualified Renter Household Demand (found on pages 57-60)						
Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	42	N/Ap	N/Ap	N/Ap	42
Existing Households (Overburdened + Substandard)	N/Ap	1,029	N/Ap	N/Ap	N/Ap	1,029
Homeowner conversion (Seniors)	N/Ap	0	N/Ap	N/Ap	N/Ap	0
Total Primary Market Demand						
Less Comparable/Competitive Supply	N/Ap	0	N/Ap	N/Ap	N/Ap	0
Adjusted Income-qualified Renter HHs**	N/Ap	1,070	N/Ap	N/Ap	N/Ap	1,070

Capture Rates (found on pages 57 and 60)						
Targeted Population	30%	50%*	60%	Market-rate	Other: __	Overall*
Capture Rate:	N/Ap	0.0%	N/Ap	N/Ap	N/Ap	0.0%

*Considers availability of Section 8 rental assistance at the Subject following renovations

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:	The Subject is located at 510 Old Albany Road in Thomasville, Thomas County, Georgia 31030.
Construction Type:	The Subject consists of 17 two-story garden-style residential buildings and one single-story auxiliary building. The buildings are wood frame with brick and vinyl siding exteriors and pitched roofs. The Subject was originally constructed in 1973.
Occupancy Type:	Family
Special Population Target:	None
Number of Units by Bedroom Type and AMI Level:	See following property profile
Unit Size:	See following property profile
Structure Type:	See following property profile
Rents and Utility Allowances:	See following property profile
Existing or Proposed Project Based Rental Assistance:	Currently, the Subject operates as a Section 8 development. Following renovations, all of the units will continue to benefit from the HAP contract (Section 8 Contract No. GA06-M000-103), which expires December 31, 2019.
Proposed Development Amenities:	See following property profile

PROPERTY PROFILE REPORT

Villa North Apartments

Comp#	Subject
Effective	4/22/2015
Location	510 Old Albany Road Thomasville, GA 31792 Thomas County
Units	132
Type	Garden (2 stories)
Year Built / Renovated	1973 / 2016
Tenant Characteristics	Families



Utilities

A/C	not included -- central	Other Electric	not included
Cooking	not included -- gas	Water	included
Water Heat	not included -- electric	Sewer	included
Heat	not included -- gas	Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent*	Concession	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
2	1	Garden (2 stories)	40	733	\$443	\$0	@50% (Section 8)	Yes	N/A	N/A	yes
3	2	Garden (2 stories)	52	870	\$495	\$0	@50% (Section 8)	Yes	N/A	N/A	yes
4	2	Garden (2 stories)	40	1,038	\$565	\$0	@50% (Section 8)	Yes	N/A	N/A	yes

*Tenants pay 30 percent of their income toward rent

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Coat Closet Oven Refrigerator	Security	Perimeter Fencing
Property	Business Center Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground	Premium	none
Services	none	Other	none

Scope of Renovations:

The Scope of renovations will be significant for the Subject. Renovations will reportedly have hard costs of renovations will reportedly be \$42,531 per unit, or \$5,614,095 for the entire property. The renovations will be significant and will include the construction of a new playground and picnic area with gazebo, upgrades to the leasing office, laundry room, and community room, a new computer lab, new walking path with benches and exercise

stations, new signage, re-paving the parking areas, and new roofs. Renovations to the units will include new flooring, new cabinets and countertops in the kitchens and bathrooms, new lighting fixtures, new Energy Star qualified appliances, new energy efficient central air conditioning, replace water heaters, replace all windows, repair balconies, and add a second bathroom to the three and four-bedroom units.

Current Rents:

Based on a rent roll received March 31, 2015, the current rents at the Subject are based on 30 percent of resident incomes, as the Subject operates as a Section 8 development. The following tables illustrate the Subject’s current and proposed rents and unit mixes.

CURRENT RENTS						
Unit Type	Number of Units	Unit Size (SF)	Minimum Tenant Paid Rent	Maximum Tenant Paid Rent	Maximum Tenant Paid Rent	Current Net Contract Rent
<i>Section 8</i>						
2BR/1BA	40	733	\$0	\$373	\$68	\$575
3BR/1BA*	52	870	\$0	\$340	\$52	\$655
4BR/1BA*	40	1,038	\$0	\$319	\$68	\$745
Total	132					

*An additional bathroom will be added as part of the renovation

Current Occupancy:

The Subject is currently 98.5 percent occupied with a waiting list of 63 households. According to the Subject’s historical audited financials, the Subject operated with a total vacancy rate (including collection loss) of 4.9 in 2014.

Current Tenant Income:

Most of the current tenants at the Subject have incomes that would be too low to income-qualify for the Subject without its current Section 8 contract. None of the current residents have incomes of more than approximately \$14,920.

Placed in Service Date:

The renovation of the Subject is expected to be completed by January 2017.

Conclusion:

Following renovations, the Subject will have 17 residential buildings with a total of 132 garden-style units. The Subject will be of good quality following renovations and will be comparable to most of the inventory in the Thomasville area. The renovations will be substantial and are expected to total more than \$40,000 per unit. Based on our inspection of the Subject ground and units, the Subject does not suffer from significant deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

SITE EVALUATION

1. Date of Site Visit and Name of Site Inspector:

Sterling Battle visited the site on April 22, 2015.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

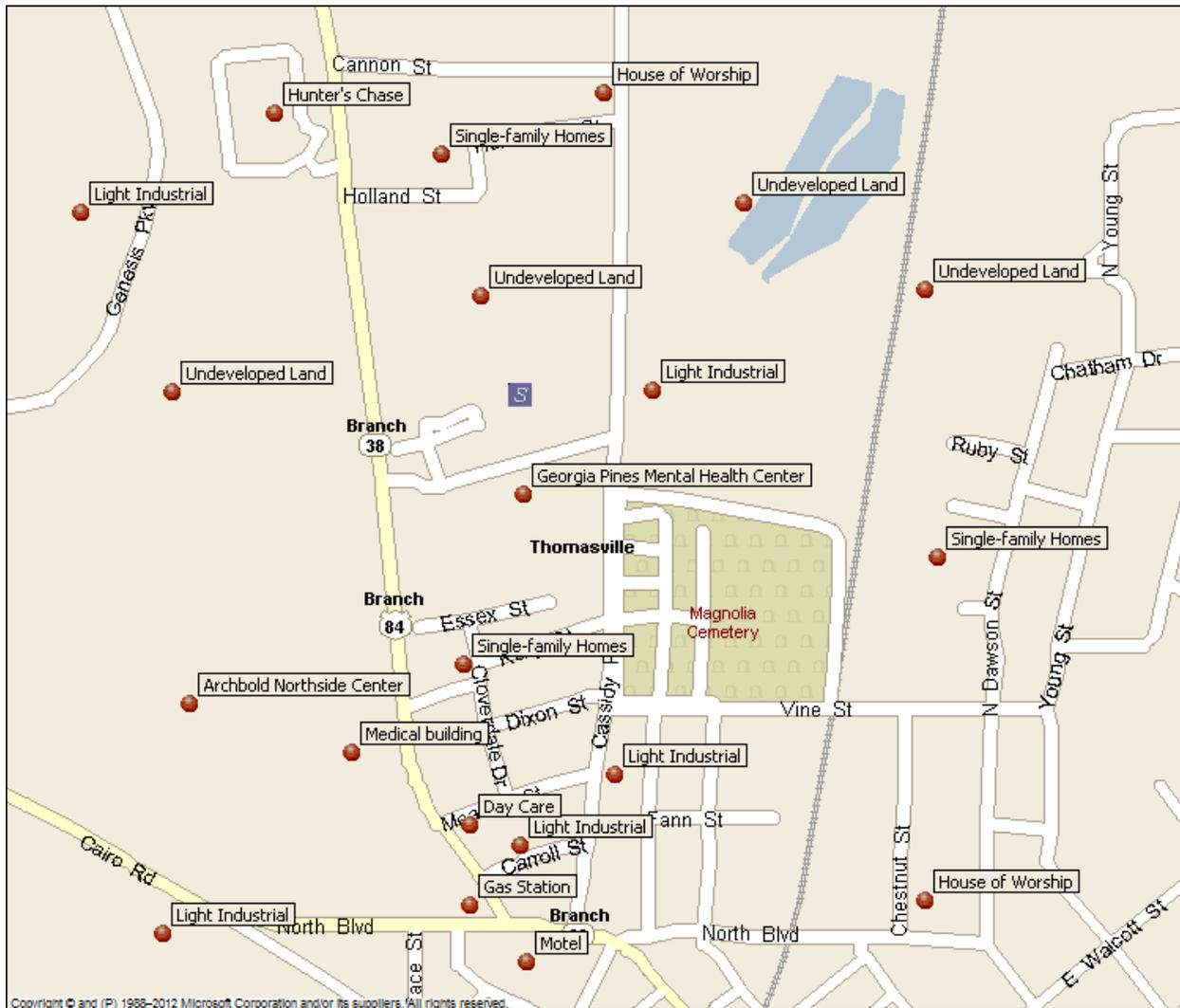
The Subject site frontage along the west side of Cassidy Road and the east side of U.S. 84 Business/Albany Road.

Visibility/Views:

The Subject has good visibility from Cassidy Road and U.S. 84 Business/Albany Road. Views from the Subject site are of undeveloped land, medical buildings, and light industrial uses. Overall, views are considered fair.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



Surrounding uses consist of undeveloped land, medical buildings, light industrial buildings, a cemetery, multifamily and single-family homes. The multifamily developments in the Subject neighborhood appear to be in average to good condition. The Subject site is located in northwestern Thomasville. There are various commercial/retail uses in the Subject's neighborhood. Commercial occupancy appeared to be 85 to 95 percent. The Subject site is considered "car dependent" by Walkscore with a rating of 16. The Subject site is considered a desirable location for family rental housing. The site has reasonable proximity to locational amenities.

Positive/Negative Attributes of Site: The Subject's proximity to retail and other locational amenities as well as its surrounding uses, are considered positive attributes. The Subject is located less than 300 yards west of a 110,000 square-foot warehouse and cold storage facility. However, despite the Subject's location to the light industrial land uses, we do not believe it will be a detriment to its marketability as the Subject is currently 98.5 percent occupied with a waiting list.

3. Physical Proximity to Locational Amenities:

The Subject is located within three miles of most locational amenities. Below is an aerial photograph of the Subject.



4. Pictures of Site and Adjacent Uses:



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Typical living room



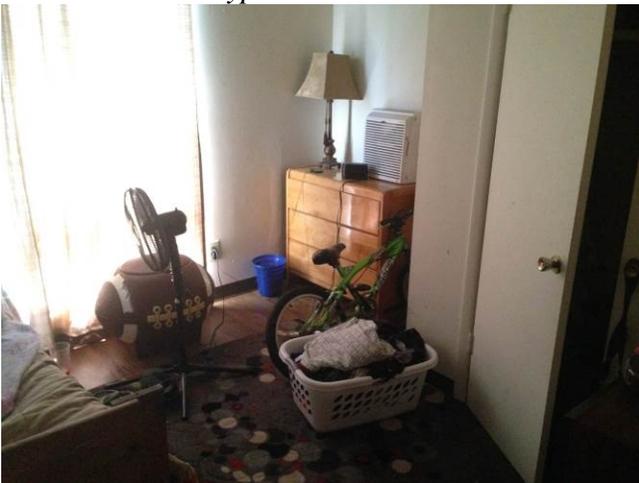
Typical kitchen



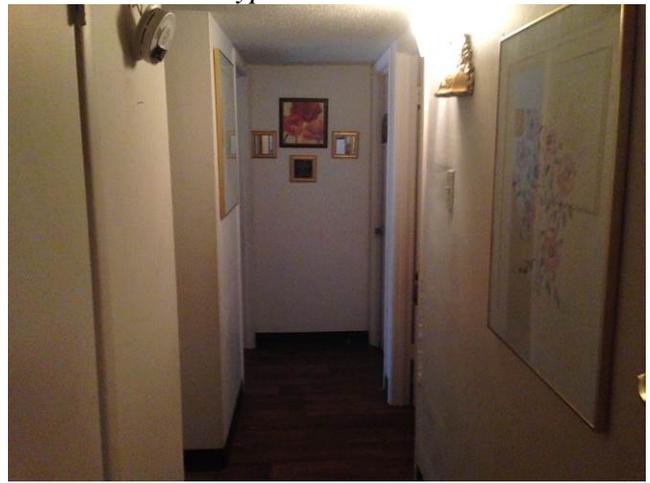
Typical bathroom



Typical bedroom



Typical bedroom



Typical hallway



Typical living room



Typical kitchen



Typical bathroom



Typical bedroom



Typical living room



Typical kitchen



Typical bathroom



Typical bedroom



Typical bedroom closet



Typical hallway



Picnic area



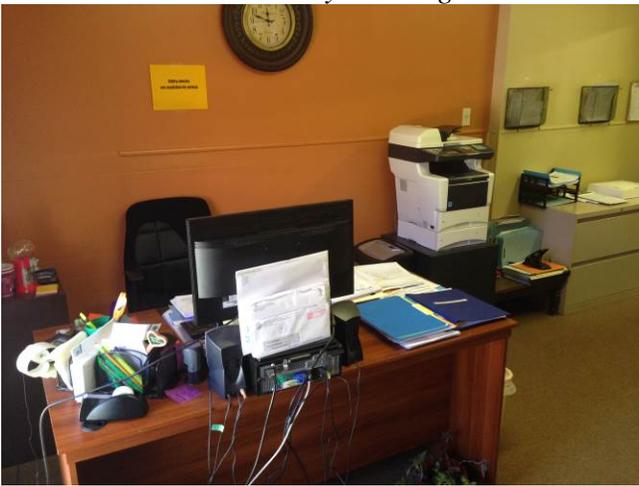
Playground



Community building



Community room/business center



Leasing office



Laundry facility



Parking areas



View of parking areas



Subject signage



Subject entrance



Archbold Health Services to the south



Archbold Northside to the southwest



Daycare to the south



Gas station to the south



Typical single-family home to the south



Typical single-family home to the south



Downtown Thomasville to the southeast



Light industrial building to the southeast



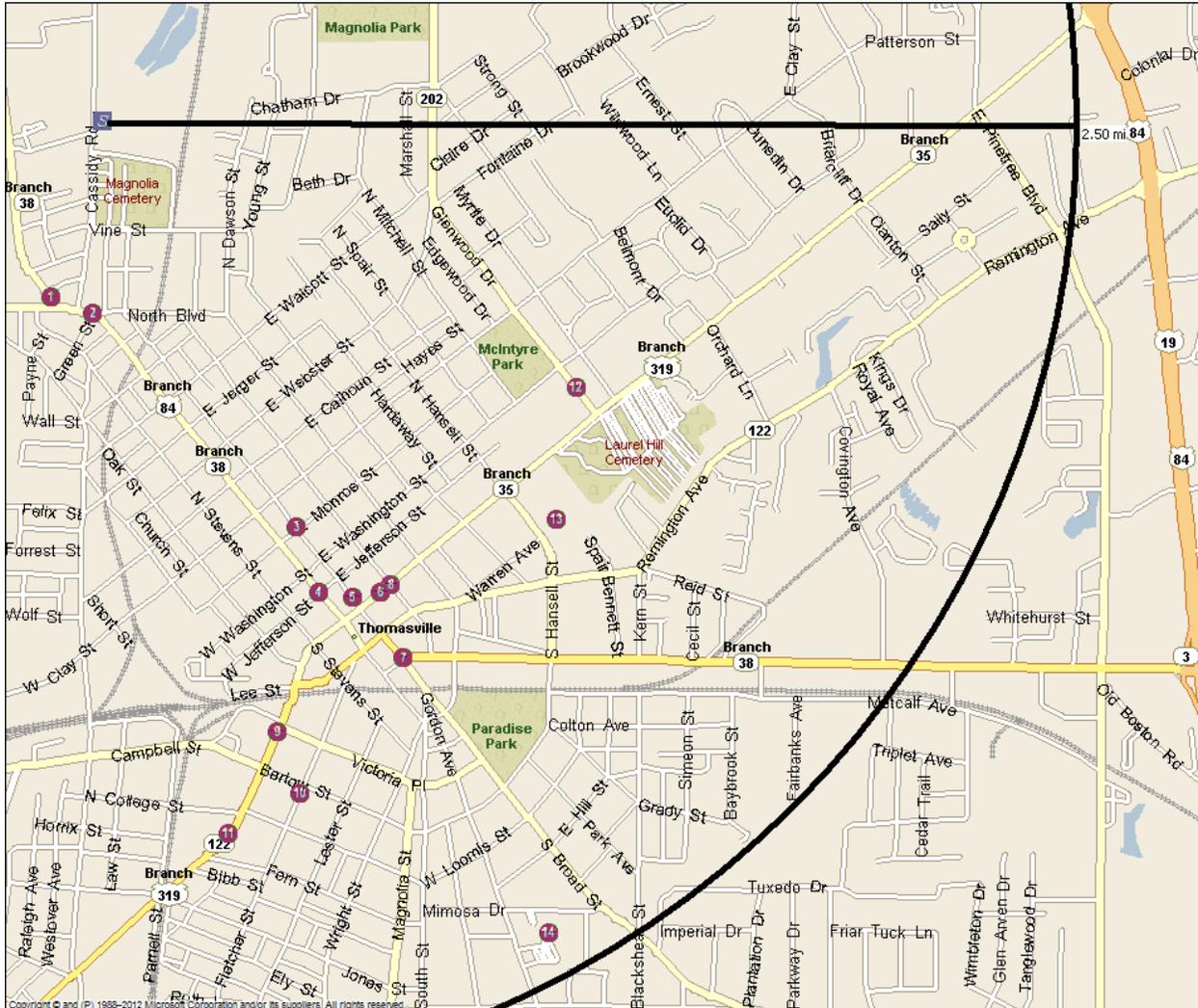
Grocery store to the southeast



Pharmacy to the southeast

5. Proximity to Locational Amenities:

The following table details the Subject's distance from key locational amenities.



LOCATIONAL AMENITIES

Map Number	Service	Name	Distance (miles)
1	Convenience	L&G Food Mart	0.6
2	Gas Station	BP	0.8
3	Post Office	USPS	1.6
4	Library	Thomas County Public Library	1.7
5	Police	Thomasville Police Precinct	1.8
6	Bank	Commercial Bank	2.0
7	Pharmacy	Rite Aid Pharmacy	2.0
8	Fire	Thomasville Fire Department	2.0
9	Grocery	Bob & Jeff's Supermarket	2.1
10	Elementary School	Harper Elementary School	2.3
11	Discount Store	Family Dollar	2.4
12	Middle School	MacIntyre Park Middle School	2.7
13	High School	Thomasville High School	2.8
14	Hospital	John D Archbold Memorial Hospital	3.1

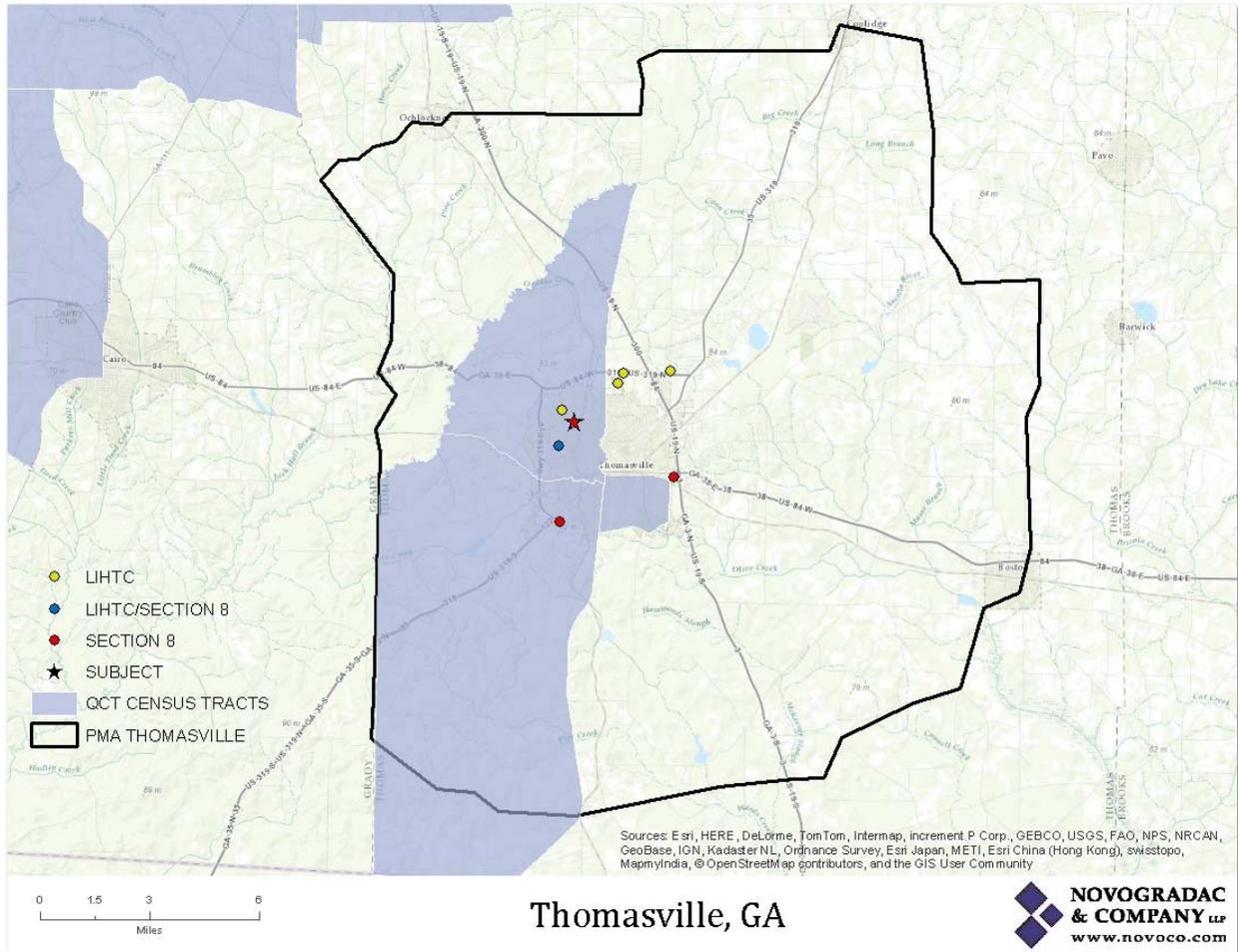
6. Description of Land Uses:

The Subject site is bounded by Cassidy Road to the east and Albany Road to the west. Surrounding uses predominantly consist of undeveloped land, medical buildings, and light industrial uses. To the immediate north and west is undeveloped land. To the immediate east is Fresh Frozen Foods, a 110,000 square foot manufacturing and cold storage facility. To the immediate south is Georgia Pines Behavioral Health Crisis Center, a non-profit servicing people with mental illnesses and disabilities. Southwest of the Subject is Archbold Northside Center, which is part of the Archbold Medical Center. Southeast of the Subject is the 23.5-acre Magnolia Cemetery. Beyond the undeveloped land to the north and the medical buildings to the south include single-family homes. Overall, the Subject's immediate neighborhood consist primarily of undeveloped land and commercial uses, with some residential. Commercial occupancy in the Subject's neighborhood appeared to be 85 to 95 percent. Overall, the Subject has a desirable location for multifamily housing. The Subject site is considered "car dependent" by Walkscore with a rating of 16. The Subject site is considered a desirable location for family rental housing. The uses surrounding the Subject are in average condition and the site has reasonable proximity to locational amenities.

7. Existing Assisted Rental Housing

Property Map:

The following map and list identifies all assisted rental housing properties in the PMA.



ASSISTED RENTAL HOUSING PROPERTIES						
Property Name	Address	Type	Tenancy	Map Color	Included/ Excluded	Reason for Exclusion
Hampton Lake Apartments	105 Caitlin Lane	LIHTC/Market	Family	Yellow	Included	N/A
Hunters Chase Apartments	1 Hunters Chase Circle	LIHTC/Market	Family	Yellow	Included	N/A
Walnut Square	1220 Hall Road	LIHTC	Family	Yellow	Included	N/A
Windsor Lake Senior Apartments	241 Cove Landing Dr.	LIHTC/Market	Senior	Yellow	Excluded	Dissimilar tenancy
Summit Wood Valley Apartments	1325 Warner St.	LIHTC/Section 8	Family	Blue	Excluded	Subsidized
Gibb Thomasville Village	272 Old Boston Rd.	Section 8	Disabled	Red	Excluded	Subsidized; Dissimilar tenancy
Providence Plaza Apartments	115 S. Pinetree Blvd.	Section 8	Senior	Red	Excluded	Subsidized; Dissimilar tenancy

8. Road/Infrastructure

Proposed Improvements:

We did not witness any road/infrastructure improvements during our field work.

9. Access, Ingress/Egress and Visibility of Site:

The Subject site is accessible from west side of Cassidy Road and the east side of Albany Road, both of which are

lightly traveled, north/south traversing roads. Both Cassidy Road and Albany Road provide access to downtown Thomasville, as well as Highway 319, 1.1 miles north and 0.7 miles southwest of the Subject. Highway 319 provides access to Tallahassee, FL, 33 miles southwest of the Subject, and Tifton, GA, 50 miles northeast of the Subject. Overall, visibility and access to and from the site are considered good.

10. Environmental Concerns:

None visible upon site inspection. However, we are not experts within this field and cannot further opine. We assume that any environmental issues will be remediated as part of the renovation process.

11. Conclusion:

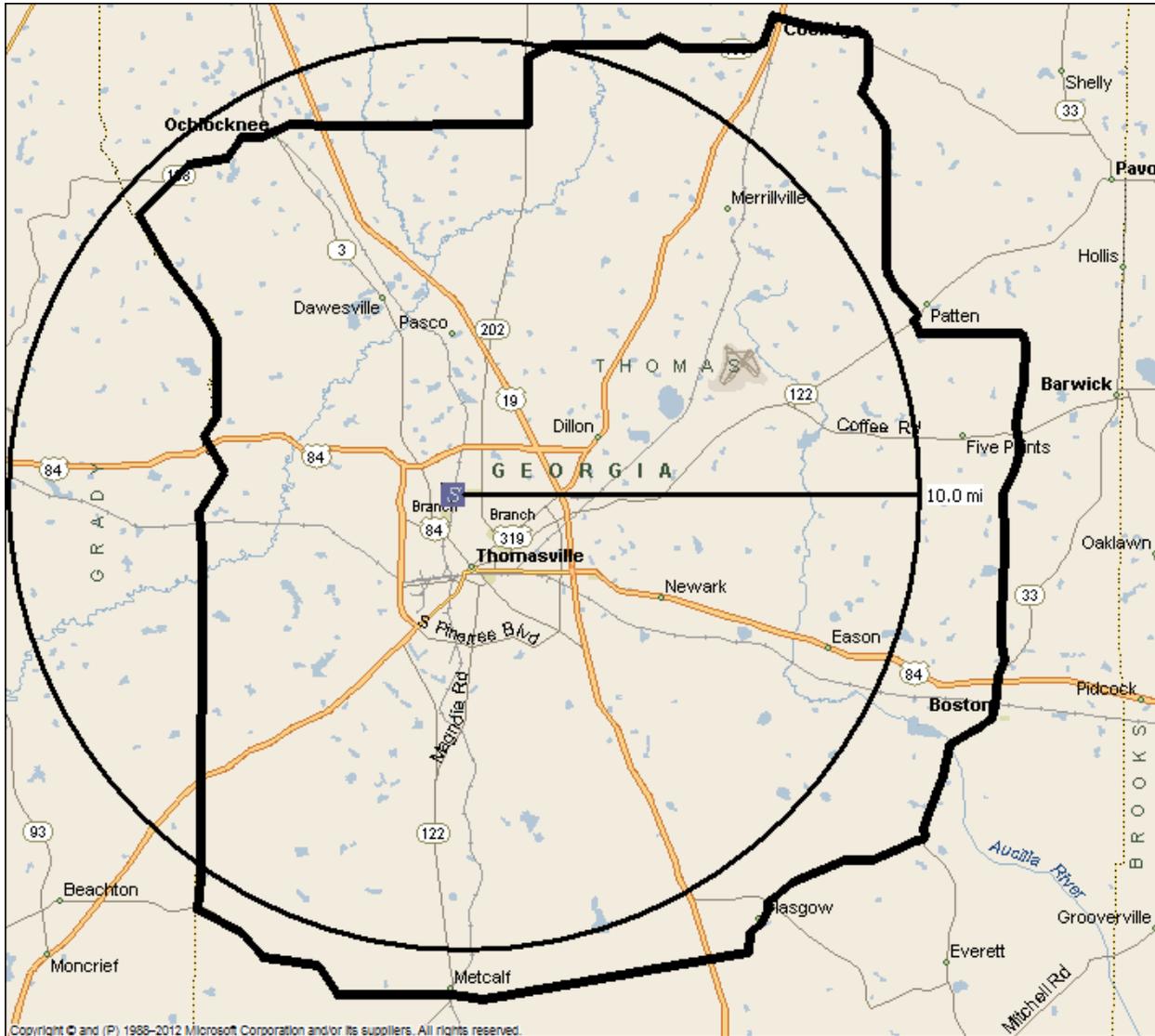
The neighborhood surrounding the Subject site consists primarily of undeveloped land, light industrial uses, and single-family homes. The Subject site is located in the northwestern portion of Thomasville. Overall, the Subject is compatible with the surrounding uses and it is a desirable location for multifamily housing.

D. MARKET AREA

PRIMARY MARKET AREA

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Thomasville, Georgia Micropolitan Statistical Area (MSA) are areas of growth or contraction.

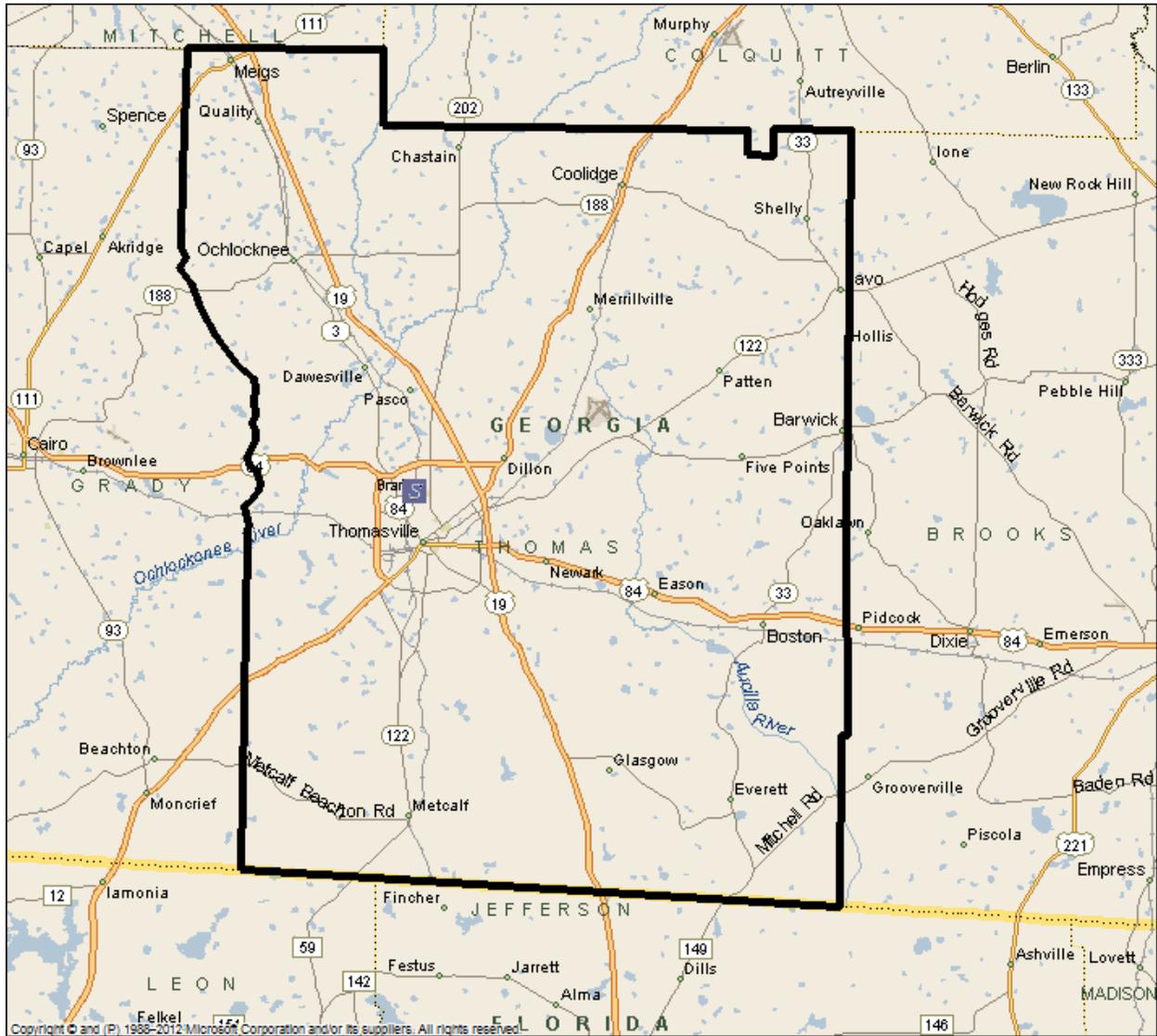
The boundaries of the PMA are as follows:

North: West Japonica Avenue and North Oak Street
East: Salem Road
South: Metcalf Beachton Road
West: Thomas County line

The area generally consists of the central and western portion of Thomas County and was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager, as well as based on our knowledge of the area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2015 market study guidelines, we have not accounted for leakage in our *Demand Analysis* found later in this report. The furthest PMA boundary from the Subject is 13 miles.

For comparison purposes, the secondary market area (SMA) for the Subject is considered to be the Thomasville, GA Micropolitan Statistical Area (MSA), which consist entirely of Thomas County. Following is a map of the SMA.

Secondary Market Area Map



E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Micropolitan Statistical Area (MSA) are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 2000 through 2019.

TOTAL POPULATION						
Year	PMA		MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	36,449	-	42,762	-	281,421,906	-
2010	38,489	0.6%	44,720	0.5%	308,745,538	1.0%
2015	39,028	0.3%	45,442	0.4%	314,467,933	0.4%
Market Entry	39,333	0.5%	45,830	0.6%	318,733,873	0.9%
2019	39,840	0.4%	46,477	0.5%	325,843,774	0.7%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

POPULATION BY AGE GROUP					
PMA					
Age Cohort	2000	2010	2015	Projected Mkt Entry	2019
0-4	2,472	2,647	2,550	2,571	2,606
5-9	2,678	2,617	2,621	2,593	2,546
10-14	2,935	2,708	2,602	2,608	2,618
15-19	2,732	2,642	2,483	2,470	2,449
20-24	1,993	2,177	2,455	2,403	2,316
25-29	2,244	2,250	2,279	2,360	2,496
30-34	2,429	2,225	2,267	2,254	2,233
35-39	2,840	2,284	2,201	2,231	2,281
40-44	2,821	2,531	2,434	2,376	2,280
45-49	2,597	2,951	2,564	2,509	2,416
50-54	2,282	2,805	2,948	2,820	2,607
55-59	1,835	2,590	2,746	2,810	2,917
60-64	1,556	2,281	2,488	2,553	2,660
65-69	1,332	1,794	2,150	2,253	2,424
70-74	1,250	1,388	1,539	1,697	1,959
75-79	1,017	1,020	1,113	1,192	1,324
80-84	732	825	770	802	854
85+	704	754	817	831	855
Total	36,449	38,489	39,027	39,332	39,841

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

NUMBER OF ELDERLY AND NON-ELDERLY						
Year	PMA			MSA		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
2000	36,449	31,414	5,035	42,761	36,886	5,875
2010	38,489	32,708	5,781	44,720	37,980	6,740
2015	39,027	32,638	6,389	45,442	37,999	7,443
Market Entry	39,332	32,558	6,774	45,830	37,935	7,896
2019	39,841	32,425	7,416	46,477	37,827	8,650

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

Overall population growth in the PMA was higher than the MSA and the nation from 2000 to 2010. Total population in the PMA is projected to increase at a 0.4 percent annual rate from 2015 to 2019, a growth rate similar to that of the MSA but below the nation as a whole during the same time period. The largest age cohort in the PMA is between the ages of 50 and 54, at 7.5 percent of the population, which is expected to remain the largest age cohort through 2019. In 2015, 43.9 percent of the PMA’s population is between the ages of 20 and 54, which is the main age range of most tenants at the Subject currently. The projected MSA population growth is expected to outpace the PMA population growth and will be lesser than the population growth expected in the nation through 2019.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS						
Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	13,976	-	16,431	-	105,991,193	-
2010	15,156	0.8%	17,573	0.7%	116,716,292	1.0%
2015	15,478	0.5%	17,979	0.5%	118,979,182	0.5%
Market Entry	15,620	0.6%	18,155	0.7%	120,661,324	0.9%
2019	15,857	0.5%	18,448	0.5%	123,464,895	0.8%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

AVERAGE HOUSEHOLD SIZE						
Year	PMA		MSA		USA	
	Number	Percent	Number	Annual Change	Number	Annual Change
2000	2.53	-	2.53	-	2.58	-
2010	2.49	-0.2%	2.50	-0.1%	2.58	0.0%
2015	2.47	-0.2%	2.48	-0.2%	2.58	0.0%
Market Entry	2.47	-0.1%	2.48	-0.1%	2.58	0.0%
2019	2.46	-0.1%	2.47	-0.1%	2.57	0.0%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

As the previous table illustrates, the PMA was an area with an increasing number of households from 2000 through 2015, a trend that is expected to continue through 2019. The number of households in the PMA is expected to grow at a similar pace than the MSA, but at a slower pace

than the nation as a whole. The increasing number of households in the PMA bodes well for the Subject’s potential as a family project.

The average household size in the PMA, at 2.47, is similar to the average household size in the MSA and slightly smaller than the average household size in the nation. The Subject offers two, three, and four-bedroom units targeted to couples and families. The average household size in the PMA is appropriate for the Subject’s unit mix.

2b. Households by Tenure

The tables below depict household growth by tenure from 2010 through 2019.

TENURE PATTERNS PMA – NON ELDERLY POPULATION				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2010	6,722	57.7%	4,926	42.3%
2015	6,204	54.2%	5,241	45.8%
Projected Market Entry	6,134	53.8%	5,258	46.2%
2019	6,018	53.2%	5,286	46.8%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

TENURE PATTERNS MSA – NON ELDERLY POPULATION				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2010	8,022	59.4%	5,490	40.6%
2015	7,404	55.8%	5,870	44.2%
Projected Market Entry	7,321	55.4%	5,894	44.6%
2019	7,182	54.8%	5,933	45.2%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

The share of renter households in the PMA is below the share of owner households, similar to the MSA. The percentage of renter-occupied housing is higher than the national average of approximately 32 percent in both the PMA and MSA. Both the percentage and number of renter-occupied units in the PMA is expected to increase through 2019.

2c. Households by Income

The following table depicts household income in 2015, market entry, and 2019 for the PMA.

HOUSEHOLD INCOME DISTRIBUTION - PMA								
Income Cohort	2010		2015		Projected Mkt Entry		2019	
	#	%	#	%	#	%	#	%
\$0-9,999	2,117	14.0%	2,990	19.3%	3,124	20.0%	3,347	21.1%
\$10,000-19,999	2,169	14.3%	2,841	18.4%	2,935	18.8%	3,092	19.5%
\$20,000-29,999	1,986	13.1%	2,193	14.2%	2,232	14.3%	2,295	14.5%
\$30,000-39,999	1,540	10.2%	1,675	10.8%	1,712	11.0%	1,774	11.2%
\$40,000-49,999	1,520	10.0%	1,451	9.4%	1,418	9.1%	1,361	8.6%
\$50,000-59,999	1,297	8.6%	906	5.9%	887	5.7%	856	5.4%
\$60,000-74,999	1,116	7.4%	954	6.2%	942	6.0%	922	5.8%
\$75,000-99,999	1,328	8.8%	1,065	6.9%	1,050	6.7%	1,024	6.5%
\$100,000-124,999	813	5.4%	646	4.2%	592	3.8%	502	3.2%
\$125,000-149,999	556	3.7%	190	1.2%	187	1.2%	182	1.1%
\$150,000-199,999	260	1.7%	273	1.8%	260	1.7%	238	1.5%
\$200,000+	454	3.0%	293	1.9%	282	1.8%	263	1.7%
Total	15,156	100.0%	15,478	100.0%	15,620	100.0%	15,857	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, April 2015

Households earning under \$40,000 in the PMA comprise 62.7 percent of all income cohorts. The Subject will target households earning between \$17,760 and \$24,900 under the LIHTC program and households with incomes as low as \$0 with Section 8 subsidies; therefore, the Subject is well-positioned to service this market. It should be noted that the area four-person median income (AMI) in Thomas County, GA has declined from \$51,900 in 2012 to \$43,600 in 2015. The decline of approximately 16.0 percent is due to AMI being based on five years of historical ACS survey data, which currently includes the final year of the recent national recession.

2d. Renter Households by Number of Persons in the Household

The following table illustrates the number of persons per household among renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA										
	2000		2010		2015		Projected Mkt Entry		2019	
	#	%	#	%	#	%	#	%	#	%
With 1 Person	1,455	32.6%	1,917	34.1%	2,118	34.6%	2,144	34.7%	2,188	34.8%
With 2 Persons	1,170	26.2%	1,389	24.7%	1,513	24.7%	1,526	24.7%	1,547	24.6%
With 3 Persons	817	18.3%	979	17.4%	1,071	17.5%	1,082	17.5%	1,101	17.5%
With 4 Persons	602	13.5%	734	13.1%	786	12.8%	793	12.8%	803	12.8%
With 5+ Persons	415	9.3%	599	10.7%	638	10.4%	643	10.4%	651	10.4%
Total Renter Households	4,459	100.0%	5,618	100.0%	6,126	100.0%	6,188	100.0%	6,291	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, April 2015

The household size with the largest percentage of households is one person households, followed by two person households. In general, households with one to three people are expected to remain stable. The Subject will contain two, three, and four-bedroom floor plans, so this large percentage bodes well for the proposed Subject.

Conclusion

Total population in the PMA is projected to increase at a 0.4 percent annual rate from 2015 to 2019, a growth rate similar to that of the MSA, but is expected to lag behind the national population growth during the same time period. The share of renter-occupied units in the PMA is slightly higher than in the MSA. It should be noted that both the percentage and number of renter-occupied units in the PMA is expected to increase through 2019.

Households earning under \$40,000 in the PMA comprise 62.7 percent of all income cohorts. The Subject will target households earning between \$17,760 and \$24,900 under the LIHTC program and households with incomes as low as \$0 with Section 8 subsidies; therefore, the Subject is well-positioned to service this market. Overall, the demographic data points to a growing population with several households within the income band that the Subject would target under the LIHTC program, without consideration of the project-based Section 8 subsidy.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The Thomasville, GA Micropolitan Statistical Area is comprised of Thomas County. Thomasville is the county seat of Thomas County and is located approximately 54 miles inland from the Gulf of Mexico and 34 miles north of Tallahassee in southern Georgia. Thomasville is the economic hub of the region and serves a population of 155,000 in a five county area of rural Georgia. The local economies of Thomasville and Thomas County are largely driven by manufacturing and small businesses with over 120 industries operating in the county and providing jobs for 40 percent of the area population.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) Thomas County. Note that the data below was the most recent data available.

TOTAL JOBS - THOMAS COUNTY, GA		
Year	Total Employment	% Change
2005	21,875	-
2006	22,549	3.1%
2007	22,047	-2.2%
2008	20,937	-5.0%
2009	19,442	-7.1%
2010	19,218	-1.2%
2011	19,793	3.0%
2012	19,951	0.8%
2013	19,661	-1.5%
2014 YTD Average*	19,335	-1.7%
Dec-13	19,554	-
Dec-14	18,976	-3.0%

Source: U.S. Bureau of Labor Statistics, April 2015
 *2014 data is through December

As illustrated in the table above, Thomas County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2007 with its first employment decrease of the decade. Thomas County employment increased in 2011, as well as 2012. However, total employment in the county decreased in 2013 and 2014, which can primarily be attributed to the closing of Southwestern State Hospital in late 2013 resulting in the layoff of 600 employees. Between December 2013 and 2014, total covered employment decreased 3.0 percent.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Thomas County as of the third quarter 2014.

COVERED EMPLOYMENT		
Thomas County, Georgia		
	Number	Percent
Total, all industries	19,917	-
Goods-producing	3,692	-
Natural resources and mining	362	1.8%
Construction	640	3.2%
Manufacturing	2,690	13.5%
Service-providing	13,092	-
Trade, transportation, and utilities	2,995	15.0%
Information	84	0.4%
Financial activities	766	3.8%
Professional and business services	3,474	17.4%
Education and health services	3,738	18.8%
Leisure and hospitality	1,447	7.3%
Other services	587	2.9%
Unclassified	54	0.3%
Government	3,079	15.5%

Source: Georgia Department of Labor, 4/2015

Education and health services, professional and business services, and government sectors represent the largest percentages of total employment in Thomas County. The education and health services and government sectors are historically more stable industries.

2015 EMPLOYMENT BY INDUSTRY				
Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	3,586	22.3%	20,080,547	14.0%
Retail Trade	1,903	11.8%	16,592,605	11.6%
Educational Services	1,851	11.5%	12,979,314	9.1%
Manufacturing	1,685	10.5%	15,162,651	10.6%
Accommodation/Food Services	1,073	6.7%	10,849,114	7.6%
Public Administration	1,006	6.2%	6,713,073	4.7%
Construction	840	5.2%	8,291,595	5.8%
Other Services (excl Publ Adm)	787	4.9%	7,850,739	5.5%
Agric/Forestry/Fishing/Hunting	441	2.7%	1,800,354	1.3%
Finance/Insurance	441	2.7%	6,884,133	4.8%
Admin/Support/Waste Mgmt Svcs	432	2.7%	6,316,579	4.4%
Wholesale Trade	422	2.6%	3,628,118	2.5%
Transportation/Warehousing	407	2.5%	5,898,791	4.1%
Prof/Scientific/Tech Services	392	2.4%	9,808,289	6.8%
Arts/Entertainment/Recreation	226	1.4%	3,151,821	2.2%
Real Estate/Rental/Leasing	174	1.1%	2,627,562	1.8%
Utilities	172	1.1%	1,107,105	0.8%
Information	163	1.0%	2,577,845	1.8%
Mgmt of Companies/Enterprises	97	0.6%	97,762	0.1%
Mining	10	0.1%	868,282	0.6%
Total Employment	16,108	100.0%	143,286,279	100.0%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

The PMA's leading industries include health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries make up 56.1 percent of total employment in the PMA. The PMA is overly represented in sectors such as health care/social assistance and educational services, and underrepresented in the professional/scientific/tech services, finance/insurance, and administration/support/waste management services sectors compared to the nation as a whole. Two of the three largest employment sectors in the PMA are traditionally more stable employment sectors, health care/social assistance and educational services. However, other significant employment sectors include accommodation/food services, retail trade, and manufacturing, which have historically proven susceptible to job losses in times of economic recession. Overall, the mix of industries in the local economy indicates a relatively diversified work force that is susceptible to cyclical employment shifts.

The following table illustrates employment by industry in the PMA from 2000 to 2015.

2000-2015 CHANGE IN EMPLOYMENT - PMA						
Industry	2000		2015		2000-2015	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Annualized Change in Employment	Annual Change in Percentage
Agric/Forestry/Fishing/Hunting	422	2.7%	441	2.7%	1	0.3%
Mining	8	0.1%	10	0.1%	0	1.7%
Construction	905	5.8%	840	5.2%	-4	-0.5%
Manufacturing	2,733	17.6%	1,685	10.5%	-70	-2.6%
Wholesale Trade	486	3.1%	422	2.6%	-4	-0.9%
Retail Trade	1,921	12.4%	1,903	11.8%	-1	-0.1%
Transportation/Warehousing	404	2.6%	407	2.5%	0	0.0%
Utilities	199	1.3%	172	1.1%	-2	-0.9%
Information	214	1.4%	163	1.0%	-3	-1.6%
Finance/Insurance	439	2.8%	441	2.7%	0	0.0%
Real Estate/Rental/Leasing	140	0.9%	174	1.1%	2	1.6%
Prof/Scientific/Tech Services	338	2.2%	392	2.4%	4	1.1%
Mgmt of Companies/Enterprises	25	0.2%	97	0.6%	5	19.2%
Admin/Support/Waste Mgmt Svcs	379	2.4%	432	2.7%	4	0.9%
Educational Services	1,396	9.0%	1,851	11.5%	30	2.2%
Health Care/Social Assistance	2,842	18.3%	3,586	22.3%	50	1.7%
Arts/Entertainment/Recreation	165	1.1%	226	1.4%	4	2.5%
Accommodation/Food Services	888	5.7%	1,073	6.7%	12	1.4%
Other Services (excl Publ Adm)	709	4.6%	787	4.9%	5	0.7%
Public Administration	930	6.0%	1,006	6.2%	5	0.5%
Total Employment	15,543	100.0%	16,108	100.0%	38	0.2%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2015

* Change in percentage is calculated as a rate of change by industry.

*Industry data current as of 2010. Other projections current as of 2015.

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

*Change in percentage is calculated as a rate of change by industry

As the above table indicates, the number of employees in the manufacturing sector has declined by the greatest number of all sectors over the past decade. Meanwhile, the largest gains among other sectors have been the healthcare/social assistance and educational services sectors, gaining 53 and 33 jobs annually, respectively.

3. Major Employers

The following table is a list of the top employers in Thomas County, Georgia. Note that employment numbers were not available from Thomasville and Thomas County Economic Development Authority.

MAJOR EMPLOYERS - THOMAS COUNTY	
Company	Industry
Flower Foods	Baked Goods
Archbold Memorial Hospital	Healthcare
Caterpillar	Manufacturing - Heavy Equipment
Cleaver-Brooks	Manufacturing - Boilers
Hurst Boiler	Manufacturing - Boilers
Turbine Engine Component	Manufacturing - Engines
Blue Bell Creameries	Manufacturing - Dairy
Oil-Dri Corp.	Manufacturing - Sorbent Minerals
Cives Steel Co.	Steel Fabricators
American Signature Furniture	Manufacturing - Furniture
Sweetgrass Dairy	Manufacturing - Dairy
Blackberry Patch	Manufacturing - Syrups and Jams
Fresh Frozen Foods	Manufacturing - Frozen Food
Centek Industries, Inc.	Fiberglass Fabricators
Wilo USA, LLC	Manufacturing - Pumps
Evoqua Water Technologies	Manufacturing - Water Treatment Products
Senior Life Insurance	Insurance

Source: Thomasville and Thomas County Economic Development Authority, April 2015

The local economy is heavily reliant on the manufacturing industry; however, as noted in the previous section of this report, the local economy is becoming less concentrated in this industry and more reliant on the healthcare industry.

Employment Expansion/Contractions

The following table illustrates business closures and layoffs within Thomas County from 2012 to April 2015, according to the Georgia Department of Labor’s Worker Adjustment and Retraining Notification (WARN) filings. No filings during 2015 were reported.

WARN NOTICES – THOMAS COUNTY				
Company	Jobs	Location	Industry	Date
Southwestern State Hospital	600	Thomasville	Healthcare	12/31/2013
Total	600			

Source: Georgia Department of Economic Development, April 2015

As illustrated in the previous table, the PMA experienced one WARN filing from 2012 to 2015 for a total of 600 jobs affected.

Thomasville and Thomas County Economic Development Authority

We contacted Shelley Zorn, Executive Director for the Thomasville and Thomas County Economic Development Authority, in order to obtain a perspective on local economic

conditions. According to Ms. Zorn, there have been several recent business expansion projects over the past few years. These new businesses have been outlined below:

- IHOP, a breakfast restaurant chain, created 35 new jobs.
- Whataburger, a fast food chain, created 40 new jobs.
- Flower Bakery, a large scale baking company, expansion generated 25 new jobs.
- Oilon, a Finnish energy and environment technology company, announced that it will open its first U.S.-based office and warehouse in Thomasville, creating 50 jobs over the next five years.

Ms. Zorn said in addition to the above mentioned job creation, most of the industrial companies in town are projected to create an estimated 300 new positions in the next two years. These companies include Hurst Boilers, Senior Life Insurance, and Wilo USA, LLC. In addition, Ms. Zorn stated Thomasville has seen several gas stations and local business opening in a multitude of sectors, primarily retail and food services.

Ms. Zorn did note that the state mental hospital closed in late 2013 and laid off approximately 600 positions in the area. There were no additional layoffs or closures that she was aware of occurring or happening in the near future.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and nation from 2004 to December 2014.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Thomasville, GA Micropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2004	20,319	-	4.5%	-	139,252,000	-	5.5%	-
2005	21,875	7.7%	4.5%	0.0%	141,730,000	1.8%	5.1%	-0.4%
2006	22,549	3.1%	4.1%	-0.4%	144,427,000	1.9%	4.6%	-0.5%
2007	22,047	-2.2%	4.1%	0.0%	146,047,000	1.1%	4.6%	0.0%
2008	20,937	-5.0%	5.8%	1.7%	145,362,000	-0.5%	5.8%	1.2%
2009	19,442	-7.1%	9.2%	3.4%	139,877,000	-3.8%	9.3%	3.5%
2010	19,218	-1.2%	9.5%	0.3%	139,064,000	-0.6%	9.6%	0.3%
2011	19,793	3.0%	8.7%	-0.8%	139,869,000	0.6%	8.9%	-0.7%
2012	19,951	0.8%	8.0%	-0.7%	142,469,000	1.9%	8.1%	-0.8%
2013	19,661	-1.5%	7.3%	-0.7%	143,929,000	1.0%	7.4%	-0.7%
2014 YTD Average*	19,335	-1.7%	7.1%	-0.2%	146,305,000	1.7%	6.2%	-1.2%
Dec-13	19,554	-	6.5%	-	144,423,000	-	6.5%	-
Dec-14	18,976	-3.0%	6.3%	-0.2%	147,190,000	1.9%	5.4%	-1.1%

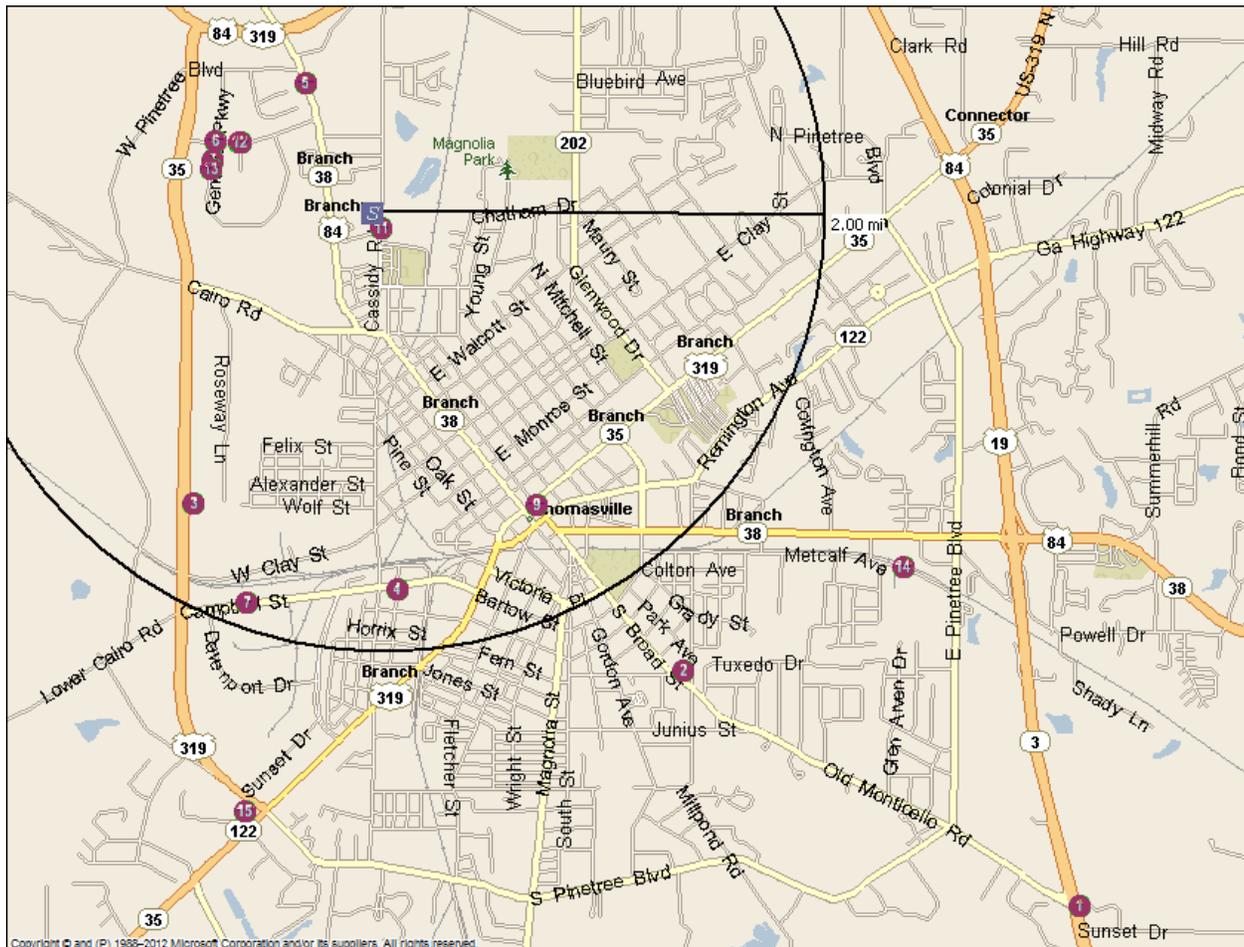
Source: U.S. Bureau of Labor Statistics, April 2015

*2014 data is through December

The MSA experienced employment growth in 2005 and 2006, but experienced a decrease in total employment from 2007 to 2010. The total employment loss over the noted period was due to the most recent national recession. From 2007 to 2010, the unemployment rate in the MSA increased 5.4 percentage points. Its unemployment rate peaked at 9.5 percent in 2010. While there was a slight recovery in total employment in the MSA from 2010 to 2012, the MSA experienced employment loss in 2013 and 2014, which can primarily be attributed to the closing of the Southwestern State Hospital. As of December 2014, the most recent data available, the unemployment rate in the MSA is 6.3 percent, which is higher than pre-recession levels and the national unemployment rate. Overall, it appears that the MSA remains affected by the most recent recession as current employment is below pre-recessionary levels.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Thomasville, Georgia area.



MAJOR EMPLOYERS - THOMAS COUNTY		
Map #	Company	Industry
1	Flower Foods	Baked Goods
2	Archbold Memorial Hospital	Healthcare
3	Caterpillar	Manufacturing - Heavy Equipment
4	Cleaver-Brooks	Manufacturing - Boilers
5	Turbine Engine Component	Manufacturing - Engines
6	Blue Bell Creameries	Manufacturing - Dairy
7	Oil-Dri Corp.	Manufacturing - Sorbent Minerals
8	American Signature Furniture	Manufacturing - Furniture
9	Sweetgrass Dairy	Manufacturing - Dairy
10	Blackberry Patch	Manufacturing - Syrups and Jams
11	Fresh Frozen Foods	Manufacturing - Frozen Food
12	Centek Industries, Inc.	Fiberglass Fabricators
13	Wilco USA, LLC	Manufacturing - Pumps
14	Evoqua Water Technologies	Manufacturing - Water Treatment Products
15	Senior Life Insurance	Insurance

Conclusion

The local economies of Thomasville and Thomas County are largely driven by manufacturing and small businesses with over 120 industries operating in the county and providing jobs for 40 percent of the area population. The MSA experienced employment growth in 2005 and 2006, but experienced a decrease in total employment from 2007 to 2010. The total employment loss over the noted period was due to the most recent national recession. From 2007 to 2010, the unemployment rate in the MSA increased 5.4 percentage points. Its unemployment rate peaked at 9.5 percent in 2010. While there was a slight recovery in total employment in the MSA from 2010 to 2012, the MSA experienced employment loss in 2013 and 2014, which can primarily be attributed to the closing of the Southwestern State Hospital. As of December 2014, the most recent data available, the unemployment rate in the MSA is 6.3 percent, which is higher than pre-recession levels and the national unemployment rate. Overall, it appears that the MSA remains affected by the most recent recession as current employment is below pre-recessionary levels.

G. PROJECT-SPECIFIC DEMAND ANALYSIS

PROJECT SPECIFIC DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom).

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

2. Affordability

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for senior households. We will use these guidelines to set the minimum income levels for the demand analysis.

3. Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized January 2017, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are trended to January 2017 by interpolation of the difference between 2015 estimates and 2019 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in January 2017. This number takes the overall growth from 2015 to January

2017 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. The first source (**2a.**) is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using CHAS data based on appropriate income levels.

The second source (**2b.**) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source (**2c.**) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

3C. Secondary Market Area

Per the 2015 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

3D. Other

DCA does not consider household turnover to be a source of market demand. Therefore, we have not accounted for household turnover in our demand analysis.

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2012 to the present.

ADDITIONS TO SUPPLY

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we have deducted the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2013 and 2014.
- Vacancies in projects placed in service prior to 2013 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).

- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2013 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

According to the Georgia Department of Community Affairs, there have been no properties in the Subject’s Primary Market Area that have been awarded tax credits since 2013.

PMA Occupancy

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the average occupancy rates reported.

OVERALL OCCUPANCY - PMA				
Property Name	Type	Tenancy	Units	Occupancy
Hampton Lake Apartments*	LIHTC/Market	Family	96	100.0%
Hunters Chase Apartments*	LIHTC/Market	Family	112	99.1%
Walnut Square*	LIHTC	Family	63	100.0%
Windsor Lake Senior Apartments	LIHTC/Market	Senior	72	100.0%
Summit Wood Valley Apartments	LIHTC/Section 8	Family	87	N/A
Abbey Lake Apartments*	Market	Family	152	99.3%
Ashely Park Apartments*	Market	Family	84	100.0%
Greentree Apartments*	Market	Family	75	100.0%
Pinecrest Apartments*	Market	Family	96	95.8%
Quail Rise Apartments*	Market	Family	109	96.3%
Wildwood Apartments*	Market	Family	216	97.7%
Gibb Thomasville Village	Section 8	Disabled	30	100.0%
Providence Plaza	Section 8	Senior	90	100.0%
Average			1,282	99.0%

*Utilized as a comparable

Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

The Subject will offer 100 percent Section 8 rental assistance and the units are therefore presumed leasable.

Capture Rates

Demand calculations and the derived capture rates are illustrated in the following tables.

Villa North Apartments, Thomasville, GA; Market Study

Renter Household Income Distribution 2015 to Projected Market Entry January 2017					
Villa North Apartments					
PMA					
	2015		Projected Mkt Entry January 2017		Percent Growth
	#	%	#	%	
\$0-9,999	2,022	33.0%	2,087	33.7%	3.1%
\$10,000-19,999	1,387	22.6%	1,410	22.8%	1.6%
\$20,000-29,999	992	16.2%	992	16.0%	0.1%
\$30,000-39,999	737	12.0%	737	11.9%	-0.1%
\$40,000-49,999	351	5.7%	333	5.4%	-5.4%
\$50,000-59,999	136	2.2%	136	2.2%	-0.6%
\$60,000-74,999	219	3.6%	215	3.5%	-1.6%
\$75,000-99,999	120	2.0%	119	1.9%	-0.7%
\$100,000-124,999	93	1.5%	87	1.4%	-6.7%
\$125,000-149,999	14	0.2%	16	0.3%	13.0%
\$150,000-199,999	38	0.6%	36	0.6%	-4.1%
\$200,000+	16	0.3%	19	0.3%	15.3%
Total	6,126	100.0%	6,188	100.0%	1.0%

Renter Household Income Distribution Projected Market Entry January 2017			
Villa North Apartments			
	PMA		
	Projected Mkt Entry January 2017		Change 2015 to Prj Mrkt Entry January 2017
	#	%	#
\$0-9,999	2,087	33.7%	21
\$10,000-19,999	1,410	22.8%	14
\$20,000-29,999	992	16.0%	10
\$30,000-39,999	737	11.9%	7
\$40,000-49,999	333	5.4%	3
\$50,000-59,999	136	2.2%	1
\$60,000-74,999	215	3.5%	2
\$75,000-99,999	119	1.9%	1
\$100,000-124,999	87	1.4%	1
\$125,000-149,999	16	0.3%	0
\$150,000-199,999	36	0.6%	0
\$200,000+	19	0.3%	0
Total	6,188	100.0%	62

Tenure Prj Mrkt Entry January 2017	
Renter	39.6%
Owner	60.4%
Total	100.0%

Renter Household Size for Prj Mrkt Entry January 2017		
Size	Number	Percentage
1 Person	2,144	34.7%
2 Person	1,526	24.7%
3 Person	1,082	17.5%
4 Person	793	12.8%
5+ Person	643	10.4%
Total	6,188	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	1,455	32.6%
2 Person	1,170	26.2%
3 Person	817	18.3%
4 Person	602	13.5%
5+ Person	415	9.3%
Total	4,459	100.0%

Overall Demand with Section 8

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level		Overall			
Minimum Income Limit		\$0			
Maximum Income Limit		\$26,750			
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry January 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	20.87			
\$10,000-19,999	14.09	22.8%	100.0%	14	
\$20,000-29,999	9.92	16.0%	67.5%	7	
\$30,000-39,999	7.37	11.9%	0.0%	0	
\$40,000-49,999	3.33	5.4%	0.0%	0	
\$50,000-59,999	1.36	2.2%	0.0%	0	
\$60,000-74,999	2.15	3.5%	0.0%	0	
\$75,000-99,999	1.19	1.9%	0.0%	0	
\$100,000-124,999	0.87	1.4%	0.0%	0	
\$125,000-149,999	0.16	0.3%	0.0%	0	
\$150,000-199,999	0.36	0.6%	0.0%	0	
\$200,000+	0.19	0.3%	0.0%	0	
	62	100.0%		42	
Percent of renter households within limits versus total number of renter households				67.3%	

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level		Overall			
Minimum Income Limit		\$0			
Maximum Income Limit		\$26,750			
Income Category	Total Renter Households PMA Prj Mrkt Entry January 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	2,087			
\$10,000-19,999	1,410	22.8%	100.0%	1,410	
\$20,000-29,999	992	16.0%	67.5%	670	
\$30,000-39,999	737	11.9%	0.0%	0	
\$40,000-49,999	333	5.4%	0.0%	0	
\$50,000-59,999	136	2.2%	0.0%	0	
\$60,000-74,999	215	3.5%	0.0%	0	
\$75,000-99,999	119	1.9%	0.0%	0	
\$100,000-124,999	87	1.4%	0.0%	0	
\$125,000-149,999	16	0.3%	0.0%	0	
\$150,000-199,999	36	0.6%	0.0%	0	
\$200,000+	19	0.3%	0.0%	0	
	6,188	100.0%		4,166	
Percent of renter households within limits versus total number of renter households				67.3%	

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes	
Type of Housing (Family vs Senior)	Family	
Location of Subject (Rural versus Urban)	Rural	
Percent of Income for Housing	35%	
2000 Median Income	\$32,098	
2015 Median Income	\$37,471	
Change from 2015 to Prj Mrkt Entry January 2017	\$5,373	
Total Percent Change	14.3%	
Average Annual Change	0.1%	
Inflation Rate	0.1%	Two year adjustment 1.0000
Maximum Allowable Income	\$26,750	
Maximum Allowable Income Inflation Adjusted	\$26,750	
Maximum Number of Occupants	6	
Rent Income Categories	Overall	
Initial Gross Rent for Smallest Unit	\$518	
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$518	

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	80%	20%	0%	0%	0%	100%
2	0%	10%	80%	10%	0%	0%	100%
3	0%	0%	30%	70%	0%	0%	100%
4	0%	0%	0%	50%	50%	0%	100%
5+	0%	0%	0%	0%	100%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry January 2017

Income Target Population		Overall
New Renter Households PMA		62
Percent Income Qualified		67.3%
New Renter Income Qualified Households		42

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		6,188
Income Qualified		67.3%
Income Qualified Renter Households		4,166
Percent Rent Overburdened Prj Mrkt Entry January 2017		24.2%
Rent Overburdened Households		1007

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		4,166
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		22

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		0
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		1,029
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1029
Total New Demand		42
Total Demand (New Plus Existing Households)		1,070

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	34.7%	371
Two Persons	24.7%	264
Three Persons	17.5%	187
Four Persons	12.8%	137
Five Persons	10.4%	111
Total	100.0%	1,070

To place Person Demand into Bedroom Type Units		
Of one-person households in 2BR units	20%	74
Of two-person households in 2BR units	80%	211
Of three-person households in 2BR units	30%	56
Of three-person households in 3BR units	70%	131
Of four-person households in 3BR units	50%	69
Of five-person households in 3BR units	0%	0
Of four-person households in 4BR units	50%	69
Of five-person households in 4BR units	100%	111
Total Demand		747
Check		

Total Demand by Bedroom	Overall
2 BR	341
3 BR	226
4 BR	180
Total Demand	747

Additions To Supply 2015 to Prj Mrkt Entry January 2017	Overall
2 BR	0
3 BR	0
4 BR	0
Total	0

Net Demand	Overall
2 BR	341
3 BR	226
4 BR	180
Total	747

Net Demand	Overall
2 BR	341
3 BR	226
4 BR	180
Total	747

Developer's Unit Mix	Overall
2 BR	40
3 BR	52
4 BR	40
Total	132

Conclusions

The Subject will offer 100 percent Section 8 rental subsidy and therefore the units are presumed leasable. The capture rate for the Subject is zero percent per GA DCA's guidelines.

CAPTURE RATE ANALYSIS CHART									
Bedrooms/AMI Level	Total Demand	Additions To Supply	Net Demand	Units Proposed	Capture Rate	Absorption	Average Market Rate	Market Rents Band Min-Max	Proposed Rents
2BR at 50% AMI w/ Sec. 8	341	0	341	40	0.0%	Two Months	\$739	\$570 - \$943	\$443
3BR at 50% AMI w/ Sec. 8	226	0	226	52	0.0%	Three Months	\$901	\$684 - \$1,039	\$495
4BR at 50% AMI w/ Sec. 8	180	0	180	40	0.0%	Three Months	-	-	\$565

Per GA DCA’s guidelines the Subject will have a capture rate of zero percent as it offers 100 percent subsidy and therefore the units are presumed leasable.

DEMAND AND NET DEMAND	
Overall LIHTC with Sec. 8	
Demand from New Households (age and income appropriate)	42
PLUS	+
Demand from Existing Renter Households - Substandard Housing	22
PLUS	+
Demand from Existing Renter Households - Rent Overburdened Households	1,007
=	
Sub Total	1,070
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0
Equals Total Demand	1,070
Less	-
New Supply	0
Equals Net Demand	1,070

Our demand analysis indicates that there are approximately 1,070 income qualified renter households in the PMA. Because all of the Subject's units will operate with an additional subsidy, under DCA guidelines its units are considered leasable and its capture rates are zero. Overall, we believe there is ample demand for the Subject's units as proposed.

H. COMPETITIVE RENTAL ANALYSIS

COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 1,003 units that are 98.5 percent occupied. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided later in this section. A map illustrating the location of the Subject in relation to comparable properties is also provided in this section. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered adequate, as there are three non-subsidized family LIHTC properties in the PMA, all of which we selected as “true” comparables. The selected LIHTC properties are included in the following list of properties.

SURVEYED LIHTC COMPARABLES IN PMA					
Property Name	Address	Type	Tenancy	Units	Occupancy
Hampton Lake Apartments	105 Caitlin Lane	LIHTC/Market	Family	96	100.0%
Hunters Chase Apartments	1 Hunters Chase Circle	LIHTC/Market	Family	112	99.1%
Walnut Square	1220 Hall Road	LIHTC	Family	63	100.0%
Total				271	99.6%

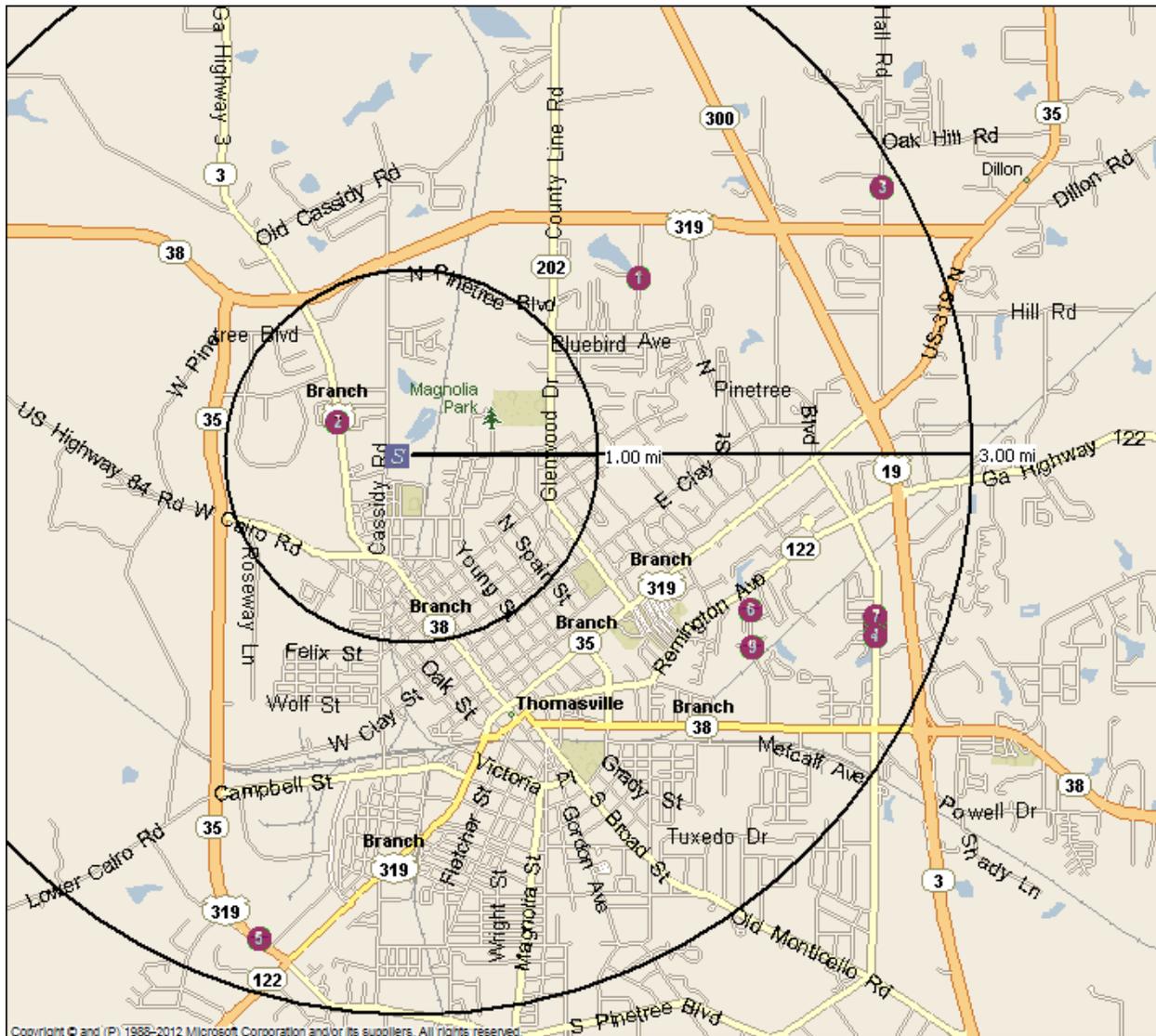
The availability of market rate data is considered good as there are a sufficient number of market rate properties that are located within the PMA. We have included six market rate properties in the rental analysis, and all are located within Thomasville, within less than 3.1 miles of the Subject. These comparable market rate properties were built between 1974 and 2013, and the majority were renovated between 2006 and 2014. These projects offer a mix of one, two, and three-bedroom units.

Excluded Properties

The following table illustrates properties within the PMA that have been excluded from our analysis along with their reason for exclusion.

EXCLUDED PROPERTIES IN THE PMA							
Property Name	Address	Type	Tenancy	Units	Occupancy	Waiting List	Reason for Exclusion
Windsor Lake Senior Apartments	241 Cove Landing Dr.	LIHTC/Market	Senior	72	100.0%	Yes	Dis similar tenanny
Wood Valley Apartments	1325 Warner St.	LIHTC/Section 8	Family	87	N/A	N/A	Subsidized rents
Gibb Thomasville Village	272 Old Boston Rd.	Section 8	Disabled	30	100.0%	Yes	Dis similar tenanny
Providence Plaza	115 S. Pinetree Blvd.	Section 8	Senior	90	100.0%	Yes	Dis similar tenanny

Comparable Rental Property Map



COMPARABLE PROPERTIES				
#	Property Name	City	Type	Distance
1	Hampton Lake Apartments	Thomasville	LIHTC/Market	1.7 miles
2	Hunters Chase Apartments	Thomasville	LIHTC/Market	0.4 miles
3	Walnut Square	Thomasville	LIHTC	3.1 miles
4	Abbey Lake Apartments	Thomasville	Market	2.8 miles
5	Ashley Park Apartments	Thomasville	Market	2.6 miles
6	Greentree Apartments	Thomasville	Market	2.1 miles
7	Pincrest Apartments	Thomasville	Market	2.8 miles
8	Quail Rise Apartments	Thomasville	Market	2.8 miles
9	Wildwood Apartments	Thomasville	Market	2.2 miles

1. The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX																
Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate		
Subject	Villa North Apartments 510 Old Albany Road Thomasville, GA 31792 Thomas County	n/a	Garden (2 stories) 1973 / 2017	LIHTC/ Section 8	2BR / 1BA	40	30.3%	@50%	\$443	733	Yes	Yes	N/A	N/A		
					3BR / 2BA	52	39.4%	@50%	\$495	870	Yes	Yes	N/A	N/A		
					4BR / 2BA	40	30.3%	@50%	\$565	1,038	Yes	Yes	N/A	N/A		
						132	100%								N/A	N/A
1	Hampton Lake Apartments 105 Caitlin Lane Thomasville, GA 31792 Thomas County	1.7 miles	Garden (2 stories) 2007 / n/a	LIHTC/ Market	1BR / 1BA	16	16.7%	@30%	\$179	857	no	Yes	0	0.0%		
					1BR / 1BA	N/A	N/A	@50%	\$354	857	no	Yes	0	N/A		
					1BR / 1BA	8	8.3%	Market	\$536	857	n/a	No	0	0.0%		
					2BR / 2BA	40	41.7%	@30%	\$208	1,137	no	Yes	0	0.0%		
					2BR / 2BA	N/A	N/A	@50%	\$430	1,137	no	Yes	0	N/A		
					2BR / 2BA	N/A	N/A	@60%	\$447	1,137	no	Yes	0	N/A		
					2BR / 2BA	8	8.3%	Market	\$623	1,137	n/a	No	0	0.0%		
					3BR / 2BA	19	19.8%	@30%	\$233	1,270	no	Yes	0	0.0%		
					3BR / 2BA	N/A	N/A	@50%	\$490	1,270	no	Yes	0	N/A		
					3BR / 2BA	N/A	N/A	@60%	\$571	1,270	no	Yes	0	N/A		
					3BR / 2BA	5	5.2%	Market	\$684	1,270	n/a	No	0	0.0%		
						96	100%								0	0.0%
					2	Hunters Chase Apartments 1 Hunters Chase Circle Thomasville, GA 31792 Thomas County	0.4 miles	Garden (2 stories) 2003 / n/a	LIHTC/ Market	1BR / 1BA	2	1.8%	@30%	\$234	730	yes
1BR / 1BA	4	3.6%	@50%	\$432						730	yes	Yes	0	0.0%		
1BR / 1BA	4	3.6%	@50%	\$432						812	yes	Yes	0	0.0%		
1BR / 1BA	7	6.2%	@60%	\$531						730	yes	Yes	0	0.0%		
1BR / 1BA	8	7.1%	@60%	\$531						812	yes	Yes	0	0.0%		
1BR / 1BA	7	6.2%	Market	\$566						730	n/a	Yes	0	0.0%		
2BR / 2BA	3	2.7%	@30%	\$271						1,000	yes	Yes	0	0.0%		
2BR / 2BA	3	2.7%	@30%	\$271						1,081	yes	Yes	0	0.0%		
2BR / 2BA	6	5.4%	@50%	\$508						1,000	yes	Yes	0	0.0%		
2BR / 2BA	6	5.4%	@50%	\$508						1,081	yes	Yes	0	0.0%		
2BR / 2BA	15	13.4%	@60%	\$627						1,000	yes	Yes	0	0.0%		
2BR / 2BA	12	10.7%	@60%	\$627						1,081	yes	Yes	0	0.0%		
2BR / 2BA	6	5.4%	Market	\$678						1,000	n/a	Yes	0	0.0%		
2BR / 2BA	5	4.5%	Market	\$678						1,081	n/a	Yes	0	0.0%		
3BR / 2BA	1	0.9%	@30%	\$313						1,196	yes	Yes	0	0.0%		
3BR / 2BA	1	0.9%	@30%	\$313						1,229	yes	Yes	0	0.0%		
3BR / 2BA	3	2.7%	@50%	\$587						1,196	yes	Yes	0	0.0%		
3BR / 2BA	2	1.8%	@50%	\$587						1,229	yes	Yes	0	0.0%		
3BR / 2BA	7	6.2%	@60%	\$724						1,196	yes	Yes	0	0.0%		
3BR / 2BA	5	4.5%	@60%	\$724						1,229	yes	Yes	0	0.0%		
3BR / 2BA	3	2.7%	Market	\$789	1,196	n/a	Yes	1	33.3%							
3BR / 2BA	2	1.8%	Market	\$789	1,229	n/a	Yes	0	0.0%							
	112	100%								1	0.9%					
3	Walnut Square 1220 Hall Road Thomasville, GA 31757 Thomas County	3.1 miles	Garden (2 stories) 2012 / n/a	LIHTC	1BR / 1BA	2	3.2%	@50%	\$357	850	yes	Yes	0	0.0%		
					1BR / 1BA	6	9.5%	@60%	\$437	850	yes	Yes	0	0.0%		
					2BR / 2BA	7	11.1%	@50%	\$439	965	yes	Yes	0	0.0%		
					2BR / 2BA	24	38.1%	@60%	\$489	965	yes	Yes	0	0.0%		
					3BR / 2BA	5	7.9%	@50%	\$504	1,100	yes	Yes	0	0.0%		
					3BR / 2BA	19	30.2%	@60%	\$599	1,100	yes	Yes	0	0.0%		
	63	100%								0	0.0%					
4	Abbey Lake Apartments 2005 E Pinetree Blvd. Thomasville, GA 31792 Thomas County	2.8 miles	Various (2 stories) 1974 & 2009 / n/a	Market	1BR / 1BA (Garden)	80	52.6%	Market	\$546	545	n/a	No	1	1.3%		
					2BR / 1.5BA (Townhouse)	18	11.8%	Market	\$688	1,100	n/a	No	0	0.0%		
					2BR / 2BA (Garden)	18	11.8%	Market	\$753	900	n/a	No	0	0.0%		
					2BR / 2BA (Garden)	18	11.8%	Market	\$773	1,070	n/a	No	0	0.0%		
					3BR / 2BA (Garden)	18	11.8%	Market	\$879	1,500	n/a	No	0	0.0%		
	152	100%								1	0.7%					
5	Ashley Park Apartments 1 Ashley Park Place Thomasville, GA 31799 Thomas County	2.6 miles	Lowrise (3 stories) 2013 / n/a	Market	1BR / 1BA	42	50.0%	Market	\$721	644	n/a	Yes	0	0.0%		
					1BR / 1BA	N/A	N/A	Market	\$761	751	n/a	Yes	0	N/A		
					2BR / 2BA	26	31.0%	Market	\$873	1,047	n/a	Yes	0	0.0%		
					3BR / 2BA	16	19.0%	Market	\$984	1,311	n/a	Yes	0	0.0%		
	84	100%								0	0.0%					

Villa North Apartments, Thomasville, GA; Market Study

SUMMARY MATRIX - CONTINUED														
Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
6	Greentree Apartments 121 Covington Ave. Thomasville, GA 31792 Thomas County	2.1 miles	One-story 1982 / 2006	Market	Studio / 1BA	6	8.0%	Market	\$476	288	n/a	No	0	0.0%
					1BR / 1BA	55	73.3%	Market	\$556	586	n/a	No	0	0.0%
					2BR / 1BA	7	9.3%	Market	\$697	874	n/a	No	0	0.0%
					2BR / 2BA	7	9.3%	Market	\$697	874	n/a	No	0	0.0%
						75	100%							
7	Pinecrest Apartments 2035 E. Pinetree Blvd Thomasville, GA 31792 Thomas County	2.8 miles	One-story 1977 / n/a	Market	1BR / 1BA	28	29.2%	Market	\$528	600	n/a	No	2	7.1%
					1BR / 1BA	0	0.0%	Market	\$540	600	n/a	No	0	N/A
					1BR / 1BA	0	0.0%	Market	\$515	600	n/a	No	0	N/A
					2BR / 1BA	28	29.2%	Market	\$583	823	n/a	No	0	0.0%
					2BR / 1BA	0	0.0%	Market	\$595	823	n/a	No	0	N/A
					2BR / 1BA	0	0.0%	Market	\$570	823	n/a	No	0	N/A
					2BR / 2BA	28	29.2%	Market	\$625	1,125	n/a	No	0	0.0%
					2BR / 2BA	0	0.0%	Market	\$660	1,150	n/a	No	0	N/A
					2BR / 2BA	0	0.0%	Market	\$580	1,000	n/a	No	0	N/A
					3BR / 2BA	12	12.5%	Market	\$705	1,213	n/a	No	2	16.7%
					3BR / 2BA	0	0.0%	Market	\$710	1,225	n/a	No	0	N/A
					3BR / 2BA	0	0.0%	Market	\$700	1,200	n/a	No	0	N/A
						96	100%							
8	Quail Rise Apartments 2015 E. Pinetree Blvd Thomasville, GA 31792 Thomas County	2.8 miles	Garden (2 stories) 1979 / 2007	Market	1BR / 1BA	21	19.3%	Market	\$596	769	n/a	No	1	4.8%
					2BR / 1BA	32	29.4%	Market	\$698	918	n/a	No	2	6.2%
					2BR / 2BA	16	14.7%	Market	\$743	1,014	n/a	No	0	0.0%
					2BR / 2BA	32	29.4%	Market	\$768	1,112	n/a	No	1	3.1%
					3BR / 2BA	8	7.3%	Market	\$844	1,276	n/a	No	0	0.0%
	109	100%								4	3.7%			
9	Wildwood Apartments 220 Covington Ave Thomasville, GA 31792 Thomas County	2.2 miles	Garden (2 stories) 1984 / 2014	Market	1BR / 1BA	64	29.6%	Market	\$751	809	n/a	No	0	0.0%
					2BR / 1BA	60	27.8%	Market	\$831	1,044	n/a	No	2	3.3%
					2BR / 1BA	0	0.0%	Market	\$913	1,044	n/a	No	0	N/A
					2BR / 1BA	0	0.0%	Market	\$748	1,044	n/a	No	0	N/A
					2BR / 2BA	12	5.6%	Market	\$851	1,044	n/a	No	2	16.7%
					2BR / 2BA	0	0.0%	Market	\$943	1,044	n/a	No	0	N/A
					2BR / 2BA	0	0.0%	Market	\$758	1,044	n/a	No	0	N/A
					3BR / 2BA	80	37.0%	Market	\$949	1,236	n/a	No	1	1.3%
					3BR / 2BA	0	0.0%	Market	\$1,039	1,236	n/a	No	0	N/A
					3BR / 2BA	0	0.0%	Market	\$859	1,236	n/a	No	0	N/A
	216	100%								5	2.3%			

Villa North Apartments, Thomasville, GA; Market Study

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.						
Effective Rent Date:		Apr-15	Units Surveyed:	1,003	Weighted Occupancy:	98.5%
			Market Rate	732	Market Rate	98.1%
			Tax Credit	271	Tax Credit	99.6%
Two Bedrooms One Bath		Three Bedrooms Two Bath		Four Bedrooms Two Bath		
RENT	Property	Average	Property	Average	Property	Average
	Wildwood Apartments	\$913	Wildwood Apartments	\$1,039	Villa North Apartments * (50%)	\$565
	Ashley Park Apartments (2BA)	\$873	Ashley Park Apartments	\$984		
	Wildwood Apartments	\$831	Wildwood Apartments	\$949		
	Wildwood Apartments	\$748	Abbey Lake Apartments	\$879		
	Quail Rise Apartments	\$698	Wildwood Apartments	\$859		
	Greentree Apartments	\$697	Quail Rise Apartments	\$844		
	Abbey Lake Apartments (1.5BA)	\$688	Hunters Chase Apartments * (M)	\$789		
	Hunters Chase Apartments * (2BA M)	\$678	Hunters Chase Apartments * (M)	\$789		
	Hunters Chase Apartments * (2BA M)	\$678	Hunters Chase Apartments * (60%)	\$724		
	Hunters Chase Apartments * (2BA 60%)	\$627	Hunters Chase Apartments * (60%)	\$724		
	Hunters Chase Apartments * (2BA 60%)	\$627	Pinecrest Apartments	\$710		
	Hampton Lake Apartments * (2BA M)	\$623	Pinecrest Apartments	\$705		
	Pinecrest Apartments	\$595	Pinecrest Apartments	\$700		
	Pinecrest Apartments	\$583	Hampton Lake Apartments * (M)	\$684		
	Pinecrest Apartments	\$570	Walnut Square * (60%)	\$599		
	Hunters Chase Apartments * (2BA 50%)	\$508	Hunters Chase Apartments * (50%)	\$587		
	Hunters Chase Apartments * (2BA 50%)	\$508	Hunters Chase Apartments * (50%)	\$587		
	Walnut Square * (2BA 60%)	\$489	Hampton Lake Apartments * (60%)	\$571		
	Hampton Lake Apartments * (2BA 60%)	\$447	Walnut Square * (50%)	\$504		
	Villa North Apartments * (50%)	\$443	Villa North Apartments * (50%)	\$495		
	Walnut Square * (2BA 50%)	\$439	Hampton Lake Apartments * (50%)	\$490		
	Hampton Lake Apartments * (2BA 50%)	\$430	Hunters Chase Apartments * (30%)	\$313		
	Hunters Chase Apartments * (2BA 30%)	\$271	Hunters Chase Apartments * (30%)	\$313		
	Hunters Chase Apartments * (2BA 30%)	\$271	Hampton Lake Apartments * (30%)	\$233		
	Hampton Lake Apartments * (2BA 30%)	\$208				
SQUARE FOOTAGE	Property	Average	Property	Average	Property	Average
	Hampton Lake Apartments * (2BA 30%)	1,137	Abbey Lake Apartments	1,500	Villa North Apartments * (50%)	1,038
	Hampton Lake Apartments * (2BA 50%)	1,137	Ashley Park Apartments	1,311		
	Hampton Lake Apartments * (2BA 60%)	1,137	Quail Rise Apartments	1,276		
	Hampton Lake Apartments * (2BA M)	1,137	Hampton Lake Apartments * (30%)	1,270		
	Abbey Lake Apartments (1.5BA)	1,100	Hampton Lake Apartments * (50%)	1,270		
	Hunters Chase Apartments * (2BA 30%)	1,081	Hampton Lake Apartments * (60%)	1,270		
	Hunters Chase Apartments * (2BA 50%)	1,081	Hampton Lake Apartments * (M)	1,270		
	Hunters Chase Apartments * (2BA 60%)	1,081	Wildwood Apartments	1,236		
	Hunters Chase Apartments * (2BA M)	1,081	Wildwood Apartments	1,236		
	Ashley Park Apartments (2BA)	1,047	Wildwood Apartments	1,236		
	Wildwood Apartments	1,044	Hunters Chase Apartments * (30%)	1,229		
	Wildwood Apartments	1,044	Hunters Chase Apartments * (50%)	1,229		
	Wildwood Apartments	1,044	Hunters Chase Apartments * (60%)	1,229		
	Hunters Chase Apartments * (2BA 30%)	1,000	Hunters Chase Apartments * (M)	1,229		
	Hunters Chase Apartments * (2BA 50%)	1,000	Pinecrest Apartments	1,225		
	Hunters Chase Apartments * (2BA 60%)	1,000	Pinecrest Apartments	1,213		
	Hunters Chase Apartments * (2BA M)	1,000	Pinecrest Apartments	1,200		
	Walnut Square * (2BA 50%)	965	Hunters Chase Apartments * (30%)	1,196		
	Walnut Square * (2BA 60%)	965	Hunters Chase Apartments * (50%)	1,196		
	Quail Rise Apartments	918	Hunters Chase Apartments * (60%)	1,196		
	Greentree Apartments	874	Hunters Chase Apartments * (M)	1,196		
	Pinecrest Apartments	823	Walnut Square * (50%)	1,100		
	Pinecrest Apartments	823	Walnut Square * (60%)	1,100		
	Pinecrest Apartments	823	Villa North Apartments * (50%)	870		
	Villa North Apartments * (50%)	733				
RENT PER SQUARE FOOT	Property	Average	Property	Average	Property	Average
	Wildwood Apartments	\$0.87	Wildwood Apartments	\$0.84	Villa North Apartments * (50%)	\$0.54
	Ashley Park Apartments (2BA)	\$0.83	Wildwood Apartments	\$0.77		
	Greentree Apartments	\$0.80	Ashley Park Apartments	\$0.75		
	Wildwood Apartments	\$0.80	Wildwood Apartments	\$0.69		
	Quail Rise Apartments	\$0.76	Quail Rise Apartments	\$0.66		
	Pinecrest Apartments	\$0.72	Hunters Chase Apartments * (M)	\$0.66		
	Wildwood Apartments	\$0.72	Hunters Chase Apartments * (M)	\$0.64		
	Pinecrest Apartments	\$0.71	Hunters Chase Apartments * (60%)	\$0.61		
	Pinecrest Apartments	\$0.69	Hunters Chase Apartments * (60%)	\$0.59		
	Hunters Chase Apartments * (2BA M)	\$0.68	Abbey Lake Apartments	\$0.59		
	Hunters Chase Apartments * (2BA M)	\$0.63	Pinecrest Apartments	\$0.58		
	Hunters Chase Apartments * (2BA 60%)	\$0.63	Pinecrest Apartments	\$0.58		
	Abbey Lake Apartments (1.5BA)	\$0.63	Pinecrest Apartments	\$0.58		
	Villa North Apartments * (50%)	\$0.60	Villa North Apartments * (50%)	\$0.57		
	Hunters Chase Apartments * (2BA 60%)	\$0.58	Walnut Square * (60%)	\$0.54		
	Hampton Lake Apartments * (2BA M)	\$0.55	Hampton Lake Apartments * (M)	\$0.54		
	Hunters Chase Apartments * (2BA 50%)	\$0.51	Hunters Chase Apartments * (50%)	\$0.49		
	Walnut Square * (2BA 60%)	\$0.51	Hunters Chase Apartments * (50%)	\$0.48		
	Hunters Chase Apartments * (2BA 50%)	\$0.47	Walnut Square * (50%)	\$0.46		
	Walnut Square * (2BA 50%)	\$0.45	Hampton Lake Apartments * (60%)	\$0.45		
	Hampton Lake Apartments * (2BA 60%)	\$0.39	Hampton Lake Apartments * (50%)	\$0.39		
	Hampton Lake Apartments * (2BA 50%)	\$0.38	Hunters Chase Apartments * (30%)	\$0.26		
	Hunters Chase Apartments * (2BA 30%)	\$0.27	Hunters Chase Apartments * (30%)	\$0.25		
	Hunters Chase Apartments * (2BA 30%)	\$0.25	Hampton Lake Apartments * (30%)	\$0.18		
	Hampton Lake Apartments * (2BA 30%)	\$0.18				

PROPERTY PROFILE REPORT

Hampton Lake Apartments

Effective Rent Date	4/17/2015
Location	105 Caitlin Lane Thomasville, GA 31792 Thomas County
Distance	1.7 miles
Units	96
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Primarily Families and Couples
Contact Name	Leasing Manager
Phone	229-227-3558



Market Information

Program	@30%, @50%, @60%, Market
Annual Turnover Rate	13%
Units/Month Absorbed	N/A
HCV Tenants	4%
Leasing Pace	Pre-Leased
Annual Chg. in Rent	None reported
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	16	857	\$138	\$0	@30%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	N/A	857	\$313	\$0	@50%	Yes	0	N/A	no	None
1	1	Garden (2 stories)	8	857	\$495	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	40	1,137	\$155	\$0	@30%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	N/A	1,137	\$377	\$0	@50%	Yes	0	N/A	no	None
2	2	Garden (2 stories)	N/A	1,137	\$394	\$0	@60%	Yes	0	N/A	no	None
2	2	Garden (2 stories)	8	1,137	\$570	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	19	1,270	\$169	\$0	@30%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	N/A	1,270	\$426	\$0	@50%	Yes	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,270	\$507	\$0	@60%	Yes	0	N/A	no	None
3	2	Garden (2 stories)	5	1,270	\$620	\$0	Market	No	0	0.0%	N/A	None

Hampton Lake Apartments, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$138	\$0	\$138	\$41	\$179	1BR / 1BA	\$313	\$0	\$313	\$41	\$354
2BR / 2BA	\$155	\$0	\$155	\$53	\$208	2BR / 2BA	\$377	\$0	\$377	\$53	\$430
3BR / 2BA	\$169	\$0	\$169	\$64	\$233	3BR / 2BA	\$426	\$0	\$426	\$64	\$490
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$394	\$0	\$394	\$53	\$447	1BR / 1BA	\$495	\$0	\$495	\$41	\$536
3BR / 2BA	\$507	\$0	\$507	\$64	\$571	2BR / 2BA	\$570	\$0	\$570	\$53	\$623
						3BR / 2BA	\$620	\$0	\$620	\$64	\$684

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Ceiling Fan
Oven
Washer/Dryer hookup

Blinds
Carpeting
Dishwasher
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Recreation Areas

Exercise Facility
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

The contact stated the waiting list consists of 120 households for tax credit units. In addition, the contact stated evictions for non-payment account for half of the turnover rate.

PROPERTY PROFILE REPORT

Hunters Chase Apartments

Effective Rent Date 4/15/2015

Location 1 Hunters Chase Circle
Thomasville, GA 31792
Thomas County

Distance 0.4 miles

Units 112

Vacant Units 1

Vacancy Rate 0.9%

Type Garden (2 stories)

Year Built/Renovated 2003 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Hampton Lakes, Wildwood

Tenant Characteristics Majority families, most of the tenants are from Thomasville.

Contact Name Lynn

Phone 229.226.2111



Market Information

Program @30%, @50%, @60%, Market

Annual Turnover Rate 11%

Units/Month Absorbed 12

HCV Tenants 6%

Leasing Pace Pre-Leased

Annual Chg. in Rent Kept at Max

Concession None

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water not included

Sewer not included

Trash Collection included

Hunters Chase Apartments, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	730	\$193	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	730	\$391	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	812	\$391	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	7	730	\$490	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	8	812	\$490	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	7	730	\$525	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	3	1,000	\$218	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	3	1,081	\$218	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	6	1,000	\$455	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	6	1,081	\$455	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	15	1,000	\$574	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	12	1,081	\$574	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	6	1,000	\$625	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	5	1,081	\$625	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	1	1,196	\$249	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	1	1,229	\$249	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	3	1,196	\$523	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	2	1,229	\$523	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	7	1,196	\$660	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	5	1,229	\$660	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	3	1,196	\$725	\$0	Market	Yes	1	33.3%	N/A	None
3	2	Garden (2 stories)	2	1,229	\$725	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$193	\$0	\$193	\$41	\$234	1BR / 1BA	\$391	\$0	\$391	\$41	\$432
2BR / 2BA	\$218	\$0	\$218	\$53	\$271	2BR / 2BA	\$455	\$0	\$455	\$53	\$508
3BR / 2BA	\$249	\$0	\$249	\$64	\$313	3BR / 2BA	\$523	\$0	\$523	\$64	\$587
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$490	\$0	\$490	\$41	\$531	1BR / 1BA	\$525	\$0	\$525	\$41	\$566
2BR / 2BA	\$574	\$0	\$574	\$53	\$627	2BR / 2BA	\$625	\$0	\$625	\$53	\$678
3BR / 2BA	\$660	\$0	\$660	\$64	\$724	3BR / 2BA	\$725	\$0	\$725	\$64	\$789

Hunters Chase Apartments, continued

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Carpeting
Coat Closet
Ceiling Fan
Oven
Vaulted Ceilings

Security

Intercom (Buzzer)
Intercom (Phone)
Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking
Picnic Area
Swimming Pool

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground
Volleyball Court

Premium

None

Other

Gazebo

Comments

The contact stated the waiting list consists of 15 households for all unit sizes.

Hunters Chase Apartments, continued

Trend Report

Vacancy Rates

1Q13	1Q14	2Q14	2Q15
7.1%	3.6%	2.7%	0.9%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$214	\$0	\$214	\$255
2014	1	0.0%	\$200	\$0	\$200	\$241
2014	2	0.0%	\$197	\$0	\$197	\$238
2015	2	0.0%	\$193	\$0	\$193	\$234

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$246	\$0	\$246	\$299
2014	1	0.0%	\$235	\$0	\$235	\$288
2014	2	0.0%	\$239	\$0	\$239	\$292
2015	2	0.0%	\$218	\$0	\$218	\$271

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$282	\$0	\$282	\$346
2014	1	0.0%	\$267	\$0	\$267	\$331
2014	2	0.0%	\$255	\$0	\$255	\$319
2015	2	0.0%	\$249	\$0	\$249	\$313

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$506	\$0	\$506	\$547
2014	1	6.7%	\$497	\$0	\$497	\$538
2014	2	13.3%	\$494	\$0	\$494	\$535
2015	2	0.0%	\$490	\$0	\$490	\$531

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	7.4%	\$587	\$0	\$587	\$640
2014	1	0.0%	\$591	\$0	\$591	\$644
2014	2	0.0%	\$595	\$0	\$595	\$648
2015	2	0.0%	\$574	\$0	\$574	\$627

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	33.3%	\$662	\$0	\$662	\$726
2014	1	8.3%	\$678	\$0	\$678	\$742
2014	2	8.3%	\$666	\$0	\$666	\$730
2015	2	0.0%	\$660	\$0	\$660	\$724

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$412	\$0	\$412	\$453
2014	1	0.0%	\$398	\$0	\$398	\$439
2014	2	0.0%	\$395	\$0	\$395	\$436
2015	2	0.0%	\$391	\$0	\$391	\$432

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$483	\$0	\$483	\$536
2014	1	0.0%	\$472	\$0	\$472	\$525
2014	2	0.0%	\$476	\$0	\$476	\$529
2015	2	0.0%	\$455	\$0	\$455	\$508

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$556	\$0	\$556	\$620
2014	1	0.0%	\$541	\$0	\$541	\$605
2014	2	0.0%	\$529	\$0	\$529	\$593
2015	2	0.0%	\$523	\$0	\$523	\$587

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$525	\$0	\$525	\$566
2014	1	14.3%	\$525	\$0	\$525	\$566
2014	2	0.0%	\$525	\$0	\$525	\$566
2015	2	0.0%	\$525	\$0	\$525	\$566

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$625	\$0	\$625	\$678
2014	1	0.0%	\$625	\$0	\$625	\$678
2014	2	0.0%	\$625	\$0	\$625	\$678
2015	2	0.0%	\$625	\$0	\$625	\$678

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	40.0%	\$725	\$0	\$725	\$789
2014	1	20.0%	\$725	\$0	\$725	\$789
2014	2	0.0%	\$725	\$0	\$725	\$789
2015	2	20.0%	\$725	\$0	\$725	\$789

Hunters Chase Apartments, continued

Trend: Comments

- 1Q13** All units saw changes in rent with 30 percent units increasing 16 percent to 21 percent, 50 percent units increasing 8.5 percent to 10.0 percent, 60 percent units increasing 3.4 percent to 6.0 percent, and market rate units increasing 3.5 percent to 5.0 percent. Management reported no wait list for any of the units.
- 1Q14** The contact stated that the above average turnover rate is due to job layoffs and tenants purchasing homes. When asked about current market conditions, the contact replied that the market is strong.
- 2Q14** The contact stated that the decrease in affordable rents over the last 12 months was due to an increase in the local utility allowance. When asked about current market conditions, the contact replied that the market is average.
- 2Q15** The contact stated the waiting list consists of 15 households for all unit sizes.

Hunters Chase Apartments, continued

Photos



PROPERTY PROFILE REPORT

Walnut Square

Effective Rent Date 4/27/2015
Location 1220 Hall Road
 Thomasville, GA 31757
 Thomas County
Distance 3.1 miles
Units 63
Vacant Units 0
Vacancy Rate 0.0%
Type Garden (2 stories)
Year Built/Renovated 2012 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Hampton Lake
Tenant Characteristics Primarily families with kids
Contact Name Ashley
Phone 229-236-0161



Market Information

Program @50%, @60%
Annual Turnover Rate 8%
Units/Month Absorbed N/A
HCV Tenants 15%
Leasing Pace Pre-Leased
Annual Chg. in Rent None reported
Concession None

Utilities

A/C not included -- central
Cooking not included -- electric
Water Heat not included -- gas
Heat not included -- electric
Other Electric not included
Water not included
Sewer not included
Trash Collection included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	850	\$316	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	6	850	\$396	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	7	965	\$386	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	24	965	\$436	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	5	1,100	\$440	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	19	1,100	\$535	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$316	\$0	\$316	\$41	\$357	1BR / 1BA	\$396	\$0	\$396	\$41	\$437
2BR / 2BA	\$386	\$0	\$386	\$53	\$439	2BR / 2BA	\$436	\$0	\$436	\$53	\$489
3BR / 2BA	\$440	\$0	\$440	\$64	\$504	3BR / 2BA	\$535	\$0	\$535	\$64	\$599

Walnut Square, continued

Amenities

In-Unit

Blinds
Central A/C
Garbage Disposal
Oven
Washer/Dryer hookup

Carpeting
Dishwasher
Microwave
Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground

Courtyard
Off-Street Parking
Picnic Area

Premium

None

Other

None

Comments

The contact stated the waiting list consists of 150 households.

PROPERTY PROFILE REPORT

Abbey Lake Apartments

Effective Rent Date	4/15/2015
Location	2005 E Pinetree Blvd. Thomasville, GA 31792 Thomas County Intersection: Smith Ave.
Distance	2.8 miles
Units	152
Vacant Units	1
Vacancy Rate	0.7%
Type	Various (2 stories)
Year Built/Renovated	1974 & 2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Quail Rise, Wildwood, Pinecrest
Tenant Characteristics	Majority families. Most of the tenants are from Thomasville or Cairo.
Contact Name	Ben
Phone	229-226-1577



Market Information

Program	Market
Annual Turnover Rate	47%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-Leased
Annual Chg. in Rent	Increased 1% since 2Q2014
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	80	545	\$505	\$0	Market	No	1	1.3%	N/A	None
2	1.5	Townhouse (2 stories)	18	1,100	\$635	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden	18	900	\$700	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden	18	1,070	\$720	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden	18	1,500	\$815	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$505	\$0	\$505	\$41	\$546
2BR / 1.5BA	\$635	\$0	\$635	\$53	\$688
2BR / 2BA	\$700 - \$720	\$0	\$700 - \$720	\$53	\$753 - \$773
3BR / 2BA	\$815	\$0	\$815	\$64	\$879

Abbey Lake Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Oven
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Ceiling Fan
Refrigerator

Security

Patrol

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

The contact stated the one and two-bedroom units are high in demand.

Abbey Lake Apartments, continued

Trend Report

Vacancy Rates

1Q13	1Q14	2Q14	2Q15
2.0%	3.3%	0.7%	0.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$495	\$0	\$495	\$536
2014	1	1.3%	\$495	\$0	\$495	\$536
2014	2	0.0%	\$500	\$0	\$500	\$541
2015	2	1.3%	\$505	\$0	\$505	\$546

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	5.6%	\$625	\$0	\$625	\$678
2014	1	0.0%	\$625	\$0	\$625	\$678
2014	2	0.0%	\$630	\$0	\$630	\$683
2015	2	0.0%	\$635	\$0	\$635	\$688

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	5.6%	\$685 - \$705	\$0	\$685 - \$705	\$738 - \$758
2014	1	5.6%	\$685 - \$705	\$0	\$685 - \$705	\$738 - \$758
2014	2	2.8%	\$690 - \$710	\$0	\$690 - \$710	\$743 - \$763
2015	2	0.0%	\$700 - \$720	\$0	\$700 - \$720	\$753 - \$773

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$805	\$0	\$805	\$869
2014	1	11.1%	\$805	\$0	\$805	\$869
2014	2	0.0%	\$805	\$0	\$805	\$869
2015	2	0.0%	\$815	\$0	\$815	\$879

Trend: Comments

- 1Q13** Management reported that one-bedroom units that come with dishwashers are \$15 greater than those one-bedroom units without. There are 36 one-bedroom units without dishwashers. Buildings N, O, and P on the property were new additions to the property built in 2009, but there have been no other major renovations. Rents also include pest control services. A few local police officers live in the building, according to the contact. Therefore, safety is not an issue as police vehicles are constantly parked on premise. Management reported greater demand for three-bedroom units.
- 1Q14** The property does not accept Housing Choice Vouchers. The contact stated most of the tenants come from within a 15 minute drive. The contact added that the one-bedroom unit is the most popular unit type at the property. When asked about current market conditions, the contact replied that the market is good for the winter season.
- 2Q14** When asked about current market conditions, the contact replied that the market is strong.
- 2Q15** The contact stated the one and two-bedroom units are high in demand.

PROPERTY PROFILE REPORT

Ashley Park Apartments

Effective Rent Date 4/24/2015
Location 1 Ashley Park Place
 Thomasville, GA 31799
 Thomas County
Distance 2.6 miles
Units 84
Vacant Units 0
Vacancy Rate 0.0%
Type Lowrise (3 stories)
Year Built/Renovated 2013 / N/A
Marketing Began 6/01/2013
Leasing Began 9/01/2013
Last Unit Leased 12/01/2013
Major Competitors None Identified
Tenant Characteristics Singles and Small Families
Contact Name Lauren
Phone 229-236-5001



Market Information

Program Market
Annual Turnover Rate 14%
Units/Month Absorbed 21
HCV Tenants 0%
Leasing Pace Pre-Leased
Annual Chg. in Rent Not Available
Concession Discounted Deposit

Utilities

A/C not included -- central
Cooking not included -- electric
Water Heat not included -- electric
Heat not included -- electric
Other Electric not included
Water not included
Sewer not included
Trash Collection included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	42	644	\$680	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	N/A	751	\$720	\$0	Market	Yes	0	N/A	N/A	None
2	2	Lowrise (3 stories)	26	1,047	\$820	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Lowrise (3 stories)	16	1,311	\$920	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$680 - \$720	\$0	\$680 - \$720	\$41	\$721 - \$761
2BR / 2BA	\$820	\$0	\$820	\$53	\$873
3BR / 2BA	\$920	\$0	\$920	\$64	\$984

Ashley Park Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Ceiling Fan
Microwave
Refrigerator

Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Oven
Walk-In Closet

Security

None

Services

None

Property

Courtyard
Off-Street Parking
Picnic Area
Swimming Pool

Elevators
On-Site Management
Playground

Premium

None

Other

Dog Park

Comments

The contact stated the waiting list consists of 15 households. The property does not accept Housing Choice Vouchers.

PROPERTY PROFILE REPORT

Greentree Apartments

Effective Rent Date 4/24/2015
Location 121 Covington Ave.
 Thomasville, GA 31792
 Thomas County
Distance 2.1 miles
Units 75
Vacant Units 0
Vacancy Rate 0.0%
Type One-story
Year Built/Renovated 1982 / 2006
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Pinecrest Apartments
Tenant Characteristics Majority singles, most are from Thomasville.
Contact Name Barbara
Phone 229-228-1744



Market Information

Program Market
Annual Turnover Rate 32%
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace Within one week
Annual Chg. in Rent No Change since 2Q2014
Concession None

Utilities

A/C not included -- wall
Cooking not included -- electric
Water Heat not included -- electric
Heat not included -- electric
Other Electric not included
Water not included
Sewer not included
Trash Collection not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	One-story	6	288	\$429	\$0	Market	No	0	0.0%	N/A	None
1	1	One-story	55	586	\$500	\$0	Market	No	0	0.0%	N/A	None
2	1	One-story	7	874	\$629	\$0	Market	No	0	0.0%	N/A	None
2	2	One-story	7	874	\$629	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$429	\$0	\$429	\$47	\$476
1BR / 1BA	\$500	\$0	\$500	\$56	\$556
2BR / 1BA	\$629	\$0	\$629	\$68	\$697
2BR / 2BA	\$629	\$0	\$629	\$68	\$697

Greentree Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Exterior Storage
Garbage Disposal
Refrigerator
Window A/C

Blinds
Coat Closet
Ceiling Fan
Oven
Wall A/C
Washer/Dryer hookup

Security

None

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The property operates on a first-come, first-served basis therefore does not maintain a waiting list.

Greentree Apartments, continued

Trend Report

Vacancy Rates

1Q13	1Q14	2Q14	2Q15
10.7%	4.0%	6.7%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	14.5%	\$579	\$100	\$479	\$535
2014	1	5.5%	\$499	\$0	\$499	\$555
2014	2	9.1%	\$500	\$0	\$500	\$556
2015	2	0.0%	\$500	\$0	\$500	\$556

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$629	\$0	\$629	\$697
2014	1	0.0%	\$599	\$0	\$599	\$667
2014	2	0.0%	\$629	\$0	\$629	\$697
2015	2	0.0%	\$629	\$0	\$629	\$697

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$639	\$0	\$639	\$707
2014	1	0.0%	\$629	\$0	\$629	\$697
2014	2	0.0%	\$629	\$0	\$629	\$697
2015	2	0.0%	\$629	\$0	\$629	\$697

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$429	\$0	\$429	\$476
2014	1	0.0%	\$429	\$0	\$429	\$476
2014	2	0.0%	\$429	\$0	\$429	\$476
2015	2	0.0%	\$429	\$0	\$429	\$476

Trend: Comments

- 1Q13** Management indicated that rents have decreased between two and seven percent for studio, two-bedroom, and three-bedroom units since the previous survey in the first quarter of 2012. One-bedroom unit rents have seen no change.
- 1Q14** The property does not accept Housing Choice Vouchers. The contact could not provide a reason for the decrease in rents over the past year, and added that the change was at the owner's discretion. The contact reported that the one-bedroom unit is the most popular unit type at the property. When asked about current market conditions, the contact replied that the market is strong.
- 2Q14** The property does not accept Housing Choice Vouchers. The contact attributed the above average vacancy rate to recent turnover, and mentioned there were three units that turned over in the same day. The contact noted that all five of the vacancies at the property are pre-leased.
- The property charges a flat fee for water; 15 dollars for studio units, 25 dollars for one-bedroom units, and 32 dollars for two-bedroom units.
- 2Q15** The property does not accept Housing Choice Vouchers. The property operates on a first-come, first-served basis therefore does not maintain a waiting list.

PROPERTY PROFILE REPORT

Pinecrest Apartments

Effective Rent Date	4/24/2015
Location	2035 E. Pinetree Blvd Thomasville, GA 31792 Thomas County
Distance	2.8 miles
Units	96
Vacant Units	4
Vacancy Rate	4.2%
Type	One-story
Year Built/Renovated	1977 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Green Tree, Quail Rise
Tenant Characteristics	None identified
Contact Name	Julie
Phone	229-226-8279



Market Information

Program	Market
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within 1 to 2 Weeks
Annual Chg. in Rent	Inc 1-3% since 2Q2014
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	28	600	\$528	\$0	Market	No	2	7.1%	N/A	AVG
1	1	One-story	0	600	\$540	\$0	Market	No	0	N/A	N/A	HIGH
1	1	One-story	0	600	\$515	\$0	Market	No	0	N/A	N/A	LOW
2	1	One-story	28	823	\$583	\$0	Market	No	0	0.0%	N/A	AVG
2	1	One-story	0	823	\$595	\$0	Market	No	0	N/A	N/A	HIGH
2	1	One-story	0	823	\$570	\$0	Market	No	0	N/A	N/A	LOW
2	2	One-story	28	1,125	\$625	\$0	Market	No	0	0.0%	N/A	AVG
2	2	One-story	0	1,150	\$660	\$0	Market	No	0	N/A	N/A	HIGH
2	2	One-story	0	1,000	\$580	\$0	Market	No	0	N/A	N/A	LOW
3	2	One-story	12	1,213	\$705	\$0	Market	No	2	16.7%	N/A	AVG
3	2	One-story	0	1,225	\$710	\$0	Market	No	0	N/A	N/A	HIGH
3	2	One-story	0	1,200	\$700	\$0	Market	No	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$515 - \$540	\$0	\$515 - \$540	\$0	\$515 - \$540
2BR / 1BA	\$570 - \$595	\$0	\$570 - \$595	\$0	\$570 - \$595
2BR / 2BA	\$580 - \$660	\$0	\$580 - \$660	\$0	\$580 - \$660
3BR / 2BA	\$700 - \$710	\$0	\$700 - \$710	\$0	\$700 - \$710

Pinecrest Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Exterior Storage
Oven
Wall A/C
Washer/Dryer hookup

Blinds
Carpeting
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer

Security

None

Services

None

Property

Basketball Court
Off-Street Parking
Swimming Pool

Central Laundry
On-Site Management

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The contact had no additional comments.

Pinecrest Apartments, continued

Trend Report

Vacancy Rates

2Q09	1Q12	2Q14	2Q15
4.2%	3.1%	4.2%	4.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$488 - \$500	\$0	\$488 - \$500	\$488 - \$500
2012	1	10.7%	\$500 - \$510	\$0	\$500 - \$510	\$500 - \$510
2014	2	N/A	\$510 - \$525	\$0	\$510 - \$525	\$510 - \$525
2015	2	7.1%	\$515 - \$540	\$0	\$515 - \$540	\$515 - \$540

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	14.3%	\$500 - \$530	\$0	\$500 - \$530	\$500 - \$530
2012	1	0.0%	\$530 - \$550	\$0	\$530 - \$550	\$530 - \$550
2014	2	N/A	\$560 - \$580	\$0	\$560 - \$580	\$560 - \$580
2015	2	0.0%	\$570 - \$595	\$0	\$570 - \$595	\$570 - \$595

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$581 - \$613	\$0	\$581 - \$613	\$581 - \$613
2012	1	0.0%	\$581 - \$613	\$0	\$581 - \$613	\$581 - \$613
2014	2	N/A	\$580 - \$645	\$0	\$580 - \$645	\$580 - \$645
2015	2	0.0%	\$580 - \$660	\$0	\$580 - \$660	\$580 - \$660

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$690	\$0	\$690	\$690
2012	1	0.0%	\$670	\$0	\$670	\$670
2014	2	0.0%	\$680 - \$700	\$0	\$680 - \$700	\$680 - \$700
2015	2	16.7%	\$700 - \$710	\$0	\$700 - \$710	\$700 - \$710

Trend: Comments

2Q09	This property was constructed in three phases in 1977, 1978, and 1999. Some of the one and two-bedroom units constructed in phase one and two offer washer/dryer hookups, which are reflected in the second highest rents. The two and three-bedroom units constructed in phase three offer in-unit washer/dryer and exterior storage, which are reflected in the highest rents. The two-bedroom one-bath units (with washer and dryer) decreased by \$20, or 3.6 percent. Management could not explain this decrease. All other rents remained the same or decreased by \$1 to \$5. An explanation was not provided.
1Q12	According to the contact, units with washer and dryer hookups cost approximately \$10 to \$20 extra depending on the unit type.
2Q14	The property does not accept Housing Choice Vouchers. The range in rent for the one-bedroom units with one bathroom and two-bedroom units with one bathroom is due to some units having washer and dryer hookups. The two-bedroom units with two-bathrooms and the three-bedroom units have a washer and dryer in the unit.
2Q15	The property does not accept Housing Choice Vouchers. The contact had no additional comments.

PROPERTY PROFILE REPORT

Quail Rise Apartments

Effective Rent Date	4/24/2015
Location	2015 E. Pinetree Blvd Thomasville, GA 31792 Thomas County
Distance	2.8 miles
Units	109
Vacant Units	4
Vacancy Rate	3.7%
Type	Garden (2 stories)
Year Built/Renovated	1979 / 2007
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Wildwood, Abbey Lake
Tenant Characteristics	Majority families, 20 percent college students, 5 percent seniors. Most of the tenants are from Thomasville.
Contact Name	Shelly
Phone	229-226-7818



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within ten days
Annual Chg. in Rent	Inc 1-2% since 2Q2014
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	21	769	\$540	\$0	Market	No	1	4.8%	N/A	None
2	1	Garden (2 stories)	32	918	\$630	\$0	Market	No	2	6.2%	N/A	None
2	2	Garden (2 stories)	16	1,014	\$675	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	32	1,112	\$700	\$0	Market	No	1	3.1%	N/A	None
3	2	Garden (2 stories)	8	1,276	\$765	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$540	\$0	\$540	\$56	\$596
2BR / 1BA	\$630	\$0	\$630	\$68	\$698
2BR / 2BA	\$675 - \$700	\$0	\$675 - \$700	\$68	\$743 - \$768
3BR / 2BA	\$765	\$0	\$765	\$79	\$844

Quail Rise Apartments, continued

Amenities

In-Unit

Blinds
Central A/C
Garbage Disposal
Refrigerator

Carpeting
Dishwasher
Oven
Washer/Dryer hookup

Security

None

Services

None

Property

Central Laundry
On-Site Management
Playground

Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The contact stated the current vacancy is typical.

Quail Rise Apartments, continued

Trend Report

Vacancy Rates

1Q13	1Q14	2Q14	2Q15
6.4%	0.0%	4.6%	3.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$515	\$21	\$494	\$550
2014	1	0.0%	\$520	\$22	\$498	\$554
2014	2	0.0%	\$530	\$0	\$530	\$586
2015	2	4.8%	\$540	\$0	\$540	\$596

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$585	\$24	\$561	\$629
2014	1	0.0%	\$605	\$25	\$580	\$648
2014	2	3.1%	\$615	\$0	\$615	\$683
2015	2	6.2%	\$630	\$0	\$630	\$698

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	14.6%	\$615 - \$650	\$26 - \$27	\$589 - \$623	\$657 - \$691
2014	1	0.0%	\$635 - \$670	\$26 - \$28	\$609 - \$642	\$677 - \$710
2014	2	4.2%	\$660 - \$695	\$0	\$660 - \$695	\$728 - \$763
2015	2	2.1%	\$675 - \$700	\$0	\$675 - \$700	\$743 - \$768

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$695	\$29	\$666	\$745
2014	1	0.0%	\$715	\$30	\$685	\$764
2014	2	25.0%	\$760	\$0	\$760	\$839
2015	2	0.0%	\$765	\$0	\$765	\$844

Trend: Comments

1Q13	Management reported an additional rent concession of \$20 off monthly rent for 12 months for teachers, senior citizens, military, medical, police, and firefighters.
1Q14	The property does not accept Housing Choice Vouchers. The contact stated that the three-bedroom unit is the most popular unit type at the property. The contact added that the market is strong, and the property has recently been experiencing a good amount of foot traffic and phone inquiries.
2Q14	The property does not accept Housing Choice Vouchers. When asked about current market conditions, the contact replied that the market is strong.
2Q15	The property does not accept Housing Choice Vouchers. The contact stated the current vacancy is typical.

PROPERTY PROFILE REPORT

Wildwood Apartments

Effective Rent Date	4/17/2015
Location	220 Covington Ave Thomasville, GA 31792 Thomas County
Distance	2.2 miles
Units	216
Vacant Units	5
Vacancy Rate	2.3%
Type	Garden (2 stories)
Year Built/Renovated	1984 / 2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Abbey Lake, Quail Rise
Tenant Characteristics	Majority families, approximately five percent students. Most of the tenants come from Thomasville.
Contact Name	Michelle
Phone	229-228-4760



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within 2 weeks
Annual Chg. in Rent	Inc 17% to 26% since 1Q2014
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	64	809	\$695	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	60	1,044	\$763	\$0	Market	No	2	3.3%	N/A	AVG
2	1	Garden (2 stories)	0	1,044	\$845	\$0	Market	No	0	N/A	N/A	HIGH
2	1	Garden (2 stories)	0	1,044	\$680	\$0	Market	No	0	N/A	N/A	LOW
2	2	Garden (2 stories)	12	1,044	\$783	\$0	Market	No	2	16.7%	N/A	AVG
2	2	Garden (2 stories)	0	1,044	\$875	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden (2 stories)	0	1,044	\$690	\$0	Market	No	0	N/A	N/A	LOW
3	2	Garden (2 stories)	80	1,236	\$870	\$0	Market	No	1	1.3%	N/A	AVG
3	2	Garden (2 stories)	0	1,236	\$960	\$0	Market	No	0	N/A	N/A	HIGH
3	2	Garden (2 stories)	0	1,236	\$780	\$0	Market	No	0	N/A	N/A	LOW

Wildwood Apartments, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$695	\$0	\$695	\$56	\$751
2BR / 1BA	\$680 - \$845	\$0	\$680 - \$845	\$68	\$748 - \$913
2BR / 2BA	\$690 - \$875	\$0	\$690 - \$875	\$68	\$758 - \$943
3BR / 2BA	\$780 - \$960	\$0	\$780 - \$960	\$79	\$859 - \$1,039

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Refrigerator

Blinds
Central A/C
Dishwasher
Ceiling Fan
Oven
Washer/Dryer hookup

Security

Patrol

Services

None

Property

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area
Recreation Areas
Tennis Court

Courtyard
Central Laundry
On-Site Management
Playground
Swimming Pool

Premium

None

Other

None

Comments

The property does accept Housing Choice Vouchers, however no tenants are currently utilizing vouchers.

Wildwood Apartments, continued

Trend Report

Vacancy Rates

1Q13	1Q14	2Q14	2Q15
0.0%	0.0%	2.8%	2.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$550	\$0	\$550	\$606
2014	1	0.0%	\$550	\$0	\$550	\$606
2014	2	0.0%	\$600	\$0	\$600	\$656
2015	2	0.0%	\$695	\$0	\$695	\$751

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$640	\$0	\$640	\$708
2014	1	0.0%	\$640	\$0	\$640	\$708
2014	2	5.0%	\$675 - \$690	\$0	\$675 - \$690	\$743 - \$758
2015	2	3.3%	\$680 - \$845	\$0	\$680 - \$845	\$748 - \$913

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$705	\$0	\$705	\$773
2014	1	0.0%	\$670	\$0	\$670	\$738
2014	2	0.0%	\$700 - \$710	\$0	\$700 - \$710	\$768 - \$778
2015	2	16.7%	\$690 - \$875	\$0	\$690 - \$875	\$758 - \$943

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$739	\$0	\$739	\$818
2014	1	0.0%	\$735	\$0	\$735	\$814
2014	2	3.8%	\$745 - \$810	\$0	\$745 - \$810	\$824 - \$889
2015	2	1.3%	\$780 - \$960	\$0	\$780 - \$960	\$859 - \$1,039

Trend: Comments

1Q13 Management reported that renovations on the units were completed as needed and as tenants move out of the property, but that there has been no major renovations to property. Fireplaces are available in 48 of the two and three-bedroom units only.

1Q14 The property was recently bought by DEI Communities. Shortly after the purchase, DEI Communities started upgrading the property. Upgrades to the exterior include new siding and painting. The upgrades of the interior of the units consists of new appliances, lighting, fixtures, carpet, and counter tops. When a current tenant renews their lease, they have the option of having their unit upgraded for an additional fee of 35 to 40 dollars per month depending on the extent of the upgrades.

The property currently accepts Housing Choice Vouchers; however, no tenants currently use them. No utilities are included with the rent, although there is a flat monthly fee for water, sewer, and trash at 30 dollars for a one-bedroom, 35 dollars for a two-bedroom, and 40 dollars for a three-bedroom.

2Q14 The property recently made changes to the exterior of the property, and are upgrading units on an as-needed basis. Changes to the exterior include updates to the pool, fitness center, siding, paint, roofing, and parking lots. Changes to the interior include new appliances, lighting fixtures, faucets, and flooring. The difference in rent for an upgraded unit is approximately 40 dollars.

The property accepts Housing Choice Vouchers; however, none of the tenants currently use them. The difference in rent for the unit types is due to the floor of the unit and if the unit is an upgraded unit. When asked about current market conditions, the contact replied that the market is strong.

2Q15 The property does accept Housing Choice Vouchers, however no tenants are currently utilizing vouchers.

2. The following information is provided as required by DCA:

Housing Choice Vouchers

TENANTS WITH VOUCHERS		
Comparable Property	Type	Housing Choice Voucher Tenants
Hampton Lake Apartments	LIHTC	4%
Hunters Chase Apartments	LIHTC	6%
Walnut Square	LIHTC	15%
Abbey Lake Apartments	Market	0%
Ashley Park Apartments	Market	0%
Greentree Apartments	Market	0%
Pinecrest Apartments	Market	0%
Quail Rise Apartments	Market	0%
Wildwood Apartments	Market	0%
Average		3%

As illustrated in the table, all of the LIHTC properties reported having small shares of Housing Choice Voucher tenants, while none of the market rate properties reported Housing Choice Voucher usage. The average number of voucher tenants at the LIHTC properties is eight percent and the overall market average is just three percent. The voucher usage in the local market appears to be somewhat limited. Since the Subject will operate under the Section 8 program with rental assistance for all the units, the availability and acceptance of Housing Choice Vouchers will not be a significant concern for the Subject. The current Payment Standards for one, two, three, and four-bedroom units are illustrated in the following table.

THOMAS COUNTY PAYMENT STANDARDS	
Bedroom Type	Payment Standard Rent
1BR	\$524
2BR	\$640
3BR	\$893
4BR	\$940

The gross rents proposed at the Subject are well below the current Housing Choice Voucher payment standards for the local area. As such, if the project were to operate without the Section 8 program assistance, those with Vouchers would be eligible to live at the Subject and pay 30 percent of their income toward rent.

Lease Up History

We were able to obtain absorption information from two comparable properties, illustrated in the following table. Many comparables could not provide absorption data due to the vintage nature of the developments.

ABSORPTION					
Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Hunters Chase Apartments	LIHTC/Market	Family	2003	112	12
Ashley Park Apartments	Market	Family	2013	84	21

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Ashley Park Apartments is the most recently completed and established apartment property we surveyed. This project opened in 2013 and averaged an absorption rate of 21 units per month, for a total absorption period of four months, a good absorption rate for a market rate development. One LIHTC comparable utilized reported an absorption rate of 12 units per month, although the data is somewhat dated. We have considered these absorption rates in our estimation of absorption for the Subject following completion of renovations. Note that if the Section 8 program rental assistance were not available following renovations, it is our opinion the Subject could still achieve 93 percent stabilized occupancy within eight months, or approximately 15 units per month.

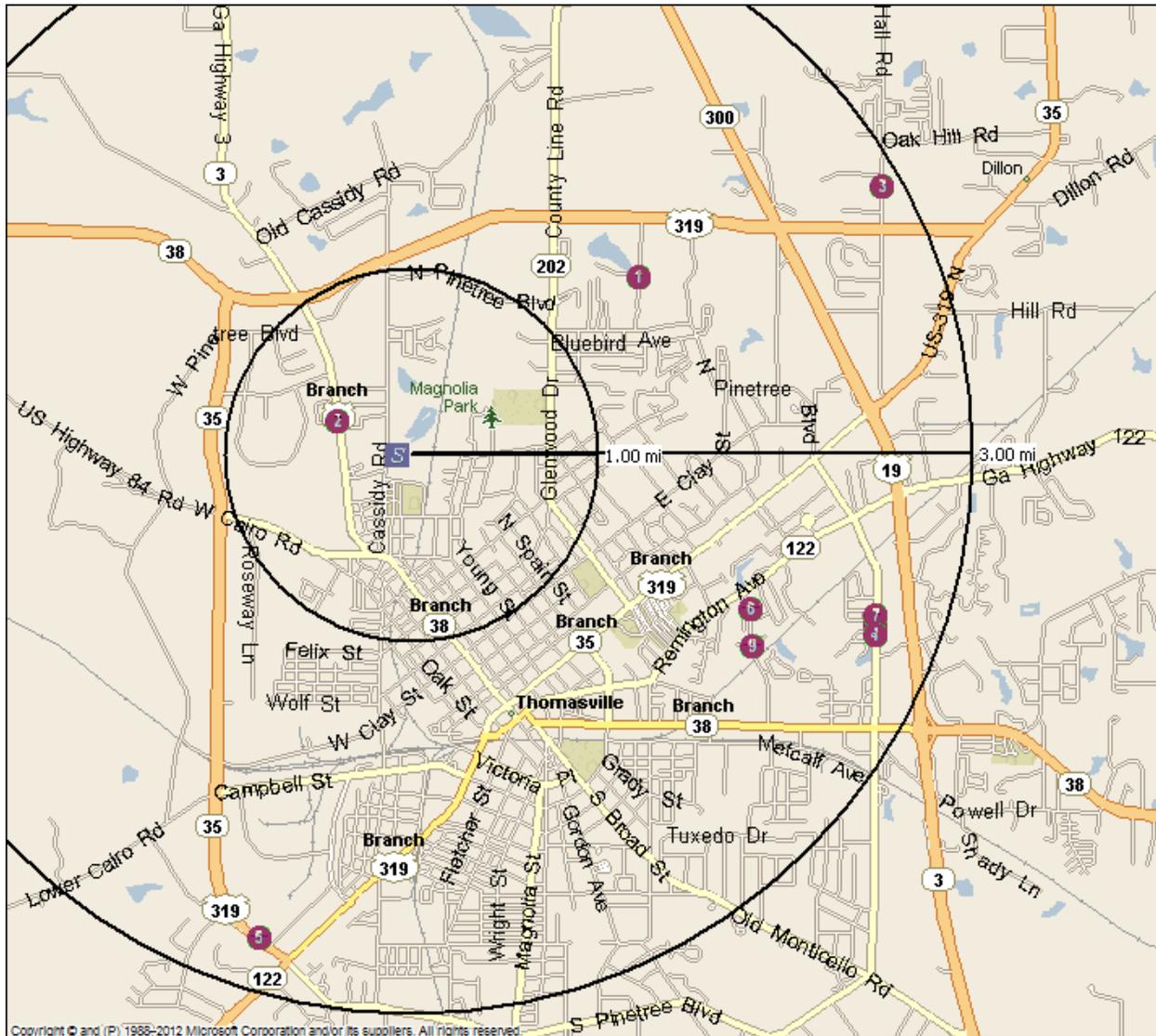
Phased Developments

The Subject is not part of a phased development. As such, this section is not applicable.

Rural Areas

The Subject is located in a rural area.

3. Competitive Project Map



COMPARABLE PROPERTIES				
#	Property Name	City	Type	Distance
1	Hampton Lake Apartments	Thomasville	LIHTC/Market	1.7 miles
2	Hunters Chase Apartments	Thomasville	LIHTC/Market	0.4 miles
3	Walnut Square	Thomasville	LIHTC	3.1 miles
4	Abbey Lake Apartments	Thomasville	Market	2.8 miles
5	Ashley Park Apartments	Thomasville	Market	2.6 miles
6	Greentree Apartments	Thomasville	Market	2.1 miles
7	Pinecrest Apartments	Thomasville	Market	2.8 miles
8	Quail Rise Apartments	Thomasville	Market	2.8 miles
9	Wildwood Apartments	Thomasville	Market	2.2 miles

4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in red, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the red.

UNIT MATRIX REPORT

	Villa North Apartments	Hampton Lake Apartments	Hunters Chase Apartments	Walnut Square	Abbey Lake Apartments	Ashley Park Apartments	Greentree Apartments	Pinecrest Apartments	Quail Rise Apartments	Wildwood Apartments
Comp#	Subject	1	2	3	4	5	6	7	8	9
Property Information										
Property Type	Garden (2 stories)	Garden (2 stories)	Garden (2 stories)	Garden (2 stories)	Various (2 stories)	Lowrise (3 stories)	One-story	One-story	Garden (2 stories)	Garden (2 stories)
Year Built / Renovated	1973 / 2017	2007 / n/a	2003 / n/a	2012 / n/a	1974 / 2009	2013 / n/a	1982 / 2006	1977 / n/a	1979 / 2007	1984 / 2014
Market (Conv./Subsidy Type)	LIHTC/ Section 8	LIHTC/ Market	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market	Market
Utility Adjustments										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	yes	no	no	no	no	no	no	yes	no	no
Sewer	yes	no	no	no	no	no	no	yes	no	no
Trash Collection	yes	yes	yes	yes	yes	yes	no	yes	no	no
In-Unit Amenities										
Balcony/Patio	yes	yes	no	no	yes	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Cable/Satellite/Internet	no	yes	no	no	no	yes	no	no	no	no
Carpet/Hardwood	no	no	no	no	no	yes	no	yes	no	no
Carpeting	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Coat Closet	yes	no	yes	no	yes	yes	yes	no	no	yes
Dishwasher	no	yes	yes	yes	yes	yes	no	yes	yes	yes
Exterior Storage	no	no	no	no	yes	no	yes	yes	no	yes
Ceiling Fan	no	yes	yes	no	yes	yes	yes	no	no	yes
Garbage Disposal	no	yes	yes	yes	no	yes	yes	yes	yes	yes
Microwave	no	no	no	yes	no	yes	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	yes	no	no	no	no	no	no	no
Walk-In Closet	no	no	no	no	no	yes	no	no	no	no
Wall A/C	no	no	no	no	no	no	yes	yes	no	no
Window A/C	no	no	no	no	no	no	yes	no	no	no
Washer/Dryer	no	no	no	no	no	no	no	yes	no	no
Washer/Dryer hookup	no	yes	yes	yes	yes	no	yes	yes	yes	yes
Property Amenities										
Basketball Court	no	no	no	no	no	no	no	yes	no	no
Business Center/Computer Lab	yes	no	yes	no	no	no	no	no	no	no
Clubhouse/Community Room	yes	yes	yes	yes	no	no	no	no	no	yes
Courtyard	no	no	no	yes	no	yes	no	no	no	yes
Elevators	no	no	no	no	no	yes	no	no	no	no
Exercise Facility	yes	yes	yes	no	no	no	no	no	no	yes
Central Laundry	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	yes	no	yes	no	no	yes	yes
Playground	yes	no	yes	yes	no	yes	no	no	yes	yes
Recreation Areas	no	yes	no	no	no	no	no	no	no	yes
Swimming Pool	no	yes	yes	no	yes	yes	no	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	no	no	yes
Volleyball Court	no	no	yes	no	no	no	no	no	no	no
Security										
Intercom (Buzzer)	no	no	yes	no	no	no	no	no	no	no
Intercom (Phone)	no	no	yes	no	no	no	no	no	no	no
Limited Access	no	no	yes	no	no	no	no	no	no	no
Patrol	no	no	no	no	yes	no	no	no	no	yes
Perimeter Fencing	yes	no	yes	no	no	no	no	no	no	no

The Subject’s unit amenities will be slightly inferior to inferior to the LIHTC and market rate comparables, which typically offer dishwashers, ceiling fans, garbage disposals, and in-unit washer/dryer hookups. In terms of project amenities, the Subject is generally similar to slightly superior to most LIHTC and market comparables, which typically offer swimming pools but do not offer a community room or business center. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the market.

5. The Subject will continue to target general population households.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure*	Total Units	Vacant Units	Vacancy Rate
Hampton Lake Apartments	LIHTC/Market	96	0	0.0%
Hunters Chase Apartments	LIHTC/Market	112	1	0.9%
Walnut Square	LIHTC	63	0	0.0%
Abbey Lake Apartments	Market	152	1	0.7%
Ashley Park Apartments	Market	84	0	0.0%
Greentree Apartments	Market	75	0	0.0%
Pinecrest Apartments	Market	96	4	4.2%
Quail Rise Apartments	Market	109	4	3.7%
Wildwood Apartments	Market	216	5	2.3%
Total LIHTC		271	1	0.4%
Total Market		732	14	1.9%
Total		1,003	15	1.5%

*The LIHTC and market rate units at the mixed-income comparables have been included with the appropriate project types in aggregate

As illustrated, vacancy rates in the market range from zero to 4.2 percent, averaging 1.5 percent. The LIHTC comparable properties have vacancy rates ranging from zero to 0.9 percent, with a low average vacancy rate of just 0.4 percent. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 4.2 percent. The average market rate vacancy rate is 1.9 percent, indicating a stable market for market rate units. The average market rate vacancy of 1.9 percent is considered a very healthy vacancy rate with some vacancies allowing for renter movement and turnover. We anticipate that the Subject will perform similarly to the LIHTC comparables and will maintain a vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC properties, as the renovation of the Subject will not create new low-income units, but rather will serve to improve and preserve existing low-income housing stock.

7. Properties Planned, Proposed, or Under Construction

We spoke with Charlotte Christian, Housing Administrator with the City of Thomasville, in order to identify market rate and LIHTC projects recently constructed or planned in the PMA. Ms. Christian stated there has only been one multifamily development constructed in the past couple years within Thomasville. Ashley Place Apartments was constructed in 2013 and consists of one, two, and three-bedroom units. Ashley Place Apartments was utilized as a comparable in this report.

8. Rental Advantage

The following table illustrates the Subject’s similarity to the comparable properties. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

Similarity Matrix								
#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Hampton Lake Apartments	LIHTC/Market	Similar	Superior	Similar	Similar	Superior	20
2	Hunters Chase Apartments	LIHTC/Market	Slightly Superior	Superior	Similar	Similar	Superior	25
3	Walnut Square	LIHTC	Slightly Inferior	Superior	Similar	Similar	Superior	15
4	Abbey Lake Apartments	Market	Inferior	Superior	Similar	Similar	Superior	10
5	Ashley Park Apartments	Market	Slightly Inferior	Superior	Similar	Slightly Superior	Superior	20
6	Greentree Apartments	Market	Inferior	Superior	Similar	Slightly Inferior	Superior	5
7	Pinecrest Apartments	Market	Slightly Inferior	Superior	Similar	Slightly Inferior	Superior	10
8	Quail Rise Apartments	Market	Slightly Inferior	Slightly Superior	Similar	Slightly Inferior	Superior	5
9	Wildwood Apartments	Market	Slightly Superior	Slightly Superior	Similar	Similar	Superior	20

*Inferior=-10, slightly inferior=-5, similar=0, slightly superior=5, superior=10.

The 50 percent AMI rents at the comparable LIHTC properties are compared to the Subject’s proposed LIHTC rents in the following table. The Subject is located in a qualified USDA designated area; however, per DCA guidelines, National Non-metropolitan Median Income Rents have not been utilized.

LIHTC RENT COMPARISON - @50%			
Property Name	2BR	3BR	4BR
Villa North Apartments (Subject)	\$443	\$495	\$565
2015 LIHTC Maximum (Net)	\$443	\$495	\$565
Hold Harmless Maximum (Net)*	\$533	\$599	\$682
Hampton Lake Apartments	\$430	\$490	N/Ap
Hunters Chase Apartments	\$508	\$587	N/Ap
Walnut Square	\$439	\$504	N/Ap
Average (excluding Subject)	\$459	\$527	N/Ap
Achievable Rent	\$443	\$495	\$565

*Based on National Non-Metropolitan Median Income

N/Ap – Not Applicable

Note: The Subject will operate with rental assistance through the Section 8 program allowing residents to pay 30 percent of their income toward rent.

The Subject’s proposed rents are within the range of the rents at the comparables. This suggests that even if rents at the Subject were not subsidized through the Section 8 program, the proposed rents would be achievable. Considering the Section 8 subsidy that will be in place, tenants will pay just 30 percent of their income toward rents, making the Subject very affordable. One of the comparable properties is achieving maximum allowable LIHTC rent. The AMI in the MSA declined since 2012 and the comparable properties have been held harmless as a result.

The comparable LIHTC properties are considered similar to superior to the Subject, which will be a renovated LIHTC project with a Section 8 subsidy for all 132 units. Based on our similarity matrix, Walnut Square is the most similar LIHTC property and is 100 percent occupied. The Subject will offer inferior in unit amenities to Walnut Square and slightly superior property amenities. Walnut Square is similar in terms of location, age, and condition. The unit sizes at Walnut Square are superior to those of the Subject. Walnut Square is not achieving the 2015 maximum allowable rents because of the overall marketability of the property. The Subject's proposed LIHTC rents are within the range of the comparable LIHTC properties, and similar to the current asking rents at Walnut Square. Overall, the Subject's rents appear reasonable when compared to the rents at the comparables and particularly when taking into account the relatively strong demand for affordable units in the PMA. This strong demand is illustrated by the fact that all LIHTC units in the PMA are fully occupied with waiting lists.

Analysis of "Market Rents"

Per 2015 DCA market study guidelines, "average market rent is to be a reflection of rents that are achieved in the market." In other words, the rents the competitive properties are currently achieving. Average market rent is not "Achievable unrestricted market rent." In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comparables, but many market rate comparables with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market."

When comparing the Subject's rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are restricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if a Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at those two AMI levels, we do not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable properties surveyed are illustrated in the table below in comparison with proposed LIHTC rents for the Subject, which will be subsidized, allowing tenants to pay just 30 percent of their income toward rent.

SUBJECT COMPARISON TO "MARKET RENTS"					
Unit Type	Subject's Proposed LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
2 BR	\$443	\$430	\$913	\$631	30%
3 BR	\$495	\$490	\$1,039	\$736	33%
4 BR	\$565	-	-	-	-

The Subject’s proposed LIHTC rents are near the surveyed minimums. This is considered reasonable given that the Subject will be a renovated property, but will offer competitively small units.

Quail Rise Apartments is the most similar market rate property and is 96.3 percent occupied. The Subject will offer slightly inferior unit amenities and slightly superior property amenities to Quail Rise Apartments. The Subject will be in slightly superior condition upon completion of renovations, as Quail Rise Apartments was built in 1979, renovated in 2007, and is in average condition. Quail Rise Apartments does offer superior unit sizes and a similar location. The Subject’s proposed rents (\$443 to \$565) are well below Quail Rise Apartments, which range from \$596 for one-bedroom units to \$844 for three-bedroom units. This bodes well for the marketability of the Subject and suggests that even without the Section 8 rental assistance that will be available to residents, the proposed LIHTC rents are attainable.

Additionally, we supplemented our analysis with four-bedroom classified listings in Thomasville. The following table details our findings.

SINGLE-FAMILY FOUR-BEDROOM RENTALS					
Address	City	Square Footage	Year Built	Asking Rent	Amenities
N/A	Thomasville	1,600	N/A	\$900	Full kitchen appliances, carport, exterior storage
N/A	Thomasville	1,500	N/A	\$950	N/A

As illustrated, the average four-bedroom rent is \$925. The Subject’s proposed four-bedroom rent of \$565 is significantly below the range of rents of the four-bedroom single-family home classifieds. This will benefit the marketability of the Subject’s four-bedroom units.

Overall, we believe that the Subject’s proposed LIHTC rents are achievable in the market and will offer significant advantages when compared to the average rents being achieved at comparable market rate and LIHTC properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

According to DCA allocation lists, there have been no properties allocated tax credits in the Subject’s PMA since 2010.

10. Rental Trends in the PMA

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	9,517	68.1%	4,459	31.9%
2010	9,538	62.9%	5,618	37.1%
2015	9,352	60.4%	6,126	39.6%
Market Entry	9,432	60.4%	6,188	39.6%
2019	9,566	60.3%	6,291	39.7%

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

In the PMA, renter-occupied housing accounts for 39.6 percent of households, while approximately 60.4 percent of households in the PMA are owner-occupied. Nationally, approximately 68 percent of households are homeowners and only 32 percent of households are renters.

Historical Vacancy

The following table illustrates the historical vacancy at the comparable properties when available.

HISTORICAL VACANCY							
Comparable Property	Type	Total Units	1QTR 2012	1QTR 2013	1QTR 2014	2QTR 2014	2QTR 2015
Hampton Lake Apartments	LIHTC/Market	96	N/A	N/A	N/A	N/A	0.0%
Hunters Chase Apartments	LIHTC/Market	112	N/A	7.1%	3.6%	2.7%	0.9%
Walnut Square	LIHTC	63	N/A	N/A	N/A	N/A	0.0%
Abbey Lake Apartments	Market	152	2.0%	2.0%	3.3%	0.7%	0.7%
Ashley Park Apartments	Market	84	N/A	N/A	N/A	N/A	0.0%
Greentree Apartments	Market	75	6.7%	10.7%	4.0%	6.7%	0.0%
Pinecrest Apartments	Market	96	3.1%	N/A	N/A	4.2%	4.2%
Quail Rise Apartments	Market	109	5.5%	6.4%	0.0%	4.6%	3.7%
Wildwood Apartments	Market	216	0.9%	0.0%	0.0%	2.8%	2.3%
Total		1,003	3.6%	5.2%	2.2%	3.6%	1.5%

N/A – Not available

As illustrated in the table, we were able to obtain the historical vacancy rate at several of the comparable properties over the last three years. However, we were not able to obtain all the historical vacancy rates for each individual year. As such, we have not provided average vacancy rates for each survey period. The comparable properties’ vacancy rates have generally shown declines since 2012.

Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH		
Comparable Property	Rent Structure	Rent Growth
Hampton Lake Apartments	LIHTC/Market	None reported
Hunters Chase Apartments	LIHTC/Market	Kept at Max
Walnut Square	LIHTC	None reported
Abbey Lake Apartments	Market	Increased 1% since 2Q2014
Ashley Park Apartments	Market	Not Available
Greentree Apartments	Market	No Change since 2Q2014
Pinecrest Apartments	Market	Increased 1-3% since 2Q2014
Quail Rise Apartments	Market	Increased 1-2% since 2Q2014
Wildwood Apartments	Market	Increased 17% to 26% since 1Q2014

Four of the comparable properties reported rent increases, ranging from one to 26 percent. The market rate properties reported increases ranging from one to four percent, while the LIHTC comparable properties reported no change in rents. Given the fact the Subject will be a

renovated LIHTC property with relatively small unit sizes, we anticipate that rents may be able to increase slowly at the Subject, in-line with increases of the area median income. With the Section 8 rental assistance in place at the Subject, rent increases at the property should not directly impact residents, as they will continue to pay just 30 percent of their income toward rent.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 1,261 homes in Thomas County, GA was in foreclosure as of March 2015. Nationally, one in every 1,082 homes was in foreclosure and one in every 1,085 homes in Georgia was in foreclosure. As indicated, Thomas County has a lower foreclosure rate than Georgia and the nation as a whole. The median list price for a home in Thomasville is \$149,500 compared to \$172,900 in Georgia, and \$199,000 in the nation. Overall, it appears that the local market is faring slightly better than the nation as a whole in terms of foreclosure.

12. Primary Housing Void

The comparable LIHTC properties have a combined 0.4 percent vacancy rate and waiting lists at each property, indicating strong support for affordable rental housing in the PMA. The other excluded low-income rental housing in the PMA that we contacted also is performing well. Based on the previous demand analysis, performance of the Subject and comparable properties, and conversations with local property managers, we believe there is continuing, pent-up demand for affordable rental housing in the local market. The Subject's renovations will not add new units, but rather improve the quality and marketability of existing low-income housing. The Subject will also continue to operate with rental assistance through the Section 8 program following renovations, making units affordable to a wide income band of renter households. As such, the Subject will continue to help fill a void in the market for adequate low-income rental housing.

13. Affect of Subject on Other Affordable Units in Market

The LIHTC comparables in the PMA have low vacancy rates, and the overall vacancy rate for the PMA is less than two percent. The Subject's renovation will not add new affordable units to the PMA, but will improve existing units. Therefore, we do not believe that the renovations to the Subject will have any significant negative impact on the existing LIHTC properties.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed following renovations. The LIHTC comparables are performing well, with a weighted vacancy rate of 0.4 percent. Additionally, the comparable properties with LIHTC units maintain waiting lists.

The Subject's proposed rents are within the range of the rents at the LIHTC comparables and below the rents of the market rate comparables. This suggests that even if rents at the Subject were not subsidized, the proposed rents would be achievable in the open market. Considering the Section 8 subsidy that will be in place, tenants will pay just 30 percent of their income toward rents, making the Subject very affordable.

The comparable LIHTC properties are considered similar to superior to the Subject. Based on our similarity matrix, Walnut Square is the most similar LIHTC property and is 100 percent

occupied. The Subject will offer inferior in unit amenities to Walnut Square and slightly superior property amenities. Walnut Square is similar in terms of location, age, and condition. The unit sizes at Walnut Square are superior to those of the Subject. The Subject's proposed LIHTC rents are within the range of the comparable LIHTC properties, and similar to the current asking rents at Walnut Square. Overall, the Subject's rents appear reasonable when compared to the rents at the comparables and particularly when taking into account the relatively strong demand for affordable units in the PMA.

Overall, we believe that the Subject's rents are achievable and that the Subject will offer a significant value in the market. This is further illustrated by the significant rental advantage of 40 to 45 percent that the Subject's rents will have over the average market rents. We believe that the Subject will maintain a vacancy rate of five percent or less following stabilization. We believe the Subject will be supportable following renovations and will not adversely impact other low-income housing options in the PMA.

I. ABSORPTION & STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from two comparable properties.

ABSORPTION					
Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Hunters Chase Apartments	LIHTC/Market	Family	2003	112	12
Ashley Park Apartments	Market	Family	2013	84	21

As illustrated in the previous table, the properties constructed between 2003 and 2013 reported absorption rates of 12 to 21 units per month, with an average of 17 units per month. Ashley Park Apartments is the newest comparable to enter the PMA. This property experienced an absorption rate of 21 units per month. Hunters Chase Apartments, a family comparable opened in 2003, absorbed an average of 12 units per month during initial lease-up. Hunters Chase Apartments offers a mix of LIHTC and market rate units, allowing it to also target a wide income band of potential renter households. This project’s absorption history is considered a good indicator of the Subject’s absorption potential. In offering three through four-bedroom unit types, we would expect the Subject to experience an absorption rate within the range of Ashley Park Apartments and Hunters Chase Apartments.

Per DCA guidelines, we have calculated the absorption rate for the Subject to achieve 93 percent occupancy. If the Subject were 100 percent vacant following the renovations with a Section 8 rental assistance subsidy in place for all the units, which is very unlikely given the Subject’s relocation plan, we would expect the Subject to experience an absorption pace of 19 to 22 units per month, which equates to an absorption period of approximately six to seven months for the Subject to reach 93 percent occupancy. In the unlikely event the Section 8 rental assistance was to not be in place following renovations, we still believe the Subject could achieve 93 percent occupancy at the proposed rent levels within less than one year. In this scenario, we would anticipate an average absorption rate of 15 units per month, with stabilization occurring within approximately eight months.

The Subject is currently 98.5 percent occupied, with two vacancies in the 132 existing units. DCA requires that the new rent structure will not result in rent increases during the term of existing leases at the Subject. Rent increases will be made gradually, maintaining rents that are affordable to the existing tenants. All current residents will be income-qualified for the Subject under the Section 8 program. We anticipate that with renovations occurring on a rolling basis, the Subject will likely achieve 93 percent occupancy within less than three months of completing renovations.

J. INTERVIEWS

INTERVIEWS

Thomasville's Assisted Housing Programs Department

According to Pat McNalley with the Georgia Department of Community Affairs Waycross Regional office, there are currently 146 vouchers in use in Thomasville County, most of which are in the Thomasville area. The Housing Choice Voucher waiting list does not currently have any households on it, and new applications are not being accepted. The following table illustrates the current gross rent payment standards.

THOMAS COUNTY PAYMENT STANDARDS	
Bedroom Type	Payment Standard Rent
1BR	\$524
2BR	\$640
3BR	\$893
4BR	\$940

The Subject's proposed gross LIHTC rents are below the current payment standards.

Planning

We spoke with Charlotte Christian, Housing Administrator with the City of Thomasville, in order to identify market rate and LIHTC projects recently constructed or planned in the PMA. Ms. Christian stated there has only been one multifamily development constructed in the past couple years within Thomasville. Ashley Place Apartments was constructed in 2013 and consists of one, two, and three-bedroom units. Ashley Place Apartments was utilized as a comparable in this report.

Additional interviews can be found in the comments section of the property profiles and in our Economic Analysis section of this report.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- Overall population growth in the PMA was higher than the MSA and the nation from 2000 to 2010. Total population in the PMA is projected to increase at a 0.4 percent annual rate from 2015 to 2019, a growth rate similar to that of the MSA but below the nation as a whole during the same time period. The largest age cohort in the PMA is between the ages of 50 and 54, at 7.5 percent of the population, which is expected to remain the largest age cohort through 2019. In 2015, 43.9 percent of the PMA's population is between the ages of 20 and 54, which is the main age range of most tenants at the Subject currently. The projected MSA population growth is expected to outpace the PMA population growth and will be lesser than the population growth expected in the nation through 2019.

The share of renter households in the PMA is below the share of owner households, similar to the MSA. The percentage of renter-occupied housing is higher than the national average of approximately 32 percent in both the PMA and MSA. Both the percentage and number of renter-occupied units in the PMA is expected to increase through 2019.

Households earning under \$40,000 in the PMA comprise 62.7 percent of all income cohorts. The Subject will target households earning between \$17,760 and \$24,900 under the LIHTC program and households with incomes as low as \$0 with Section 8 subsidies; therefore, the Subject is well-positioned to service this market. Overall, the demographic data points to a growing population with several households within the income band that the Subject would target under the LIHTC program, without consideration of the project-based Section 8 subsidy.

- The local economies of Thomasville and Thomas County are largely driven by manufacturing and small businesses with over 120 industries operating in the county and providing jobs for 40 percent of the area population. The MSA experienced employment growth in 2005 and 2006, but experienced a decrease in total employment from 2007 to 2010. The total employment loss over the noted period was due to the most recent national recession. From 2007 to 2010, the unemployment rate in the MSA increased 5.4 percentage points. Its unemployment rate peaked at 9.5 percent in 2010. While there was a slight recovery in total employment in the MSA from 2010 to 2012, the MSA experienced employment loss in 2013 and 2014, which can primarily be attributed to the closing of the Southwestern State Hospital. As of December 2014, the most recent data available, the unemployment rate in the MSA is 6.3 percent, which is higher than pre-recession levels and the national unemployment rate. Overall, it appears that the MSA remains affected by the most recent recession as current employment is below pre-recessionary levels.
- Our demand analysis indicates that there are approximately 1,070 income qualified renter households in the PMA. Because all of the Subject's units will operate with an additional subsidy, under DCA guidelines its units are considered leasable and its capture rates are zero. Overall, we believe there is ample demand for the Subject's units as proposed.

- We were able to obtain absorption information from two of the comparable properties, which is illustrated in the following table.

ABSORPTION					
Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Hunters Chase Apartments	LIHTC/Market	Family	2003	112	12
Ashley Park Apartments	Market	Family	2013	84	21

As illustrated in the previous table, the properties constructed between 2003 and 2013 reported absorption rates of 12 to 21 units per month, with an average of 17 units per month. Ashley Park Apartments is the newest comparable to enter the PMA. This property experienced an absorption rate of 21 units per month. Hunters Chase Apartments, a family comparable opened in 2003, absorbed an average of 12 units per month during initial lease-up. Hunters Chase Apartments offers a mix of LIHTC and market rate units, allowing it to also target a wide income band of potential renter households. This project’s absorption history is considered a good indicator of the Subject’s absorption potential. In offering three through four-bedroom unit types, we would expect the Subject to experience an absorption rate within the range of Ashley Park Apartments and Hunters Chase Apartments.

Per DCA guidelines, we have calculated the absorption rate for the Subject to achieve 93 percent occupancy. If the Subject were 100 percent vacant following the renovations with a Section 8 rental assistance subsidy in place for all the units, which is very unlikely given the Subject’s relocation plan, we would expect the Subject to experience an absorption pace of 19 to 22 units per month, which equates to an absorption period of approximately six to seven months for the Subject to reach 93 percent occupancy. In the unlikely event the Section 8 rental assistance was to not be in place following renovations, we still believe the Subject could achieve 93 percent occupancy at the proposed rent levels within less than one year. In this scenario, we would anticipate an average absorption rate of 15 units per month, with stabilization occurring within approximately eight months.

- Vacancy rates in the market range from zero to 4.2 percent, averaging 1.5 percent. The LIHTC comparable properties have vacancy rates ranging from zero to 0.9 percent, with a low average vacancy rate of just 0.4 percent. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 4.2 percent. The average market rate vacancy rate is 1.9 percent, indicating a stable market for market rate units. The average market rate vacancy of 1.9 percent is considered a very healthy vacancy rate with some vacancies allowing for renter movement and turnover. We anticipate that the Subject will perform similarly to the LIHTC comparables and will maintain a vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC properties, as the renovation of the Subject will not create new low-income units, but rather will serve to improve and preserve existing low-income housing stock.

- Based upon our market research of comparables, our inspection of the Subject site and surrounding neighborhood, review of area economic trends, and demographic calculations and analysis, we believe there is more than adequate demand for the Subject property as proposed following renovations. The Subject, which currently operates as a Section 8 development with 132 units and will continue to operate with Section 8 rental assistance for all the units in addition to operating under the LIHTC program with a 50 percent of AMI restriction. The LIHTC comparables are performing well, with a weighted vacancy rate of 0.4 percent. Additionally, the comparable LIHTC properties maintain waiting lists. The Subject's proposed rents are within the range of the rents at the LIHTC comparables and below the rents of the market rate comparables. This suggests that even if rents at the Subject were not subsidized, the proposed rents would be achievable in the open market. Considering the Section 8 subsidy that will be in place, tenants will pay just 30 percent of their income toward rents, making the Subject very affordable.

Quail Rise Apartments is the most similar market rate property and is 96.3 percent occupied. The Subject will offer slightly inferior unit amenities and slightly superior property amenities to Quail Rise Apartments. The Subject will be in slightly superior condition upon completion of renovations, as Quail Rise Apartments was built in 1979, renovated in 2007, and is in average condition. Quail Rise Apartments does offer superior unit sizes and a similar location. The Subject's proposed rents (\$443 to \$565) are well below Quail Rise Apartments, which range from \$596 for one-bedroom units to \$844 for three-bedroom units. This bodes well for the marketability of the Subject and suggests that even without the Section 8 rental assistance that will be available to residents, the proposed LIHTC rents are attainable.

Recommendations

- We have no recommended changes to the Subject that would alter marketability. At the proposed rent levels, the Subject will be supportable as a LIHTC development, with or without Section 8 rental subsidies.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) 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 the proposed units. To the best of my knowledge, the market can 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.



Brad E. Weinberg, MAI, CVA, CCIM
Partner
Novogradac & Company LLP
5/15/2015
Date



Edward R. Mitchell
Manager - Valuation
Novogradac & Company LLP
5/15/2015
Date



Will Hoedl
Real Estate Analyst
Novogradac & Company LLP
5/15/2015
Date



Sterling Battle
Real Estate Researcher
Novogradac & Company LLP
5/15/2015
Date

M. MARKET STUDY REPRESENTATION

Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



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Novogradac & Company LLP
5/15/2015
Date



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5/15/2015
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Will Hoedl
Real Estate Analyst
Novogradac & Company LLP
5/15/2015
Date



Sterling Battle
Real Estate Researcher
Novogradac & Company LLP
5/15/2015
Date

N. QUALIFICATIONS

CURRICULUM VITAE
BRAD E. WEINBERG, MAI, CCIM

I. Education

University of Maryland, Masters of Science in Accounting & Financial Management
University of Maryland, Bachelors of Arts in Community Planning

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Investment Member (CCIM), Commercial Investment Real Estate Institute
Member, Urban Land Institute
Member, National Council of Affordable Housing Market Analysts (NCAHMA)

State of Alabama – Certified General Real Estate Appraiser; No. G00628
Washington, D.C. – Certified General Real Estate Appraiser; No. GA10340
State of Georgia – Certified General Real Property Appraiser; No. 221179
State of Maryland – Certified General Real Estate Appraiser; No. 6048
State of South Carolina – Certified General Real Estate Appraiser; No. 4566

III. Professional Experience

Partner, Novogradac & Company LLP
President, Capital Realty Advisors, Inc.
Vice President, The Community Partners Realty Advisory Services Group, LLC
President, Weinberg Group, Real Estate Valuation & Consulting
Manager, Ernst & Young LLP, Real Estate Valuation Services
Senior Appraiser, Joseph J. Blake and Associates
Senior Analyst, Chevy Chase F.S.B.
Fee Appraiser, Campanella & Company

IV. Professional Training

Appraisal Institute Coursework and Seminars Completed for MAI Designation and Continuing Education Requirements

Commercial Investment Real Estate Institute (CIRESI) Coursework and Seminars Completed for CCIM Designation and Continuing Education Requirements

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

Authored “New Legislation Emphasizes Importance of Market Studies in Allocation Process,” *Affordable Housing Finance*, March 2001

VI. Real Estate Assignments

A representative sample of Due Diligence, Consulting or Valuation Engagements includes:

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a “flat” rent, or an “income-based” rent. The flat rent is based on the “market rent”, defined as the rent charged for a comparable unit in the private, unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.
- As part of an Air Force Privatization Support Contractor team (PSC) to assist the Air Force in its privatization efforts. Participation has included developing and analyzing housing privatization concepts, preparing the Request for Proposal (RFP), soliciting industry interest and responses to housing privatization RFP, Evaluating RFP responses, and recommending the private sector entity to the Air Force whose proposal brings best value to the Air Force. Mr. Weinberg has participated on numerous initiatives and was the project manager for Shaw AFB and Lackland AFB Phase II.
- Conducted housing market analyses for the U.S. Army in preparation for the privatization of military housing. This is a teaming effort with Parsons Corporation. These analyses were done for the purpose of determining whether housing deficits or surpluses exist at specific installations. Assignment included local market analysis, consultation with installation housing personnel and local government agencies, rent surveys, housing data collection, and analysis, and the preparation of final reports.
- Developed a model for the Highland Company and the Department of the Navy to test feasibility of developing bachelor quarters using public-private partnerships. The model was developed to test various levels of government and private sector participation and contribution. The model was used in conjunction with the market analysis of two test sites to determine the versatility of the proposed development model. The analysis included an analysis of development costs associated with both MILCON and private sector standards as well as the potential market appeal of the MILSPECS to potential private sector occupants.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

EDWARD R. MITCHELL

I. Education

University of Alabama, Tuscaloosa, Alabama
Master of Science – Financial Planning (05/2014)

University of Alabama, Tuscaloosa, Alabama
Graduate Certificate (Half Master's) Conflict Management, Negotiation, and Mediation

University of Alabama, Tuscaloosa, Alabama
Bachelor of Science – Human Environmental Science

San Antonio College, San Antonio, Texas
Associate of Arts – Real Estate Management

II. Professional Experience

Analyst; Novogradac & Company LLP (September 2013 – Present)
Senior Appraiser; Valbridge Property Advisors
Managing Partner; Consolidated Equity, Inc.
Appraiser; Schultz, Carr, Bissette
Disposition Manager; Resolution Trust Corporation (RTC)

III. Assignments

- Currently conducts market feasibility studies and appraisals of proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way corridors, and recycling plants.

IV. Licensure

- State Certified General Real Property Appraiser (Georgia)
- Licensed Real Estate Salesperson (Georgia)
- Appraisal Institute – Candidate for Designation

STATEMENT OF PROFESSIONAL QUALIFICATIONS

William C. Hoedl

I. EDUCATION

University of Denver – Denver, Colorado

Master of Science in Real Estate, *2009*

University of Kansas – Lawrence, Kansas

Bachelor of Science in Finance, *2006*

II. PROFESSIONAL EXPERIENCE

Real Estate Analyst - Novogradac & Company LLP

Asset Acquisitions Specialist - Madison Liquidity Investors, LLC

Investment Analyst – Resolute Investments, Inc.

Real Estate Analyst – Prior & Associates, LLC

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Prepared Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties. Analysis includes property screenings, valuation analysis, capitalization rate analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis. Assisted in land appraisals for lenders and investment banks.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.