

Rental Housing Market Analysis for:

BRIDGE CREEK APARTMENTS

173 Bowens Mill Highway

Fitzgerald, Ben Hill County, Georgia

2006-017



Panorama of the site

Prepared for:

Georgia Department of Community Affairs

Office of Affordable Housing

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A. EXECUTIVE SUMMARY

1. Market Demand and Demand Trends

We are of the opinion that there is adequate demand for the proposal to renovate the existing one, two and three-bedroom family apartments in the development known as Bridge Creek Apartments based upon the current structure of the developer's application for tax credits and the fact that the project has 100% Project Based Rental Assistance (PBRA). As a result, the units are assumed to be marketable, under the Georgia DCA market study guidelines.

Fitzgerald is a low to moderate income community making it difficult to support a tax credit project at the 60% income levels. However, based upon the proposed rent structure and the PBRA, we are recommending this proposal.

Furthermore, given the diverse economic base and stable economic projections for the future, and given the high occupancy rates in the existing apartments and waiting lists in the subsidized apartments, it is projected that the demand for affordable housing will continue to increase over the forecast period.

2. Stabilization Projections

The development is fully occupied at this time. When the proposed development is renovated, the property will be one of the most attractive rental properties in the Primary Market Area. There is an adequate demand for the one, two and three-bedroom units particularly with the 100% PBRA. Therefore, it is projected that the subject project could have a sustaining occupancy of 93% or better within 1 to 3 months of completion.

3. Absorption Projections

It is anticipated that once the property is renovated, that absorption will likely be immediate. The one, two and three-bedroom units should reach a 93% occupancy level within the first 3 months of completion and may likely reach 93% occupancy within 1 to 3 months.

4. Comparable Units

There are 5 family apartment developments that are used as comparable units in the Fitzgerald primary market area. They are each subsidized, but the analysis applies the market rate rents for the developments. Most of the remaining apartments are for seniors and are not considered comparable units. The rental units that are considered comparable to the developer's proposed tax credit development are: Jack Allen, Colony Square, McKinley Lane, Washington Avenue and Merrimac Village Apartments, because they are some of the few family apartments on the market. They are reviewed in the study thoroughly.

5. Unit Mix, Unit Rent & Unit Sizes

The unit mix of one, two and three-bedroom units as structured is compatible with the Fitzgerald housing market.

The unit collected rents are \$353 for the one-bedroom units; and \$445 for the two-bedroom units; and \$558 for the three-bedroom units 60% units.

The unit sizes are 585 SF for the one-bedroom units; 891 SF in 32 of the two-bedroom units and 960 SF in 1 of the two-bedroom units; and 1,166 SF in the three-bedroom units.

6. Amenities

The proposed renovation, if completed, will offer extensive interior and exterior amenities outlined below: New asphalt shingles on the roofs; new hardi-plant siding to replace all non-brick surfaces; all windows will be replaced with double pane vinyl windows; new site sign; new updated landscaping; new Community Center Addition; new Laundry Room with 3 washer and dryer hookups added to existing office building; computer Center with internet access in the Community Room; fitness Center; gazebo area; covered community area with Barbeque grill; equipped Picnic Area with table seating 25; off-street Parking with 105 parking spaces; security lighting; convenient and multiple trash dumpsters; equipped Volleyball Court; freestanding Mail Pickup Shelter; equipped Playground; wood frame units covered with painted sheetrock walls; padded carpeting floors; vinyl flooring in kitchen and baths; one and two-bedroom units have a single bath; three-bedroom units have a bath and a half; Four-bedroom have 2 full baths; new Refrigerator; new Range and range hood; new HVAC system; all electric cooling, lights and appliances; utility allowances supplied by HUD; water, sewer and trash Services included in rent; new microwave ovens; garbage disposals; dishwasher; upgraded bathrooms; all showerheads, toilets and sinks will be replaced with water conservation equipment; every tub and tub surround will be replaced, repaired or resurfaced; 6 units equipped for Mobility Impaired; and 2 units equipped for Sight/Hearing Impaired

7. Access to Neighborhood Services

The majority of the neighborhood services are within 2 miles of the proposed site location and none are more than 2.7 miles. Local amenities, such as emergency services, banks, grocery stores, and other community services, are within close proximity to the proposed apartments. A full listing of the support services is provided in the section on Site Evaluation that follows in the report.

8. Capture Rates

a. Project Based Rental Assisted Capture Rates

Georgia Department of Community Affairs (DCA) Market Study Manual states, “Units that are subsidized with PBRA [Project Based Rental Assistance... will not be used in determining project demand. These units, if priced 30% lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.”

The developer’s application represents that all of the units are receiving and will continue to receive PBRA. Therefore, because all of the units receive PBRA and because all of the proposed to-be-renovated units are leasing at an effective rate, based on income, priced 30% lower than the average market rate, all units are “assumed to be leasable” under DCA Market Study guidelines. *The proposed to-be-renovated project with PBRA assistance has an effective capture rate of “0%.”*

b. Capture Rate Analysis without PBRA

Georgia Department of Community Affairs (DCA) Market Study Manual also states that “[t]he analyst will initially assume all units are to be vacant and adjustment will be made based on the Tenant Relocation Spreadsheet.” Furthermore, “[t]enants who are income qualified to remain in the property at the proposed stabilized renovated rents will be deducted from the

property unit count prior to determining the applicable capture rates.” Once again, because all of the existing tenants are qualified through the existing PBRA to “remain in the property at the proposed stabilized renovated rents,” the effective capture rate is 0%. However, for illustrative purposes only, we have provided an analysis of capture rates *without rental assistance*. These capture rates and corresponding tables in this report assume that all tenants will be able to pay the rent and utilities based on 35% of their income.

The overall project capture rate *without PBRA* for the proposed Bridge Creek Apartments is 54.85%, well above the acceptable capture rate of 35%.

The overall capture rate *without PBRA* for the one-bedroom units proposed is 26.38%.

The overall capture rate *without PBRA* for the two-bedroom units proposed is 84.13%.

The overall capture rate *without PBRA* for the three-bedroom units proposed is 86.76%.

9. Conclusion

The housing market in Fitzgerald is stable. There is a mix of employment with factory work and service jobs. Furthermore, there is a trend among rental householders to move from urban areas into more rural communities like Fitzgerald that has been observed by city officials, and managers of the local apartments. The city is actively involved with affordable rental housing and is pursuing a redevelopment program to eliminate the older, substandard housing and welcoming updated, safe, decent affordable rental housing into the community. There has been only modest housing development in Fitzgerald or Ben Hill County in the past 5 years (60 tax credit units were added to the market in the past year), based on a breakdown of household sizes, and the size of the units provided along with the roster of full amenities and services in the proposed apartments, we are recommending this proposal.

10. Capture Rate Analysis Chart

The overall project capture rate with the PBRA is 0%. Assuming that PBRA was not available the overall capture rate is 54.85% above the reasonable GA DCA standard.

Figure 1: Capture Rate Analysis Chart

Unit Size	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Median Market Rent	Proposed Rents
1 BR	60% AMI	20	76	0	76	26.38%	1 - 3 mos	\$482	\$353
2 BR	60% AMI	32	38	0	38	84.13%	1 - 3 mos	\$526	\$445
2 BR	60% AMI	1	38	0	38	84.13%	1 - 3 mos	\$526	\$445
2BR Total	60% AMI	33	38	0	38	86.76%	1 - 3 mos	\$526	
3 BR	60% AMI	18	16	0	16	115.48%	1 - 3 mos	\$565	\$558
Proposed Project Capture Rate LIHTC Units					54.85%				
Proposed Project Capture Rate Market Rate Units					N/A				
Proposed Project Capture Rate ALL Units					54.85%				
Proposed Project Stabilization Period					1 - 3 mos				

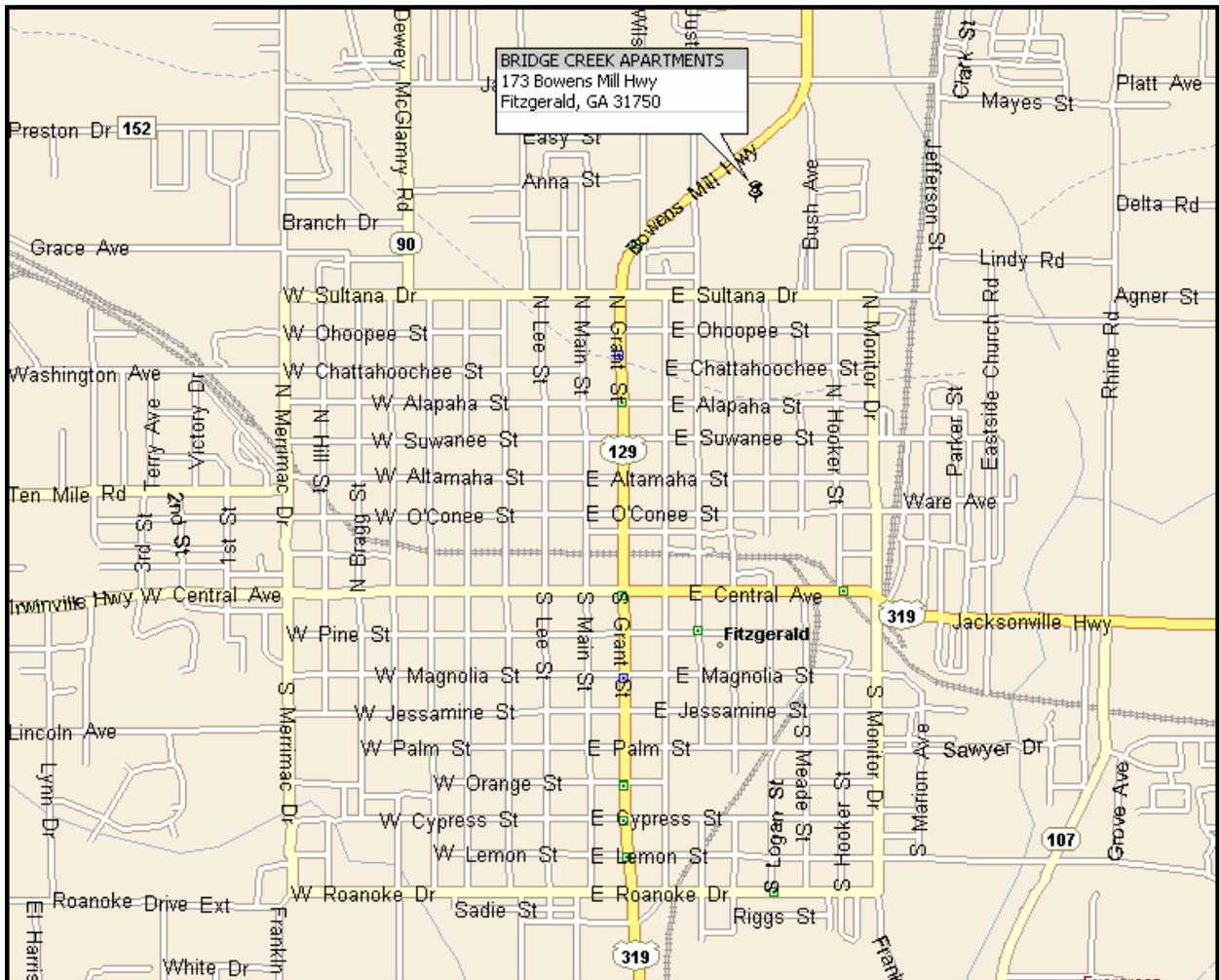
B. PROJECT DESCRIPTION

1. Project Address and Location

The proposed site is located on 173 Bowens Mill Highway just south of the intersection with Jack Allen Road in Fitzgerald. Bowens Mill Highway is US 129, one of the major routes running north and south through Fitzgerald in Ben Hill County, Georgia 31750. The site is located in the northern portion of Fitzgerald within the city limits. Ben Hill County is located in south central Georgia, approximately 40 miles east of Interstate 75. The site is located in Qualified Census Tract #9604.

See the site location map below.

Figure 2: Site Location Map



2. Construction Type

The proposed project is the rehabilitation of 71 units, 20 of which are one-bedroom units; 33 of which are two-bedroom units; and 18 of which are three-bedroom units. The property will consist of 13 one and two-story residential buildings and a community building on the 10-acre site. The residential buildings are wood frame with brick veneer exterior.

3. Occupancy Type

The proposed renovation of the Bridge Creek Apartments will provide affordable housing restricted to 60% of the Area Median Income (AMI) for families in Ben Hill County.

4. Rents, Unit Mix, and Unit Sizes

The proposed renovation of the Bridge Creek Apartments will consist of seventy-one (71) one, two and three-bedroom units restricted to 60% of the Area Median Income (AMI) for Ben Hill County. The 20 one-bedroom units have a proposed gross rent of \$439 per month (\$353 collected rent and \$86 utility allowance). The 33 two-bedroom units have a proposed gross rent of \$545 per month (\$445 collected rent and \$100 utility allowance). The 18 three-bedroom units have a proposed gross rent of \$693 (\$558 collected rent and a \$135 utility allowance).

The one-bedroom units provide 585 square feet; the two-bedroom units provide 891 square feet and 1 two-bedroom unit has 960 square feet; and the three-bedroom units provide 1,166 square feet. Each of the proposed gross rents is within the applicable rent and income restrictions. See the following table.

Figure 3: Rents, Unit Mix, and Unit Sizes

Number of Bedrooms	Number of Units	Unit Size	AMI	Collected Rent	Utility Allowance	Proposed Gross Unit Rent	Rent per Sq/ Foot**	Program Rent Restriction	Min Income to Pay Rent	Max Income***
1 BR	20	585	60%	\$353	\$86	\$439	\$0.60	\$521	\$15,051	\$22,260
2 BR	32	891	60%	\$445	\$100	\$545	\$0.50	\$625	\$18,686	\$25,020
2 BR	1	960	60%	\$445	\$100	\$545	\$0.46	\$625	\$18,686	\$25,020
3 BR	18	1,166	60%	\$558	\$135	\$693	\$0.48	\$723	\$23,760	\$30,060
TOTAL	71									
*The Utility Allowances listed are from the HUD-92458 as reported by the developer.										
** Rent per Square foot is based on the collected rent.										
***Maximum income based on 1.5 per/BR rounded up to next whole number										

5. Project-Based Rental Assistance

The developer intends to use Project-Based Rental Assistance for this project.

6. Utility Allowances

The developer’s application states “The Rent Schedule HUD-92458 does not break out the utilities per line item. It only contains a total for all units. We have listed this combined total under the Heat Gas line item.” According to the developer the lump sum for tenant paid utilities compared to Georgia DCA’s Utility Allowance schedule is shown in the table below:

For purposes of this report, we have used the HUD-92458 Utility Allowance Schedule reported by the developer. The higher Georgia DCA schedule would in theory result in a higher minimum income to live in the community; however, the entire development is a Project Based Rental Assistance Section 8 community. Therefore, we are utilizing the HUD Schedule as reported by the developer.

Figure 4 : Utility Allowances – GA DCA Schedule

Utility	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>
Heat -- Natural Gas	\$25	\$32	\$40
Cooking -- Natural Gas	\$11	\$13	\$16
Hot Water -- Natural Gas	\$27	\$34	\$41
Air Cond. -- Electric	\$30	\$39	\$48
Other Lighting	\$21	\$27	\$33
Sewer	\$0	\$0	\$0
Water	\$0	\$0	\$0
Total Tenant-Paid UA	\$114	\$145	\$178
Source: GA DCA 2006 Utility Allowances, Southern Region			

Figure 5: HUD 92458 Utility Allowances Reported by Developer

	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>
Total	\$86	\$100	\$135

Figure 6: GA DCA/HUD PBRA Comparison

	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>
HUD-92458	\$86	\$100	\$135
GA DCA	\$114	\$145	\$178

7. Site Improvement & Amenities

The owner/applicant agrees to provide the following site improvements and site and unit amenities as part of the proposed renovation of the Bridge Creek Apartments.

Exterior and Community Improvements:

- New asphalt shingles on the roofs
- New hardi-plant siding to replace all non-brick surfaces
- All windows will be replaced with double pane vinyl windows
- New site sign
- New updated landscaping
- New Community Room
- New Laundry Room with 3 washer and dryer hookups
- Computer Center with internet access in the Community Room
- Fitness Center
- Gazebo area
- Covered community area with Barbeque grill
- Equipped Picnic Area with table seating 25
- Off-street Parking with 105 parking spaces
- Security lighting
- Convenient and multiple trash dumpsters
- Equipped Volleyball Court
- Freestanding Mail Pickup Shelter
- Equipped Playground

Interior Amenities and Improvements:

- Wood frame units covered with painted sheetrock walls
- Padded carpeting floors
- Vinyl flooring in kitchen and baths
- One and two-bedroom units have a single bath
- Three-bedroom units have a bath and a half
- Four-bedroom have 2 full baths
- New Refrigerator
- New Range and range hood
- New HVAC systems
- All electric cooling, lights and appliances
- Utility allowances supplied by HUD
- Water, Sewer and Trash Services included in rent
- New microwave ovens
- Garbage disposals
- Dishwashers
- Upgraded bathrooms
- All showerheads, toilets and sinks will be replaced with water conservation equipment;
- Every tub and tub surround will be replaced, repaired or resurfaced
- 6 units equipped for Mobility Impaired
- 2 unit equipped for Sight/Hearing Impaired

8. Projected Place-In-Service Date

The developer projects an acquisition date of March 1, 2007 and a place-in-service date of March 1, 2008 for the renovations.

9. Rehab Proposal

The Bridge Creek Apartments are normally fully occupied and they maintain a waiting list. Currently it has 100% occupancy and 8-10 names on the waiting list. The current contract rents are \$353 for the one-bedroom units; \$545 for the two-bedroom units; and \$693 for the three-bedroom units. With PBRA, the tenants do not pay the full contract amount. The listing above provides the extensive renovations planned to improve and upgrade the property.

C. SITE EVALUATION

1. Site Visit

FielderGroup Market Research visited the site for the proposed units on May 12th, 2006.

2. Site Physical Features

The site is surrounded by wooded areas or open land on all sides. To the north is an automobile mechanic and tire repair business; to the east is residential development; to the south is a mobile home park; and to the west is an automobile paint and body repair establishment.

Street and highway accessibility to the site are good. The site is located close to retail trade businesses, employers, local medical services and local churches. All of the most important support services are within a short 5 minute drive from the site.

There are no wetlands on the Site. The developer plans to protect the trees on the Site as shown on the conceptual site development plan.

Positive attributes of the site include the ease of access and the close proximity to services in Fitzgerald that will help the market demand for the units. There are no observable negative attributes to the site that would have an impact on the overall market demand.

3. Photographs



Bowens Highway looking west from the entrance of the site.



Commercial use directly west of the site.



Bowens Highway looking east from the entrance of the site.



Nursing home east of the site (in the background).



Commercial property across Bowens Highway north of the site.



Commercial property across Bowens Highway north of the site.



Bridge Creek Apartments



Bridge Creek Apartments



Bridge Creek Apartments



Bridge Creek Apartments



Bridge Creek Apartments



Bridge Creek Apartments



Bridge Creek Apartments playground.



Bush Avenue on east side of the site looking north.



Secondary entrance to the site off Bush Avenue.



Trailers immediately south of the site on Bush Avenue.

4. Site Location Map

Figure 7: Site Layout Plan

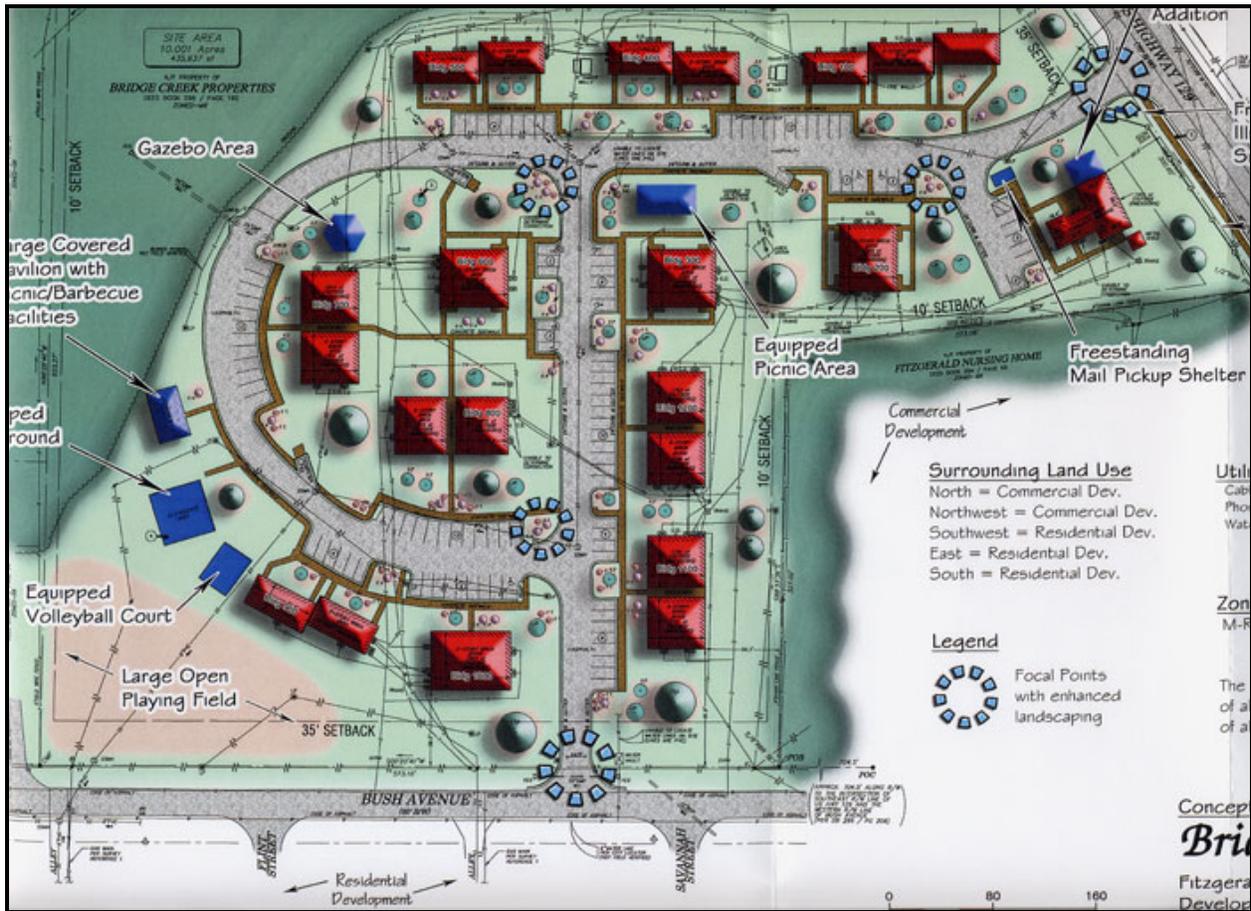


Figure 8 Site Location Map

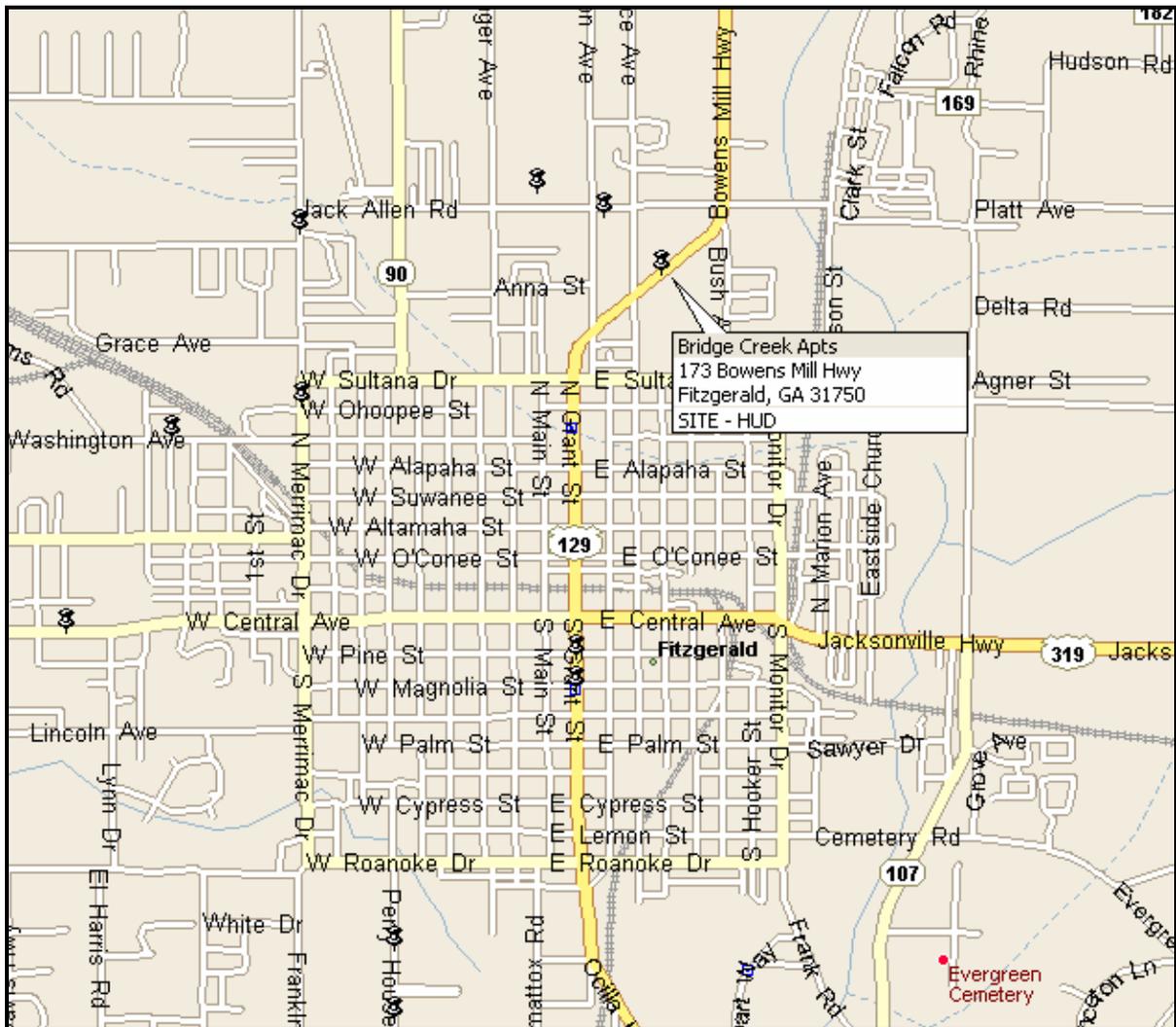


Figure 9 Ben Hill County Map



5. Neighborhood Services

The majority of the neighborhood services and amenities that will serve future tenants of the proposed Bridge Creek Apartments are located within one mile of the proposed site location.

a. Grocery Stores

Grocery stores in the area include: R & M Grocery is located at 215 East Sultana Drive just 0.3 of a mile from the site. Jerry's Grocery is located at 207 Ohoopsee Street is located just 0.4 of a mile from the site.

b. Retail Shopping

There are several retail shopping opportunities within close proximity to the proposed site location. The Five Store Plaza is located at 128 South Grant Street just 0.9 of a mile from the site. Wal-Mart is located at 129 South Industrial Drive, just 1.1 miles from the site where residents may be able to purchase nearly any item that they may need.

c. Emergency Services

The Fitzgerald Police is located at 111 Madison Avenue just 0.6 of a mile from the site. The Fitzgerald Fire Department is located at 315 East Pine Street, just 1.3 miles from the site.

d. Medical Services

The Dorminy Medical Center is located at 200 Perry House Road, 2 miles from the site and the Irwin County Hospital is located at 710 North Irwin Avenue, just 8.6 miles from the site.

There are several pharmacies in the area, including CVS Pharmacy is located at 816 Grant Street just 1.4 miles from the site and the Colony Discount Drug Store is located at 502 South Grant Street just 1.2 miles from site.

e. Post Office

The Fitzgerald Post Office is located at 124 North Main Street, just 0.8 of a mile from the site location.

f. Library

The Fitzgerald Ben Hill County Library is located at 123 North Main Street, just 0.8 of a mile from the site location.

g. Schools

The schools in the proposed site's education district are as follows: Ben Hill County Elementary School, located at 327 Dewey McGlamry Road just 1.1 miles from the site; Ben Hill County Middle School is located at 134 JC Hunter Road, just 2.7 miles from the site; and Ben Hill County High School is located at 509 Palm Street, just 1.3 miles from the site. All of the schools are within 2.7 miles of the site location.

h. Banks

The bank that is located closest to the proposed site is Colony Bank of Fitzgerald, located at Highway 129 South just 0.8 of a mile from the site. Planter's Bank is located at 212 East Central Avenue just 0.8 of a mile from the site.

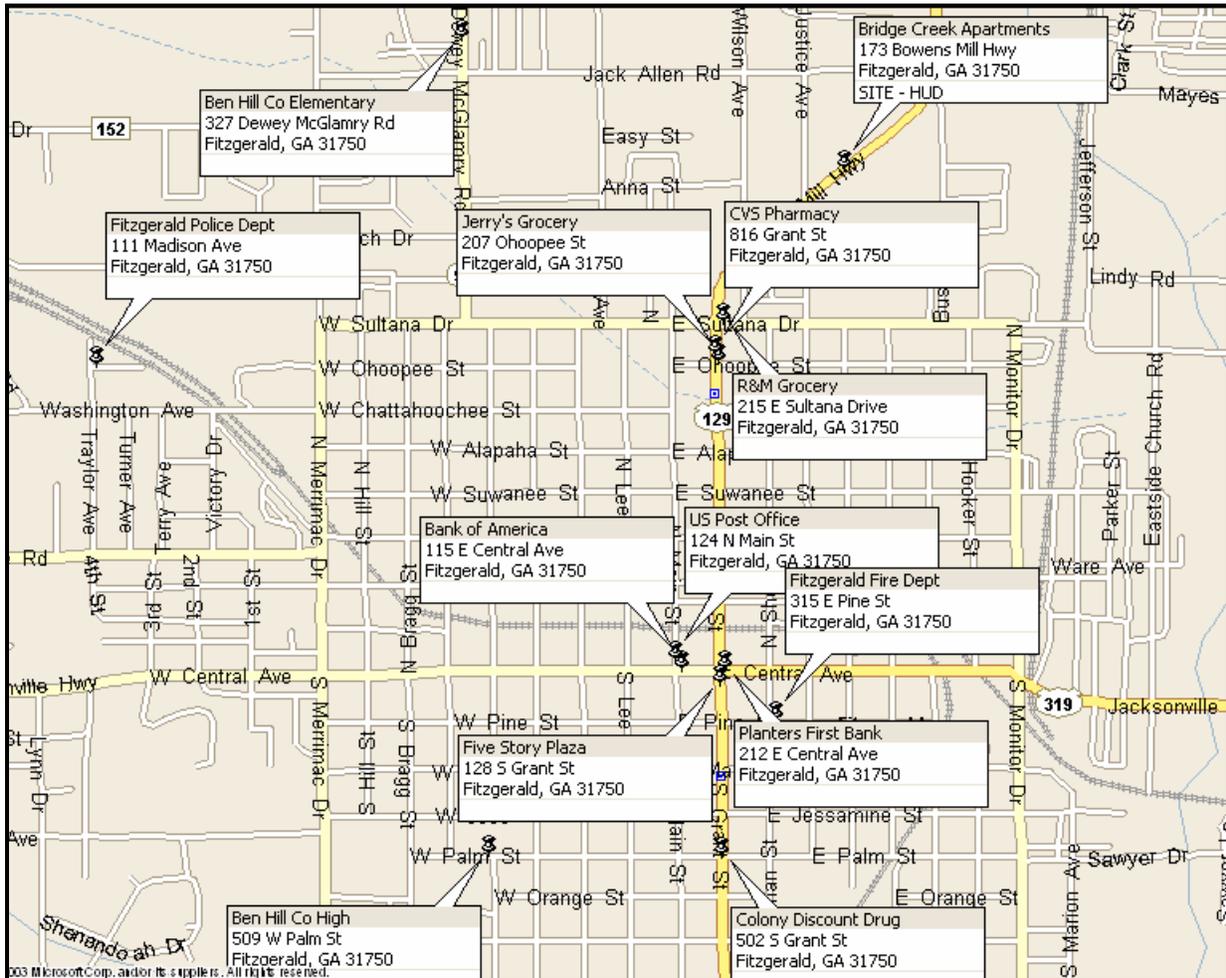
Figure 10: Table of Neighborhood Services

SERVICE	NAME	ADDRESS	DISTANCE
Police	Fitzgerald Police Dept	111 Madison Ave	0.8 mile
Fire	Fitzgerald Fire Dept	315 E Pine St	0.8 mile
Schools			
Elementary	Ben Hill Co Elementary	327 Dewey McGlamry Rd	1.1 miles
Middle	Ben Hill Co Middle	134 JC Hunter Rd	2.7 miles
High	Ben Hill Co High	509 W Palm St	1.3 miles
Pharmacies	Colony Discount Drug	502 S Grant St	1.2 miles
	CVS Pharmacy	816 Grant St	1.4 miles
Groceries	R&M Grocery	215 E Sultana Dr	0.3 miles
	Jerry's Grocery	207 E Choopee St	0.4 mile
Retail	Five Story Plaza	128 S Grant St	0.9 miles
	Wal-Mart	129 S Industrial Dr	1.1 miles
Library	Fitzgerald Ben Hill Co	123 N Main St	0.8 mile
US Post Office	Fitzgerald Post Office	124 N Main St	0.8 mile
Banks	Colony Bank	Hwy 129 S	0.8 mile
	Planters First Bank	212 E Central Ave	0.8 mile
Emergency	Dorminy Medical Ctr	200 Perry House Rd	2.0 miles
Hospital	Irwin County Hospital	710 N Irwin Ave	8.6 miles

i. Map of Neighborhood Services

A selection of the neighborhood services that will be available to the tenants of the proposed project are displayed in the map below.

Figure 11: Map of Neighborhood Services



6. Surrounding Land Uses

To the north is an automobile mechanic and tire repair business; to the east is residential development; to the south is a mobile home park and wooded area; and to the west is an automobile paint and body repair establishment.

The site is located near an established residential neighborhood in Fitzgerald. The large 10 acre site has a polygon shape that has a more or less rectangular shape and is relatively flat. Currently, the Bridge Creek Apartments are the improvements on the property. All public utilities are available to the site. The site is not located in a flood zone and is zoned for multifamily use. Zoning is not anticipated to be changed by the city.

All in all, the land uses around the site are mixed uses with single family residential, light commercial and general commercial. This is an established neighborhood that provides a grocery store; a primary, elementary and middle school; retail stores; banks; downtown shopping including city hall and the police and fire department; a medical center; churches; and a library. Most of the services are within 1 mile, but some are within 2.7 miles of the proposed site. The site has ease of access and transportation.

7. Map of Existing Low-Income Housing

The following map shows the existing low-income housing consisting of tax credit properties, rural development properties and public housing (even though it is not comparable to a tax credit property). A chart showing the distance in miles from the site follows the map.

Figure 12 Map of Existing Low Income Housing

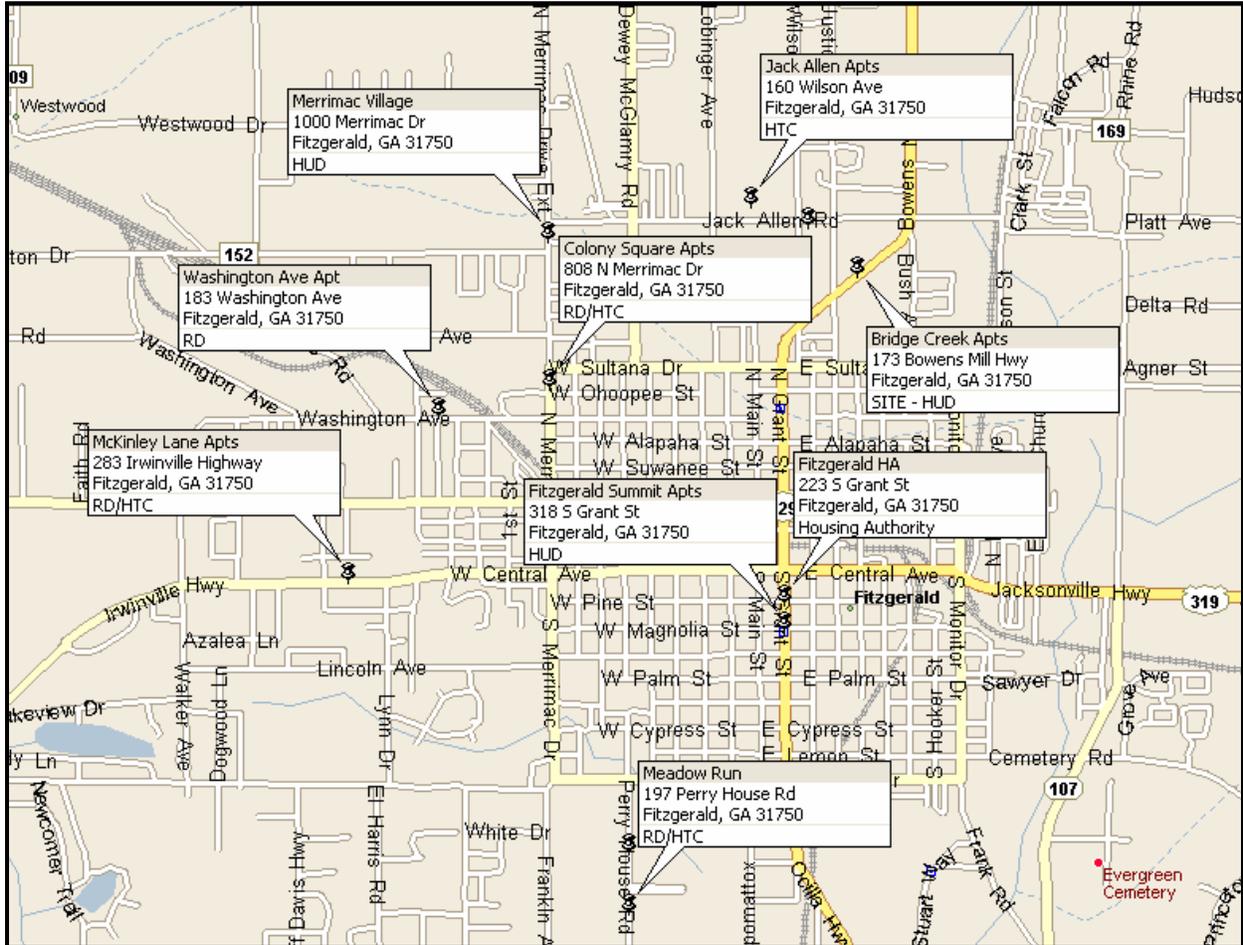


Figure 13 Apartment Listing – Fitzgerald, Georgia

Name	Address	City	ST	Zip	Distance
Colony Square Apts	808 N Merrimac Dr	Fitzgerald	GA	31750	1.2 miles
McKinley Lane Apts	283 Irwinville Highway	Fitzgerald	GA	31750	2.3 miles
Meadow Run	197 Perry House Rd	Fitzgerald	GA	31750	2.5 miles
Jack Allen Apts	160 Wilson Ave	Fitzgerald	GA	31750	0.8 mile
Meadow Run II	197 Perry House Rd	Fitzgerald	GA	31750	2.5 miles
Washington Ave Apt	183 Washington Ave	Fitzgerald	GA	31750	1.6 miles
Fitzgerald Summit Apts	318 S Grant St	Fitzgerald	GA	31750	1.2 miles
Merrimac Village	1000 Merrimac Dr	Fitzgerald	GA	31750	1.4 miles
South Grove Apts	157 Perry House Rd	Fitzgerald	GA	31750	2.4 miles
Fitzgerald HA	223 S Grant St	Fitzgerald	GA	31750	1.1 miles

8. Planned Infrastructure Improvements

On July 6, 2006, FielderGroup Market Research spoke with the David Walker, the Fitzgerald Public Works Director, who stated that “there are no road-improvement projects planned for the city, but that repaving is an on-going project.” He noted that the city is “getting ready to do a new city hall.” The “economy is pretty good. We are adding new housing and new affordable rentals. We are trying to get rid of the old, substandard housing as a part of the Big Redevelopment Program.”

Cam Jordan, Community Development Director stated that the city “is actively involved in affordable housing,” [and developing the community] “having renovated 26 buildings downtown, adding streetscapes, a new park and a new landscape.” The “airport is adding a new terminal in the next 3 to 4 years adding a 500 foot extension creating a 5,500 foot runway. Plus it will be a Glide/Slope runway that allows planes to legally fly in any weather conditions.”

9. Access and Site Visibility

The proposed site has ease of access and transportation. The site is located off 173 Bowens Mill Highway between the intersections with Jack Allen Road and Sultana Drive. Bowens Mill is US Highway 129, one of the major roads that leads to the center of town. The site’s layout is suitable with adequate parking of 1.5 spaces per unit or a total of 105 parking spaces. The site is buffered by a line of trees along the southern and western boundaries. The Jack Allen Apartments are located 0.8 of a mile to the northwest of the site, a Tax Credit development with 60 units for families. The Colony Square Apartments are located at 808 North Merrimac, just 1.2 miles to the west and slightly southwest of the Bridge Creek Apartments. The

subject Bridge Creek apartments are easily accessed from 173 Bowens Mill Highway and are clearly visible from US Highway 129.

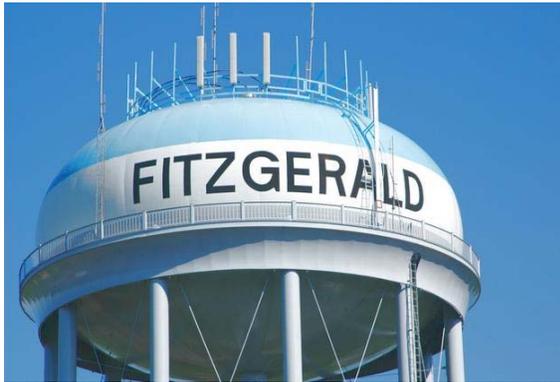
10. Concerns

There are no visible environmental or other concerns on the site.

11. Site Conclusions and Marketability

The site is well located in an area appropriate for use as a multifamily development. Access to services is good. The site is marketable.

12. Community Photos



Library



Post Office



Courthouse

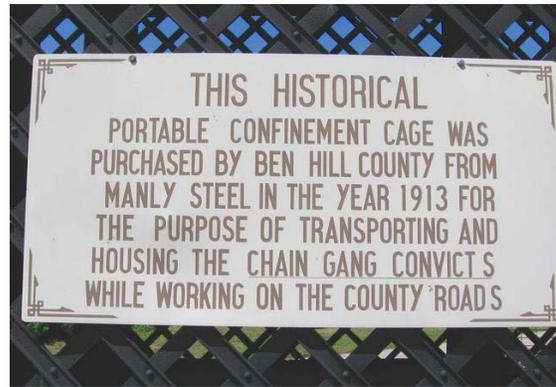


Blue & Gray Museum / Utility Offices





Board of Commissioners



Dorminy Masee House

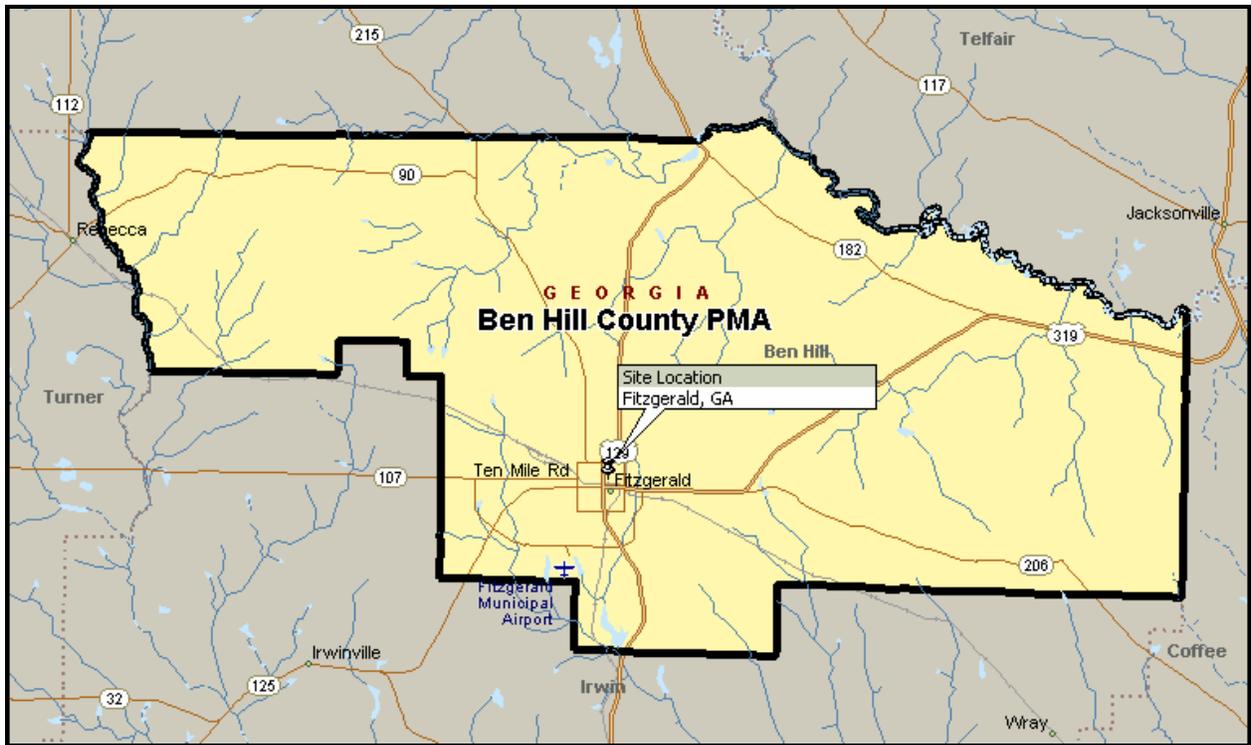


D. MARKET AREA

The Primary Market Area used in this report is Ben Hill County. Fitzgerald is located in central Ben Hill County and serves as the county seat in this old Georgia community. Fitzgerald draws from all the county and all surrounding census tracts. Therefore, the Primary Market Area includes the entire County. See the market area map on the following page.

The Primary Market Area is defined as “that geographical area from which 85% of potential renters are expected to be drawn.” The remainder of the potential renters will come from the Secondary Market Area. The gross demand from the PMA and the SMA will be accommodated by multiplying the demand in the PMA by 115% to compensate for the SMA demand.

Figure 14: Primary Market Area Map



E. COMMUNITY DEMOGRAPHIC DATA

1. Data Source and Availability

The primary data source used for the Community Demographic Data is ESRI Business Solutions (BIS). ESRI BIS combines demographics, consumer spending pattern data, and lifestyle segmentation with innovative mapping and analysis technology to form current-year estimates and five-year demographic projections. FielderGroup has utilized the 2005/ 2010 data from ESRI and the 2000 data from the U.S. Census. ESRI has indicated that the 2006 demographic projections will not be available until late summer. They were not ready at the time of publication.

2. Population Trends

a. Total Population

The population declined slightly between 2000 and 2005 in the Fitzgerald Primary Market Area. ESRI projects that the current population in the Fitzgerald PMA will continue to decrease by an additional -4.94% in the next five years to 7,932. See the table below.

Figure 15: Total Population

	2000	2005	2010
		<i>Estimate</i>	<i>Projected</i>
<i>Fitzgerald</i>			
Population	8,758	8,344	7,932
Change		-414	-412
Percent Change		-4.73%	-4.94%
2005 - 2010 Annual Rate			-1.01%
<i>Ben Hill County (PMA)</i>			
Population	17,484	16,882	16,117
Change		-602	-765
Percent Change		-3.44%	-4.53%
2005 - 2010 Annual Rate			-0.92%
<i>State of Georgia</i>			
Population	8,186,453	9,133,680	10,162,517
Change		947,227	1,028,837
Percent Change		11.57%	11.26%
2005 - 2010 Annual Rate			2.16%
Source: ESRI based on Census 2000 Data			
Calculations by FielderGroup			

b. Population by Age

The largest category by age of the population in the Fitzgerald Primary Market Area is between the ages of 45 to 54 years. However, the age categories of 15 to 24 years old and 25 to 34 years old each have 13.7% of the population. In addition 13.4% of the population is between the ages of 35 to 44 years of age. Most significantly, nearly 1/4th of the population age 55 or older and the beginning of the age category of the population that is eligible to live in the proposed senior apartments. See the table below.

Figure 16: Population by Age

		<u>Fitzgerald</u>	<u>Ben Hill County (PMA)</u>
<u>Total</u>		8,758	16,882
0 to 4	years	8.0%	7.5%
5 to 9	years	7.6%	6.8%
10 to 14	years	7.9%	7.2%
15 to 24	years	14.4%	13.7%
25 to 34	years	12.2%	13.7%
35 to 44	years	13.5%	13.4%
45 to 54	years	11.7%	13.8%
55 to 64	years	8.9%	10.5%
65 to 74	years	7.2%	6.7%
75 to 84	years	5.7%	4.6%
85+	years	2.9%	1.9%
18+	years	71.7%	74.2%
Age 55 years and Older:		24.70%	23.70%
Source:	ESRI		

3. Household Trends

a. Total Number of Households

The current number of households in the Fitzgerald Primary Market Area is shown below. The number of households in the Fitzgerald PMA in 2005 decreased slightly from the number in 2000. ESRI projects that the total number of households will continue to decrease slightly by an additional 0.79% annually in the next five years. The decrease in the number and percentage of new household growth means that the demand for new affordable rental housing will come from the other documented sources found in the remainder of this report such as existing demand and demand from substandard housing, to name some of the other sources for demand. See the table below.

Figure 17: Total Number of Households

	<u>Fitzgerald</u>	<u>Ben Hill County (PMA)</u>	<u>State of Georgia</u>
2000 Households	3,448	6,673	3,006,369
2005 Households	3,323	6,532	3,371,161
2010 Households	3,175	6,278	3,756,173
2005 - 2010 Annual Rate	-0.91%	-0.79%	2.19%
Source:	ESRI		

b. Average Household Size

The average household size in the Fitzgerald PMA is declining and is currently at 2.53 persons per household. The average household size in the State of Georgia is also decreasing and is currently at 2.64 persons per household. As household sizes decrease, the demand for more housing increases, including apartment units. This means that a stable household size has neither a positive nor a negative effect upon the demand for the proposed townhouse units. See the table below.

Figure 18: Average Household Size

	<u>Ben Hill County (PMA)</u>	<u>State of Georgia</u>
2000 Average Household Size	2.57	2.65
2005 Average Household Size	2.53	2.64
2010 Average Household Size	2.51	2.64
Source:	ESRI	

c. Housing Growth 2005-2010

The following table is used to determine the number of housing units in the Fitzgerald PMA for the developer's projected placed-in-service date. The developer has a projected acquisition date of March 1, 2007 and a placed-in-service date of March 1, 2008 for the Rehab. The number of renter occupied housing units projected for the Fitzgerald PMA in 2008 is 27.3% or nearly one-third. The percentage of renter households is used to determine the demand from New Household Growth in which the household growth between 2000 and the projected placed-in-service date is determined.

Figure 19: 2000-2010 Housing Units by Owner/Renter

	<u>Fitzgerald</u>	<u>Ben Hill County (PMA)</u>	<u>State of Georgia</u>
2000 Housing Units	3,968	7,623	3,281,737
Owner Occupied Housing Units	48.5%	58.4%	61.8%
Renter Occupied Housing Units	38.4%	29.2%	29.8%
Vacant Housing Units	13.1%	12.5%	8.4%
2005 Housing Units	3,868	7,541	3,746,894
Owner Occupied Housing Units	53.5%	59.3%	62.4%
Renter Occupied Housing Units	32.4%	27.3%	27.5%
Vacant Housing Units	14.1%	13.4%	10.0%
2010 Housing Units	3,767	7,372	4,211,234
Owner Occupied Housing Units	52.8%	58.4%	62.7%
Renter Occupied Housing Units	31.5%	26.8%	26.5%
Vacant Housing Units	15.7%	14.8%	10.8%

d. 2000 Tenure by Household Size – All Households

In the Primary Market Area, most of the households are two-person households; the next largest are the one-person households; followed by the three-person households. These figures indicate that the current housing to be renovated meets some of the household needs in the PMA. See the table below.

Figure 20: Tenure by Household Size – All Households

	<u>Fitzgerald</u>		<u>Ben Hill County (PMA)</u>	
Total	3,448		6,673	
1 Person Household	1096	31.8%	1,782	26.7%
2 Person Household	990	28.7%	2,082	31.2%
3 Person Household	576	16.7%	1,188	17.8%
4 Person Household	448	13.0%	941	14.1%
5 Person Household	193	5.6%	400	6.0%
6 Person Household	86	2.5%	173	2.6%
7+ Person Household	59	1.7%	107	1.6%
Source:	ESRI based on Census 2000			

e. Households by Household Income

The following table is used to determine the qualified income segments for the proposed project. Approximately one-third of the households in the area have an annual household income within the highest proposed income restriction, or \$32,280 (rounded up from 6 person limit) for four-bedroom units at 60% of the Area Median Income.

Figure 21: Households by Household Income

2000 Households by Income	Fitzgerald		Ben Hill Co. (PMA)		State of Georgia	
	Number	Percent	Number	Percent	Number	Percent
Household Income Base	3,506		6,677		3,007,678	
< \$15,000	1325	37.8%	1,903	28.5%	481,228	16.0%
\$15,000 - \$24,999	663	18.9%	1,229	18.4%	369,944	12.3%
\$25,000 - \$34,999	431	12.3%	921	13.8%	378,967	12.6%
\$35,000 - \$49,999	361	10.3%	861	12.9%	502,282	16.7%
\$50,000 - \$74,999	435	12.4%	1,008	15.1%	592,513	19.7%
\$75,000 - \$99,999	140	4.0%	427	6.4%	312,799	10.4%
\$100,000 - \$149,999	130	3.7%	294	4.4%	234,599	7.8%
\$150,000 - \$199,999	0	0.0%	13	0.2%	66,169	2.2%
\$200,000 +	21	0.6%	20	0.3%	72,184	2.4%
Average Household Income		\$32,194		\$36,550		\$56,612
2005 Households by Income						
Household Income Base	3,323		6,532		3,371,145	
< \$15,000	944	28.4%	1,613	24.7%	438,249	13.0%
\$15,000 - \$24,999	582	17.5%	1,084	16.6%	333,743	9.9%
\$25,000 - \$34,999	399	12.0%	830	12.7%	343,857	10.2%
\$35,000 - \$49,999	409	12.3%	856	13.1%	509,043	15.1%
\$50,000 - \$74,999	512	15.4%	1,045	16.0%	677,600	20.1%
\$75,000 - \$99,999	216	6.5%	509	7.8%	397,795	11.8%
\$100,000 - \$149,999	213	6.4%	496	7.6%	418,022	12.4%
\$150,000 - \$199,999	33	1.0%	59	0.9%	114,619	3.4%
\$200,000 +	17	0.5%	33	0.5%	134,846	4.0%
Average Household Income		\$40,620		\$43,473		\$70,913
2010 Households by Income						
Household Income Base	3,175		6,278		3,756,157	
< \$15,000	806	25.4%	1,375	21.9%	398,153	10.6%
\$15,000 - \$24,999	495	15.6%	917	14.6%	296,736	7.9%
\$25,000 - \$34,999	397	12.5%	747	11.9%	308,005	8.2%
\$35,000 - \$49,999	343	10.8%	791	12.6%	484,544	12.9%
\$50,000 - \$74,999	508	16.0%	1,011	16.1%	713,670	19.0%
\$75,000 - \$99,999	257	8.1%	584	9.3%	477,032	12.7%
\$100,000 - \$149,999	267	8.4%	653	10.4%	582,204	15.5%
\$150,000 - \$199,999	67	2.1%	138	2.2%	236,638	6.3%
\$200,000 +	38	1.2%	69	1.1%	255,419	6.8%
Average Household Income		\$47,859		\$51,487		\$90,320

f. Renter Households by Household Size

The largest category of the households by household size in the Fitzgerald PMA are one-person households with 34.13% of all renter households. This table is used to calculate the renter households by unit type in the following section.

Figure 22: Renter Households by Size

	Ben Hill County (PMA)	
	Households	Percent
Total	2,224	
1 Person Household	759	34.13%
2 Person Household	541	24.33%
3 Person Household	375	16.86%
4 Person Household	297	13.35%
5 Person Household	144	6.47%
6 Person Household	71	3.19%
7+ Person Household	37	1.66%
Source: QT-H2 Tenure & Household Size 2000 Census		

g. Rental Households by Unit Type

The majority of renter households in the Primary Market Area are one-bedroom households. Over 98% of the households are one to three-bedroom households in the Primary Market Area. The percentages of the household types have been calculated in accordance with the *Factors of Demand Methodology – The NCAHMA Standard Model* for family or non age restricted housing. This table is used to determine the demand by bedroom type for the proposed project. See the table below.

Figure 23: Renter Households by Unit Type

Persons per household	Ben Hill County (PMA)	
	Number	Percent
One-Bedroom (1 - 2 per HHs)	1,300	58.45%
Two-Bedroom (2 - 4 per HHs)	1,213	54.54%
Three-Bedroom (4 - 6 per HHs)	512	23.02%
4+ Bedroom (5 + per HHs)	252	11.33%
1 BR + 2 BR + 3 BR (1 - 6 per HHs)	2187	98.34%
Total Renter Households	2224	100.00%
Source: Based on 2000 Census, Calculations by FielderGroup in accordance with The NCAHMA Standard Model		

h. Substandard Housing

The following table shows the number and percentage of housing units that are defined as substandard in the Ben Hill County Primary Market Area (PMA). Included in this definition are housing units that lack complete plumbing and housing units that lack complete kitchens. In addition, overcrowded units are those that have more than 1.5 persons per room and these units are defined as substandard also. See the table below for the total number and percentage of substandard housing units in the PMA. This number and percentage are used in the final demand analysis.

Figure 23: Substandard Housing in PMA

		Ben Hill County (PMA)
Units that lack complete plumbing	37	1.66%
Units that lack complete kitchens	21	0.94%
Overcrowded units (% 1.5 occupants room +)	62	2.79%
Renter-occupied housing units	2,225	

4. Employment Trends

a. Employment by Industry

The largest employment industry sector in the Primary Market Area is the “Services” industry with over one-third of the workforce in the area.

Figure 24: Employment by Industry

	<u>Fitzgerald</u>		<u>Ben Hill County (PMA)</u>	
2005 Employed Population 16+ by Industry				
Total	3,199		6,592	
Agriculture/Mining	118	3.7%	323	4.9%
Construction	166	5.2%	389	5.9%
Manufacturing	845	26.4%	1,661	25.2%
Wholesale Trade	80	2.5%	204	3.1%
Retail Trade	326	10.2%	672	10.2%
Transportation/Utilities	205	6.4%	369	5.6%
Information	32	1.0%	66	1.0%
Finance/Insurance/Real Estate	90	2.8%	237	3.6%
Services	1,136	35.5%	2,281	34.6%
Public Administration	205	6.4%	389	5.9%
Source: ESRI				

b. Major Employers, Expansions, and Contractions

We spoke with Mr. Cam Jordan, the Community Development Director for the City of Fitzgerald, who stated that there are several new employers coming to the community. “A new modular plant is coming on line in September of 2006 and will add up to 200 new jobs. Two new RV plants will be opened up soon and one is ramped up and will add 170 jobs and the other will add 50 jobs right away and finally end up with 100 jobs.” Mr. Jordan stated that “The city is negotiating with a wood products pellet stove company that will work with existing wood companies in town. A metal recycling facility is opening on a 50 acre site that will have a car grinder that will add 30 new jobs. A second metal recycling plant has expanded.” As Mr. Jordan noted, “There are 35 to 40 industries in a small county of around 18,000 people. The job base is around ½ of the population indicating that people are working in the community and county who do not live here.” They do not have enough housing, what Mr. Jordan calls “workforce housing.” “The city needs more workforce housing like the new tax credit units. He added that the Jack Allen tax credit apartments are the nicest apartments in the city.” The city is pleased with the oversight that the tax credit programs provides to its apartments and is actively involved in affordable housing.

Some of the largest employers in Fitzgerald are Wal-Mart, Delphi, Dorminy Medical Center, Deep South Products, UAW and CSX Transportation, to name a few. Each of these companies employs between 250 and 500 employees. Their product or service is shown in the table below. This table also indicates how far it is from the company to the proposed site. As shown, CSX Transportation is located the closest to the site.

The close proximity of employment options provides a beneficial impact upon the proposed affordable family “workforce housing” units.

Figure 25: Table of Major Employers

NAME	ADDRESS	PRODUCT	# Workers	DISTANCE
Wal-Mart	129 S Industrial Dr	Retailer	250-499	1.1 miles
Delphi Corp	342 Perry House Road	Auto Parts	250-499	2.5 miles
Dorminy Medical Center	200 Perry House Road	Medical Services	250-499	2.0 miles
Deep South Products	255 Jacksonville Hwy	Prepared Foods	250-499	1.6 miles
UAW	245 Benjamin H Hill Dr W	Auto Union	250-499	2.5 miles
CSX Transportation	196 Shop Road	Railroad	250-499	1.6 mile
Coachmen Industries	142 Benjamin H Hill Dr W	RV manufacturer	100-249	2.4 miles
Southern Veneer Products	240 Peachtree Road	Plywood	100-249	2.7 miles
Pace American Georgia	223 Rip Wiley Road	Trailer Mfr.	100-249	2.3 miles
Haulmark Industries Inc	122 Glenn Bass Road	Trailer distributors	100-249	2.9 miles
Ben Hill Co. Commissioners	402 E Pine St	Government	100-249	0.9 mile
Gilman Building Products	173 Peachtree Road	Paper and Pulp	100-249	3.5 miles
Walmart	120 Benjamin Hill Dr	Retailer	100-249	2.4 miles
Gilman Building Products	173 Peachtree Road	Paper and Pulp	100-249	3.5 miles
Fitzgerald Administrator	116 N Johnston St	Government	100-249	0.9 mile
Modern Dispersions	302 Edward Road	Plastics	100-249	3.4 miles
Ben Hill County Schools	509 W Palm St	Education	100-249	1.3 miles
East Central Technical College	677 Perry House Road	Education	100-249	3.1 miles
Lowell Packing Company	Highway 129	Meat & Poultry	100-240	0.8 mile
Life Care Center	176 Lincoln Avenue	Medical Services	100-249	1.8 miles
Fitzgerald Railcar Service	222 Rip Wiley Road	Rail Freight	50-99	2.3 miles
Elixir Industries	243 Washington Ave	Steel Mills	50-99	1.5 miles
Source:	Department of Labor, Georgia			

c. Unemployment Trends

The total civilian labor force in Ben Hill County for May 2006 was 8,362 of which 7,902 were employed and 460 were unemployed. In the past five years, the unemployment rate in Ben Hill County has fluctuated. According to the Georgia Department of Labor, the employment in the past 5 years reached its lowest point in 2003 and has been increasing slightly ever since. Likewise, the unemployment reached its highest point in 2003 and has been declining since. See the table below.

Figure 26: Ben Hill County Labor: Employed and Unemployment Rate

Year	Employed	Unemployment Rate
2000	7,778	4.7
2001	7,400	5.2
2002	7,365	5.6
2003	7,113	6.8
2004	7,356	4.9
2005	7,781	5.8
May-06	7,902	5.5
Source: Georgia Labor Market Explorer-LMS		

e. Georgia Snapshots

The following is from: <http://www.dca.state.ga.us/Snapshots/p3.asp?County=Ben%20Hill>.

- In the year 2000, the average weekly wage for all the employment sectors in the county was \$461. This amount was less than the statewide average of \$622.
- In Ben Hill County, Manufacturing is the largest employment sector providing 48.3% of the jobs. The other predominant employment sectors are Services and Retail trade. Statewide, the service industry is the largest employment sector, contributing 25.6% of the state's jobs.
- Between 1996 and 2000, Ben Hill County's annual unemployment rate was higher than the state's rate, averaging 6.3% compared with the state's average of 4.2%. Nationally, the unemployment rate for the same period averaged 4.8%.
- The county per capita personal income in 1999 was \$22,537, as compared with \$27,324 for Georgia and \$28,546 for the United States.
- Ben Hill County's median household income in 1997 was \$26,126. This amount was less than the state's median household income of \$36,372 in that same year. Nationally, the median household income in 1999 was \$37,005.
- During 1997, 21.2% of the county's population lived below the poverty level, compared with Georgia's rate of 14.7% and the national rate of 13.3%. In addition, 30.7% of the children under the age of 18 lived below the poverty level in Ben Hill County. Nationally, 19.9% of the population under the age of 18 years lived below the level of poverty.
- Residents of Ben Hill County received total government transfer payments amounting to \$4,439 per capita in 1999, compared with \$3,302 per capita statewide. Transfer payments include retirement and disability insurance benefit payments, medical benefits, unemployment insurance benefits, and veteran's benefits payments.
- According to the Georgia Department of Revenue's Net Property and Utility Digest, Ben Hill County's assessed property value amounted to \$257.9 million in 1999, resulting in a per capita assessed property value of \$14,741. At the state level, per capita assessed property value in 1999 equaled \$24,462.

f. Employment Conclusions

Site Selection Magazine ranks Georgia's business climate third best in the nation in its November 2005 issue, up from number seven last year and number twelve in 2003. Georgia has taken aggressive steps to market Georgia's business assets to the world. In addition, Georgia's business climate was ranked number two in a survey of corporate site seekers across the country, which comprises 50 percent of the Site Selection's total score. The other 50 percent of the annual business climate rankings is determined by the states' performance in the company's new plant database, which tracks new and expanded business facility activity. Bert Brantley, Office of Communications, Georgia Department of Economic Development (404-962-4830) (<http://www.georgia.org/PressCenter/NewsItems/Business>) (Accessed July 3, 2006).

As of November 2005, Georgia had announced 436 new economic development projects that resulted in 31,975 new jobs and \$5,664 million in investment. New legislation and aggressive international marketing have seen an increasing amount of new business attracted to the state by its outstanding logistics for trade. Companies like Home Depot, Bass Pro Shops, Best Buy, Target, Solo Cup, IKEA and many others have chosen Georgia's logistics corridors for their new distribution operations. The logistics corridors includes the highway and rail systems, Hartsfield-Jackson Atlanta International Airport, the deepwater ports and inland barge terminals. The state is also attracting new bioscience companies with the state's new \$3 million seed capital fund. New tourism destinations like the Georgia Aquarium, the expanded High Museum and Atlantic Station, and the Jepson Center for the Arts in Savannah, have increased Georgia's tourism. Other internationally acclaimed sporting events draw tourists from around the world. Bert Brantley, Office of Communications, Georgia Department of Economic Development (404-962-4830) (<http://www.georgia.org/PressCenter/NewsItems/Business>).

In addition, women in Georgia are starting businesses at a record rate, according to the US Census Bureau, growing by 35 percent between 1997 and 2002 – more than any other state in the nation except Nevada. Bert Brantley, Office of Communications, Georgia Department of Economic Development (404-962-4830) (<http://www.georgia.org/PressCenter/NewsItems/Business>) (accessed July 3, 2006).

The Georgia Department of Economic Development (GDEcD) helped 182 companies in 2005 to either expand or locate facilities in the state, compared to 151 companies it worked with in 2004 – a 20.5% increase. The announced projects mean 15,902 new jobs for Georgians – an

increase of more than 35% from last year. The new jobs will also bring in \$2.68 billion in investments, a 30% increase from 2004. Bert Brantley, Office of Communications, Georgia Department of Economic Development (404-962-4830)

(<http://www.georgia.org/PressCenter/NewsItems/Business>) (accessed July 3, 2006).

The Georgia Department of Labor has reported that the employment in Ben Hill County increased in 2004 from the low of 2003, with increases in 9 of the 10 reported NAICS titles: Agriculture, Forestry, Fishing and Hunting; Construction; Manufacturing; Wholesale Trade; Retail; Transportation and Warehousing; Information; (not Finance and Insurance); Real Estate and Rental and Leasing; and Professionals, Scientific, and Technical Services. The business growth rate in the same 10 NAICS titles increased in 5 categories (Wholesale Trade; Retail; Information; Finance and Insurance; and Real Estate and Rental and Leasing) and 2 remained stable in the categories of Agriculture, Forestry, Fishing and Hunting; and Professional, Scientific, and Technical Services. With the population growth projections and stable employment rate projections for the State of Georgia, it is likely that the employment and economy of Ben Hill County will remain stable and grow, if not as quickly as the state. See Georgia Department of Labor (<http://explorer.dol.state.ga.us/mis/industryAnalysis/county/naics>) (accessed July 3, 2006).

Fitzgerald is the center of trade and services for the county. The downtown remains active. The diverse employers help stabilize the community's economy. Overall, the economy in Ben Hill County appears to be stable and growing in parts slightly, and the project should be positively affected by future economic trends.

F. PROJECT-SPECIFIC DEMAND ANALYSIS

1. Income Restrictions

a. LIHTC Rent and Income Limits

The Area Median Income, established by the Department of Housing and Urban Development (HUD) for Ben Hill County in 2006 is \$38,100. This Area Median Income (AMI) is used to determine the rent and income limits for Low-Income Housing Tax Credit Projects. For the purposes of this project, the rent and income limits for the one, two, three and four-bedroom units at 60% of the Area Median Income are utilized. See the table below.

Figure 28: 2006 LIHTC Rent and Income Limits – Ben Hill County

MEDIAN INCOME:		\$38,100				
Family Size	Unit Size		50% Median	50% Rent	60% Median	60% Rent
1 Person	Efficiencies	1 Person	\$16,200	\$405.00	\$19,440	\$486.00
1.5 Person	One Bedroom		\$17,375	\$434.00	\$20,850	\$521.00
2 Person		2 Person	\$18,550		\$22,260	
3 Person	Two Bedroom	3 Person	\$20,850	\$521.00	\$25,020	\$625.00
4 Person		4 Person	\$23,200		\$27,840	
4.5 Person	Three Bedroom		\$24,125	\$603.00	\$28,950	\$723.00
5 Person		5 Person	\$25,050		\$30,060	
6 Person	Four Bedroom	6 Person	\$26,900	\$672.00	\$32,280	\$807.00

Source: State Agency & Calculations by FielderGroup

b. Qualified Income Segments

There is a qualified income segment established for each unit type and income level for the proposed renovated Bridge Creek Apartments. The calculation of the qualified income segments is based on the *Households by Household Income* table in the *Community Demographics* section of this report. There are two qualified income segments for the one-bedroom and two-bedroom units.

The qualified income segment for the one-bedroom units at 60% AMI begins at the minimum income of \$15,051 and closes at the income limit for one-bedroom units at 60% AMI, or \$22,260.

The qualified income segment for the two-bedroom units at 60% AMI begins at the minimum income of \$18,686 and closes at the income limit for two-bedroom units at 60% AMI, or \$25,020.

The qualified income segment for the three-bedroom units at 60% AMI begins at the minimum income of \$23,760 and closes at the income limit for three-bedroom units at 60% AMI, or \$30,060.

The qualified income segments are calculated for each unit type and income restriction in order to meet the *GA DCA Market Study Guidelines*. The income segments in the following table are first divided by unit type and then by income level.

Figure 29: Qualified Income Segments

	Ben Hill County (PMA)
<i>ONE-BEDROOM UNITS</i>	
Min Income Required to Pay Rent (35%)	\$15,051
LIHTC Income Limit at 60% AMI	\$22,260
Qualified Income Segment	18.53%
<i>TWO-BEDROOM UNITS</i>	
Min Income Required to Pay Rent (35%)	\$18,686
LIHTC Income Limit at 60% AMI	\$25,020
Qualified Income Segment	9.96%
<i>THREE-BEDROOM UNITS</i>	
Min Income Required to Pay Rent (35%)	\$23,760
LIHTC Income Limit at 60% AMI	\$30,060
Qualified Income Segment	9.67%
<i>TOTAL MARKET SEGMENT</i>	
Minimum income required to pay rent:	\$15,051
LIHTC AMI upper limit for Three BR 60%:	\$30,060
Qualified Income Segment (% of market for total project):	22.95%
Source: Calculations by FielderGroup	

2. Affordability

a. Gross Rent as a Percentage of Household Income

In the Fitzgerald Primary Market Area, 29.79% of the renter households use 35% or more of their household income toward rent. These households are considered overburdened by their rent payment according to the *GA DCA Market Study Guidelines*. The percentage of rent overburdened households is used to calculate the demand from existing households.

Figure 30: Gross Rent as a Percentage of Household Income

Ben Hill County (PMA)		
	Total Units	
Less than 10%	202	9.24%
10 - 14%	237	10.85%
15 - 19%	205	9.38%
20 - 24%	180	8.24%
25 - 29%	221	10.11%
30 - 34%	128	5.86%
35 - 39%	98	4.49%
40 - 49%	136	6.22%
50 percent or more	417	19.08%
Not Computed	361	16.52%
Total	2,185	100.00%
35% or More	651	29.79%

Source: 2000 Census, Calc. by FielderGroup

3. **Demand**

In the following demand section, the demand from new households and existing households are first determined and then reduced by unit type and income level.

a. **Demand from New Households**

The demand from new household growth is calculated by determining the new household growth from the 2000 Census to the projected for March 1, 2007 for the Acquisition and March 1, 2008 for the Rehab. Between 2000 and 2005, there is no new household growth projected for the PMA. This table shows, however, that 27.3% of these households are renter households. If there were new household demand for the number of units from new household growth, that demand would then be reduced by the demand for that unit type and income level. In this case, there is no new household demand to reduce. Housing demand is generated from other sources documented in the following demand calculations.

Figure 31: Demand from New Households

2000 Households		6,673
2005 Households		6,532
New Household Growth		-141
Renter %	27.3%	-38
Sub-Total Demand From New HH Growth		-38

b. Rent Overburdened and Substandard Households

The number of rent overburdened and substandard households is shown in the table below. This table calculates the number of households that must pay more than 35% of their adjusted gross income for rent (rent overburdened households) and those that lack complete plumbing or complete kitchens (substandard households) that prevents them from living a life that meets the minimum standards for safe and decent housing. The demand from existing households is based on the percentage of households in the Primary Market Area that are rent overburdened or substandard households. The demand from existing households begins with the total number of renter households for the projected placed-in-service date (Line C). The number of renter households is then reduced by the percentage that are rent overburdened, resulting in the demand for the number of households shown in the table below, and increased by the percentage that are substandard, resulting in an indiscriminate demand for the number of households shown below. Combining the rent overburdened and substandard households yields a subtotal demand of 647 renter households from existing households before being reduced by unit type and income level.

Figure 32: Demand from Existing Households

		Primary Market Area	
A.	2005 Household Estimate		6,532
B.	Renter %	27.3%	
C.	Subtotal Renter Households		1,783
D.	Rent-Overburdened Households	29.79%	531
E.	Substandard Households		
	Lack complete plumbing	1.66%	30
	Lack complete kitchen	0.94%	17
	Overcrowded units (% 1.5 occupants per room +)	3.90%	70
H.	Subtotal Demand From Overburdened & Substandard Renter HHS		647
	Calculations by FielderGroup		

4. Demand by Unit Type

In this table, the demand from new household growth and the demand from existing households are combined and split into bedroom type. In the Fitzgerald PMA, while there is no demand from new household growth, there is a demand for the number of one-bedroom, two-bedroom, three-bedroom and four-bedroom units from existing households, or a total demand for the number shown below for one, two, three and four-bedroom units before reduction by income level.

Figure 33: Demand by Unit Type

		Demand From New HH Growth	Demand from Substandard Housing	Demand From Rent Overburdened	Sub-Total PMA Demand	Secondary Market Demand (15%)	Total PMA + Secondary Market Demand
Total Renter Households	100.00%	-38	116	531	609	91	700
One-Bedroom Households	58.45%	-23	68	311	356	53	409
Two-Bedroom Households	54.54%	-21	63	290	332	50	382
Three-Bedroom Households	23.02%	-9	27	122	140	21	161
4+ Bedroom Households	11.33%	-4	13	60	69	10	79
Source: Based on 2000 Census, Calculations by FielderGroup							

a. Final Demand by Unit Type and Income Level

The table on the following page displays the final demand for each unit type proposed. It should be noted that the methodology shown herein below is based on a tenant's minimum income necessary to be able to pay rent and utilities *without rental assistance* and based on the ratio of 35% of the tenant's income for housing costs. For instance, the one bedroom income band is based on a minimum tenant of \$15,051 to pay rent and utilities resulting in an income band of 18.53% qualified tenants. However, this project will have Project Based Rental Assistance (PBRA) available for all tenants. In actuality, the income bands shown below are not applicable to this project because of the availability of PBRA. For instance, a one bedroom tenant might have an income of \$5,000 per year instead of the calculated \$15,051 per year. Nevertheless, the analysis provided in this report is based on Georgia DCA's Market Study Manual requirements which require that "analysts should assume no family households are able to pay more than 35% of gross income towards total housing expenses." The following discussion is based on an analysis of the market without the availability of Project Based Rental Assistance.

The table below displays the final demand for each type proposed without rental assistance. There is a final demand for 76 one-bedroom units in the combined PMA and SMA at the 60J% AMI; 38 two-bedroom units; and 16 three-bedroom units in the combined PMA and SMA at the 60% AMI. See the tables on the following pages.

Figure 34: Final Demand (without PBRA) by Unit Type and Income Level

		Demand From New HH Growth	Demand from Substandard Housing	Demand From Rent Overburdened	Sub-Total PMA Demand	Secondary Market Demand (15%)	Total PMA + Secondary Market Demand
ONE-BEDROOM UNITS		-23	68	311	356	53	409
Min Income Required to Pay Rent (35%)	\$15,051						
LIHTC Income Limit at 60% AMI	\$22,260						
Qualified Income Segment	18.53%	-4	13	58	66	10	76
TWO-BEDROOM UNITS		-21	63	290	332	50	382
Min Income Required to Pay Rent (35%)	\$18,686						
LIHTC Income Limit at 60% AMI	\$25,020						
Qualified Income Segment	9.96%	-2	6	29	33	5	38
THREE-BEDROOM UNITS		-9	27	122	140	21	161
Min Income Required to Pay Rent (35%)	\$23,760						
LIHTC Income Limit at 60% AMI	\$30,060						
Qualified Income Segment	9.67%	-1	3	12	14	2	16

b. Net Demand by Unit Type and Income Level

Once the demand is segmented by unit type and qualified income segments, the net demand for each bedroom size is calculated based upon the demand calculation guidelines provided by the Georgia Department of Community Affairs, as shown in the tables below. The net demand for each unit size, one-bedroom, two-bedroom and three-bedroom is provided in separate tables shown below and in the tables that follow thereafter that reflect the Final Demand Table provided above.

Figure 35: One Bedroom Net Demand

	One-Bedroom 60% AMI (\$15,051 - \$22,260)
Percentage of Households (for unit type)	58.45%
Income Band	18.53%
Demand From New Household Growth	-4
Plus	
Demand from Existing Renter Households--Substandard Households	13
Plus	
Demand from Existing Renter Households--Rent Overburdened	58
Plus	
Secondary Market Adjustment @ 15%	10
Equals	
Total Demand	76
Less	
Supply of directly comparable housing units built and/ or awarded in the project market between 1999 and the present	0
Equals	
Net Demand	76
Calculations by FielderGroup	
Table format from GA DCA	

NOTE: This table is based on the demand without rental assistance.

Figure 36: Two Bedroom Net Demand

	Two-Bedroom 60% AMI (\$18,686 - \$25,020)
Percentage of Households (for unit type)	54.25%
Income Band	9.96%
Demand From New Household Growth	-2
Plus	
Demand from Existing Renter Households-- Substandard Households	6
Plus	
Demand from Existing Renter Households--Rent Overburdened	29
Plus	
Secondary Market Adjustment @ 15%	5
Equals	
Total Demand	38
Less	
Supply of directly comparable housing units built and/ or awarded in the project market between 1999 and the present	0
Equals	
Net Demand	38
Calculations by FielderGroup	
Table format from GA DCA	

NOTE: This table is based on the demand without rental assistance.

Figure 37: Three-Bedroom Net Demand

	Three-Bedroom 60% AMI (\$23,760 - \$30,060)
Percentage of Households (for unit type)	23.02%
Income Band	9.67%
Demand From New Household Growth	-1
Plus	
Demand from Existing Renter Households--Substandard Households	3
Plus	
Demand from Existing Renter Households--Rent Overburdened	12
Plus	
Secondary Market Adjustment @ 15%	2
Equals	
Total Demand	16
Less	
Supply of directly comparable housing units built and/ or awarded in the project market between 1999 and the present	0
Equals	
Net Demand	16
Calculations by FielderGroup	
Table format from GA DCA	

NOTE: This table is based on the demand without rental assistance.

c. Capture Rates by Unit Size and Income Level

Once the net demand is segmented by unit type and qualified income segments, normally the capture rate for each bedroom size is calculated based upon the demand calculation guidelines provided by the Georgia Department of Community Affairs, as shown in the tables below. However, in the case of developments with Project Based Rental Assistance (PBRA), the GA DCA requires that these units **not** be used in determining project demand. The GA DCA states that PBRA units that are “priced 30% lower than [sic] the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.” (See 2006 Market Study Manual, DCA Office of Affordable Housing, OHA Manual H Market Study Manual, Section 4, page 10 of 19). In the case of the proposed renovation of the HUD Bridge Creek Apartments, 71 of the 71 units to be acquired and renovated, or 100% of the subject units, have PBRA. Therefore, there is no capture rate to calculate and the capture rate is irrelevant to this inquiry.

However, for illustrative purposes only, we have provided the following table that shows the capture rates of the 71 units with PBRA by unit type and income level as if they did not have PBRA to show what the capture rates would be for each unit type and income level, even though each of the units is priced 30% lower than the average market rent for the bedroom type in any income segment.

The hypothetical capture rate for each unit size, one-bedroom, two-bedroom and three-bedroom is provided in the table shown below for illustrative purposes only.

Figure 38: Capture Rates- (For Illustrative Purposes Only -100% PBRA)

<u>One-Bedroom Units</u>	
One-Bedroom Units Proposed at 60% AMI	20
One-Bedroom Units at 60% AMI in demand	76
Capture Rate	26.38%
<u>Two-Bedroom Units</u>	
Two-Bedroom Units Proposed at 60% AMI	33
Two-Bedroom Units at 60% AMI in demand	38
Capture Rate	86.76%
<u>Three-Bedroom Units</u>	
Three-Bedroom Units Proposed at 60% AMI	18
Three-Bedroom Units at 60% AMI in Demand	16
Capture Rate	115.48%
<u>Project Capture Rate</u>	
Total Number of Units Proposed	71
Total Number of 1, 2 & 3-Bedroom Units in Demand	129
Project Capture Rate	54.85%

5. Net Demand and Capture Rates

The Bridge Creek Apartments utilize PBRA for each of the 71 affordable family rental housing apartments. Therefore, under the GA DCA guidelines, it is not necessary to calculate the capture rates for each unit type and income segment. However, we have done so for illustrative purposes only. The Bridge Creek Apartments use PBRA for 100% of its units and, therefore, the rents are priced 30% lower than the average market rent for the bedroom type in any income segment. However, that said, the following shows what the net demand for each unit type and income segment would be if there were no PBRA. It is hypothetical only and provided for illustrative purposes only as if the development did not have PBRA, but as know, it does have 100% PBRA.

In the Primary Market Area, there is a net demand for 76 one-bedroom rental units at the 60% AMI; a net demand for 38 two-bedroom units at 60% AMI; and a net demand for 16 three-bedroom units at the 60% AMI. The developer is proposing to renovate 20 one-bedroom units; 33 two-bedroom units and 18 three-bedroom units at the 60% AMI level. Therefore, the capture rate for the one-bedroom units is 26.38%; the capture rate for the two-bedroom 60% AMI units is 84.13%; and the capture rate for the three-bedroom units, then, is 115.48%. Overall, the project capture rate, if it did not have the 100% PBRA that it does have, would be 54.85%. Under the GA DCA, project capture rates in rural counties less than 35% are considered acceptable. While this capture rate is higher than that considered acceptable by the GA DCA, it is only a hypothetical calculation and shows that if the development did not have 100% Project Based Rental Assistance (PBRA), it would have an unacceptable demand for its units. Therefore, given the 100% PBRA, the development is assumed to be fully marketable and able to be leased readily. As a result of the PBRA, there should be no cause for concern going forward with the acquisition and renovation of the existing Bridge Creek Apartments.

Figure 39: Capture Rates – (For Illustrative Purposes Only) – 100% PBRA

Unit Size	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Median Market Rent	Proposed Rents
1 BR	60% AMI	20	76	0	76	26.38%	1 - 3 mos	\$482	\$353
2 BR	60% AMI	32	38	0	38	84.13%	1 - 3 mos	\$526	\$445
2 BR	60% AMI	1	38	0	38	84.13%	1 - 3 mos	\$526	\$445
2BR Total	60% AMI	33	38	0	38	86.76%	1 - 3 mos	\$526	
3 BR	60% AMI	18	16	0	16	115.48%	1 - 3 mos	\$565	\$558
Proposed Project Capture Rate LIHTC Units					54.85%				
Proposed Project Capture Rate Market Rate Units					N/A				
Proposed Project Capture Rate ALL Units					54.85%				
Proposed Project Stabilization Period					1 - 3 mos				

a. Comparability Analysis Charts

There is only one known, market-rate, family apartment development in Fitzgerald that could be used as a comparable. Therefore, the rent comparability analysis in this report used the market rate rents of the subsidized apartments on the market. While there are reputed to be several single family homes on the rental market, none of these single-family rental housing units are comparable to the proposed apartment development with the most modern amenities available in the community (outside of the one, new tax credit apartment development known as the Jack Allen Apartments).

The proposed renovation of the Bridge Creek Apartments will provide 20 one-bedroom units, 33 two-bedroom units; and 18 three-bedroom units. A HUD Rent Comparability Grid has been prepared for each unit size in the subject. A brief discussion of each comparable in the Grid for each unit type follows.

The one-bedroom rent comparability grid provided shows Jack Allen Apartments (HTC); McKinley Lane Apartments (RD/HTC); Washington Avenue (RD); and Bridge Creek Apartments (HUD) as the comparables. Even though each of the selected comparables is a subsidized unit, the market rate rent for each of these selected comparables is used to estimate the market rents in Fitzgerald.

The two-bedroom rent comparability grid provided shows the same apartments and adds the Colony Square Apartments (RD/HTC), as shown on the two-bedroom rent comparability grid.

The three-bedroom rent comparability grid provided shows the same apartments as the one-bedroom apartment grid without the Colony Square Apartments, as shown on the three-bedroom rent comparability grid.

The estimated market rents for the one, two and three-bedroom units are shown on each grid. As shown, the proposed rents for the renovated units are competitive.

b. Capture Rates

The Bridge Creek Apartments utilize PBRA for each of the 71 affordable family rental housing apartments. Therefore, under the GA DCA guidelines, it is not necessary to calculate the capture rates for each unit type and income segment.

Georgia Department of Community Affairs (DCA) Market Study Manual states, “Units that are subsidized with PBRA [Project Based Rental Assistance...will not be used in determining project demand. These units, if priced 30% lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.”

The developer’s application represents that all of the units are receiving and will continue to receive PBRA. Therefore, because all of the units receive PBRA and because all of the proposed to-be-renovated units are leasing at an effective rate, based on income, priced 30% lower than the average market rate, all units are “assumed to be leasable” under DCA Market Study guidelines. *The proposed to-be-renovated project with PBRA assistance has an effective capture rate of “0%.”*

c. Capture Rate Analysis without PBRA

Georgia Department of Community Affairs (DCA) Market Study Manual also states that “[t]he analyst will initially assume all units are to be vacant and adjustment will be made based on the Tenant Relocation Spreadsheet.” Furthermore, “[t]enants who are income qualified to remain in the property at the proposed stabilized renovated rents will be deducted from the property unit count prior to determining the applicable capture rates.” Once again, because all of the existing tenants are qualified through the existing PBRA to “remain in the property at the proposed stabilized renovated rents,” the effective capture rate is 0%. However, for illustrative purposes only, we have provided an analysis of capture rates *without rental assistance*. These capture rates and corresponding tables in this report assume that all tenants will be able to pay the rent and utilities based on 35% of their income.

The overall project capture rate *without PBRA* for the proposed Bridge Creek Apartments is 54.85%, well above the acceptable capture rate of 35%.

The overall capture rate *without PBRA* for the one-bedroom units proposed is 26.38%.

The overall capture rate *without PBRA* for the two-bedroom units proposed is 84.13%.

The overall capture rate *without PBRA* for the three-bedroom units proposed is 86.76%.

Therefore, given the 100% PBRA, the development is assumed to be fully marketable and able to be leased readily. There should be no cause for concern going forward with the acquisition and renovation of the existing Bridge Creek Apartments.

d. Stabilization Rates

Considering the GA DCA guidelines, each of the PBRA rental units in the Bridge Creek Apartments are assumed to be readily marketable, because they are priced 30% lower than the average market rent for the bedroom type in any income segment. No capture rate needed to be calculated. The units are currently occupied with tenants who are expected to fill the newly renovated units quickly. The existing tenants who will benefit from the PBRA and be able to qualify for the income restricted units. Therefore, occupancy is expected to be achieved swiftly. Considering multiple factors, such as the high occupancy in all units and the waiting lists, the average turnover rates and the absence of rent specials offered in any of the existing rental units, it is projected that the units will lease up and achieve a 93% or greater stabilization within 1 to 3 months, particularly since the units are occupied at this time and will attract more occupants quickly as the units are acquired and rehabilitated. It will be important that all of the professional management practices planned are adopted and executed.

6. Capture Rate Net of Newly Constructed Units

Georgia DCA Market Study Manual requires that the “supply of comparable developments awarded and/or constructed from 1999 to the present” be deducted from the demand for new units in each income band. “Comparable units are defined as those units that are of similar size and configuration and provide housing to a similar tenant population.” Jack Allen Apartments, a 60 unit one, two and three bedroom Housing Tax Credit community was built in 2004 and clearly falls within the time period specified by DCA’s Manual. Furthermore, Jack Allen’s rents are similar to the proposed to-be-renovated Merrimac Village’s post-renovation rents. However, Bridge Creek Apartments is a deeply subsidized apartment community with Project Based Rental Assistance available for all units. Jack Allen Apartment’s rents are restricted by the Housing Tax Credit criteria but not deeply subsidized by PBRA. Therefore, because of the availability of the PBRA the effective rent differential between the two properties is greater than 10%. Accordingly, the two properties serve a much different tenant population. This information was also confirmed by visiting both sites and observing the tenant populations of each property. Accordingly, the Jack Allen Apartments have not been deducted from the overall demand components as shown on the tables above. However, if deducted, from the overall demand, the resulting capture rate would escalate to over 102% as shown by the following table:

<i>Project Capture Rate</i>	
Total Number of 1, 2 & 3-Bedroom Units in Demand	129
Less Jack Allen Apts.	-60
Sub-Total Demand	69
Total Number of Units Proposed	71
Project Capture Rate	102.90%

G. COMPARABLE RENTAL DEVELOPMENTS ANALYSIS

1. Comparable Property Profiles

a. Comparable Properties Overview

FielderGroup Market Research surveyed the existing rental housing in the Fitzgerald market area. There are a few multifamily rental apartment developments offering one, two and three-bedroom rentals. The proposed renovation of the Bridge Creek Apartments will provide 71 Low-Income Housing Tax Credit (LIHTC) units for families. The survey revealed that there are only a few LIHTC developments in the market area. Some of the existing tax credit developments operate under the Rural Housing Services (RHS) Section 515 program. One of the tax credit developments serves senior householders. There are approximately three HUD developments and one provides housing for seniors. There is only one known market rate apartment in Fitzgerald that provides rental housing for families.

b. Comparable Properties Narrative

The market rate rents are determined using the standard HUD rent comparability form. The following family apartments are included in this comparison: Jack Allen Apartments (HTC); McKinley Lane Apartments (RD/HTC); Washington Avenue (RD); Merrimac Village Apartments and Colony Square Apartments (RD/HTC) as the comparables. Each of these apartments is rent subsidized. Two of the other apartments are designed for senior households and are not comparable with the proposed family apartments in Merrimac Village.

There are no known competing developments under construction at this time. There is one proposed project for a new senior tax credit development that will not compete with the proposed renovation of the family apartments. Another proposed renovation of the Merrimac Village Apartments, a family apartment development, is planned. The other proposed renovation of a fully occupied apartment complex does not conflict with this occupied family apartment complex. Each family apartment complex has 100% PBRA and is readily marketable.

A map showing the comparable rental properties is included.

The rental units were selected as comparable properties, because of their similar size and design of the rental units or because they were the only rental housing units available on the market. Details of amenities and costs were obtained from the property manager or owner of each rental housing unit. They are briefly reviewed on the following pages.

Project Name:	Jack Allen Apartments	Age:	2004
Address:	160 Wilson Avenue	Financing:	HTC
City, State:	Fitzgerald, GA	Manager:	Kathy Nothstein
Telephone:	229-426-7403	Occupancy:	98.33%



JACK ALLEN APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
8	1BR	1BA	600	0	\$150-\$350	
26	2BR	1.5BA	933	1	\$174-\$425	
<u>26</u>	3BR	2BA	1,100-1,200	<u>0</u>	\$192-\$475	
60				1		

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input checked="" type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input checked="" type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input checked="" type="checkbox"/>	Ceiling Fan	<input checked="" type="checkbox"/>	Garbage Disposal	<input checked="" type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input checked="" type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Fitness Center
<input type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input checked="" type="checkbox"/>	Playground/Tot Lot
<input type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input checked="" type="checkbox"/>	Gazebos/Grills
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony			<input checked="" type="checkbox"/>	Park/Picnic Area

Remarks: Pest control is also included in the rent. These are the newest and nicest apartments in Fitzgerald. There is a waiting list with several names for all income levels: 20%, 50% and 60% AMI. Residents work in the area. Opened in early 2005 and were full before the end of the year.

Project Name:	Colony Square Apartments	Age:	1975/1990s
Address:	808 N Merrimac Drive	Financing:	RD/HTC
City, State:	Fitzgerald GA	Manager:	Tara King
Telephone:	229-423-2647	Occupancy:	87.50%



COLONY SQUARE APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
20	2BR	2BA	NA	2	\$330-\$455	
<u>4</u>	3BR	2BA	NA	<u>1</u>	\$345-\$477	
24				3		

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input checked="" type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Security Lights
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input checked="" type="checkbox"/>	Playground/Tot Lot
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input checked="" type="checkbox"/>	Parking
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony/Patio			<input type="checkbox"/>	Park/Picnic Area

Remarks: There is a waiting list that will be used to fill the current vacancies. The manager stated that the units generally stay fully occupied.

Project Name:	McKinley Lane	Age:	1989
Address:	283 Irwinville Highway	Financing:	RD
City, State:	Fitzgerald GA	Manager:	Rita Hudson
Telephone:	229-423-3319	Occupancy:	81.25%



McKINLEY LANE APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
14	1BR	1	650 (est)	NA	\$315-\$479	
34	2BR	1	900 (est)	NA	\$355-\$519	
48				9		

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input checked="" type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Parking
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	Playground/Tot Lot
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input checked="" type="checkbox"/>	Security Lighting
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony/Patio			<input checked="" type="checkbox"/>	Park/Picnic Area

Remarks: There are no utility allowances, because Section 8 pays the Basic income and their income requires them to pay utilities.

Project Name:	Washington Avenue Apartments	Age:	1982
Address:	183 Washington Avenue	Financing:	RD
City, State:	Fitzgerald GA	Manager:	Kathy Begley
Telephone:	229-423-7608	Occupancy:	100%



WASHINGTON AVENUE APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
8	1BR	1BA	700	0	\$315-\$433	
30	2BR	1BA	900	0	\$347-\$525	
<u>2</u>	3BR	1BA	NA	<u>0</u>	\$558-\$693	
40				0		

UTILITIES IN RENT		IN-UNIT AMENITIES		APPLIANCES		PROJECT AMENITIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input type="checkbox"/>	Clubhouse
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Parking
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	Playground/Tot Lot
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input checked="" type="checkbox"/>	Security Lighting
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony			<input type="checkbox"/>	Park/Picnic Area

Remarks:

Project Name:	Merrimac Village Apartments	Age:	
Address:	1000 Merrimac Drive	Financing:	HUD
City, State:	Fitzgerald GA	Manager:	Karen Griffin
Telephone:	229-423-9577	Occupancy:	96%



MERRIMAC VILLAGE APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
6	1BR	1BA	700 (est)	2	\$379	
24	2BR	1BA	900 (est)	0	\$451	
16	3BR	2BA	NA	0	\$504	
4	4BR	2BA	NA	0	\$570	

UTILITIES IN RENT		IN-UNIT AMENITIES		APPLIANCES		PROJECT AMENITIES	
<input checked="" type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input checked="" type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input type="checkbox"/>	Community Room
<input checked="" type="checkbox"/>	Hot Water	<input type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input checked="" type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input checked="" type="checkbox"/>	Cable	<input checked="" type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Parking
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	Playground/Tot Lot
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input checked="" type="checkbox"/>	Lighting
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony/Patio			<input type="checkbox"/>	Park/Picnic Area

Remarks: Hot water heaters.

c. Surveyed Properties

The following section reviews the multifamily properties in Fitzgerald in addition to the comparable family apartments reviewed above that were included in the survey of apartments to determine those that are comparable to the proposed renovation. However, information on all subsidized low-income developments is provided as required and information on all properties within two (2) miles of the subject property is included as required.

The Fitzgerald market, according to local managers is good. The occupancy rate of the tax credit apartments is 98% and the one market rate apartment has 100% occupancy. The remaining subsidized units have an occupancy rate of nearly 94%. The rentals in Fitzgerald have generally high occupancy rates and maintain waiting lists, indicating a continuing need for rental housing.

There are 2 renovations of existing subsidized multifamily projects now proposed in Fitzgerald, but there are no known senior apartments under development or proposed in Fitzgerald at this time to our knowledge.

A separate page with information about each surveyed multifamily development is provided (except the senior apartments profiled above). This section concludes with a discussion of issues such as how each complex compares with the subject property in terms of such things as total units, mix, rents, occupancy, location, and other factors. This discussion compares the proposed rental rates with the rental range of comparable projects in the primary and secondary market areas.

A map showing the comparable projects and each of the surveyed multifamily properties in relation to the subject property is included.

d. HUD Section 8 Housing Choice Vouchers or Certificates

According to Ms. Kristie Shepler, Rental Assistance Processor with the Georgia Department of Community Affairs, (912-285-6280), there are 51 Housing Choice Vouchers or Certificates under contract in Ben Hill County and 32 households are on the waiting list. On July 11, 2006, 15 households had been issued a voucher and were searching for suitable housing to use the voucher. The subject to be renovated has 100% PBRA and will not use any of the housing choice vouchers issued in the county.

Project Name:	Meadow Run Apartments I	Age:	1989
Address:	197 Perry House Road	Financing:	RD/HTC
City, State:	Fitzgerald GA	Manager:	Joyce McMillan
Telephone:	229-423-9660	Occupancy:	100%



MEADOW RUN I APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
48	1BR	1BA	600	0	\$250	
8	2BR	1BA	750	0	\$265	
56				0		

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input checked="" type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input checked="" type="checkbox"/>	Parking
<input type="checkbox"/>	Cable	<input checked="" type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Security Lighting
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	Playground/Tot Lot
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input type="checkbox"/>	Tennis Courts
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony/Patio			<input checked="" type="checkbox"/>	Park/Picnic Area

Remarks: These units stay full.

Project Name:	Meadow Run Apartments II	Age:	1996
Address:	197 Perry House Road	Financing:	RD
City, State:	Fitzgerald GA	Manager:	Joyce McMillan
Telephone:	229-423-9660	Occupancy:	100%



MEADOW RUN II APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
40	1BR	1BA	600	0	\$270	
4	2BR	1BA	750	0	\$285	

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input checked="" type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input checked="" type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Parking
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input checked="" type="checkbox"/>	Security Lighting
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input type="checkbox"/>	Tennis Courts
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony/Patio			<input checked="" type="checkbox"/>	Park/Picnic Area

Remarks:

Project Name:	Fitzgerald Summit Apartments	Age:	1976
Address:	318 S Grant Street	Financing:	HUD
City, State:	Fitzgerald GA	Manager:	Ambling Management
Telephone:	229-423-5707	Occupancy:	90.48%



FITZGERALD SUMMIT APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
83	1BR	1BA	750	0	\$570	
1	2BR	1BA	NA	0	\$641	

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input checked="" type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input checked="" type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input checked="" type="checkbox"/>	Parking
<input checked="" type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	Playground/Tot Lot
<input checked="" type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input checked="" type="checkbox"/>	Security Lighting
<input checked="" type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Patio/Balcony			<input checked="" type="checkbox"/>	Park/Picnic Area

Remarks: These are senior units.

Project Name:	South Grove Apartments	Age:	1986
Address:	157 Perry House Road	Financing:	Private
City, State:	Fitzgerald GA	Manager:	Sandy
Telephone:	229-423-7997	Occupancy:	100%



SOUTH GROVE APARTMENTS

# UNITS	UNIT TYPE	# BATHS	SQ. FT.	VACANT	RENT	DEPOSIT
36	2BR	2BA	700	0	\$325	

UTILITIES IN RENT		IN-UNIT AMENTIES		APPLIANCES		PROJECT AMENTIES	
<input type="checkbox"/>	Electricity	<input checked="" type="checkbox"/>	Air Conditioning	<input checked="" type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	Office
<input type="checkbox"/>	Heat	<input type="checkbox"/>	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input type="checkbox"/>	Community Room
<input type="checkbox"/>	Hot Water	<input checked="" type="checkbox"/>	Carpet	<input checked="" type="checkbox"/>	Dishwasher	<input type="checkbox"/>	Laundry Room
<input type="checkbox"/>	Cooking	<input type="checkbox"/>	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	Computer Room
<input type="checkbox"/>	Cable	<input type="checkbox"/>	Washer-Dry Hookup	<input type="checkbox"/>	Washer/Dryer	<input type="checkbox"/>	Parking
<input type="checkbox"/>	Water	<input type="checkbox"/>	Furniture Furnished	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	Playground/Tot Lot
<input type="checkbox"/>	Sewer	<input type="checkbox"/>	Security Alarm in Apt.			<input type="checkbox"/>	Security Lighting
<input type="checkbox"/>	Trash	<input checked="" type="checkbox"/>	Balcony/Patio			<input type="checkbox"/>	Park/Picnic Area

Remarks: All electric.

2. Comparable Properties Tables

Figure 40: Apartment List

No.	Project Name	Street	City	State	Zip	Manager	Phone
01	Jack Allen Apts	160 Wilson Ave	Fitzgerald	GA	31750	Kathy Nothstein	229-423-7400
02	Meadow Run Apts	197 Perry House Rd	Fitzgerald	GA	31750	Joyce McMillan	229-423-9660
03	Colony Square Apts	808 N Merrimac Dr	Fitzgerald	GA	31750	Tara King	229-423-2647
04	McKinley Lane Apts	283 Irwinville Hwy	Fitzgerald	GA	31750	Rita Hudson	229-423-3319
05	Washington Ave Apts	183 Washington Ave	Fitzgerald	GA	31750	Kathy Begley	229-423-7608
06	Merrimac Village Apts	1000 Merrimac Dr	Fitzgerald	GA	31750	Karen Griffin	229-423-9577
07	Fitzgerald Summit Apt	318 S Grant St	Fitzgerald	GA	31750	Ambling Management	229-423-5707
08	South Grove Apts	157 Perry House Rd	Fitzgerald	GA	31750	Sandy	229-423-7997

Figure 41: Apartment Profiles

No.	Project Name	Studio	1 BR	2 BR	3 BR	4 BR	Total Units	Occ'cy %	# Occ'd	Condition	Age	Fin.	Asst.
01	Jack Allen Apts		8	26	26		60	98.33%	59	Good	2004	HTC	HUD Sec 8
02	Meadow Run Apts		88	12			100	100.00%	100	Good	1989/1996	RD/HTC	HUD Sec 8
03	Colony Square Apts			20	4		24	87.50%	21	Good	1975/1990	RD/HTC	HUD Sec 8
04	McKinley Lane Apts		14	34			48	81.25%	39	Good	1989	RD	RA/Sec 8
05	Washington Ave		8	30	2		40	100.00%	40	Good	1982	RD	RA/Sec 8
06	Merrimac Village		6	24	16	4	50	96.00%	48	Good	0	HUD	HUD Sec 8
07	Fitzgerald Summit Apts		83	1			84	90.48%	76	Good	1976	HUD	HUD Sec 8
08	South Grove Apts			36			36	100.00%	36	Good	1986	Private	None
	Subtotal HTC		96	58	30	0	184	97.83%	180				
	Subtotal Market		0	36	0	0	36	100.00%	36				
	Subtotal Other		111	89	18	4	222	91.44%	203				

Figure 42: Rent Report

No.	Project Name	Studio		1 BR		2 BR		3 BR		4 BR		Occ %	Tenant	Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High				
01	Jack Allen Apts			\$150	\$250	\$174	\$425	\$192	\$475			98.33%	Family	2004	HTC
02	Meadow Run Apts			\$250	\$270	\$265	\$285					100.00%	SR/HC/Dis	1989/1996	RD/HTC
03	Colony Square Apts					\$330	\$455	\$345	\$477			87.50%	Family	1975/1990	RD/HTC
04	McKinley Lane Apts			\$315	\$479	\$355	\$519					81.25%	Family	1989	RD
05	Washington Ave Apts			\$315	\$433	\$347	\$525	\$388	\$564			100.00%	Family	1982	RD
06	Merrimac Village Apts			\$379		\$451		\$504		\$570		96.00%	Family		HUD
07	Fitzgerald Summit Apts				\$570							90.48%	SR/HC/Dis	1976	HUD
08	South Grove Apts					\$325						100.00%	Family	1986	Private
	Average HTC Rents			\$200	\$260	\$256	\$388	\$192	\$475	\$0	\$0				
	Average MKT Rents			\$0	\$0	\$325	\$0	\$0	\$0	\$0	\$0				

Figure 43: Square Feet Report

No.	Project Name	Studio		1 BR		2 BR		3 BR		4 BR		Occ %	Tenant	Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High				
01	Jack Allen Apts			600		933		1100	1200			98.33%	Family	2004	HTC
02	Meadow Run Apts											100.00%	SR/HC/Dis	1989/1996	RD/HTC
03	Colony Square Apts											87.50%	Family	1975/1990	RD/HTC
04	McKinley Lane Apts			650		900						81.25%	Family	1989	RD
05	Washington Ave Apts			700		900						100.00%	Family	1982	RD
06	Merrimac Village Apts			700		900						96.00%	Family		HUD
07	Fitzgerald Summit Apts			750								90.48%	SR/HC/Dis	1976	HUD
08	South Grove Apts											100.00%	Family	1986	Private
	HTC SF Averages			600		933		1100	1200						
	Other subsidized Avg			700		900									

Figure 44: Amenities

		Range	Refrigerator	Garbage Disposal	Dishwasher	Central Air	Washer/Dryer Hookup	Carpet/tile	Window Coverings	Patio/Balcony/Decks	Laundry	Community Room	Computer Room	Extra Storage	Playground	Off Street Parking	Swimming Pool	Security Lighting	Pest Control	Sewer Water Trash	Fitness Center	Picnic/Barbeque Grills	Other Utilities	Other Services	Pets Allowed
No.	Project Name																								
01	Jack Allen Apts	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
02	Meadow Run Apts	✓	✓			✓	✓	✓	✓	✓	✓	✓	•	✓	•	✓		✓	✓			✓		•	
03	Colony Square Apts	✓	✓			✓	✓	✓	✓	✓	✓		•	•	✓	✓		✓	✓	✓		•		•	
04	McKinley Lane Apts	✓	✓			✓	•	✓	✓	✓	✓		•		•	✓	•	✓		✓		•		•	
05	Washington Ave Apts	✓	✓		•	✓	•	✓	✓	✓	✓		•	•	•	✓		✓		✓		•		•	
06	Merrimac Village Apts	✓	✓			✓	✓	•	✓	✓			•	•	•	✓		✓		✓		•		•	
07	Fitzgerald Summit Apts	✓	✓	•		✓		✓	✓	✓	✓					✓		✓		✓		✓			
09	South Grove Apts	✓	✓		✓	✓	✓	✓	✓	✓						✓		✓		✓					

3. Comparable Properties Discussion

This section provides the discussion of issues such as how each complex compares with the subject property in terms of such things as total units, mix, rents, occupancy, location, and other factors. This discussion compares the proposed rental rates with the rental range of comparable projects in the primary and secondary market areas.

The subject property is a renovation of 71 family households with incomes at the 60% AMI. There are one, two and three-bedroom units. The one-bedroom units provide 585 square feet; 32 of the two-bedroom units provide 891 square feet; 1 two-bedroom unit has 960 square feet; and the 18 three-bedroom units provide 1,166 square feet. The size of the proposed renovated one-bedroom units is comparable to the existing tax credit one-bedroom units contained in the Jack Allen Apartments. In addition, the proposed newly renovated two and three-bedroom units are comparable to the estimated average of the other subsidized apartment housing units on the market. However, the newly renovated units offer many more amenities for much less rent with the PBRA than any of the existing subsidized or market rate units on the market. The amenities are more similar to those found in the Jack Allen Apartments, the newest and nicest apartments on the market.

The list of amenities is extensive and found in the earlier sections of this report. Briefly, they are summarized as follows:

Exterior and Community Improvements:

- New asphalt shingles on the roofs
- New hardi-plant siding to replace all non-brick surfaces
- All windows will be replaced with double pane vinyl windows
- New site sign
- New updated landscaping
- New Community Center Addition
- New Laundry Room with 3 washer and dryer hookups added to existing office building
- Computer Center with internet access in the Community Room
- Fitness Center
- Gazebo area
- Covered community area with Barbeque grill
- Equipped Picnic Area with table seating 25
- Off-street Parking with 72 parking spaces
- Security lighting
- Convenient and multiple trash dumpsters
- Equipped Volleyball Court

- Freestanding Mail Pickup Shelter
- Equipped Playground

Interior Amenities and Improvements:

- Wood frame units covered with painted sheetrock walls
- Padded carpeting floors
- Vinyl flooring in kitchen and baths
- One and two-bedroom units have a single bath
- Three-bedroom units have a bath and a half
- Four-bedroom have 2 full baths
- New Refrigerator
- New Range and range hood
- New Central heat and air conditioning
- All electric cooling, lights and appliances
- Utility allowances supplied by HUD
- Water, Sewer and Trash Services included in rent
- New microwave ovens
- Garbage disposals
- Dishwashers
- Upgraded bathrooms
- All showerheads, toilets and sinks will be replaced with water conservation equipment;
- Every tub and tub surround will be replaced, repaired or resurfaced
- 6 units equipped for Mobility Impaired
- 2 unit equipped for Sight/Hearing Impaired

These are generous amenities for apartments in Fitzgerald (or any community). The newest tax credit property in town, Jack Allen Apartments, offers amenities similar to the proposed renovated units. It was new construction on the market. However, none of the other government subsidized apartments offer as many amenities as the proposed renovation of the family units in the subject

The tax credit rental housing units in Fitzgerald have a high occupancy rate of over 97.83%. The Rural Development units and other subsidized units have an occupancy rate of 91.44% and the market rate units have an occupancy rate of 100%. The subsidized apartments maintain waiting lists and generally remain fully occupied year round, according to the managers that we spoke with.

a. Unit Rent Comparison

The apartments in Fitzgerald are primarily subsidized. The HUD Rent Comparability is used to determine the estimated market rents for each unit type. We have used subsidized apartments, but used their market rate rents to determine the estimated market rate rent for each unit type in the PMA. The HUD form 92273 is used to calculate the estimated rents. We have included the Rent Comparability Grid for each bedroom type in the proposed renovation. The following pages provide the Rent Comparability Grids for the one-bedroom units, the two-bedroom units and the three-bedroom units.

The market rate rents are determined using the standard HUD rent comparability form. The following apartments are included in this comparison: Jack Allen Apartments, McKinley Lane, Washington Avenue Apartments, Merrimac Village Apartments and Colony Square Apartments. Each rental development that is considered as a comparable is reviewed below. There are no known competing developments under construction at this time. A map showing the comparable rental properties is included above.

The one, two and three-bedroom family rental units were selected as comparable properties, because of their similar size and design of the rental units or because they were the only rental housing units available on the market. Details of amenities and costs were obtained from the property manager or owner of each rental housing unit. The Rent Comparability Grids per Unit Type are found on the following pages.

b. Rent Comparability Grid – 1BR

Rent Comparability Grid

Unit Type → **1BR**

Subject's FHA #:

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Bridge Creek Apts		Jack Allen Apts		McKinley Lane		Washington Ave		Merrimac Village		Name	
173 BOWENS MILL HWY		160 Wilson Ave		283 Irwinville Hwy		183 Washington		1000 Merrimac Dr		Address	
Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill		City Co	
Data		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
A. Rents Charged		\$350		\$479		\$433		\$379			
1 \$ Last Rent / Restricted?											
2 Date Last Leased (mo/yr)		Jul-06		Jul-06		Jul-06		Jul-06			
3 Rent Concessions		None		None		None		None			
4 Occupancy for Unit Type		100%		81%		100%		96%			
5 Effective Rent & Rent/sq. ft		\$350	0.5833	\$479	0.74	\$433	0.62	\$379	0.59		
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
Design, Location, Condition		Data		Data		Data		Data		Data	
6 Structure / Stories	3	2		2		2		2			
7 Yr. Built/Yr. Renovated	1983/08	2004	\$4	1989	\$19	1982	\$26	1984	\$24		
8 Condition / Street Appeal	Fair/Good	Good		Good		Good		Fair/Good			
9 Neighborhood	Average	Average		Average		Average		Average			
10 Same Market? Miles to Subj		0.6 miles		1.6 miles		0.7 miles		1.4 miles			
Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
11 # Bedrooms	1	1		1		1		1		0	
12 # Baths	1	1		1		1		1		0	
13 Unit Interior Sq. Ft. (est)	700	600	\$4	650	\$19	700	\$26	640	\$20		
14 Balcony/ Patio	B/P	B/P		B/P		B/P		B/P			
15 AC: Central/ Wall	ACC	ACC		ACC		ACC		ACC			
16 Range/ refrigerator	R/R	R/R		R/R		R/R		R/R			
17 Microwave/ Dishwasher	Y/Y	N/D	\$5	N/N	\$10	N/N	\$10	N/N	\$10		
18 Washer/Dryer	HU	HU/L		N	\$10	N	\$10	HU			
19 Floor Coverings	C/T	C/T		C/T		C/T		N	\$5		
20 Window Coverings	WC	WC		WC		WC		WC			
21 Cable/ Satellite/Internet	C/N/I	C/N/I		C/N/N	\$5	C/N/N	\$5	C/N/N	\$5		
22 Special Features	Y	Y		N	\$10	N	\$10	Y			
23											
Site Equipment/ Amenities		Data		Data		Data		Data		Data	
24 Parking (\$ Fee)	Y	Y		Y		Y		Y			
25 Extra Storage	N	Y	(\$10)	N		N		Y	(\$10)		
26 Security (lighting)	Y	Y		Y		Y		Y			
27 Clubhouse/ Meeting Rooms	Y	Y		N	\$10	N	\$10	Y			
28 Pool/ Recreation Areas	Y	Y		N	\$10	N	\$10	Y			
29 Business Ctr / Nbhd Netwk	Y	N	\$10	N	\$10	N	\$10	N	\$10		
30 Service Coordination	N	N		N		N		N			
31 Non-shelter Services	N	Y	(\$10)	N		N		N			
32 Neighborhood Networks	N	N		N		N		N			
Utilities		Data		Data		Data		Data		Data	
33 Heat (in rent?/ type)	N/Elec	N/Elec		N/Elec		N/Elec		N/Elec			
34 Cooling (in rent?/ type)	N/Elec	N/Elec		N/Elec		N/Elec		N/Elec			
35 Cooking (in rent?/ type)	N/Elec	N/Elec		N/Elec		N/Elec		N/Elec			
36 Hot Water (in rent?/ type)	N/Elec	N/Elec		N/Elec		N/Elec		N/Elec			
37 Other Electric	N	N		N		N		N			
38 Cold Water/ Sewer	Y	Y		Y		Y		Y			
39 Trash /Recycling	Y	Y		Y		Y		Y			
Adjustments Recap		Pos		Neg		Pos		Neg		Pos	
40 # Adjustments B to D		4	2	9		9		6	1		
41 Sum Adjustments B to D		\$23	(\$20)	\$103		\$117		\$74	(\$10)		
42 Sum Utility Adjustments											
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		\$3	\$43	\$103	\$103	\$117	\$117	\$64	\$84		
Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$353		\$582		\$550		\$443			
45 Adj Rent/Last rent			101%		122%		127%		117%		
46 Estimated Market Rent	\$482	\$0.69		← Estimated Market Rent/ Sq. Ft							

Appraiser's Signature Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8

c. Rent Comparability Grid – 2BR

Rent Comparability Grid

Unit Type →

2BR

Subject's FHA #:

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Bridge Creek		Jack Allen Apts		McKinley Lane		Washington Ave		Merrimac Village		Colony Square	
173 BOWENS Mill		160 Wilson Ave		283 Irwinville Hwy		183 Washington		1000 Merrimac Dr		808 N Merrimac	
Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill		Fitzgerald Ben Hill	
Data		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
Subject		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
A. Rents Charged		Data		Data		Data		Data		Data	
1 \$ Last Rent / Restricted?		\$425		\$519		\$525		\$451		\$455	
2 Date Last Leased (mo/yr)		Jul-06		Jul-06		Jul-06		Jul-06		Jul-06	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		98%		81%		100%		100%		88%	
5 Effective Rent & Rent/ sq. ft		\$425 0.4555		\$519 0.58		\$525 0.58		\$451 0.50		\$455 0.51	
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition		Data		Data		Data		Data		Data	
6 Structure / Stories		3		2		2		2		2	
7 Yr. Built/Yr. Renovated		1983/08		2004 \$4		1989 \$19		1982 \$26		1984 \$24	
8 Condition /Street Appeal		Fair/Good		Excellent \$20		Good		Good		Fair/Good	
9 Neighborhood		Average		Average		Average		Average		Average	
10 Same Market? Miles to Subj		0.6 miles		1.6 miles		0.7 miles		1.4 miles		809 yards	
C. Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
11 # Bedrooms		2		2		2		2		2	
12 # Baths		1		1		1		1		1	
13 Unit Interior Sq. Ft. (est)		900		933 (\$5)		900		900		900	
14 Balcony/ Patio		B/P		B/P		B/P		B/P		B/P	
15 AC: Central/ Wall		ACC		ACC		ACC		ACC		ACC	
16 Range/ refrigerator		R/R		R/R		R/R		R/R		R/R	
17 Microwave/ Dishwasher		Y/Y		N/D \$5		N/N		M/D \$10		N/N	
18 Washer/Dryer		HU		HU/L		N \$10		L \$10		HU	
19 Floor Coverings		C/T		C/T		C/T		C/V		C/T	
20 Window Coverings		WC		WC		WC		WC		WC	
21 Cable/ Satellite/Internet		C/N/I		C/N/I		C/N/N \$5		C/N/N \$5		C/N/N \$5	
22 Special Features		Y		Y		N \$10		N \$10		Y \$10	
23											
D Site Equipment/ Amenities		Data		Data		Data		Data		Data	
24 Parking (\$ Fee)		Y		Y		Y		Y		Y	
25 Extra Storage		N		Y (\$10)		N		Y (\$10)		N	
26 Security (lighting)		Y		Y		Y		Y		Y	
27 Clubhouse/ Meeting Rooms		Y		Y		N \$10		Y		N \$10	
28 Pool/ Recreation Areas		Y		Y		N \$10		Y		N \$10	
29 Business Ctr / Nhd Netwk		Y		Y		N \$10		N \$10		N \$10	
30 Service Coordination		N		N		N		N		N	
31 Non-shelter Services		N		Y (\$10)		N		N		N	
32 Neighborhood Networks		N		N		N		N		N	
E. Utilities		Data		Data		Data		Data		Data	
33 Heat (in rent?/ type)		N/Elec		N/Elec		N/Elec		N/Elec		N/Elec	
34 Cooling (in rent?/ type)		N/Elec		N/Elec		N/Elec		N/Elec		N/Elec	
35 Cooking (in rent?/ type)		N/Elec		N/Elec		N/Elec		N/Elec		N/Elec	
36 Hot Water (in rent?/ type)		N/Elec		N/Elec		N/Elec		N/Elec		N/Elec	
37 Other Electric		N		N		N		N		N	
38 Cold Water/ Sewer		Y		Y		Y		Y		Y	
39 Trash /Recycling		Y		Y		Y		Y		Y	
F. Adjustments Recap		Pos Neg		Pos Neg		Pos Neg		Pos Neg		Pos Neg	
40 # Adjustments B to D		3 3		7 7		7 7		3 1		6 6	
41 Sum Adjustments B to D		\$29 (\$25)		\$74		\$81		\$44 (\$10)		\$60	
42 Sum Utility Adjustments											
43 Net/ Gross Adjmts B to E		Net Gross		Net Gross		Net Gross		Net Gross		Net Gross	
		\$4 \$54		\$74 \$74		\$81 \$81		\$34 \$54		\$60 \$60	
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$429		\$593		\$606		\$485		\$515	
45 Adj Rent/Last rent		101%		114%		115%		108%		113%	
46 Estimated Market Rent		\$526		\$0.58 ← Estimated Market Rent/ Sq. Ft							

Appraiser's Signature

Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8

e. Unit Rent Comparison

The following table provides a comparison of the estimated market rents from the Rent Comparability Grids for one-bedroom, two-bedroom and three-bedroom units with the proposed rents.

As shown below, the proposed one-bedroom rent for the 60% units is \$353 and the current estimated market rent is \$482 or a \$129 rent advantage in the proposed 60% units.

As shown below, the proposed two-bedroom rent for the 60% units is \$445 and the current estimated market rent is \$526 or an \$81 rent advantage in the proposed 60% units.

As shown below, the proposed three-bedroom rent for the 60% units is \$558 and the current estimated market rent is \$565 in the proposed 60% units or a \$7 advantage.

The rent advantage offered by the proposed 60% one and two-bedroom units is substantial. This means that the proposed units will fare well on the market.

Figure 45: Unit Rent Comparison

	Proposed Rent	Fielder Group Estimated Mkt Rent July, 2006
1 BR 60% AMI	\$353	\$482
2 BR 60% AMI	\$445	\$526
3 BR 60% AMI	\$558	\$565

4. Comparable Property Map

The following map shows the comparable properties in Fitzgerald. The second map shows the LIHTC properties within the market area.

Figure 46 Comparable Property Map

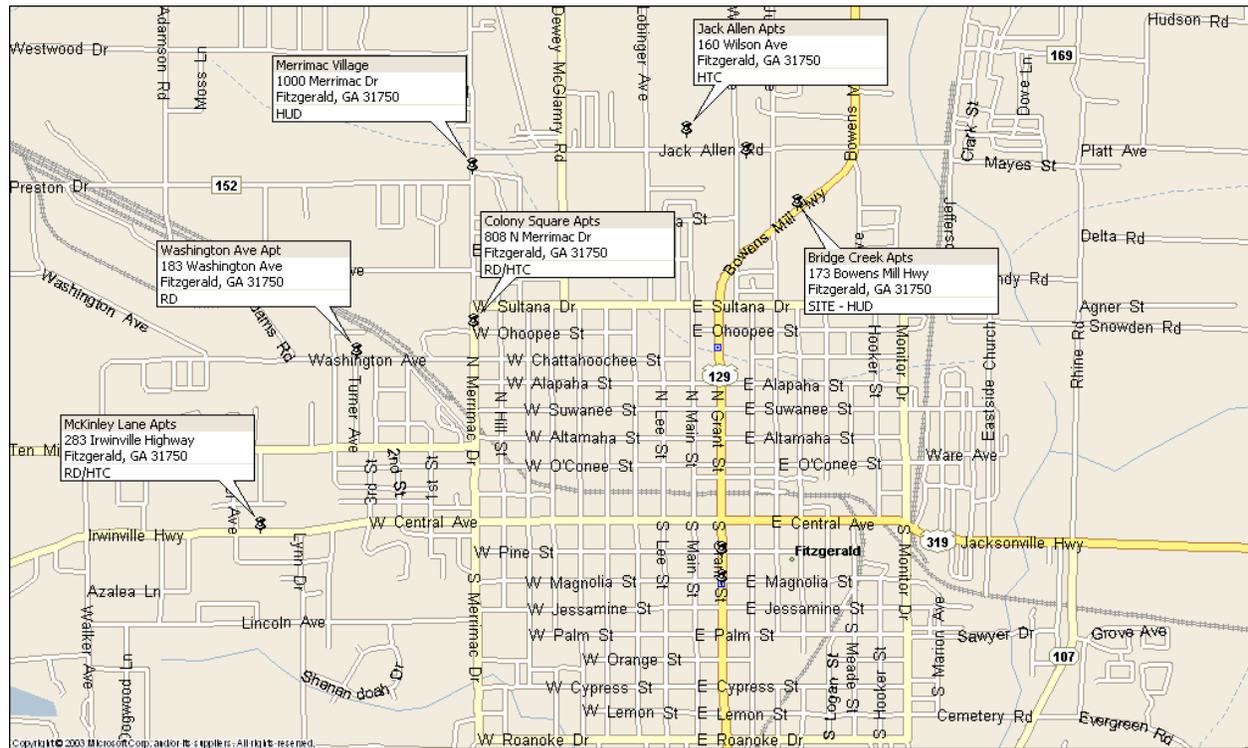
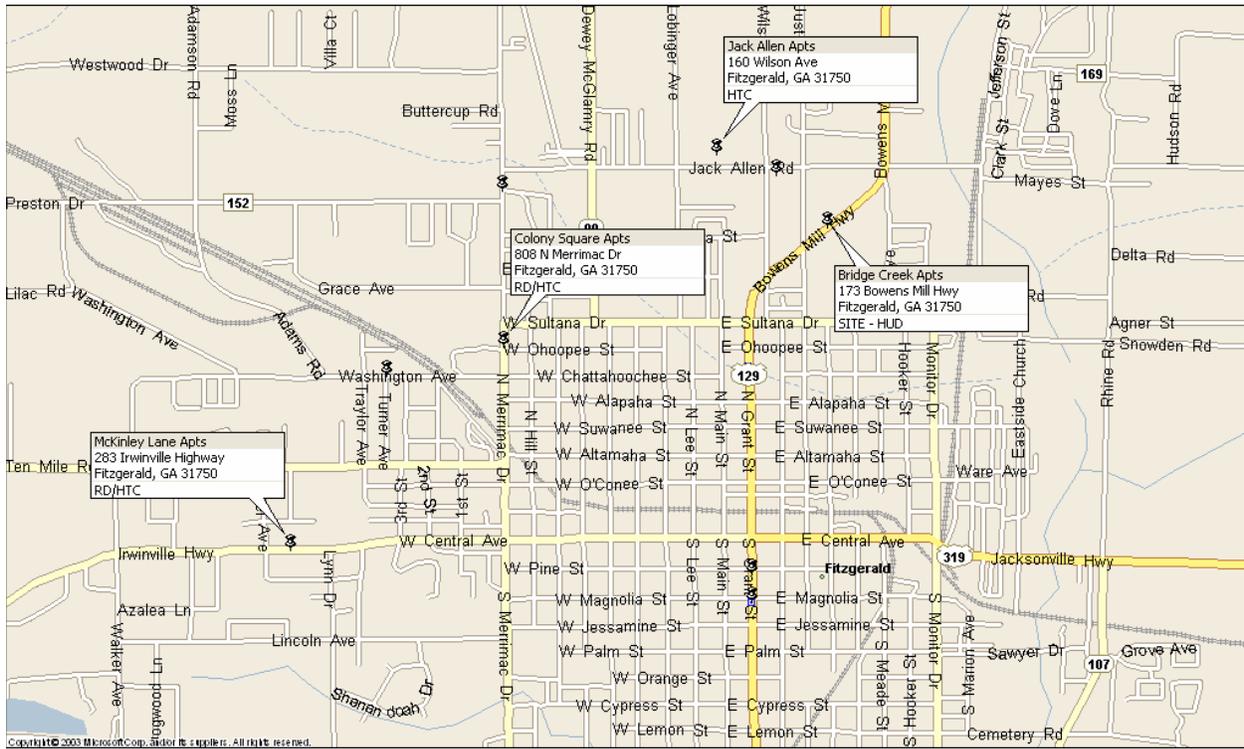


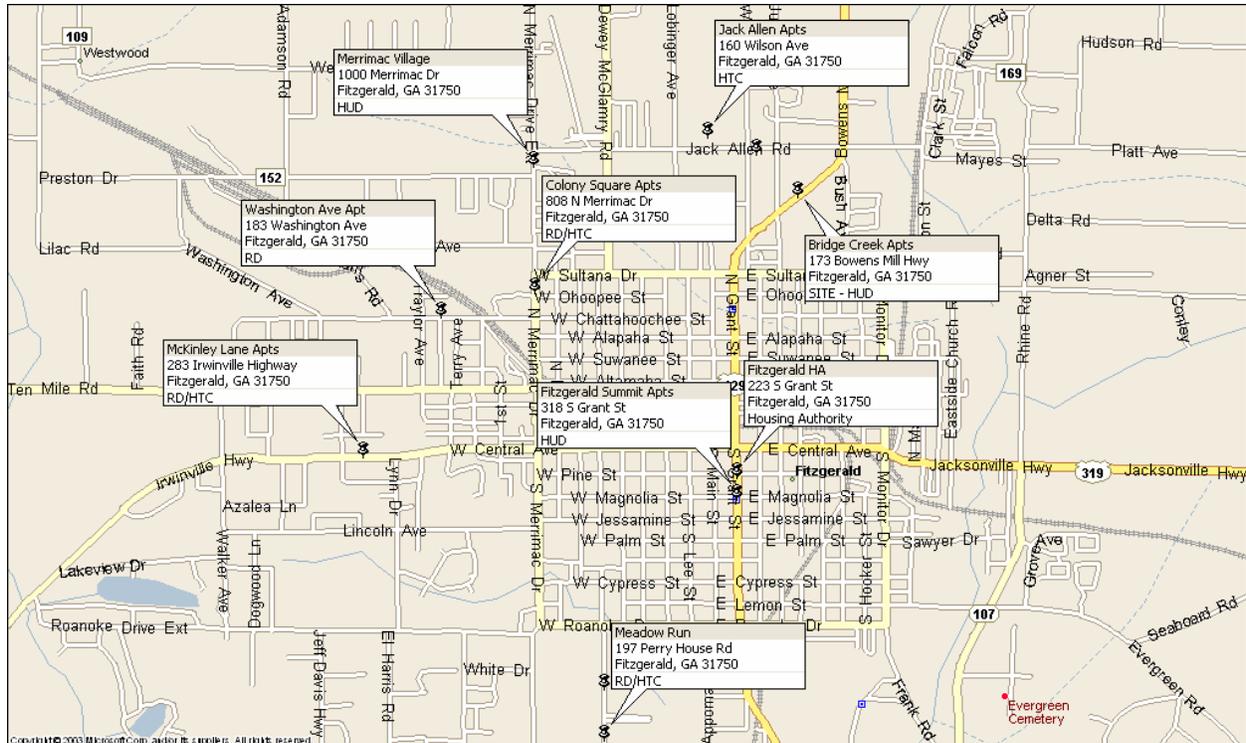
Figure 47 LIHTC Property Map



5. Assisted Projects

The following map identifies the assisted apartment developments in Fitzgerald.

Figure 48 Assisted Apartment Developments



6. Elderly Projects

The subject is a family apartment development. There is one RD/HTC senior development on the Fitzgerald market called Meadow Run Apartments (only Phase I has tax credits) and one HUD senior apartment complex on the market called Fitzgerald Summit Apartments. None of the senior units are comparable to the proposed renovation of the existing family apartments.

7. Comparable Selection

Only family apartments have been considered in the comparable analysis. No senior developments were considered.

8. Vacancy Rate

The addition of the renovated apartments to the Fitzgerald PMA, in light of vacancy and stabilization rates of the local market area, is not likely to result in a higher vacancy rate for any of the apartments within the market area. While some residents may seek to move from older

units into the newly renovated units, it is not expected that this will cause a burdensome number of vacancies at the existing apartments, because occupancy is high and there are waiting lists in the subsidized units.

It is anticipated that the managers for the subject units will successfully lease all of the newly renovated units to the existing tenants who will qualify with the use of the project based rental assistance.

9. Current Project Information

There are two known developments in the planning stages in the market area: they are the new construction of the Mulberry Court senior apartments and the renovation of the Merrimac Village family apartments. The new construction proposes to use a tax credit allocation and the renovation of the HUD family project proposes to use tax credits to renovate their aging facilities. Bridge Creek was built in 1976 and is in need of repair and renovation. The renovation of these family units will not compete with the proposed new construction of the senior units in the Mulberry Court Apartments and will not have a negative impact on the renovation of the HUD family units known as Merrimac Village, because each has 100% PBRA..

There are no other known developments that are in the planning stages, development stages or in the process of rehabilitation.

10. Available Land

The land is already zoned for the existing multifamily housing and is suitable for multifamily housing. The site is a large 10 acre site that offers plenty of room for privacy and recreation. Therefore, it appears that the land is suitable for multifamily housing development. There appears to be, then, land available in the community for this type of development in the future.

11. Other Funded Projects

There 4 other known DCA funded projects located in the proposed project's competitive market area. They are the Jack Allen Apartments, the Colony Square Apartments, the McKinley Lane Apartments and the Meadow Run Apartments 3 of the developments are family apartments and the Meadow Run Apartments are for seniors. Jack Allen has an occupancy rate of 98.33%; Meadow Run Apartments has an occupancy rate of 100%; The Colony Square

Apartments has an occupancy rate of 87.5% and the McKinley Lane Apartments have an occupancy rate of 81.25%. Colony Square only has 3 vacancies and waiting lists to fill the vacant units. The vacancies in the McKinley Lane Apartments are a result of inadequate Rental Assisted Units: there are only 4 RA units and only 10 HUD Section 8 vouchers in use. This means that the majority of the units (34) are not rental assisted. This is difficult to lease in these economic circumstances.

The subject serves 60% AMI senior households different from the 3 above GA DCA funded apartments and not directly competing with the rental assisted Rural Development units known as Meadow Run. Therefore, while the proposed GA DCA apartments serve some of the same market, the subject will also serve a higher-income household (60% AMI households) and the lowest income households who use PBRA than the other GA DCA's funded projects. The addition of the new units, therefore, serves a broader market and enhances the ability of the GA DCA to implement its program in the Fitzgerald PMA. The addition of the new units is not expected to be detrimental to the program.

12. Primary Housing Voids

The primary housing void is for current, standard, safe decent affordable residential multifamily housing in Fitzgerald for low to moderate income residents of this County. According to Cam Jordan, the Fitzgerald Community Development Director, the city has had "on-going redevelopment programs since mid-1998." In this program, the city has "resolved 230 cases of blighted workforce housing and brought about 350 units of workforce housing online." This means that the city has renovated quite a bit of older property in the community and undertaken a lot of new construction, including the 60 new units of workforce housing in the tax credit apartments known as the Jack Allen Apartments.

One realtor, Mr. Gene Mason with Mason Properties, believes that there is no more need for affordable rental multifamily housing. He stated that "the rental market is tight;" and added that there are "not enough available rentals in good neighborhoods." He manages two and three-bedroom houses. The two-bedroom units rent for \$450, \$500 or \$550. One three-bedroom rental house with 2 baths rents for \$750. Mr. Mason stated that many of the single family sales occur in the price range of \$40,000 to \$50,000 up to higher end due to the many people from Florida moving into the area after the Hurricane. He estimated that the median single family housing units is currently \$125,000.

He pointed out that there are “a number of rentals in the city that have rent subsidies, but not all people want to rent those kinds of apartments.” As he noted, “we are just a little, small, southern town. Our economy is fairly viable; though we need new technology companies. We have a real good industrial park and a real good Tech School.”

Much of the existing housing stock is older and in poor repair and poor condition. There are many older, substandard housing units also that need to be replaced by affordable rental housing or affordable single family housing. Many of the residents of this county are lower income for the most part and need housing assistance. At the same time, the county is experiencing an influx of retirees who are choosing to move to southern Georgia instead of Florida, because of the hazards associated with hurricanes, storms and flooding and exorbitant land costs. This new type of resident moving into the county is increasing the cost of land and housing, leaving more native Ben Hill County households stranded in their own community where they are becoming unable to afford the homes and land around them. This means that the need and demand for more affordable housing of all types (both rental and single family, senior and family) that is safe and decent is likely to increase more rapidly than our demographic projections reflect as the economic mixture of senior and family households in the PMA changes. This means that the proposed project will help to fill this growing void for new affordable, safe and decent rental housing. Most importantly, this development is providing educational support services to help the moderate income senior households to retire safely.

H. INTERVIEWS

- We spoke with According to Cam Jordan, the Fitzgerald Community Development Director (229-426-5260). He stated that the city has had an “on-going redevelopment program since mid-1998.” In this program, the city has “resolved 230 cases of blighted workforce housing and brought about 350 units of workforce housing online.” This means that the city has renovated quite a bit of older property in the community and undertaken a lot of new construction, including the 60 new units of workforce housing in the tax credit apartments known as the Jack Allen Apartments. The city is “actively involved in affordable housing. We have renovated 26 buildings downtown; improved the streetscapes; added a new park; and enhanced the landscapes,” he stated and added that “the airport is slated to have a new terminal in the next 3 or 4 years,” among many other new infrastructure improvements and jobs coming to the community mentioned elsewhere in this report.
- We spoke with Mr. Gene Mason with Mason Properties, 238 Ocilla Highway, Fitzgerald (229-423-6692). He stated that in his opinion the city of Fitzgerald needs more affordable single family rentals and not more subsidized apartments.
- We spoke with Mr. David Walker, Public Works Director for the City of Fitzgerald. (229-426-5043). He stated that there are no new roads planned for the city, but that a new city hall is in the planning stages. He added that the economy in the community is diverse and “actually pretty good.” He stressed that “we have new housing and new affordable rentals.” The city, he added, is “trying to get rid of substandard housing in the community with their Big Redevelopment Program.”

I. CONCLUSIONS AND RECOMMENDATIONS

Based upon the data that we have assembled, there is an adequate market for the project as proposed. There is a demand for the one, two and three-bedroom units that is sufficient, particularly because the renters will benefit from the use of the Project-Based Rental Assistance. The proposed renovated units will be among the nicest rental apartments in the Fitzgerald Primary Market Area and will provide more amenities for very competitive rents than all apartments currently on the market and more than all family apartments except the tax credit Jack Allen Apartments. Therefore, it is likely that there will be sufficient demand. It is reasonable to assume that these units will be leased in a reasonable, if not rapid, manner, if standard management guidelines are followed.

We are led to the conclusion that this proposed development is acceptable and likely to succeed, particularly with the Project Based Rental Assistance. This conclusion is based upon the market data research in the field, from the demographic analysis and from anecdotal evidence from other managers and city or county officials.

J. SIGNED STATEMENT REQUIREMENTS

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

FielderGroup Market Research, LLC



By: Elizabeth Rouse Fielder, Manager



By: Thomas E. Fielder, Site Visitor

K. COMPARISON OF COMPETING PROPERTIES

Insert separate letter addressing the addition of more than one competing property.

L. MARKET ANALYST CERTIFICATION AND CHECKLIST

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: 06.01.06

A. Executive Summary

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

B. Project Description

1	Project address, legal description and location	Page	4
2	Number of units by unit type	Page	5-6
3	Unit size, # of bedrooms and structure type (i.e. townhouse, garden apartment, etc)	Page	5-6
4	Rents and Utility Allowance*	Page	5-6
5	Existing or proposed project based rental assistance	Page	6
6	Proposed development amenities (i.e. washer/dryer hookups, dishwasher etc.)	Page	7-8

7	For rehab proposals, current occupancy levels, rents, and tenant incomes (if available), as well as detailed information as to renovation of property	Page	8
8	Projected placed in service date	Page	8
9	Construction type: New Construction/Rehab/Adaptive Reuse, etc.	Page	5
10	Occupancy Type: Family, Elderly, Housing for Older Persons, Special Needs, etc.	Page	5
11	Special Population Target (if applicable)	Page	NA

C. Site Evaluation

1	Date of Inspection of Subject Property by Market Analyst	Page	9
2	Physical features of Subject Property and Adjacent Uses	Page	9
3	Subject Photographs (front, rear, and side elevations as well as street scenes)	Page	10-12, 23-24
4	Map identifying location of subject as well as closest shopping centers, schools, medical facilities and other amenities relative to subject	Page	13-15
5	Developments in vicinity to subject and proximity in miles (Identify developments surrounding the subject on all sides) zoning of subject and surrounding uses	Page	9, 16- 19
6	Map identifying existing low-income housing within the Primary Market Area and proximity in miles to subject	Page	20-21
7	Road or infrastructure improvements planned or under construction in the PMA	Page	21
8	Comment on access, ingress/egress and visibility of subject	Page	21-22
9	Any visible environmental or other concerns	Page	21-22
10	Overall conclusions of site and their marketability	Page	22

D. Market Area

1	Map identifying Subject's Location within PMA	Page	23-24
2	Map identifying Subject's Location within SMA, if applicable	Page	NA

E. Community Demographic Data

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Five Years Post-Market Entry.

1. Population Trends

a.	Total Population	Page	26
b.	Population by Age Group	Page	27
c.	Number of elderly and non-elderly (for elderly projects)	Page	NA
d.	If a special needs is proposed, additional information for this segment	Page	NA

2. Household Trends

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b.	Households by tenure (# of owner and renter households) Elderly by tenure, if applicable	Page	29-30
c.	Households by Income (Elderly, if applicable, should be allocated separately)	Page	31
d.	Renter households by # of persons in the household	Page	32

3. Employment Trend

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

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

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

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

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* PHA properties are not considered comparable with LIHTC units

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M. APPENDIX "A" DATA
