National Leaders in Real Estate Research

PREPARED FOR:

Mr. David Bartlett

Georgia Department of Community Affairs

60 Executive Park South Northeast

Atlanta, Georgia 30329

Project Number 14489BG

June 14, 2002

An Apartment Analysis

in the City of

Thomasville, Georgia

(Hunter's Chase)

The Danter Company ❖ 363 East Town Street ❖ Columbus, OH 43215
Phone (614) 221-9096 ❖ Fax (614) 221-4271 ❖ http://www.danter.com

SIGNED STATEMENT REQUIREMENTS

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full study of the need and demand for new rental units. To the best of my knowledge, the market can 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.

____

Brian Gault
Market Analyst

____

Date

DANTER COMPANY

TABLE OF CONTENTS

I. INTRODUCTION

A. OBJECTIVES

This study analyzes the feasibility of developing an apartment complex in Thomasville, Georgia using the low-income housing Tax Credit program. After fully discussing the scope and area of survey with Mr. David Bartlett of Georgia Department of Community Affairs, The Danter Company, Incorporated undertook the analysis.

B. METHODOLOGY

The methodology we use in our studies is centered on three analytical techniques: the Effective Market Area (EMA)[SM] principle, a 100% data base, and the application of data generated from supplemental proprietary research.

The Effective Market Area (EMA) Principle—The EMA principle is a concept developed by The Danter Company, Incorporated to delineate the support that can be expected for a proposed development. An EMA is the smallest specific geographic area that will generate the most support for that development. This methodology has significant advantages in that it considers existing natural and manmade boundaries and socioeconomic conditions.

Survey Data Base—Our surveys employ a 100% data base. In the course of a study, our field analysts survey not only the developments within a given range of price, amenities, or facilities, but all conventional developments within the EMA.

Proprietary Research—In addition to site-specific analyses, The Danter Company, Incorporated conducts a number of ongoing studies, the results of which are used as support data for our conclusions. The Danter Company, Incorporated maintains a 100% data base of more than 1,500 communities, with each development cross-analyzed by rents, unit and project amenities, occupancy levels, rate of absorption, and rent/value relationships.

[SM] Service mark of The Danter Company, Incorporated

C. DATA ANALYSIS

This study represents a compilation of data gathered from various sources, including the properties surveyed, local records, and interviews with local officials, real estate professionals, and major employers, as well as secondary demographic material. Although we judge these sources to be reliable, it is impossible to authenticate all data. The analyst does not guarantee the data and assumes no liability for any errors in fact, analysis, or judgment.

The secondary data used in this study are the most recent available at the time of the report preparation.

In Section V—Field Survey, we have attempted to survey 100% of all units. Since this is not always possible, we have also compared the number of units surveyed with the number of multifamily housing starts to establish acceptable levels of representation. All developments included in the study are personally inspected by a field analyst directly employed by The Danter Company, Incorporated.

The objective of this report is to gather, analyze, and present as many market components as reasonably possible within the time constraints agreed upon. The conclusions contained in this report are based on the best judgments of the analysts; we make no guarantees or assurances that the projections or conclusions will be realized as stated. It is our function to provide our best effort in data aggregation, and to express opinions based on our evaluation.

D. USES AND APPLICATIONS

Although this report represents the best available attempt to identify the current market status and future market trends, note that most markets are continually affected by demographic, economic, and developmental changes. Further, this analysis has been conducted with respect to a particular client's development objectives, and consequently has been developed to determine the current market's ability to support those particular objectives. For these reasons, the conclusions and recommendations in this study are applicable only to the proposed site identified herein, and only for the potential uses for that site as described to us by our client. Use of the conclusions and recommendations in this study by any other party or for any other purpose compromises our analysis and is strictly prohibited, unless otherwise specified in writing by The Danter Company, Incorporated.

II. SCOPE OF SURVEY

A complete analysis of a rental market for a low-income housing Tax Credit project requires the following considerations: a field survey of conventional apartments; an analysis of area housing; telephone survey data; an analysis of the area economy; a demographic analysis; and recommendations for development.

Field Survey—Our survey of conventional apartments includes a cross-analysis of vacancies by rents, a survey of unit and project amenities, and a rent/value analysis.

Area Housing Analysis—We have conducted an analysis of housing demand that includes a study of support by both growth and internal mobility. Further, we have analyzed existing housing using the most recent census material.

Economic Analysis—Major employers, utilities, banks, savings and loans, and media that serve the area are listed in the study. The information gathered has been used to create a Community Services map showing school, shopping, and employment areas in relation to the proposed site.

Demographic Analysis—The study includes an analysis of social and demographic characteristics of the area, and a description of the area economy that includes income and employment trends.

III. EXECUTIVE SUMMARY

Following is a summary of major findings, conclusions, and recommendations contained in this report. It is our opinion that a market exists for a 112-unit rental housing development at the subject site, assuming that the project is developed as detailed in this report. The project is proposed as follows:

HUNTER'S CHASE
805 OLD ALBANY ROAD
THOMASVILLE, GEORGIA

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	NUMBER	SQUARE FEET	MAXIMUM ALLOWABLE GROSS RENT	RENTS AT OPENING*		
					GROSS	UTILITY ALLOWANCE	COLLECTED
ONE-BEDROOM/ 1 BATH GARDEN	30%	4	771	$237	$225	$69	$156
	50%	7	771	$396	$376	$69	$307
	60%	15	771	$475	$451	$69	$382
	MR	6	771	N/A	$519	$69	$450
TWO-BEDROOM/ 2 BATH GARDEN	30%	5	1,040	$285	$270	$90	$180
	50%	12	1,040	$475	$451	$90	$361
	60%	27	1,040	$570	$541	$90	$451
	MR	12	1,040	N/A	$630	$90	$540
THREE-BEDROOM/ 2 BATH GARDEN	30%	2	1,188	$329	$312	$111	$201
	50%	5	1,188	$549	$521	$111	$410
	60%	12	1,188	$658	$625	$111	$514
	MR	5	1,188	N/A	$711	$111	$600
	TOTAL	112					

*2004
N/A – Not applicable
MR – Market-rate

Tenants will be responsible for all utilities except trash collection. All units will be within 14 two-story buildings. Each unit in the proposed development will include the following amenities:

- Range
- Frost-free refrigerator
- Dishwasher
- Disposal
- Carpeting
- Central air conditioning
- Washer/dryer hookups
- Window blinds
- Patio

Project amenities will include the following:

- Community building
- Picnic area
- Pool
- Play field
- Exercise room
- Central laundry facilities
- On-site management
- Playground
- Computer room
- Sand volleyball court

SITE EVALUATION

Based on our evaluation of the access, visibility, and environment of the site, it is our opinion that the subject site is appropriate for the proposed development and will not have an adverse effect on absorption and ongoing turnover. The proposed project is located within 3.0 miles of everyday community services. Further details may be found on Page IV-5.

SITE EFFECTIVE MARKET AREA

The Effective Market Area in Thomas County consists of the city of Thomasville. The EMA is bounded by US Route 84 Bypass North to the north, US Route 84 and the Georgia-Florida Parkway to the east, Pinetree Boulevard to the south, and US Route 84 Bypass West to the west.

MARKET AREA ECONOMY

The Thomas County employment base has grown by an estimated 24.9% over the past 10 years and the overall unemployment rate has remained under 5% for three years. In fact, the Thomas County unemployment rate has fluctuated between being lower or higher than the Georgia overall state average for the past several years. The recent decrease in unemployment from 5.2% in 1999 to 3.6% in 2002 reflects an improving local economy. Based on our interviews with several of the area's largest employers, most employers anticipate expanding or maintaining their current employment levels.

DEMOGRAPHIC GROWTH

The Site EMA has experienced very slow population growth and limited household growth between 1990 and 2000. Population and household growth are projected to increase slowly between 2001 and 2009.

DEMAND BY BEDROOM TYPE

Following is a review of total new demand for low-income housing Tax Credit units (2000 to 2004) and the resulting capture rates required by the subject site. Details on the following calculations begins on Page IV-33.

The capture rates for the proposed project range from 16.6% for a three-bedroom unit to 22.8% for a two-bedroom unit. The overall project has a capture rate of 19.7%. This is a limited, but achievable, ratio of support for a family project and indicates that there is sufficient support for the proposed project. It should be noted that there are no existing family Tax Credit projects in the Site EMA and only one planned elderly Tax Credit project, and therefore, the weakness of this capture ratio may be less than truly representative of the actual demand in the EMA.

ABSORPTION

When responding to income-qualified tenants, absorption of the 112 proposed Tax Credit units is expected to average 8 to 10 units per month, resulting in an 11- to 14-month absorption period to achieve a 93% occupancy level.

APARTMENT MARKET AREA SUMMARY

	UNITS SURVEYED	PROJECTS SURVEYED
TOTAL	1,269	14
MARKET-RATE	682	9
MARKET-RATE UNDER CONSTRUCTION OR RENOVATION*	4	NOT AVAILABLE
GOVERNMENT SUBSIDIZED	583	5

*These units are being added to the existing Georgia Woods Apartments (Map Code 12)

The overall market is 98.8% occupied. Vacancies are very low in the market area, and the market appears limited by supply rather than demand.

The proposed 30% and 50% Tax Credit gross rents are extremely low when compared with existing rents, while the 60% Tax Credit rents and the market-rate rents are below many of the existing rents in the market.

COMPARABLE MARKET RENT

The following table compares the market rents at opening with the proposed rents at the subject site for one, two-, and three-bedroom units. Rents are gross, including all utilities except telephone and cable television.

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MARKET RENT AT OPENING AT 25.5 COMPARABILITY RATING		PROPOSED OPENING GROSS RENT	PROPOSED GROSS RENT AS A PERCENT OF MARKET RENT
		NET	GROSS		
ONE-BEDROOM	30%	$535	$604	$225	37.3%
	50%	$535	$604	$376	62.3%
	60%	$535	$604	$451	74.7%
	MARKET-RATE	$535	$604	$519	85.9%
TWO-BEDROOM	30%	$660	$750	$270	36.0%
	50%	$660	$750	$451	60.1%
	60%	$660	$750	$541	72.1%
	MARKET-RATE	$660	$750	$630	84.0%
THREE-BEDROOM	30%	$790	$901	$312	34.6%
	50%	$790	$901	$521	57.8%
	60%	$790	$901	$625	69.4%
	MARKET-RATE	$790	$901	$711	78.9%

With virtually all of the unit amenities of its competitors, more substantial project amenities, Tax Credit rents well below those of existing market-rate apartments, and competitive size units, the proposed project should be very competitive and will be viewed as the best overall value in the market.

EXISTING SUPPLY OF LOW-INCOME TAX CREDIT PROJECTS

There are no existing low-income Tax Credit projects and one planned elderly (55 and over) Tax Credit project within the Site EMA.

The proposed 112-unit Tax Credit project and the planned 72-unit elderly Tax Credit project represent 21.0% of the income-appropriate renter households (877) in the Thomasville EMA. We consider this a modest, but achievable, overall capture ratio indicating that there is sufficient support in the EMA for the proposed Tax Credit project. The lack of any existing family Tax Credit units in the EMA makes this overall capture ratio more positive than in a market with existing family Tax Credit projects.

FINDINGS AND RECOMMENDATIONS

Based on the findings reported in our market study, we give the proposed project a **Pass** rating, as it is our opinion that a market exists for the 112-unit Hunter's Chase at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities, or opening date may invalidate these findings.

IV. CONCLUSIONS

A. INTRODUCTION

This study evaluates the market potential of the 112-unit Hunter's Chase low-income housing Tax Credit project for families in Thomasville, Georgia.

The following analyses have been conducted to identify market potential for the subject property:

- Analysis of the existing Site Effective Market Area (EMA) rental housing market supply, including:
  - Historical housing trends
  - Current market conditions based on 100% field survey of modern apartments
- Area apartment demand factors, including:
  - Demand from renter growth based on Georgia Department of Community Affairs Guidelines
  - Current and expected economic and household growth conditions
  - Comparable market rent for the proposed property as determined through regression analysis
- Appropriateness of the subject property for participation in the area HUD Section 8 Certificate/Voucher program
- Appropriateness of the site for the subject development

B. PROJECT DESCRIPTION

The proposed 112-unit Hunter's Chase Apartments project will be located in the northwestern portion of Thomasville, at 805 Old Albany Road.

The project is proposed as follows:

HUNTER'S CHASE
805 OLD ALBANY ROAD
THOMASVILLE, GEORGIA

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	NUMBER	SQUARE FEET	MAXIMUM ALLOWABLE GROSS RENT	RENTS AT OPENING*		
					GROSS	UTILITY ALLOWANCE	COLLECTED
ONE-BEDROOM/ 1 BATH GARDEN	30%	4	771	$237	$225	$69	$156
	50%	7	771	$396	$376	$69	$307
	60%	15	771	$475	$451	$69	$382
	MR	6	771	N/A	$519	$69	$450
TWO-BEDROOM/ 2 BATH GARDEN	30%	5	1,040	$285	$270	$90	$180
	50%	12	1,040	$475	$451	$90	$361
	60%	27	1,040	$570	$541	$90	$451
	MR	12	1,040	N/A	$630	$90	$540
THREE-BEDROOM/ 2 BATH GARDEN	30%	2	1,188	$329	$312	$111	$201
	50%	5	1,188	$549	$521	$111	$410
	60%	12	1,188	$658	$625	$111	$514
	MR	5	1,188	N/A	$711	$111	$600
	TOTAL	112					

*2004
N/A – Not applicable
MR – Market-rate

The proposed project will be developed within the low-income housing Tax Credit program. The developer plans to offer 11 (9.8%) of the proposed units to households with incomes at or below 30% of the area median household income, 24 (21.4%) of the proposed units to households with incomes at or below 50% of the area median household income, and 54 units will be offered to households with incomes of up to 60% of area median household income. The remaining 23 units will be market-rate.

These rents are meant as guidelines. Actual rents may vary based on the area median income and utility costs at the time of opening. It should be noted, however, that incomes sometimes increase at a greater rate than market area rents, and arbitrarily increasing rents whenever income guidelines allow may result in a development becoming less of a value. Future increases must always be considered within the context of the existing rental market. Recent nonmetropolitan median income (as established by HUD) has increased at an annual average of 5.5% compared with the Site EMA's established annual rent increase of 3.7%. The proposed project is projected to open in June 2004.

The proposed project will consist of 14 newly constructed/renovated two-story walk-up buildings on approximately 19 acres of land.

Each unit in the proposed development will include the following amenities:

- Range
- Frost-free refrigerator
- Dishwasher
- Disposal
- Carpeting
- Window blinds
- Washer/dryer hookups
- Central air conditioning
- Patio

Project amenities will include the following:

- Community building
- Picnic area
- Pool
- Play field
- Exercise room
- Central laundry facilities
- On-site management
- Playground
- Computer room
- Sand volleyball court

C. SITE DESCRIPTION AND EVALUATION

1. DESCRIPTION AND LOCATION

Thomasville, Georgia is approximately 35 miles northeast of Tallahassee, Florida on US Routes 19, 84, and 319 in Thomas County.

The proposed site is in the northwestern portion of Thomasville in the 800 block of Old Albany Road (US Route 84 Business/State Route 38/State Route 3). The site is level and undeveloped, with several mature trees. The site is in excellent condition.

North

Undeveloped land is directly north of the site. The entrance to the Plantation Oaks Industrial Park is 0.1 mile north. The Kingdom Hall of Jehovah's Witnesses and Textron Corporate Headquarters, both in excellent condition, are 0.2 mile north. The Georgia Pines Crisis Center (in satisfactory condition) is 0.4 mile north. North Thomasville Road (US Route 84 Bypass) and Citgo fuel mart are 0.5 mile north. Farther north, single-family homes extend along Old Albany Road to 1.0 mile.

East

Old Albany Road (US Route 84 Business) is directly east of the site, immediately followed by several one-story single-family homes (in satisfactory condition) that extend 0.5 mile to Cassidy Road and Trinity Baptist Church. Farther east is Cassidy Road Park, which includes a lake and picnic area.

South

A one-story single-family home (in satisfactory condition) is directly south of the site, immediately followed by several single-family homes and undeveloped wooded land. Villa North Apartments (Map Code 1) is 0.3 mile south. The South Georgia Nursing Center is 0.4 mile south. Archbold Health Systems and the Archbold Northside Center for Behavioral and Psychiatric Care (both in satisfactory condition) are 0.5 mile south. Farther south are a Texaco Swifty Store, International Trucking, and the Carroll Hill Packaging Store.

West

Plantation Oaks Industrial Park, which includes Griswold Pump Company (in excellent condition) is directly west of the site. Snyder Tire Company is 0.1 mile west. Centex Industries and the Heilig-Meyers Distribution Center (currently closed) are 0.3 mile west. Simmons, Incorporated and the Georgia-Florida Burglar Alarm Company are 0.5 mile west. US Route 319 Bypass (west bypass) is 0.6 mile west. Farther west is undeveloped wooded land.

In General

The proposed site is in an area of single-family homes (in satisfactory condition) and industrial properties. The site has several major employers within 2.0 miles. All applicable schools are within 2.1 miles. The site is also within 0.5 mile of US Route 84 Bypass, providing easy access to shopping and everyday needs.

2. ABOUT THE SITE AREA

Community Services

The following table provides a listing of the community services that impact the proposed site:

FACILITY/SERVICE	NAME/DESCRIPTION	DISTANCE FROM SITE	DIRECTION
MAJOR HIGHWAYS	US ROUTE 84/319 BYPASS	0.5 MILE	NORTH
POLICE	THOMASVILLE	2.6 MILES	SOUTHEAST
FIRE	THOMASVILLE	1.7 MILES	SOUTH
SCHOOLS:			
ELEMENTARY	SCOTT	1.8 MILES	SOUTHEAST
MIDDLE	MAC INTYRE PARK	1.9 MILES	SOUTHEAST
HIGH	THOMASVILLE	2.1 MILES	SOUTHEAST
CONVENIENCE STORE	CITGO FUEL MART	0.5 MILE	NORTH
GROCERY/SUPERMARKET	WAL-MART SUPER CENTER	2.6 MILES	EAST
SHOPPING MALL/CENTER	GATEWAY MALL	2.5 MILES	EAST
EMPLOYMENT CENTERS/ MAJOR EMPLOYERS	WARNER'S	0.7 MILE	SOUTHWEST
	FLOWERS	1.8 MILES	SOUTH
	TURBINE ENGINE COMPONENTS	4.3 MILES	NORTHEAST
	US FILTER	2.7 MILES	SOUTHEAST
	OIL-DRI CORPORATION	2.3 MILES	SOUTH
	CLEAVER BROOKS	3.1 MILES	SOUTH
RECREATIONAL FACILITIES	CASSIDY ROAD PARK	0.6 MILE	EAST
	REMINGTON AVENUE BALL PARKS	2.4 MILES	SOUTHEAST
	FAIRGROUNDS	3.2 MILES	SOUTHEAST
HOSPITAL/MEDICAL FACILITY	ARCHBOLD MEMORIAL HOSPITAL	3.8 MILES	SOUTH
PHYSICIANS	ARCHBOLD MEDICAL BUILDING	3.7 MILES	SOUTH
BANKS	THOMASVILLE NATIONAL BANK	1.4 MILES	SOUTHEAST
POST OFFICE	US POST OFFICE	1.5 MILES	SOUTHEAST
LIBRARY	THOMASVILLE PUBLIC LIBRARY	1.5 MILES	SOUTHEAST

Population and Households

The population of Thomasville was 16,780 in 1980. This increased 4.0% to 17,457 in 1990. In 2000, population numbered 18,162 and is estimated to number 17,717 in 2001. Population is projected to be 17,834 in 2006, a total increase from 2001 of 0.7%.

Thomasville households numbered 5,795 in 1980. This increased 16.0% to 6,720 in 1990. In 2000, households numbered 7,021 and are estimated to number 7,224 in 2001. Households are projected to number 7,404 in 2006, a total increase from 2001 of 2.5%.

The reported 1980 and 1990 population may not correspond with the official 1980 and 1990 Census figures. This is because all of our 1980 and 1990 Census figures have been converted to the 2000 political boundaries. This provides a more accurate identification of actual growth rather than growth through annexations. Our 2001 estimate and 2006 projection are based on the 2000 boundaries.

Major Employers

Total employment in Thomas County was 16,977 people in 1991 and 20,655 people in 2001, a 21.7% increase. In a distribution of employment for 1999, the largest category was Manufacturing, which accounted for 24.0%; the Health Care and Social Assistance category accounted for 15.7%.

Major employers in the Thomasville area are:

- Warners
- Flowers
- Turbine Engine Components
- US Filter-Davis
- Oil-Dri Corporation
- MacTavish Furniture
- Cleaver-Brooks
- Hurst Boiler & Welding Company
- Grand Manor, Incorporated
- Georgia Crate & Basket Company
- Metcalf Lumber Company
- PFG Powell
- Cives Steel Company
- Balfour Lumber Company
- Archbold

Religion and Schools

Most major denominations are represented. School facilities in the Thomas County School District include 2 elementary schools, 1 middle school, 1 alternative school (grades 6-12), and 1 senior high school. Thomas University and Thomas Technical Institute are in the area.

Utilities

Electric service is provided by Municipal Electric Authority of Georgia. Gas service is provided by South Georgia and Municipal Gas Authority. Water and sewer services are provided by the City of Thomasville. Telephone service is provided by Bell South.

Financial Institutions

Six banks and one savings and loan association serve the Thomasville area.

Media

Newspapers Circulated in the Site Area

NEWSPAPER	CITY OF ORIGIN	FREQUENCY OF PUBLICATION
Times Enterprise	Thomasville	Daily

Television: Received from Tallahassee, Florida. Cable television is available.

Radio: WTNT, WPAX, WTVF, WJEP, and WHGH broadcast locally.

3. SITE EVALUATION

Demand for the site location is primarily a function of three main characteristics:

- Access
- Visibility
- Environment

a. Access

Our evaluation of site access characteristics is most concerned with the ease of access to the site for potential residents. Therefore, we evaluate ingress and egress to the site as well as the site location relative to public transportation access.

The site is accessed directly from Old Albany Road, a secondary road within the area. Traffic on Old Albany Road is light and ingress and egress to the subject site are not expected to be difficult.

There is no public transportation system serving Thomasville.

Based on the above, we characterize access to the site as good.

b. Visibility

Our research has determined that a significant percent of traffic at any multifamily development is generated from drive-by traffic. The key to generating drive-by traffic is visibility, especially a presence on well-traveled arteries. In evaluating visibility, we attempt to predict the visibility of the site when developed from surrounding arteries and identify potential impediments to visibility.

The subject site is on a secondary area artery. Visibility of the site from this road is considered excellent.

Because the site fronts a secondary area road, it will be important to identify strategies that can enhance awareness of the site for traffic on North Thomasville Road, the nearest major artery with significant traffic. Such strategies can include signage or outdoor advertising.

c. Environment

In evaluating a site's environment, it is critical not only to assess the aesthetic environment of surrounding views and land usage, but also the site's convenience to employment, entertainment, and shopping.

Commercial development surrounding the site can have a significant impact on the marketability of a new development. For example, a burgeoning entertainment district can generate excitement for housing opportunities in the same area.

Surrounding Land Uses

Surrounding land uses for the subject site include undeveloped land and the entrance to the Plantation Oaks Industrial Park to the north, several single-family homes (in satisfactory condition) to the east, a single-family home to the south, and the Griswold Pump Company to the west.

The plans as expressed for the subject site appear to be appropriate given the current and expected future uses of the neighborhood and surrounding parcels. We expect the subject site to fit into the neighborhood with no adverse effects on absorption.

Convenience to Employment

The subject site is within 5.0 miles of several major employers, including the following:

EMPLOYER	TOTAL EMPLOYEES	DISTANCE FROM SITE
WARNERS	595	0.7 MILE
FLOWERS INDUSTRIES, INCORPORATED	270	1.8 MILES
TURBINE ENGINE COMPONENTS/TEXTRON	395	4.3 MILES
US FILTER COMPANY	278	2.7 MILES
OIL-DRI CORPORATION	248	2.3 MILES

Overall, there is an excellent base of employment within 5.0 miles of the subject site. Most of these employers are easily accessible from the subject site.

Convenience to Entertainment

The site is within 3.0 miles of a variety of outdoor and indoor entertainment options.

There are 5 parks within 3.0 miles of the site: Cassidy Road, Magnolia, Macintyre, Flipper, and Paradise. The nearest park, Cassidy Road, 0.6 mile east of the site, contains the following amenities: a playground, picnic shelters, picnic areas, barbecue grills, and a pond/lake.

Other nearby area outdoor recreation activities include the following:

- Golfing (2 public courses within 5.0 miles)
- Boating/fishing/water sports at several lakes within 20.0 miles

The Thomasville area contains a wide variety of indoor entertainment and leisure time opportunities. There are 2 movie theaters, 5 fitness centers, 1 bowling alley, and numerous restaurants within 4.0 miles of the site.

In addition, opportunities exist to attend cultural, entertainment, and academic enrichment events at nearby Southwest Georgia Technical College and Thomas University. These colleges are within 4.0 miles of the site.

The entertainment and leisure time opportunities nearest the site include the following:

ATTRACTION	**DESCRIPTION**	**DISTANCE FROM SITE**
YWCA (3 LOCATIONS)	SPORTS ACTIVITIES	1.3-3.4 MILES
THOMASVILLE ROSE GARDEN	ROSE GARDEN	2.4 MILES
DIVISION CIVIL WAR CAMP	CIVIL WAR PRISONER CAMP	1.3 MILES
GATEWAY CINEMA	MOVIE THEATER	2.5 MILES
THOMASVILLE FAIRGROUNDS	SPECIAL EVENTS/FAIR	3.2 MILES
VETERANS MEMORIAL STADIUM	HIGH SCHOOL SPORTS	1.9 MILES

Overall, convenience to entertainment is considered excellent.

Convenience to Shopping

There are 6 convenience and grocery stores, 2 pharmacies, and 10 department/general retail stores within 3.0 miles of the subject site:

STORE	TYPE OF STORE	DISTANCE FROM SITE
CARROLL HILL GROCERY	GROCERY	1.1 MILES
L & G FOOD MART	GROCERY/ CONVENIENCE	1.5 MILES
HARVEY'S	GROCERY	2.2 MILES
BOB & JEFF'S IGA	GROCERY	2.6 MILES
WAL-MART SUPER CENTER	GROCERY/PHARMACY/ DEPARTMENT	2.6 MILES
RITE AID	PHARMACY/ CONVENIENCE	1.7 MILES
FAMILY DOLLAR	DEPARTMENT	1.8 MILES
BELK	DEPARTMENT	2.5 MILES
JC PENNEY	DEPARTMENT	2.5 MILES
BEALLS OUTLET	DEPARTMENT	2.5 MILES
GOODY'S	DEPARTMENT	2.5 MILES
CATO FASHIONS	DEPARTMENT	2.5 MILES
ROSES DEPARTMENT STORE	DEPARTMENT	2.1 MILES
DOLLAR GENERAL	DEPARTMENT	2.9 MILES
STANFORDS CLOTHING	DEPARTMENT	2.4 MILES

The nearest major retail area, Gateway Mall, is 2.5 miles east of the site and includes Belk, JC Penney, Bealls Outlet, Goody's, and Cato Fashions.

Overall, we rate the site's convenience to shopping as excellent.

Based on our evaluation of the site's surrounding land usage, convenience to employment, and convenience to shopping, we rate the environment of the site for multifamily residential usage as excellent.

d. Available Multifamily Zoned Land

In interviews with city officials of the planning and zoning department, the Thomasville Chamber of Commerce, and area real estate agents, the only available multifamily zoned land other than the proposed site is located at the north end of Cove Landing Drive and is currently planned to be the site of the Windsor Lake Senior Apartments, an elderly Tax Credit project planned for Thomasville. The field analyst working in Thomasville also could not identify any other available multifamily zoned land.

e. Site Evaluation Conclusions

Based on our evaluation of the access, visibility, and environment of the site, it is our opinion that the subject site is appropriate for the proposed project and will not have an adverse effect on absorption and ongoing turnover.

SITE PHOTOGRAPHS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

SITE FACING NORTH

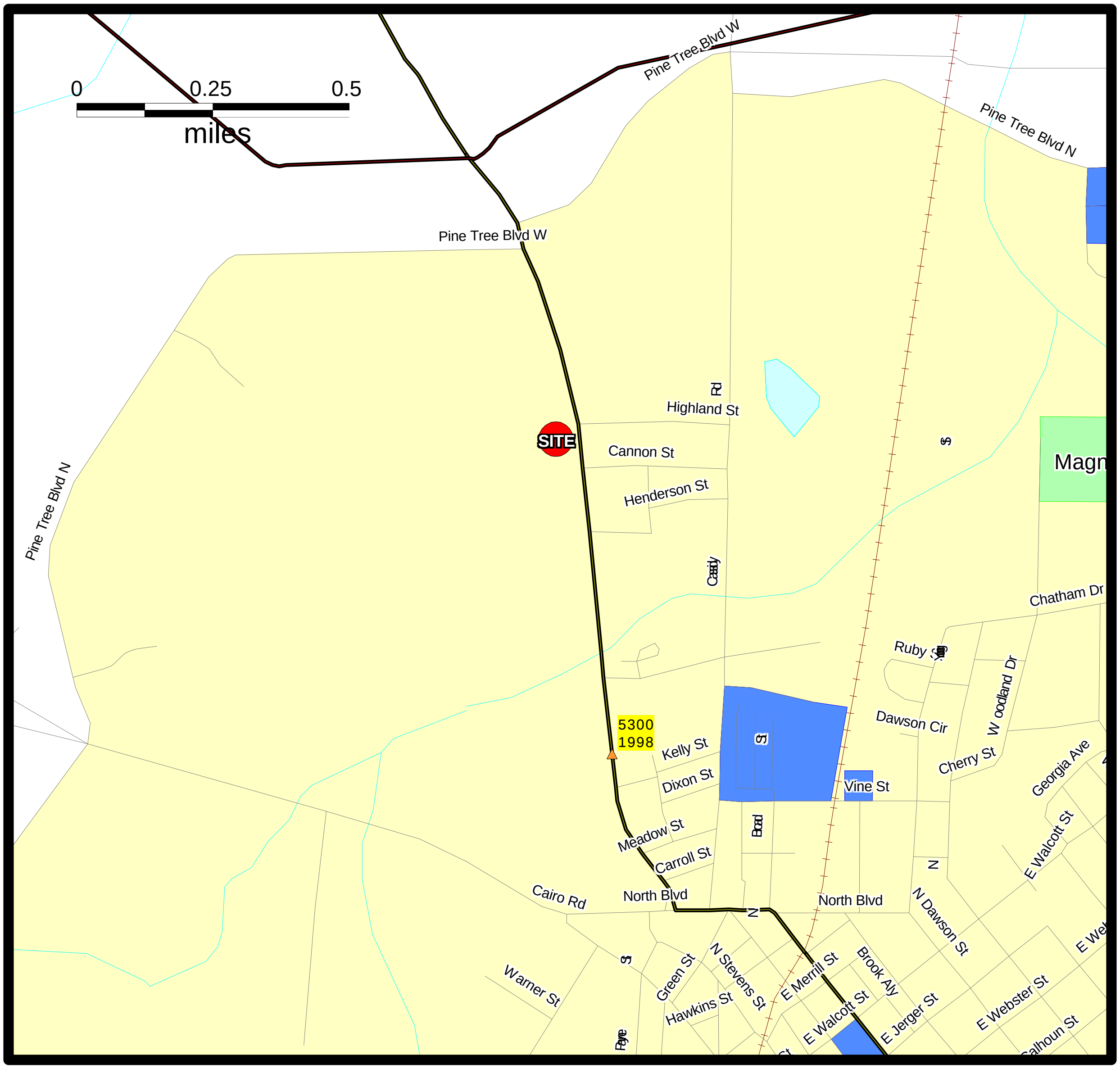
SITE FACING EAST

SITE FACING SOUTH

SITE PHOTOGRAPHS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

SITE FACING WEST

NEIGHBORHOOD MAP



THOMASVILLE, GEORGIA

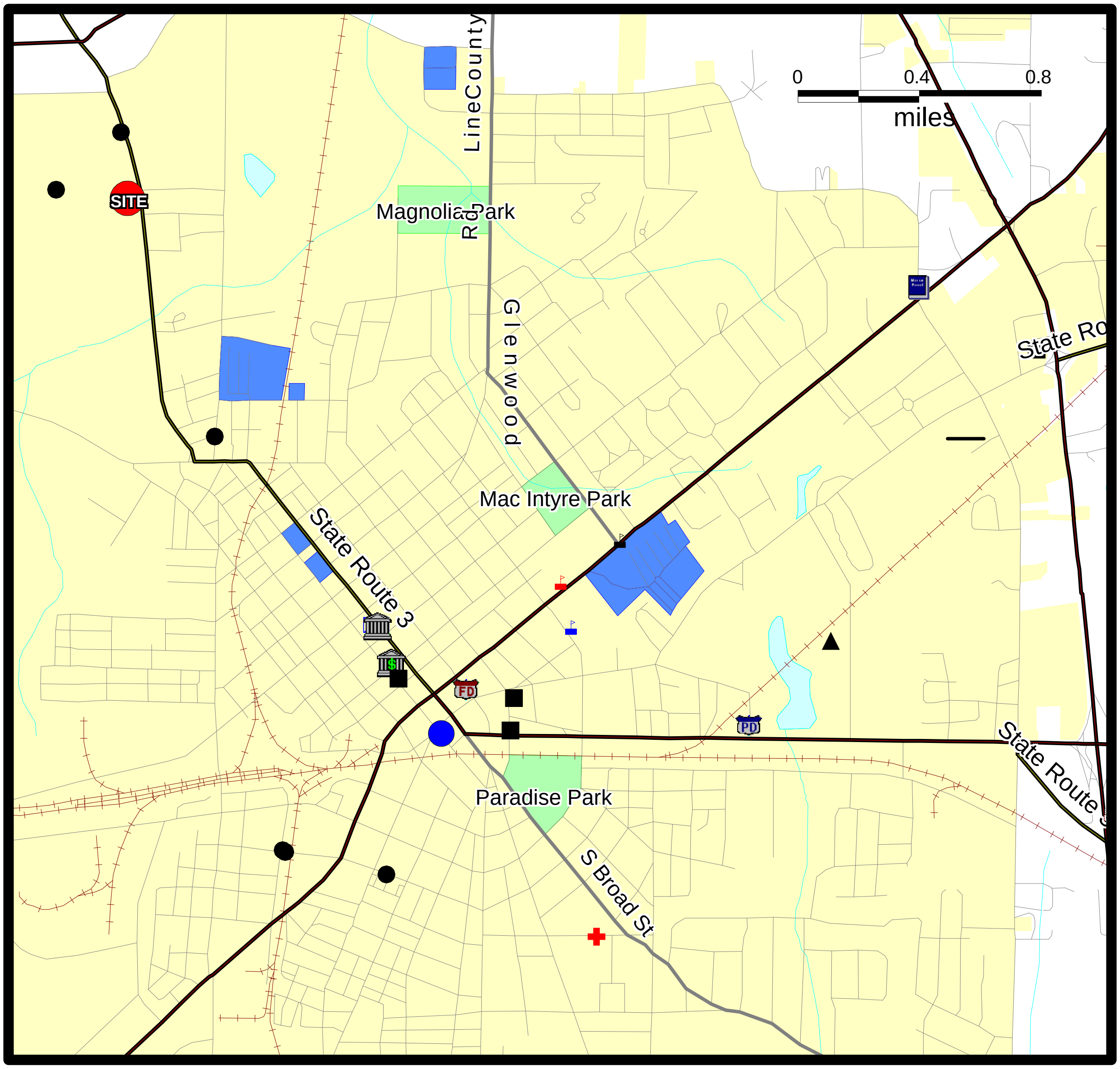
TRAFFIC COUNTS

△ AVERAGE ANNUAL DAILY TRAFFIC
YEAR OF COUNT

N
W E
S

DANTER COMPANY

COMMUNITY SERVICES



THOMASVILLE, GEORGIA

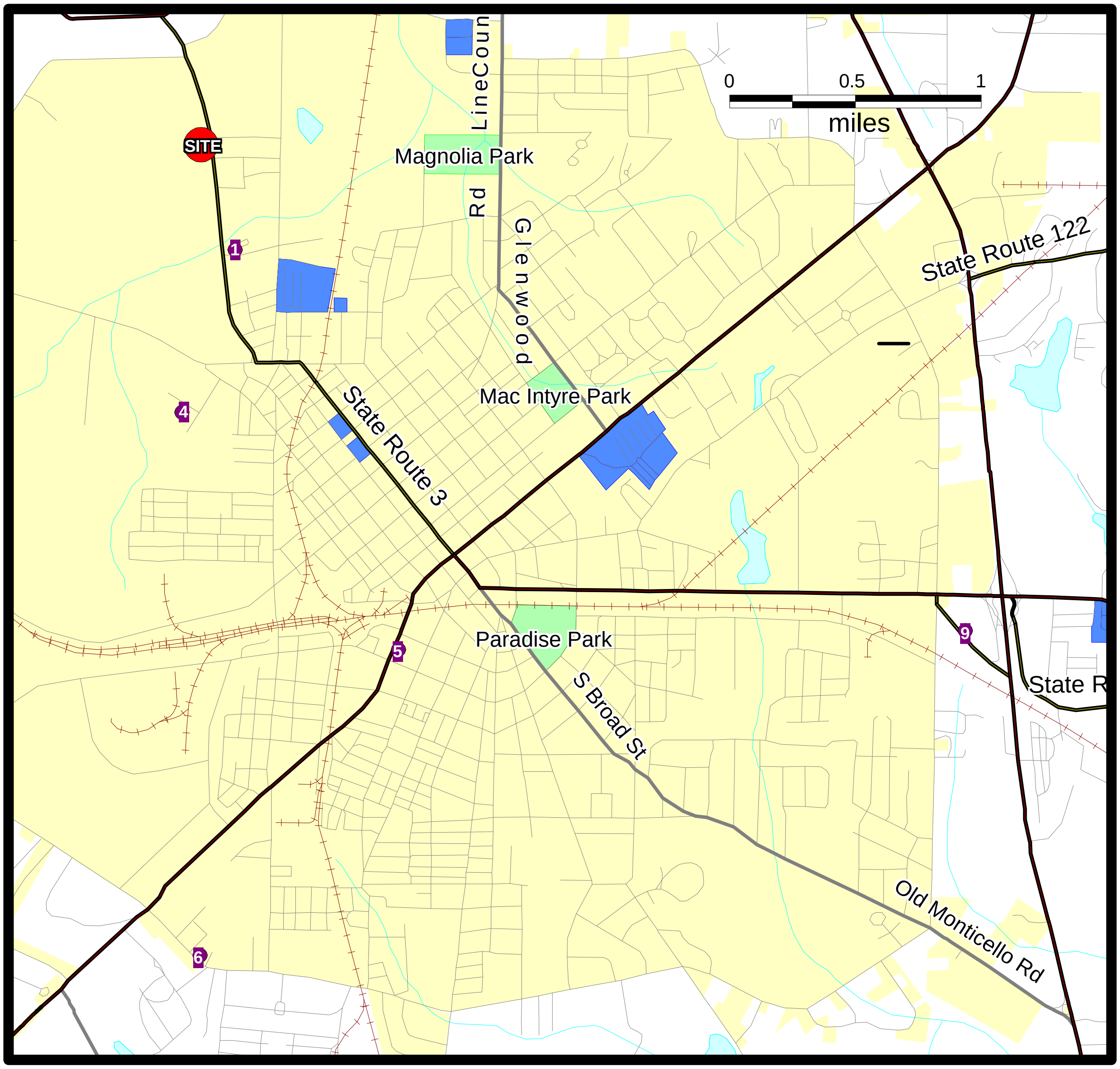
COMMUNITY SERVICES

- EMPLOYMENT
- BANK
- MIDDLE SCHOOL
- ELEMENTARY SCHOOL
- HIGH SCHOOL
- SHOPPING
- CENTRAL BUSINESS DISTRICT
- POST OFFICE
- LIBRARY
- POLICE STATION
- PARKS/RECREATION
- HOSPITAL
- FIRE STATION
- UNIVERSITY

N W E S

DANTER COMPANY

SUBSIDIZED AND TAX CREDIT APARTMENT LOCATIONS



THOMASVILLE, GEORGIA

DANTER COMPANY

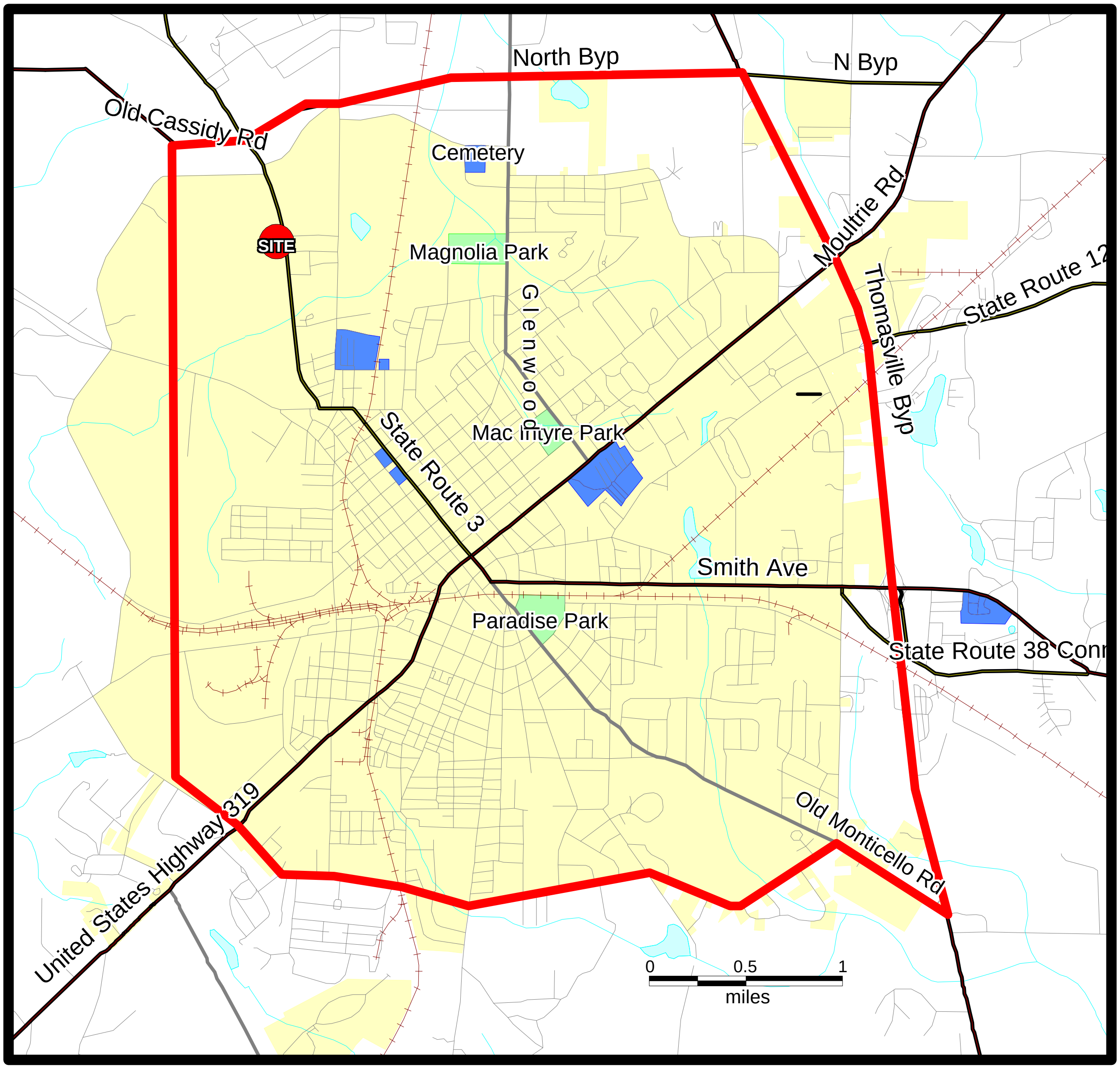
D. SITE EFFECTIVE MARKET AREA (EMA)

Our conclusions for the market potential of the subject project are based on a thorough analysis of the Effective Market Area (EMA). EMA refers to a methodology developed by The Danter Company to describe areas of similar economic and demographic characteristics. The EMA is the smallest area expected to contain the greatest concentration (60% to 70%) of support for the proposed project. EMA boundaries have been determined based on interviews with area real estate, planning, and housing professionals, analysis of area mobility patterns, and past surveys conducted by The Danter Company.

The Effective Market Area in Thomas County consists of the city of Thomasville and surrounding areas. The EMA is bounded by US Route 84 Bypass North to the north, US Route 84 and the Georgia-Florida Parkway to the east, Pinetree Boulevard to the south, and US Route 84 Bypass West to the west.

The Site EMA does not include some of the smaller towns surrounding Thomasville in the outlying portions of Thomas County.

SITE EFFECTIVE MARKET AREA



THOMASVILLE, GEORGIA

E. COMMUNITY DEMOGRAPHIC DATA

The following tables provide key information on Site EMA demographics, including population trends, household trends, and household income trends.

POPULATION AND HOUSEHOLDS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA

YEAR	POPULATION	HOUSEHOLDS	PERSONS PER HOUSEHOLD
1980	15,971	5,537	2.88
1990	16,610	6,435	2.58
CHANGE 1980-1990	4.0%	16.2%	-
2000	16,626	6,552	2.54
CHANGE 1990-2000	0.1%	1.8%	-
2001 (ESTIMATED)	16,651	6,566	2.53
2004*	16,728	6,653	2.51
CHANGE 2001-2004	0.5%	1.4%	-
2009** (PROJECTED)	16,853	6,879	2.45

*Projected at project opening
**Projected 5 years following project opening

Sources: The Danter Company, Incorporated
1990 & 2000 Census of Housing
Claritas, Incorporated

As the above table illustrates, the Site EMA has experienced very slow population growth and limited household growth between 1990 and 2000. Population and household growth are projected to increase slowly between 2001 and 2009.

According to 2000 Census data and Claritas, Incorporated estimates there were 6,566 households in the Site EMA and the population was 16,651. The average household size in 2001 was 2.53 persons per household.

DISTRIBUTION OF POPULATION BY AGE
THOMASVILLE, GEORGIA SITE EFFECTIVE MARKET AREA
1990, 2001, AND 2006 (PROJECTED)

	1990		2001		2006 (PROJECTED)	
POPULATION BY AGE	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UNDER 5 YEARS	1,335	8.0%	1,315	7.9%	1,329	7.9%
5 TO 9 YEARS	1,372	8.3%	1,399	8.4%	1,365	8.1%
10 TO 14 YEARS	1,297	7.8%	1,349	8.1%	1,395	8.3%
15 TO 19 YEARS	1,202	7.2%	1,216	7.3%	1,307	7.8%
20 TO 24 YEARS	954	5.7%	982	5.9%	1,062	6.3%
25 TO 34 YEARS	2,420	14.6%	2,165	13.0%	2,143	12.8%
35 TO 44 YEARS	2,201	13.3%	2,227	13.4%	2,059	12.3%
45 TO 54 YEARS	1,616	9.7%	2,181	13.1%	2,175	13.0%
55 TO 59 YEARS	736	4.4%	716	4.3%	916	5.5%
60 TO 64 YEARS	793	4.8%	683	4.1%	681	4.1%
65 TO 74 YEARS	1,500	9.0%	1,249	7.5%	1,144	6.8%
75 TO 84 YEARS	895	5.4%	833	5.0%	853	5.1%
85 YEARS AND OVER	289	1.7%	336	2.0%	348	2.1%
TOTAL	16,610	100.0%	16,651	100.0%	16,777	100.0%

DANTER COMPANY

Our analysis of the Thomasville Site EMA provides household income demographic information for the market area at three points in time: 1990, 2001, and 2006 (projected).

DISTRIBUTION OF INCOME
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
1990, 2001, AND 2006 PROJECTED

HOUSEHOLD INCOME	1990		2001		2006 PROJECTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
LESS THAN $ 5,000	931	14.5%	664	10.1%	532	7.9%
$ 5,000 TO $ 9,999	868	13.5%	479	7.3%	425	6.3%
$ 10,000 TO $ 14,999	786	12.2%	617	9.4%	506	7.5%
$ 15,000 TO $ 19,999	623	9.7%	558	8.5%	573	8.5%
$ 20,000 TO $ 24,999	548	8.5%	466	7.1%	479	7.1%
$ 25,000 TO $ 29,999	561	8.7%	479	7.3%	411	6.1%
$ 30,000 TO $ 34,999	423	6.6%	414	6.3%	479	7.1%
$ 35,000 TO $ 39,999	288	4.5%	335	5.1%	411	6.1%
$ 40,000 TO $ 44,999	288	4.5%	341	5.2%	324	4.8%
$ 45,000 TO $ 49,999	165	2.6%	309	4.7%	256	3.8%
$ 50,000 TO $ 59,999	365	5.7%	414	6.3%	492	7.3%
$ 60,000 TO $ 74,999	192	3.0%	525	8.0%	499	7.4%
$ 75,000 TO $ 99,999	199	3.1%	420	6.4%	560	8.3%
$100,000 TO $124,999	107	1.7%	184	2.8%	277	4.1%
$125,000 TO $149,999	28	0.4%	105	1.6%	142	2.1%
$150,000 TO $249,999	40	0.6%	204	3.1%	223	3.3%
$250,000 TO $499,999	21	0.3%	39	0.6%	121	1.8%
$500,000 OR MORE	2	0.0%	13	0.2%	34	0.5%
TOTAL	6,435	100.0%	6,566	100.0%	6,744	100.0%
AVERAGE INCOME	$28,283		$46,176		$56,252	

Sources: The Danter Company, Incorporated
1990 Census of Housing
Claritas, Incorporated

There were 7,281 total housing units in the Site EMA in 2000 allocated as follows:

	NUMBER		PERCENT	
OCCUPIED	6,552		90.0%	
BY OWNER		3,812		52.4%
BY RENTER		2,740		37.6%
VACANT	729		10.0%	
TOTAL	7,281		100.0%	

The above data are a distribution of all rental units (e.g., duplexes, conversions, units above storefronts, single-family homes, mobile homes, and conventional apartments) regardless of age or condition.

The following table illustrates the distribution of households of renter and all households by income within the Site EMA, based on the 1990 Census:

	1990 DISTRIBUTION OF HOUSING		
	HOUSEHOLDS		1990 SHARE OF RENTERS
HOUSEHOLDERS	RENTER	TOTAL	
LESS THAN $10,000	1,030	1,799	57.3%
$10,000 TO $19,999	627	1,409	44.5%
$20,000 TO $34,999	542	1,532	35.4%
$35,000 TO $49,999	242	741	32.7%
$50,000 AND HIGHER	131	954	13.7%
TOTAL	2,572	6,435	40.0%

As the preceding table illustrates, a large percentage (46.4%) of households with incomes below $34,999 are renters. The distribution of renter, as well as a state-specified share of owner-occupied, households within the appropriate income ranges for the proposed subject development has been included in our demand analysis.

We have also analyzed the distribution of household sizes within the Site EMA. The following table summarizes the distribution of persons per unit among all renter households within the Site EMA, based on 2000 Census data:

OCCUPANTS PER UNIT	NUMBER	PERCENT
1 PERSON	957	34.9%
2 PERSONS	669	24.4%
3 PERSONS	481	17.6%
4 PERSONS	346	12.6%
5 PERSONS	170	6.2%
6 PERSONS	76	2.8%
7 PERSONS+	41	1.5%
TOTAL	2,740	100.0%

Source: 2000 Census of Housing

The proposed project will primarily target one- to four-person households. As the preceding table illustrates, 89.5% of the units in the market are occupied by one- to four-person households. This represents a significant share of the rental housing units in the market. The average household size in the market is 2.53.

F. MARKET AREA ECONOMY

This section of the report discusses trends in the market area economy and evaluates the relationship of the market area economy and the proposed project, as well as the overall rental housing market.

The following table summarizes employment by industry within Thomas County.

DISTRIBUTION OF TOTAL
PERSONAL INCOME
BY INDUSTRY
1990 AND 1997
THOMAS COUNTY, GEORGIA

	1990		1997		PERCENT CHANGE
	TOTAL(000)	PERCENT	TOTAL(000)	PERCENT	1990-1997
TOTAL WAGE AND SALARY DISBURSEMENTS	$ 404,625	100.0%	$ 621,909	100.0%	53.7%
FARM	$ 12,222	3.0%	$ 19,416	3.1%	58.9%
NONFARM	$ 392,403	97.0%	$ 602,493	96.9%	53.5%
PRIVATE	$ 318,741	78.8%	$ 503,382	80.9%	57.9%
AGRICULTURAL SERVICES	$ *	N/A	$ *	N/A	N/A
MINING	$ *	N/A	$ *	N/A	N/A
CONSTRUCTION	$ 19,421	4.8%	$ 23,702	3.8%	22.0%
MANUFACTURING	$ 100,359	24.8%	$ 176,800	28.4%	76.2%
DURABLE GOODS	$ 46,365	11.5%	$ 87,957	14.1%	89.7%
NONDURABLE GOODS	$ 53,994	13.3%	$ 88,843	14.3%	64.5%
TRANSPORTATION AND PUBLIC UTILITIES	$ 10,807	2.7%	$ 14,198	2.3%	31.4%
WHOLESALE TRADE	$ 26,184	6.5%	$ 26,551	4.3%	1.4%
RETAIL GOODS	$ 38,757	9.6%	$ 63,339	10.2%	63.4%
FINANCE, INSURANCE AND REAL ESTATE	$ 13,809	3.4%	$ 22,674	3.6%	64.2%
SERVICES	$ 99,749	24.7%	$ 163,511	26.3%	63.9%
GOVERNMENT	$ 73,662	18.2%	$ 99,111	15.9%	34.5%
FEDERAL, CIVILIAN	$ 8,019	2.0%	$ 9,351	1.5%	16.6%
FEDERAL, MILITARY	$ 1,075	0.3%	$ 1,391	0.2%	29.4%
STATE AND LOCAL	$ 64,568	16.0%	$ 88,369	14.2%	36.9%

*Data not included to avoid disclosure of confidential information; data are included in totals
N/A Not Available
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis

We interviewed some of the major area employers within the market area. The employment trends and distance from the subject site for these employers are summarized as follows:

EMPLOYER/PRODUCT	TOTAL EMPLOYEES	EXPANSION OR CUTBACKS	DISTANCE FROM SITE
WARNERS	595	STABLE	0.9 MILE
FLOWERS INDUSTRIES, INCORPORATED	270	STABLE	5.1 MILES
TURBINE ENGINE COMPONENTS/TEXTRON	395	STABLE	0.2 MILE
US FILTER-DAVIS	278	STABLE	3.3 MILES
OIL-DRI CORPORATION	248	EXPANSION	2.0 MILES
ARCHBOLD MEMORIAL HOSPITAL	1,450	EXPANSION	2.8 MILES

According to interviews with human resources and personnel managers, most employers intend to maintain or expand current employment levels.

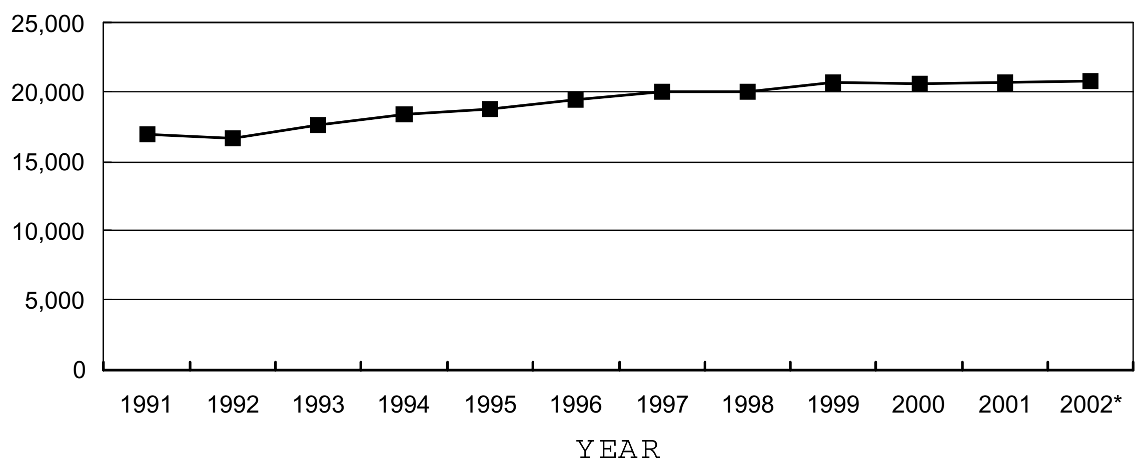
Archbold Memorial Hospital and Oil-Dri Corporation are looking to expand employment levels in the next 6 months, while the other major employers interviewed stated they felt employment would remain fairly stable in the coming future.

The following table summarizes the employment growth and unemployment trends for Thomas County and the state of Georgia:

EMPLOYMENT AND UNEMPLOYMENT RATES
THOMAS COUNTY, GEORGIA
1991 - 2002*

YEAR	EMPLOYMENT	UNEMPLOYMENT RATE	
		THOMAS COUNTY	GEORGIA
1991	16,977	4.70%	5.00%
1992	16,662	7.20%	6.90%
1993	17,661	5.50%	5.80%
1994	18,393	4.40%	5.20%
1995	18,797	4.10%	4.90%
1996	19,495	4.30%	4.60%
1997	20,019	4.60%	4.50%
1998	20,025	4.60%	4.20%
1999	20,653	5.20%	4.00%
2000	20,644	4.80%	3.70%
2001	20,655	4.10%	4.00%
2002*	20,807	3.60%	4.60%

EMPLOYMENT



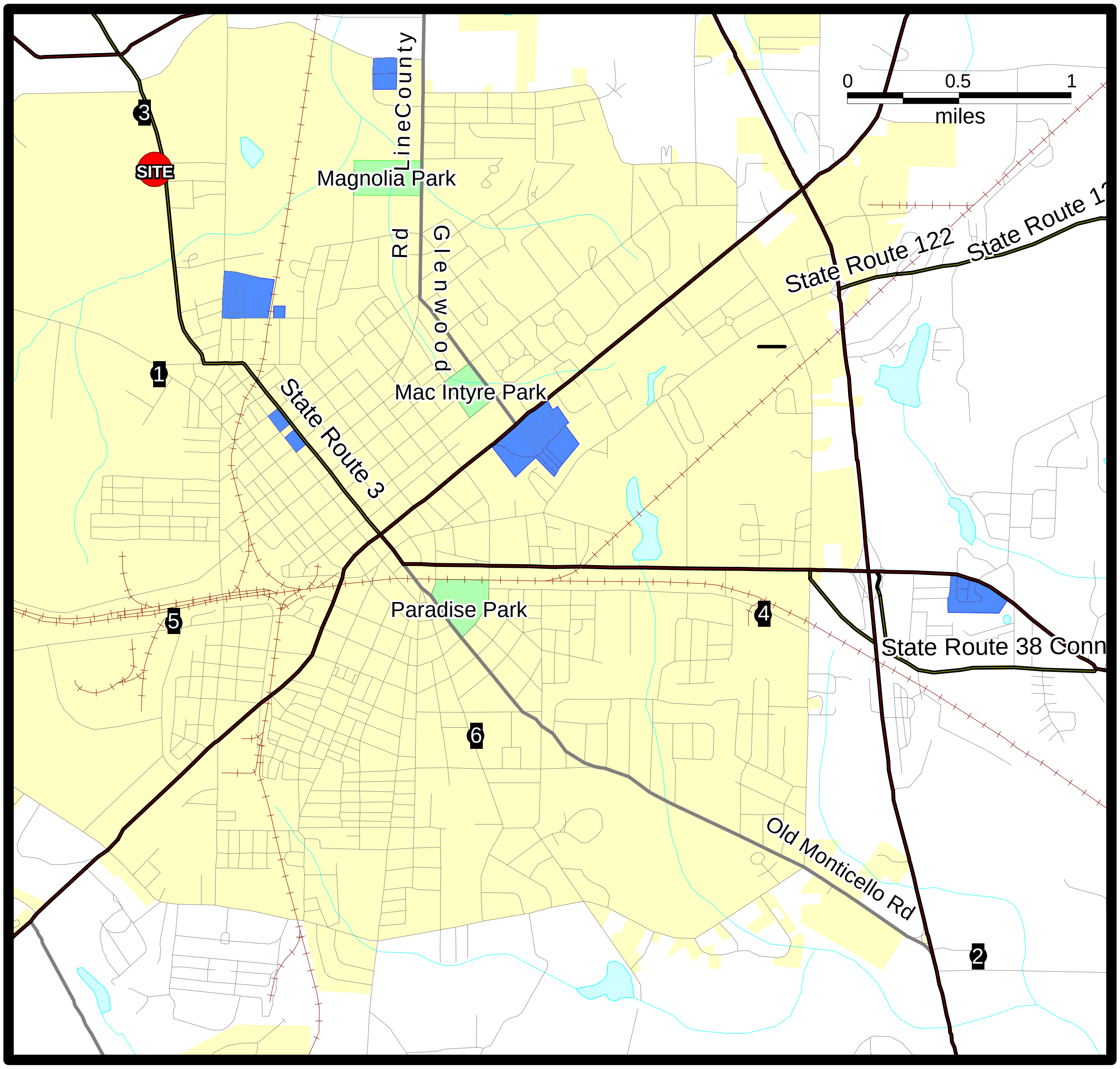
*As of March
Source: Georgia Department of Labor

DANTER COMPANY

The Thomas County employment base has grown by an estimated 24.9% over the past 10 years and the overall unemployment rate has remained under 5% for three years. In fact, the Thomas County unemployment rate has fluctuated between being lower or higher than the Georgia overall state average for the past several years. The recent decrease in unemployment from 5.2% in 1999 to 3.6% in 2002 reflects an improving local economy. Based on our interviews with several of the area's largest employers, most employers anticipate expanding or maintaining their current employment levels.

A map designating the major area employers follows:

AREA EMPLOYERS



MAP_CODE	EMPLOYER
1	WARNERS CUTTING CENTER
2	FLOWERS INDUSTIRES INC.
3	TEXTRON TURBINE ENGINE COMPONENTS
4	U S FILTER DAVIS
5	OIL DRI CORPORATION OF AMERICA
6	ARCHBOLD JOHN D MEMORIAL HOSPITAL

THOMASVILLE, GEORGIA

N
W E
S

DANTER COMPANY

G. PROJECT-SPECIFIC DEMAND ANALYSIS

1. INCOME/PROGRAM RESTRICTIONS (TAX CREDIT PROGRAM)

The proposed Hunter's Chase project will include one-, two-, and three-bedroom units with rents based on 30%, 50%, and 60% of the area median household income.

Rents for units operating within the Tax Credit program are based on income limits by household size. Under the Georgia Department of Community Affairs guidelines, the gross rent charged for an eligible unit to a tenant cannot exceed 35% of the tenant income limitation (30%, 50%, or 60% of area median income adjusted for household size).

Median incomes are established by the United States Department of Housing and Urban Development (HUD). The proposed project is located in the northwestern area of Thomasville, in Thomas County, Georgia, which is located in a nonmetropolitan area. In 2002, the median household income for nonmetropolitan areas of Georgia is $42,200.

The following chart illustrates the maximum income allowed per household size at the 30%, 50%, and 60% levels, based on the 2002 median income for nonmetropolitan areas:

	MAXIMUM ALLOWABLE INCOME		
HOUSEHOLD SIZE	**30%**	**50%**	**60%**
ONE-PERSON	$8,850	$14,750	$17,700
TWO-PERSON	$10,140	$16,900	$20,280
THREE-PERSON	$11,400	$19,000	$22,800
FOUR-PERSON	$12,660	$21,100	$25,320
FIVE-PERSON	$13,680	$22,800	$27,360

Current guidelines establish maximum rents based on the probable household size by number of bedrooms, with one-bedroom units at 1.5, two-bedroom units at 3.0, and three-bedroom units at 4.5 people per household (regardless of the actual number of people occupying the unit). Maximum rent by number of bedrooms is as follows:

	MAXIMUM GROSS RENT		
UNIT TYPE	**30%**	**50%**	**60%**
ONE-BEDROOM (1.5)	$237	$396	$475
TWO-BEDROOM (3.0)	$285	$475	$570
THREE-BEDROOM (4.5)	$329	$549	$658

The following table compares the current (2002) maximum allowable gross rents with the proposed gross rents at the subject site.

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MAXIMUM GROSS MONTHLY RENT	PROPOSED GROSS RENT
ONE-BEDROOM	30%	$237	$225
	50%	$396	$376
	60%	$475	$451
TWO-BEDROOM	30%	$285	$270
	50%	$475	$451
	60%	$570	$541
THREE-BEDROOM	30%	$329	$312
	50%	$549	$521
	60%	$658	$625

The maximum allowable gross rents at opening may increase (or decrease) based on the median income and utility rates at the time. The proposed rents are set $12 to $33 lower than the current (2002) maximum allowable.

2. AFFORDABILITY

Based on findings from The Danter Company's nationwide telephone survey, we anticipate that the proposed one-, two-, and three-bedroom units will predominantly house one- to four-person households. Therefore, the following demand analysis includes the maximum allowable incomes for four-person households.

Tax Credit Units

Under the Section 42 Tax Credit program, a household may live in any unit type, regardless of size, as long as the household income does not exceed the maximum allowable for that household size.

For 2002, the maximum allowable income for a four-person household at the 30% income level is $12,660, the maximum allowable income for a four-person household at the 50% income level is $21,100, and the maximum allowable income for a four-person household at the 60% income level is $25,320.

Pursuant to Georgia DCA Guidelines, it is assumed that no family households are able to pay more than 35% of gross income towards total housing expenses and that no elderly households (age 55+) are able to pay more than 40% of gross income towards total housing expenses. Based on the projected rent levels, the minimum annual household income level at the proposed Hunter's Chase development could be as low as $7,715 for the units at the 30% income level, as low as $9,255 for the units at the 50% income level, and as low as $10,695 for the units at the 60% income level.

Our demand analysis for the 89 proposed Tax Credit units at the subject site will consider various demand factors based on those households with incomes from $7,715 to $12,660 for the 30% level, from $9,255 to $21,100 for the 50% level, and from $10,695 to $25,320 at the 60% level.

Market-Rate Units

In proposed projects comprised of Tax Credit and market rate units, the average comparable market rents in the Site EMA for market rate units should be at least 15% higher per net rentable square foot than the maximum allowable Tax Credit rents. The projects' maximum allowable Tax Credit rents are 27.2% to 36.9% lower than the average comparable market rate unit rents in the Site EMA.

Additionally, the proposed market rate rents for the project should be at least 10% higher than the maximum allowable Tax Credit rents. The projects proposed market rate rents are only 8.1% to 10.5% higher than the maximum allowable Tax Credit rents.

The proposed project will also include 23 market-rate units. The lowest gross rent of the proposed market-rate units at the subject site is $519 per month. Assuming a tenant of a market-rate unit will pay no more than 27% of household income towards rent, the minimum income required for a market-rate unit at the subject development is $23,065. The determination of this minimum income is summarized in the following calculation: **$519 (lowest proposed gross rent) X 12 (months) / .27 (rent to income ratio) = $23,065 (minimum income).**

Although there is no maximum income restriction for renters of market-rate units, it is likely that those households with relatively high incomes will chose to own a home as opposed to rent an apartment. Therefore, it is necessary to determine the maximum income that a potential renter would have to consider a market-rate unit at the proposed subject development. Based on the 1990 Census, the highest rent paid in the market was no more than $999 per month. Assuming that a renter of a market-rate unit pays no more than 27% of household income towards rent, the maximum income a potential renter for the subject market-rate units is likely no more than $44,400. The determination of this maximum income is summarized in the following calculation: **$999 (maximum rent paid in the market) X 12 (months) / .27 (rent to income ratio) = $44,400 (minimum income).**

Our demand analysis for the proposed market-rate units considers only those households within the market with incomes between $23,065 and $44,400.

3. DEMAND ANALYSIS

Georgia Department of Community Affairs requires that each market study submitted for their review include a demand analysis derived from the following sources:

- **New units required in the market area due to projected household growth should be determined.** This should be determined using 2000 Census data and projecting forward to the anticipated placed in service date of the project (within 2 years) using a growth rate established from a reputable source such as Claritas or the State Data Center. The projected population must be limited to the age and income group and the demand for each income group targeted must be shown separately. In instances where a significant number (more than 20%) of proposed units are comprised of three- and four-bedroom units, please refine the analysis by factoring in number of large household (generally 4+ persons). A demand analysis that does not take this into account may overestimate demand. Population and Household growth trends and projections for the Site EMA are detailed in *Section E: Community Demographic Data* of this report.

- **Demand from existing households should be determined by using 2000 Census data and extrapolating the population that rents from the total number of existing households.** This population projected must be limited to the age and income group and the demand for each group targeted (i.e. 50% of median income) must be shown separately.

- **Rent over-burdened households, if any, within the age group, income cohorts and tenure (renters) targeted for the proposed development.** This calculation must exclude households that would be rent over-burdened (i.e. paying more than 35% of their income toward rent) in the proposed project. Based on the 1990 Census, a total of 850 (33.0%) renter households were rent overburdened (paying 35% or more of income towards rent).

- **Households living in substandard housing (units that lack complete plumbing or that are overcrowded).** Households in substandard housing should be adjusted for age, income band, and tenure that apply. Substandard housing is generally considered to be units lacking complete plumbing facilities, and units that are overcrowded (containing more than one person per room). Within Thomas County in 1990, only 34 (0.5%) of the 6,417 occupied housing units lacked complete plumbing facilities. Overcrowded rental housing units totaled 211, 3.3% of the total rental housing units. A total of 245 (3.8%) of all households were living in substandard housing in 1990.

DEMAND: These overall demand components added together represent **demand** for the project.

SUPPLY: Comparable units constructed since the base year of projection, including all Tax Credit and bond-financed developments funded from 1999 - 2001, are subtracted to calculated **net demand**.

CAPTURE RATES: Capture rates are calculated by dividing **the number of units in the project by the net demand**. Demand and capture rate analysis must be completed for targeted income group and each bedroom size proposed as well as for the project overall. Please include a narrative on what exactly this capture rate means for the proposed project. Project feasibility will be based on market capture rates less than 30% of all the units in the project.

ABSORPTION RATES: Absorption rates are provided in the market study which give an estimation of the time it is expected the project will take to reach 93% occupancy. The absorption rate determination should consider such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials.

DEMAND BY TARGETED INCOME GROUP

DEMAND COMPONENT	PERCENT OF MEDIAN HOUSEHOLD INCOME 30% 2001: ($7,715-$12,660) 2004: ($7,715-$14,090)	50% 2001: ($9,255-$21,100) 2004: ($9,255-$23,485)	60% 2001: ($10,695-$25,320) 2004: ($10,695-$28,180)	MARKET-RATE 2001: ($23,065-$44,400) 2004: ($23,065-$49,420)
DEMAND FROM NEW HOUSEHOLDS (AGE AND INCOME APPROPRIATE)	303 – 254 = 49	702 – 626 = 76	832 – 736 = 96	849 – 714 = 135
+				
DEMAND FROM EXISTING RENTER HOUSEHOLDS (RENT OVERBURDENED)	254 X 33.0% = 84	626 X 33.0% = 207	736 X 33.0% = 243	714 X 33.0% =236
+				
DEMAND FROM EXISTING HOUSEHOLDS (RENTERS IN SUBSTANDARD HOUSING)	254 X 3.8% = 10	626 X 3.8% = 24	736 X 3.8% = 28	714 X 3.8% = 27
=				
TOTAL DEMAND	143	307	367	398
-				
SUPPLY (DIRECTLY COMPARABLE UNITS BUILT OR FUNDED OVER PROJECTION PERIOD)	0	60	60	73
=				
NET DEMAND	143	247	307	325
PROPOSED UNITS	11	24	54	23
CAPTURE RATE	7.7%	9.7%	17.6%	7.1%

*The estimated income limits for 2004 are based on the historical increase in the median household income in nonmetropolitan areas over the last five years (1997-2001).

The proposed site will include 24 three-bedroom units (21.4% of the total). As such, this analysis has been refined by factoring the number of large households (4+ persons) within the Site EMA to conform to DCA guidelines. For the purpose of the following analysis, we have extrapolated the data from the 2000 Census distribution of persons per unit among all renter households on Page IV-24 and applied it to the demand by bedroom type. We assume one-bedroom units will be occupied by one-person households (34.9%), two-bedroom units by two- or three-person households (42.0%), and three- and four-bedroom units by 4-person or more households (23.1%).

DEMAND BY BEDROOM TYPE

BEDROOMS	TOTAL DEMAND	SUPPLY*	NET DEMAND	UNITS PROPOSED	CAPTURE RATE
ONE-BEDROOM	243	66	177	32	18.1%
TWO-BEDROOM	293	47	246	56	22.8%
THREE-BEDROOM	161	16	145	24	16.6%
TOTAL	697	129	568	112	19.7%

*Directly comparable units built and/or funded in the project market over the projection period.

As the preceding table illustrates, the capture rates for the proposed project range from 16.6% for a three-bedroom unit to 22.8% for a two-bedroom unit. The overall project has a capture rate of 19.7%. This is a limited, but achievable, ratio of support for a family project and indicates that there is sufficient support for the proposed project. It should be noted that there are no existing family Tax Credit projects in the Site EMA and only one planned elderly Tax Credit project. Therefore, the weakness of this capture ratio may be less than truly representative of the actual demand in the EMA.

ABSORPTION

Although not all are included in this report, The Danter Company has developed additional methodologies to analyze support for a proposed project through 30+ years of market research. Two primary indicators of the success of a project are step-up/down support (internal support from conventional rentals) and comparable market rent analysis (evaluation of the value of the proposed rents). These calculations have been made to assist in estimating absorption.

The proposed Hunter’s Chase is expected to have units available in 2004.

When responding to only income-qualified tenants, absorption of the 112 proposed Tax Credit units is expected to average 8 to 10 units per month, resulting in an 11- to 14-month absorption period to achieve a 93% occupancy level.

Prior studies have shown that absorption tends to be seasonal, with up to 64% of annual absorption taking place in the "peak" summer months (May through August). The shoulder season (the two months on either side of the peak season) generally accounts for approximately 24% of annual absorption. The "off" season, November through February, typically accounts for the remaining 12% of absorption. While these percentages do not hold true in all markets, they give a good indication of the potential seasonal variations in absorption.

It should be noted that long rent-up periods are especially vulnerable to reversals in the economy and/or local economic fluctuation, such as plant closing, droughts, etc.

H. SUPPLY ANALYSIS

1. FIELD SURVEY OF CONVENTIONAL APARTMENTS

A total of 1,265 conventional apartment units in 14 projects were surveyed in the Site EMA. A total of 682 of these units are in 9 market-rate developments. (The remaining 583 units are located in 5 subsidized developments. There are no vacancies among these units. Government subsidized units have not been included in the following analysis.)

An additional 4 units are under construction within 1 new market-rate development, Georgia Woods (Map Code 12).

Following is a distribution of market-rate units surveyed by unit type and vacancy rate:

SUMMARY OF CONVENTIONAL MARKET-RATE APARTMENTS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

UNIT TYPE	MARKET-RATE UNITS		VACANCY RATE	MEDIAN NET RENT
	NUMBER	PERCENT		
STUDIO	6	0.9%	0.0%	$390
ONE-BEDROOM	247	36.2%	1.6%	$417
TWO-BEDROOM	313	45.9%	2.9%	$534
THREE-BEDROOM	116	17.0%	1.7%	$727
TOTAL*	682	100.0%	2.2%	

*Does not include 4 units under construction

The market-rate units are 97.8% occupied. Vacancies are low in the market area, and the market appears limited by supply rather than demand.

The Site EMA apartment base contains a disproportionately high percentage of three-bedroom units, 17.0% of the total. These are adequately absorbed, however, as demonstrated by the low one-bedroom vacancy rate of 1.7%. Generally, a well-developed rental market includes 30% to 35% one-bedroom units, 60% to 65% two-bedroom units, and 8% to 12% three-bedroom units.

Based on prior studies conducted by The Danter Company, rents in the Site EMA have increased at an established rate of 3.7% per year between 1998 and 2002.

An evaluation of units renting at or below the proposed rents follows:

UNIT TYPE	PROPOSED GROSS RENT	UNITS AT OR BELOW PROPOSED RENT		
		NUMBER	PERCENT	VACANCY
ONE-BEDROOM				
30%	$225	0	-	-
50%	$376	0	-	-
60%	$451	183	74.1%	0.0%
MARKET-RATE	$519	183	74.1%	0.0%
TWO-BEDROOM				
30%	$270	0	-	-
50%	$451	37	11.8%	0.0%
60%	$541	177	56.5%	1.1%
MARKET-RATE	$630	264	84.3%	2.7%
THREE-BEDROOM				
30%	$312	0	-	-
50%	$521	0	-	-
60%	$625	20	17.2%	0.0%
MARKET-RATE	$711	20	17.2%	0.0%

As the above table illustrates, proposed 30% and 50% Tax Credit gross rents are extremely low when compared with existing rents, while the 60% Tax Credit rents and the market-rate rents are below many of the existing rents in the market.

A distribution of units and vacancies by year opened is as follows:

PERIOD	PROJECTS BUILT	UNITS BUILT	CURRENT VACANCY RATE
BEFORE 1970	1	12	0.0%
1970-1974	0	0	-
1975-1979	2	116	0.9%
1980-1984	5	501	2.4%
1985-1989	0	0	-
1990-1994	0	0	-
1995-1999	1	53	3.8%
2000	0	0	-
2001	0	0	-
2002*	0	0	-
TOTAL	9	682	2.2%

*Through May 2002

As the above table illustrates, 629 (92.2%) of the units were opened before 1985. These units have a vacancy rate of 2.1%. The remaining 53 (7.8%) units were added to the market in 1999. These newer units have an overall vacancy rate of 3.8%.

2. COMPARABLE ANALYSIS

The Danter Company has identified no Tax Credit projects within the Site EMA with which to compare the proposed project. Thus, we have selected 3 market-rate projects and one government subsidized project with which the subject site is most comparable.

Following is a list of comparable properties within the Site EMA, as well as the subject site:

MAP CODE	PROJECT	YEAR BUILT	NUMBER OF UNITS	PERCENT OCCUPIED	COMPARABILITY RATING
1	VILLA NORTH	1971	132	100.0%	17.0
7	WILDWOOD	1984	216	94.9%	26.0
11	QUAIL RISE	1984/1992	108	100.0%	21.0
13	PINECREST	1978	96	99.0%	19.0
14	LANDINGS AT MALLARD COVE	1999	53	96.2%	19.5
SITE	**HUNTER'S CHASE**	**PLANNED**	**112**	-	**25.5**

Note: Address and contact person information is included in the field survey section of this report.

DANTER COMPANY

A comparison of unit amenities at these projects and the proposed project is as follows:

UNIT AMENITIES	VILLA NORTH	WILDWOOD	QUAIL RISE	PINECREST	LANDINGS AT MALLARD COVE	HUNTER'S CHASE (PLANNED)
REFRIGERATOR	X	X	X	X	X	**X**
RANGE	X	X	X	X	X	**X**
DISHWASHER		X	X	X	X	**X**
DISPOSAL		X	X	X	X	**X**
CENTRAL AIR CONDITIONING	X	X	X	X	X	**X**
WASHER/DRYER HOOKUPS		X	X	X	X	**X**
CARPET	X	X	X	X	X	**X**
WINDOW BLINDS	X	X	X	X	X	**X**
FIREPLACE					S	
BALCONY/PATIO	X	X	X	X	X	**X**
GARAGE					A	
CEILING FANS		X			X	
SECURITY SYSTEM			S			

S – Some
A – Attached garage

The proposed unit amenity package at the subject site will generally be competitive with the other comparable properties.

Project amenities are listed as follows:

PROJECT AMENITIES	VILLA NORTH	WILDWOOD	QUAIL RISE	PINECREST	LANDINGS AT MALLARD COVE	HUNTER'S CHASE (PLANNED)
POOL		X	X	X		**X**
COMMUNITY BUILDING	X	X				**X**
EXERCISE ROOM		X				**X**
TENNIS COURTS		X				
PLAYGROUND	X	X	X			**X**
SAND VOLLEYBALL COURT						**X**
PICNIC AREA		X				**X**
LAUNDRY	X	X	X	X		**X**
SECURITY GATE	X					
ON-SITE MANAGEMENT	X	X	X	X		**X**
COMPUTER ROOM						**X**
PLAYFIELD						**X**

The project amenities comparison shows the proposed project to offer amenities similar to its competitors. The proposed project will also offer a computer room and a sand volleyball court.

The proposed project will offer one-bedroom and two-bedroom units. Unit and bedroom sizes (in square feet), rent, and features for each bedroom type proposed at the subject site and of the comparable projects are listed as follows:

ONE-BEDROOM COMPARISON

PROJECT	TOTAL UNITS	VACANT UNITS	VACANCY RATE	NUMBER OF BATHS	UNIT SIZE	COLLECTED RENT
VILLA NORTH	UNIT TYPE NOT OFFERED					
WILDWOOD	64	4	6.3%	1.0	809	$509
QUAIL RISE	20	0	0.0%	1.0	724	$400
PINECREST	28	0	0.0%	1.0	600	$365-$375
LANDINGS AT MALLARD COVE	UNIT TYPE NOT OFFERED					
HUNTER'S CHASE (PLANNED)	**32**	**N/A**	**N/A**	**1.0**	**771**	**$156-$450**

N/A – Not available

TWO-BEDROOM COMPARISON

PROJECT	TOTAL UNITS	VACANT UNITS	VACANCY RATE	NUMBER OF BATHS	UNIT SIZE	COLLECTED RENT
VILLA NORTH	40	0	0.0%	1.0	850	SUBSIDIZED
WILDWOOD	72	5	6.9%	1.0-2.0	1,044	$549-$609
QUAIL RISE	80	0	0.0%	1.0-2.0	872-1,016	$450-$575
PINECREST	56	1	1.8%	1.0-2.0	822-1,000	$415-$450
LANDINGS AT MALLARD COVE	37	2	5.4%	2.0	1,100	$625
HUNTER'S CHASE (PLANNED)	**56**	**N/A**	**N/A**	**2.0**	**1,040**	**$180-$540**

N/A – Not available

THREE-BEDROOM COMPARISON

PROJECT	TOTAL UNITS	VACANT UNITS	VACANCY RATE	NUMBER OF BATHS	UNIT SIZE	COLLECTED RENT
VILLA NORTH	52	0	0.0%	1.0	1,000	SUBSIDIZED
WILDWOOD	80	2	2.5%	2.0	1,220-1,236	$689
QUAIL RISE	8	0	0.0%	2.0	1,070-1,229	$550
PINECREST	12	0	0.0%	2.0	1,200	$515-$565
LANDINGS AT MALLARD COVE	16	0	0.0%	2.0	1,450	$795
HUNTER'S CHASE (PLANNED)	**24**	**N/A**	**N/A**	**2.0**	**1,188**	**$201-$600**

N/A – Not available

As the preceding bedroom analysis tables illustrate, the proposed project will have lower collected rents than the competing properties, and the market-rate rents will be competitive with those of the existing properties. When the proposed unit sizes (square feet) are compared with other comparable projects in the market, the proposed unit sizes appear to be appropriate for family occupancy.

UTILITY RESPONSIBILITY

The following table indicates what utilities are provided by the comparable apartment properties. A "yes" indicates that utility is included in the rent, and a "no" indicates the utility is not included.

PROJECT	WATER	SEWER	TRASH	ELECTRIC	HEAT	HEAT TYPE
VILLA NORTH	YES	YES	YES	NO	NO	GAS
WILDWOOD	YES	YES	YES	NO	NO	ELECTRIC
QUAIL RISE	YES	YES	YES	NO	NO	ELECTRIC
PINECREST	YES	YES	YES	NO	NO	ELECTRIC
LANDINGS AT MALLARD COVE	YES	YES	YES	NO	NO	ELECTRIC
HUNTER'S CHASE (PLANNED)	**NO**	**NO**	**YES**	**NO**	**NO**	**ELECTRIC**

The proposed project will be the only one requiring tenants to pay water and sewer.

CONCESSIONS

Rent concessions (if any) such as discounted rents or deposits, free month(s) rent, or other specials advertised for each comparable property is summarized as follows:

PROJECT	CONCESSION(S)
VILLA NORTH	NO
WILDWOOD	NO
QUAIL RISE	NO
PINECREST	NO
LANDINGS AT MALLARD COVE	NO
HUNTER'S CHASE (PLANNED)	NOT APPLICABLE

As the preceding table illustrates, there are few vacancies among the five comparable properties. As a result, none of the properties are offering rent concessions or specials.

With virtually all of the unit amenities of its competitors, more substantial project amenities, Tax Credit rents well below those of existing market-rate apartments, and competitive size units, the proposed project should be very competitive and will be viewed as the best overall value in the market.

SECTION 8 VOUCHERS

It is anticipated that additional support at the project would come from tenants with HUD Section 8 Vouchers. The current Fair Market Rents for the area as well as the proposed gross rents are as follows:

UNIT TYPE	FAIR MARKET RENTS	PROPOSED GROSS RENTS		
		30%	50%	60%
ONE-BEDROOM	$359	$225	$376	$451
TWO-BEDROOM	$427	$270	$451	$541
THREE-BEDROOM	$553	$312	$521	$625

Note: The Fair Market Rents have been established by the Department of Housing and Urban Development and are gross rents including all utilities.

As the above table indicates the proposed gross Tax Credit rents for all of the 30% units and the 50% three-bedroom units are below the Fair Market Rents. These units will be available to renters with HUD Section 8 Vouchers. However, the one- and two-bedroom 50% units and all of the 60% units have proposed gross Tax Credit rents above the Fair Market Rents, and these units will not be available to renters with HUD

Section 8 Vouchers unless management is willing to reduce rent levels to Fair Market Rents.

As of May 2002, Thomas County had a total of 87 existing HUD Section 8 Vouchers issued. According to the director of the area HUD Section 8 program, the average turnover rate for persons coming off the program (being replaced with a new recipient) is 1 per month. However, HUD Section 8 Voucher holders could also change their place of residence at the end of a lease term, becoming a potential source of supply.

There is a list of 31 applicants waiting to join the Thomas County HUD Section 8 Voucher program. The number of Vouchers currently available is perceived as stable.

COMPARABLE MARKET RENT ANALYSIS

Comparable market rent analysis establishes the rent potential renters would expect to pay for the subject units in the open market without income restrictions. Comparable market rent is based on a regression analysis for the area apartment market. For each unit type, the regression analysis compares net rent by comparability index for all market-rate developments. This evaluation provides a comparison of existing market rents to those at the proposed project. A variety of factors influence a property's ability to actually achieve the comparable market rent, including the number of units at that comparable market rent, the step-up support base at that rent range, and the age and condition of the subject property and competitive units.

Considering the proposed unit and project amenities and an appealing aesthetic quality, the proposed Hunter's Chase Apartments is anticipated to have an overall comparability rating of 25.5. The overall rating is based on ratings of 9.0 for unit amenities, 8.5 for project amenities, and 8.0 for aesthetic quality.

Rents within the Thomasville Site EMA have increased at an established annual rate of 3.7% over the past few years.

There are 247 one-bedroom units within the Site EMA. Rents for these units range from $382 to $526. Based on the current rent structure of one-bedroom units, present-day rent for a development comparable to the one proposed is $500 per month. Based on the estimated rate of increase (3.7%), probable one-bedroom rent is $535 at the anticipated opening in June 2004. The proposed rents of $156 and $450 are well below the market-driven rent.

There are 313 two-bedroom units within the Site EMA. Rents for these units range from $374 to $649. Based on the current rent structure of two-bedroom units, present-day rent for a development comparable to the one proposed is $615 per month. Applying the average annual increase in the Site EMA yields two-bedroom rent of $660 at opening. The proposed rents of $180 and $540 are well below the market-driven rent.

There are 116 three-bedroom units within the Site EMA. Rents for these units range from $553 to $833. Based on the current rent structure of three-bedroom units, present-day rent for a development comparable to the one proposed is $735 per month. Applying the average annual increase in the Site EMA yields three-bedroom rent of $790 at opening. The proposed rents of $201 and $600 are well below the market-driven rent.

The following table compares the market rents at opening with the proposed rents at the subject site for one, two-, and three-bedroom units. Rents are gross, including all utilities except telephone and cable television.

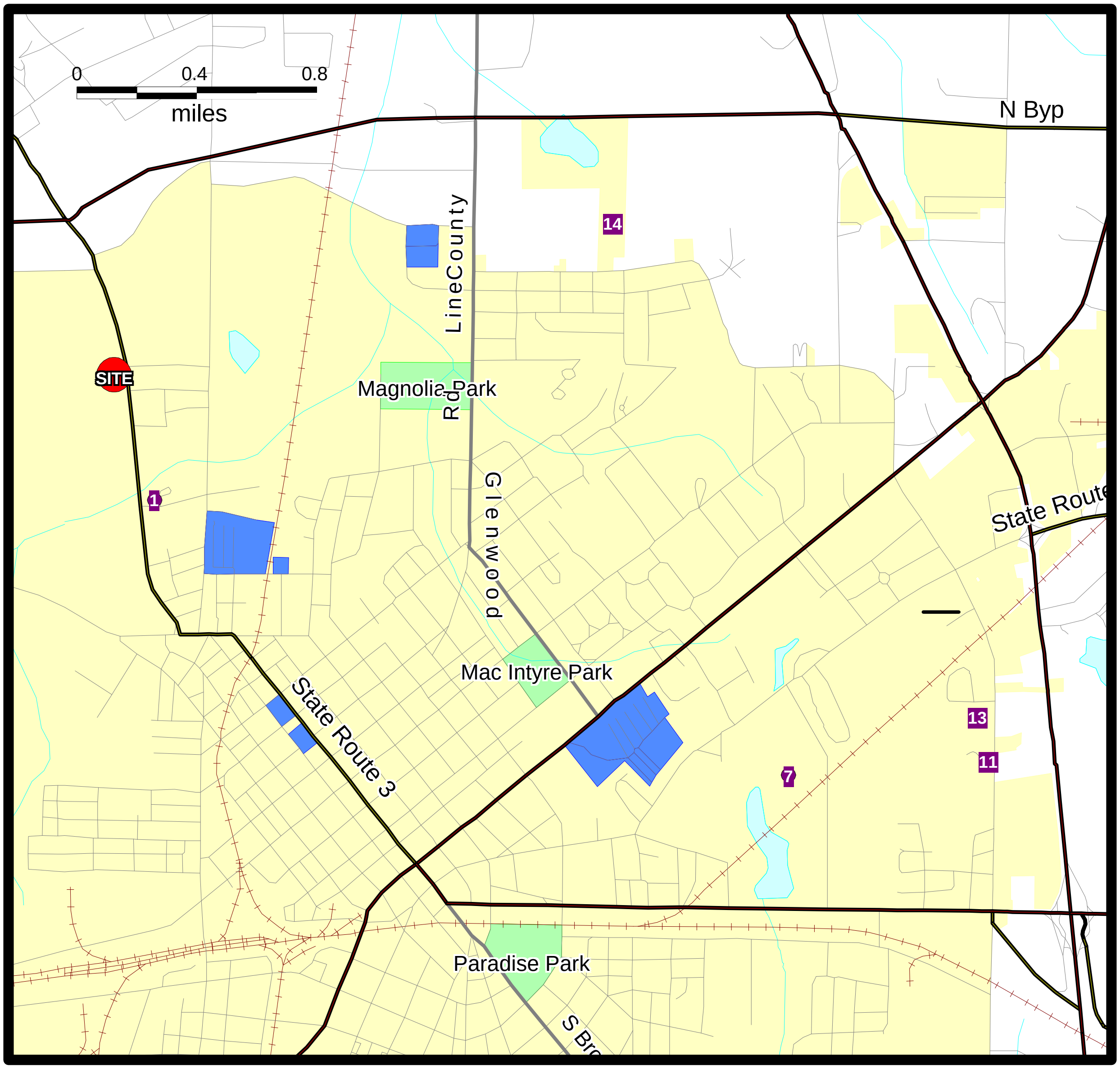
UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MARKET RENT AT OPENING AT 25.5 COMPARABILITY RATING		PROPOSED OPENING GROSS RENT	PROPOSED GROSS RENT AS A PERCENT OF MARKET RENT
		NET	GROSS		
ONE-BEDROOM	30%	$535	$604	$225	37.3%
	50%	$535	$604	$376	62.3%
	60%	$535	$604	$451	74.7%
	MARKET-RATE	$535	$604	$519	85.9%
TWO-BEDROOM	30%	$660	$750	$270	36.0%
	50%	$660	$750	$451	60.1%
	60%	$660	$750	$541	72.1%
	MARKET-RATE	$660	$750	$630	84.0%
THREE-BEDROOM	30%	$790	$901	$312	34.6%
	50%	$790	$901	$521	57.8%
	60%	$790	$901	$625	69.4%
	MARKET-RATE	$790	$901	$711	78.9%

With the proposed Tax Credit rents ranging from 34.6% to 74.7% of market-driven rents, these proposed units will be perceived as a substantial value within the market. The market-rate units, ranging from 78.9% to 85.9% of market-driven rents, will be perceived as a value in the market as well.

3. APARTMENT LOCATION MAP

Maps designating each of the comparable apartment projects, as well as the subject site, follow:

COMPARABLE APARTMENT LOCATIONS



THOMASVILLE, GEORGIA

4. FEDERAL AND STATE-ASSISTED PROJECTS

Following is a list of comparable federal and state-assisted properties within the Site EMA, as well as the subject site:

MAP CODE	PROJECT	YEAR BUILT	NUMBER OF UNITS	PERCENT OCCUPIED	PROJECT TYPE
1	VILLA NORTH	1971	132	100.0%	HUD SECTION 8
4	WOOD VALLEY	1984	87	100.0%	HUD SECTION 8
5	THOMASVILLE HOUSING AUTHORITY	1964	254	100.0%	PUBLIC HOUSING
6	PROVIDENCE PLAZA	1981	90	100.0%	HUD SECTION 8
9	GIBB THOMASVILLE	1997	20	100.0%	HUD SECTION 8

While the proposed project will not have any subsidized units, the 30% units and the 50% three-bedroom units will be available to renters with HUD Section 8 Vouchers. Many of the subsidized projects have waiting lists, and these units available to HUD Section 8 Voucher holders could help reduce the waiting lists at some of the subsidized properties.

5. EXISTING SUPPLY OF LOW-INCOME TAX CREDIT PROJECTS

There are no existing low-income Tax Credit projects and one planned elderly (55 and over) Tax Credit project within the Site EMA.

The proposed 112-unit Tax Credit project and the planned 72-unit elderly Tax Credit project represent 21.0% of the income-appropriate renter households (877) in the Thomasville EMA. We consider this a modest, but achievable, overall capture ratio indicating that there is sufficient support in the EMA for the proposed Tax Credit project. The lack of any existing family Tax Credit units in the EMA makes this overall capture ratio more positive than in a market with existing family Tax Credit projects.

6. PLANNED AND PROPOSED

According to area planning and building officials, the only project planned for the market is Windsor Lake Senior Apartments. This project will be an elderly (55 and over) Tax Credit project with 66 one-bedroom units and 6 two-bedroom units. The project will have units operating at 50% and 60% of AMI, as well as market-rate units. The project will consist of 11 one-story buildings and a community building, and will be located at the north end of Cove Landing Drive in northern Thomasville. The project's estimated date of completion is April 2004.

I. INTERVIEWS

The following summarizes interviews with area leasing agents, government officials, and economic development department representatives regarding the proposed subject development and/or the overall apartment market.

According to Thomasville area apartment managers, city development officials, and the Area Economic Development Office, Thomasville is in need of affordable housing. A planning and zoning department official stated that there are "some nice apartments in Thomasville already, but they are out of the price range of many people." She said the area "needs new housing that would be available to single mothers and families with modest combined earnings."

Don Simms of the Economic Development Office said there "needs to be more new housing developed for low-income families and senior citizens with fixed incomes."

An area subsidized apartment manager agreed with these sentiments, stating that "there is definitely a need for more housing for low-income people." She added that her property consistently has a waiting list and that she turns people away because of a lack of vacancies on a regular basis.

In summation, everyone we spoke with agreed that the need for new low-income housing, such as the proposed project, is high.

J. FINDINGS AND RECOMMENDATIONS

Based on the findings reported in our market study, we give the proposed project a **Pass** rating, as it is our opinion that a market exists for the 112-unit Hunter's Chase at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities, or opening date may invalidate these findings. The Project Description of the proposed subject site is detailed on Pages IV-1 through IV-3 of this report.

The project will be competitive within the market area in terms of unit amenities and unit sizes. Also, the proposed amenity package at the proposed project is more substantial than any other comparable properties.

V. FIELD SURVEY OF MODERN APARTMENTS

The following analyses represent data from a field survey of the modern apartments in the Thomasville, Georgia Site EMA. Each development was surveyed by unit and project amenities, year opened, unit mix, vacancies, rents, and aesthetic quality. The collected data have been analyzed as follows:

- A distribution of both market-rate and government subsidized modern apartment units. The units are distributed by mix and vacancy.

- An analysis of multifamily construction trends, which includes number of units, number of projects, percent distribution, cumulative units, and vacancy rate by year built.

- A rent and vacancy analysis, which contains distributions of units and vacancies by net rent range. A separate distribution appears for studio, one-, two-, and three-bedroom apartments.

- A project information analysis listing the name and address of each development, its occupancy, and year opened. Any unique features are noted by the analyst.

- A street rent comparison listing rents by unit size for all market-rate developments.

- A comparability index, rating unit amenities, project amenities, overall aesthetic appeal, and curbside marketability.

- Amenity analyses, including the following:
  - A unit amenity analyses listing the unit amenities for each property
  - A project amenity analysis listing the project amenities for each development.
  - A distribution of amenities by number of units and properties offering that amenity.

- A unit type/utility detail analysis with units offered and utilities available, including responsibility for payment.

DISTRIBUTION OF
MODERN APARTMENT UNITS
AND VACANCIES
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MARKET RATE UNITS

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
STUDIO	6	0.9%	0	0.0%
ONE-BEDROOM	247	36.2%	4	1.6%
TWO-BEDROOM	313	45.9%	9	2.9%
THREE-BEDROOM	116	17.0%	2	1.7%
TOTAL	**682**	**100.0%**	**15**	**2.2%**

TOTAL DOES NOT INCLUDE 4 UNITS UNDER CONSTRUCTION

SUBSIDIZED

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
STUDIO	10	1.7%	0	0.0%
ONE-BEDROOM	168	28.8%	0	0.0%
TWO-BEDROOM	214	36.7%	0	0.0%
THREE-BEDROOM	149	25.6%	0	0.0%
FOUR-BEDROOM +	42	7.2%	0	0.0%
TOTAL	**583**	**100.0%**	**0**	**0.0%**

MARKET RATE MULTIFAMILY
CONSTRUCTION TRENDS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

YEAR OF PROJECT OPENING	NUMBER OF PROJECTS	NUMBER OF UNITS	PERCENT DISTRIBUTION	CUMULATIVE UNITS	MAY 2002 VACANCY RATE
Before 1970	1	12	1.8%	12	0.0%
1970 - 1974	0	0	0.0%	12	0.0%
1975 - 1979	2	116	17.0%	128	0.9%
1980 - 1984	5	501	73.5%	629	2.4%
1985 - 1989	0	0	0.0%	629	0.0%
1990	0	0	0.0%	629	0.0%
1991	0	0	0.0%	629	0.0%
1992	0	0	0.0%	629	0.0%
1993	0	0	0.0%	629	0.0%
1994	0	0	0.0%	629	0.0%
1995	0	0	0.0%	629	0.0%
1996	0	0	0.0%	629	0.0%
1997	0	0	0.0%	629	0.0%
1998	0	0	0.0%	629	0.0%
1999	1	53	7.8%	682	3.8%
2000	0	0	0.0%	682	0.0%
2001	0	0	0.0%	682	0.0%
2002*	0	0	0.0%	682	0.0%
TOTAL:	**9**	**682**	**100.0 %**	**682**	**2.2%**

AVERAGE ANNUAL RELEASE OF UNITS 1997 - 2001: 10.6

* THROUGH MAY 2002

RENT AND VACANCY ANALYSIS
STUDIO UNITS
THOMASVILLE, GEORGIA
MAY 2002

SITE EFFECTIVE MARKET AREA

GROSS RENT	TOTAL UNITS NUMBER	TOTAL UNITS PERCENT	VACANCIES NUMBER	VACANCIES PERCENT
$380	6	100.0%	0	0.0%
TOTAL	**6**	**100.0%**	**0**	**0.0%**

Median Gross Rent: $380

RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
THOMASVILLE, GEORGIA
MAY 2002
SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
GROSS RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$509	64	25.9%	4	6.3%
$375 - $400	169	68.4%	0	0.0%
$365	14	5.7%	0	0.0%
TOTAL	**247**	**100.0%**	**4**	**1.6%**

Median Gross Rent: $400

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
THOMASVILLE, GEORGIA
MAY 2002
SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
GROSS RENT	NUMBER	PERCENT	NUMBER	PERCENT
\$609 - \$625	49	15.7%	2	4.1%
\$575	20	6.4%	0	0.0%
\$525 - \$549	67	21.4%	5	7.5%
\$510	25	8.0%	1	4.0%
\$450 - \$475	88	28.1%	1	1.1%
\$425 - \$445	30	9.6%	0	0.0%
\$415	14	4.5%	0	0.0%
\$350	20	6.4%	0	0.0%
TOTAL	**313**	**100.0%**	**9**	**2.9%**

Median Gross Rent: \$510

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
THOMASVILLE, GEORGIA
MAY 2002
SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
GROSS RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$795	16	13.8%	0	0.0%
$689	80	69.0%	2	2.5%
$550 - $565	14	12.1%	0	0.0%
$515	6	5.2%	0	0.0%
TOTAL	**116**	**100.0%**	**2**	**1.7%**

Median Gross Rent: $689

Net rent (for conventional rental housing developements) includes water, sewer, and trash removal. Adjusted net rent is determined by subtracting landlord-paid utilities such as gas, electricity, heat, and cable TV from quoted rent, as well as adding tenant-paid water, sewer, and trash removal if applicable.

PROJECT INFORMATION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME		YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
1	VILLA NORTH 555 CASSIDY RD. THOMASVILLE (229) 226-0016	GA	1971	132	100.0%	GOVERNMENT SUBSIDIZED, HUD SECTION 8; FAMILY; WAITING LIST OF 20 PEOPLE; UTILITY ALLOWANCE
2	WASHINGTON ARMS 321 WASHINGTON ST. THOMASVILLE (229) 226-7538	GA	1984	4	100.0%	
3	WHITE OAKS 607 WASHINGTON ST. THOMASVILLE (229) 228-4600	GA	1947	12	100.0%	
4	WOOD VALLEY 1325 WARNER DR. THOMASVILLE (229) 226-7348	GA	1984	87	100.0%	GOVERNMENT SUBSIDIZED, HUD SECTION 8; FAMILY
5	THOMASVILLE HOUSING AUTHORITY 216 S. COLLEGE ST. THOMASVILLE (229) 226-4065	GA	1964	254	100.0%	GOVERNMENT SUBSIDIZED, PUBLIC HOUSING; FAMILY; SCATTERED SITES; WAITING LIST
6	PROVIDENCE PLAZA 115 S. PINETREE BLVD. THOMASVILLE (229) 228-4289	GA	1981	90	100.0%	GOVERNMENT SUBSIDIZED, HUD SECTION 8; ELDERLY, HANDICAPPED; WAITING LIST OF 20 PEOPLE

PROJECT INFORMATION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME		YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
7	WILDWOOD 220 COVINGTON AVE. THOMASVILLE (229) 228-4760	GA	1984	216	94.9%	
8	GREEN TREE 121 COVINGTON AVE. THOMASVILLE (229) 228-1744	GA	1982	75	100.0%	
9	GIBB THOMASVILLE 272 OLD BOSTON RD. THOMASVILLE (229) 226-4663	GA	1997	20	100.0%	GOVERNMENT SUBSIDIZED, HUD SECTION 8; ELDERLY, HANDICAPPED; WAITING LIST
10	LAKE CHATEAU 2005 E. PINETREE BLVD. THOMASVILLE (229) 226-1577	GA	1980	98	99.0%	ACCEPT HUD SECTION 8 (25 TENANTS)
11	QUAIL RISE 2015 E. PINETREE BLVD. THOMASVILLE (229) 226-7818	GA	1984	108	100.0%	HIGHER-PRICED UNITS WERE BUILT IN 1992 AND HAVE ALARM SYSTEMS
12	GEORGIA WOODS 2025 E. PINETREE BLVD. THOMASVILLE (229) 226-5976	GA	1978	20	100.0%	4 UNITS UNDER CONSTRUCTION

PROJECT INFORMATION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
13	PINECREST 2035 E. PINETREE BLVD. THOMASVILLE GA (229) 226-8279	1978	96	99.0%	
14	THE LANDINGS AT MALLARD COVE 128 COVE LANDING DR. THOMASVILLE GA (229) 227-5858	1999	53	96.2%	

STREET RENT COMPARISON
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME	STUDIO	ONE BEDROOM	TWO BEDROOM	THREE BEDROOM	FOUR+ BEDROOM
1	VILLA NORTH			SUB.	SUB.	SUB.
2	WASHINGTON ARMS			$445		
3	WHITE OAKS			$425		
4	WOOD VALLEY		SUB.	SUB.	SUB.	
5	THOMASVILLE HOUSING AUTHORITY		SUB.	SUB.	SUB.	SUB.
6	PROVIDENCE PLAZA	SUB.	SUB.	SUB.		
7	WILDWOOD		$509	$549 - $609	$689	
8	GREEN TREE	$380	$400	$510 - $525		
9	GIBB THOMASVILLE		SUB.	SUB.		
10	LAKE CHATEAU		$380	$510		
11	QUAIL RISE		$385 - $400	$450 - $575	$550	
12	GEORGIA WOODS			$350		
13	PINECREST		$365 - $375	$415 - $450	$515 - $565	
14	THE LANDINGS AT MALLARD COVE			$625	$795	

NOTE: Rents listed are those quoted to our field analyst for new leases. Residents on older leases or renting month-to-month may be paying more or less, depending on changes in quoted rent. Rent specials and concessions are noted in the project information section of this field survey.

SUB. = GOVERNMENT SUBSIDIZED

COMPARABILITY INDEX
MODERN APARTMENT DEVELOPMENT
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT	COMPARABILITY FACTOR UNIT	PROJECT	AESTHETIC	TOTAL
1	VILLA NORTH	7.0	4.0	6.0	17.0
2	WASHINGTON ARMS	8.0	1.0	6.5	15.5
3	WHITE OAKS	7.0	1.0	7.0	15.0
4	WOOD VALLEY	7.0	3.5	6.0	16.5
5	THOMASVILLE HOUSING AUTHORITY	7.0	2.5	5.5	15.0
6	PROVIDENCE PLAZA	7.0	3.0	6.5	16.5
7	WILDWOOD	9.5	8.5	8.0	26.0
8	GREEN TREE	10.0	1.5	7.0	18.5
9	GIBB THOMASVILLE	7.0	2.0	8.5	17.5
10	LAKE CHATEAU	9.5	5.0	7.5	22.0
11	QUAIL RISE	9.0	4.5	7.5	21.0
12	GEORGIA WOODS	8.5	0.5	6.0	15.0
13	PINECREST	9.0	3.5	6.5	19.0
14	THE LANDINGS AT MALLARD COVE	10.5	0.5	8.5	19.5

Point values have been assigned for unit and project amenities. Aesthetic amenities are based on general appearance, upkeep, landscaping, etc. and are based on the judgment of the field representative.

PROJECT AMENITIES DESCRIPTION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME	POOL	COMMON BUILDING	SAUNA	HOT TUB	EXERCISE ROOM	TENNIS	PLAYGROUND	SPORTS COURT	JOG / BIKE TRAIL	LAKE	PICNIC AREA	LAUNDRY	SECURITY GATE	ON SITE MGNT	ELEVATOR	BUSINESS CENTER	SECURITY PATROL	OTHER
1	VILLA NORTH		X					X					X	X	X				
2	WASHINGTON ARMS												X						
3	WHITE OAKS												X						
4	WOOD VALLEY		X					X					X		X				
5	THOMASVILLE HOUSING AUTHORITY							X					X		X				
6	PROVIDENCE PLAZA		X										X		X				GAZEBO
7	WILDWOOD	X	X			X	X	X				X	X		X				CAR CARE CENTER
8	GREEN TREE												X		X				
9	GIBB THOMASVILLE		X										X						
10	LAKE CHATEAU	X								X	X	X	X		X				
11	QUAIL RISE	X						X					X		X				
12	GEORGIA WOODS														X				

SPORTS COURT
V - VOLLEYBALL
B - BASKETBALL
R - RACQUETBALL

PROJECT AMENITIES DESCRIPTION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME	POOL	COMMON BUILDING	SAUNA	HOT TUB	EXERCISE ROOM	TENNIS	PLAYGROUND	SPORTS COURT	JOG / BIKE TRAIL	LAKE	PICNIC AREA	LAUNDRY	SECURITY GATE	ON SITE MGNT	ELEVATOR	BUSINESS CENTER	SECURITY PATROL	OTHER
13	PINECREST	X											X		X				
14	THE LANDINGS AT MALLARD COVE																		LAWN CARE

SPORTS COURT
V - VOLLEYBALL
B - BASKETBALL
R - RACQUETBALL

UNIT AMENITIES DESCRIPTION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER / DRYER	WASH / DRY HOOKUP	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SEC	BALCONY / PATIO	CAR PORT	GARAGE	BASEMENT	CEILING FAN	VAULTED CEILING	SECURITY SYS	OTHER
1	VILLA NORTH	X	X				C			X	B			X							
2	WASHINGTON ARMS	X	X		X	X	C			X	B										
3	WHITE OAKS	X	X				C			X	B							X			
4	WOOD VALLEY	X	X				C			X	B			X							
5	THOMASVILLE HOUSING AUTHORITY	X	X				C			X	B			X							
6	PROVIDENCE PLAZA	X	X				C			X	B			X							
7	WILDWOOD	X	X		X	X	C		X	X	B			X				X			
8	GREEN TREE	X	X		X	X	C		X	X	B			X				X			EXTRA STORAGE
9	GIBB THOMASVILLE	X	X				C			X	B			X							
10	LAKE CHATEAU	X	X		X	X	C		X	X	B			X				X			
11	QUAIL RISE	X	X		X	X	C		X	X	B			X						S	

	REFRIGERATOR	AIR CONDITIONING	WINDOW COVERINGS	GARAGE	BASEMENT
S - SOME	I -ICEMAKER	C - CENTRAL AIR	B - BLINDS	A - ATTACHED	U - UNFINISHED
O - OPTIONAL	F - FROSTFREE	W - WINDOW UNIT	D - DRAPES	D - DETACHED	F - FINISHED
				U - UNDERGROUND	

UNIT AMENITIES DESCRIPTION
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

MAP CODE	PROJECT NAME	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER / DRYER	WASH / DRY HOOKUP	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SEC	BALCONY / PATIO	CAR PORT	GARAGE	BASEMENT	CEILING FAN	VAULTED CEILING	SECURITY SYS	OTHER
12	GEORGIA WOODS	X	X		X	X	C			X	B			X							
13	PINECREST	X	X		X	X	C		X	X	B			X							
14	THE LANDINGS AT MALLARD COVE	X	X		X	X	C		X	X	B	S		X		A		X			

S - SOME
O - OPTIONAL

REFRIGERATOR
I -ICEMAKER
F - FROSTFREE

AIR CONDITIONING
C - CENTRAL AIR
W - WINDOW UNIT

WINDOW COVERINGS
B - BLINDS
D - DRAPES

GARAGE
A - ATTACHED
D - DETACHED
U - UNDERGROUND

BASEMENT
U - UNFINISHED
F - FINISHED

DISTRIBUTION OF
UNIT AND PROJECT AMENITIES
MARKET RATE UNITS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

	PROJECTS			
UNIT AMENITIES	**ALL UNITS**	**SOME UNITS OR OPTIONAL**	**TOTAL**	**PERCENTAGE OF PROJECTS**
REFRIGERATOR	9	0	9	100.0%
RANGE	9	0	9	100.0%
MICROWAVE	0	0	0	0.0%
DISHWASHER	8	0	8	88.9%
DISPOSAL	8	0	8	88.9%
AIR CONDITIONING	9	0	9	100.0%
WASHER / DRYER	0	0	0	0.0%
WASH / DRY HOOKUP	6	0	6	66.7%
CARPET	9	0	9	100.0%
WINDOW COVERINGS	9	0	9	100.0%
FIREPLACE	0	1	1	11.1%
INTERCOM SECURITY	0	0	0	0.0%
BALCONY / PATIO	7	0	7	77.8%
CAR PORT	0	0	0	0.0%
GARAGE	1	0	1	11.1%
BASEMENT	0	0	0	0.0%
CEILING FAN	5	0	5	55.6%
VAULTED CEILING	0	0	0	0.0%
SECURITY SYSTEM	0	1	1	11.1%
PROJECT AMENITIES				
POOL	4		4	44.4%
COMMON BUILDING	1		1	11.1%
SAUNA	0		0	0.0%
HOT TUB	0		0	0.0%
EXERCISE ROOM	1		1	11.1%
TENNIS	1		1	11.1%
PLAYGROUND	2		2	22.2%
SPORTS COURT	0		0	0.0%
JOG / BIKE TRAIL	1		1	11.1%
LAKE	1		1	11.1%
PICNIC AREA	2		2	22.2%
LAUNDRY FACILITY	7		7	77.8%
SECURITY GATE	0		0	0.0%
ON SITE MANAGEMENT	6		6	66.7%
ELEVATOR	0		0	0.0%

UNIT TYPE / UTILITY DETAIL
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

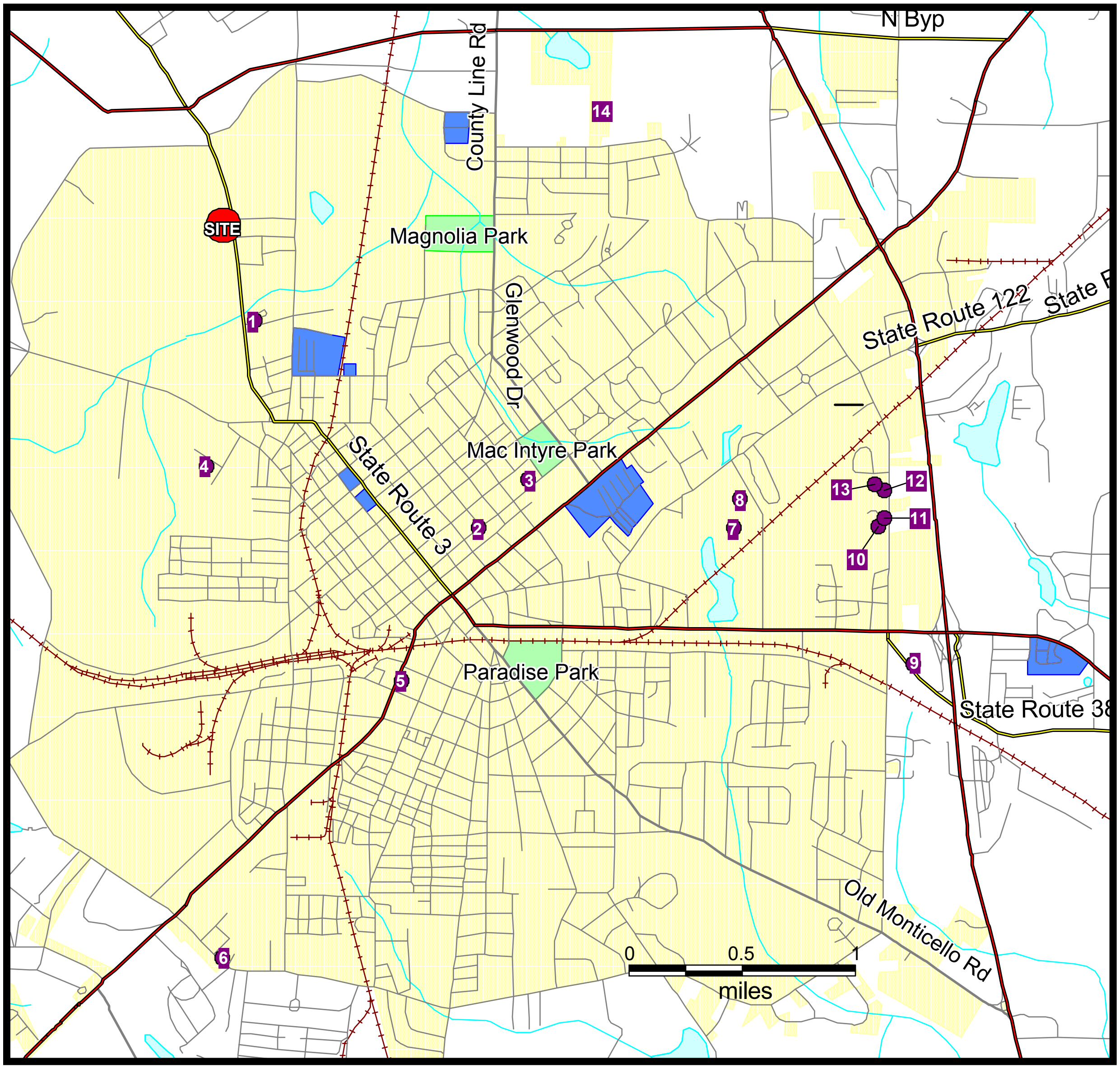
MAP CODE	PROJECT NAME	GARDEN S	GARDEN 1	GARDEN 2	GARDEN 3	GARDEN 4+	TOWNHOUSE 1	TOWNHOUSE 2	TOWNHOUSE 3	TOWNHOUSE 4+	NUMBER OF FLOORS	TYPE HEAT	PAYOR HEAT	TYPE HOT WATER	PAYOR HOT WATER	TYPE COOKING	PAYOR COOKING	ELECTRIC	WATER / SEWER	TRASH PICK UP	TYPE CABLE	PAYOR CABLE	INTERNET
1	VILLA NORTH			X	X	X					2	G	T	G	T	G	T	T	L	L		T	
2	WASHINGTON ARMS			X							2	E	T	E	T	E	T	T	L	L		T	
3	WHITE OAKS			X							2	E	T	E	T	E	T	T	L	L		T	
4	WOOD VALLEY		X	X	X						2	E	T	E	T	E	T	T	L	L		T	
5	THOMASVILLE HOUSING AUTHORITY		X	X	X	X					1	E	T	E	T	E	T	T	L	L		T	
6	PROVIDENCE PLAZA	X	X	X							1	E	L	E	L	E	L	L	L	L		T	
7	WILDWOOD		X	X	X						2	E	T	E	T	E	T	T	L	L		T	
8	GREEN TREE	X	X	X							1	E	T	E	T	E	T	T	L	L		T	
9	GIBB THOMASVILLE		X	X							1	E	T	E	T	E	T	T	L	L		T	
10	LAKE CHATEAU		X					X			1,2	E	T	E	T	E	T	T	L	L		T	
11	QUAIL RISE		X	X	X						2	E	T	E	T	E	T	T	L	L		T	
12	GEORGIA WOODS UNDER CONSTRUCTION			X							2	E	T	E	T	E	T	T	L	L		T	
13	PINECREST		X	X	X						1	E	T	E	T	E	T	T	L	L		T	
14	THE LANDINGS AT MALLARD COVE			X	X						1	E	T	E	T	E	T	T	L	L		T	

PAYOR
L - LANDLORD
T - TENANT

UTILITIES
E - ELECTRIC
G - GAS
S - STEAM
O - OTHER

CABLE TV
C - COAXIAL
S - SATELLITE

APARTMENT LOCATIONS



THOMASVILLE, GEORGIA

N
W E
S

DANTER COMPANY

APARTMENT PHOTOGRAPHS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

1
VILLA NORTH
555 CASSIDY RD.
THOMASVILLE, GA 31792

2
WASHINGTON ARMS
321 WASHINGTON ST.
THOMASVILLE, GA 31792

3
WHITE OAKS
607 WASHINGTON ST.
THOMASVILLE, GA 31792

4

WOOD VALLEY
1325 WARNER DR.
THOMASVILLE, GA 31792

5

THOMASVILLE HOUSING AUTHORITY
216 S. COLLEGE ST.
THOMASVILLE, GA 31792

6

PROVIDENCE PLAZA
115 S. PINETREE BLVD.
THOMASVILLE, GA 31792

APARTMENT PHOTOGRAPHS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

7
WILDWOOD
220 COVINGTON AVE.
THOMASVILLE, GA 31792

8
GREEN TREE
121 COVINGTON AVE.
THOMASVILLE, GA 31792

9
GIBB THOMASVILLE
272 OLD BOSTON RD.
THOMASVILLE, GA 31792

APARTMENT PHOTOGRAPHS
THOMASVILLE, GEORGIA
SITE EFFECTIVE MARKET AREA
MAY 2002

10
LAKE CHATEAU
2005 E. PINETREE BLVD.
THOMASVILLE, GA 31792

11
QUAIL RISE
2015 E. PINETREE BLVD.
THOMASVILLE, GA 31792

12
GEORGIA WOODS
2025 E. PINETREE BLVD.
THOMASVILLE, GA 31792

13

PINECREST
2035 E. PINETREE BLVD.
THOMASVILLE, GA 31792

14

THE LANDINGS AT MALLARD COVE
128 COVE LANDING DR.
THOMASVILLE, GA 31792

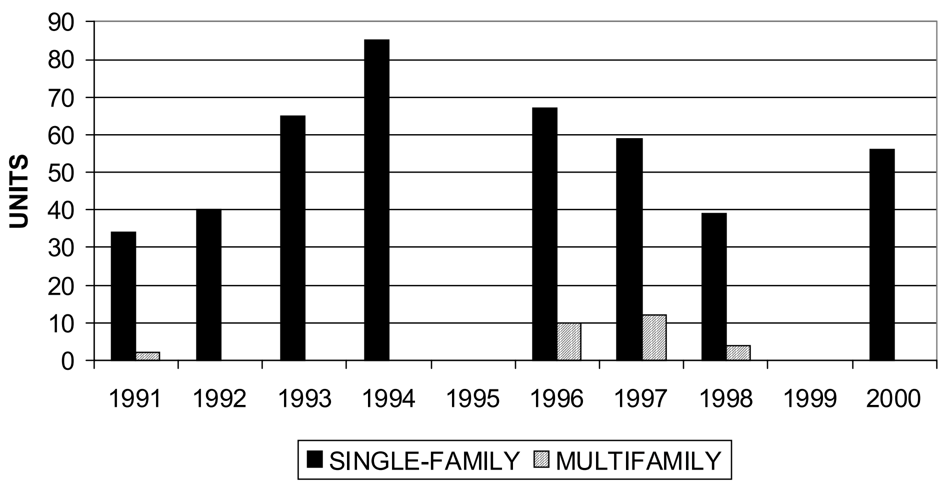
VI. HOUSING STARTS

In an analysis of housing starts by building permits in Thomas County, Georgia since 1991, the peak year was 1996 with 216 units; 13.9% of these were multifamily units. In 2000, there were 192 starts, and there were 151 in 2001.

Housing starts in the city of Thomasville accounted for 30.0% of the total Thomas County starts. Since 1991, there have been permits issued representing 508 units in Thomasville, 6.3% of which have been multifamily units.

HOUSING UNITS AUTHORIZED
THOMASVILLE
1991-2001

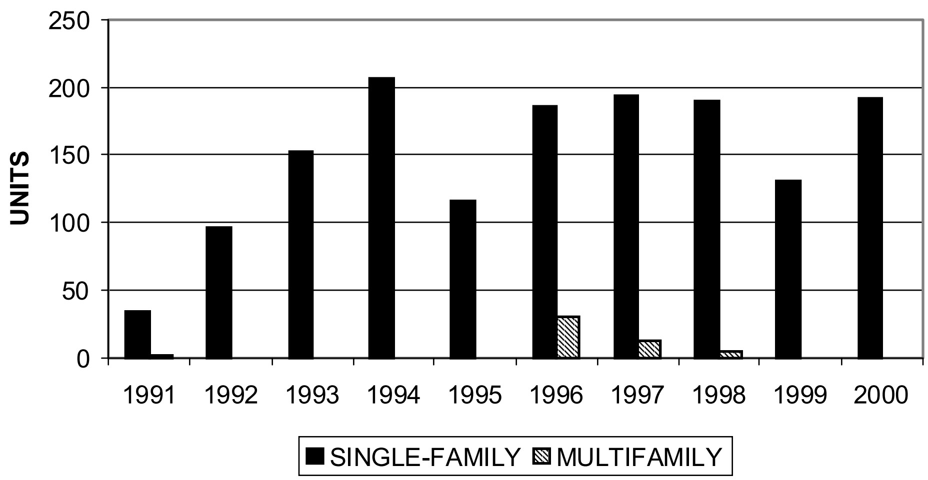
YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
1991	34	2	36
1992	40	0	40
1993	65	0	65
1994	85	0	85
1995	0	0	0
1996	67	10	77
1997	59	12	71
1998	39	4	43
1999	0	0	0
2000	56	0	56
2001	31	4	35



SOURCES: U.S. Department of Commerce, C-40 Construction Reports
The Danter Company, Incorporated

HOUSING UNITS AUTHORIZED
THOMAS COUNTY
1991-2001

YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
1991	34	2	36
1992	96	0	96
1993	152	0	152
1994	206	0	206
1995	116	0	116
1996	186	30	216
1997	194	12	206
1998	190	4	194
1999	131	0	131
2000	192	0	192
2001	132	19	151



The Thomas County building permit system covers the entire county

SOURCES: U.S. Department of Commerce, C-40 Construction Reports
The Danter Company, Incorporated

VII. AREA DEMOGRAPHICS

A. POPULATION AND HOUSEHOLDS

POPULATION AND HOUSEHOLDS
THOMASVILLE AND THOMAS COUNTY
1980,1990, 2001 AND 2006 PROJECTED

POPULATION	THOMASVILLE	THOMAS COUNTY
1980 POPULATION*	16,780	38,097
1990 POPULATION*	17,457	38,986
CHANGE 1980-1990	4.0%	2.3%
2000 POPULATION*	18,162	42,737
CHANGE 1990-2000	4.0%	9.6%
2001 ESTIMATED POPULATION	17,717	43,019
2006 PROJECTED POPULATION	17,834	44,400
CHANGE 2001-2006	0.7%	3.2%

HOUSEHOLDS	THOMASVILLE	THOMAS COUNTY
1980 HOUSEHOLDS*	5,795	12,789
1990 HOUSEHOLDS*	6,720	14,313
CHANGE 1980-1990	16.0%	11.9%
2000 HOUSEHOLDS*	7,021	16,309
CHANGE 1990-2000	4.5%	13.9%
2001 ESTIMATED HOUSEHOLDS	7,224	16,655
2006 PROJECTED HOUSEHOLDS	7,404	17,476
CHANGE 2001-2006	2.5%	4.9%

*Based on 2001 political boundaries.
SOURCES: 1980, 1990 and 2001 Census of Population
Claritas, Incorporated

The reported 1980 and 1990 population may not correspond with the official 1980 and 1990 Census figures. This is because all of our 1980 and 1990 Census figures have been converted to the 2001 political boundaries. This provides a more accurate identification of actual growth rather than growth through annexations. Our 2001 and 2006 projection are based on the 2001 boundaries.

Population Characteristics —2000

SITE AREA RELEVANT POPULATION CHARACTERISTICS

	2000		
POPULATION CHARACTERISTICS SUMMARY	**THOMASVILLE**	**THOMAS COUNTY**	**STATE OF GEORGIA**
MEDIAN AGE (YEARS)	36.5	36.3	33.4
PERCENT UNDER 18	26.9%	27.1%	26.5%
PERCENT AGE 18-64	57.0%	59.1%	63.9%
PERCENT 65 OR OVER	16.2%	13.7%	9.6%
POPULATION PER HOUSEHOLD	2.5	2.6	2.6
PERCENT MALE	45.5%	47.1%	49.2%

2000 FAMILY COMPOSITION SUMMARY
THOMAS COUNTY AND GEORGIA

	THOMAS COUNTY		STATE OF GEORGIA
	NUMBER	**PERCENT**	**PERCENT**
MARRIED COUPLES	7,819	42.8%	47.2%
FAMILIES WITH MALE HEAD ONLY	647	3.5%	3.9%
FAMILIES WITH FEMALE HEAD ONLY	3,000	16.4%	13.3%
MALE NONFAMILY HOUSEHOLDER	2,085	11.4%	12.7%
FEMALE NONFAMILY HOUSEHOLDER	2,758	15.1%	14.6%
TOTAL HOUSEHOLDS	18,285	100.0%	100.0%

POPULATION DETAIL REPORT

	THOMASVILLE, GEORGIA		THOMAS, GEORGIA	
POPULATION DETAIL	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL POPULATION	18,162	100.0%	42,737	100.0%
BY SEX				
MALE	8,255	45.5%	20,117	47.1%
FEMALE	9,907	54.5%	22,620	52.9%
MEDIAN AGE	36.5		36.3	
MALE	34.1		34.7	
FEMALE	38.7		37.8	
POPULATION BY AGE				
UNDER 5 YEARS	1,285	7.1%	2,880	6.7%
5 TO 9 YEARS	1,272	7.0%	3,195	7.5%
10 TO 14 YEARS	1,437	7.9%	3,408	8.0%
15 TO 17 YEARS	883	4.9%	2,118	5.0%
18 TO 19 YEARS	516	2.8%	1,128	2.6%
20 TO 24 YEARS	1,059	5.8%	2,327	5.4%
25 TO 34 YEARS	2,223	12.2%	5,428	12.7%
35 TO 44 YEARS	2,640	14.5%	6,604	15.5%
45 TO 54 YEARS	2,281	12.6%	5,777	13.5%
55 TO 59 YEARS	840	4.6%	2,179	5.1%
60 TO 61 YEARS	326	1.8%	764	1.8%
62 TO 64 YEARS	460	2.5%	1,059	2.5%
64 TO 74 YEARS	1,394	7.7%	3,050	7.1%
75 TO 84 YEARS	1,072	5.9%	2,026	4.7%
85 YEARS AND OVER	474	2.6%	794	1.9%

HOUSEHOLD DETAIL REPORT

HOUSEHOLD DETAIL	THOMASVILLE, GEORGIA		THOMAS, GEORGIA	
	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL POPULATION	18,162	100%	42,737	100.0%
IN HOUSEHOLDS	17,357	95.6%	41,588	97.3%
IN FAMILIES	14,266	78.5%	35,049	82.0%
IN NONFAMILY HOUSEHOLDS	3,091	17.0%	6,539	15.3%
IN GROUP QUARTERS	805	4.4%	1,149	2.7%
TOTAL HOUSEHOLDS	7,021	100.0%	16,309	100.0%
FAMILY HOUSEHOLDS	4,656	66.3%	11,466	70.3%
MARRIED-COUPLE FAMILY	2,789	39.7%	7,819	47.9%
WITH RELATED CHILDREN	1,115	15.9%	3,296	20.2%
NO RELATED CHILDREN	1,674	23.8%	4,523	27.7%
SINGLE PARENT HOUSEHOLDS	1,094	15.6%	2,102	12.9%
MALE HOUSEHOLDER	112	1.6%	291	1.8%
FEMALE HOUSEHOLDER	936	13.3%	1,746	10.7%
OTHER FAMILY HOUSEHOLDS	819	11.7%	1,610	9.9%
MALE HOUSEHOLDER	158	2.3%	356	2.2%
FEMALE HOUSEHOLDER	661	9.4%	1,254	7.7%
NONFAMILY HOUSEHOLDS	2,365	100.0%	4,843	100.0%
2 OR MORE PERSONS	279	11.8%	641	13.2%
MALE HOUSEHOLDER	158	6.7%	395	8.2%
FEMALE HOUSEHOLDER	121	5.1%	246	5.1%
1 PERSON	2,086	88.2%	4,202	86.8%
MALE HOUSEHOLDER	742	31.4%	1,690	34.9%
FEMALE HOUSEHOLDER	1,344	56.8%	2,512	51.9%
PERSONS PER HOUSEHOLD	2.5		2.6	
PERSONS PER FAMILY	3.1		3.1	
CHILDREN PER FAMILY	0.9		0.9	
HOUSEHOLDS AGE BY HOUSEHOLDER				
15 TO 24 YEARS	391	16.5%	758	15.7%
25 TO 34 YEARS	1,058	44.7%	2,555	52.8%
35 TO 44 YEARS	1,444	61.1%	3,559	73.5%
45 TO 54 YEARS	1,302	55.1%	3,271	67.5%
55 TO 64 YEARS	966	40.8%	2,368	48.9%
65 TO 74 YEARS	939	39.7%	2,014	41.6%
75 TO 84 YEARS	711	30.1%	1,386	28.6%
85 YEARS AND OVER	210	8.9%	398	8.2%

GROUP QUARTERS REPORT

	THOMASVILLE, GEORGIA		THOMAS, GEORGIA	
GROUP QUARTER DETAIL	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL POPULATION IN GROUP QUARTERS	805	100.0%	1,149	100.0%
IN INSTITUTION	614	76.3%	898	78.2%
CORRECTIONAL INSTITUTIONS	187	23.2%	353	30.7%
NURSING HOMES	218	27.1%	336	29.2%
OTHER INSTITUTIONS	209	26.0%	209	18.2%
IN OTHER GROUP QUARTERS	191	23.7%	251	21.8%
COLLEGE DORMITORIES	0	0.0%	0	0.0%
MILITARY QUARTERS	0	0.0%	0	0.0%
OTHER NONINSTITUTIONS	191	23.7%	251	21.8%
65 YEARS AND OVER	310	38.5%	441	38.4%
IN INSTITUTIONS	223	27.7%	326	28.4%
CORRECTIONAL INSTITUTIONS	0	0.0%	0	0.0%
NURSING HOMES	211	26.2%	314	27.3%
OTHER INSTITUTIONS	12	1.5%	12	1.0%
OTHER GROUP QUARTERS	87	10.8%	115	10.0%
COLLEGE DORMITORIES	0	0.0%	0	0.0%
MILITARY QUARTERS	0	0.0%	0	0.0%
OTHER NONINSTITUTIONS	87	10.8%	115	10.0%

B. INCOME

MEDIAN PER HOUSEHOLD INCOME
THOMASVILLE, THOMAS COUNTY, AND GEORGIA

	ESTIMATED 2001	PROJECTED 2006
THOMASVILLE	$30,328	$34,563
THOMAS COUNTY	$31,010	$34,904
GEORGIA	$45,781	$53,000

All 2006 figures are expressed as 2006 dollars.

DISTRIBUTION OF INCOME BY HOUSEHOLD
THOMASVILLE

	2001		2006*	
	NUMBER	PERCENT	NUMBER	PERCENT
LESS THAN $5,000	706	9.77%	568	7.67%
$ 5,000 - $ 9,999	524	7.25%	464	6.27%
$ 10,000 - $14,999	674	9.33%	557	7.52%
$ 15,000 - $ 19,999	609	8.43%	625	8.44%
$ 20,000 - $ 24,999	545	7.54%	540	7.29%
$ 25,000 - $ 29,999	517	7.16%	466	6.29%
$ 30,000 - $ 34,999	457	6.33%	514	6.94%
$ 35,000 - $ 39,999	394	5.45%	450	6.08%
$ 40,000 - $ 44,999	370	5.12%	373	5.04%
$ 45,000 - $ 49,999	327	4.53%	284	3.84%
$ 50,000 - $ 59,999	439	6.08%	521	7.04%
$ 60,000 - $ 74,999	558	7.72%	526	7.10%
$ 75,000 - $ 99,999	480	6.64%	604	8.16%
$100,000 - $124,999	202	2.80%	311	4.20%
$125,000 - $149,999	116	1.61%	160	2.16%
$150,000 - $249,999	229	3.17%	256	3.46%
$250,000 - $499,999	53	0.73%	141	1.90%
$500,000 OR MORE	24	0.33%	44	0.59%

*In 2006 dollars

Source: Claritas, Incorporated

DISTRIBUTION OF INCOME BY HOUSEHOLD
THOMAS COUNTY

	2001		2006*	
	NUMBER	PERCENT	NUMBER	PERCENT
LESS THAN $5,000	1,242	7.46%	983	5.62%
$ 5,000 - $ 9,999	1,079	6.48%	958	5.48%
$ 10,000 - $14,999	1,508	9.05%	1,259	7.20%
$ 15,000 - $ 19,999	1,506	9.04%	1,430	8.18%
$ 20,000 - $ 24,999	1,422	8.54%	1,498	8.57%
$ 25,000 - $ 29,999	1,297	7.79%	1,333	7.63%
$ 30,000 - $ 34,999	1,123	6.74%	1,294	7.40%
$ 35,000 - $ 39,999	875	5.25%	1,069	6.12%
$ 40,000 - $ 44,999	966	5.80%	869	4.97%
$ 45,000 - $ 49,999	872	5.24%	750	4.29%
$ 50,000 - $ 59,999	1,180	7.08%	1,462	8.37%
$ 60,000 - $ 74,999	1,354	8.13%	1,433	8.20%
$ 75,000 - $ 99,999	1,126	6.76%	1,450	8.30%
$100,000 - $124,999	505	3.03%	702	4.02%
$125,000 - $149,999	180	1.08%	368	2.11%
$150,000 - $249,999	312	1.87%	375	2.15%
$250,000 - $499,999	80	0.48%	187	1.07%
$500,000 OR MORE	28	0.17%	56	0.32%

*In 2006 dollars

Source: Claritas, Incorporated

DISTRIBUTION OF TOTAL
PERSONAL INCOME
BY INDUSTRY
1990 AND 1997
THOMAS COUNTY, GEORGIA

	1990		1997		PERCENT CHANGE
	TOTAL(000)	PERCENT	TOTAL(000)	PERCENT	1990-1997
TOTAL WAGE AND SALARY DISBURSEMENTS	$ 404,625	100.0%	$ 621,909	100.0%	53.7%
FARM	$ 12,222	3.0%	$ 19,416	3.1%	58.9%
NONFARM	$ 392,403	97.0%	$ 602,493	96.9%	53.5%
PRIVATE	$ 318,741	78.8%	$ 503,382	80.9%	57.9%
AGRICULTURAL SERVICES	$ *	N/A	$ *	N/A	N/A
MINING	$ *	N/A	$ *	N/A	N/A
CONSTRUCTION	$ 19,421	4.8%	$ 23,702	3.8%	22.0%
MANUFACTURING	$ 100,359	24.8%	$ 176,800	28.4%	76.2%
DURABLE GOODS	$ 46,365	11.5%	$ 87,957	14.1%	89.7%
NONDURABLE GOODS	$ 53,994	13.3%	$ 88,843	14.3%	64.5%
TRANSPORTATION AND PUBLIC UTILITIES	$ 10,807	2.7%	$ 14,198	2.3%	31.4%
WHOLESALE TRADE	$ 26,184	6.5%	$ 26,551	4.3%	1.4%
RETAIL GOODS	$ 38,757	9.6%	$ 63,339	10.2%	63.4%
FINANCE, INSURANCE AND REAL ESTATE	$ 13,809	3.4%	$ 22,674	3.6%	64.2%
SERVICES	$ 99,749	24.7%	$ 163,511	26.3%	63.9%
GOVERNMENT	$ 73,662	18.2%	$ 99,111	15.9%	34.5%
FEDERAL, CIVILIAN	$ 8,019	2.0%	$ 9,351	1.5%	16.6%
FEDERAL, MILITARY	$ 1,075	0.3%	$ 1,391	0.2%	29.4%
STATE AND LOCAL	$ 64,568	16.0%	$ 88,369	14.2%	36.9%

*Data not included to avoid disclosure of confidential information; data are included in totals
N/A Not Available
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis

DANTER COMPANY

C. WEALTH

Household wealth is determined by comparing household assets to liabilities. Household wealth statistics differ from household income statistics, which measure only earnings.

DISTRIBUTION OF WEALTH
THOMASVILLE AND THOMAS COUNTY
2001

	THOMASVILLE		THOMAS COUNTY	
HOUSEHOLD WEALTH	NUMBER	PERCENT	NUMBER	PERCENT
LESS THAN $ 25,000	2,749	38.1%	5,675	34.1%
$ 25,000 - $ 49,999	608	8.4%	1,475	8.9%
$ 50,000 - $ 74,999	440	6.1%	1,107	6.6%
$ 75,000 - $ 99,999	565	7.8%	1,480	8.9%
$100,000 - $149,999	647	9.0%	1,702	10.2%
$150,000 - $249,999	787	1.2%	2,019	2.5%
$250,000 - $499,999	889	1.3%	2,116	2.6%
$500,000 - $749,999	314	0.5%	661	0.8%
$750,000 - $1,000,000	110	0.2%	213	0.3%
OVER $1,000,000	115	1.6%	207	1.2%
MEDIAN	$64,489		$76,191	

Sources: Claritas, Incorporated
The Danter Company, Incorporated

DANTER COMPANY

D. RETAIL SALES 2001

	THOMAS COUNTY
TOTAL RETAIL SALES, 2001	$584.3 MILLION
TOTAL EFFECTIVE BUYING INCOME (EBI)	$588.9 MILLION
RETAIL SALES AS A PERCENT OF TOTAL EBI	99.2%

Following is a distribution of retail sales by store group:

STORE GROUP	THOMAS COUNTY ($000)	THOMAS COUNTY PERCENT
FOOD	$109,541	18.7%
EATING & DRINKING PLACES	$33,814	5.8%
GENERAL MERCHANDISE	$81,779	14.0%
FURNITURE/FURNISHINGS/APPLIANCES	$15,948	2.7%
AUTOMOTIVE	$169,655	29.0%
OTHER	$173,582	29.7%

SOURCE: Sales & Marketing Management's Survey of Buying Power

E. EMPLOYMENT

DISTRIBUTION OF EMPLOYMENT BY CATEGORY
THOMAS COUNTY, 1999

EMPLOYMENT CATEGORY	TOTAL EMPLOYMENT	DISTRIBUTION
FORESTRY, FISHING, HUNTING AND AGRICULTURAL SUPPORT	137	0.8%
MINING	N/A	N/A
UTILITIES	N/A	N/A
CONSTRUCTION	442	2.5%
MANUFACTURING	4,232	24.0%
WHOLESALE TRADE	782	4.4%
RETAIL TRADE	2,445	13.9%
TRANSPORTATION AND WAREHOUSING	252	1.4%
INFORMATION	120	0.7%
FINANCE AND INSURANCE	519	2.9%
REAL ESTATE AND RENTAL AND LEASING	183	1.0%
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES	273	1.5%
MANAGEMENT OF COMPANIES AND ENTERPRISES	431	2.4%
ADMINISTRATIVE SUPPORT, WASTE MANAGEMENT, REMEDIATION SERVICES	1,860	10.5%
EDUCATIONAL SERVICES	518	2.9%
HEALTH CARE AND SOCIAL ASSISTANCE	2,775	15.7%
ARTS, ENTERTAINMENT, AND RECREATION	143	0.8%
ACCOMMODATION AND FOOD SERVICES	1,346	7.6%
OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION	764	4.3%
AUXILIARIES (EXCEPT CORPORATE, SUBSIDIARY AND REGIONAL MANAGEMENT	137	0.8%
UNCLASSIFIED ESTABLISHMENTS	N/A	N/A
TOTAL	17,634	100.0%

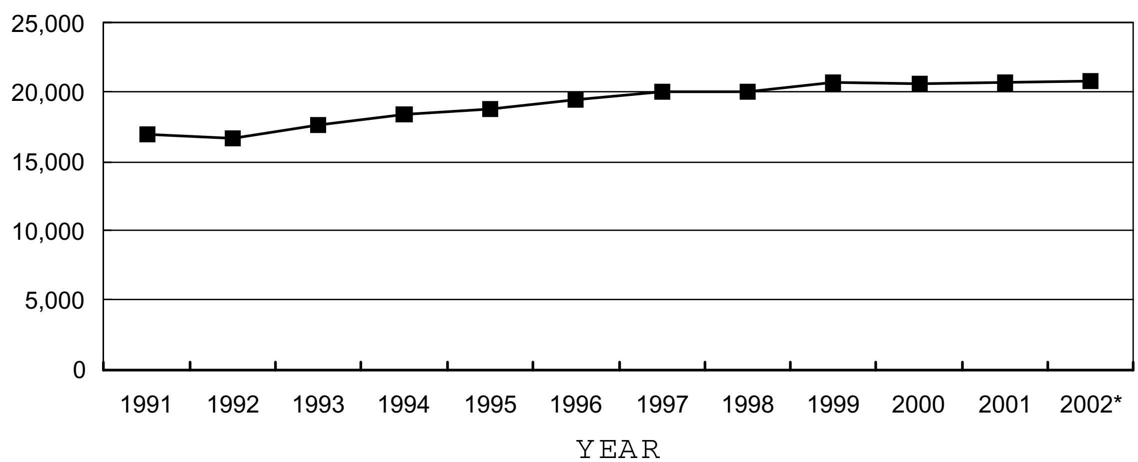
SOURCE: *COUNTY BUSINESS PATTERNS*

DANTER COMPANY

EMPLOYMENT AND UNEMPLOYMENT RATES
THOMAS COUNTY, GEORGIA
1991 - 2002*

YEAR	EMPLOYMENT	UNEMPLOYMENT RATE	
		THOMAS COUNTY	GEORGIA
1991	16,977	4.70%	5.00%
1992	16,662	7.20%	6.90%
1993	17,661	5.50%	5.80%
1994	18,393	4.40%	5.20%
1995	18,797	4.10%	4.90%
1996	19,495	4.30%	4.60%
1997	20,019	4.60%	4.50%
1998	20,025	4.60%	4.20%
1999	20,653	5.20%	4.00%
2000	20,644	4.80%	3.70%
2001	20,655	4.10%	4.00%
2002*	20,807	3.60%	4.60%

EMPLOYMENT



*As of March
Source: Georgia Department of Labor

F. EXISTING HOUSING ANALYSIS - 1990

PERSONS PER OCCUPIED LIVING UNIT	THOMASVILLE	THOMAS COUNTY
ONE	26.8%	23.0%
TWO	30.7%	30.6%
THREE	17.4%	19.0%
FOUR	14.5%	15.9%
FIVE OR MORE	10.5%	11.4%

MEDIAN PERSONS PER LIVING UNIT	THOMASVILLE	THOMAS COUNTY
TOTAL OCCUPIED	2.6	2.7
OWNER-OCCUPIED	2.6	2.8
RENTER-OCCUPIED	2.4	2.4

UNITS BY STRUCTURE
AND
VACANCY RATES
THOMASVILLE AND THOMAS COUNTY, GEORGIA
1990

	THOMASVILLE		THOMAS COUNTY	
	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL HOUSING UNITS	7,427	100.00%	15,936	100.00%
IN SINGLE-UNIT STRUCTURES	5,807	78.19%	10,981	68.91%
IN TWO- TO NINE-UNIT STRUCTURES	1,139	15.34%	1,400	8.79%
IN TEN-OR-MORE UNIT STRUCTURES	391	5.26%	409	2.57%
MOBILE HOMES, TRAILER, OTHER	90	1.21%	3,146	19.74%
OWNED UNITS (OCCUPIED)	4,051	54.54%	9,805	61.53%
RENTAL UNITS (OCCUPIED)	2,667	35.91%	4,518	28.35%
OTHER VACANT *2	257	3.46%	682	4.28%
TOTAL VACANT *3	452	6.09%	931	5.84%

*1 Includes seasonal housing

*2 "Other Vacant" category includes those neither for sale nor rent, usually unrentable or dilapidated.

*3 Does not include "Other Vacant" category.

SOURCE: 1990 Census of Housing

DANTER COMPANY

DISTRIBUTION OF CONTRACT RENT*
THOMASVILLE AND THOMAS COUNTY
1990

	THOMASVILLE		THOMAS COUNTY	
CONTRACT RENT	NUMBER	PERCENT	NUMBER	PERCENT
LESS THAN $ 100	90	3.46%	158	3.80%
$100 TO $199	318	12.22%	538	12.93%
$200 TO $299	575	22.09%	994	23.89%
$300 TO $399	869	33.38%	1,226	29.47%
$400 AND OVER	650	24.97%	895	21.51%
NO CASH RENT	101	3.88%	349	8.39%
TOTAL SPECIFIED RENTER-OCCUPIED HOUSING UNITS	2,603	100.00%	4,160	100.00%
MEDIAN CONTRACT RENT	$329		$317	

*As defined by the Census Bureau, "contract rent is the monthly rent agreed to, or contracted for, regardless of any furnishings, utilities, or services that may be included." Thus, contract rent is neither a gross rent nor a net rent, but a combination of both.

The above data area a distribution of all rental units (e.g. duplexes, conversions, units above storefronts, single-family homes, mobile homes, and modern apartments) regardless of age or condition.

Source: 1990 Census of Housing

DANTER COMPANY

HOUSING QUALITY
THOMASVILLE AND THOMAS COUNTY
1990

	THOMASVILLE		THOMAS COUNTY	
	NUMBER	PERCENT	NUMBER	PERCENT
HOUSING UNITS	7,427	100.00%	15,936	100.00%
YEAR STRUCTURE BUILT				
1989 TO MARCH 1990	28	0.38%	278	1.74%
1985 TO 1988	565	7.61%	1,800	11.30%
1980 TO 1984	677	9.12%	1,824	11.45%
1970 TO 1979	1,810	24.37%	4,202	26.37%
1960 TO 1969	1,135	15.28%	2,471	15.51%
1950 TO 1959	1,138	15.32%	1,826	11.46%
1940 TO 1949	843	11.35%	1,259	7.90%
1939 OR BEFORE	1,231	16.57%	2,276	14.28%
SOURCE OF WATER				
PUBLIC SYSTEM OR PRIVATE COMPANY	7,401	99.65%	11,281	70.79%
INDIVIDUAL DRILLED/ DUG WELL	26	0.35%	4,641	29.12%
SOME OTHER SOURCE	0	0.00%	14	0.09%
HEATING*				
ROOM HEATERS, FIREPLACES, STOVES PORTABLE HEATERS, OR NONE	179	2.41%	792	4.97%
PLUMBING FACILITIES				
COMPLETE PLUMBING	7,393	99.54%	15,759	98.89%
NOT COMPLETE PLUMBING	34	0.46%	177	1.11%
BEDROOMS				
NONE	0	0.00%	20	0.13%
ONE	1,052	14.16%	1,403	8.80%
TWO	2,125	28.61%	4,760	29.87%
THREE OR MORE	4,250	57.22%	9,753	61.20%

DANTER COMPANY

G. HOUSING/HOUSEHOLD ANALYSIS - 2000

The following tables contain data from the 2000 Census released by the US Census Bureau in Summary File 1 (SF1). Household income and rent data are not available and are not expected to be available until mid-2002.

TENURE AND OCCUPANCY SUMMARY
THOMASVILLE AND THOMAS COUNTY, GEORGIA
2000

	THOMASVILLE, GEORGIA		THOMAS, GEORGIA	
HOUSING	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL HOUSING UNITS	7,788	100.0%	18,285	100.0%
OCCUPIED	7,021	90.2%	16,309	89.2%
OWNER OCCUPIED	4,214	54.1%	11,419	62.5%
RENTER OCCUPIED	2,807	36.0%	4,890	26.7%
VACANT	767	9.8%	1,976	10.8%
FOR RENT	303	3.9%	709	3.9%
FOR SALE ONLY	126	1.6%	321	1.8%
RENTED OR SOLD, NOT OCCUPIED	51	0.7%	214	1.2%
FOR SEASONAL, RECREATIONAL OR OCCASIONAL USE	41	0.5%	122	0.7%
FOR MIGRANT WORKERS	0	0.0%	11	0.1%
OTHER VACANT	246	3.2%	599	3.3%

OWNER OCCUPANCY SUMMARY
THOMASVILLE AND THOMAS COUNTY, GEORGIA
2000

	THOMASVILLE, GEORGIA		THOMAS, GEORGIA	
OWNER OCCUPIED HOUSING	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
OWNER OCCUPIED UNITS	4,214	100.0%	11,419	100.0%
BY AGE OF HOUSEHOLDER				
15 TO 24 YEARS	44	1.0%	189	1.7%
25 TO 34 YEARS	390	9.3%	1,362	11.9%
35 TO 44 YEARS	746	17.7%	2,333	20.4%
45 TO 54 YEARS	872	20.7%	2,481	21.7%
55 TO 64 YEARS	716	17.0%	1,914	16.8%
65 TO 74 YEARS	739	17.5%	1,678	14.7%
75 TO 84 YEARS	561	13.3%	1,154	10.1%
85 YEARS AND OVER	146	3.5%	308	2.7%
BY HOUSEHOLD SIZE				
1 PERSON HOUSEHOLD	1,107	26.3%	2,620	22.9%
2 PERSON HOUSEHOLD	1,517	36.0%	4,113	36.0%
3 PERSON HOUSEHOLD	695	16.5%	2,000	17.5%
4 PERSON HOUSEHOLD	516	12.2%	1,597	14.0%
5 PERSON HOUSEHOLD	228	5.4%	699	6.1%
6 PERSON HOUSEHOLD	98	2.3%	245	2.1%
7 OR MORE PERSON HOUSEHOLD	53	1.3%	145	1.3%

RENTER OCCUPANCY SUMMARY
THOMASVILLE AND THOMAS COUNTY, GEORGIA
2000

	THOMASVILLE, GEORGIA		THOMAS, GEORGIA	
RENTER OCCUPIED HOUSING	NUMBER	PERCENT	NUMBER	PERCENT
RENTER OCCUPIED UNITS	2,807	100.0%	4,890	100.0%
BY AGE OF HOUSEHOLDER				
15 TO 24 YEARS	347	12.4%	569	11.6%
25 TO 34 YEARS	668	23.8%	1,193	24.4%
35 TO 44 YEARS	698	24.9%	1,226	25.1%
45 TO 54 YEARS	430	15.3%	790	16.2%
55 TO 64 YEARS	250	8.9%	454	9.3%
65 TO 74 YEARS	200	7.1%	336	6.9%
75 TO 84 YEARS	150	5.3%	232	4.7%
85 YEARS AND OVER	64	2.3%	90	1.8%
BY HOUSEHOLD SIZE				
1 PERSON HOUSEHOLD	979	34.9%	1,582	32.4%
2 PERSON HOUSEHOLD	685	24.4%	1,256	25.7%
3 PERSON HOUSEHOLD	491	17.5%	871	17.8%
4 PERSON HOUSEHOLD	356	17.5%	647	13.2%
5 PERSON HOUSEHOLD	177	6.3%	344	7.0%
6 PERSON HOUSEHOLD	77	2.7%	122	2.5%
7 OR MORE PERSON HOUSEHOLD	42	1.5%	68	1.4%

DANTER COMPANY

Qualifications and Services

About the Danter Company

The Danter Company is a national real estate research firm providing market and demographic information for builders, lenders, and developers in a variety of commercial markets. The Danter Company has completed over 15,000 studies in 49 states, Canada, the Virgin Islands, and Mexico.

The Danter Company was founded in 1970 by Kenneth Danter and was one of the first firms in the country to specialize in real estate research. The Danter Company differs from most firms providing real estate research services in two key ways: real estate research is our only area of specialization, and we hold no financial interest in any of the properties for which we do our research. These principles guarantee that our recommendations are based on the existing and expected market conditions, not on any underlying interests or an effort to sell any of our other services.

Housing-related studies, including multifamily, single-family, condominium, and elderly (assisted-living and congregate care), account for about two-thirds of our assignments. We also conduct evaluations for site-specific developments (hotels, office buildings, historic reuse, resorts, commercial, and recreational projects) and major market overviews (downtown revitalization, high-rise housing, and industrial/economic development).

All our site-specific research is enhanced by over 25 years of extensive proprietary research on housing trends and buyer/renter profiles. Results of this research have been widely quoted in *The Washington Post, The Boston Globe, USA Today, Builder Magazine, Multi-Housing News, Professional Builder,* and publications produced by The Urban Land Institute and *American Demographics*. Based on this research, The Danter Company was named 6 consecutive years to *American Demographics'* "Best 100 Sources for Marketing Information."

The Danter Company's combination of primary site-specific research with our proprietary research into market trends has led us to pioneer significant market evaluation methodologies, particularly the use of the **100% Data Base** for all market analyses. This Danter concept is of primary importance to real estate analyses because new developments interact with market-area projects throughout the rent/price continuum—not just with those normally considered "comparable." Other pioneer methodologies include **Effective Market Area (EMA)** SM analysis, the **Housing Demand Analysis (HDA)** SM, and **the Comparable Rent Analysis**.

About Our Methodology

Overview

Our process begins where it happens: the marketplace. We build the most complete market profile through exhaustive primary research. This information is viewed through the concept of the **Effective Market Area (EMA)**, which identifies the smallest area from which a project is likely to draw the most significant amount of support. We also establish a 100% data base from all development within each project's EMA. We then fine-tune our primary research with the highest-quality, most recent and relevant secondary research for maximum validity.

The 100% Data Base and Other Research Methodologies

Every study conducted by The Danter Company is based on one simple methodological principle: **The 100% Data Base**. We believe that the only way to determine market strength is to examine the market at every level, so we gather data on all market area properties, not just "selected" properties that are

DANTER COMPANY

“comparable.” A report based on selected comparables can determine how the market is performing at one price or quality level: the 100% data base determines how the market is performing at all price and quality levels, allowing our analysts to make recommendations that maximize potential support and give the subject property the best opportunity to perform within the overall continuum of housing within the market.

From the 100% Data Base methodology, we have developed significant research methodologies specific to real estate market feasibility analysis. Because we gather rent and amenity data for all market area properties, we can empirically analyze the relationship between rent/price and level of quality/service. For our multifamily market studies, we have developed a proprietary rating system which allows us to determine a project’s **Comparability Rating,** which includes separate ratings for unit amenities, project amenities, and aesthetic amenities/curbside appeal. By plotting the rents and comparability ratings for an area’s properties on a scatter graph, we can use regression analysis to determine market-driven rent at any comparability rating level.

The 100% Data Base also allows us to measure the depth of market support. Our research indicates that most of the support for a new multifamily development typically comes from other apartment renters already within the Effective Market Area. Our previous research has identified the amount of money that renters will typically step-up their rent for a new apartment option that they perceive to be a value within the market. By analyzing this base of **step-up support**, we can quantify the depth of support for new product within the market, as well as offer constructive recommendations to maximize absorption potential.

Proprietary Research and Analytical Support

Once our analysts have obtained the 100% data base in a market area for their project, this information is added to our primary data base on that development type. Our apartment data base alone, for example, contains information on over 12 million units across the US. Data on housing units, condominiums, resorts, offices, and motels is available for recall. In addition, analysts are regularly assigned to update this material in major metropolitan markets. Currently, we have apartment information on 75% of the cities with populations of 250,000 or more. This includes, rents, vacancies, year opened, amenities, and quality evaluation.

In addition to our existing data base by unit type, we also maintain a significant base of proprietary research conducted by The Danter Company over the last 25+ years. These data, provided to our project directors as background information for their recommendations, are collected as ongoing proprietary research due to their cost—which is usually prohibitively high for developers on a per-study basis. Several different surveys have been conducted, among which are the following:

- Apartment Mobility/Demographic Characteristics
- Tax Credit Multifamily
- Rural Development Tenant Profile
- Older Adult Housing Surveys
- Office Tenant Profiles
- Downtown Resident Surveys
- Shopping Habits
- Health-Care Office and Consumer Surveys

Every project surveyed by The Danter Company analysts is photographed for inclusion in our photographic data base. This data base provides a statistical justification of our findings and a visual representation of the entire market. It is used to train our field analysts to evaluate the aesthetic ratings of projects in the field, and for demonstration purposes when consulting with clients. These extensive data bases, combined with our other ongoing research, allow The Danter Company to develop criteria for present and future development alternatives, and provide our analysts background data to help determine both short and long-range potential for any development type.

Personnel and Training

Our field analysts have completed an in-house training program on data gathering procedures and have completed several studies supervised by senior field analysts before working solo on field assignments. In addition, all field analysts are supervised throughout the data gathering process by the project director for that study.

All project directors, in addition to training in advanced real estate analysis techniques, have spent time serving as a field analyst in order to better understand the data gathering process, and to better supervise the field analysts in obtaining accurate market information. In addition, our project directors regularly conduct field research in order to stay current or to personally analyze particularly complicated markets.

The Danter Company has a highly-skilled production support staff, including demographics retrieval specialists, professional editors, a graphics/mapping specialist, a geographical information systems specialist and secretarial support.

The Danter Company has experienced a great deal of stability and continuity, beginning with Mr. Danter's 25+ years in real estate analysis. Our Vice President, Rob Vogt, has worked for The Danter Company analyzing real estate since 1979. Many of our senior project directors and support staff team members have worked for the company for over 10 years. This experience gives The Danter Company the historical perspective necessary to understanding how real estate developments can best survive the market's ups and downs.

Our Product and Services

We conduct several types of real estate research at The Danter Company: site-specific market studies, in-house research designed either for publication or as public-service media information, proprietary research provided as supplementary data for our Project Directors, real estate marketing and marketing analysis, and real estate market consulting services.

Client-Specified Market Studies

Market Feasibility Analyses—Market feasibility studies are based on an **Effective Market Area (EMA)**^{SM}analysis of a **100% data base.** The EMA methodology was developed by The Danter Company to determine the smallest geographic area from which a project can expect most of its support. All analyses include a complete area demographic profile. Some of the commercial development analyses we specialize in include the following:

Market-rate/Low Income Housing Tax Credit (LIHTC) apartments—These studies include the complete 100% data base field survey of existing and proposed area apartments at all rental levels, determination of appropriate unit mix, rent, unit size, and level of amenities, for the proposed development, and expected absorption rate. If necessary, we will also suggest ways to make the proposed community more marketable. We have worked with state housing agencies and national syndicators across the country to ensure that our LIHTC studies comply with their requirements.

Government Subsidized Apartments—Includes all of the above, plus additional demand calculations as required by the presiding government agency

Apartment Repositioning—This study is designed to identify market strategies for underperforming apartment projects. We identify the Effective Market Area based on existing tenants' previous addresses, survey the existing apartment market, shop the project, and evaluate the existing marketing and pricing methods to identify strategies to maximize project performance.

Single-family housing—Includes a 100% data base field survey of existing and proposed single-family developments at all price levels, plus a calculation of area demand by price range and an estimated sales rate. We can also identify optimal lot sizes and critique site plans from a marketability standpoint. We also have extensive experience with integrating single-family residential and golf course development.

Hotel/Lodging—Includes a 100% data base field survey of all lodging facilities in the Competitive Market Area, plus area lodging demand calculations, estimated occupancy projections by traveler category, and an analysis of projected room rates.

Condominium Development—Includes a 100% data base field survey of area condominium developments, a demand analysis by price range, an analysis of optimum pricing strategies, and expected sales rate for the proposed development or conversion. We can also identify a project's potential for mixed for-sale/for-rent marketing if requested.

Elderly Housing Development—We complete studies for all types of housing designed for the elderly, including congregate care, assisted-living, nursing home, and independent-living options. These studies include an estimate of area demand based on a 100% data base field study of the area's existing configuration of elderly-appropriate housing options, an analysis of optimum pricing strategies, and a projected absorption or sales rate.

Recreation—We can conduct analyses for a variety of recreation options, including recreation centers and golf courses. Analyses include 100% data base field survey of comparable development, calculation of demand for additional facilities, and optimal amenity package and pricing.

Resort Development—Resort development studies can include a variety of options as well as integrated lodging or for-sale/for-rent housing development. Analyses will identify demand, sales/absorption/occupancy rate, optimal pricing, and competitive amenity packages.

Conference Center—Conference center feasibility studies typically include a 100% data base field study of existing area meeting space, calculation of demand for additional meeting space, projected occupancy, and optimal amenity package and meeting rental rates.

Office Development—Includes 100% data base field survey of existing and proposed office development, calculation of demand for additional space, projected absorption rate, and optimal pricing strategies.

Retail/Shopping Center—Includes a 100% data base field survey of area retail development, calculation of demand for additional retail development by SIC Code, and optimal rental rate

Other Analyses Available

Economic-Impact Studies—Economic-impact analysis can determine the dollar effect an industry or organization can have on a community. Our analyses incorporate the Bureau of Economic Analysis' RIMS II methodology for maximum accuracy in determining economic impact.

Survey Research—Although The Danter Company conducts ongoing in-house surveys (detailed below), we also conduct surveys on a per-project basis for developers who need to know very specific characteristics of their market. Our staff of survey administrators and analysts can develop, conduct, and produce survey results on any subject, providing general data and detailed crosstabs of any survey subject.

Consulting—In addition to market feasibility study, we are also available for consulting. Whether you need help identifying the best development alternative for your site, need to determine the which markets have development opportunities, need help identifying why a property is not performing as expected, or need another real estate-related problem solved, our analysts are available at for consultation, in our offices and at your sites.

The Danter TransAction Report—This quarterly analysis of the Columbus metro area single-family housing market includes analyses of new detached single-family home closings, lot closings, and building permit and platting activity.

The Greater Cleveland and Columbus Apartment Reports—These semi-annual analyses of the Greater Cleveland and Columbus apartment markets survey all area multifamily units in projects of 100 or more (Cleveland) or 50 units or more (Columbus) and provide aggregate rent and vacancy performace data, as well as preformance data for several submarkets within each metro area. The Cleveland area report is available for the full metro area, as well as special reports including only the East or West Side.