

Market Analysis
for
Greenbriar
Tax Credit (Sec. 42) Apartments
With Rental Assistance
in
Hazlehurst, Georgia
Jeff Davis County

Prepared For:

Georgia Department of Community Affairs

by

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1 FOREWORD

1.1 STATEMENT OF QUALIFICATIONS

John Wall and Associates (the Anderson office) has done over 2,200 market analyses, the majority of these being for apartment projects (conventional and government). However, the firm has done many other types of real estate market analyses, shopping center master plans, industrial park master plans, housing and demographic studies, land planning projects, site analysis, location analysis and GIS projects. Clients include private developers, government officials, syndicators, and lending institutions.

Prior to founding John Wall and Associates, Mr. Wall was the Planning Director for a city of 30,000 where he supervised the work of the Planning Department, including coordinating the activities of and making presentations to both the Planning and Zoning Commission and the Zoning Board of Adjustment and Appeals. His duties included site plan approval, subdivision review, annexation, downtown revitalization, land use mapping program, and negotiation of realistic, workable solutions with various groups.

While in the public and private sectors, Mr. Wall served on the Appalachian Regional Council of Governments Planning and Economic Development Committee for more than seven years.

Mr. Wall has also taught site analysis and site planning part-time at the graduate level for several semesters as a visiting professor at Clemson University College of Architecture, Planning Department.

Mr. Wall holds a Master's degree in City and Regional Planning and a BS degree in Pre-Architecture. In addition, he has studied at the Clemson College of Architecture Center for Building Research and Urban Studies at Genoa, Italy, and at Harvard University in the Management of Planning and Design Firms, Real Estate Finance, and Real Estate Development.

1.2 RELEASE OF INFORMATION

This report shall not be released by John Wall and Associates to persons other than the client and his/her designates for a period of at least sixty (60) days. Other arrangements can be made upon the client's request.

1.3 TRUTH AND ACCURACY

It is hereby attested to that the information contained in this report is true and accurate. The report can be relied upon as a true assessment of the low income housing rental market. However, no assumption of liability is being made or implied.

1.4 IDENTITY OF INTEREST

The market analyst will receive no fees contingent upon approval of the project by any agency or lending institution, before or after the fact, and the market analyst will have no interest in the housing project.

1.5 CERTIFICATION OF PHYSICAL INSPECTION

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 assessment of the need and demand for new rental units.

1.6 REQUIRED STATEMENT

The statement below is required precisely as worded by some clients. It is, in part, repetitious of some of the other statements in this section, which are required by other clients *exactly as they* are worded.

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area, and the information derived from that inspection 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 to the extent shown in the study; the study was written according to The Client's *Market Study Guide*; the information is accurate; and the report can be relied upon by The Client to present a true assessment of the low-income rental housing market.

I understand that any misrepresentation of this statement may result in the denial of further participation in The Client's rental housing programs. I affirm that I have no interest in the project. I have no relationship with the ownership entity that has not been disclosed to The Client in accordance with the certifications in the *Proposal for Market Studies*. My compensation is not contingent on this project being funded.

1.7 NCAHMA MEMBER CERTIFICATION



This market study has been prepared by John Wall and Associates, a member in good standing of the National Council of Affordable Housing Market Analysts (NCAHMA). This study has been prepared in conformance with the standards adopted by NCAHMA for the market analysts' industry except as noted in the introduction under limitations. These standards include the *Standard Definitions of Key Terms Used in Market Studies for Affordable Housing Projects*, and *Model Content Standards for the Content of Market Studies*.

for Affordable Housing Projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Affordable Housing Market Analysts.

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

(Note: Information on the National Council of Affordable Housing Market Analysts including *Standard Definitions of Key Terms and Model Content Standards* may be obtained by visiting <http://www.housinonline.com/mac/machome.htm>)

Submitted and attested to by:

John Wall, President

JOHN WALL and ASSOCIATES

Date

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3 INTRODUCTION

- (1) Statistical
- (2) Like-Kind Comparison
- (3) Interviews

3.1 PURPOSE

The purpose of this report is to analyze the apartment market for a specific site in Hazlehurst, Georgia.

The Statistical approach uses Census data and local statistics; 2000 is used as a base year. The population that would qualify for the proposed units is obtained from these figures.

3.2 SCOPE

Considered in this report are market depth, bedroom mix, rental rates, unit size, and amenities. These items are investigated principally through a field survey conducted by John Wall and Associates. Unless otherwise noted, all charts and statistics are the result of this survey.

The Like-Kind Comparison approach collects data on projects similar in nature to that which is being proposed and analyzes how they are doing. This approach assesses their strong points, as well as weak points, and compares them with the subject.

The last section, Interviews, assesses key individuals' special knowledge about the market area. While certainly subjective and limited in perspective, their collective knowledge, gathered and assessed, can offer valuable information.

In general, only complexes of 30 units or more built since 1980 are considered in the field survey. Older or smaller projects are sometimes surveyed when it helps the analysis. Projects with rent subsidized units are included, if relevant, and noted.

Taken individually, these three approaches give a somewhat restricted view of the market. However, by examining them together, knowledge sufficient to draw reasonable conclusions can be achieved.

3.3 METHODOLOGY

Three separate approaches to the analysis are used in this report; each is a check on the other. By using three generally accepted approaches, reasonable conclusions can be drawn. The three approaches used are:

3.4 LIMITATIONS

This market study was written according to DCA's (Client's) *Market Study Guide*. To the extent this guide differs from the NCAHMA *Standard Definitions of Key Terms or Model Content Standards*, the client's guide has prevailed.

REGIONAL LOCATOR MAP



4 EXECUTIVE SUMMARY

The projected completion date of the proposed project is 2006.

The market area (conservative) consists of 100% of Census Tracts 9601 and 9602 in Jeff Davis County.

4.1 DEMAND

	Rental Assistance \$0 to \$14,500	Tax Credit — 50% AMI \$10,000 to \$24,150	Tax Credit — 60% AMI \$10,000 to \$24,150	Overall Tax Credit (w/o RA) \$10,000 to \$24,150
DEMAND	443	103	103	103
Less comparable units built since 2000 or proposed	- 0	- 0	- 0	- 0
NET DEMAND	443	103	103	103
Recommended bedroom mix:				
One Bedroom	25%	25%	25%	25%
Two Bedroom	50%	50%	50%	50%
Three Bedroom	25%	25%	25%	25%
Four Bedroom	0	0	0	0

4.1.1 ABSORPTION

Given reasonable marketing and management, the project should be able to rent up to 93% occupancy within 3 to 4 months (depending on the rehabilitation) — a few months longer if the project is completed in November, December, or January. The absorption rate determination considers 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. The absorption period is considered to start as soon as the first units are released for occupancy.

4.2 CAPTURE RATE

Capture Rate by Unit Size and Targeting

Rental Assistance \$0 to \$14,500

	<u>Demand*</u>	<u>%</u>	Developer's <u>Proposal</u>	Capture <u>Rate</u>
1 Bedroom	111	25	14	12.6%
2 Bedrooms	221	50	22	10.0%
3 Bedrooms	111	25	2	1.8%
4 or More Bedrooms	0	0	0	0.0%
Total	443	100	38	8.6%

50% AMI \$10,000 to \$24,150

	<u>Demand*</u>	<u>%</u>	Developer's <u>Proposal</u>	Capture <u>Rate</u>
1 Bedroom	26	25	12	46.2%
2 Bedrooms	52	50	17	32.7%
3 Bedrooms	26	25	2	7.7%
4 or More Bedrooms	0	0	0	0.0%
Total	103	100	31	30.0%

60% AMI	\$10,000 to \$24,150	Demand*		Developer's		Capture	
			%	Proposal		Rate	
	1 Bedroom	26	25	2		7.7%	
	2 Bedrooms	52	50	4		7.7%	
	3 Bedrooms	26	25	0		0.0%	
	4 or More Bedrooms	0	0	0		0.0%	
	Total	103	100	6		5.8%	
All (non RA) TC	\$10,000 to \$24,150	Demand*		Developer's		Capture	
			%	Proposal		Rate	
	1 Bedroom	26	25	14		53.8%	
	2 Bedrooms	52	50	21		40.4%	
	3 Bedrooms	26	25	2		7.7%	
	4 or More Bedrooms	0	0	0		0.0%	
	Total	103	100	37		35.9%	

* Numbers may not add due to rounding.

4.3 CONCLUSIONS

4.3.1 SUMMARY OF FINDINGS

- The **site** appears suitable for the project.
- The **neighborhood** is compatible with the project.
- The **location** is suitable to the project. It is within walking distance to the new high school.
- The **economy** has been fluctuating.
- The **population and household growth** in the market area is modest.
- The **demand** for the non rental assisted portion of the project is not very high.
- The **capture rate** for the non rental assisted portion of the project is somewhat high (except for the three bedroom units).
- The **most comparable** (non rental assisted) apartments are Map IDs: 4, 1, and 2.
- Total **vacancy rates** at competitive (non rental assisted) projects are high. The overall vacancy rate in the market area for non rental assisted units is 18.5%.
- **Concessions** in the comparables are not significant.
- The **rents**, given prevailing rents, vacancy rates, and concessions in the market area, are reasonable.
- The proposed **bedroom mix** is weighted a bit higher toward one and two bedroom units than desirable. However, switching a few to three bedroom units is not practical.
- The subject's **amenities** are good and comparable or superior to similarly priced apartments.
- The subject's **value** should be perceived as good.
- Even with low rents, the subject's **affordability** may be an issue given that there is an 18.5% vacancy rate in non rental assisted units.
- Most of those **interviewed** felt the project should be successful.

4.3.2 RECOMMENDATIONS

More rental assistance would be desirable.

4.3.3 NOTES

- The rehabilitation will be extensive (see Appendix, Physical Needs Assessment, and site manager's interview).
- Presently there are 7 vacancies (see site manager's interview for reason) and only one tenant will be displaced; therefore, only 8 units need to be filled.

4.3.4 CONCLUSION

The subject should be successful.

5 PROJECT DESCRIPTION

The project description is provided by the developer.

5.1 DEVELOPMENT LOCATION

The site is on the west side of Hazlehurst, Georgia. It is located on the west side of Collins Road near Burketts Ferry Road.

5.2 CONSTRUCTION TYPE

Rehabilitation.

5.3 OCCUPANCY

Family.

5.4 TARGET INCOME GROUP

Low income.

5.5 SPECIAL POPULATION

4 units designated handicap and 2 units designated vision impaired/hearing impaired.

5.6 STRUCTURE TYPE

1-story garden and 2-story walk-up.

5.7 UNITS SIZES, RENTS AND TARGETING

<u>Number</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Square Ft</u>	<u>Rent / Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>	<u>Percent Median</u>
14	1	1	718	230	80	310	60% RA
22	2	1	856	260	102	362	60% RA
2	3	1	1025	285	124	409	60% RA
10	1	1	718	230	62	292	50%
2	1	1	718	230	80	310	50%
11	2	1	856	260	84	344	50%
6	2	1	856	260	102	362	50%
2	3	1	1025	285	124	409	50%
2	1	1	718	230	62	292	60%
4	2	1	856	260	84	344	60%
1*	2	1	856	—	—	—	—

76 Total Units

38 Units With Rental Assistance

0 Market Rate Units

* Manager's Unit

5.7.1 DEVELOPMENT AMENITIES

Community spaces or community building, playground, fitness center, covered pavilion with picnic area/BBQ, laundry room, large open playing field, after-school programs, supervised recreational activities, and computer labs with Internet hookup and/or tutors.

5.8 UNIT AMENITIES

Air conditioning, washer/dryer connections, and cable pre-wired.

5.9 UTILITIES INCLUDED

Trash.

5.10 REHAB INFORMATION

Current occupancy: 69 of 76 units, 7 vacancies

Current rents: 1BR=\$230b, 2BR=\$257b, 3BR=\$280b

Tenant incomes if available: Not available. One tenant will be displaced for too high an income.

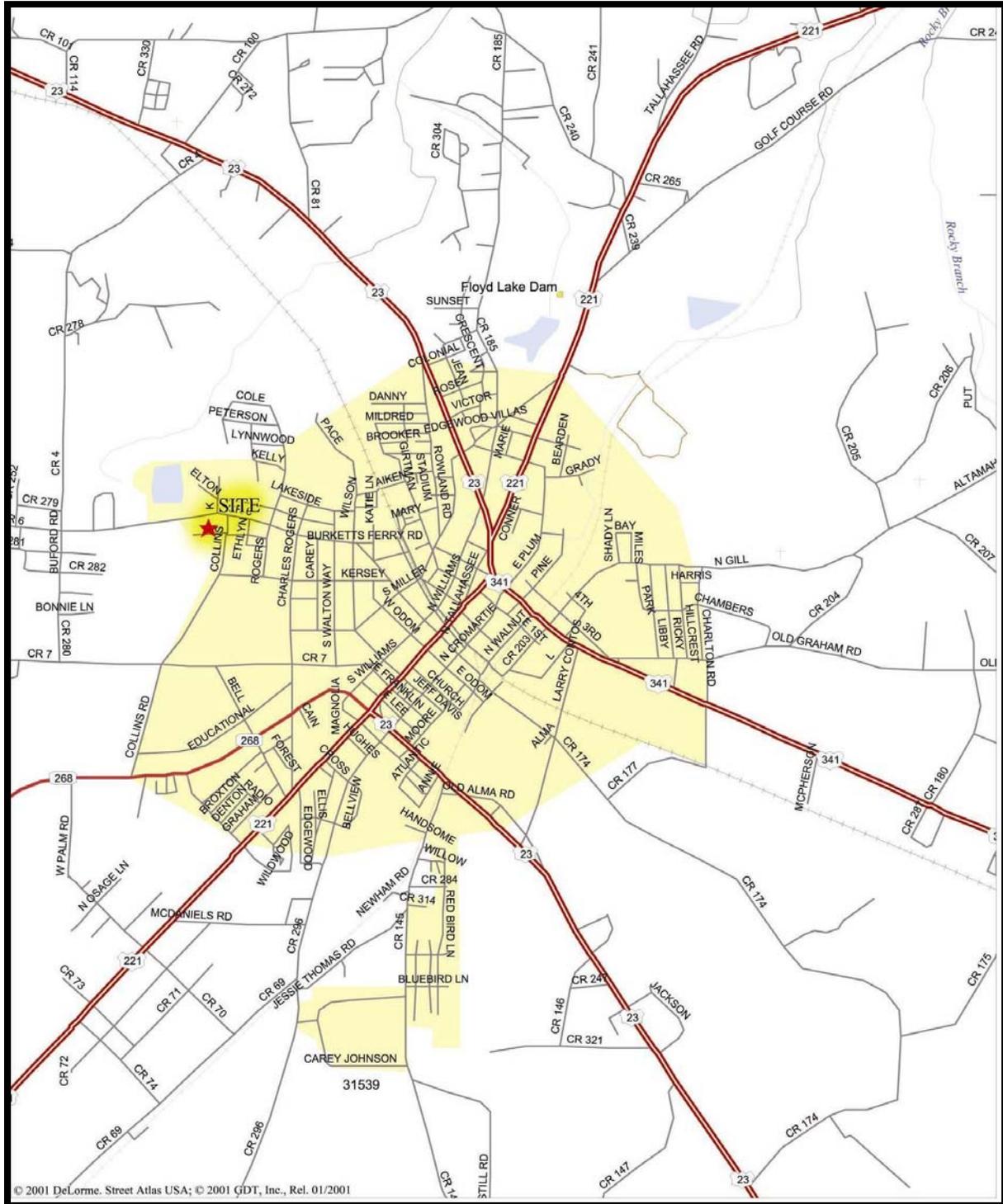
Scope of work: See Appendix, Physical Needs Assessment, and site manager's interview.

5.11 PROJECTED CERTIFICATE OF OCCUPANCY DATE

2006

6 SITE EVALUATION

SITE LOCATION MAP



6.1 VISIBILITY AND CURB APPEAL

The subject has good visibility from Burketts Ferry Road. It appears attractive and well maintained.

6.2 PHYSICAL CONDITIONS

The subject appears to be fairly well maintained.

6.3 ADJACENT LAND USES

N: Homes

E: Homes

S: Field

W: Woods

6.4 VIEWS

There are no views out from the site that could be considered negative.

6.5 NEIGHBORHOOD

The neighborhood is mostly residential with several large agricultural tracts and the new high school.

6.6 SHOPPING, GOODS, SERVICES AND AMENITIES

The site is about one mile from the grocery stores and downtown Hazlehurst. The site is within walking distance to the new high school.

6.7 EMPLOYMENT OPPORTUNITIES

While there are several service sector jobs within walking distance of the subject, most retail, service sector, and manufacturing jobs would require transportation.

6.8 TRANSPORTATION

There is no public transportation available in Hazlehurst.

6.9 CONCLUSION

The subject's location is suitable for the development.

SITE AND NEIGHBORHOOD PHOTOS AND ADJACENT LAND USES MAP



6.10 SITE AND NEIGHBORHOOD PHOTOS



Photo 1



Photo 2



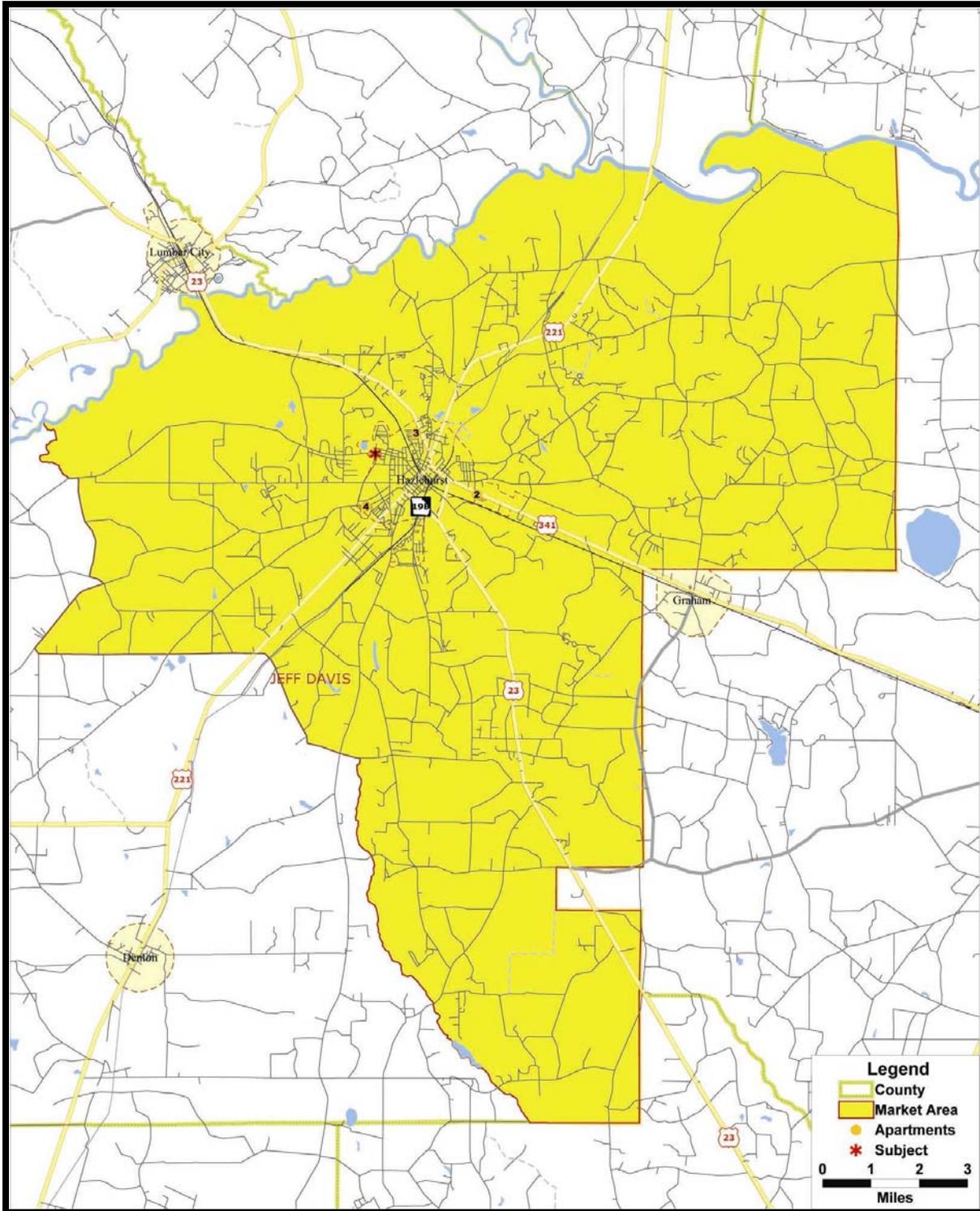
Photo 3



Photo 4

7 MARKET AREA

MARKET AREA MAP



7.1 MARKET AREA DETERMINATION

The market area is the community where the project will be located and only those outlying rural areas that will be significantly impacted by the project, generally excluding other significant established communities. The market area is considered to be the area from which most of the prospective tenants will be drawn. Some people will move into the market area from nearby towns, while others will move away. These households are accounted for in the “Household Trends” section. The border of the market area is based on travel time, commuting patterns, the gravity model, physical boundaries, and the distribution of renters in the area. The analyst visits the area before the market area definition is finalized.

7.2 DRIVING TIMES AND PLACE OF WORK

Commuter time to work is shown below:

Workers' Travel Time to Work for the Market Area (Time in Minutes)

<u>Category</u>	<u>Persons</u>	<u>%</u>
Less than 5 minutes	257	5.8
5 to 9 minutes	866	19.4
10 to 14 minutes	967	21.7
15 to 19 minutes	800	18.0
20 to 24 minutes	470	10.5
25 to 29 minutes	65	1.5
30 to 34 minutes	397	8.9
35 to 39 minutes	30	0.7
40 to 44 minutes	90	2.0
45 to 59 minutes	231	5.2
60 to 89 minutes	113	2.5
90 or more minutes	169	3.8
Total	4,455	

Source: 2000 Census

The following table shows the number of persons who work in the county in which they reside.

Place of Work—State and County Level By Place of Residence

	<u>Inside</u>		<u>Outside</u>		<u>Outside</u>		<u>Total</u>
	<u>County</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>State</u>	<u>%</u>	
Georgia	2,240,758	60	1,496,272	40	95,773	2.6	3,737,030
Jeff Davis County	3,674	72.5	1,391	27	67	1.3	5,065
Market Area	3,346	74.7	1,135	25	67	1.5	4,481
Hazlehurst city	953	73.8	339	26	8	0.6	1,292

Source: 2000 Census

7.3 MARKET AREA DEFINITION

The market area for this report has been defined as (2000 Census) 100% of Census Tracts 9601 and 9602 in Jeff Davis County. The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

8 COMMUNITY DEMOGRAPHIC DATA

8.1 POPULATION

8.1.1 POPULATION TRENDS

Housing demand is most closely associated with population trends. While no population projection presently exists for the market area, one is calculated from existing figures and shown below. Since city populations vary based in part on annexations, no city projection is given.

Population Trends and Projections

	<u>1990</u>	<u>2000</u>	<u>2003</u>	<u>2006</u>	<u>2008</u>	<u>1990 to 2000</u> Avg. Annual % Change	<u>2000 to 2006</u> Avg. Annual % Change
Georgia	6,478,216	8,186,453	8,681,578	9,166,017	9,488,977	2.6	2.0
Jeff Davis County	12,032	12,684	12,913	13,121	13,259	0.5	0.6
Market Area	10,543	11,291	11,535	11,760	11,910	0.7	0.7
Hazlehurst city	—	3,787	—	—	—	—	—

Sources: 1990 Census, 2000 Census; 2003 estimates and 2008 projections by Claritas; Others estimated by John Wall and Associates from figures shown.

The population trends and projections shown in the table above indicate that between 2000 and 2006 the market area will grow about 0.3 times as fast as the state.

8.1.2 AGE

Population is shown below for several age categories. The percent figures are presented in such a way as to easily compare the market area to the state, which is a “norm.” This will point out any peculiarities in the market area.

Persons by Age (Number)

	<u>Under 18</u>	<u>18 to 34</u>	<u>35 to 54</u>	<u>55 to 64</u>	<u>65 to 74</u>	<u>75 to 84</u>	<u>85 or more</u>	<u>55 or more</u>	<u>65 or more</u>
Georgia	2,169,234	2,136,988	2,433,500	661,456	435,695	261,723	87,857	1,446,731	785,275
Jeff Davis County	3,454	2,883	3,617	1,216	879	479	156	2,730	1,514
Market Area	3,099	2,575	3,189	1,078	786	423	141	2,428	1,350
Hazlehurst city	991	767	1,004	420	342	184	79	1,025	605

Source: 2000 Census

Persons by Age (Percent)

	<u>Under 18</u>	<u>18 to 34</u>	<u>35 to 54</u>	<u>55 to 64</u>	<u>65 to 74</u>	<u>75 to 84</u>	<u>85 or More</u>	<u>55 or More</u>	<u>65 or More</u>
Georgia	26.5	26.1	29.7	8.1	5.3	3.2	1.1	17.7	9.6
Jeff Davis County	27.2	22.7	28.5	9.6	6.9	3.8	1.2	21.5	11.9
Market Area	27.4	22.8	28.2	9.5	7.0	3.7	1.2	21.5	12.0
Hazlehurst city	26.2	20.3	26.5	11.1	9.0	4.9	2.1	27.1	16.0

Source: 2000 Census

8.1.3 RACE AND HISPANIC ORIGIN

The racial composition of the market area does not factor into the demand for units; the information below is provided for reference.

Note that “Hispanic” is not a racial category. “White,” “Black,” and “Other” represent 100% of the population. Some people in each of those categories also consider themselves “Hispanic.” The percent figures allow for a comparison between the state (“norm”) and the market area.

Race and Hispanic Origin

	<u>White</u>	<u>%</u>	<u>Black</u>	<u>%</u>	<u>Other</u>	<u>%</u>	<u>Hispanic</u>	<u>%</u>
Georgia	5,327,281	65.1	2,349,542	28.7	509,630	6.2	435,227	5.3
Jeff Davis County	10,300	81.2	1,920	15.1	464	3.7	651	5.1
Market Area	9,069	80.3	1,802	16.0	420	3.7	604	5.3
Hazlehurst city	2,596	68.6	1,048	27.7	143	3.8	130	3.4

Source: 2000 Census

8.1.4 MINORITY STATUS

The term “minority” encompasses more than just race. It does not factor into demand.

Comparison of Persons by Minority Status

	2000		2000	
	<u>Not Minority</u>	<u>%</u>	<u>Minority</u>	<u>%</u>
Georgia	5,128,661	62.6	3,057,792	37.4
Jeff Davis County	9,992	78.8	2,692	21.2
Market Area	8,770	77.7	2,521	22.3
Hazlehurst city	2,546	67.2	1,241	32.8

Source: 2000 Census

8.1.5 SEX

This information is not relevant to a market analysis, but it is frequently requested when omitted.

Comparison of Persons by Sex

	Female		Male	
	<u>%</u>	<u>%</u>	<u>%</u>	<u>%</u>
Georgia	4,159,340	50.8	4,027,113	49.2
Jeff Davis County	6,456	50.9	6,228	49.1
Market Area	5,748	50.9	5,543	49.1
Hazlehurst city	2,046	54.0	1,741	46.0

Source: 2000 Census

8.2 HOUSEHOLDS

8.2.1 HOUSEHOLD TRENDS

The following table shows the change in the number of households between the base year and the projected year of completion.

Households and Persons Per Housing Unit

	1990	2000	2003	2006	2008	Change	2000	2000
	<u>Households</u>	<u>Households</u>	<u>Households</u>	<u>Households</u>	<u>Households</u>	<u>2000 to</u>	<u>Persons Per</u>	<u>Persons</u>
Georgia	2,366,615	3,006,369	3,198,215	3,386,577	3,512,151	<u>380,208</u>	<u>Household</u>	<u>Per Renter</u>
Jeff Davis County	4,357	4,828	4,992	5,152	5,259	<u>324</u>	2.65	2.51
Market Area	3,819	4,291	4,450	4,606	4,710	<u>315</u>	2.61	2.58
Hazlehurst city	—	1,513	—	—	—	—	2.44	2.49

Sources: 1990 Census, 2000 Census; 2003 estimates and 2008 projections by Claritas; Others estimated by John Wall and Associates from figures shown.

In 2000, the market area had 4,291 households and thus a demand for the same number of housing units (because each household lives in its own housing unit). In 2006 the market area is projected to have 4,606 households. *This change in households creates a demand for 315 more housing units by the year of the subject's completion.*

The table above also shows the number of households in several different years, persons per household and persons per renter household in 2000.

8.2.2 HOUSEHOLD TENURE

The tables below show how many units are occupied by owners and by renters. The percent of the households in the market area that are occupied by renters will be used later in determining the demand for new rental housing.

Occupied Housing Units by Tenure

	Owner		Renter		Total
	<u>%</u>	<u>%</u>	<u>%</u>	<u>%</u>	
Georgia	2,029,154	67.5	977,215	32.5	3,006,369
Jeff Davis County	3,737	77.4	1,091	22.6	4,828
Market Area	3,257	75.9	1,034	24.1	4,291
Hazlehurst city	910	60.1	603	39.9	1,513

Source: 2000 Census. Calculations by John Wall and Associates.

8.2.3 HOUSEHOLD SIZE

Household size is another characteristic that needs to be examined. The household size of those presently renting can be used as a strong indicator of the bedroom mix required. Renters and owners have been shown separately in the tables below because the make-up of owner-occupied units is significantly different from that of renters. A comparison of the percent figures for the market area and the state (“norm”) is often of interest.

Rental Housing Units by Persons in Unit

	<u>1 Pers.</u>	<u>%</u>	<u>2 Pers.</u>	<u>%</u>	<u>3 Pers.</u>	<u>%</u>	<u>4 Pers.</u>	<u>%</u>	<u>5 Pers.</u>	<u>%</u>	<u>6+ pers.</u>	<u>%</u>
Georgia	321,869	33	262,458	27	164,048	17	120,828	12	61,510	6	46,502	5
Jeff Davis County	328	30	300	27	190	17	148	14	74	7	51	5
Market Area	310	30	285	28	183	18	135	13	71	7	50	5
Hazlehurst city	188	31	182	30	96	16	72	12	36	6	29	5

Source: 2000 Census

Owner Housing Units by Persons in Unit

	<u>1 Pers.</u>	<u>%</u>	<u>2 Pers.</u>	<u>%</u>	<u>3 Pers.</u>	<u>%</u>	<u>4 Pers.</u>	<u>%</u>	<u>5 Pers.</u>	<u>%</u>	<u>6+ pers.</u>	<u>%</u>
Georgia	388,654	19	701,324	35	386,810	19	339,811	17	138,132	7	74,423	4
Jeff Davis County	748	20	1,323	35	739	20	618	17	214	6	95	3
Market Area	651	20	1,153	35	643	20	539	17	189	6	82	3
Hazlehurst city	235	26	344	38	158	17	111	12	37	4	25	3

Source: 2000 Census

The percent and number of large (5 or more person) households in the market is an important fact to consider in projects with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand.

8.2.4 HOUSEHOLD INCOMES

The table below shows the number of households (both renter and owner) that fall within various income ranges for the market area.

Number of Households in Various Income Ranges

	<u>Georgia</u>		<u>Jeff Davis</u>		<u>Market Area</u>		<u>Hazlehurst</u>	
	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>
Less than \$10,000	304,816	10.1	836	17.3	759	17.6	356	23.6
\$10,000 to \$14,999	176,059	5.9	499	10.3	416	9.7	177	11.7
\$15,000 to \$19,999	177,676	5.9	413	8.5	349	8.1	91	6.0
\$20,000 to \$24,999	191,603	6.4	479	9.9	423	9.8	142	9.4
\$25,000 to \$29,999	191,619	6.4	450	9.3	421	9.8	147	9.8
\$30,000 to \$34,999	187,070	6.2	324	6.7	283	6.6	86	5.7
\$35,000 to \$39,999	176,616	5.9	327	6.8	291	6.8	116	7.7
\$40,000 to \$44,999	173,820	5.8	245	5.1	217	5.0	101	6.7
\$45,000 to \$49,999	152,525	5.1	204	4.2	182	4.2	32	2.1
\$50,000 to \$59,999	278,017	9.2	281	5.8	273	6.3	84	5.6
\$60,000 to \$74,999	315,186	10.5	372	7.7	328	7.6	76	5.0
\$75,000 to \$99,999	311,651	10.4	176	3.6	156	3.6	19	1.3
\$100,000 to \$124,999	157,818	5.2	113	2.3	92	2.1	52	3.5
\$125,000 to \$149,999	76,275	2.5	52	1.1	52	1.2	10	0.7
\$150,000 to \$199,999	66,084	2.2	42	0.9	36	0.8	0	0.0
\$200,000 or more	70,843	2.4	31	0.6	24	0.6	18	1.2
Total:	3,007,678		4,844		4,302		1,507	

Source: 2000 Census

9 MARKET AREA ECONOMY

The economy of the market area will have an impact on the need for apartment units.

Occupation of Employed Persons Age 16 Years And Over

<u>Occupation</u>	<u>Male</u>	<u>Female</u>	<u>Total</u>	<u>Percent</u>
Total	2,635	2,035	4,670	—
Management, professional, and related occupations:	378	583	961	20.6
Management, business, and financial operations occupations:	181	178	359	7.7
Management occupations, except farmers and farm managers	90	113	203	4.3
Farmers and farm managers	72	0	72	1.5
Business and financial operations occupations:	19	65	84	1.8
Business operations specialists	12	0	12	0.3
Financial specialists	7	65	72	1.5
Professional and related occupations:	197	405	602	12.9
Computer and mathematical occupations	14	0	14	0.3
Architecture and engineering occupations:	38	0	38	0.8
Architects, surveyors, cartographers, and engineers	14	0	14	0.3
Drafters, engineering, and mapping technicians	24	0	24	0.5
Life, physical, and social science occupations	8	0	8	0.2
Community and social services occupations	35	59	94	2.0
Legal occupations	0	18	18	0.4
Education, training, and library occupations	63	187	250	5.4
Arts, design, entertainment, sports, and media occupations	0	29	29	0.6
Healthcare practitioners and technical occupations:	39	112	151	3.2
Health diagnosing and treating practitioners and technical occupations	29	85	114	2.4
Health technologists and technicians	10	27	37	0.8
Service occupations:	218	314	532	11.4
Healthcare support occupations	6	46	52	1.1
Protective service occupations:	79	0	79	1.7
Fire fighting and law enforcement workers, including supervisors	62	0	62	1.3
Other protective service workers, including supervisors	17	0	17	0.4
Food preparation and serving related occupations	38	145	183	3.9
Building and grounds cleaning and maintenance occupations	77	62	139	3.0
Personal care and service occupations	18	61	79	1.7
Sales and office occupations:	262	691	953	20.4
Sales and related occupations	161	281	442	9.5
Office and administrative support occupations	101	410	511	10.9
Farming, fishing, and forestry occupations	146	10	156	3.3
Construction, extraction, and maintenance occupations:	670	29	699	15.0
Construction and extraction occupations:	243	20	263	5.6
Supervisors, construction and extraction workers	37	8	45	1.0
Construction trades workers	206	12	218	4.7
Extraction workers	0	0	0	0.0
Installation, maintenance, and repair occupations	427	9	436	9.3
Production, transportation, and material moving occupations:	961	408	1,369	29.3
Production occupations	535	295	830	17.8
Transportation and material moving occupations:	426	113	539	11.5
Supervisors, transportation and material moving workers	13	5	18	0.4
Aircraft and traffic control occupations	0	0	0	0.0
Motor vehicle operators	257	43	300	6.4
Rail, water and other transportation occupations	36	0	36	0.8
Material moving workers	120	65	185	4.0

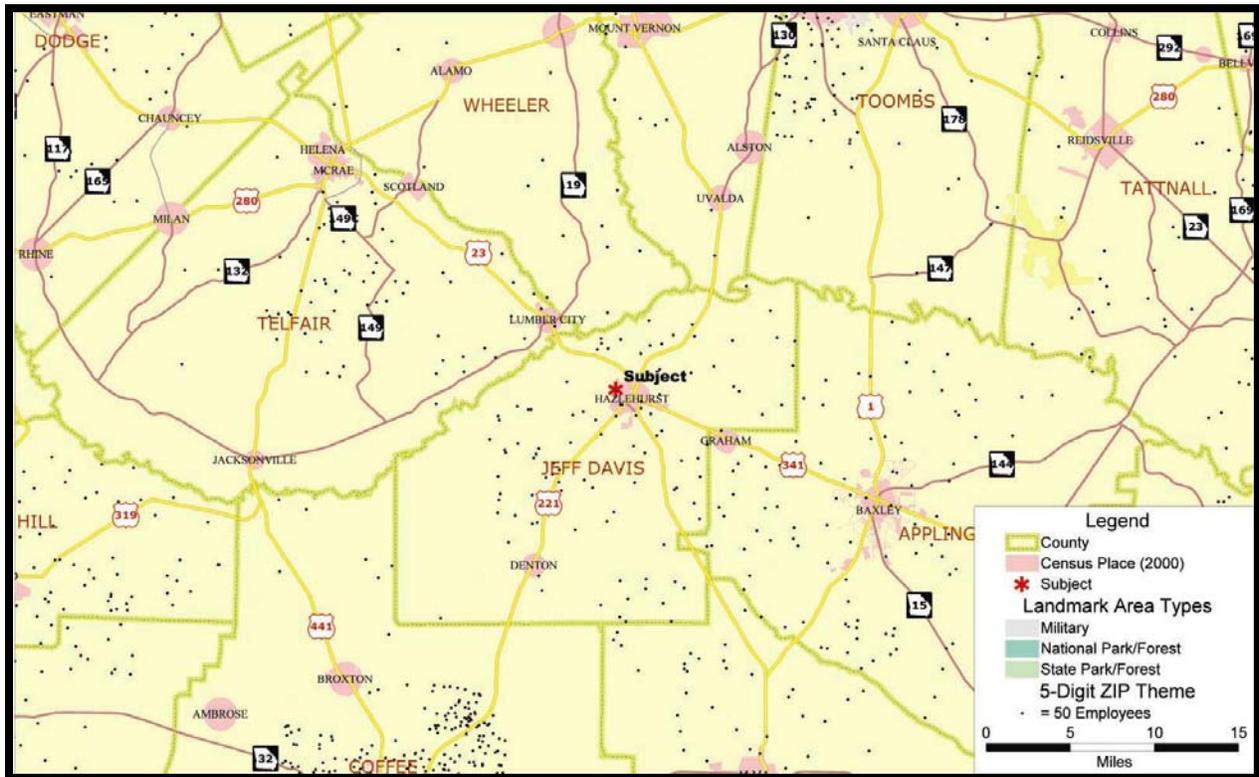
Source: 2000 Census

Industry of Employed Persons Age 16 Years And Over

<u>Industry</u>	<u>Male</u>	<u>Female</u>	<u>Total</u>	<u>Percent</u>
Total	2,635	2,035	4,670	—
Agriculture, forestry, fishing and hunting, and mining:	243	34	277	5.9
Agriculture, forestry, fishing and hunting	243	34	277	5.9
Mining	0	0	0	0.0
Construction	255	21	276	5.9
Manufacturing	935	473	1,408	30.1
Wholesale trade	92	21	113	2.4
Retail trade	274	288	562	12.0
Transportation and warehousing, and utilities:	331	81	412	8.8
Transportation and warehousing	260	71	331	7.1
Utilities	71	10	81	1.7
Information	24	34	58	1.2
Finance, insurance, real estate and rental and leasing:	38	102	140	3.0
Finance and insurance	17	69	86	1.8
Real estate and rental and leasing	21	33	54	1.2
Professional, scientific, mgmt., administrative, and waste mgmt. svcs.:	58	87	145	3.1
Professional, scientific, and technical services	21	40	61	1.3
Management of companies and enterprises	0	0	0	0.0
Administrative and support and waste management services	37	47	84	1.8
Educational, health and social services:	100	600	700	15.0
Educational services	64	290	354	7.6
Health care and social assistance	36	310	346	7.4
Arts, entertainment, recreation, accommodation and food services:	56	136	192	4.1
Arts, entertainment, and recreation	10	0	10	0.2
Accommodation and food services	46	136	182	3.9
Other services (except public administration)	145	52	197	4.2
Public administration	84	106	190	4.1

Source: 2000 Census

EMPLOYMENT CONCENTRATIONS MAP



9.1 MAJOR EMPLOYERS

The following is a list of major employers in the market area:

<u>Company</u>	<u>Product</u>	<u>Employees</u>	<u>Year Est.</u>
Hazlehurst Mills-Amoco Fabrics/Fibers	Carpet backing	1050	NA
Jeff Davis Board of Education	Education	400	NA
Hedstrom Inc.	Leisure equipment	250	NA
Thompson Hardwoods Inc.	Hardwood processing – logging	160	NA
Jeff Davis Hospital	Medical	135	NA
Beasley Forest Products	Timber cruisers (treat/process wood)	130	NA
Jeff Davis County	Administration	120	NA
North American Carbride	Carburetor components	95	NA
Pal-ex	Wood pallets	95	NA
City of Hazlehurst	Administration	70	NA

Source: Chamber of Commerce

9.2 NEW OR PLANNED CHANGES IN WORKFORCE

If there are any, they will be discussed in the “Interviews” section of the report.

9.3 EMPLOYMENT (CIVILIAN LABOR FORCE)

In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county level. This table also shows the change in the size of the labor force, an indicator of change in housing requirements for the county.

Employment Trends

<u>Year</u>	<u>Civilian Labor Force</u>	<u>Unemployment</u>	<u>Rate (%)</u>	<u>Employment</u>	<u>Change</u>		<u>Annual Change</u>	
					<u>Number</u>	<u>Pct.</u>	<u>Number</u>	<u>Pct.</u>
2000	5,257	321	6.1	4,936	—	—	—	—
2001	5,071	512	10.1	4,559	-377	-7.6	-377	-7.6
2002	5,379	570	10.6	4,809	250	5.5	250	5.5
2003	5,022	477	9.5	4,545	-264	-5.5	-264	-5.5
J-04	4,778	392	8.2	4,386	-159	-3.5		
F-04	4,719	335	7.1	4,384	-2	0.0		
M-04	4,825	318	6.6	4,507	123	2.8		
A-04	4,804	283	5.9	4,521	14	0.3		

Source: State Employment Security Commission

9.4 ECONOMIC SUMMARY

The largest number of persons is employed in the "Production, transportation, and material moving occupations" occupation category and in the "Manufacturing" industry category.

A change in the size of labor force frequently indicates a corresponding change in the need for housing.

Employment has been fluctuating over the past several years.

Projects without rental assistance require tenants who either earn enough money to afford the rent or have a rent subsidy voucher. When there is a downturn in the economy, there will be households where one or more employed persons become unemployed. Some households that could afford to live in the proposed units will no longer have enough income. By the same token, there will be other households that previously had incomes that were too high to live in the proposed units who will now be income qualified.

10 INCOME RESTRICTIONS AND AFFORDABILITY

Several economic factors need to be examined in a housing market study. Most important is the number of households that would qualify for apartments on the basis of their income. A variety of circumstances regarding restrictions and affordability are outlined below.

10.1 HOUSEHOLDS REQUIRING HUD RENTAL ASSISTANCE

The lower limit of the acceptable income range for units with rental assistance is zero income. The upper limit of the acceptable income range for units with HUD rental assistance is established by the HUD guidelines. HUD allows households below 50% of area median income (AMI) to receive rental assistance; however, 75% of the assistance is reserved for households at or below 30% AMI. Therefore, the pool of households eligible for rental assistance is calculated by using all of the households with incomes below 30% and limiting the number of households between 30% and 50% AMI to conform with the HUD guidelines (the 75/25 split between 30% AMI households and 50% AMI households).

10.2 HOUSEHOLDS NOT REQUIRING RENTAL ASSISTANCE

Households whose gross rent (rent plus utilities) would account for less than 30% of their annual adjusted income do not require rental assistance.

10.3 HOUSEHOLDS QUALIFYING FOR TAX CREDIT UNITS

Families who earn less than a defined percentage (usually 50% or 60%) of the county or MSA median income as adjusted by HUD (AMI) qualify for low income housing tax credit (LIHTC) units. Therefore, feasibility for projects expecting to receive tax credits will be based in part on the incomes required to support the tax credits.

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income. However, elderly households can afford to pay a larger portion of their income on housing than family households. Elderly households should not realistically exceed 40% of the household income.

Gross rent includes utilities, but excludes payments of rental assistance by federal, state, and local entities.

10.4 HOUSEHOLDS QUALIFYING FOR MARKET RATE UNITS

Households in luxury/upscale apartments typically spend less than 30% of their income on rent plus utilities. Thus, the realistic lower limit of the income range is determined by the following formula:

$$(\text{rent} + \text{utilities} / \text{month}) \div 30.0\% \times 12 \text{ months} = \text{annual income}$$

The maximum likely income is established by using 20.0% of income to be spent on gross rent. These minimum and maximum incomes are used to establish the income *range* for households entering the project. Only households whose incomes fall within the range are considered as a source of demand.

Income data have been shown separately for owner and renter households.

10.5 ESTABLISHING TAX CREDIT QUALIFYING INCOME RANGES

It is critical to establish the number of households that qualify for apartments under the tax credit program based on their income. The income ranges are established in two stages. First, the maximum incomes allowable are calculated by applying the tax credit guidelines. Then, minimum incomes required are calculated. According to United States Code, either 20% of the units must be occupied by households who earn under 50% of the area median gross income (AMI), OR 40% of the units must be occupied by households who earn under 60% of the AMI. Sometimes units are restricted for even lower income households. In many cases, the developer has chosen to restrict the rents for 100% of the units to be for low income households.

Maximum Income Limit (HUD FY 2004)

<u>Persons</u>	<u>30% of AMI</u>	<u>50% of AMI</u>	<u>60% of AMI</u>
1	9,400	15,650	18,750
2	10,750	17,900	21,450
3	12,050	20,100	24,150
4	13,400	22,350	26,800
5	14,500	24,150	28,950
6	15,550	25,950	31,100
7	16,650	27,700	33,250
8	17,700	29,500	35,400

Source: *Very Low Income (50%) Limit: HUD, Low and Very-Low Income Limits by Family Size.*

Others: *John Wall and Associates, derived from HUD figures.*

The table above shows the maximum tax credit allowable incomes for households moving into the subject based on household size and the percent of area median gross income (AMI).

After establishing the maximum income, the lower income limit will be determined. The lower limit is the income a household must have in order to be able to afford the rent and utilities. The realistic lower limit of the income range is determined by the following formula:

$$(\text{rent} + \text{utilities} / \text{month}) \div 35\% \text{ [or } 30\% \text{ or } 40\%, \text{ as described in the subsections above]} \times 12 \text{ months} = \text{annual income}$$

This provides for up to 35% [or 30% or 40%] of adjusted annual income (AAI) to be used for rent plus utilities.

The proposed gross rents (rent plus utility allowance), as supplied by the client, and the minimum incomes required to maintain 35% [or 30% or 40%] or less of income spent on gross rent are:

Minimum Incomes Required and Gross Rents

<u>Bedrooms</u>	<u>Effective % AMI</u>	<u>Target Population</u>	<u>Gross Rent</u>	<u>Minimum Income Required</u>
1	30%	rental assistance	310	0
2	30%	rental assistance	362	0
3	30%	rental assistance	409	0
1	50%	tax credit	292	10,011
1	50%	tax credit	310	10,629
2	50%	tax credit	344	11,794
2	50%	tax credit	362	12,411
3	50%	tax credit	409	14,023
1	60%	tax credit	292	10,011
2	60%	tax credit	344	11,794

Source: *John Wall and Associates from data provided by client.*

From the tables above, the practical lower income limits for units *without* rental assistance can be established. Units *with* rental assistance will use \$0 as their lower income limit.

When the minimum incomes required are combined with the maximum tax credit limit, the income *ranges* for households entering the project can be established. Only households whose incomes fall within the range can be considered as a source of demand. Note that *both* the income limits *and* the amount of spread in the ranges are important.

10.6 QUALIFYING INCOME RANGES

Qualifying Income Ranges by Bedrooms and Persons Per Household

Effective <u>% AMI</u>	<u>Bedrooms</u>	<u>Pers.</u>	<u>Gross Rent</u>	<u>Income Based Lower Limit</u>	<u>Spread Between Limits</u>	<u>Tax Credit Based Upper Limit</u>
30%	1	1	310	0	9,400	9,400
30%	1	2	310	0	10,750	10,750
30%	2	2	362	0	10,750	10,750
30%	2	3	362	0	12,050	12,050
30%	2	4	362	0	13,400	13,400
30%	3	4	409	0	13,400	13,400
30%	3	5	409	0	14,500	14,500
30%	3	6	409	0	15,550	15,550
<u>% AMI</u>	<u>Bedrooms</u>	<u>Persons</u>	<u>Gross Rent</u>	<u>Income Based Lower Limit</u>	<u>Spread Between Limits</u>	<u>Tax Credit Based Upper Limit</u>
50%	1	1	292	10,011	5,639	15,650
50%	1	2	292	10,011	7,889	17,900
50%	1	1	310	10,629	5,021	15,650
50%	1	2	310	10,629	7,271	17,900
50%	2	2	344	11,794	6,106	17,900
50%	2	3	344	11,794	8,306	20,100
50%	2	4	344	11,794	10,556	22,350
50%	2	2	362	12,411	5,489	17,900
50%	2	3	362	12,411	7,689	20,100
50%	2	4	362	12,411	9,939	22,350
50%	3	4	409	14,023	8,327	22,350
50%	3	5	409	14,023	10,127	24,150
50%	3	6	409	14,023	11,927	25,950
<u>% AMI</u>	<u>Bedrooms</u>	<u>Persons</u>	<u>Gross Rent</u>	<u>Income Based Lower Limit</u>	<u>Spread Between Limits</u>	<u>Tax Credit Based Upper Limit</u>
60%	1	1	292	10,011	8,739	18,750
60%	1	2	292	10,011	11,439	21,450
60%	2	2	344	11,794	9,656	21,450
60%	2	3	344	11,794	12,356	24,150
60%	2	4	344	11,794	15,006	26,800

Sources: Gross rents: client; Limits: tables on prior pages; Spread: calculated from data in table.

10.7 RENT AND INCOME SUMMARY

The table below shows a summary of eligible income data:

Qualifying and Proposed Rent and Income Summary

<u>Number of Units</u>	<u>RA Units</u>	<u>50% Units</u>	<u>60% Units</u>
1 Bedroom	14	10	2
1 Bedroom	0	2	0
2 Bedrooms	22	11	4
2 Bedrooms	0	6	0
3 Bedrooms	2	2	0

Maximum Allowable Gross Rent (Federal Guidelines)

1 Bedroom	252	419	503
2 Bedrooms	301	503	604
3 Bedrooms	349	581	697

Developer's Gross Rent

1 Bedroom	310	292	292
1 Bedroom	0	310	0
2 Bedrooms	362	344	344
2 Bedrooms	0	362	0
3 Bedrooms	409	409	0

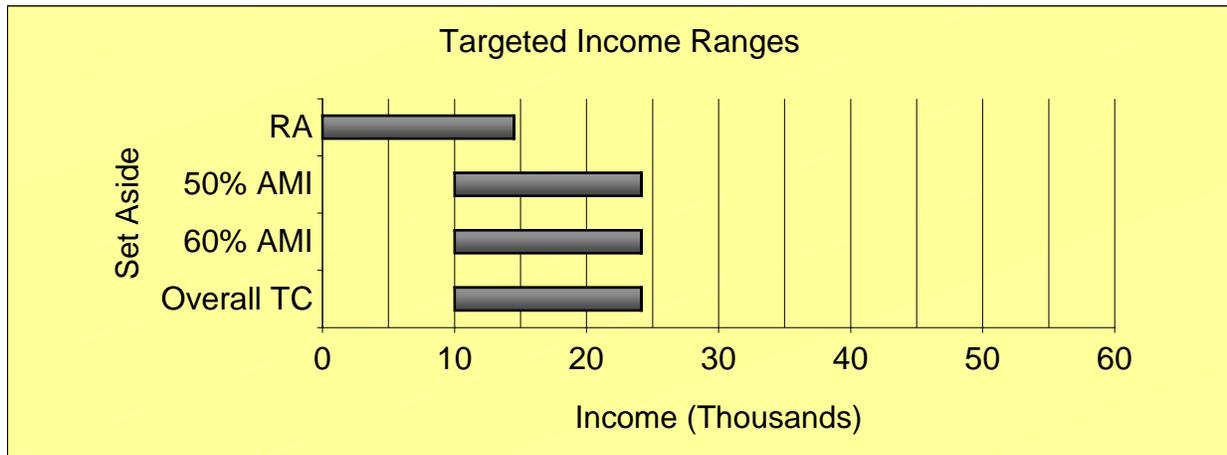
Minimum Income Based on Developer's Rent

1 Bedroom	0	10,011	10,011
1 Bedroom		10,629	
2 Bedrooms	0	11,794	11,794
2 Bedrooms		12,411	
3 Bedrooms	0	14,023	

Maximum Income at 1.5 Persons Per Bedroom (30% Income for Rent)

1 Bedroom	10,075	16,775	20,100
2 Bedrooms	12,050	20,100	24,150
3 Bedrooms	13,950	23,250	27,875

TARGETED INCOME RANGES



An income range of \$0 to \$14,500 is reasonable for the rental assistance apartments.

An income range of \$10,000 to \$24,150 is reasonable for the 50% AMI tax credit apartments.

An income range of \$10,000 to \$24,150 is reasonable for the 60% AMI tax credit apartments.

An income range of \$10,000 to \$24,150 is reasonable for the tax credit units (overall without rental assistance).

10.8 HOUSEHOLDS WITH QUALIFIED INCOMES

The table below shows income levels for renters and owners separately. The number and percent of income qualified *renter* households is calculated from this table.

Number of Specified Households in Various Income Ranges by Tenure

	<u>Georgia</u>		<u>Jeff Davis</u>		<u>Market Area</u>		<u>Hazlehurst</u>	
	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>
Owner occupied:	2,029,293	—	3,735	—	3,263	—	948	—
Less than \$5,000	49,187	2.4	178	4.8	157	4.8	101	10.7
\$5,000 to \$9,999	77,334	3.8	330	8.8	288	8.8	81	8.5
\$10,000 to \$14,999	89,308	4.4	378	10.1	323	9.9	119	12.6
\$15,000 to \$19,999	93,271	4.6	325	8.7	273	8.4	43	4.5
\$20,000 to \$24,999	105,866	5.2	347	9.3	305	9.3	87	9.2
\$25,000 to \$34,999	224,674	11.1	603	16.1	535	16.4	149	15.7
\$35,000 to \$49,999	337,785	16.6	616	16.5	534	16.4	184	19.4
\$50,000 to \$74,999	454,257	22.4	581	15.6	526	16.1	118	12.4
\$75,000 to \$99,999	264,402	13.0	166	4.4	144	4.4	17	1.8
\$100,000 to \$149,999	207,952	10.2	142	3.8	121	3.7	41	4.3
\$150,000 or more	125,257	6.2	69	1.8	57	1.7	8	0.8
	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>
Renter occupied:	977,076	—	1,093	—	1,015	—	555	—
Less than \$5,000	79,051	8.1	161	14.7	154	15.2	96	17.3
\$5,000 to \$9,999	101,728	10.4	153	14.0	138	13.6	62	11.2
\$10,000 to \$14,999	88,169	9.0	138	12.6	109	10.7	67	12.1
\$15,000 to \$19,999	85,585	8.8	96	8.8	88	8.7	54	9.7
\$20,000 to \$24,999	85,920	8.8	115	10.5	108	10.6	60	10.8
\$25,000 to \$34,999	154,221	15.8	176	16.1	174	17.1	83	15.0
\$35,000 to \$49,999	164,048	16.8	129	11.8	119	11.7	57	10.3
\$50,000 to \$74,999	136,372	14.0	69	6.3	69	6.8	46	8.3
\$75,000 to \$99,999	45,847	4.7	14	1.3	14	1.4	6	1.1
\$100,000 to \$149,999	25,077	2.6	35	3.2	35	3.4	17	3.1
\$150,000 or more	11,058	1.1	7	0.6	7	0.7	7	1.3

Source: 2000 Census

The percent of renter households in the appropriate income ranges will be applied to the renter household growth figures to determine the number of new renter households that will be income qualified to move into each of the different unit types the subject will offer.

Percent of Renter Households in Appropriate Income Ranges for the Market Area

<u>AMI</u>	<u>Income Range</u>	<u>Number of Households</u>	<u>Percent of Households</u>	<u>Target Population</u>
RA	\$0 to \$14,500	390	38.4	rental assistance
50%	\$10,000 to \$24,150	287	28.2	tax credit
60%	\$10,000 to \$24,150	287	28.2	tax credit
Overall TC	\$10,000 to \$24,150	287	28.2	tax credit

Source: John Wall and Associates from figures above

11 DEMAND

11.1 DEMAND FROM NEW HOUSEHOLDS

11.1.1 NEW HOUSEHOLDS

It was shown in the Household Trends section that there will be a demand for 315 more housing units by the year of completion. It was also shown in the Tenure section that the area ratio of rental units to total units is 24.1%. Therefore, 76 of these new units will need to be rental.

The table, “Percent of Renter Households in Appropriate Income Ranges for the Market Area,” shows the percentage of renter households in various income ranges. These percentages are applied to the total number of new rental units needed (76) to arrive at the *number* of new rental units needed in the relevant income categories:

New Renter Households in Each Income Range for the Market Area

<u>AMI</u>	<u>Income Range</u>	<u>Total New Renter Households</u>	<u>Percent of Households in Income Range</u>	<u>New Rental Units Needed</u>	<u>Target Population</u>
RA	\$0 to \$14,500	76	38.4	29	rental assistance
50%	\$10,000 to \$24,150	76	28.2	21	tax credit
60%	\$10,000 to \$24,150	76	28.2	21	tax credit
Overall TC	\$10,000 to \$24,150	76	28.2	21	tax credit

Source: John Wall and Associates from figures above

11.2 DEMAND FROM EXISTING HOUSEHOLDS

11.2.1 DEMAND FROM RENT OVERBURDEN HOUSEHOLDS

A household is defined as rent overburdened when it pays 30% or more of its income on gross rent (rent plus utilities). Likewise, the household is *severely* rent overburdened if it pays 35% or more of its income on gross rent.

For tax credit units *without* rental assistance, households may pay 35% of their income for gross rent. Therefore, up to 35% of income for gross rent is used in establishing affordability in the “Demand from Growth” calculations. Hence, only *severely* (paying in excess of 35%) rent overburdened households are counted as a source of demand for tax credit units without rental assistance.

For units *with* rental assistance (tenants pay only 30% of their income for gross rent), any households paying more than 30% for gross rent would benefit by moving into the unit so all overburdened households in the relevant income range are counted as a source of demand.

The following table presents data on rent overburdened households in various income ranges.

Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units)

	<u>Georgia</u>		<u>Jeff Davis</u>		<u>Market Area</u>		<u>Hazlehurst</u>	
	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>
Less than \$10,000:	178,632		307		285		158	
30.0 to 34.9 percent	7,227	4.0	8	2.6	8	2.8	8	5.1
35.0 percent or more	110,843	62.1	177	57.7	163	57.2	81	51.3
\$10,000 to \$19,999:	171,653		213		188		121	
30.0 to 34.9 percent	17,332	10.1	26	12.2	21	11.2	21	17.4
35.0 percent or more	98,347	57.3	65	30.5	60	31.9	51	42.1
\$20,000 to \$34,999:	237,062		280		271		143	
30.0 to 34.9 percent	35,945	15.2	0	0.0	0	0.0	0	0.0
35.0 percent or more	54,027	22.8	0	0.0	0	0.0	0	0.0
\$35,000 to \$49,999:	161,828		129		119		57	
30.0 to 34.9 percent	8,545	5.3	0	0.0	0	0.0	0	0.0
35.0 percent or more	6,160	3.8	0	0.0	0	0.0	0	0.0
\$50,000 to \$74,999:	134,565		69		69		46	
30.0 to 34.9 percent	1,565	1.2	0	0.0	0	0.0	0	0.0
35.0 percent or more	1,091	0.8	0	0.0	0	0.0	0	0.0
\$75,000 to \$99,999:	45,202		14		14		6	
30.0 to 34.9 percent	147	0.3	0	0.0	0	0.0	0	0.0
35.0 percent or more	158	0.3	0	0.0	0	0.0	0	0.0
\$100,000 or more:	35,504		42		42		24	
30.0 to 34.9 percent	52	0.1	0	0.0	0	0.0	0	0.0
35.0 percent or more	45	0.1	0	0.0	0	0.0	0	0.0

Source: 2000 Census. Calculations by John Wall and Associates.

From the table above the number of rent overburdened households in each appropriate income range can be estimated in the table below.

Rent Overburdened Households in Each Income Range for the Market Area

<u>AMI</u>	<u>Income Range</u>	<u>Rental Units Needed Due to Overburdened Condition</u>	<u>Target Population</u>
RA	\$0 to \$14,500	207	rental assistance
50%	\$10,000 to \$24,150	60	tax credit
60%	\$10,000 to \$24,150	60	tax credit
Overall TC	\$10,000 to \$24,150	60	tax credit

Source: John Wall and Associates from figures above

11.2.2 DEMAND FROM SUBSTANDARD CONDITIONS

The Bureau of the Census defines substandard conditions as 1) lacking plumbing, or 2) 1.01 or more persons per room.

Substandard Occupied Units

	<u>Georgia</u>		<u>Jeff Davis</u>		<u>Market Area</u>		<u>Hazlehurst</u>	
	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>
Owner occupied:	2,029,293	100	3,735	100	3,263	100	948	100
Complete plumbing facilities:	2,021,003	99.6	3,694	99	3,239	99	940	99
1.01 or more occupants per room	49,133		130		107		7	
Lacking complete plumbing:	8,290	0.4	41	1.1	24	0.7	8	0.8
Substandard Owner Occ:	57,423	2.8	171	4.6	131	4.0	15	1.6
Renter occupied:	977,076		1,093		1,015		555	
Complete plumbing facilities:	968,249	99.1	1,093	100	1,015	100	555	100
1.00 or less occupants per room	874,536		966		897		479	
1.01 or more occupants per room	93,713		127		118		76	
Lacking complete plumbing:	8,827	0.9	0	0.0	0	0.0	0	0.0
1.00 or less occupants per room	7,020		0		0		0	
1.01 or more occupants per room	1,807		0		0		0	
Substandard Renter Occ:	102,540	10.5	127	11.6	118	11.6	76	13.7

Source: 2000 Census. Calculations by John Wall and Associates.

From these tables, the need from substandard rental units can be drawn. There were 118 substandard rental units in the market area. It can be shown that 81% of these renters have qualifying incomes for rental assisted housing, so 96 additional rent assisted units will be required.

Likewise, 19.0% of the renters who desire to live in non-substandard units have qualifying incomes for non-rental assisted housing, so 22 additional units will be required to accommodate them.

From the figures above the number of substandard units in each appropriate income range can be estimated in the table below.

Substandard Conditions in Each Income Range for the Market Area

<u>AMI</u>	<u>Income Range</u>	Rental Units Needed Due to Substandard <u>Conditions</u>	<u>Target Population</u>
RA	\$0 to \$14,500	96	rental assistance
50%	\$10,000 to \$24,150	22	tax credit
60%	\$10,000 to \$24,150	22	tax credit
Overall TC	\$10,000 to \$24,150	22	tax credit

Source: John Wall and Associates from figures above

12 SUMMARY OF DEMAND

	Rental Assistance \$0 to \$14,500	Tax Credit — 50% AMI \$10,000 to \$24,150	Tax Credit — 60% AMI \$10,000 to \$24,150	Overall Tax Credit (w/o RA) \$10,000 to \$24,150
1) New housing units required by year of completion	315	315	315	315
Times ratio of rental units to total units	0.241	0.241	0.241	0.241
Equals rental units needed by year of completion	76	76	76	76
Times ratio of rental households with qualifying income	<u>0.384</u>	<u>0.282</u>	<u>0.282</u>	<u>0.282</u>
Equals demand due to household increase	29	21	21	21
2) Rent overburden households with qualifying income	207	60	60	60
3) Rental substandard units with qualifying income	96	22	22	22
4) Subtotal	332	103	103	103
5) 75/25 split adjustment allowed by HUD (see "Income Limits")	0.75	n/a	n/a	n/a
6) Adjusted subtotal for rental assistance units	443	n/a	n/a	n/a
7) Demand	443	103	103	103
8) Less comparable units built since 2000 or proposed	0	0	0	0
9) NET DEMAND	443	103	103	103

* Numbers may not add due to rounding.

13 SUPPLY ANALYSIS (AND COMPARABLES)

13.1 RENTS AT BASE YEAR

The following table is a schedule of all rental units (single family and multifamily) in the market area and the rent being charged:

Rents in the Market Area

	Contract		Gross		Asking		Percent
	Rent	%	Rent	%	Rent	%	Vacant
Total:	988	—	988	—	314	—	—
With cash rent:	858	86.8	858	86.8	n/a	—	—
Less than \$100	88	8.9	27	2.7	25	8.0	21.9
\$100 to \$149	47	4.8	36	3.6	7	2.2	12.7
\$150 to \$199	68	6.9	26	2.6	90	28.7	56.6
\$200 to \$249	234	23.7	58	5.9	38	12.1	13.9
\$250 to \$299	147	14.9	107	10.8	40	12.7	21.3
\$300 to \$349	140	14.2	129	13.1	49	15.6	25.8
\$350 to \$399	67	6.8	108	10.9	34	10.8	33.3
\$400 to \$449	41	4.1	155	15.7	31	9.9	42.5
\$450 to \$499	0	0.0	83	8.4	0	0.0	0.0
\$500 to \$549	20	2.0	54	5.5	0	0.0	0.0
\$550 to \$599	0	0.0	45	4.6	0	0.0	0.0
\$600 to \$649	0	0.0	8	0.8	0	0.0	0.0
\$650 to \$699	6	0.6	5	0.5	0	0.0	0.0
\$700 to \$749	0	0.0	0	0.0	0	0.0	0.0
\$750 to \$799	0	0.0	6	0.6	0	0.0	0.0
\$800 to \$899	0	0.0	0	0.0	0	0.0	0.0
\$900 to \$999	0	0.0	6	0.6	0	0.0	0.0
\$1,000 to \$1,249	0	0.0	5	0.5	0	0.0	0.0
\$1,250 to \$1,499	0	0.0	0	0.0	0	0.0	0.0
\$1,500 to \$1,999	0	0.0	0	0.0	0	0.0	0.0
\$2,000 or more	0	0.0	0	0.0	0	0.0	0.0
No cash rent	130	13.2	130	13.2	n/a	—	—

Source: 2000 Census. Calculations by John Wall and Associates.

These figures indicate that the most frequent contract rents in the market area were from \$200 to \$249 per month. There were 130 units that paid no cash rent.

Number of Bedrooms by Gross Rent for the Market Area

	0 BR		1 BR		2 BR		3+ BR	
	Count	%	Count	%	Count	%	Count	%
Total	19	—	171	—	399	—	399	—
With cash rent:	19	—	146	—	353	—	340	—
Less than \$200	0	0.0	18	12.3	25	7.1	46	13.5
\$200 to \$299	7	36.8	52	35.6	68	19.3	38	11.2
\$300 to \$499	7	36.8	54	37.0	220	62.3	194	57.1
\$500 to \$749	5	26.3	17	11.6	34	9.6	56	16.5
\$750 to \$999	0	0.0	0	0.0	6	1.7	6	1.8
\$1,000 or more	0	0.0	5	3.4	0	0.0	0	0.0
No cash rent	0	—	25	—	46	—	59	—

Source: 2000 Census. Calculations by John Wall and Associates.

13.2 TENURE

Tenure by Bedrooms

	<u>Georgia</u>		<u>Jeff Davis</u>		<u>Market Area</u>		<u>Hazlehurst</u>	
	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>	<u>#</u>	<u>%</u>
Owner Occupied:	2,029,293		3,735		3,263		948	
No bedroom	7,861	0.4	25	0.7	19	0.6	9	0.9
1 bedroom	43,857	2.2	166	4.4	124	3.8	28	3.0
2 bedrooms	331,173	16.3	798	21.4	695	21.3	97	10.2
3 bedrooms	1,111,338	54.8	2,184	58.5	1,906	58.4	639	67.4
4 bedrooms	427,685	21.1	502	13.4	470	14.4	168	17.7
5 or more bedrooms	107,379	5.3	60	1.6	49	1.5	7	0.7
Renter Occupied:	977,076		1,093		1,015		555	
No bedroom	38,750	4.0	19	1.7	19	1.9	19	3.4
1 bedroom	241,196	24.7	189	17.3	182	17.9	139	25.0
2 bedrooms	414,489	42.4	453	41.4	408	40.2	188	33.9
3 bedrooms	237,355	24.3	403	36.9	377	37.1	201	36.2
4 bedrooms	39,103	4.0	29	2.7	29	2.9	8	1.4
5 or more bedrooms	6,183	0.6	0	0.0	0	0.0	0	0.0

Source: 2000 Census. Calculations by John Wall and Associates.

The tables below indicate most of the rental units in the market area are in the “single family” category:

Housing Units Occupied Year-Round By Tenure and Units in Structure

	<u>single family</u>		<u>duplex</u>	<u>3 or 4</u>	<u>5 to 9</u>	<u>10 to 49</u>	<u>50 plus</u>	<u>%</u>	<u>mobile home</u>		<u>other</u>
	<u>#</u>	<u>%</u>							<u>#</u>	<u>%</u>	
<u>Owner Occupied:</u>											
Georgia	1,738,525	85.7	6,228	8,196	8,180	7,741	5,104	0.3	254,198	12.5	1,121
Jeff Davis County	2,348	62.9	0	9	0	0	0	0.0	1,378	36.9	0
Market Area	2,061	63.2	0	9	0	0	0	0.0	1,193	36.6	0
Hazlehurst city	834	88.0	0	0	0	0	0	0.0	114	12.0	0
<u>Renter Occupied:</u>											
Georgia	316,646	32.4	72,587	111,002	147,645	158,039	82,005	8.4	88,451	9.1	701
Jeff Davis County	539	49.3	99	74	82	28	18	1.6	253	23.1	0
Market Area	475	46.8	99	74	82	28	18	1.8	239	23.5	0
Hazlehurst city	274	49.4	99	36	75	28	18	3.2	25	4.5	0

Source: 2000 Census

13.3 BUILDING PERMITS ISSUED

Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Building Permits Issued

Year	Jeff Davis County			Hazlehurst		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
1990	6	6	0	6	6	0
1991	1	1	0	1	1	0
1992	3	3	0	3	3	0
1993	6	6	0	6	6	0
1994	5	5	0	5	5	0
1995	14	14	0	14	14	0
1996	5	5	0	5	5	0
1997	15	5	10	15	5	10
1998	1	1	0	1	1	0
1999	0	0	0	0	0	0
2000	1	1	0	1	1	0
2001	1	1	0	1	1	0
2002	6	4	2	6	4	2
2003	2	2	0	2	2	0

KEY: X = Did not issue permits at that time; NA = Data not available; S = No annual report received, or fewer than 9 monthly reports received

Source: C-40, U.S. Dept. of Commerce, Bureau of the Census, "Housing Units Authorized by Building Permits".

13.4 APARTMENT UNITS BUILT SINCE 2000 OR PROPOSED

The following table shows comparables built in the market area since 2000 or known to be proposed to be built by the subject's opening date.

Apartment Units Built Since 2000 or Proposed

Project Name	Year Built	Above Moderate Income	60% AMI, No Rental Assistance	50% AMI, No Rental Assistance	40% AMI, No Rental Assistance	Units With Rental Assistance	TOTAL
None	—	—	—	—	—	—	—

13.5 SCHEDULE OF PRESENT RENTS, UNITS, AND VACANCIES

The present housing situation is examined in this section. The apartment inventory sheet reflects selected apartment complexes in the market area.

The table below shows selected apartment complexes *with* rent subsidy in or near the market area.

Schedule of Number of Units and Vacancies for Rent-Assisted Apartment Units

1-Bedroom & Eff		2-Bedroom		3-Bedroom		4-Bedroom or More	
units	vacancies	units	vacancies	units	vacancies	units	vacancies
29	0	36	0	51	0	28	0
14	Subj.	22	Subj.	2	Subj.	—	—

Orange = Subject

E = Elderly; P = Proposed; UC = Under Construction; RU = in Rent Up

Source: John Wall and Associates

It is interesting to note that, of the 180 apartments surveyed in the market area *with* rent subsidy, there are 0 vacancies. This represents an overall vacancy rate of 0.0%. There are no elderly apartments with rental assistance in the market area.

The table below shows selected comparable apartment complexes *without* rent subsidy in or near the market area:

Schedule of Number of Units and Vacancies for *Unassisted* Apartment Units

1-Bedroom Units			2-Bedroom Units			3-Bedroom Units		
Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies
230	12	Subj. 50%	257b	Subj. now 44	5	280b	Subj. now 4	0
230	2	Subj. 60%	260	17	Subj. 50%	285	2	Subj. 50%
230b	Subj. now 28	2	260	4	Subj. 60%	450	1	0
			270b	48	6			
			345	25	2			
Orange = Subject								
Vacancy Rate:		7.1%			11.1%			0.0%
Median Rent:		\$230b			\$270b			\$280b

b = Basic rent; * = Average rent; r = Renovating; UC = Under Construction; RU= in Rent Up

Source: John Wall and Associates

It is interesting to note that, of the 81 apartments surveyed in the market area *without* rent subsidy (69 of the above apartments have project based rental assistance), there are 15 vacancies (the subject has 7 vacancies). This represents a vacancy rate of 18.5%. A vacancy rate of 5.0% is considered normal.

13.6 IMPACT OF THE SUBJECT ON EXISTING TAX CREDIT UNITS

The subject would have no impact on existing tax credit units. There are no other tax credit units in the market area. The subject would not add any units to the market. It is a rehabilitation proposal. The subject now has 36 units of rental assistance and, as proposed, it will have 38 units of rental assistance.

APARTMENT LOCATIONS MAP



APARTMENT INVENTORY

Hazlehurst, Georgia (PCN: 04-063)

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e) One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	Greenbriar SUBJECT - Proposed 131 Burketts Ferry Rd.	1984 1987	14 12 2	P P P	BOI 230 230	22 17 4 1*	P P P P	BOI 260 260 —	2 2	P P	BOI 285				TC (50%, 60%); RA=38; Handicap=4; Vision/Hearing=2 *Manager's unit; **Community spaces or community building; ***Covered pavilion with picnic/BBQ facilities, after-school programs, supervised recreational activities, computer lab with internet hookup and/or tutors, and large open playing field; 1-story garden and 2-story walk-up.
	1 Greenbriar SUBJECT - Present 131 Burketts Ferry Rd. Hazlehurst Leanne 912-375-7432	1984 1987 9.2%	28	2	230b	44	5	257b	4	0	280b				WI=6 Sec 515; RA=36
	2 Hillcrest 76 Farmer St. Hazlehurst Doris 912-375-3597	1981 12.5%				48	6	270b							Sec 515; RA=33 *Water, sewer, and garbage
	3 Hazlehurst Housing Authority Scattered Sites Hazlehurst Shannon 912-375-7299	1968- 1978 0%	29	0	BOI	36	0	BOI	51	0	BOI	28	0	BOI	WI=100 Public Housing *Water
	4 Wildwood 191 W. Jefferson St. Hazlehurst Barbara 912-375-3366	1984 7.7%				25	2	345	1	0	450				Conventional



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	14	1	P	718	BOI
1 BR vacancy rate	12	1	P	718	230
	2	1	P	718	230
Two-Bedroom					
	22	1	P	856	BOI
2 BR vacancy rate	17	1	P	856	260
	4	1	P	856	260
	1*	1	P	856	—
Three-Bedroom					
	2	1	P	1025	BOI
3 BR vacancy rate	2	1	P	1025	285
Four-Bedroom					
4 BR vacancy rate					
TOTALS	76				

Complex:

Greenbriar
SUBJECT - Proposed
131 Burketts Ferry Rd.

Map Number:

Year Built:

1984
1987

Last Rent Increase

Specials

Waiting List

Subsidies

TC (50%, 60%); RA=38;
Handicap=4; Vision/Hearing=2

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Manager's unit; **Community spaces or community building; ***Covered pavilion with picnic/BBQ facilities, after-school programs, supervised recreational activities, computer lab with internet hookup and/or tutors, and large open playing field; 1-story garden and 2-story walk-up.



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	28	1	2	718	230b
1 BR vacancy rate	7.1%				
Two-Bedroom					
2 BR vacancy rate	11.4%				
Three-Bedroom					
3 BR vacancy rate	0.0%				
Four-Bedroom					
4 BR vacancy rate					
TOTALS	9.2%	76	7		

Complex: Map Number: 1

Greenbriar
 SUBJECT - Present
 131 Burketts Ferry Rd.
 Hazlehurst
 Leanne
 912-375-7432

Year Built:
 1984
 1987

Last Rent Increase

Specials

Waiting List
 WL=6

Subsidies
 Sec 515; RA=36

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments:



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom					
1 BR vacancy rate					
<hr/>					
Two-Bedroom	48	1	6		270b
2 BR vacancy rate 12.5%					
<hr/>					
Three-Bedroom					
3 BR vacancy rate					
<hr/>					
Four-Bedroom					
4 BR vacancy rate					
<hr/>					
TOTALS	12.5%	48	6		

Complex:
 Hillcrest
 76 Farmer St.
 Hazlehurst
 Doris
 912-375-3597

Map Number: 2

Year Built:
 1981

Last Rent Increase

Specials

Waiting List

Subsidies
 Sec 515; RA=33

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Water, sewer, and garbage



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	29	1	0		BOI
1 BR vacancy rate	0.0%				
Two-Bedroom					
Two-Bedroom	36	1	0		BOI
2 BR vacancy rate	0.0%				
Three-Bedroom					
Three-Bedroom	51	1-1.5	0		BOI
3 BR vacancy rate	0.0%				
Four-Bedroom					
Four-Bedroom	28	1	0		BOI
4 BR vacancy rate	0.0%				
TOTALS	0.0%	144	0		

Complex: Hazlehurst Housing Authority
Map Number: 3
 Scattered Sites
 Hazlehurst
 Shannon
 912-375-7299

Year Built:
 1968-
 1978

- Amenities**
- Laundry Facility
 - Tennis Court
 - Swimming Pool
 - Club House
 - Garages
 - Playground
 - Access/Security Gate
 - Fitness Center
 - Other

- Appliances**
- Refrigerator
 - Range/Oven
 - Microwave Oven
 - Dishwasher
 - Garbage Disposal
 - W/D Connection
 - Washer, Dryer
 - Ceiling Fan
 - Other

- Unit Features**
- Fireplace
 - Utilities Included
 - Furnished
 - Air Conditioning
 - Drapes/Blinds
 - Cable Pre-Wired
 - Free Cable
 - Free Internet
 - Other

Last Rent Increase

Specials

Waiting List
 WL=100

Subsidies
 Public Housing

Comments: *Water



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom					
1 BR vacancy rate					
Two-Bedroom					
2 BR vacancy rate	25	1.5	2	1000	345
8.0%					
Three-Bedroom					
3 BR vacancy rate	1	2	0	1500	450
0.0%					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	7.7%	26	2		

Complex:

Wildwood
 191 W. Jefferson St.
 Hazlehurst
 Barbara
 912-375-3366

Map Number: 4

Year Built:

1984

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Last Rent Increase

Specials

Waiting List

Subsidies
 Conventional

Comments:

14 INTERVIEWS

The following interviews were conducted regarding demand for the subject.

Leanne, the apartment manager of Greenbriar (Section 515; Map ID #1; Subject), said the proposed rents would work well. She said the new, proposed amenities sound very nice. Overall, Leanne said she hopes Greenbriar gets rehabilitated, and if it does, it will be successful. Regarding current vacancies, Leanne said the vacant units are upstairs units that are always tough to rent. Leanne also said there are enough problems with broken appliances and such that once rehabilitation is completed, people will look past the upstairs units and move in anyway.

During a follow-up interview with Leanne, she described different things at the complex in need of repair or replacement. This list included air conditioning units, bowed and peeling ceilings, leaky sinks, refrigerators, leaky water heaters, leaky pipes, plumbing build-ups, old signage, faded parking lot, worn gutters, and worn siding. She said of her seven vacancies, two are in downstairs units and five are in upstairs units; all seven vacancies are in non rental assistance units. Leanne said the only current amenity is the laundry facility. Leanne said if the aforementioned problems are resolved, the subject should not have problems renting units.

In a follow-up interview with Leanne, she said there are six people with Section 8 vouchers at Greenbriar. She said she really does not know why there are not more tenants with Section 8 vouchers; she said possibly people get the vouchers and take them to places other than Hazlehurst.

Doris, the apartment manager of Hillcrest (Section 515; Map ID #2), said the subject's proposed rents sound very good. She said the new, proposed amenities sound very nice as well. Doris said Greenbriar would do well after rehabilitation. Doris said the vacancies at Hillcrest are due to rents being too high.

In a follow-up interview with Doris, she said there is only one person with a Section 8 voucher at Hillcrest. She said when people are issued vouchers, they take them to live in places such as Atlanta or Waycross. Doris also said she has had problems with the voucher inspector encouraging her tenants to move to Greenbriar because they could not afford Hillcrest's rent. Regarding Hillcrest's vacancies being due to the rent being high, Doris said even though the two bedroom rent at Greenbriar is only \$13 less, \$13 per month means a lot to people in Hazlehurst.

Linda Driver, the Housing Voucher Office Manager of DCA's Southeast Regional Office in Waycross, said there are currently 13 families living in Jeff Davis County with housing vouchers, and there are two other families currently looking for housing in the county. Ms. Driver said there is nobody on the waiting list to get vouchers to live in Jeff Davis County.

Shannon, the director of resident services at Hazlehurst Housing Authority (Public Housing; Map ID #3), said the proposed rents sound fine. She said the new, proposed amenities sound very nice. Overall, Shannon said the subject would really benefit from the rehabilitation.

Rebecca Burnette, Executive Director of the Hazlehurst-Jeff Davis County Chamber of Commerce, said Alco-Controls, which makes components for air conditioning coolant, lost 300 jobs at the end of 2002. Amercord, which produces steel/tire cord (radial tires), lost 400 jobs in 1999/2000. Amercord was located in Lumber city (seven miles from Hazlehurst), but 200 of its employees were Hazlehurst residents. Armatech/Reliance Manufacturing opened in April 2004. It produces garments for military and postal workers. It currently employs 100 people and has possibilities for expansion. A distribution center, America's Second Harvest Food Bank, is planning

to come to Hazlehurst and will employ 50 people. The schools in the area are undergoing extensive renovations. The renovations began in 1998 when the new high school was built. The renovations are in a five-year phase. The high school and middle school are completed, and the primary is to be completed Fall 2004 (for the 2004-2005 school year). The elementary is to begin renovation in 2005. Ms. Burnette said there is no funding for road renovations or new construction. She said the city is trying to maintain what they have for now. The hospital is in the process of going through an accreditation process for Medicare, and facilities are being updated to meet these guidelines. The hospital is planning to expand the OR and birthing/maternity wings; however, nothing is definite at this time.

15 DCA MARKET ANALYST CERTIFICATION AND CHECKLIST

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

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

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

Signed: _____ Date _____
Signed: _____ Date _____

A. Executive Summary

- | | |
|--|---------|
| 1 Market demand for subject property given the economic conditions of the area | Page 8 |
| 2 Projected Stabilized Occupancy Level and Timeframe | Page |
| 3 Appropriateness of unit mix, rent and unit sizes | Page 9 |
| 4 Appropriateness of interior and exterior amenities including appliances | Page 9 |
| 5 Location and distance of subject property in relationship to local amenities | Page 15 |
| 6 Discussion of capture rates in relationship to subject | Page 9 |
| 7 Conclusion regarding the strength of the market for subject | Page 10 |

B. Project Description

- | | |
|---|---------|
| 1 Project address, legal description and location ⁱ | Page 11 |
| 2 Number of units by unit type | Page 11 |
| 3 Unit size, # of bedrooms and structure type (i.e. townhouse, garden apartment, etc) | Page 11 |
| 4 Rents and Utility Allowance* | Page 11 |
| 5 Existing or proposed project based rental assistance | Page 11 |
| 6 Proposed development amenities (i.e. washer/dryer hookups, dishwasher etc.) | Page 11 |

7 For rehab proposals, current occupancy levels, rents, and tenant incomes (it available), as well as detailed information as to renovation of property	Page 12
8 Projected placed in service date	Page 12
9 Construction type: New Construction/Rehab/Adaptive Reuse, etc.	Page 11
10 Occupancy Type: Family, Elderly, Housing for Older Persons, Special Needs,etc.	Page 11
11 Special Population Target (if applicable)	Page 11
<i>* For the Atlanta MSA, for 60% income, rents are based on 54% rents</i>	
<i>* Net Rents are to be used for calculation of income bands</i>	

C. Site Evaluation

1 Date of Inspection of Subject Property by Market Analyst	Page N/A ⁱⁱ
2 Physical features of Subject Property and Adjacent Uses	Page 14
3 Subject Photographs (front, rear, and side elevations as well as street scenes)	Page 16
4 Map identifying location of subject as well as closest shopping centers, schools, medical facilities and other amenities relative to subject	Page 15
5 Developments in vicinity to subject and proximity in miles (Identify developments surrounding the subject on all sides)	Page 39
zoning of subject and surrounding uses	Page N/A ⁱⁱⁱ
6 Map identifying existing low-income housing within the Primary Market Area and proximity in miles to subject	Page 39
7 Road or infrastructure improvements planned or under construction in the PMA	Page 40 ^{iv}
8 Comment on access, ingress/egress and visibility of subject	Page 14
9 Any visible environmental or other concerns	Page 14 ^v
10 Overall conclusions of site and their marketability	Page 14

D. Market Area

1 Map identifying Subject's Location within PMA	Page 18
2 Map identifying Subject's Location within SMA, if applicable	Page N/A ^{vi}

E. Community Demographic Data

Data on Population and Households Five Years Prior to Market Entry, and Projected Page 20, 21,

Five Years Post-Market Entry, (2004, 2005 and 2010) *

** If using sources other than U.S. Census (I.e., Claritas or other reputable source of data), please include in Addenda^{vii}*

1. Population

Trends

- | | |
|--|--------------------------|
| a. Total Population | Page 20 |
| b. Population by Age Group | Page 20 |
| c. Number of elderly and non-elderly (for elderly projects) | Page 20 |
| d. If a special needs is proposed, additional information for this segment | Page N/A ^{viii} |

2. Household

Trends

- | | |
|--|-------------|
| a. Total number of households and average household size | Page 21, 22 |
| b. Households by tenure (# of owner and renter households)
Elderly by tenure, if applicable | Page 21, |
| c. Households by Income (Elderly, if applicable, should be allocated separately) | Page 30, |
| d. Renter households by # of persons in the household | Page 22 |

3. Employment Trend

- | | |
|--|-------------|
| a. Employment by industry—#s &% (i.e. manufacturing: 150,000 (20%)) | Page 23 |
| b. Major employers, product or service, total employees, anticipated expansions, contractions in work forces, as well as newly planned employers and impact on employment in the PMA | Page 25, 25 |
| c. Unemployment trends for the PMA and, where possible, the county total workforce for unemployment trends for the last two to four years. | Page 25 |
| d. Map of the site and location of major employment concentrations. | Page 24 |
| e. Overall conclusions | Page 10 |

F. Project Specific Demand Analysis

- | | | |
|----|---|-----------------------|
| 1 | Income Restrictions - uses applicable incomes and rents in the development's tax application. | Page 28 |
| 2 | Affordability - Delineation of Income Bands * | Page 29 |
| 3 | Comparison of market rates of competing properties with proposed subject market rent | Page 37 ^{ix} |
| 4 | Comparison of market rates of competing properties with proposed LIHTC rents | Page 37 |
| 5 | Demand Analysis Using Projected Service Date (within 2 years) | Page 31 |
| a. | New Households Using Growth Rates from Reputable Source | Page 31, |
| b. | Demand from Existing Households (Combination of rent overburdened and substandard) | Page 31
Page 34, |
| c. | Elderly Households Converting to Rentership (applicable only to elderly) | Page |
| d. | Deduction of Supply of "Comparable Units" | Page 34, |
| e. | Capture Rates for Each Bedroom Type | Page 8 |
- * Assume 35% of gross income towards total housing expenses for family*
- * Assume 40% of gross income towards total housing expenses for elderly*
- * Assume 35% of net income/or derivation of income band for family*
- * Assume 40% of net income for derivation of income band for elderly*

G. Supply Analysis

- | | | |
|---|--|-----------------------|
| 1 | Comparative chart of subject amenities and competing properties | Page 39 ^x |
| 2 | Supply & analysis of competing developments under construction & pending | Page 37 |
| 3 | Comparison of competing developments (occupancy, unit mix and rents) | Page 39 ^{xi} |
| 4 | Rent Comparable Map (showing subject and comparables) | Page 39 |

5 Assisted Projects in PMA *	Page 39 ^{xii}
6 Multi-Family Building Permits issued in PMA in last two years	Page 37
* PHA properties are not considered comparable with LIHTC units	

H. Interviews

1 Names, Title, and Telephone # of Individuals Interviewed	Page 40 ^{xiii}
--	-------------------------

I. Conclusions and Recommendations

1 Conclusion as to Impact of Subject on PMA	Page 38
2 Recommendation as to Subject's Viability in PMA	Page 10

J. Signed Statement

1 Signed Statement from Analyst	Page 2
---------------------------------	--------

K. Comparison of Competing Properties

1 Separate Letter addressing addition of more than one competing property

ⁱ A legal description of the site was not provided by DCA.

ⁱⁱ The date(s) of the site visit(s) is not provided.

ⁱⁱⁱ Zoning is not addressed in this report.

^{iv} Any road and infrastructure improvements relevant to the site will be discussed in interviews.

^v If there are any visible environmental concerns, they will be addressed in the "Physical Conditions" section.

^{vi} This report does not use a secondary market area.

^{vii} The license for our data does not allow us to redistribute it.

^{viii} Any special documentation regarding special needs population is provided in an appendix.

^{ix} Rents for market and tax credit units are shown on the same table to facilitate comparisons.

^x The chart follows the map, the photo sheets follow the chart.

^{xi} The chart follows the map, the photo sheets follow the chart.

^{xii} The chart follows the map, the photo sheets follow the chart.

^{xiii} Telephone numbers of apartment managers are found on the photo sheets. Names and titles are within the interviews.

16 DCA REQUIRED CHART

Unit Size	Income Limits	Units Proposed	Total Demand	New Supply	Net Demand	Capture Rate	Absorption	Avg. Market Rent	Proposed Rents
1 Bdrm	PBRA	14	111	0	111	12.6%			RA
	50%	12	26	0	26	46.4%			230, 230
	60%	2	26	0	26	7.7%			230
	0%	0	0	0	0	—			0
	0%	0	0	0	0	—			0
1 Bdrm	TOTAL (w/o RA)	14	26	0	26	53.8%		230	—
2 Bdrm	PBRA	22	221	0	221	9.9%			RA
	50%	17	52	0	52	32.9%			260, 260
	60%	4	52	0	52	7.7%			260
	0%	0	0	0	0	—			0
	0%	0	0	0	0	—			0
2 Bdrm	TOTAL (w/o RA)	21	52	0	52	40.4%		270	—
3 Bdrm	PBRA	2	111	0	111	1.8%			RA
	50%	2	26	0	26	7.7%			285
	60%	0	26	0	26	—			0
	0%	0	0	0	0	—			0
	0%	0	0	0	0	—			0
3 Bdrm	TOTAL (w/o RA)	2	26	0	26	7.7%		280	—
4 Bdrm	30%	0	0	0	0	—			0
	50%	0	0	0	0	—			0
	60%	0	0	0	0	—			0
	0%	0	0	0	0	—			0
	0%	0	0	0	0	—			0
4 Bdrm	TOTAL	0	0	0	0	—			—
5 Bdrm	30%		0			—			
	50%		0			—			
	60%		0			—			
	0%		0			—			
	0%		0			—			
5 Bdrm	TOTAL		0			—			—

NOTE: TOTAL line reflects total tax credit units. The numbers do not add, due to overlap in income bands

Proposed project capture rate LIHTC units (w/o PBRA) 35.8%

Proposed project capture rate market rate units NA

Proposed project stabilization period 3-4 mos.*

*Depends largely on the rehabilitation.

PBRA=Project-Based Rental Assistance

17 JOHN WALL — RÉSUMÉ

EXPERIENCE

17.1.1 PRESIDENT

JWA, Inc., Anderson, South Carolina (June, 1990 to Present)

JWA, Inc. is an information services company providing demographic and other types of data, as well as geographic information system services, mapping, and research to market analysts and other clients. JWA, Inc. is the licensing authority for the independent offices of John Wall & Associates. There are currently two such offices: Anderson, South Carolina and Cary, North Carolina.

17.1.2 PRESIDENT

John Wall & Associates, Anderson, South Carolina (December, 1982 to Present)

John Wall & Associates is a planning and design firm specializing in real estate market analysis and land development consultation. Initially, the firm concentrated on work in the southeastern portion of the United States. In 1990, a second office was licensed in Cary, North Carolina, and both offices expanded their areas of work to the entire United States. John Wall & Associates (Anderson, South Carolina office) has completed over 1,800 market analyses, the majority of these being for apartment projects (both government and conventional). The firm has also done many other types of real estate market analyses; shopping center master plans; industrial park master plans; housing and demographic studies; land planning projects; site analysis; location analysis; and GIS projects. Clients have included private developers, government officials, syndicators, and lending institutions.

17.1.3 VISITING PROFESSOR OF SITE PLANNING (PART-TIME)

Clemson University College of Architecture, Planning Dept., Clemson, South Carolina (Spring 1985; Fall 1985; Spring 1986)

17.1.4 PLANNING DIRECTOR

Planning Department, City of Anderson, South Carolina (September, 1980 to December, 1982)

17.1.5 PLANNER II

Planning Department, City of Anderson, South Carolina (June, 1980 to September, 1980)

17.1.6 ASSISTANT DOWNTOWN PLANNER

Planning Department, City of Anderson, South Carolina (December, 1978 to June, 1980)

17.1.7 CARTOGRAPHER

Oconee County Tax Assessors' Office, Walhalla, South Carolina (October, 1976 to January, 1977)

17.1.8 ASSISTANT ENGINEER

American Concrete Pipe Association, Vienna, Virginia (January, 1969 to March, 1969)

EDUCATION

Real Estate Development, Harvard University, Cambridge, Massachusetts (July, 1989)
 Fundamentals of Real Estate Finance, Harvard University, Cambridge, Massachusetts (July, 1989)
 Management of Planning & Design Firms, Harvard University, Cambridge, Massachusetts (August, 1984)
 Master of City & Regional Planning, Clemson University, Clemson, South Carolina (May, 1980)
 BS Pre-Architecture, Clemson University, Clemson, South Carolina (May, 1978)
 Graduate of Manlius Military Academy, Manlius, New York (June, 1965)

MILITARY

U.S. Navy, Interim Top Secret Clearance (April, 1969 to October, 1973; Honorable Discharge)

18 APPENDIX

DCF Fax:404-327-6849 Jun 28 2004 18:08 P.05



**GEORGIA DEPARTMENT OF
COMMUNITY AFFAIRS**

Mike Beatty
COMMISSIONER

Sonny Perdue
GOVERNOR

June 8, 2004

David A. Brown
Greenbriar Hazelhurst, LP
348 North Crossing Circle
Valdosta, GA 31539

Re: Greenbriar Apts.
Project #2004-030

Dear Mr. Brown:

As part of its Threshold Review of the above referenced project, the Office of Affordable Housing (OAH) is requesting the following documentation:

- 1) Ten tenant data forms are missing. These forms must be completed.
- 2) Proposed rents on application are different than those on the Relocation Spreadsheet. Please clarify which rents are in fact correct.
- 3) In addition to the 38 Department of Agriculture PBRA units it appears that there are currently 6 households that will be rent burdened with the proposed rents. Please confirm what plan is in place for these tenants that will be in Tax Credit Units. Please confirm that rents in these units will not be raised until at least one year past the rehabilitation placed in service date.
- 4) Please explain the relocation plan and assistance that will be offered to the 1 over income household.
- 5) Please confirm that there will be a hospitality suite for the use of the families. Please provide a budget for this suite and for housing temporarily if health and safety concerns indicate a need.
- 6) Please confirm that the families will have assistance in packing, post construction cleaning and unpacking.

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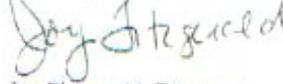
Jun 28 2004 18:08

P.06

7) It appears that the \$80,000 Temporary Relocation Budget is not listed as a Start Up Reserve Cost in the Development Budget that is part of the Formal Application. Please explain.

The above items must be submitted to my attention by June 16, 2004.

Sincerely,



Joy Fitzgerald, Director
Office of Affordable Housing

JF/gw

cc: File

N. Maddux

DCA

Fax: 404-327-6849

Jun 28 2004 18:07

P. 02

2004-030

Greenbriar Hazlehurst, L.P.
 3548 North Crossing Circle
 Valdosta, Georgia 31602
 229-247-9956

WAW
 JOYCE

June 14, 2004

RE: [REDACTED]

JUN 17 2004

Ms. Joy Fitzgerald, Director
 Office of Affordable Housing
 80 Executive Park South, N.E.
 Atlanta, GA 30329-2231

RE: Greenbriar Apartments
 Project #2004-030

Dear Ms. Fitzgerald:

In response to your Threshold Review letter of June 8, 2004, I am submitting the following information relating to your items number one through seven:

- 1) Tenant data forms - We are enclosing the ten tenant data forms that were missing. The forms were signed as part of the application process but did not make it into our binders. We apologize for this omission.
- 2) Proposed rents - The rents included on our core application form are the correct rents for the proposed rehabilitation. A few minor adjustments (\$3 per unit for the two bedroom units and \$5 per unit for the three bedroom units) were made to our rents on the application that did not get reflected in the relocation spreadsheet. We have reviewed the relocation spreadsheet in relation to the application rents and have determined that no additional tenants would be rent burdened.
- 3) Rent burdened tenants - This is to confirm that rents for current rent burdened tenants will not be raised until at least one year past the rehabilitation placed in service date. The relocation plan included in our application explains the creation of vacant buildings for rehab by not renting vacant units after tax credits are awarded. The rehab will be completed one or two buildings at a time. No tenant will have to move offsite for the rehab. The rents charged for the rehabbed units will be the same as rents currently being charged to the overburdened tenants. Rents will not be raised for the rent burdened households for a period of at

DCA

Fax:404-327-6849

Jun 28 2004 18:08

P.03

least one year past the rehabilitation placed in service date. Additional information concerning rent burdened tenants is located in PLAN ACTION 5 of the relocation plan for Greenbriar Apartments.

- 4) **Over income tenant** – The relocation plan and assistance that will be offered to the over income household is included in our PLAN ACTION 4 of Greenbriar Hazlehurst, L.P.'s relocation plan. To clarify the plan submitted, we offer the following information:

We will provide information to the displaced persons to minimize the disruption of moving and maximize the potential for a successful relocation by informing the over income tenant of the relocation process, assistance and benefits available.

We will conduct personal meetings with tenants to be relocated to determine relocation needs and preferences.

We will provide all required DCA and URA notices including the General Information Notice, Notice of Relocation Eligibility and Ninety-Day Notice.

We will provide the displaced tenant with current listings, including rents and occupancy requirements, of comparable vacant dwellings.

We will provide referrals and explanations of the displacement to management of vacant units of interest to the displaced tenant.

We will assist the tenant with transportation if needed to inspect and apply for comparable housing.

We will provide assistance in obtaining and completing application for housing forms.

We will provide referrals to home ownership programs.

We will provide moving assistance and reimburse all expenses of moving.

We will give replacement housing assistance payments to displaced tenants in the required amounts.

- 5) **Hospitality Suite** - The proposed rehabilitation is a total rehabilitation of the property and will have to be completed on vacant units. No work will be required while tenants are occupying a unit therefore a hospitality suite is not required. Please see PLAN ACTION 2 of the relocation Plan for Greenbriar Apartments submitted with our

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application for our rehabilitation process plan.

- 6) Moving Assistance – This will confirm that it is our intent to provide assistance in packing and unpacking to all tenants. We will arrange for packing, moving and unpacking for the tenants or reimburse the tenants if they prefer to complete the move themselves. The owner will complete all post construction cleaning before tenants move into their rehabbed units.
- 7) Temporary Relocation Budget – The temporary relocation budget of \$110,000 is located in the development budget under Pre-Development Cost, Other: relocation expenses

Thank you for your consideration of our application.

Sincerely,



David A. Brown,
Manager, Hazlehurst Partners, LLC,
General Partner

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**PHYSICAL NEEDS ASSESSMENT
REHABILITATION
NARRATIVE**

For

**Greenbriar Apartments
131 Burketts Ferry Road
Hazlehurst, Georgia 31539**

Prepared for:

Greenbriar Hazlehurst L.P.

Prepared by:

IPG, Incorporated
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I. General

Greenbriar Apartments is a 20 year old, 76-unit multi-family building in Hazlehurst, Georgia. We are requesting 9% tax credits from the Georgia Department of Community Affairs in order to rehabilitate this property. This report is being submitted as part of the requirements listed by DCA for rehabilitation projects.

II. Existing Conditions – Civil and Architectural

A. Site

Greenbriar Apartments are located on 6.942 acres at 131 Burketts Ferry Road, Hazlehurst, Georgia. This places the site approximately 1 mile west of downtown Hazlehurst on Burketts Ferry Road.

Adjacent properties to the south, west and north are heavily wooded and the eastern side is bordered by residential development. A creek bed runs along the southern property line.

Ten 2-story buildings laid out in a meandering formation make up the rental units. The parking areas, which contain 137 spaces, are scattered throughout the property. Large grassed areas are prevalent in the center and western side of the property.

B. Common Areas

1. Leasing Office

The leasing office is located adjacent to Building "A" which houses two bedroom units. The office has access to a unit via a doorway located in between the office and unit area. The office does not have a toilet nor is a space accessible. A maintenance and storage area is located with the leasing office to the east and south sides.

2. Laundry and Maintenance Areas

An independent building located on the eastern side of the property houses the existing laundry and maintenance storage areas. This building is located in an area that is not accessible due to grade conditions and the current accessible parking space. Washer and dryers located in this space number three each and are coin operated.

C. Tenant Buildings - Exterior

1. Foundation

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Poured monolithic concrete slabs with concrete masonry unit stem walls are the primary slab type at the site. The foundations appear to be in good condition and show no signs of failure or cracking thru the brick veneer.

2. Walls

First floor exterior walls are predominately wood frame with brick veneer. Second floor framing is wood construction with vinyl siding. The buildings were in relatively fair condition.

3. Stairs

Exterior Stairs and railings for this property are no longer to code and should be replaced. Guardrails are not to code and should be replaced on both front entry porches and rear decks.

4. Windows

Windows appear to be original items with aluminum frames and single pane glazing. Most units are in poor shape and should be replaced for greater energy efficiency and appeal.

5. Exterior Doors

All exterior door units are in need of replacement due to energy efficiency concerns and appearance.

6. Roof

The existing roof structure appeared to be in good condition. Shingles and roof trim such as soffit panels and fascia panels appeared to be in good shape on the two northern most buildings, while the southern building is in need of repair and refurbishment. I would suggest continuous ridge venting when replacing the roof shingles.

D. Tenant Buildings - Interior

The existing unit configurations are composed of 5 different types: 2 types of 1-bedroom units and 2 types of 2-bedroom units and 1 type of 3-bedroom bedroom units. The configurations for the units, which are not fully accessible, do not include all spaces required by DCA and will need to be renovated. The accessible units will need to be renovated to meet Fair Housing standards for accessibility.

a. Floors

Carpet, and vinyl are common in each of the units I visited, with vinyl occurring in the kitchen, closets and the toilet areas.

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The flooring in these units was in poor shape even though the carpet is regularly replaced as part of the maintenance program.

b. Walls

Interior unit demising walls are of wood frame construction with fire rated gypsum wallboard. Partition walls are of wood framing and gypsum wallboard as well. These components have been well maintained but are showing signs of wear due to their age and exposure to the apartment environment.

c. Ceilings

Sprayed "popcorn" type finishes are standard for the unit ceilings. This finish directly covers gypsum wallboard ceilings and is in poor shape due primarily to the age of the units.

d. Doors

Interior swing doors are of hollow core wood construction; while most closet doors are metal bi-fold types. All doors are in poor condition due to constant use and damage. They should be replaced as part of the rehabilitation of the property.

e. Kitchen Cabinets and Appliances

Kitchen cabinets are wood veneer clad particleboard core with plastic laminate clad tops. Most units were in poor condition primarily due to their age, with the market issues of finishes and age coming into consideration for this component.

Existing fixtures and appliances, though in good working order should be replaced because of age, energy efficiency and maintenance issues.

f. Bathroom and Fixtures

Toilet fixtures are original installed items and are showing signs of ageing. It is recommended that all fixtures, including the tub units and surrounds, be replaced as part of the rehabilitation of the project.

III. Existing Conditions – Electrical

A. Power Distribution

Power to the building is served by both GA Power and the local electric cooperative. The power is run underground to the ends of the building and a gang meter base which houses the meters of each of the units in that building. The

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service is then fed into the units via a three-wire group to the 100 amp panels typical of each unit. No disconnect was noted at the meter bases and the three-wire service to the panels is not to code.

The unit kitchen wiring lacks the proper number of circuits per Code and no GFI's were noted. Another Code violation occurs in the toilet where GFI's are wired into an exterior circuit. Also missing are the required arc-fault breakers in the bedroom.

B. Lighting

a. Site

Site lighting is provided via leased poles and fixtures from Georgia Power Company. While adequate for general lighting, the existing layout is likely to fall short of the required 1 foot-candle minimum required by DCA.

C. Smoke Alarms

Smoke alarms are battery-powered units, which are ceiling mounted. These units are not hardwired into the tenants electrical and should be replaced with units, which are.

D. Cable Television System/Telephone System

Local telephone and cable television companies service the complex via overhead drops to poles along the perimeter of the site. This service then traverses the property to each of the buildings where a service center is mounted.

IV. Existing Conditions – HVAC

A. Tenant Areas

Split systems with heat pumps are common for the tenant units. These units vary in age and energy efficiency due to replacements by the management over the life of the property. None, however, meet the new energy Code requirements nor the requirements set forth by DCA for rehabilitation. These systems should be replaced.

Existing ductwork and grilles are original equipment and are in poor condition. These components should be replaced as part of the rehabilitation to the property.

IV. Existing Conditions – Plumbing

A. Sanitary Sewer and Storm Piping System

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In interviewing the manager/service coordinator she reported no major problems with the sanitary sewer or storm water piping systems. The manager did report however that several of the units have had problems with slow water drainage. This is most likely the result of sewer lines clogged from debris or tree roots. Cleaning the lines should resolve this issue.

B. Unit Water Systems

Original water lines exist in all of the units. No leaks or damage was noted during the inspection or in the interview with the manager. Plumbing fixtures, however, have been replaced due to wear or damage over the life of the property. New fixtures and updated hardware are recommended for Code and market issues.

C. Unit Hot Water

Several of the apartments inspected had newer water heaters due to replacement of damaged or malfunctioning units. Other units had original equipment, which have outlived their expected useful life and should be replaced.

D. Roof Drainage

Existing roof drainage is inadequate. Gutters and downspouts with splash blocks should be added to eliminate erosion caused by rainwater falling from second floor roofs.

V. Site Fire Protection**A. Water Supply**

Two fire hydrants are located west of Building "F" and south of parking spaces for Building "B".

VI. Code Issues**A. Civil**

Accessible parking ramps and van accessible spaces will need to be added to the site to address parking issues.

B. Architectural

Common area toilets and lavatories are not in compliance with current ADA and UFAS standards.

Code issues with the tenant units are limited to accessibility for those units that are currently designated as accessible. These units will need renovating to

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correct accessible routes to all the rooms, kitchen cabinet and appliance accessibility, toilet accessibility and required clearances.

C. Electrical

1. Site

No Violations noted.

2. Dwelling Units

Meter bases have no disconnect and service to the unit panels is provided via a 3 wire run. No GFI's are present at wall locations less than 6' from a water source and adequate circuits for the kitchen are not present. No arc fault breakers are in the primary bedroom. GFI circuit in the toilet is connected to outside receptacle. Most exterior receptacles are missing the waterproof enclosures.

3. Smoke Alarm

Battery powered not hardwired into unit electrical

D. HVAC

1. Unit Systems

Existing split-system units do not meet the requirements for energy efficiency called for in the Georgia Energy Code.

2. Unit Thermostats

None of the system thermostats are ADA compliant, located between 15" and 48" above the floor.

2. Outside Air/Ventilation Requirements

Current HVAC systems do not meet the Code requirements for outside air.

E. Plumbing

1. Fixtures

None of the existing lavatories or kitchen sinks in the leasing office have insulated or offset drains to comply with ADA requirements. Private toilets and showers, have insufficient clear floor area. Existing water closets are not mounted at correct accessible compliant heights.

None of the existing plumbing fixtures (faucets, shower heads, water closets) meet current water usage standards per the International Plumbing Code.

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Existing shower valves are non-compliant with International Plumbing Code due to the omission of scald guard valve.

2. Site Fire Protection

No Violations noted.

VII. Narrative Conclusion

A. Overall Condition

Greenbriar Apartments is in good condition for a complex of 20 years. Most code issues, which have been noted, are due to the age of the property, and changes in the codes since its construction.

B. Future Prospects

The current condition of Greenbriar Apartments is one that will lend itself to well to rehabilitation. By renovating the existing property, tenants would have access to a living environment that will be comparable with newer facilities in the area. This would improve their overall quality of life and provide for an elevated standard of living.

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FORM AH-13 PHYSICAL NEEDS ASSESSMENT

ARCHITECTURAL SYSTEMS AND CONDITIONS

Project: Greenbriar Apartments
 Address: 131 Burketts Ferry Road, Hazelhurst, GA 31539

Date: 04/13/2004

ITEMS	(EUI)	AGE	CONDITION	EFFECTIVE REMAINING LIFE	DIFF.	ACTION	NOW	DM	QUANTITY	FIELD NOTES
Slab	(50)	18	Excellent	32		Maintain		X		
Foundation	(50)	18	Excellent	32		Maintain		X		
Exterior Siding	(20)	18	Poor	2		Replace	X		18	Heavy wear and rot to Code
Exterior Wall Brick	(40)	18	Excellent	22		Maintain		X		
Exterior Wall Wood	(5)	18	Poor	0		Replace	X		As Req'd	Damaged behind vinyl siding
Exterior Wall Vinyl	(30)	18	Fair	12		Replace	X		18,000 s.f.	Replace as part of Rehabilitation
Windows	(30)	18	Good	12		Replace	X		337	Replace as part of Rehabilitation
Roof Covering	(20)	18	Poor	2		Replace	X		47,820 s.f.	Replace as part of Rehabilitation
Roof Decking	(20)	18	Good	2	Note 1	Maintain		X		No water damage or rot
Roof Drainage	(25)	18	Poor	7		Replace	X		5,038 lf	Damaged
Sidell & Lascia Wood	(20)	18	Poor	2		Replace	X		As Req'd	Replace as part of Rehabilitation
Sidell & Lascia Vinyl	(20)	18	Good	2		Replace	X		5,296 s.f.	Replace as part of Rehabilitation
Exterior Wood Trim	(10)	18	Poor	0		Replace	X		As Req'd	Damaged
Mail Facility	(10)	18	Good	0		Replace	X		2	

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FORM AH-13 PHYSICAL NEEDS ASSESSMENT

DWELLING UNIT SYSTEMS AND CONDITIONS

Project: Greenbriar Apartments
 Address: 131 Buckle's Ferry Road, Hazlehurst, GA 31539

Date: 04/13/2004

ITEMS	(EUL)	AGE	CONDITION	EFFECTIVE REMAINING LIFE	DIFF	ACTION	MOW	OW	QUANTITY	FIELD NOTES
Exterior Doors	(25)	18	Poor	7	Note 1	Replace	X		231	Demol and new hardware needed
Interior Doors	(30)	18	Poor	12	Note 2	Replace	X		655	Damaged
Vinyl Floor	(15)	19	Fair	0	Note 3	Replace	X		11,775 s.f.	Damaged and Worn
Carpet Floor	(7)	15	Fair	0	Note 4	Replace	X		4,497 s.y.	Damaged and Worn
Ceilings	(50)	18	Fair	32		Maintain		X		
GWB Walls	(60)	18	Fair	32		Maintain		X		
Kitchen Cabinets	(20)	18	Poor	2		Replace	X		1,214.40 l.f.	Damaged
Countertop & Sink	(10)	18	Poor	0		Replace	X		76	Do not meet code
Range Hood	(15)	18	Poor	0		Replace	X		76	Not Energy Efficient
Refrigerator	(15)	18	Poor	0		Replace	X		76	Not Energy Efficient
Toilet Fixtures	(20)	18	Poor	0		Replace	X		76	Not Energy Efficient
Air Conditioning	(15)	18	Fair	2		Replace	X		76	Do not meet code
Electrical Panel	(50)	18	Good	32		Replace	X		76	Not Energy Efficient
Unit Wiring	(90)	18	Good	81		Replace	X		76	Does not meet code
Smoke/Fire Detection	(10+)	18	Fair	0		Replace	X		76	Old battery type not hard wired into unit
Water Heater	(10)	18	Poor	0		Replace	X		76	Not Energy Efficient
Toilet Exhaust Fan	(15)	18	Poor	0		Replace	X		76	Does not meet code

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FORM AH-13 PHYSICAL NEEDS ASSESSMENT

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SITE SYSTEMS AND CONDITIONS

Project: Greenbriar Apartments
 Address: 131 Barcetts Ferry Road, Hazlehurst, GA 31539

Date: 04/13/2004

ITEMS	EUI	AGE	CONDITION	EFFECTIVE REMAINING LIFE	DEF	ACTION	HOW	BY	QUANTITY	FIELD NOTES
Roadway Parking	(25)	18	Good	7		Maintain		X	0	
Pedestrian Paving	(15)	18	Good	0		Repair	X	X	As Req'd.	Replace areas need for accessibility
Curb and Gutter	(30)	18	Good	12		Maintain		X		Remove & replace for accessibility
Striping	(15)	18	Poor	0		Replace	X		As Req'd.	Repair misc. damaged areas
Site Signs	(10)	18	Poor	0		Replace	X		2	Res/rip for new accessibility requirements
Water Lines	(40)	18	Good	27		Maintain		X		Damaged
Sanitary Lines	(50)	18	Good	32		Maintain		X		
Dumpster Pad	(20)	18	Good	2		Maintain		X		
Earthwork	(50)	18	Good	32		Maintain		X		
Landscaping	(50)	18	Good	32		Maintain		X		