

PROFESSIONAL MARKET STUDY
FOR THE PINWOOD VILLAGE II APARTMENTS
A PROPOSED TAX EXEMPT BOND/LIHTC
ELDERLY DEVELOPMENT

LOCATED IN:
POOLER, CHATHAM COUNTY, GA

PREPARED FOR:
PINWOOD VILLAGE II APARTMENTS, LP

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SECTION A
EXECUTIVE SUMMARY

1. Project Description:

. Brief description of project location including address and/or position relative to the closest cross-street.

. The proposed Tax Exempt Bond/LIHTC elderly new construction apartment development is located off Rogers Street, approximately .3 miles south of US Highway 80. The site is located in the southern portion of Pooler, within the city limits.

. Construction and occupancy types.

. The proposed new construction development project design comprises 10 one-story, 6-plex residential buildings. The development design provides for 120-parking spaces. The development will include a separate building to be used as a clubhouse / community room, central laundry, and manager's office.

The proposed *Occupancy Type* is **Housing for Older Persons** (age 55+).

. Unit mix including bedrooms, bathrooms, square footage, income targeting rents, utility allowance.

Project Mix

PROPOSED PROJECT PARAMETERS			
Bedroom Mix	# of Units	Unit Size (Heated sf)	Unit Size (Gross sf)
1BR/1b	4	797	888
2BR/1b	56	1044	1,152
Total	60		

Project Rents:

The proposed development will target 100% of the units at 60% or below of area median income (AMI). Net rent includes water, sewer and trash removal.

PROPOSED PROJECT RENTS @ 60% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Estimate*	Gross Rent
1BR/1b	4	\$582	\$108	\$690
2BR/1b	56	\$689	\$139	\$828

*Based upon 2015 GA-DCA Southern Region Utility Allowances

. Any additional subsidies available including project based rental assistance (PBRA).

- . The proposed Tax Exempt Bond/LIHTC elderly development will not include any additional deep subsidy rental assistance, including PBRA. The proposed development will accept deep subsidy Section 8 vouchers.

. Brief description of proposed amenities and how they compare to existing properties.

- . Overall, the subject will be competitive to very competitive with all of the existing program assisted and market rate apartment properties in the market regarding the unit and the development amenity package.

2. Site Description/Evaluation:

. A brief description of physical features of the site and adjacent parcels. In addition, a brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural).

- . The approximately 7.99-acre, square shaped tract is relatively flat, densely wooded, and appears to drain well. At present, there are no physical structures on the tract. The site is not located within a 100-year flood plain.
- . The overall character of the neighborhood in the immediate vicinity of the site can be defined as a mixture of use including: multi-family, single-family, institutional, and vacant land.
- . Directly north of the site is single-family residential development, followed by the US Highway 80 (east/west) corridor. Directly south of the site is a small gated duplex community known as Park Lane, followed by vacant land, a few single-family homes, and the Pooler Recreational Park. Directly east of the site is the Place at Pooler Nursing Home, followed by residential development. Directly west of the tract is Phase I of Pinewood Village, followed by residential development. Pinewood Village I, a 64-unit LIHTC elderly apartment development, was built in 2014. At the time of the survey, it was 100% occupied.

- ***A discussion of site access and visibility.***

- Access to the site will be available off Rogers Street. The access point off Rogers is just south of the Place @ Pooler Nursing Home. For the most part Rogers Street is low density connector, with a speed limit of 35 miles per hour in the immediate vicinity of the site. Rogers Street links the site to US Highway 80, .3 miles north, which provides access to both the Pooler Parkway and I-95. Also, the location of the site off Rogers Street does not present problems of egress and ingress to the site.
- The site offers very good accessibility and linkages to area services and facilities. The areas surrounding the site appeared to be void of negative externalities, including: noxious odors, close proximity to cemeteries, high tension power lines, rail lines and junk yards.

- ***Any significant positive or negative aspects of the subject site.***

- Overall, the field research revealed the following strengths and weaknesses of the subject LIHTC/TEB elderly development in relation to subject marketability.

SITE/SUBJECT ATTRIBUTES:	
STRENGTHS	WEAKNESSES
Good accessibility to services, trade, and health care facilities	
Good linkages to area road system and good ingress and egress into site	
Nearby road speed and noise are acceptable	
Surrounding land uses are acceptable	

- ***A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.***

- Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, healthcare facilities, and area churches. All major facilities within Pooler can be accessed within a 10-minute drive. At the time of the market study, no significant infrastructure development was in progress within the vicinity of the site.

- ***An overall conclusion of the site's appropriateness for the proposed development.***

- The site location is considered to be very marketable. In the opinion of the analyst, the proposed site location offers attributes that will greatly enhance the rent-up process of the proposed LIHTC/TEB development.

3. Primary Market Area (PMA) Definition:

- **A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property.**
- The PMA for the proposed multi-family elderly development consists of the western and northern portions of Chatham County. Specifically the PMA encompassed the following 2010 census tracts: 105.01, 106.01, 106.03, 107, 108.01, 108.02, 108.03, 108.08, 108.09, and 116.
- The PMA is located in the extreme Northeast corner of Georgia, within the Savannah, MSA. Pooler is approximately 10 miles west of the Central Business District (CBD) of Savannah, and 10 miles south of the Georgia/South Carolina state line (via I-95).
- Pooler is the largest populated place in the PMA. The city represents approximately 27% of the total population within the PMA, with a 2010 census population of 19,140.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject Site
North	Effingham County, Savannah River & South Carolina	5 to 9 miles
East	Hunter AFB & Savannah	5 to 7 miles
South	Bryan County, Fort Stewart Military Installation	9 to 11 miles
West	Effingham County	5 miles

4. Community Demographic Data:

- **Current and projected household and population counts for the primary market area. For senior reports, data should be presented for both overall and senior households and populations/households.**
- Total population and household gains over the next several years, (2016-2018) are forecasted for the PMA at a very significant rate of growth, represented by a rate of change approximating +2.31% per year. In the PMA, in 2016, the total population count was 84,848 with a projected increase to 88,805 in 2018.
- Population gains over the next several years, (2016-2018) are forecasted for the PMA for the 55 and over age group continuing at a very significant rate of increase, with a forecasted rate of growth at +4.25% per year. In the PMA, in 2016, for population age 55 and over, the count was 16,505 with a projected increase to 17,936 in 2018. In the PMA, in 2016, for households age 55 and over, the

count was 9,785 with a projected increase to 10,646 in 2018.

• ***Households by tenure including any trends in rental rates.***

- The 2016 to 2018 tenure trend exhibited an increase in both owner-occupied and renter-occupied tenure in the PMA for households age 55 and over. The tenure trend (on a percentage basis) currently favors renter households.

• ***Households by income level.***

- It is projected that in 2018, approximately **9%** of the owner-occupied households age 55+ in the PMA will be in the 60% AMI target income group of \$20,700 to \$29,460.
- It is projected that in 2018, approximately **14.5%** of the renter-occupied households age 55+ in the PMA will be in the 60% AMI target income group of \$20,700 to \$29,460.

• ***Impact of foreclosed, abandoned and vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development should be discussed.***

- The foreclosure problem is still very much evident Nationwide, Statewide, as well as in Pooler and Chatham County. ForeclosureListings.com is a nationwide data base with approximately 987,505 listings (84% foreclosures, 4% short sales, 12% auctions, and 1% brokers listings). As of 9/9/16, there were 102 foreclosure and foreclosure auction listings within Pooler, of which 80 of the 102 foreclosure listings had a listed value of greater than \$100,000.
- In Pooler and Chatham County as a whole, the relationship between the local area foreclosure market and existing LIHTC supply is not crystal clear. However, at the time of the survey, the existing LIHTC elderly properties located within Pooler were 100% occupied and maintained waiting lists.
- Note: Recent anecdotal news information points to the fact that the majority of the foreclosed properties were occupied by first time buyers or move-up buyers, of which the majority were younger households, still in the job market, (at the time) versus elderly homeowners. The recent recession and current slow recovery magnified the foreclosure problem and negatively impacted young to middle age homeowners more so than the elderly.
- With regard to the elderly desiring to sell a home in a market with many foreclosed properties they have the upper hand in terms of pricing power. Many purchased their homes decades ago at far lower prices than today and many own homes outright. Also, many transfer home ownership rights to heirs versus selling outright.

5. Economic Data:

- ***Trends in employment for the county and/or region. Employment should be based on the number of jobs in the county (i.e., covered employment).***
 - Between 2005 and 2007, the average increase in employment in Chatham County was approximately 4,072 workers or approximately +3.4% per year. The rate of employment loss between 2008 and 2010, was very significant at -8.85% representing a net loss of -11,142 workers. The rate of employment gain between 2011 and 2013, was significant at approximately +1.7% per year. The 2014 to 2015, rate of gain was very significant when compared to the preceding year at +2.85%. The rate of employment change thus far into 2016, is forecasted to exhibit a significant increase in the level of employment when compared to 2015 in the vicinity of 4,500 additional workers.
 - The gains in covered employment in Chatham County between 2011 and 2015, as well as in the 1st Quarter of 2016 have been significant and comparable to resident employment trends during the same time period.
- ***Employment by sector for the county and/or region.***
 - The top four employment sectors in the County are: manufacturing, trade, government and service. The 2016 forecast is for the manufacturing to stabilize and the service and trade sectors to increase.
- ***Unemployment trends for the county and/or region for the past 5 years.***
 - Monthly unemployment rates in 2015 and thus far in 2016 were improved when compared to the 2009 to 2014 period. Monthly unemployment rates in 2016, have for the most part improved on a month to month basis, ranging between 4.6% and 5.4%. The National forecast for 2016 (at present) is for the unemployment rate to approximate 4.5% to 5% in the later portion of the year. Typically, during the last five years, the overall unemployment rate in Chatham County has been comparable to the state and above the national average unemployment rates. The annual unemployment rate in 2016 in Chatham County is forecasted to continue to decline, to the vicinity of 5% and improving on a relative year to year basis.
- ***A brief discussion of any recent or planned major employment contractions or expansions.***
 - The Savannah Economic Development Authority (SEDA) is the lead economic development entity for Chatham County. The role of SEDA is to create, grow and attract jobs and investment in the Savannah region. SEDA acts in the best interest of both the client and the community without the hindrances often associated with publicly funded

operations. Through their business attraction, business retention and expansion, and their World Trade Center Savannah departments, SEDA offers customized services to connect employers to the resources needed including workforce training programs, infrastructure, available properties, incentives, tax abatements, utilities, permitting and more. The large size of the Chatham County economy means that economic development and job creation are on-going in all parts of the County.

- Recent economic development news specifically benefitting the Pooler community includes the following:
- (1) On April 15, 2016, a ribbon cutting was held at the Nordic facility in Pooler. Nordic opened a 200,000 SF cold storage warehouse facility in 2013, and the expansion will double the capacity. Some 70 new jobs are also being created.
- (2) In December 2015 the Pooler City Council voted to de-annex the Pooler Megasite, which will now be known as the Chatham County Development Site. The de-annexation makes the site more marketable by providing the "Freeport Exemption", an incentive to manufacturers that exempts certain goods for ad valorem taxes. Pooler did not offer this exemption, but Chatham County does, which increases the competitive advantage.
- (3) In 2013 a groundbreaking ceremony was hld at the site of the Tanger Outlet Mall off I-95 in Pooler. The mall opened in April 2015, and represents a \$200 million investment which will produce an estimated \$400 million in annual sales revenue. The facility will employ as many as 2,000 workers.
- ***An overall conclusion regarding the stability of the county's overall economic environment. This conclusion should include an opinion if the current economic environment will negatively impact the demand for additional or renovated rental housing.***
- Recent economic indicators in 2015 and thus far in 2016 suggest a scenario, in terms of economic growth (vs loss), in which the local economy will continue to grow at a significant to very significant pace in 2016. The Pooler - Chatham County area economy has a large number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the excellent location of the site, with good proximity to several employment nodes, the proposed subject development will very likely attract potential elderly renters from those sectors of the workforce who are in need of affordable housing, a reasonable commute to work, and still participating in the local labor market.
- For that portion of the 55 to 65 elderly subject target group that still desires or needs to continue working on a part-time basis, the Pooler and Chatham County local

economy provides many opportunities. The majority of the opportunities are in the local service and trade sectors of the economy.

- One of the contributing factors of the labor force participation rate decline over the last several years is the ever increasing number of workers retiring from the workforce, and in some cases electing to participate in social security at age 62.

6. Project-Specific Affordability and Demand Analysis:

- **Number of renter households income qualified for the proposed development given the proposed unit mix, income targeting, and rents. For senior projects, this should be age and income qualified renter households.**
- The forecasted number of income qualified households for the proposed Tax Exempt Bond/LIHTC development at 60% of AMI is 334.
- **Overall estimate of demand based on DCA's demand methodology.**
- The overall forecasted number of income qualified households for the proposed Tax Exempt Bond/LIHTC elderly development taking into consideration like-kind competitive supply introduced into the market since 2014 is 334.
- Capture Rates:

Proposed Project Capture Rate All Units	18.0%
Proposed Project Capture Rate LIHTC Units	18.0%
Proposed Project Capture Rate LIHTC Units @ 50% AMI	Na
Proposed Project Capture Rate LIHTC Units @ 60% AMI	18.0%
Proposed Project Capture Rate Market Rate Units	Na

- **A conclusion regarding the achievability of the above Capture Rates.**
- The above capture rates are well below the GA-DCA thresholds. They are considered to be a reliable quantitative indicator of market support for the proposed subject development.

7. Competitive Rental Analysis:

- An analysis of the competitive properties in the PMA.**

- At the time of the survey, the overall estimated vacancy rate of the surveyed LIHTC elderly program assisted apartment properties was 1%.
- At the time of the survey, both of the LIHTC elderly apartment properties located within Pooler were 100% occupied and maintained waiting lists ranging between 100 and 140 applicants.
- At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties was less than 2%, at 1.6%.

- Number of properties.**

- Seven program assisted LIHTC elderly properties representing 666 units, were surveyed. Two of the properties are located within the Pooler PMA.
- Ten market rate properties representing 2,335 units, were surveyed in the subject's competitive environment. All of the properties are located within Chatham County.

- Rent bands for each bedroom type proposed.**

Bedroom type	Rent Band (Subject)	Rent Band (Market Rate)
1BR/1b	\$582	\$705-\$988
2BR/1b	\$689	\$810-\$850
2BR/2b	Na	Na
3BR/2b	Na	Na

- Average Market rents.**

Bedroom type	Average Market Rent
1BR/1b	\$852 (Adjusted = \$775)
2BR/1b	\$827 (Adjusted = \$920)
2BR/2b	Na
3BR/2b	Na

8. Absorption/Stabilization Estimate:

- **An estimate of the number of units to be leased at the subject property, on average.**
- The forecasted rent-up scenario exhibits an average of 7 to 8-units being leased per month.
- **Number of units expected to be leased by AMI Targeting.**

AMI Target Group	Number of units Expected to be Leased*
60% AMI	60

* at the end of the 1 to 8-month absorption period

- **Number of months required for the project to reach stabilization of 93% occupancy.**
- A 93% occupancy rate is forecasted to occur within 8-months of the placed in service date. Stabilized occupancy, subsequent to initial lease-up is expected to be 93% or higher up to but no later than a three month period, beyond the absorption period.
- **The absorption rate should coincide with other key conclusions. For example, insufficient demand or unachievable rents should be reflected in the absorption rate.**
- A reconciliation of the proposed LIHTC net rents by bedroom type with current average market rate net rents by bedroom type are supportive of the forecasted absorption and stabilization periods.

9. Overall Conclusion:

- ***A narrative detailing the key conclusions of the report including the analyst's opinion regarding the potential for success of the proposed development.***
- Based upon the analysis and the conclusions of each of the report sections, it is recommended that the proposed application **proceed forward based on market findings, as presently configured.**
- Elderly population and household growth is significant to very significant, with annual growth rates approximating +4.25% to +5.35% per year.
- At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 1%.
- At the time of the survey, the LIHTC elderly properties located in the Pooler competitive environment were on average 99% occupied, and within the City of Pooler, 100% occupied.
- In the area of unit size, by bedroom type, the subject will offer a competitive unit size, based on the proposed floor plans. The proposed subject 1BR net square footage is approximately 5% greater than the 1BR market average unit size. The proposed subject 2BR/1b net square footage is approximately 6% greater than the 2BR/1b market average unit size.
- The subject will be competitive with the older, traditional, Class B market rate apartment properties in the market regarding proposed net rents by bedroom type.
- The 1BR net rent advantage at 60% AMI is estimated at 25%.
- The 2BR net rent advantage at 60% AMI is estimated at 25%.
- The overall project rent advantage for the 60% AMI LIHTC segment is estimated at 25%.
- The proposed LIHTC/Tax Exempt Bond elderly development **will not negatively impact** the existing supply of elderly properties located within the Pinewood Village II PMA in the short or long term. At the time of the survey, the two existing LIHTC elderly properties located within Pooler were 100% occupied and both properties maintained a waiting list ranging between 100 and 140 applications.

Summary Table				
Development Name: Pinewood Village II			Total Number of Units: 60	
Location: Pooler, GA (Chatham Co)			# LIHTC Units: 60	
PMA Boundary: North 5-9 miles; East 5-7 miles South 8-12 miles; West 5 miles			Farthest Boundary Distance to Subject: 12 miles	
Rental Housing Stock (found on pages 86 - 102)				
Type	# Properties	Total Units	Vacant Units	Avg Occupancy
All Rental Housing	17	3,001	45	98.5%
Market Rate Housing	10	2,335	38	98.4%
Assisted/Subsidized Housing Ex LIHTC	0	0	0	Na
LIHTC	7	666	7	99.0%
Stabilized Comps	7	1,165	22	98.1%
Properties in Lease Up	Na	Na	Na	Na

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
Number Units	Number Bedrooms	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Adv (%)	Per Unit	Per SF
4	1	1	797	\$582	\$775	\$.93	25%	\$883	\$1.15
56	2	1	1044	\$689	\$920	\$.88	25%	\$1130	\$1.09

Demographic Data (found on pages 41 & 71)						
	2010		2016		2018	
Renter Households	1,288	20.52%	2,099	21.55%	2,291	21.52%
Income-Qualified Renter HHS (LIHTC)	187	14.50%	304	14.50%	334	14.58%
Income-Qualified Renter HHS (MR)	Na	Na	Na	Na	Na	Na

Targeted Income Qualified Renter Household Demand (found on pages 61 - 71)						
Type of Demand	30%	50%	60%	MR	Other	Overall
Renter Household Growth			28			28
Existing Households (Overburdened + Substandard)			299			299
Homeowner Conversion (Seniors)			7			7
Total Primary Market Demand			334			334
Less Comparable Supply			0			0
Adjusted Income-Qualified Renter HHs			334			334
Capture Rates (found on page 72 & 73)						
Targeted Population	30%	50%	60%	MR	Other	Overall
Capture Rate			18.0%			18.0%

MARKET STUDY FOLLOWS

SECTION B
PROPOSED PROJECT
DESCRIPTION

The proposed Low Income Housing Tax Credit (Tax Exempt Bond/LIHTC) multi-family development will target elderly households, age 55 and over in Pooler and Chatham County, Georgia. The subject property is located off Rogers Street, approximately .3 miles south of US Highway 80.

Scope of Work

The market study assignment was to ascertain market demand for a proposed new construction multi-family Tax Exempt Bond/LIHTC elderly development to be known as the **Pinewood Village II Apartments**, for the Pinewood Village II Apartments, LP, under the following scenario:

Project Description:

PROPOSED PROJECT PARAMETERS			
Bedroom Mix	# of Units	Unit Size (Heated sf)	Unit Size (Gross sf)
1BR/1b	4	797	888
2BR/1b	56	1044	1,152
Total	60		

The proposed new construction development project design comprises 10 one-story and 6-plex residential buildings. The development design provides for 120-parking spaces. The development will include a separate building to be used as a clubhouse / community room, central laundry, and manager’s office.

The proposed *Occupancy Type* is **Housing for Older Persons** (age 55+).

Project Rents:

The proposed development will target 100% of the units at 60% or below of area median income (AMI). Rent includes water, sewer and trash removal.

PROPOSED PROJECT RENTS @ 60% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b	4	\$582	\$108	\$690
2BR/1b	56	\$689	\$139	\$828

*Based upon 2015 GA-DCA Southern Region Utility Allowances

The proposed Tax Exempt Bond/LIHTC new construction elderly development will not have any project based rental assistance, nor private rental assistance.

Project Amenity Package

The proposed development will include the following amenity package:

Unit Amenities

- range
- microwave
- central air
- smoke alarms
- carpet
- storage
- energy star refrigerator
- energy star dish washer
- cable ready
- washer/dryer hook-ups
- window coverings
- patio

Development Amenities

- manager's office
- laundry facility
- computer center
- gazebo
- community building
- covered pavilion with picnic/barbecue facilities

The projected first full year that the **Pinewood Village II Apartments** will be placed in service as a new construction property, is mid to late 2018. The first full year of occupancy is forecasted to be in 2019. Note: The 2016 GA QAP states that "owners of projects receiving credits in the 2016 round must place all buildings in the project in service by December 31, 2018".

The architectural firm for the proposed development is McKean & Associates Architects, LLC. At the time of the market study, the floor plans and elevations had not been completed. However, the conceptual site plan submitted to the market analyst was reviewed.

Utility estimated are based upon Georgia DCA utility allowances for the Southern Region. Effective date: July 1, 2015.

SECTION C
SITE & NEIGHBORHOOD

The site of the proposed Tax Exempt Bond/LIHTC elderly new construction apartment development is located off Rogers Street, approximately .3 miles south of US Highway 80. The site is located in the southern portion of Pooler, within the city limits.

Specifically, the site is located in Census Tract 108.03, and Zip Code 31322.

Note: The site is not located within a Qualified Census Tract (QCT).

Street and highway accessibility are very good relative to the site. Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, local health care providers and area churches. All major facilities located within Pooler can be accessed within a 5 to 10 minute drive. At the time of the market study, no significant infrastructure development was in progress within the vicinity of the site. Source: Ms. Kimberly Classen, City of Pooler, Zoning Administrator, (912) 748-7261.

Site Characteristics

The approximately 7.99-acre, square shaped tract is relatively flat, densely wooded, and appears to drain well. At present, there are no physical structures on the tract. The site is considered to be very marketable and buildable. However, this assessment is subject to both environmental and engineering studies. All public utility services are available to the tract and excess capacity exists.

The site is not located within a 100-year flood plain. Source: FEMA website (www.msc.fema.gov), Map Number 13051C0107F, Panel 107 of 455, Effective Date: September 26, 2008. At the time of the field research the site was zoned R3A, which allows multi-family development. The surrounding land use and zoning designations around the site are detailed below:

Direction	Existing Land Use	Current Zoning
North	Single-family residential	R2A
East	Nursing home	R2 & C1
South	Residential	R1A
West	Multi-family (Pinewood Village I)	R3A

Source: Savannah Area GIS, www.sagis.org

Crime & Perceptions of Crime

The overall setting of the site is considered to be one that is very acceptable for residential development and commercial development within the present neighborhood setting. The site and the immediate surrounding area is not considered to be one that comprises a "high crime" neighborhood. The most recent crime rate data for Chatham County reported by the Georgia Bureau of Investigation - Uniform Crime Report revealed that violent crime and property crime rate for Chatham County was extremely low, particularly for violent Crime (homicide, rape, robbery and assault).

Detailed crime data are not available for Pooler from the Georgia Bureau of Investigation, but the Pooler Police Department does report trend data on their website (<https://preview.crimereports.com/agency/pooler-police-department-ga>). Data for 2015 indicates that 141 violent crimes and 423 property crimes were reported in Pooler. In addition, the Safewise website (<http://www.safewise.com/blog/50-safest-cities-georgia/>) has also named Pooler as one of the 50 safest cities in Georgia.

Crime data for Chatham County as a whole is available for 2013 and 2014. Overall, between 2013 and 2014 violent crime in Chatham County increased by 7.4%. The actual number of such crimes in 2014 was relatively low for an urban county at 1,165 overall (mostly assault). Property crimes increased by 1.2% in Chatham County between 2013 and 2014, mainly due to an increase in larceny.

Chatham County			
Type of Offence	2013	2014	Change
Homicide	33	33	0
Rape	57	74	17
Robbery	478	538	60
Assault	517	520	3
Burglary	2,532	2,161	-371
Larceny	6,850	7,347	497
Motor Vehicle Theft	810	844	34
Arson	77	37	40
Chatham County Total	11,277	11,554	277

Source: Georgia Bureau of Investigation, Uniform Crime Report

Neighborhood Description / Characteristics

The overall character of the neighborhood in the immediate vicinity of the site can be defined as a mixture of use including: multi-family, single-family, institutional, and vacant land.

Directly north of the site is single-family residential development, followed by the US Highway 80 (east/west) corridor.

Directly south of the site is a small gated duplex community known as Park Lane, followed by vacant land, a few single-family homes, and the Pooler Recreational Park.

Directly east of the site is the Place at Pooler Nursing Home, followed by residential development.

Directly west of the tract is Phase I of Pinewood Village, followed by residential development. Pinewood Village I is a 64-unit LIHTC elderly apartment development built in 2014. At the time of the survey, it was 100% occupied and had 50 applicants on a waiting list.

The pictures on the following pages are of the site and surrounding land uses within the immediate vicinity of the site.



(1) Site, off Rogers Street, east to west.



(2) Site to the left, off Rogers St, south to north.



(3) Site to the right, off Rogers, north to south.



(4) Place @ Pooler nursing home east of site, off Rogers St



(5) Pooler Recreation Park, .1 mile south of site.



(6) Pooler fire station, .3 miles north of site.



(7) Pinewood Village I, north of site.



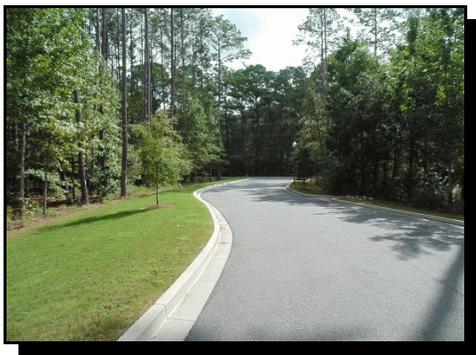
(8) Pinewood Village I, north of site.



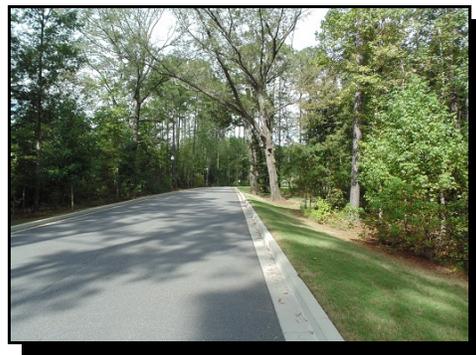
(9) From Pinewood Village I towards Phase II site.



(10) Phase II access point off entrance way, site front.

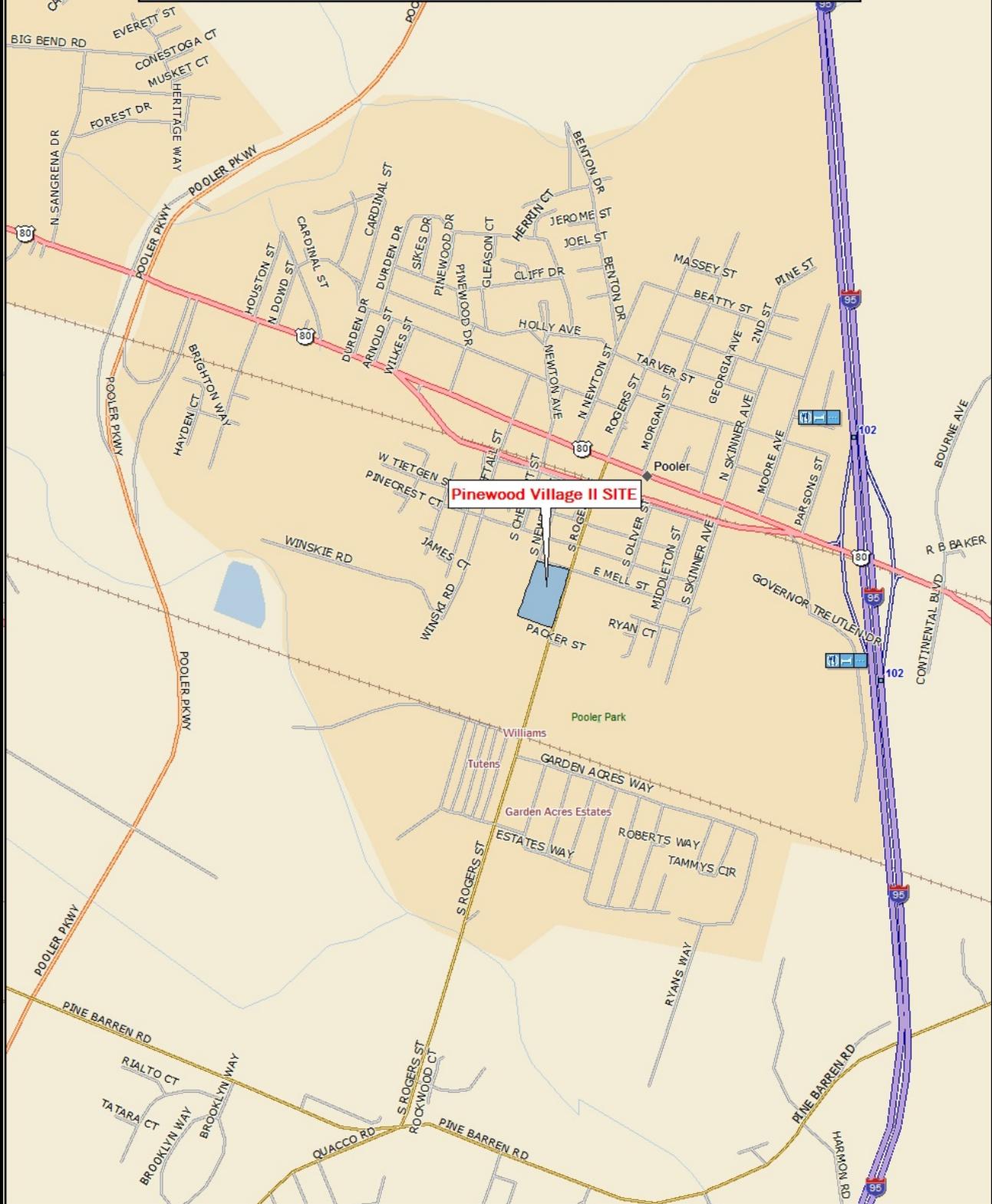


(11) Phase II access point, site - left.



(12) Phase II access point, site to the right.

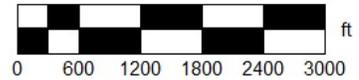
PINEWOOD VILLAGE II SITE LOCATION



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Data Zoom 13-3

Access to Services

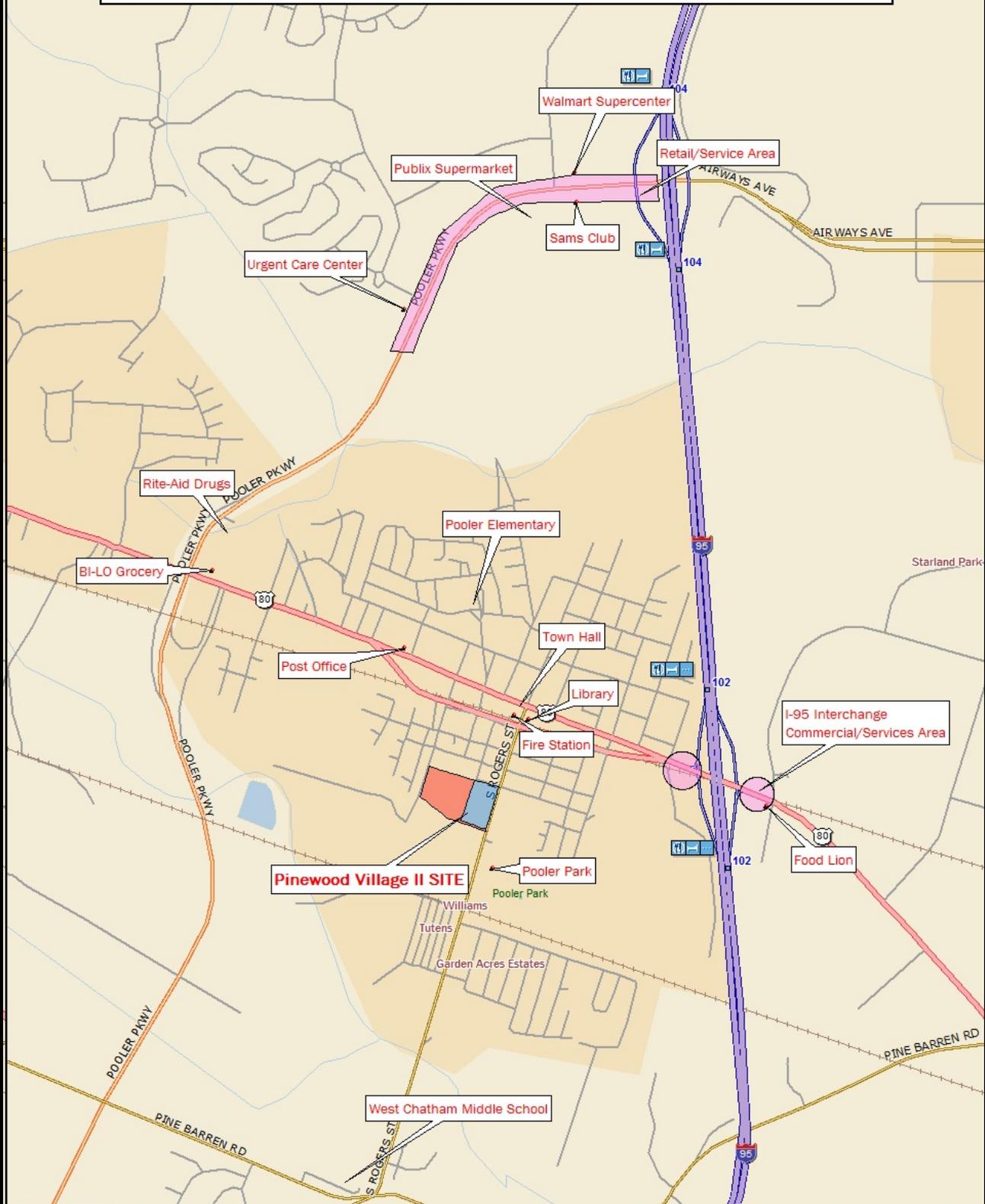
The subject is accessible to major employers, shopping, healthcare services, retail and social services, recreational areas, and the local and regional highway system. (See Site and Facilities Map, next page.)

Distances from the site to community services are exhibited below:

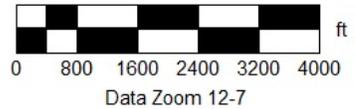
Points of Interest	Distance from Subject
Pooler Park	.1
Access to US 80	.3
Town Hall	.3
Library	.3
Fire Station	.3
Post Office	.7
Access to I-95	.8
Foodlion	1.1
BI-LO Grocery	1.4
Access to Pooler Parkway	1.4
Bloomington city limits	1.8
Urgent Care Center	3.0
Walmart Supercenter	3.4
Sams Club	3.4
Publix Supermarket	3.4
Memorial Health Care Clinic	3.2
Access to I-16	3.4

Note: Distance from subject is in tenths of miles and are approximated.

Pinewood Village II Site & Community Facilities



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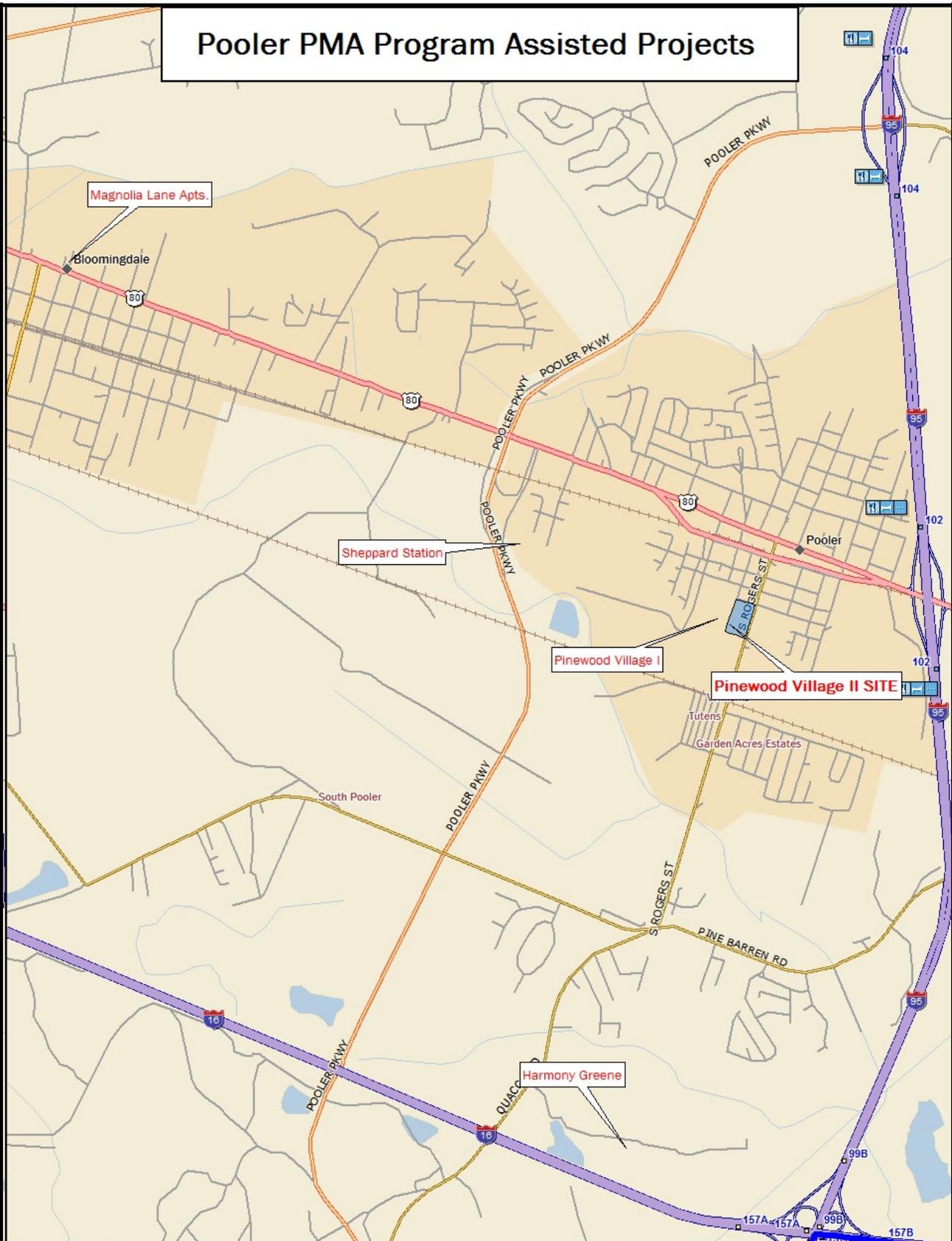
Program Assisted Apartments in Pooler - PMA

At present, there are four program assisted apartment properties located within the Pooler PMA, three are LIHTC properties and one is a USDA property. A map (on the next page) exhibits the program assisted properties located within the Pooler PMA in relation to the site.

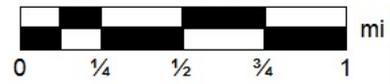
Project Name	Program Type	Number of Units	Distance from Site (in miles)
Pinewood Village I	LIHTC-EL	64	Adjacent
Sheppard Station	LIHTC-EL	65	1.6
Harmony Greene	LIHTC-FM	50	2.9
Magnolia Lane	USDA 515/LIHTC FM	48	3.4

Distance in tenths of miles

Pooler PMA Program Assisted Projects



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Data Zoom 12-5

SUMMARY

The field visit for the site and surrounding market area was conducted on September 23 and 24, 2016. The site inspector was Mr. Jerry M. Koontz (of the firm Koontz & Salinger).

The overall character of the neighborhood in the immediate vicinity of the site can be defined as a mixture of land including: vacant land use, with nearby single-family and institutional use. The site is located in the southern portion of Pooler. The site is zoned R3A, which allows multi-family development.

Access to the site will be available off Rogers Street. The access point off Rogers is just south of the Place @ Pooler Nursing Home. For the most part Rogers Street is low density connector, with a speed limit of 35 miles per hour in the immediate vicinity of the site. Rogers Street links the site to US Highway 80, .3 miles north, which provides access to both the Pooler Parkway and I-95. Also, the location of the site off Rogers Street does not present problems of egress and ingress to the site.

The site offers good accessibility and linkages to area services and facilities. The areas surrounding the site appeared to be void of most negative externalities (including noxious odors, close proximity to power lines, junk yards and close proximity to rail lines).

The site in relation to the subject and the surrounding roads is agreeable to signage, in particular to passing traffic along Rogers Street.

Overall, the field research revealed the following strengths and weaknesses of the subject in relation to subject marketability. In the opinion of the analyst, the site of the subject is considered appropriate as a Tax Exempt Bond/LIHTC elderly multi-family elderly development.

SITE/SUBJECT ATTRIBUTES:	
STRENGTHS	WEAKNESSES
Good accessibility to area services	
Good linkages to area road system	
Nearby road speed and noise are acceptable	
Surrounding land uses are acceptable	

SECTION D

MARKET AREA DESCRIPTION

The definition of a **market area** for any real estate use is generally limited to the geographic area from which consumers will consider the available alternatives to be relatively equal. This process implicitly and explicitly **considers** the **location** and **proximity** and **scale** of competitive options. Frequently, both a **primary** and a **secondary area** are **geographically defined**. This is an area where consumers will have the greatest propensity to choose a specific product at a specific location, and a secondary area from which consumers are less likely to choose the product but the area will still generate significant demand.

The field research process was used in order to establish the geographic delineation of the Primary Market Area (PMA). The process included the recording of spatial activities and time-distance boundary analysis. These were used to determine the relationship of the location of the site and specific subject property to other potential alternative geographic choices. The field research process was then reconciled with demographic data by geography as well as local interviews with key respondents regarding market specific input relating to market area delineation.

Primary Market Area

Based upon field research in Pooler and a 5 to 10 mile area, along with an assessment of: the competitive environment, transportation and employment patterns, the site location and physical, natural and political barriers - the Primary Market Area (PMA) for the proposed multi-family elderly development consists of the western and northern portions of Chatham County.

Specifically the PMA encompassed the following 2010 census tracts (concentrated predominantly in Pooler, Bloomingdale and Port Wentworth):

105.01, 106.01, 106.03, 107, 108.01, 108.02, 108.03, 108.08, 108.09, and 116.

The PMA is located in the extreme Northeast corner of Georgia, within the Savannah, MSA. Pooler is approximately 10 miles west of the Central Business District (CBD) of Savannah, and 10 miles south of the Georgia/South Carolina state line (via I-95).

Pooler is the largest populated place in the PMA. The city represents approximately 27% of the total population within the PMA, with a 2010 census population of 19,140. With the exception of Pooler, there are three other, very nearby, incorporated places located within the PMA, Bloomingdale, Garden City and Port Wentworth. Bloomingdale had a 2010 census population of 2,713, Garden City 8,778, and Port Wentworth had a 2010 census population of 5,359.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject
North	Effingham County, Savannah River & South Carolina	5 to 9 miles
East	Hunter AFB & Savannah	5 to 7 miles
South	Bryan County, Fort Stewart Military Installation	8 to 12 miles
West	Effingham County	5 miles

For decades Pooler was for the most part a bedroom community to Savannah and the overall Savannah metropolitan area. To a certain degree it remains a bedroom community, but over the last 10 to 15 years it has grown significantly, not only in residential population, but also in retail and commercial growth, as well as the development of several industrial and business parks in the immediate area of Pooler.

With regard to the location of an independent living elderly apartment complex, without deep subsidy rental assistance, the City of Pooler would be the most logical choice as a location for an LIHTC elderly complex in the PMA. In this case, the complex would not only serve the City, but the PMA as a whole, given the lack of alternative choices.

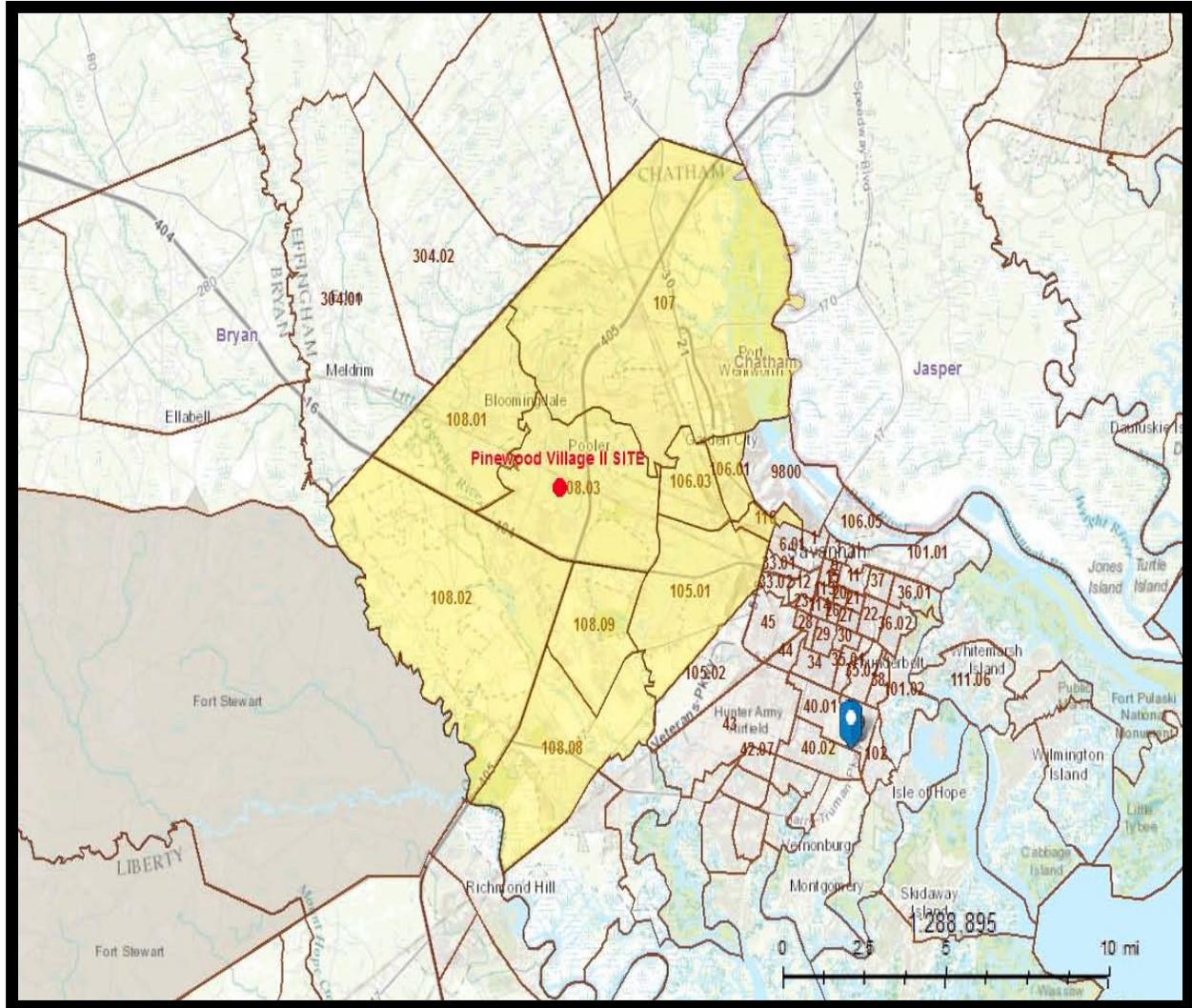
Transportation access to the Pooler is excellent. Interstate 95, the Pooler Parkway and SR Highway 21 are the major north/south connectors and US Highway 80 and Interstate 16 are the major east/west connectors.

In addition, comments from managers and/or management companies of the existing LIHTC elderly properties located within the market were surveyed, as to where the majority of their existing tenants previously resided. These comments were taken into consideration when delineating the subject PMA.

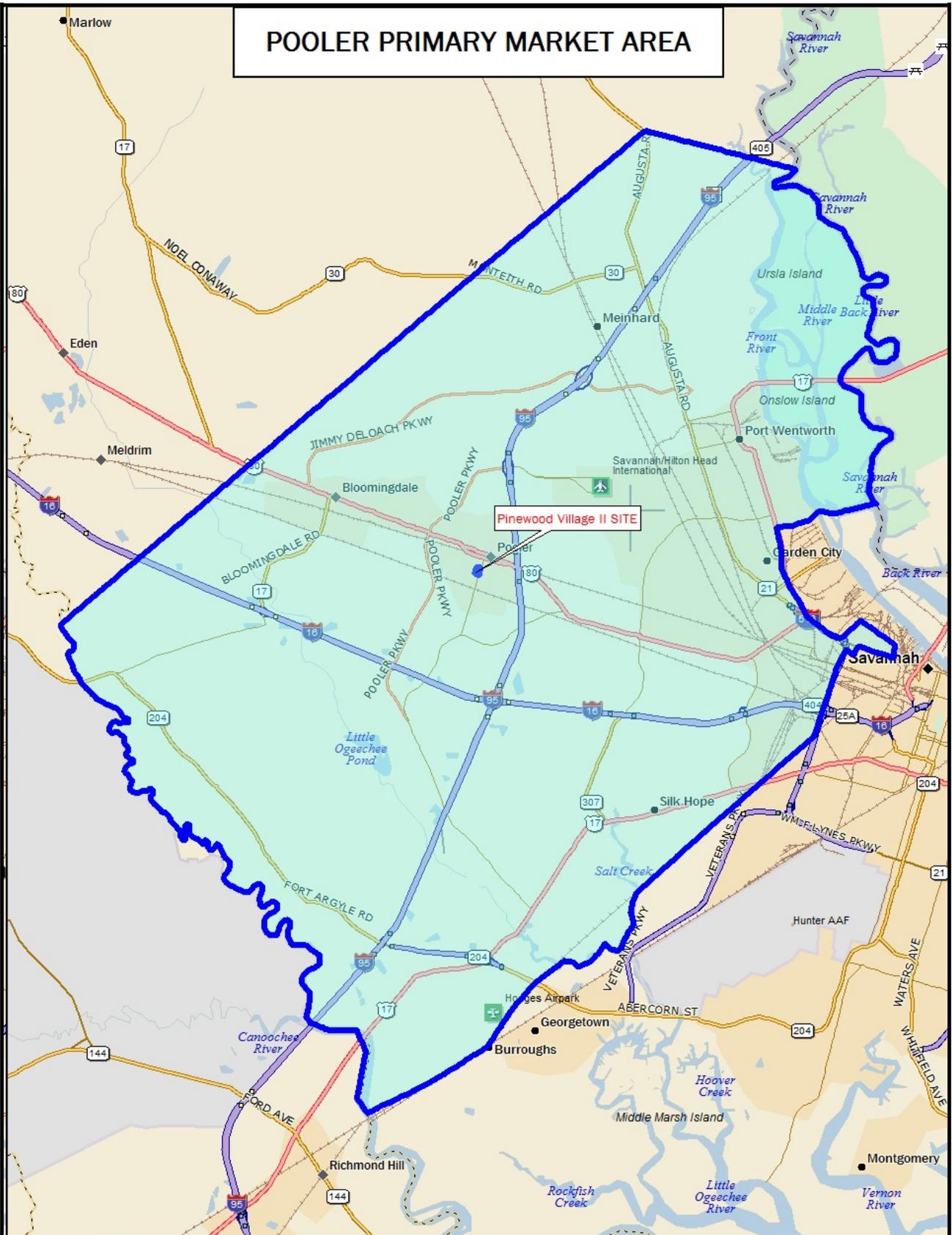
Secondary Market Area

The Secondary Market Area (SMA) consists of that area beyond the PMA, principally from out of market, as well as from out of state. Note: The demand methodology **excluded** any potential demand from a SMA.

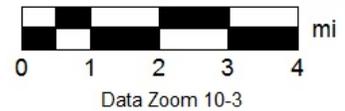
Pinewood Village II PMA - 2010 Census Tracts



POOLER PRIMARY MARKET AREA



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SECTION E
COMMUNITY DEMOGRAPHIC DATA

Tables 1 through 8 exhibit indicators of trends in total population and household growth, as well as for population and households and 55 and older.

Population Trends

Table 1, exhibits the change in **total** population in Pooler, the Pinewood Village II PMA, and Chatham County between 2000 and 2021. Table 2, exhibits the change in **elderly** population age 55 and over (the age restriction limit for the subject), in Pooler, the Pinewood Village II PMA, and Chatham County between 2000 and 2021. The year 2018 is estimated to be the first year of availability for occupancy of the subject property. The year 2016 has been established as the base year for the purpose of estimating new household growth demand, by age and tenure.

Total Population

The Pinewood Village II PMA exhibited extremely significant total population gains between 2000 and 2010, at almost 6.25% per year. Population gains over the next several years, (2016-2018) are forecasted for the Pinewood Village II PMA at a reduced rate of growth, yet, still very significant, represented by a rate of increase ranging between 2.3% to 3.3% per year.

The projected change in population for Pooler is subject to local annexation policy and in-migration of City of Savannah and surrounding county residents into the city. However, recent indicators, including the 2014 and 2015 US Census estimates (at the place level) suggest that the population trend since 2010 in Pooler has continued at a similar rate of gain. A significant minority of the population in the PMA is located within the City of Pooler. It is estimated that approximately 28% of the PMA population is located within the City of Pooler.

Population 55+

The Pinewood Village II PMA exhibited very significant population gains for population age 55+ between 2000 and 2010, at over 6% per year. Population gains over the next several years are forecasted for the Pinewood Village II PMA for the 55 and over age group continuing at a very significant rate of increase, with a forecasted rate of growth at approximately 4.25% to 5.35% per year.

Population gains are forecasted in both the 55 and 65 and over age groups for the year 2018 and beyond. The projected increase is not owing to a significant increase in elderly in-migration into the PMA, but instead owing to significant age in-place as the "war baby generation, (1940-1945)" and the beginning of the "baby boom generation, (1946 to 1950)" begin to enter into the empty nester and retirement population segments in large numbers.

Population Projection Methodology

The forecast for total population, and population age 55 and over is based primarily upon the 2000 and 2010 census, as well as the Nielsen-Claritas population projections. The Georgia Office of Planning and Budget county projections were examined and use as a cross check to the direction of trend in population over the forecast period.

- Sources: (1) 2000 and 2010 US Census.
(2) Nielsen Claritas 2016 and 2021 Projections.
(3) 2014 and 2015 US Census population estimates.
(4) Georgia Residential Population Projections by Age & County, 2013-2023, GA Governor's Office of Planning & Budget, 2015 Series

Table 1					
Total Population Trends and Projections: Pooler, the Pinewood Village II PMA, Chatham County					
Year	Population	Total Change	Percent	Annual Change	Percent
Pooler					
2000	6,239	-----	-----	-----	-----
2010	19,140	+12,901	+206.78	+1,290	+11.86
2016	23,553	+ 4,413	+ 23.06	+ 736	+ 3.52
2018	24,850	+ 1,297	+ 5.51	+ 648	+ 2.72
2021	26,795	+ 1,945	+ 7.83	+ 648	+ 2.54
Pinewood Village II PMA					
2000	38,142	-----	-----	-----	-----
2010	69,866	+31,724	+ 83.17	+3,172	+ 6.24
2016	84,848	+14,982	+ 21.44	+2,497	+ 3.29
2018*	88,805	+ 3,957	+ 4.66	+1,979	+ 2.31
2021	94,741	+ 5,936	+ 6.68	+1,979	+ 2.18
Chatham County					
2000	232,048	-----	-----	-----	-----
2010	265,128	+33,080	+ 14.26	+3,308	+ 1.34
2016	289,535	+24,407	+ 9.21	+4,068	+ 1.48
2018	297,213	+ 7,678	+ 2.65	+3,839	+ 1.32
2021	308,730	+11,517	+ 3.88	+3,839	+ 1.28

* 2018 - Estimated year that project will be placed in service.

Calculations - Koontz and Salinger. September, 2016.

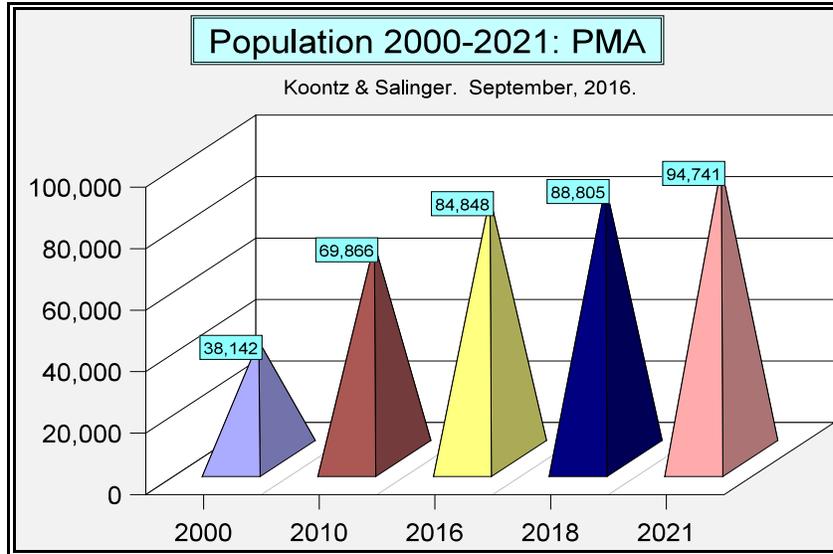
Table 2, exhibits the change in **elderly** population age 55 and over (the age restriction limit for the subject), in Pooler, the Pinewood Village II PMA, and Chatham County between 2000 and 2021.

Table 2					
Elderly Population (Age 55+) Trends and Projections: Pooler, the Pinewood Village II PMA, Chatham County					
Year	Population	Total Change	Percent	Annual Change	Percent
Pooler					
2000	1,133	-----	-----	-----	-----
2010	3,124	+1,991	+175.72	+ 199	+10.67
2016	4,500	+1,376	+ 44.05	+ 229	+ 6.27
2018	4,982	+ 482	+ 10.71	+ 241	+ 5.22
2021	5,704	+ 722	+ 14.49	+ 241	+ 4.61
Pinewood Village II PMA					
2000	6,593	-----	-----	-----	-----
2010	12,062	+5,469	+ 82.95	+ 547	+ 6.23
2016	16,505	+4,443	+ 36.83	+ 741	+ 5.37
2018*	17,936	+1,431	+ 8.67	+ 716	+ 4.25
2021	20,083	+2,147	+ 11.97	+ 716	+ 3.84
Chatham County					
2000	49,807	-----	-----	-----	-----
2010	62,812	+13,005	+ 26.11	+1,300	+ 2.35
2016	74,672	+11,860	+ 18.88	+1,977	+ 2.92
2018	78,288	+ 3,616	+ 4.84	+1,808	+ 2.39
2021	83,713	+ 5,425	+ 6.93	+1,808	+ 2.26

* 2018 - Estimated 1st year of occupancy.

Calculations - Koontz and Salinger. September, 2016.

Between 2000 and 2010, Pinewood Village II PMA population increased at a annual rate of almost 6.25%. The majority of the gains occurred near to or along the major transportation corridors located within the PMA, in particular west of I-95. Between 2016 and 2018 the Pinewood Village II PMA population is forecasted to significantly increase at an annual rate of gain of approximately +2.31%. The figure below presents a graphic display of the numeric change in total population in the PMA between 2000 and 2021.



Between 2000 and 2010, population age 55+ increased in the Pinewood Village II PMA at a very significant rate growth at over +6% per year. Between 2016 and 2018, the population age 55 and over in the Pinewood Village II PMA is forecasted to continue to increase at a significant rate of gain at approximately +4.25% per year. Much of the increase is owing to in-migration of population. The figure below presents a graphic display of the numeric change in population age 55+ in the PMA between 2000 and 2021.

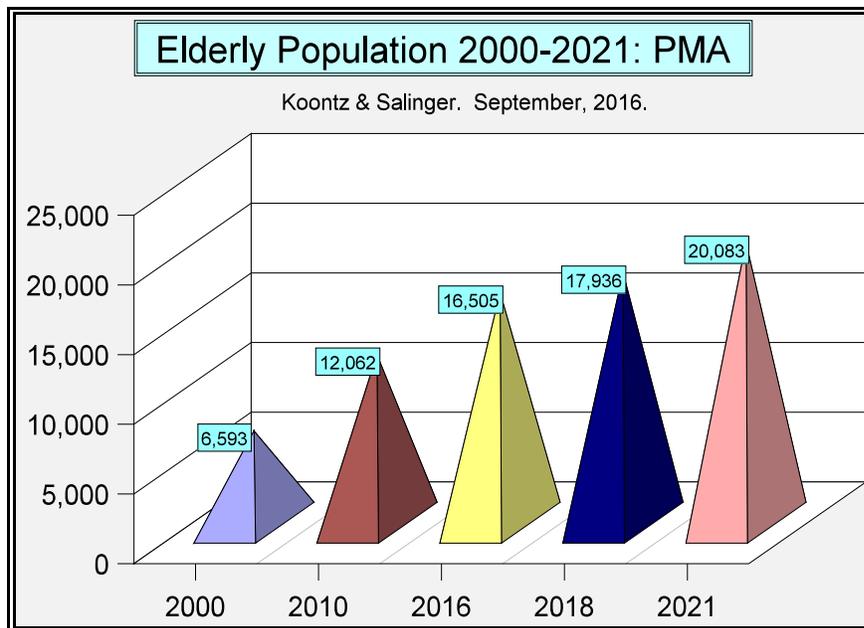


Table 3A exhibits the change in population by age group in Pooler between 2010 and 2018. The most significant increase exhibited between 2016 and 2018 within Pooler was in the 65-74 age group representing a increase of almost 11.5% over the two year period. The 75+ age group is forecasted to increase by over 115 persons, or by approximately +13.5%.

Table 3A						
Population by Age Groups: Pooler, 2010 - 2018						
	2010 Number	2010 Percent	2016 Number	2016 Percent	2018 Number	2018 Percent
Age Group						
0 - 24	6,705	35.03	8,110	34.43	8,607	34.63
25 - 44	6,793	35.49	7,871	33.42	7,992	32.16
45 - 54	2,518	13.16	3,072	13.04	3,269	13.15
55 - 64	1,739	9.09	2,374	10.08	2,560	10.30
65 - 74	867	4.53	1,387	5.89	1,567	6.31
75 +	518	2.71	739	3.14	855	3.44

Table 3B exhibits the change in population by age group in the Pinewood Village II PMA between 2010 and 2018. The most significant increase exhibited between 2016 and 2018 within the Pinewood Village II PMA was in the 65-74 age group representing a increase of +11% over the two year period. The 75+ age group is forecasted to increase by 396 persons, or by over +14%.

Table 3B						
Population by Age Groups: Pinewood Village II PMA, 2010 - 2018						
	2010 Number	2010 Percent	2016 Number	2016 Percent	2018 Number	2018 Percent
Age Group						
0 - 24	24,700	35.35	28,809	33.95	30,408	34.24
25 - 44	23,887	34.19	28,931	34.10	29,307	33.00
45 - 54	9,217	13.19	10,603	12.50	11,155	12.56
55 - 64	6,582	9.42	8,555	10.08	9,026	10.16
65 - 74	3,353	4.80	5,131	6.05	5,694	6.41
75 +	2,127	3.04	2,819	3.32	3,215	3.62

Sources: 2010 Census of Population, Georgia
 Nielsen Claritas Projections
 Koontz and Salinger. September, 2016

HOUSEHOLD TRENDS & CHARACTERISTICS

Table 4 exhibits the change in **elderly** households (age 55 and over) in the Pinewood Village II PMA between 2000 and 2021. The significant increase in household formations age 55+ in the Pinewood Village II PMA has continued over a 10 year period and reflects the recent population trends and near term forecasts for population 55 and over.

The ratio of persons per household is projected to stabilize at around 1.67 between 2016 and 2021 within the Pinewood Village II PMA. The reduction in the rate of decline is based upon: (1) the number of retirement age population owing to an increase in the longevity of the aging process for the senior population, and (2) allowing for adjustments owing to divorce and the dynamics of roommate scenarios.

The projection of household formations age 55 and over in the PMA between 2016 and 2018 exhibited a very significant increase of 550 households age 55 and over per year or by approximately +4.3% per year. The rate and size of the annual increase is considered to be very supportive of additional new construction LIHTC elderly apartment development, that targets the very low, low and moderate income elderly household population.

Table 4					
Household Formations Age 55+: 2000 to 2021					
Pinewood Village II PMA					
Year / Place	Total Population	Population In Group Quarters	Population In Households	Persons Per Household	Total Households
PMA					
2000	6,593	159	6,434	1.4845	4,334
2010	12,062	154	11,908	1.8974	6,276
2016	16,505	154	16,351	1.6710	9,785
2018	17,936	154	17,782	1.6703	10,646
2021	20,083	154	19,929	1.6695	11,937

Sources: Nielsen Claritas Projections.
2000 and 2010 Census of Population, Georgia.

Calculations: Koontz & Salinger. September, 2016.

Table 5 exhibits households in the Pinewood Village II PMA, age 55 and over, by owner-occupied and renter-occupied tenure. The 2010 to 2021 projected trend supports a change in the tenure ratio favoring renter-occupied households on a percentage basis.

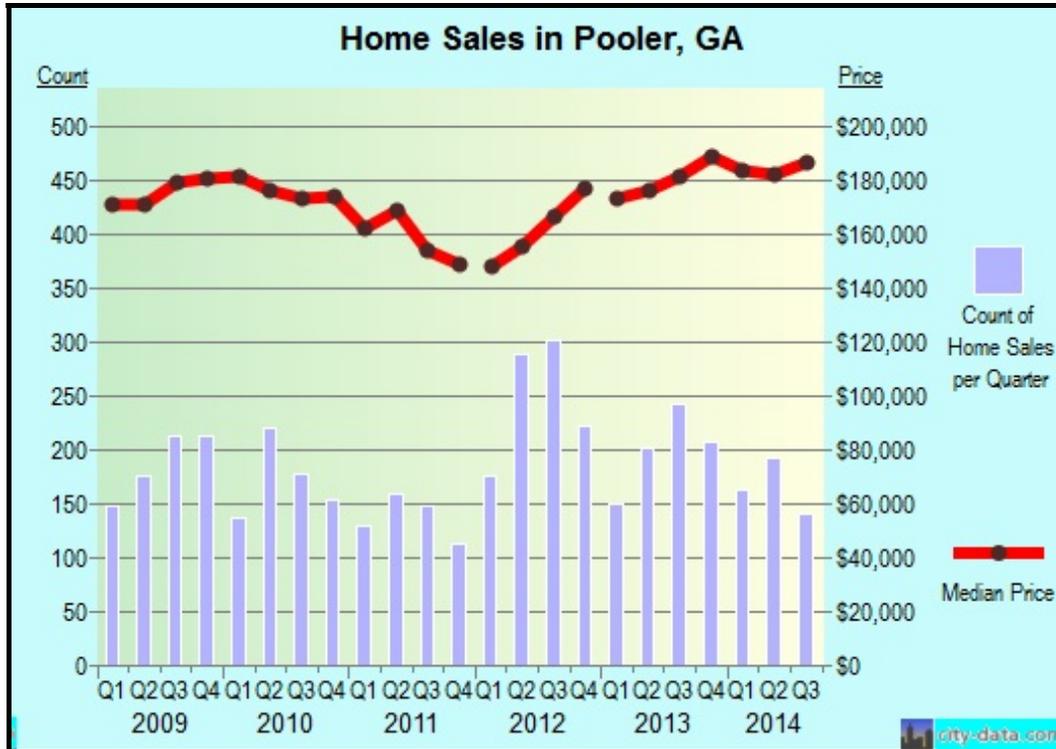
Overall, significant net numerical gains are forecasted for both owner-occupied and renter-occupied households age 55 and over within the Pinewood Village II PMA. Between 2016 and 2018, the increase in renter-occupied households age 55 and over remains extremely positive, at almost +4.5% per year.

Table 5					
Households by Tenure, Pinewood Village II PMA: Age 55+					
Year/ Place	Total Households	Owner Occupied	Percent	Renter Occupied	Percent
PMA					
2000	4,334	3,499	80.73	835	19.27
2010	6,276	4,988	79.48	1,288	20.52
2016	9,785	7,686	78.45	2,099	21.55
2018	10,646	8,355	78.48	2,291	21.52
2021	11,937	9,358	78.39	2,579	21.61

Sources: 2000 & 2010 Census of Population, Georgia.
 Nielsen Claritas Projections.
 Koontz and Salinger. September, 2016.

For Sale Market

The figure below exhibits home sales in Pooler between 2009 and Q3 2014. The average sales price shows significant variation quarter-to-quarter, but the overall trend for the entire period indicates increasing prices. The number of sales showed a relatively stable trend between 2009 and 2011 followed by a “spike” during 2012. However, the number of sales remained generally high throughout the entire period, as would be expected in a suburban area of a metro county. From 2013 onwards the number of sales has generally remained in the 150 to 200+ per quarter range, with a high of just under 250 sales in Q3 2013 and slightly under 150 sales in Q3 2014. Prices have remained relatively consistent, with a recent upward trend.



Source: www.city-data.com/city/Pooler-Georgia.html

According to data from Trulia, the median sales price for homes in Pooler for the January 7 to April 6, 2016 period was \$190,000 based on 115 home sales. The median sales price has fluctuated month-to-month over the past year, but the overall trend showed an increase of 1%. The price per square foot increased by 2% during the period, at \$98/SF compared to \$96/SF one year ago. At the same time, Trulia notes that rents in the Pooler area have increased by 2% over the past year.

Current median list prices vary by location within Chatham County as a whole; the median list price for homes for sale in the Zip Code 31322 (which includes Pooler) is \$189,900. List prices are lower in Zip Code 31415 (the central city area of Savannah) at \$52,000, but are higher in Zip Codes 31405 (\$225,000) and 31401 (\$272,000). (Analyst Note: Sales/listings include foreclosures and short sales.)

For-Sale Market (Buy Versus Rent)

The tendency for renter-to-owner tenure conversion is divergent for senior households compared to younger, family households. Unlike younger households, there is little incentive for a senior renter household to become a homeowner later in life. This is particularly true among lower income seniors who have been homeowners for many years, but in later life find that the cost of maintaining a single-family residence is unaffordable, and become renters. Although not relevant, the following analysis illustrates the comparative costs of home ownership of a typical single-family residence in the PMA compared to renting a unit in the subject development.

The following analysis illustrates the comparative costs of home ownership of a typical single-family residence in Pooler and environs compared to renting a unit in the subject development. According to Trulia (www.trulia.com) the current median list price for all houses in Pooler (Zip Code 31322) is \$189,900. The median sales price for the January-April 2016 period was about the same at \$190,000. In this case, either the list price or the average sales price could be considered a reliable indicator of the likely cost of a home in the site vicinity.

Based on an average price of \$189,900, and assuming a 95% LTV ratio (5% down payment), an interest rate of 5.25% and a 30 year term, the estimated monthly mortgage payment including taxes, hazard insurance and private mortgage insurance (PMI), is shown below:

COST OF TYPICAL HOME PURCHASE

Average Home Price (Trulia)	\$189,900
Mortgaged Value = 95% of Average Home Price	\$180,405
Interest Rate	5.25%
Term (years)	30
Monthly Principal and Interest	\$996
Taxes, Hazard Insurance and PMI	\$284
Total Estimated Monthly Cost	\$1,280

While it is possible that some tenants in LIHTC properties could afford the monthly payments, the number who could afford the down payment and other closing costs is likely to be minimal. In the example above, the required down payment would be \$9,495. Additional closing costs could include the first years' hazard insurance premium, mortgage "points", and various bank fees. If total closing costs (including down payment) are equal to 6% of the purchase price, a prospective buyer would need \$11,394. Accordingly, home purchase is not considered to be competitive among LIHTC income-qualified households.

With respect to mobile homes, the overall ratio of this housing type is quite small in the Pooler PMA, and the ratio of renter occupied units is even smaller. Given the insignificant number of mobile homes in this market, little to no competition is expected from this housing type.

In summary, the subject LIHTC elderly new construction project would most likely lose few (if any) tenants to turnover owing to the tenants changing tenure to home ownership. The majority of tenants in the proposed project are expected to have annual incomes in the \$20,000 to \$30,000 range. Today's home buying market, both stick-built, modular and mobile homes requires that one meet a much higher standard of income qualification, long term employment stability, credit standing and a savings threshold. These are difficult hurdles for the majority of LIHTC households to achieve in today's home buying environment.

HOUSEHOLD INCOME TRENDS & CHARACTERISTICS

One of the first discriminating factors in residential analysis is income eligibility and affordability. This is particularly of importance when analyzing the need and demand for program assisted multi-family housing.

A professional market study must distinguish between gross demand and effective demand. Effective demand is represented by those elderly households that can both qualify for and afford to rent the proposed multi-family development. In order to quantify this effective demand, the income distribution of the PMA households age 55+ must be analyzed.

Establishing the income factors to identify which households are eligible for a specific housing product requires the definition of the limits of the target income range. The lower limit of the eligible range is generally determined by affordability, i.e., the proposed gross rents, average minimum social security payments, and/or the availability of deep subsidy rental assistance (RA) for USDA-RD, PHA and HUD Section 8 developments.

The estimate of the upper income limit is based upon the most recent set of HUD MTSP income limits for two person households (the maximum household size allowable for the estimation of elderly in the GA-DCA Market Study Guidelines) in Chatham County, Georgia at 60% of the area median income (AMI).

For market-rate projects or components of mixed income projects, the entire range is estimated using typical expenditure patterns. While a household may spend as little for rent as required to occupy an acceptable unit, households tend to move into more expensive housing with better features as their incomes increase. In this analysis, the market-rate limits are set at an expenditure pattern of 25% to 35% of household income.

Tables 6A and 6B exhibit owner-occupied households, by age 55+, and by income group, in the Pinewood Village II PMA in 2010, and forecasted in 2016 and 2018. Tables 7A and 7B exhibit renter-occupied households, by age 55+, and by income group, in the Pinewood Village II PMA in 2010, and forecasted in 2016 and 2018.

The projection methodology is based upon Nielsen Claritas forecasts for households, by tenure, by age and by income group for the year 2016 and 2021, with a base year data set comprising a 2010 average, based upon the 2006 to 2010 American Community Survey. The control for this data set was not the 2010 Census, but instead the 2006 to 2010 American Community Survey.

Tables 6A and 6B exhibit owner-occupied households age 55+, by income in the Pinewood Village II PMA in 2010, and projected in 2016 and 2018.

Table 6A				
Pinewood Village II PMA: Owner-Occupied Households Age 55+, by Income Groups				
Households by Income	2010 Number	2010 Percent	2016 Number	2016 Percent
Under \$10,000	325	6.52	488	6.35
10,000 - 20,000	715	14.33	765	9.95
20,000 - 30,000	569	11.41	828	10.77
30,000 - 40,000	543	10.89	864	11.24
40,000 - 50,000	409	8.20	890	11.58
50,000 - 60,000	401	8.04	567	7.38
\$60,000 and over	2,026	40.62	3,284	42.73
Total	4,988	100%	7,686	100%

Table 6B				
Pinewood Village II PMA: Owner-Occupied Households Age 55+, by Income Groups				
Households by Income	2016 Number	2016 Percent	2018 Number	2018 Percent
Under \$10,000	488	6.35	509	6.09
10,000 - 20,000	765	9.95	780	9.34
20,000 - 30,000	828	10.77	856	10.25
30,000 - 40,000	864	11.24	906	10.84
40,000 - 50,000	890	11.58	944	11.30
50,000 - 60,000	567	7.38	639	7.65
\$60,000 and over	3,284	42.73	3,721	44.54
Total	7,686	100%	8,355	100%

Sources: 2006 - 2010 American Community Survey.
 Nielsen Claritas, HISTA Data, Ribbon Demographics.
 Koontz and Salinger. September, 2016.

Tables 7A and 7B exhibit renter-occupied households age 55+, by income in the Pinewood Village II PMA in 2010, and projected in 2016 and 2018.

Table 7A				
Pinewood Village II PMA: Renter-Occupied Household Age 55+, by Income Groups				
Households by Income	2010 Number	2010 Percent	2016 Number	2016 Percent
Under \$10,000	104	8.07	165	7.86
10,000 - 20,000	173	13.43	231	11.01
20,000 - 30,000	241	18.71	359	17.10
30,000 - 40,000	145	11.26	264	12.58
40,000 - 50,000	123	9.55	213	10.15
50,000 - 60,000	117	9.08	176	8.38
60,000 +	385	29.89	691	32.92
Total	1,288	100%	2,099	100%

Table 7B				
Pinewood Village II PMA: Renter-Occupied Household Age 55+, by Income Groups				
Households by Income	2016 Number	2016 Percent	2018 Number	2018 Percent
Under \$10,000	165	7.86	173	7.55
10,000 - 20,000	231	11.01	237	10.34
20,000 - 30,000	359	17.10	374	16.32
30,000 - 40,000	264	12.58	274	11.96
40,000 - 50,000	213	10.15	227	9.91
50,000 - 60,000	176	8.38	200	8.73
60,000 +	691	32.92	806	35.18
Total	2,099	100%	2,291	100%

Sources: 2006 - 2010 American Community Survey.
 Nielsen Claritas, HISTA Data, Ribbon Demographics.
 Koontz and Salinger. September, 2016.

Table 8A								
Households by Owner-Occupied Tenure, by Person Per Household, Age 55+ Pinewood Village II PMA, 2010 - 2018								
Households	Owner				Owner			
	2010	2016	Change	% 2016	2016	2018	Change	% 2018
1 Person	1,706	2,337	+ 631	30.41%	2,337	2,523	+ 186	30.20%
2 Person	2,527	4,137	+1,610	53.83%	4,137	4,497	+ 360	53.82%
3 Person	480	796	+ 316	10.36%	796	892	+ 96	10.68%
4 Person	194	285	+ 91	3.71%	285	307	+ 22	3.67%
5 + Person	81	131	+ 50	1.70%	131	136	+ 5	1.63%
Total	4,988	7,686	+2,698	100%	7,686	8,355	+ 669	100%

Table 8B								
Households by Renter-Occupied Tenure, by Person Per Household, Age 55+ Pinewood Village II PMA, 2010 - 2018								
Households	Renter				Renter			
	2010	2016	Change	% 2016	2016	2018	Change	% 2018
1 Person	639	1,039	+ 400	49.50%	1,039	1,139	+ 100	49.72%
2 Person	437	721	+ 284	34.35%	721	793	+ 72	34.61%
3 Person	109	176	+ 67	8.38%	176	188	+ 12	8.21%
4 Person	50	81	+ 31	3.86%	81	81	0	3.54%
5 + Person	53	82	+ 29	3.91%	82	90	+ 8	3.93%
Total	1,288	2,099	+ 811	100%	2,099	2,291	+ 192	100%

Sources: Nielsen Claritas Projections
Koontz and Salinger. September, 2016

Table 8A indicates that in 2018 approximately 84% of the owner-occupied households age 55+ in the PMA contain 1 and 2 persons (the target group by household size). A significant increase in households by size is exhibited by 1 and 2 person owner-occupied households.

Table 8B indicates that in 2018 approximately 84.5% of the renter-occupied households age 55+ in the PMA contain 1 and 2 persons. A significant increase in households by size is exhibited by 1 person renter-occupied households and to a lesser degree by 2 person renter-occupied households age 55+. One person elderly households are typically attracted to both 1 and 2 bedroom rental units and 2 person elderly households are typically attracted to two bedroom units, and to a much lesser degree three bedroom units.

SECTION F
ECONOMIC & EMPLOYMENT
TRENDS

Analysis of the economic base and the labor and job formation base of the local labor market area is critical to the potential demand for residential growth in any market. The economic trends reflect the ability of the area to create and sustain growth, and job formation is typically the primary motivation for positive net in-

migration. Employment trends reflect the economic health of the market, as well as the potential for sustained growth. Changes in family households reflect a fairly direct relationship with employment growth, and the employment data reflect the vitality and stability of the area for growth and development in general.

Tables 9 through 15 exhibit labor force trends by: (1) civilian labor force employment, (2) covered employment, (3) changes in covered employment by sector, and (4) changes in average annual weekly wages, for Chatham County. Also, exhibited are the major employers for the immediate labor market area. A summary analysis is provided at the end of this section.

Table 9			
Civilian Labor Force and Employment Trends, Chatham County: 2005, 2014 and 2015			
	2005	2014	2015
Civilian Labor Force	125,335	131,733	133,265
Employment	119,726	122,140	125,625
Unemployment	5,609	9,593	7,640
Rate of Unemployment	4.5%	7.3%	5.7%

Table 10				
Change in Employment, Chatham County				
Years	# Total	# Annual*	% Total	% Annual*
2005 - 2007	+ 8,145	+4,072	+ 6.80	+ 3.35
2008 - 2010	-11,142	-5,571	- 8.85	- 4.53
2011 - 2013	+ 3,917	+1,958	+ 3.36	+ 1.68
2014 - 2015	+ 3,485	Na	+ 2.85	Na

* Rounded

Na - Not applicable

Sources: Georgia Labor Force Estimates, 2005 - 2015. Georgia Department of Labor, Workforce Information Analysis. Koontz and Salinger. September, 2016.

Table 11 exhibits the annual change in civilian labor force employment in Chatham County between 2005 and the 1st seven months in 2016. Also, exhibited are unemployment rates for the County, State and Nation.

Table 11							
Change in Labor Force: 2005 - 2016							
	Chatham County					GA	US
Year	Labor Force	Employed	Change	Unemployed	Rate	Rate	Rate
2005	125,335	119,726	-----	5,609	4.5%	5.3%	5.1%
2006	128,399	123,235	3,509	5,164	4.0%	4.7%	4.6%
2007	133,181	127,871	4,636	5,310	4.0%	4.5%	4.6%
2008	133,475	125,919	(1,952)	7,556	5.7%	6.2%	5.8%
2009	131,301	120,404	(5,515)	10,897	8.3%	9.9%	9.3%
2010	127,323	114,777	(5,627)	12,546	9.9%	10.5%	9.6%
2011	129,562	116,625	1,848	12,937	10.0%	10.2%	8.9%
2012	131,755	119,704	3,079	12,051	9.1%	9.2%	8.1%
2013	131,237	120,542	838	10,695	8.1%	8.2%	7.4%
2014	131,733	122,140	1,598	9,593	7.3%	7.1%	6.2%
2015	133,265	125,625	3,485	7,640	5.7%	5.9%	5.3%
Month							
1/2016	133,787	126,650	-----	7,137	5.3%	5.4%	5.3%
2/2016	135,799	128,507	1,857	7,292	5.4%	5.6%	5.2%
3/2016	136,443	129,364	857	7,079	5.2%	5.4%	5.1%
4/2016	135,943	129,471	107	6,472	4.8%	5.0%	4.7%
5/2016	136,608	130,389	918	6,219	4.6%	4.7%	4.5%
6/2016	139,504	131,992	1,603	7,512	5.4%	5.5%	5.1%
7/2016	140,807	133,652	1,660	7,155	5.1%	5.6%	5.1%

Sources: Georgia Labor Force Estimates, 2005 - 2016.
 Georgia Department of Labor, Workforce Information Analysis.
 Koontz and Salinger. September, 2016.

Table 12 exhibits the annual change in covered employment in Chatham County between 2003 and the 1st Quarter in 2016. Covered employment data differs from civilian labor force data in that it is based on at-place-employment within a specific geography. In addition, the data set consists of most full and part-time, private and government, wage and salary workers.

Table 12 Change in Covered Employment: 2003 - 2016		
Year	Employed	Change
2003	124,440	-----
2004	127,615	3,175
2005	131,345	3,730
2006	135,043	3,698
2007	137,580	2,537
2008	135,324	(2,256)
2009	129,065	(6,259)
2010	127,650	(1,415)
2011	129,925	2,275
2012	132,994	3,019
2013	136,022	3,078
2014	139,388	3,366
2015	145,455	6,067
2016 1 st Q	146,324	-----

Sources: Georgia Department of Labor, Workforce Information Analysis, 2003 and 2016.

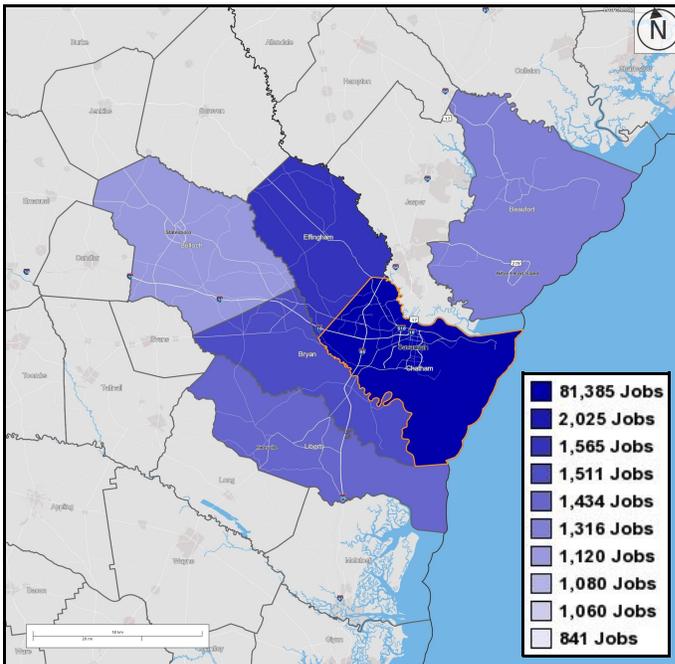
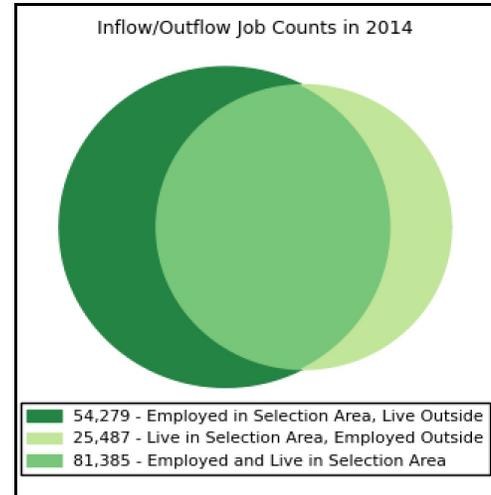
Koontz & Salinger. September, 2016.

Commuting

The majority of the workforce within the Pooler PMA has relatively short commutes to work, and most (84.1%) have jobs within Chatham County. Nearly 12% work in another county in Georgia, and only 3.9% work out of state. Some Data from the 2010-2014 American Community Survey indicate that some 68.2% of workers who did not work at home had commutes of less than 30 minutes, inclusive of 37.9% with commutes of less than 15 minutes; the mean commuting time for residents of the Pooler PMA is around 22 minutes; for residents of Chatham County as a whole, the mean commuting time is 21.4 minutes.

Chatham County provides a significant number of jobs for workers living outside the area. Commuting data for 2014 published by the US Census Bureau indicates that the inflow of workers into Chatham County is more than double the outflow. Some 54,279 persons who work in Chatham County live outside the county while only 25,487 residents of Chatham commuted to jobs outside the county; some 81,385 persons live and work in Chatham.

The majority of Chatham County residents who worked in another Georgia County commuted to adjacent counties within Georgia. Commuting to the Hilton Head Island area of SC (Beaufort County) is also common. The following map and table indicate the counties where most of Chatham County residents work. The chart shows the ratio of the resident work force employed within Chatham and surrounding counties.



Jobs Counts by Counties Where Workers are Employed - All Jobs

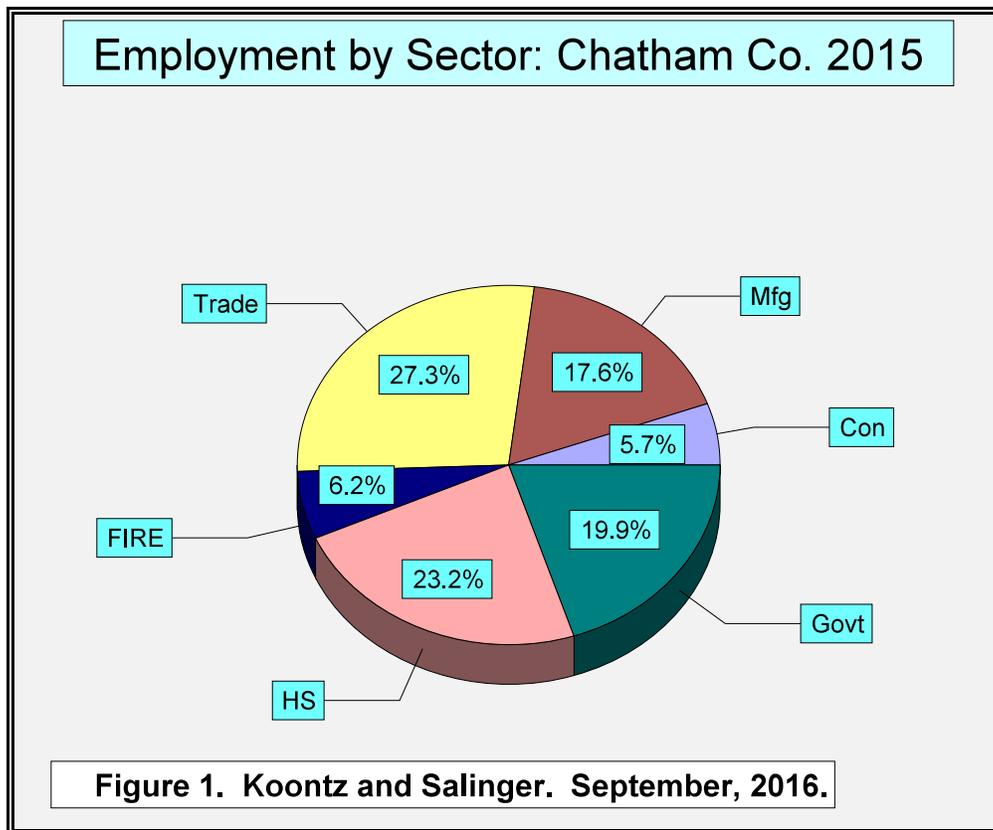
	2014	
	Count	Share
All Counties	106,872	100.0%
Chatham County, GA	81,385	76.2%
Fulton County, GA	2,025	1.9%
Effingham County, GA	1,565	1.5%
Bryan County, GA	1,511	1.4%
Liberty County, GA	1,434	1.3%
Beaufort County, SC	1,316	1.2%
Bulloch County, GA	1,120	1.0%
Gwinnett County, GA	1,080	1.0%
Richmond County, GA	1,060	1.0%
DeKalb County, GA	841	0.8%
All Other Locations	13,535	12.7%

Source: US Census Bureau, 2010-2014 American Community Survey.

Table 13 Average Monthly Covered Employment by Sector, Chatham County, 4 th Quarter 2014 and 2015							
Year	Total	Con	Mfg	T	FIRE	HCSS	G
2014	142,397	5,011	14,514	23,115	5,198	19,562	17,562
2015	147,819	5,058	15,657	24,308	5,489	20,668	17,736
14-15 # Ch.	+ 5,422	+ 47	+1,143	+1,193	+ 291	+1,106	+ 174
14-15 % Ch.	+ 3.8	+ 0.9	+ 7.9	+ 5.2	+ 5.6	+ 5.7	+ 1.0

Note: Con - Construction; Mfg - Manufacturing; T - Retail and Wholesale Trade; FIRE - Finance, Insurance and Real Estate; HCSS - Health Care and Social Services; G - Federal, State & Local Government

Figure 1 exhibits employment by sector in Chatham County in the 4th Quarter of 2015. The top four employment sectors are: manufacturing, trade, government and service. The 2016 forecast, is for the manufacturing sector to stabilize and the trade and healthcare sectors to increase.



Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, 2014 and 2015. Koontz and Salinger. September, 2016.

Table 14, exhibits average annual weekly wages in the 4th Quarter of 2014 and 2015 in the major employment sectors in Chatham County. It is estimated that the majority of workers in the service and trade sectors (excluding accommodation and food service workers) in 2016 will have average weekly wages between \$550 and \$1,400. Workers in the accommodation and food service sectors in 2016 will have average weekly wages in the vicinity of \$360.

Table 14				
Average 4th Quarter Weekly Wages, 2014 and 2015				
Chatham County				
Employment Sector	2014	2015	% Numerical Change	Annual Rate of Change
Total	\$ 875	\$ 921	+ 46	+ 5.3
Construction	\$ 987	\$1007	+ 20	+ 2.0
Manufacturing	\$1620	\$1686	+ 66	+ 4.1
Wholesale Trade	\$1250	\$1315	+ 65	+ 5.2
Retail Trade	\$ 530	\$ 554	+ 24	+ 4.5
Transportation & Warehouse	\$ 910	\$ 971	+ 61	+ 6.7
Finance & Insurance	\$1212	\$1280	+ 68	+ 5.6
Real Estate Leasing	\$ 748	\$ 787	+ 39	+ 5.2
Health Care Services	\$ 976	\$1074	+ 98	+10.0
Educational Services	\$ 891	\$ 901	+ 10	+ 1.1
Hospitality	\$ 339	\$ 358	+ 19	+ 5.6
Federal Government	\$1296	\$1375	+ 79	+ 6.1
State Government	\$ 976	\$1008	+ 32	+ 3.3
Local Government	\$ 826	\$ 880	+ 54	+ 6.5

Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, Wages and Contributions, 2014 and 2015.

Koontz and Salinger. September, 2016.

Major Employers

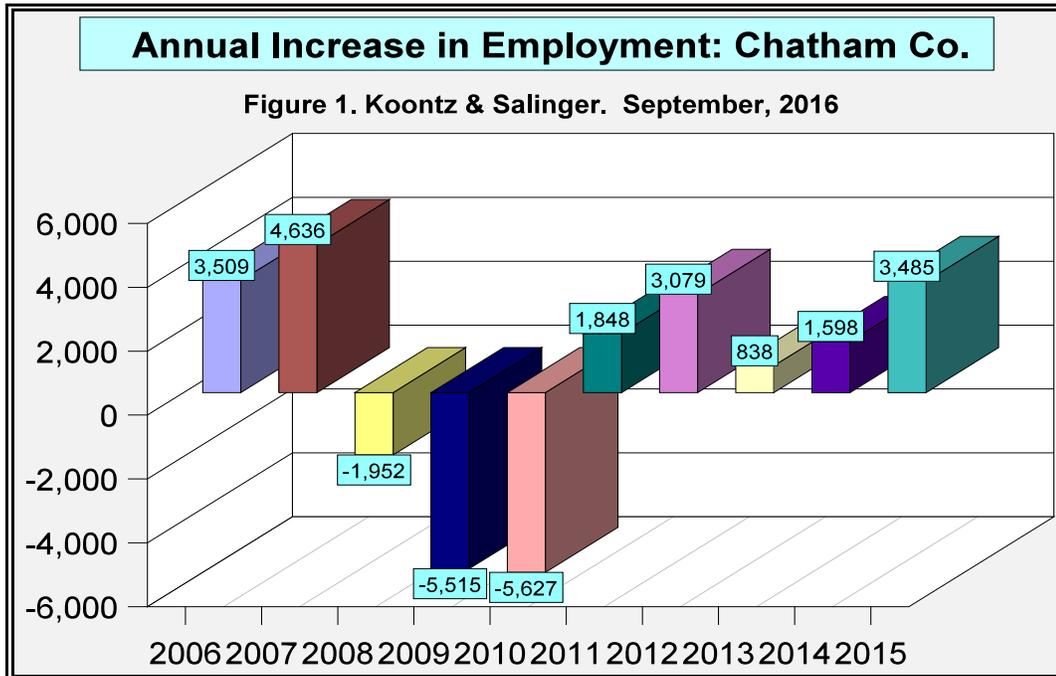
The major employers in the Savannah MSA are listed in Table 15.

Table 15		
Major Employers		
Firm	Product/Service	Employees
Gulfstream Aerospace	Jet Aircraft	10,126
Memorial Un Medical Center	Health Care	5,000
Savannah-Chatham Board of	Education	4,808
Fort Stewart/Hunter Airfield	Civilian Employment	4,637
St Joseph's/Candler	Health Care	3,304
City of Savannah	Government	2,795
YMCA of Coastal Georgia	Civic Association	1,856
Chatham County	Government	1,600
Savannah College of Art	Education	1,590
Georgia Ports Authority	Transportation	988
Kroger	Retail Trade	1,000+
Marine Terminals Corp	Marine Cargo Handling	1,000+
McDonald's	Food Service	1,000+
SSA Cooper	Marine Cargo Handling	1,000+
Publix	Retail Trade	983
Armstrong Atlantic State Un	Education	602
SouthCoast Health	Health Care	680
Georgia Regional Hospital	Health Care	650
Coastal Home Care	Health Care	631
Goodwill Industries	Adult Rehabilitation	560
UTC Overseas	Logistics Solutions	500+
Ceres Marine Terminals	Marine Cargo Handling	500+
Georgia Power Company	Utility	473
The Landings Club	Private Resort Club	435
Colonial Group	Petroleum Products	350
CSX	Transportation	308

Sources: www.savannahchamber.com
www.georgiafacts.org/manufacturers

SUMMARY

The economic situation for Chatham County is statistically represented by employment activity, both in workers and jobs. As represented in Tables 9-15, Chatham County experienced employment losses between 2008 and 2010. Like much of the state and nation, very significant employment losses were exhibited in 2009 and 2010, followed by moderate to significant gains each year, between 2011 and 2015. Monthly data in the 1st seven months of 2016, strongly suggests another significant increase in overall employment in Chatham County.



As represented in Figure 1 (and Table 10), between 2005 and 2007, the average increase in employment in Chatham County was approximately 4,072 workers or approximately +3.4% per year. The rate of employment loss between 2008 and 2010, was very significant at -8.85% representing a net loss of -11,142 workers. The rate of employment gain between 2011 and 2013, was significant at approximately +1.7% per year. The 2014 to 2015, rate of gain was very significant when compared to the preceding year at +2.85%. The rate of employment change thus far into 2016, is forecasted to exhibit a significant increase in the level of employment when compared to 2015 in the vicinity of 4,500 additional workers.

Monthly unemployment rates in 2015 and thus far in 2016 were improved when compared to the 2009 to 2014 period. Monthly unemployment rates in 2016, have for the most part improved on a month to month basis, ranging between 4.6% and 5.4%.

The National forecast for 2016 (at present) is for the unemployment rate to approximate 4.5% to 5% in the later portion of the year. Typically, during the last five years, the overall unemployment rate in Chatham County has been comparable to the state and above the national average unemployment rates. The annual unemployment rate in 2016 in Chatham County is forecasted to continue to decline, to the vicinity of 5% and improving on a relative year to year basis.

The Savannah Economic Development Authority (SEDA) is the lead economic development entity for Chatham County. The role of SEDA is to create, grow and attract jobs and investment in the Savannah region. SEDA acts in the best interest of both the client and the community without the hindrances often associated with publicly funded operations. Through their business attraction, business retention and expansion, and their World Trade Center Savannah departments, SEDA offers customized services to connect employers to the resources needed including workforce training programs, infrastructure, available properties, incentives, tax abatements, utilities, permitting and more. The large size of the Chatham County economy means that economic development and job creation are on-going in all parts of the County.

Recent economic development news specifically benefitting the Pooler community includes the following:

(1) On April 15, 2016, a ribbon cutting was held at the Nordic facility in Pooler. Nordic opened a 200,000 SF cold storage warehouse facility in 2013, and the expansion will double the capacity. Some 70 new jobs are also being created.

(2) In December 2015 the Pooler City Council voted to de-annex the Pooler Megasite, which will now be known as the Chatham County Development Site. The de-annexation makes the site more marketable by providing the "Freeport Exemption", an incentive to manufacturers that exempts certain goods for ad valorem taxes. Pooler did not offer this exemption, but Chatham County does, which increases the competitive advantage.

(3) In 2013 a groundbreaking ceremony was hld at the site of the Tanger Outlet Mall off I-95 in Pooler. The mall opened in April 2015, and represents a \$200 million investment which will produce an estimated \$400 million in annual sales revenue. The facility will employ as many as 2,000 workers.

Sources: www.savannahnow.com
www.tangeroutlet.com
www.seda.org
www.realestateinsavannah.net

Local Economy - Relative to Subject & Impact on Housing Demand

The Pooler, Savannah - Chatham County local economy is very well diversified, with the major sectors of economy comprised of: (1) the Port of Savannah and a closely related industrial sector, (2) the Hunter Army Airfield, (3) tourism, (4) education and (5) a large service and trade sector. The following economic summary is based upon excerpts from the Savannah Chamber of Commerce and Savannah Economic Development Authority web sites.

Port of Savannah

The Georgia Ports Authority operates two deepwater terminals at Savannah: the Garden City and Ocean terminals. The Port of Savannah is the fourth largest container port in the United States. The distribution sector of Savannah's economy is booming. Fueled by the Port of Savannah, the world's largest distributors are clamoring to get a piece of the action. The Port of Savannah supports almost 36,000 jobs in the Savannah MSA.

The Port of Savannah, operated by the Georgia Ports Authority, is the fastest growing port in the nation, the second largest on the East and Gulf Coasts, and not surprisingly, a major economic development engine for the entire state of Georgia. The Port serves as a major distribution hub to and from a 26-state region - fully 75% of the U.S. population, due in part to location. Specializing in the handling of container, reefer, breakbulk and RoRo cargoes, the port includes the Garden City Terminal and the Ocean Terminal.

Manufacturing/Industrial

As exhibited in Table 13, overall the manufacturing sector in Chatham County continues to grow, which is a stark contrast to many areas in the State and the Nation. A major reason for this growth is the location of the Port of Savannah, as well as the location of two nearby interstate highways, I-95 and I-16.

Military

The 2005 BRAC commission was very beneficial to both Fort Stewart in nearby Hinesville and Hunter Army Airfield in Savannah. Savannah is home to Hunter Army Airfield and Fort Stewart, headquarters of the U.S. Army's 3rd Infantry Division. The Fort Stewart reservation's 288,000 acres provide the division's soldiers unequalled training opportunities. Rapid deployability of the division is assured by Fort Stewart's proximity to Hunter Army Airfield and to the Port of Savannah, which is capable of simultaneously loading all nine of the Navy's SL7 Fast Sealift ships. Hunter Army Airfield encompasses 5,372 acres and boasts the longest runway on the East Coast, handling both 747 and C17 Aircraft.

Combined, the two bases are home to more than 24,000 military personnel and generate an annual direct federal expenditure of almost \$1.7 billion. The strong presence of military in our area further increases the demand for retail, food service, real estate, and other sectors.

Tourism

Savannah is a premier destination for national conventions and trade shows, thus convention business will be one of the areas's fastest-growing economic sections. Almost half of visitors come for the historic and cultural experience with another 10% visiting for Savannah's Coastal Cuisine and nearly 7% for outdoor and eco-friendly activities.

Education

Employment based on education is a major component of the area economic engine. Not only is the public education a major employer in Savannah/Chatham County with almost 5,000 employees, but the area schools of higher education are major employers as well. The Savannah College of Art and Design is a major employer in the downtown area with around 1,750 workers. More importantly its large student body has a significant impact on the downtown economy, as well as a significant impact on the downtown area rental housing market. Other major education base employers in the market are Savannah State University, Savannah Technical College and Armstrong Atlantic State University.

Service & Trade & Health Care

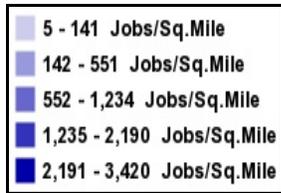
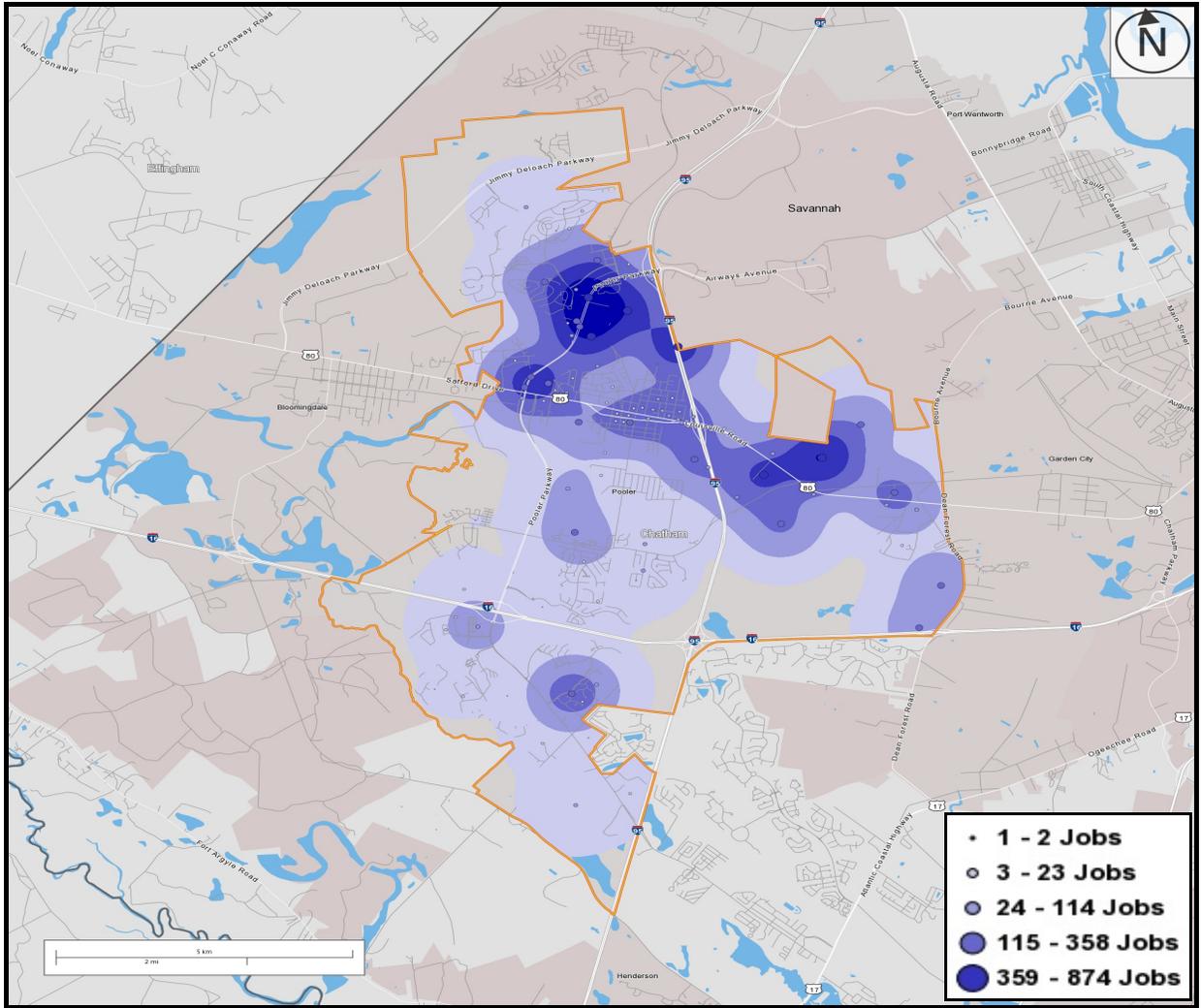
The service and trade sectors of local economy are very strong and very large, owing to the fact that Savannah commands a large regional market. According to the Georgia Department of Labor, the health care industry, including social assistance, employed 12 percent of the region's workforce

Recent economic indicators in 2015 and thus far in 2016 suggest a scenario, in terms of economic growth (vs loss), in which the local economy will continue to grow at a significant to very significant pace in 2016. The Pooler - Chatham County area economy has a large number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the excellent location of the site, with good proximity to several employment nodes, the proposed subject development will very likely attract potential elderly renters from those sectors of the workforce who are in need of affordable housing, a reasonable commute to work, and still participating in the local labor market.

For that portion of the 55 to 65 elderly subject target group that still desires or needs to continue working on a part-time basis, the Pooler and Chatham County local economy provides many opportunities. The majority of the opportunities are in the local service and trade sectors of the economy.

A map of the major employment concentrations in the area of Pooler is exhibited on the next page.

Major Employment Nodes



SECTION G

PROJECT-SPECIFIC DEMAND ANALYSIS

This analysis examines the area market demand in terms of a specified GA-DCA demand methodology. This incorporates several sources of income eligible demand, including demand from new renter household growth and demand from existing elderly renter households already in the

Pooler PMA market.

Note: All elements of the demand methodology will be segmented by age (elderly 55 and over) and income, owing to the availability of detailed age 55+ income by tenure data.

This methodology develops an effective market demand comprising eligible demand segments based on household characteristics and typical demand sources. It evaluates the required penetration of this effective demand pool. The section also includes estimates of reasonable absorption of the proposed units. The demand analysis is premised upon an estimated projected year that the subject will be placed in service of 2018.

In this section, the effective project size is 60-units. Throughout the demand forecast process, income qualification is based on the distribution estimates derived in Tables 6 and 7 from the previous section of the report.

Subsequent to the derivation of the annual demand estimate, the project is considered in the context of the current market conditions. This assesses the size of the proposed project compared to the existing population, including factors of tenure and income qualification. This indicates the proportion of the occupied housing stock that the project would represent and gives an indication of the scale of the proposed complex in the market. This does not represent potential demand, but can provide indicators of the validity of the demand estimates and the expected capture rates.

The demand analysis will address the impact on demand from existing and proposed like-kind competitive supply. In this case, demand is discriminated by age and income.

Finally, the potential impact of the proposed project on the housing market supply is evaluated, particularly the impact on other like-kind assisted elderly apartment projects in the market area.

Income Threshold Parameters

This market study focused upon the following target population regarding income parameters:

- (1) - Occupied by households at 60 percent or below of area median income.
- (2) - Projects must meet the person per unit imputed income requirements of the Low Income Housing Tax Credit, as amended in 1990. Thus, for purposes of estimating rents, developers should assume no more than the following: (a) For efficiencies, 1 Person; (b) For units with one or more separate bedrooms, 1.5 persons for each separate bedroom.
- (3) - The proposed development be available to Section 8 voucher holders.
- (4) - The 2015 HUD Income Limits.
- (5) - 0% of the units will be set aside as market rate with no income restrictions.

Analyst Note: The subject will comprise 4 one-bedroom and 56 two-bedroom units. The expected minimum to maximum number of people per unit is:

1BR - 1 and 2 persons
2BR - 2 persons

Analyst Note: As long as the unit in demand is income qualified there is no minimum number of people per unit. It is assumed that the target group for the proposed elderly development (by household size) will be one and two persons. Given the intended subject targeting by age, only household sizes of 1 and 2 persons were utilized in the determination of the income ranges, by AMI.

The proposed development will target 100% of the units at 60% or below of area median income (AMI).

The lower portion of the target LIHTC income range is set by the proposed subject 1BR and 2BR rents at 60% AMI.

It is estimated that households at the subject will spend between 30% and 45% of income for gross housing expenses, including utilities and maintenance. Recent Consumer Expenditure Surveys (including the most recent) indicate that the average cost paid by renter households is around 36% of gross income. Given the subject property intended target group it is estimated that the target LIHTC income group will spend between 25% and 50% of income on rent. GA-DCA has set the estimate for elderly applications at 40%.

The proposed 1BR net rent at 60% AMI is \$582. The estimated utility costs is \$108. The proposed 1BR gross rent is \$690. The lower income limit at 60% AMI based on a rent to income ratio of 40% is established at \$20,700.

The proposed 2BR net rent at 60% AMI is \$689. The estimated utility costs is \$139. The proposed 2BR gross rent is \$828. The lower income limit at 60% AMI based on a rent to income ratio of 40% is established at \$24,840.

The maximum 60% AMI for 1 and 2 person households located within Chatham County follows:

	60% <u>AMI</u>
1 Person -	\$25,800
2 Person -	\$29,460

Source: 2015 HUD MTSP Income Limits.

LIHTC Target Income Range

The overall income range for the targeting of income eligible households at 60% AMI is \$20,700 to \$29,460.

SUMMARY

Target Income Range - Subject Property - by Income Targeting Scenario

60% AMI

The overall **Target Income Range** for the proposed subject property targeting households at 60% AMI is \$20,700 to \$29,460.

It is projected that in 2018, approximately **9%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$20,700 to \$29,460.

It is projected that in 2018, approximately **14.5%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$20,700 to \$29,460.

Effective Demand Pool

In this methodology, there are four basic sources of demand for an apartment project to acquire potential elderly tenants:

- * net renter household formation (normal growth),
- * existing elderly renter households who are living in substandard housing,
- * existing renters who choose to move to another unit, typically based on affordability (rent overburdened), and project location, and features, and
- * current homeowners who elect to become renters, typically based on changing physical and financial circumstances and yield to the difficulty in maintaining a home.

As required by the most recent set of GA-DCA Market Study Guidelines, several adjustments are made to the basic model. The methodology adjustments are:

(1) taking into consideration like-kind competitive units now in the "pipeline", and/or under construction within the forecast period, and

(2) taking into consideration like-kind competition introduced into the market between 2014 and 2015.

Demand from New Elderly Renter Households (Growth)

For the PMA, forecast housing demand through household formation totals 192 elderly renter-occupied households over the 2016 to 2018 forecast period.

Based on 2018 income forecasts, 28 new elderly renter households fall into the 60% AMI target income segment of the proposed subject property.

Demand from Existing Renters that are In Substandard Housing

The most current and reliable data from the US Census regarding substandard housing is the 2000 census, and the 2010-2014 American Community Survey. By definition, substandard housing in this market study is from Tables H21 and H48 in Summary File 3 of the 2000 census - Tenure by Age of Householder by Occupants Per Room and Tenure by Plumbing Facilities, respectively. By definition, substandard housing in this market study is from Tables B25015 and B25016 in the 2010-2014 American Community Survey 5-Year Estimates - Tenure by Age of Householder by Occupants Per Room and Tenure by Plumbing Facilities, respectively.

Based upon 2000 Census data, 15 elderly renter-occupied households were defined as residing in substandard housing within the PMA. Based upon 2010-2014 American Community Survey data, 10 elderly renter-occupied households were defined as residing in substandard housing. The forecast in 2018 was for 5 elderly renter occupied households residing in substandard housing in the PMA.

Based on 2018 income forecasts, 1 substandard elderly renter household falls into the target income segment of the proposed subject property at 60% AMI.

Demand from Existing Renters

An additional source of demand for rental units is derived from renter households desiring to move to improve their living conditions, to accommodate different space requirements, because of changes in financial circumstances or affordability. For this portion of the estimate, rent overburdened households are included in the demand analysis. Note: This segment of the demand analysis excluded the estimate of demand by substandard housing as defined in the previous segment of the demand analysis.

By definition, rent overburdened are those households paying greater than 30% to 35% of income to gross rent*. The most recent census based data for the percentage of households that are rent overburdened by income group is the 2000 census. In addition, the 2010-2014 American Community Survey provides the most current estimated update of rent overburden statistical information. Forecasting this percentage estimate forwarded into 2018 is extremely problematic and would not hold up to the rigors of statistical analysis. It is assumed that the percentage of rent overburdened households within the target income range has increased, owing to: (1) the recent 2008-2010 national and worldwide recession since the report of the findings in the 2010-2014 American Community Survey, and (2) the affordable net rents, by of the proposed subject development.

The 2010-2014 ACS indicates that within Chatham County 64% of all households age 65 and over (owners & renters) are rent or cost overburdened. In addition, the ACS estimates that approximately 92% of all renters (regardless of age) within the \$10,000 to \$19,999 income range are rent overburdened, versus 83% in the \$20,000 to \$34,999 income range.

It is estimated that approximately 90% of the elderly renters with incomes in the 60% AMI target income segment are rent overburdened.

***Note:** HUD and the US Census define a rent over burdened household at 30% or greater of income to rent.

In the PMA it is estimated that 331 existing elderly renter households are rent overburdened and fall into the 60% AMI target income segment of the proposed subject property.

Elderly Homeowner Tenure Conversion

An additional source of potential tenants involves elderly householders who currently own a home, but who may switch to a rental unit. This tendency is divergent for non-elderly and elderly households, and is usually the result of changes in circumstances in the households - the financial ability to pay maintenance costs and property taxes, the physical ability to maintain a larger, detached house, or an increased need for security and proximity of neighbors. In most cases, the need is strongest among single-person households, primarily female, but is becoming more common among older couples as well. Frequently, pressure comes from the householders' family to make the decision to move.

Recent surveys of new assisted housing for the elderly have indicated that an average of 15% to 30% of a typical, elderly apartment project's tenants were former homeowners. In order to remain conservative this demand factor was capped at **2.5%**.

Note: This element of the demand methodology does not allow for more than 2% of the overall demand estimate (up to this portion of the demand methodology) to be derived from owner-occupied tenure. (This is to ensure that there is no over weighting of demand from this portion of the demand methodology.)

After income segmentation, this results in 19 elderly households added to the target demand pool at 60% AMI.

After adjusting for the 2% Rule, the 60% AMI segment was reduced by 12.

Total Effective Tenant Pool

The potential demand from these sources (in the methodology) total 334 households/units at 60% AMI. These estimates comprise the total income qualified demand pool from which the tenants at the proposed project will be drawn from the PMA. These estimates of demand were adjusted for the introduction of new like-kind supply into the PMA since 2014. Naturally, not every household in this effective demand pool will choose to enter the market for a new unit; this is the gross effective demand.

The final segmentation process of the demand methodology was to subtract out like-kind competition/supply in the PMA built since 2014. In the case of the subject, like-kind supply includes other LIHTC, Tax Exempt Bond and/or LIHTC/HOME elderly developments.

Upcoming Direct Competition

An additional adjustment is made to the total demand estimate. The estimated number of direct competitive supply under construction and/or in the pipeline for development must be taken into consideration. At present, there are neither apartments under construction nor in the pipeline for development within the Pinewood Village II PMA that solely target the elderly population or the general population. Source: Ms. Kimberly Classen, City of Pooler, Zoning Administrator, (912) 748-7261.

A review of the 2013, 2014 and 2015 list of awards for both LIHTC & Bond applications made by the Georgia Department of Community Affairs revealed that no awards were made within the Pinewood Village II PMA for LIHTC elderly new construction development.

No adjustments were made within the demand methodology in order to take into consideration new like-kind LIHTC-elderly supply.

The segmented, effective demand pool for the PMA is summarized in Table 16, on the following page.

Table 16

LIHTC Quantitative Demand Estimate: Pinewood Village II PMA

	AMI
● <u>Demand from New Growth - Elderly Renter Households</u>	<u>60%</u>
Total Projected Number of Households (2018)	2,291
Less: Current Number of Households (2016)	<u>2,099</u>
Change in Total Renter Households	+ 192
% of Renter Households in Target Income Range	<u>14.5%</u>
Total Demand from New Growth	28
● <u>Demand from Substandard Housing with Renter Households</u>	
Number of Households in Substandard Housing(2010)	10
Number of Households in Substandard Housing(2018)	5
% of Substandard Households in Target Income Range	<u>14.5%</u>
Number of Income Qualified Renter Households	1
● <u>Demand from Existing Elderly Renter Households</u>	
Number of Renter Households (2018)	2,291
Minus Number of Substandard Renter Household	<u>- 5</u>
Total in Eligible Demand Pool	2,286
% of Households in Target Income Range	<u>14.5%</u>
Number of Income Qualified Renter Households	331
Proportion Income Qualified (that are Rent Overburdened)	<u>90%</u>
Total	298
● <u>Total Demand From Elderly Renters</u>	327
● <u>Demand from Existing Elderly Owner Households</u>	
Number of Owner Households (2018)	8,355
% of Households in Target Income Range	<u>9%</u>
Number of Income Qualified Owner Households	752
Proportion Income Qualified (likely to Re-locate)	<u>2.5%</u>
Total	19
2% Rule Adjustment	<u>- 12</u>
Net (after adjustment)	7
● <u>Net Total Demand</u>	334
● <u>Minus New Supply of Competitive Units (2014-2015)</u>	<u>- 0</u>
● <u>Gross Total Demand</u>	334

Table 16 - Converted w/in GA-DCA Required Table

	HH @30% AMI xx,xxx to xx,xxx	HH @50% AMI \$xx,xxx to \$xx,xxx	HH@ 60% AMI \$20,700 to \$29,460	HH @ Market \$xx,xxx to \$xx,xxx	All LIHTC Households
Demand from New Households (age & income appropriate)			28		28
Plus					
Demand from Existing Renter Households - Substandard Housing			1		1
Plus					
Demand from Existing Renter Households - Rent Overburdened households			298		298
Sub Total			327		327
Demand from Existing Households - Elderly Homeowner Turnover (limited to 2%)			7		7
Equals Total Demand			334		334
Less					
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the project market between 2014 and the present			0		0
Equals Net Demand			334		334

Capture Rate Analysis

After adjusting for new like kind supply, the total number of LIHTC Income Qualified Households = 334. For the subject 60 LIHTC units this equates to an overall LIHTC Capture Rate of **18.0%**.

● <u>Capture Rate</u> (60 unit subject, by AMI)	60% <u>AMI</u>
Number of Units in Subject Development	60
Number of Income Qualified Households	334
Required Capture Rate	18.0%

● Total Demand by Bedroom Mix

Approximately 51% of the 55 and over population in the PMA is in the 55 to 64 age group. Also, of the PMA population that comprises 1 and 2 person households (both owners and renters), approximately 41% are 1 person and 59% are 2 person (see Table 8). In addition, the size of the households age 55+ in the 2010 to 2021 forecast period is estimated to have stabilized at around 1.67 between 2010 and 2021, well over a 1.5 ratio. Finally, the Applicant has experience in offering a product at a very affordable net rent, with large size units that make the proposed 2BR units very attractive to the market. All these factors in turn suggests additional demand support for 2BR units.

Based on these data it is assumed that 25% of the target group will demand a 1BR unit and 75% a 2BR unit.

* At present there are no LIHTC like kind competitive properties either under construction or in the pipeline for development.

Total Demand by Bedroom Type (at 60% AMI)

1BR - 84
2BR - 250
Total - 334

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	84	0	84	4	4.8%
2BR	250	0	250	56	22.4%

Capture Rate Analysis Chart

Income Targeting	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Abspt
30% AMI							
1BR							
2BR							
3BR							
4BR							
50% AMI							
1BR							
2BR							
3BR							
4BR							
60% AMI							
1BR	\$20,700-\$25,800	4	84	0	84	4.8%	1 mo.
2BR	\$24,840-\$29,460	56	250	0	250	22.4%	8 mos.
3BR							
4BR							
Market Rate							
1BR							
2BR							
3BR							
4BR							
Total 30%							
Total 50%							
Total 60%	\$20,700-\$29,460	60	334	0	334	18.0%	8 mos.
Total LIHTC	\$20,700-\$29,460	60	334	0	334	18.0%	8 mos.
Total Market							

- Penetration Rate:

The NCHMA definition for Penetration Rate is: "The percentage of age and income qualified renter households in the Primary Market Area that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy."

The above capture rate analysis and findings already take into consideration like-kind upcoming and pipeline development. In fact, the final step of the Koontz & Salinger demand and capture rate methodologies incorporates penetration rate analysis.

Overall Impact to the Rental Market

In the opinion of the market analyst, the proposed new construction LIHTC elderly development **will not negatively impact** the existing supply of program assisted LIHTC elderly properties located within the Pooler PMA, nor within Chatham County as a whole, in the short or long term. At the time of the survey, the existing LIHTC elderly developments located within the area competitive environment were on average 99%+ occupied.

At the time of the survey, the two existing LIHTC elderly properties located within Pooler were 100% occupied and both properties maintained a waiting list ranging between 100 and 140 applications.

Some relocation of elderly tenants in the existing LIHTC elderly properties could occur in any of the properties, particularly in those properties absent deep subsidy rental assistance (RA) support. This is considered to be normal when a new property is introduced within a competitive environment, resulting in very short term negative impact.

SECTION H

**COMPETITIVE ENVIRONMENT &
SUPPLY ANALYSIS**

This section of the report evaluates the general rental housing market conditions in the PMA, for both program assisted elderly properties and market rate properties. Part I of the survey focused upon the existing LIHTC elderly properties within the PMA and Chatham County. Part II consisted of a sample survey of conventional

apartment properties in the PMA. The analysis includes individual summaries and pictures of properties as well as an overall summary rent reconciliation analysis.

The Pooler apartment market is representative of a suburban apartment market, greatly influenced by the much larger and nearby Savannah apartment market. At present, Pooler has a limited supply of program assisted apartment properties in relation to the overall demand for affordable housing within Chatham County. The Pooler apartment market does contain several large conventional market rate multi-family properties, most of which were built after 2000.

Part I - Sample Survey of Market Rate Apartments

Ten market rate properties, representing 2,335 units, were surveyed in the subject's competitive environment, in detail. Several key factors in the local conventional apartment market include:

- * At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties was 1.6%.
- * At the time of the survey, one of the surveyed market rate apartment properties was offering a rent concession.
- * The bedroom mix of the surveyed market rate apartment properties is 30% 1BR, 54% 2BR, and 16% 3BR.
- * A survey of the conventional apartment market exhibited the following: average, median and range of net rents, by bedroom type, in the area competitive environment:

Market Rate Competitive Environment - Net Rents			
BR/Rent	Average	Median	Range
1BR/1b	\$852	\$861	\$705-\$988
2BR/1b	\$827	\$830	\$810-\$850
2BR/2b	\$1013	\$1010	\$840-\$1198
3BR/2b	\$1120	\$1150	\$880-\$1293

Source: Koontz & Salinger. September, 2016

* A survey of the conventional apartment market exhibited the following: average, median and range of size of units, by bedroom type, in the area competitive environment:

Market Rate Competitive Environment - Unit Size			
BR/Rent	Average	Median	Range
1BR/1b	804	805	552-1033
2BR/1b	940	940	940-940
2BR/2b	1164	1132	985-1282
3BR/2b	1170	1295	1115-1431

Source: Koontz & Salinger. September, 2016

* In the area of unit size, by bedroom type, the subject will offer very competitive unit sizes, by floor plan, with the existing market rate properties.

Part II - Survey of the LIHTC Elderly Apartment Market

At present, there are seven LIHTC elderly properties located within Chatham County, five in the City of Savannah and two in Pooler. Two of the Savannah properties are historic rehab developments; one is an acquisition/rehab development of a HUD 236 property and the other two are new construction developments.

* Pinewood Village I (located in Pooler) opened in September, 2014. The property was 100% occupied by the end of December and was 100% stabilized by the end of the following month. At the time of the survey, Pinewood Village I was 100% occupied and had 100-applicants on the waiting list.

* Sheppard Station (located in Pooler) opened on June 26, 2009. The property was 100% occupied by the end of October and was 100% stabilized by the end of the year. At the time of the survey, Sheppard Station was 100% occupied and had 140-applicants on the waiting list.

* Veranda @ Midtown (located in Savannah) opened on May 1, 2007. The property was 100% occupied by within two-months. At the time of the survey, Veranda @ Midtown was 98% occupied and had over 200-applicants on the waiting list.

* The two historic rehab properties (Sisters Court and Telfair Arms) together comprise 131-units. At the time of the survey, Sisters Court was in the process of a major renovation that will be on-going of the next 12-months. All existing Sisters Court tenants have been relocated in other like-kind properties in Savannah. At the time of the survey, Telfair Arms was 100% occupied and had 15-applicants on a waiting list.

* The Rose of Sharon is a HUD Section 236 property that received tax credits in early 2007. The 12-story property was renovated in mid 2007 into 2008. At the time of the survey, Rose of Sharon was 99% occupied and 42-applicants on a waiting list. The

property is able to maintain a high occupancy rate owing to its nearby downtown location in the historic district, and the fact that it has 43-units of PBRA and 100-units of Section 8 vouchers from the Savannah Housing Authority.

* Sustainable Fellwood III (located in Savannah) opened in 2012. The 100-unit property was 100% occupied by within seven months. At the time of the survey, Sustainable Fellwood III was 96% occupied and had 30-applicants on the waiting list.

HUD Section 8 Voucher Program

At present, the Savannah Housing Authority manages the HUD Section 8 Housing Choice program for the City of Savannah, and all of Chatham County. Currently, the program has 2,837 Section 8 vouchers in its portfolio, of which 2,538 are leased and 299 are seeking to be "placed". The waiting list for a voucher is very long, at 10,150-applicants and has been closed since January, 2013. 7,506 or approximately 74% of the applicants on the waiting list are very low income and are classified as 30% or below of AMI. In addition, about 94% are families with children, many of which are single-mothers with children. Approximately 6% of those on the list are age 62 and over. It is estimated that around 609-applicants on the waiting list are age 62 and over. Source: Ms. Lynn Coleman, Ms Balk, Ms Bonnie Taylor, Section 8 Office, Savannah Housing Authority, (912) 235-5844, ext. 109. (Contact date: 7/22/2016)

Comparable Properties

* The most comparable surveyed market rate properties to the subject in terms of rent reconciliation/advantage analysis are:

Comparable Market Rate Properties: By BR Type		
1BR	2BR	3BR
Sheppard Station (MR units)	Sheppard Station (MR units)	
Arbor Terrace	Arbor Terrace	
Colonial Grande	Colonial Grande	
Kessler Point	Kessler Point	
Preserve @ Godley	Preserve @ Godley	
Wyndmere	Wyndmere	

Source: Koontz & Salinger. September, 2016

* The overall estimated vacancy rate of the surveyed comparable market rate properties was 2%.

Housing Voids

At the time of the market study, no readily discernable critical housing voids were noted within the Pinewood Village II PMA. In the area of affordable housing, present indicators such as waiting lists and demand forecasts suggests an on going need for additional affordable housing supply targeting both the elderly and non elderly population.

Fair Market Rents

The 2016 Fair Market Rents for Chatham County, GA are as follows:

Efficiency = \$ 657
1 BR Unit = \$ 775
2 BR Unit = \$ 897
3 BR Unit = \$1208
4 BR Unit = \$1412

*Fair Market Rents are gross rents (include utility costs)

Source: www.huduser.gov

Note: The proposed subject property LIHTC one and two-bedroom gross rents are set below the maximum Fair Market Rent for a one and two-bedroom unit at 60% AMI. Thus, the subject property LIHTC 1BR and 2BR units at 60% AMI will be readily marketable to Section 8 voucher holders in Chatham County.

Change in Average Rents

Between May 2012 and July 2016, the Pinewood Village II competitive environment conventional apartment market exhibited the following change in average net rents, by bedroom type:

	<u>2012</u>	<u>2016</u>	<u>% Change</u>	<u>Annual % Change</u>
1BR/1b	\$810	\$852	+ 5.2%	+ 1.3%
2BR/1b	\$724	\$827	+14.2%	+ 3.5%
2BR/2b	\$948	\$1013	+ 6.9%	+ 1.7%
3BR/2b	\$1058	\$1120	+ 5.9%	+ 1.5%

Table 17 exhibits building permit data between 2000 and July, 2016. The permit data is for the City of Pooler.

Between 2000 and July, 2016, 6,713 permits were issued in Pooler, of which, 1,732 or approximately 26% were multi-family units.

Table 17			
New Housing Units Permitted: City of Pooler, 2000-2016¹			
Year	Net Total²	Single-Family Units	Multi-Family Units
2000	276	276	--
2001	230	230	--
2002	405	245	160
2003	404	324	80
2004	391	304	87
2005	733	380	353
2006	749	629	120
2007	936	584	352
2008	606	281	325
2009	210	194	16
2010	174	172	2
2011	220	167	53
2012	263	239	24
2013	368	256	112
2014	341	317	24
2015	257	257	--
2016/7	150	126	24
Total	6,713	4,981	1,732

¹Source: New Privately Owned Housing Units Authorized In Permit Issuing Places, U.S. Department of Commerce, C-40 Construction Reports. U.S. Census Bureau.

Censtats - US Census web page.

²Net total equals new SF and MF dwellings units.

Table 18, exhibits the project size, bedroom mix, number of vacant units (at time of the survey), net rents and unit sizes of the surveyed LIHTC program assisted elderly apartment properties in the Pooler competitive environment.

Table 18											
SURVEY OF LIHTC ELDERLY APARTMENT COMPLEXES											
PROJECT PARAMETERS											
Complex	Total Units	1BR	2BR	3BR	Vac. Units	1BR Rent	2BR Rent	3BR Rent	SF 1BR	SF 2BR	SF 3BR
Subject	60	4	56	--	Na	\$582	\$689	--	797	1044	--
Pinewood Village	64	32	32	--	0	\$450-\$460	\$520-\$575	--	805	997	--
Veranda @ Midtown	100	84	16	--	2	\$725-\$766	\$907	--	Na	Na	--
Sisters Court	78	73	5	--	**	\$456-\$473	\$512-\$551	--	Na	Na	--
Telfair Arms	53	50	3	--	0	BOI-\$320	BOI	--	Na	Na	--
Rose of Sharon	206	206	--	--	1	\$495-\$660	--	--	Na	--	--
Sheppard Station	65	33	32	--	0	\$483-\$529	\$523-\$597	--	831	1099	--
Sustainable Fellwood	100	85	15	--	4	\$613-\$693	\$742-\$835		732	951	--
Total*	666	563	103	--	7						

* - Excludes the subject property

Na - Not available

** - in process of major rehab; all tenants have been relocated for an extended period of up to 12-months

Comparable Properties are highlighted in red.

Source: Koontz and Salinger. September, 2016.

Table 19, exhibits the project size, bedroom mix, number of vacant units (at time of the survey), net rents and unit sizes of the surveyed market rate apartment properties in the PMA competitive environment.

Table 19											
SURVEY OF CONVENTIONAL APARTMENT COMPLEXES											
PROJECT PARAMETERS											
Complex	Total Units	1BR	2BR	3BR	Vac. Units	1BR Rent	2BR Rent	3BR Rent	SF 1BR	SF 2BR	SF 3BR
Subject	60	4	56	--	Na	\$582	\$689	--	797	1044	--
Arbor Terrace	106	44	26	36	0	\$780-\$800	\$940	\$890	1033	1106	1295
Carrington Square	288	90	156	42	3	\$850-\$950	\$985-\$1175	\$1130-\$1240	810-815	1039-1235	1275
Colonial Grand	312	108	156	48	10	\$868-\$988	\$1028-\$1133	\$1150-\$1253	763-812	1205	1348
Colonial Village @ Godley Lake	288	110	142	36	2	\$833-\$903	\$1063-\$1198	\$1143-\$1293	770	1042	1222
Kessler Point	127	41	54	32	0	\$735-\$760	\$810-\$895	\$880-\$940	770	940-985	1115
Plantation Oaks	147	--	103	44	0	--	\$830	\$960	--	1029	1419
Preston Grove	192	56	112	24	0	\$825	\$955-\$1046	\$1175	820	1138-1150	1362
Preserve @ Godley St	371	92	231	48	20	\$856-\$886	\$959-\$1187	\$1248-\$1290	763-810	1163-1205	1348-1431
The Links @ Georgetown	360	134	190	36	3	\$765-\$900	\$958-\$966	\$1165	552-982	1132-1243	1282
Wyndmere	144	32	88	24	0	\$705	\$840-\$850	\$910	770	940-985	1115
Total*	2,335	707	1,258	370	38						

* - Excludes the subject property

Comparable Properties are highlighted in red.

Source: Koontz and Salinger. September, 2016.

Table 20, exhibits the key amenities of the subject and the surveyed LIHTC elderly program assisted apartment properties. Overall, the subject is competitive and comparable with all of the existing LIHTC apartment properties in the market regarding the unit and development amenity package.

Table 20													
SURVEY OF LIHTC-ELDERLY APARTMENT COMPLEXES : UNIT & PROJECT AMENITIES													
Complex	A	B	C	D	E	F	G	H	I	J	K	L	M
Subject	x	x				x		x	x	x	x	x	x
LIHTC -EL													
Pinewood Village	x	x			x	x	x	x	x	x	x	x	x
Veranda	x	x				x	x	x	x	x	x	x	x
Sisters Ct	x	x				x			x	x	x	x	
Telfair	x	x							x	x	x		
Rose of Sharon	x	x							x	x	x	x	
Sheppard St	x	x			x	x	x	x	x	x	x	x	x
Sustainable Fellwood III	x	x			x	x	x	x	x	x	x	x	x

Source: Koontz and Salinger. September, 2016.

Key: A - On-Site Mgmt* B - Central Laundry C - Pool
 D - Tennis Court E - Playground/Rec Area F - Dishwasher
 G - Disposal H - W/D Hook-ups I - A/C
 J - Cable Ready K - Mini-Blinds L - Community Rm/Exercise Rm

M - Storage/other (inc. - ceiling fan, microwave, patio/balcony)

* or office

Table 21, exhibits the key amenities of the subject and the surveyed conventional apartment properties. Overall, the subject is competitive and comparable with most of the existing conventional apartment properties in the market regarding the unit amenity package.

Table 21													
SURVEY OF MARKET RATE APARTMENT COMPLEXES : UNIT & PROJECT AMENITIES													
Complex	A	B	C	D	E	F	G	H	I	J	K	L	M
Subject	x	x				x		x	x	x	x	x	x
Arbor Terr	x	x	x	x	x	x	x	x	x	x	x	x	x
Carrington Square	x	x	x		x	x	x	x	x	x	x	x	x
Colonial Grand	x	x	x		x	x	x	x	x	x	x	x	x
Colonial @ Godley Lake	x	x	x		x	x	x	x	x	x	x	x	x
Kessler Pt	x	x	x		x	x	x	x	x	x	x	x	x
Plantation Oaks	x	x	x		x	x	x	x	x	x	x	x	x
Preston Grove	x	x	x	x	x	x	x	x	x	x	x	x	x
Preserve @ Godley St	x	x	x		x	x	x	x	x	x	x	x	x
The Links @ Georgetown	x	x	x		x	x	x	x	x	x	x	x	x
Wyndmere	x	x	x	x	x	x	x	x	x	x	x	x	x

Source: Koontz and Salinger. September, 2016.

Key: A - On-Site Mgmt* B - Central Laundry C - Pool
 D - Tennis Court E - Playground/Rec Area F - Dishwasher
 G - Disposal H - W/D Hook-ups I - A/C
 J - Cable Ready K - Mini-Blinds L - Community Rm/Exercise Rm
 M - Storage/other (inc. - ceiling fan, microwave, patio/balcony)

* or office

The data on the individual complexes, reported on the following pages, were reported by the owners or managers of the specific projects. In some cases, the managers / owners were unable to report on a specific project item, or declined to provide detailed information.

A map showing the location of the LIHTC elderly program assisted properties in the Pinewood Village II PMA is provided on page 104. A map showing the location of the surveyed Market Rate properties located within the Pooler competitive environment is provided on page 105. A map showing the location of the surveyed Comparable Market Rate properties in the Pooler competitive environment is provided on page 106.

Survey of the Competitive Environment: LIHTC-Elderly

1. Pinewood Village I, 755 S Rogers St, Pooler (912) 348-2281

Contact: Ms. Renee, Mgr (8/16/16)
Date Built: 2014
Contact Type: Telephone

Type: LIHTC (50% & 60%)
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>		<u>Rent</u>		<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
	50%	60%	50%	60%			
1BR/1b	7	25	\$450	\$460	\$105	805	0
2BR/1b	6	25	\$520	\$575	\$127	997	0
Total	13	50	(1-unit set aside for mgmt)				0

Typical Occupancy Rate: 100%
Security Deposit: \$200
Utilities Included: Trash removal

Waiting List: Yes (100)
Concessions: No
Turnover: "very low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio	Yes

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Computer Room	Yes	Recreation Area	No
Storage	Yes	Picnic Area	Yes

Design: 1 story

Remarks: 4-units are occupied by a Section 8 voucher holder; the property was 100% occupied within 4-months; 2BR units are in greatest demand; most of the tenants came from a 5 to 10 mile area



2. Veranda at Midtown, 1414 E Anderson St, Savannah (912) 236-0683

Contact: Ms. Golden, Assist Mgr (8/17/16) **Type:** LIHTC/Market Rate
Date Built: 2007 **Condition:** Excellent
Contact Type: Telephone

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>	
		60%	MR			
1BR/1b	84	\$766	\$725	\$ 90	Na	1
2BR/1b	16	\$907		\$107	Na	1
Total	100 -	89	11			2

Typical Occupancy Rate: high 90's **Waiting List:** Yes (200+)
Security Deposit: \$165 **Concessions:** No
Utilities Included: Trash removal **Turnover:** Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	Yes	Recreation Area	No
Storage	No	Picnic Area	Yes

Design: 4 story mid rise w/elevator

Remarks: 89-units have PBRA; no units with HUD Section 8 vouchers; the property was 100% occupied within two months; negative impact is not expected



3. Sisters Court, 222 E 37th St, Savannah (912) 447-4714

Contact: Ms Estee, Property Mgr (8/16/16) **Type:** LIHTC/50% & 60% AMI
Date Built: historic rehab - 1998 **Condition:** Good
Contact Type: Telephone

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>		<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
		50%	60%			
1BR/1b	73	\$456	\$473	\$ 89	Na	*
2BR/1b	5	\$512	\$551	\$102	Na	*
Total	78					In process of major rehab

Typical Occupancy Rate: 95%-97% **Waiting List:** NA
Security Deposit: \$200 **Concessions:** No
Utilities Included: water, sewer, trash **Turnover:** "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	No	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	No
Storage	No	Picnic Area	No

Design: 3 story mid rise w/elevator

Remarks: in 2014 property received a DCA award for rehab; currently all tenants have been relocated; the rehab process is expected to be on-going over the next 12-months; age targeting is 62+



4. Telfair Arms, 11 E Park Ave, Savannah (912) 238-9899

Contact: Ms Estee, Property Mgr (8/16/16) **Type:** LIHTC (50%)/HUD
Date Built: historic rehab - 1998 **Condition:** Good
Contact Type: Telephone

<u>Unit Type</u>	<u>Number</u>	<u>50% Rent</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
0BR/1b	10	BOI	Na	Na	0
1BR/1b	40	BOI & \$320	Na	Na	0
2BR/1b	3	BOI	Na	Na	0
Total	53				0

Typical Occupancy Rate: 99% **Waiting List:** Yes (15)
Security Deposit: based on income **Concessions:** No
Utilities Included: water, sewer, trash **Turnover:** "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	No	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	No
Fitness Ctr	No	Recreation Area	No
Storage	No	Picnic Area	No

Design: rehab of an old hospital

Remarks: 100% attached Section 8 vouchers; in 2015 the property received a DCA award for rehab; age targeting is 62+; 7-units are LIHTC



5. Rose of Sharon, 322 E Taylor St, Savannah (912) 234-5417

Contact: Ms Karen, Manager (8/15/16)
Date Built: 1972
Contact Type: Telephone interview

Type: HUD 236 & LIHTC/Market
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>			<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
		<u>CR*</u>	<u>60%</u>	<u>MR</u>			
0BR/1b	44	\$495	\$604	\$576	Na	431	0
1BR/1b	162	\$567	\$648	\$660	Na	635	1
Total	206						1

CR - Contract Rent

Typical Occupancy Rate: 98%
Security Deposit: \$511 & \$587
Utilities Included: All

Waiting List: Yes (42)
Concessions: No
Turnover: "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	No	Patio/Balcony	No

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	No
Storage	No	Picnic Area	No

Design: 12-story w/elevator

Remarks: 43-units have PBRA; 112-units will have Section 8 vouchers; negative impact is not expected; age targeting is 62+



6. Sheppard Station, 215 Brighton Woods Dr, Pooler (912) 748-0495

Contact: Ms Renee, Mgr (8/16/16)
Date Built: 2009
Contact Type: Telephone

Type: LIHTC/Market Rate
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>			<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
		<u>50%</u>	<u>60%</u>	<u>MR</u>			
1BR/1b	33	\$483	\$483	\$529	\$100	831	0
2BR/1b	32	\$523	\$597	\$597	\$122	1099	0
Total	65 -	49	3	13			0

Typical Occupancy Rate: 100%
Security Deposit: \$200
Utilities Included: Trash removal

Waiting List: Yes (140)
Concessions: No
Turnover: "very low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	No	Picnic Area	Yes

Design: 3 story w/elevator

Remarks: 5-units are occupied by a Section 8 voucher holder; the property was 100% occupied within 4-months; Market Rate units are in great demand; most of the tenants came from a 5 to 10 mile area; no negative impact expected



7. Sustainable Fellwood III, 40 Eagle St, Savannah (912) 335-8369

Contact: Ms. Sierra Dudley (9/12/16)
Date Built: 2012
Contact Type: Telephone

Type: LIHTC (60% & Market)
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>			<u>Rent</u>		<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
	<u>PBRA</u>	<u>60%</u>	<u>Mrk</u>	<u>60%</u>	<u>Mrk</u>			
1BR/1b	37	41	7	\$613	\$693	\$ 67	732	3
2BR/2b	7	5	3	\$742	\$835	\$ 82	951	1
Total	44	46	10					

Typical Occupancy Rate: 95%
Security Deposit: 1 month rent
Utilities Included: water, sewer, trash

Waiting List: Yes (30)
Concessions: No
Turnover:

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	Yes	Ceiling Fan	No
W/D Hook Up	Yes	Patio	Yes

Amenities - Project

On-Site Mgmt	Yes	Pool	No
Laundry Room	No	Community Room	Yes
Computer Room	Yes	Recreation Area	Yes
Exercise Room	Yes	Picnic Area	Yes

Design: 1 story

Remarks: 44-units have PBRA and rent is based on income; the property was 100% occupied within 7-months; 50+ units have a Section 8 voucher; age 62+; no negative impact is expected



Survey of the Competitive Environment - Market Rate

1. Arbor Terrace, 4035 Kessler Ave, Garden City (912) 964-8787
(877) 721-2602

Contact: Ms LaTira
Date Built: 1990

Date Contacted: 7/20/2016
Condition: Good to V Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b w/den	44	\$780-\$905	1033	\$.76-\$.88	0
2BR/2b	26	\$1050	1106	\$.95	0
3BR/2b	36	\$1075	1295	\$.83	0
Total	106				0

Typical Occupancy Rate: 99%
Security Deposit: \$150 or ½ month rent
Utilities Included: None

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes	Pool	Yes
Laundry Room	Yes	Tennis Courts	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Car Wash Area	Yes

Design: 1 story



2. Carrington Square, 280 Blue Moon Crossing, Pooler (912) 430-6401

Contact: Ambria, Lsg Consultant
Date Built: 2006; 2nd Phase in 2007

Date Contacted: 7/19/2016
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	90	\$850-\$950	810-815	\$1.05-\$1.16	0
2BR/2b	118	\$985-\$1110	1039-1044	\$0.95-\$1.06	1
2BR/2b	38	\$1010-\$1175	1077-1235	\$0.94-\$0.95	0
3BR/2b	42	\$1130-\$1240	1275	\$0.89-\$0.97	2
Total	288				3

Typical Occupancy Rate: 95%
Security Deposit: \$87-\$587
Utilities Included: None

Waiting List: No
Concessions: Yes
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony/Storage	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Business Ctr	Yes	Car Wash Area	Yes

Design: 2 & 3-story walk-up (gated entry)

Remarks: Concessions - \$110 off 1 month for a 2BR; \$45 off 1 month - 3BR



3. Colonial Grand Apartments, 1515 Benton Blvd, Pooler (912) 748-7518

Contact: Ms Marisa, Lsg Consultant
Date Built: 2004/05

Date Contacted: 7/15/2016
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	60	\$868-\$913	763	\$1.14-\$1.20	4
1BR/1b	48	\$873-\$988	812	\$1.08-\$1.22	5
2BR/2b	156	\$1028-\$1133	1205	\$0.85-\$0.94	0
3BR/2b	48	\$1150-\$1253	1348	\$0.85-\$0.93	1
Total	312				10

Typical Occupancy Rate: 97%
Security Deposit: \$200 to 1 month rent
Utilities Included: None

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Business Ctr	Yes	Car Wash Area	Yes

Design: 3-story walk-up; gated entry

Remarks: detached garages-\$100 premium; typically the garage premium is \$110 per month; rent positioning is based upon the LRO system, which is similar to Yieldstar (a daily to monthly system of adjusting rents



4. Colonial Grande @ Godley Lake, 1475 Benton Blvd, Pooler (912) 330-0586

Contact: Ms Jenny, Leasing Consultant
Date Built: 2007/08

Date Contacted: 7/15/2016
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	110	\$833-\$903	770	\$1.08-\$1.17	2
2BR/2b	142	\$1063-\$1198	1042	\$1.02-\$1.15	0
3BR/2b	36	\$1143-\$1293	1222	\$0.94-\$1.06	0
Total	288				2

Typical Occupancy Rate: 98%+
Security Deposit: \$200 to 1 month rent
Utilities Included: None

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Business Ctr	Yes	Car Wash Area	Yes

Design: 3-story walk-up; gated entry

Remarks: detached garages-\$99 premium; typically the garage premium is \$110 per month; rent positioning is based upon the LRO system



5. Kessler Point, 901 Kessler Pt, Garden City (912) 964-4452

Contact: Ms Jennifer, Lsg Consultant
Date Built: 1989

Date Contacted: 7/22/2016
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	41	\$735-\$760	770	\$.95-\$.99	0
2BR/1b	34	\$810	940	\$.86	0
2BR/2b	20	\$895	985	\$.91	0
3BR/2b	32	\$880-\$940	1115	\$.79-\$.84	0
Total	127				0

Typical Occupancy Rate: 95%-97%
Security Deposit: \$150 to ½ months rent
Utilities Included: None

Waiting List: No
Concessions: No
Turnover: "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Community Room	No
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes

Design: 2-story walk-up

Remarks: 1 2BR unit will soon be available



6. Plantation Oaks, 10875 Abercorn St, Savannah (912) 925-1117

Contact: Ms Jodie, Lsg Consultant
Date Built: 1988

Date Contacted: 7/21/2016
Condition: Good to Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
2BR/2b	103	\$830	1029	\$.81	0
3BR/2b	44	\$960	1419	\$.68	0
Total	147				0

Typical Occupancy Rate: 98%-99%
Security Deposit: \$400 to 1 months rent
Utilities Included: trash

Waiting List: Yes (90 day wait)
Concessions: No
Turnover: "low"

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Picnic Area	No

Design: 3-story walk-up

Remarks: also manages nearby Archer Way Townhomes (2BR/2b - \$765)



7. Preston Grove, 1825 Grove Point Rd, Georgetown (912) 920-1520

Contact: Ms Amber, Lsg Consultant
Date Built: 1999

Date Contacted: 7/21/2016
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	56	\$ 825	820	\$1.01	0
2BR/2b	82	\$ 955	1138	\$0.84	0
2BR/2b	30	\$1046	1150	\$0.91	0
3BR/2b	24	\$1175	1362	\$0.86	0

Total 192 (24-units are down, owing to recent fire - total loss)

Typical Occupancy Rate: 98%-99%
Security Deposit: \$750
Utilities Included: trash

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes
Car Care Ctr	Yes	Tennis Court	Yes
Business Ctr	Yes	Volleyball Court	Yes

Design: 3-story walk-up w/controlled access

Remarks: includes garages; fire occurred on 7/10/16



8. Preserve at Godley Station, 1265 Benton Blvd, Pooler (912) 748-7518

Contact: Jenny, Lsg Consultant
Date Built: 2003/04

Date Contacted: 7/21/2016
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	24	\$856-\$884	787	\$1.09-\$1.12	3
1BR/1b	68	\$861-\$886	805	\$1.07-\$1.10	1
2BR/2b	72	\$959-\$962	1167	\$0.82-\$0.82	1
2BR/2b	159	\$1021-\$1187	1205	\$0.85-\$0.99	13
3BR/2b	32	\$1248-\$1290	1367	\$0.91-\$0.94	1
3BR/2b	16	\$1270	1431	\$0.89	1
Total	371				20

Typical Occupancy Rate: 95%
Security Deposit: \$200 to 1 month rent
Utilities Included: None

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Business Ctr	Yes	Car Wash Area	Yes

Design: 3-story walk-up; gated entry

Remarks: detached garages-\$75 premium per month; rent positioning is based upon the Yieldstar system



9. The Links at Georgetown, 450 Al Henderson Blvd, Savannah (912) 927-1995

Contact: Ms Christine, Lsg Consultant
Date Built: 1998

Date Contacted: 7/21/2016
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	48	\$ 765	552	\$1.39	0
1BR/1b	56	\$ 850	871	\$0.98	1
1BR/1b	30	\$ 900	982	\$0.92	0
2BR/2b	88	\$ 958	1132	\$0.85	1
2BR/2b	102	\$ 966	1243	\$0.78	1
3BR/2b	36	\$1165	1282	\$0.91	0
Total	360				3

Typical Occupancy Rate: 98%-99%
Security Deposit: \$100-\$300
Utilities Included: trash (+\$25/month)

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	Yes	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	No	Clubhouse	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes
Car Care Ctr	No	Tennis Court	No
Business Ctr	No	Whirlpool/Jacuzzi	Yes

Design: 2-story walk-up w/controlled access

Remarks: includes garages - \$75 per month; 2nd floor units have a fireplace



10. Wyndmere Apartments, 1 Wyndmere Pl, Garden City (912) 964-9211

Contact: Jamie, Lsg Consultant
Date Built: 1987

Date Contacted: 7/18/2016
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Rent per SF</u>	<u>Vacant</u>
1BR/1b	32	\$705	770	\$.92	0
2BR/1b	24	\$850	940	\$.90	0
2BR/2b	64	\$840	985	\$.85	0
3BR/2b	24	\$910	1115	\$.82	0
Total	144				0

Typical Occupancy Rate: 95%
Security Deposit: \$150 to ½ month rent
Utilities Included: trash

Waiting List: No
Concessions: No
Turnover: Na

Amenities - Unit

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

Amenities - Project

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Tennis Court	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Car Wash Area	Yes

Design: 2-story walk-up

Remarks: water costs are subsidized : 1BR \$40; 2BR \$50; 3BR \$66; rent based on LRO



Surveyed Market Rate Properties



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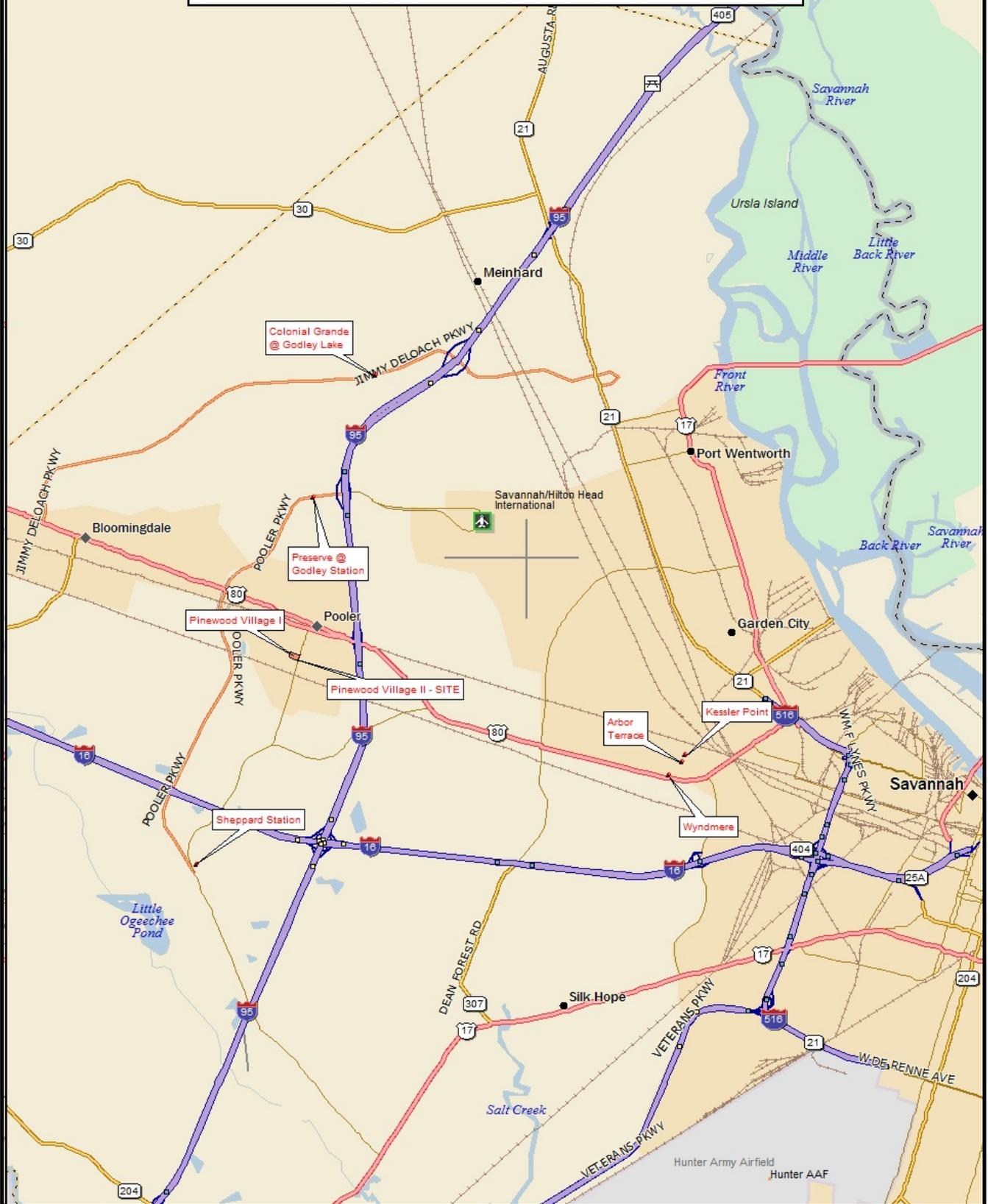
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Surveyed Comparable Properties



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SECTION I
 ABSORPTION &
 STABILIZATION RATES

Given the strength of the demand estimated in Table 16, the most likely/best case scenario for 93% to 100% rent-up is estimated to be within 8 months (at 7 to 8-units per month on average).

The rent-up period estimate is based upon the recently built LIHTC elderly developments located in Pooler, Georgia, reconciled with the proposed subject net rents by bedroom type:

Pooler, Georgia, reconciled with bedroom type:

Pinewood Village	64-units	4-months to attain 100% occupancy
Sheppard Station	65-units	4-months to attain 100% occupancy

Note: In addition, the absorption of the project is contingent upon an attractive product, a competitive amenity package, competitive rents and professional management.

Stabilized occupancy, subsequent to initial lease-up is expected to be 93% or higher up to but no later than a three month period, beyond the absorption period.

NCHMA Definitions

Absorption Period: The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of occupancy. The Absorption Period begins when the first certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. This assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

Absorption Rate: The average number of units rented each month during the Absorption Period.

Stabilized Level of Occupancy: The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

SECTION J
INTERVIEWS

The following are observations and comments relating to the subject property. They were obtained via a survey of local contacts interviewed during the course of the market study research process.

In most instances the project parameters of the proposed development were presented to the "key contact", in particular: the proposed site location, project size, bedroom mix, income targeting and net rents. The following observations/comments were made:

(1) - Ms. Kimberly Classen, City of Pooler, Zoning Administrator reported that no ongoing, nor planned infrastructure development or improvements are in process within the immediate vicinity of the subject site. In addition, she reported on the status of current and upcoming permitted multi-family rental development within the City of Pooler. Source: (912) 748-7261.

(2) - Ms. Susan Edward, Director of the Pooler Senior Center was interviewed. She stated that the city and surrounding areas in the county are in great need of additional professionally managed, affordable housing that targets elderly population. Current properties in the area that offer affordable housing options to the senior population are full and have long waiting lists. Contact Number: (912) 330-0493.

(3) - The manager of the most recently built LIHTC elderly developments in Pooler, Pinewood Village I and Sheppard Station was interviewed. It was stated that the proposed subject development would not negatively impact either existing LIHTC elderly property. At the time of the survey, both Pinewood Village I and Sheppard Station were 100% occupied, and maintained a waiting list with 100 and 140 applicants, respectively. Source: Ms. Renee, (912) 348-2281.

(4) - The Regional Manager of the Sisters Court LIHTC elderly development in Savannah was interviewed. It was stated that the proposed subject development would not negatively impact the Sisters Court. At the time of the survey, Sisters Court was undergoing a major rehabilitation process over the next 12-months. Source: Ms. Mimi Means, Regional Manager and Ms. Estee, Property Manager, (912) 447-4714.

(5) - The manager of the Veranda at Midtown LIHTC elderly development in Savannah was interviewed. It was stated that the proposed subject development would not negatively impact the Veranda at Midtown. At the time of the survey, Veranda at Midtown was 100% occupied, and maintained a very lengthy waiting list with over 200 applicants. Source: Ms. Golden, Assistant Manager, (912) 236-0683.

(6) - The Regional Manager of the Telfair Arms LIHTC elderly development in Savannah was interviewed. It was stated that the proposed subject development would not negatively impact Telfair Arms. At the time of the survey, Telfair Arms was 100% occupied, and maintained a waiting list with 15-applicants. Source: Ms. Mimi Means, Regional Manager and Ms. Estee, Property Manager, (912) 447-4714.

SECTION K

SIGNIFICANT FINDINGS & RECOMMENDATION

As proposed in Section B of this study, it is of the opinion of the analyst, based on the findings in the market study that the Pinewood Village II Apartments (a proposed Tax Exempt Bond/LIHTC property) targeting the elderly population age 55 and over should proceed forward with the development process.

Detailed Support of Recommendation

1. Project Size - The income qualified target group is large enough to absorb the proposed Tax Exempt Bond/LIHTC elderly development of **60**-units. The **Capture Rates for the total project, by bedroom type and by Income Segment** are considered to be **acceptable**.
2. The current LIHTC program assisted apartment market is **not** representative of a soft market. At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 1%. The current market rate apartment market is not representative of a soft market. At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties located within the competitive environment was less than 2%, at 1.6%.
3. The proposed complex amenity package is considered to be very competitive within the PMA apartment market for affordable properties. It will be very competitive with older program assisted properties and older Class B market rate properties.
4. Bedroom Mix - The subject will offer 1BR and 2BR units. Based upon market findings and capture rate analysis, the proposed bedroom mix is considered to be appropriate. Both typical elderly household sizes will be targeted, i.e., a single person household and a couple. The bedroom mix of the most recent LIHTC elderly property in Pooler (Pinewood Village I) offers a fair number of both 1BR and 2BR units. Both bedroom types were very well received by the local market in terms of demand and absorption.
5. Assessment of rents - The proposed LIHTC net rents, by bedroom type, will be very competitive within the PMA apartment market at 60% AMI. Market rent advantage is at 25% by bedroom type. The table on page 111, exhibits the rent reconciliation of the proposed LIHTC segment of the development, by bedroom type, and income targeting, with comparable properties within the competitive environment.
6. Under the assumption that the proposed development will be: (1) built as described within this market study, (2) will be subject to professional management, and (3) will be subject to an extensive marketing and pre-leasing program, the subject is forecasted to be 93% to 100% absorbed within 8-months.

5. Stabilized occupancy, subsequent to initial lease-up, is forecasted to be 93% or higher.

6. The site location is considered to be very marketable.

7. The proposed new construction LIHTC elderly development will not negatively impact the existing supply of program assisted LIHTC elderly properties located within the Pooler PMA, nor within Chatham County as a whole, in the short or long term. At the time of the survey, the existing LIHTC elderly developments located within the area competitive environment were on average 99% occupied.

At the time of the survey, the two existing LIHTC elderly properties located within Pooler were 100% occupied and both properties maintained a waiting list ranging between 100 and 140 applications.

8. No modifications to the proposed project development parameters as currently configured are recommended.

The table below exhibits the findings of the Rent Reconciliation Process between the proposed subject net rent, by bedroom type, and by income targeting with the current comparable Market Rate competitive environment. A detailed examination of the Rent Reconciliation Process, which includes the process for defining Market Rent Advantage, is provided within the preceding pages.

Market Rent Advantage

The rent reconciliation process exhibits a very significant subject property rent advantage by bedroom type at 60% of AMI.

Percent Advantage:

60% AMI

1BR/1b: 25%
 2BR/1b: 25%

Overall: 25%

Rent Reconciliation				
60% AMI	1BR	2BR	3BR	4BR
Proposed subject net rents	\$582	\$689	---	---
Estimated Market net rents	\$775	\$920	-	---
Rent Advantage (\$)	+\$193	+\$231	-	---
Rent Advantage (%)	25%	25%	---	---

Source: Koontz & Salinger. September, 2016

Recommendation

As proposed in Section B of this study (Project Description), it is of the opinion of the analyst, based upon the findings in the market study, that the Pinewood Village II Apartments (a proposed Tax Exempt Bond/LIHTC new construction elderly development) proceed forward with the development process.

Negative Impact

In the opinion of the market analyst, the proposed new construction LIHTC elderly development will not negatively impact the existing supply of program assisted LIHTC elderly properties located within the Pooler PMA, nor within Chatham County as a whole, in the short or long term. At the time of the survey, the existing LIHTC elderly developments located within the area competitive environment were on average 99% occupied.

At the time of the survey, the two existing LIHTC elderly properties located within Pooler were 100% occupied and both properties maintained a waiting list ranging between 100 and 140 applications.

Some relocation of age and income eligible tenants in the area program assisted family properties could occur. This is considered to be normal when a new property is introduced within a competitive environment, resulting in very short term negative impact.

Achievable Restricted (LIHTC) Rent

The proposed gross rents, by bedroom type at 60% AMI are considered to be competitively positioned within the market. In addition, they are appropriately positioned in order to attract income qualified Section 8 Housing Choice Voucher holders within Pooler and Chatham County, for the proposed subject 1BR and 2BR units.

It is recommended that the proposed subject LIHTC net rents at 60% AMI remain unchanged, neither increased nor decreased. The proposed LIHTC elderly development, and proposed subject net rents are in line with the other LIHTC and program assisted developments operating in the market without PBRA, deep subsidy USDA rental assistance (RA), or attached Section 8 vouchers, when taking into consideration differences in income restrictions, unit size and amenity package.

Both the Koontz & Salinger and HUD based rent reconciliation processes suggest that the proposed subject net rents could be positioned at a higher level and still attain a rent advantage position greater than 10%. However, it is recommended that the proposed net rents remain unchanged, in particular, to be able to comply with maximum income thresholds. In addition, the subject's gross rents are already closely positioned to be under Fair Market Rents for Chatham County, while at the same time operating within a competitive environment.

The proposed project design, amenity package, location and net rents are very well positioned to be attractive to the local Section 8 voucher market. Increasing the gross rents to a level beyond the FMR's, even if rent advantage can be achieved, and maintained, is not recommended.

Mitigating Risks

The subject development is very well positioned to be successful in the market place, in particular, when taking into consideration the current rent advantage positioning. It will offer a product that will be very competitive regarding project design, amenity package and professional management. The major unknown mitigating risk to the development process will be demand support from income eligible homeowners. Future economic market conditions in the remainder of 2016 and 2017 will have an impact on the home buying and selling market environment in Pooler and Chatham County.

At present, economic indicators point to a stable to moderately growing local economy. However, the operative word in forecasting the economic outlook in Chatham County, the State, the Nation, and the Globe, at present is "uncertainty". At present, the Pooler/Chatham County local economic conditions are considered to be operating within a more positive and certain state compared to the recent past, with recent continuing signs of optimism.

Also, it is possible that the absorption rate could be extended by a few months if the rent-up process for the proposed subject development begins sometime between the Thanksgiving and Christmas holiday season, including the beginning of January.

Rent Reconciliation Process

Six market rate properties in the Pinewood Village II competitive environment were used as comparables to the subject. The methodology attempts to quantify a number of subject variables regarding the features and characteristics of a target property in comparison to the same variables of comparable properties.

The comparables were selected based upon the availability of data, general location within the market area, target market, unit and building types, rehabilitation and condition status, and age and general attractiveness of the developments. The rent adjustments used in this analysis are based upon a variety of sources, including data and opinions provided by local apartment managers, LIHTC developers, other real estate professionals, and utility allowances used within the subject market. It is emphasized, however, that ultimately the values employed in the adjustments reflect the subjective opinions of the market analyst.

One or more of the comparable properties may more closely reflect the expected conditions at the subject, and may be given greater weight in the adjustment calculation, while others may be significantly different from the proposed subject development.

Several procedures and non adjustment assumptions were utilized within the rent reconciliation process. Among them were:

- consideration was made to ensure that no duplication of characteristics/adjustments inadvertently took place,
- the comparable properties were chosen based on the following sequence of adjustment: location, age of property, physical condition and amenity package,
- an adjustment was made for the floor/level of the unit in the building; this adjustment is consider to be appropriate for elderly apartment properties in order to take into consideration 1 story structures and elevator status, versus walk-up properties,
- no "time adjustment" was made; all of the comparable properties were surveyed in July 2016,
- no "distance or neighborhood adjustment" was made; owing to the fact that all comparisons are being made between properties located within or adjacent to Pooler,
- no "management adjustment" was made; all of the comparable properties, as well as the subject are (or will be) professionally managed,
- no specific adjustment was made for project design; none of the properties stood out as being particularly unique regarding design or project layout, however, the floor level does incorporate some project design factors,
- an adjustment was made for the age of the property; this adjustment was made on a conservative basis,

- an adjustment was made for Number of Rooms in one comparable property,
- no adjustment is made for differences in the type of air conditioning used in comparing the subject to the comparable properties; all either had wall sleeve a/c or central a/c; an adjustment would have been made if any of the comps did not offer a/c or only offered window a/c,
- no adjustments were made for range/oven or refrigerator; the subject and all of the comparable properties provide these appliances (in the rent),
- an adjustment was made for storage,
- adjustments were made for Services (i.e., utilities included in the net rent, and trash removal). Neither the subject nor the comparable properties include heat, hot water, and/or electric within the net rent. The subject includes water, sewer and trash removal. One of the comparable properties includes cold water, sewer, and trash removal within the net rent.

ADJUSTMENT ANALYSIS

Several adjustments were made regarding comparable property parameters. The dollar value adjustment factors are based on survey findings and reasonable cost estimates. An explanation is provided for each adjustment made in the Estimate of Market Rent by Comparison.

Adjustments:

- Concessions: None of the 6 surveyed comparable properties offers a rent concession.
- Structure/Floors: A \$10 net adjustment is made for 2 and 3 story walk-up structures versus the subject (1 story).
- Year Built: Some of the comparable properties were built in the 1980's and 1990's, and will differ considerably from the subject (after new construction) regarding age. The age adjustment factor utilized is: a \$.50 adjustment per year differential between the subject and the comparable property. Note: Many market analyst's use an adjustment factor of \$.75 to \$1.00 per year. However, in order to remain conservative and allow for overlap when accounting for the adjustments to condition and location, the year built adjustment was kept constant at \$.50.
- Square Feet (SF) Area: An adjustment was made for unit size; the overall estimated for unit size by bedroom type was \$.05. The adjustment factor allows for differences in amenity package and age of property.
- Number of Baths: An adjustment was made for the proposed 2BR/1b units owing to the fact that several of the comparable properties offered 2BR/2b units. The adjustment is \$15 for a ½ bath and \$30 for a full bath.

- Balcony/Terrace/Patio: The subject will offer a traditional patio/balcony, with an attached storage closet. The adjustment process resulted in a \$5 value for the balcony/patio, and a \$5 value for the storage closet.
- Disposal: An adjustment is made for a disposal based on a cost estimate. It is estimated that the unit and installation cost of a garbage disposal is \$225; it is estimated that the unit will have a life expectancy of 4 years; thus the monthly dollar value is \$5.
- Dishwasher: An adjustment is made for a dishwasher based on a cost estimate. It is estimated that the unit and installation cost of a dishwasher is \$750; it is estimated that the unit will have a life expectancy of 10 years; thus the monthly dollar value is \$5.
- Washer/Dryer (w/d): The subject will offer a central laundry (CL), as well as w/d/ hook-ups. If the comparable property provides a central laundry or w/d hook-ups no adjustment is made. If the comparable property does not offer hook-up or a central laundry the adjustment factor is \$40. The assumption is that at a minimum a household will need to set aside \$10 a week to do laundry. If the comparable included a washer and dryer in the rent the adjustment factor is also \$40.
- Carpet/Drapes/Blinds: The adjustment for carpet, pad and installation is based on a cost estimate. It is assumed that the life of the carpet and pad is 3 to 5 years and the cost is \$10 to \$15 per square yard. The adjustment for drapes / mini-blinds is based on a cost estimate. It is assumed that most of the properties have between 2 and 8 openings with the typical number of 4. The unit and installation cost of mini-blinds is \$25 per opening. It is estimated that the unit will have a life expectancy of 2 years. Thus, the monthly dollar value is \$4.15 , rounded to \$4. Note: The subject and the comparable properties offer carpet and blinds.
- Pool/Recreation Area: The subject offers a picnic area, but not a swimming pool, nor a tennis court. The estimate for a pool and tennis court is based on an examination of the market rate comps. Factoring out for location, condition, non similar amenities suggested a dollar value of \$5 for a playground, \$15 for a tennis court and \$25 for a pool.
- Water: The subject includes cold water and sewer in the net rent. Most of the comparable properties exclude water and sewer in the net rent. Note: The source for the utility estimates by bedroom type is based upon the Georgia Department of Community Affairs Utility Allowances - Southern Region (effective 7/1/2015). See Appendix.
- Storage: The dollar value for storage is estimated to be \$5.
- Computer Room: The dollar value for a computer room (with internet service) is estimated to be \$2.

- Fitness Room: The dollar value for an equipped fitness room is estimated to be \$2.
- Clubhouse: The dollar value for a clubhouse and/or community room is estimated to be \$2.
- Location: Based on adjustments made for other amenities and variables in the data set analysis a comparable property with a marginally better location was assigned a value of \$10; a better location versus the subject was assigned a value of \$15; a superior location, or a location with significant distance to the subject site was assigned a value of \$25. Note: None of the comparable properties are inferior to the subject regarding location.
- Condition: Based on adjustments made for other amenities and variables in the data set analysis, the condition and curb appeal of a comparable property that is marginally better than the subject was assigned a value of \$5; a significantly better condition was assigned a value of \$10; and a superior condition / curb appeal was assigned a value of \$15. If the comparable property is inferior to the subject regarding condition / curb appeal the assigned value is - \$10. Note: Given the new construction (quality) of the subject, the overall condition of the subject is classified as being significantly better.
- Trash: The subject includes trash in the net rent. Most of the comparable properties include trash in the net rent. An adjustment will be made. If required the adjustment was based upon the Georgia Department of Community Affairs Utility Allowances - Southern Region (effective 7/1/2015). See Appendix.

Adjustment Factor Key:

SF - .05 per sf

Patio/balcony - \$5

Storage - \$5

Computer Rm, Fitness Rm, Clubhouse - \$2 (each)

Disposal - \$5

Dishwasher - \$5

Carpet - \$5

Mini-blinds - \$4

W/D hook-ups or Central Laundry - \$40

Pool - \$25 Tennis Court - \$15

Playground - \$5 (Na for elderly) Craft/Game Room - \$2

Full bath - \$30; ½ bath - \$15

Location - Superior - \$25; Better - \$15; Marginally Better - \$10

Condition - Superior - \$15; Better - \$10; Marginally Better - \$5;
Inferior - minus \$10*

Water & Sewer - 1BR - \$43; 2BR - \$53; 3BR - \$63 (Source: GA-DCA
Southern Region)

Trash Removal - \$15 (Source: GA-DCA Southern Region)

Age - \$.50 per year (differential) Note: If difference is around 10 years, a choice is provided for no valuation adjustment.*

*Could be included with the year built (age) adjustment, thus in most cases will not be double counted/adjusted. Also, the value of condition is somewhat included within the Age adjustment. Thus, the value adjustment applied to Condition is conservative.

One Bedroom Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
Pinewood Village II		Sheppard Station		Arbor Terrace		Colonial Grande	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$529		\$790		\$883	
Utilities	w,s,t	t	\$43	None	\$58	None	\$58
Concessions		No		No		No	
Effective Rent		\$572		\$848		\$941	
B. Design, Location, Condition							
Structures/Stories	1	2 w/elv		1		3 wu	\$10
Year Built/Rehab	2018	2009		1990	\$14	2008	
Condition	Excell	Excell		V Good		Excell	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	1	1		1.5	(\$30)	1	
# of Bathrooms	1	1		1		1	
Size/SF	797	831	(\$2)	1033	(\$12)	770	\$1
Balcony/Patio/Stor	Y/Y	Y/N	\$5	Y/Y		Y/Y	
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		Y		Y	
Pool/Tennis	N/N	N/N		Y/Y	(\$40)	Y/N	(\$25)
Rec/Picnic Area	Y	Y		Y		Y	
Computer/Fitness	Y/N	N/Y		N/Y		Y/Y	(\$2)
F. Adjustments							
Net Adjustment			-\$2		-\$73		-\$21
G. Adjusted & Achievable Rent		\$570		\$775		\$920	
Estimated Market Rent (Avg of 6 comps, rounded)		next page	Rounded to:		see Table	% Adv	

One Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Pinewood Village II		Kessler Point		Preserve @ Godley		Wyndmere	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$750		\$870		\$705	
Utilities	w,s,t	None	\$58	w,s,t		t	\$43
Concessions		No		No		No	
Effective Rent		\$808		\$870		\$748	
B. Design, Location, Condition							
Structures/Stories	1	2 wu	\$10	2 wu	\$10	2 wu	\$10
Year Built/Rehab	2018	1989	\$15	2004		1987	\$16
Condition	Excell	Good		Excell		Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	1	1		1		1	
# of Bathrooms	1	1		1		1	
Size/SF	797	770	\$1	810		770	\$1
Balcony-Patio/Stor	Y/Y	Y/Y		Y/Y		Y/Y	
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		Y		Y	
Pool/Tennis	N/N	Y/N	(\$25)	Y/N	(\$25)	Y/Y	(\$40)
Rec/Picnic Area	Y	Y		Y		Y	
Computer/Fitness	Y/N	N/Y		Y/Y	(\$2)	N/Y	
F. Adjustments							
Net Adjustment			-\$4		-\$22		-\$18
G. Adjusted & Achievable Rent		\$804		\$848		\$730	
Estimated Market Rent (Avg of 6 comps, rounded)		\$774	Rounded to: \$775	see Table	% Adv		

Two Bedroom Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
Pinewood Village II		Sheppard Station		Arbor Terrace		Colonial Grande	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$597		\$1050		\$1130	
Utilities	w,s,t	t	\$53	None	\$68	None	\$68
Concessions		No		No		No	
Effective Rent		\$650		\$1118		\$1198	
B. Design, Location, Condition							
Structures/Stories	1	2 w/elv		1		3 wu	\$10
Year Built/Rehab	2018	2009		1990	\$14	2008	
Condition	Excell	Excell		V Good		Excell	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	1	1		2	(\$30)	2	(\$30)
Size/SF	1044	1099	(\$3)	1106	(\$3)	1042	
Balcony-Patio/Stor	Y/Y	Y/N	\$5	Y/Y		Y/Y	
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		Y		Y	
Pool/Tennis	N/N	N/N		Y/Y	(\$40)	Y/N	(\$25)
Rec/Picnic Area	Y	Y		Y		Y	
Computer/Fitness	Y/N	N/Y		N/Y		Y/Y	(\$2)
F. Adjustments							
Net Adjustment			-\$3		-\$64		-\$52
G. Adjusted & Achievable Rent		\$647		\$1054		\$1146	
Estimated Market Rent (Avg of 6 comps, rounded)		next page	Rounded to:		see Table	% Adv	

Two Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Pinewood Village II		Kessler Point		Preserve @ Godley		Wyndmere	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$810		\$960		\$850	
Utilities	w,s,t	None	\$68	w,s,t		t	\$53
Concessions		No		No		No	
Effective Rent		\$878		\$960		\$903	
B. Design, Location, Condition							
Structures/Stories	1	2 wu	\$10	2 wu	\$10	2 wu	\$10
Year Built/Rehab	2018	1987	\$15	2004		1987	\$16
Condition	Excell	Good		Excell		Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	1	1		2	(\$30)	1	
Size/SF	1044	940	\$5	1163	(\$6)	940	\$5
Balcony-Patio/Stor	Y/Y	Y/Y		Y/Y		Y/Y	
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		Y		Y	
Pool/Tennis	N/N	Y/N	(\$25)	Y/N	(\$25)	Y/Y	(\$40)
Rec/Picnic Area	Y	Y		Y		Y	
Computer/Fitness	Y/N	N/Y		Y/Y	(\$2)	N/Y	
F. Adjustments							
Net Adjustment			0		-\$58		-\$14
G. Adjusted & Achievable Rent		\$878		\$902		\$889	
Estimated Market Rent (Avg of 6 comps, rounded)		\$919	Rounded to: \$920		see Table	% Adv	

Three Bedroom Units (NA)

Subject		Comp # 1		Comp # 2		Comp # 3	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent							
Utilities							
Concessions							
Effective Rent							
B. Design, Location, Condition							
Structures/Stories							
Year Built/Rehab							
Condition							
Location							
C. Unit Amenities							
# of BR's							
# of Bathrooms							
Size/SF							
Balcony-Patio/Stor							
AC Type							
Range/Refrigerator							
Dishwasher/Disp.							
W/D Unit							
W/D Hookups or CL							
D. Development Amenities							
Clubhouse/Comm Rm							
Pool/Tennis							
Recreation Area							
Computer/Fitness							
F. Adjustments							
Net Adjustment							
G. Adjusted & Achievable Rent							
Estimated Market Rent (Avg of x comps, rounded)		next page	Rounded to:	see Table		% Adv	

SECTION L & M
IDENTITY OF INTEREST
&
REPRESENTATION STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property area and that information has been used in the full study of need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

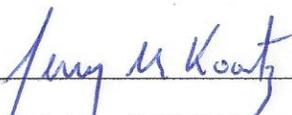
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

The report was written in accordance with my understanding of the 2016 GA-DCA Market Study Manual and 2016 GA-DCA Qualified Action Plan.

DCA may rely upon the representation made in the market study provided. In addition, the market study is assignable to other lenders that are parties to the DCA loan transaction.

CERTIFICATION

Koontz and Salinger
P.O. Box 37523
Raleigh, North Carolina 27627

 9-27-2016

Jerry M. Koontz
Real Estate Market Analyst
(919) 362-9085

MARKET ANALYST
QUALIFICATIONS

Koontz and Salinger conducts Real Estate Market Research and provides general consulting services for real estate development projects. Market studies are prepared for residential and commercial development. Due diligence work is performed for the financial service industry and governmental

agencies.

JERRY M. KOONTZ

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B.A. Economics 1980 Florida Atlantic Un.
A.A. Urban Studies 1978 Prince George Comm. Coll.

PROFESSIONAL: 1985-Present, Principal, Koontz and Salinger, a Real Estate Market Research firm. Raleigh, NC.

1983-1985, Market Research Staff Consultant, Stephens Associates, a consulting firm in real estate development and planning. Raleigh, NC.

1982-1983, Planner, Broward Regional Health Planning Council. Ft. Lauderdale, FL.

1980-1982, Research Assistant, Regional Research Associates. Boca Raton, FL.

AREAS OF

EXPERIENCE: Real Estate Market Analysis: Residential Properties and Commercial Properties

WORK PRODUCT: Over last 33+ years have conducted real estate market studies, in 31 states. Studies have been prepared for the LIHTC & Home programs, USDA-RD Section 515 & 528 programs, HUD Section 202 and 221 (d) (4) programs, conventional single-family and multi-family developments, personal care boarding homes, motels and shopping centers.

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Member in Good Standing: National Council of Housing Market Analysts (NCHMA)

NCHMA Market Study Index

Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. Similar to the Model Content Standards, General Requirements are detailed first, followed by requirements required for specific project types. Components reported in the market study are indicated by a page number.
project types.

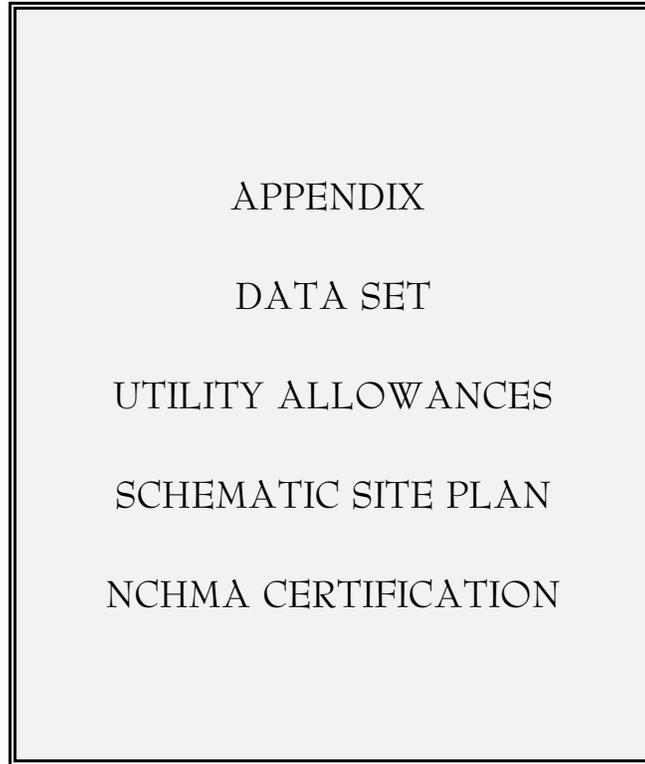
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NA

10 - Subject is not a rehab development of an existing apt complex



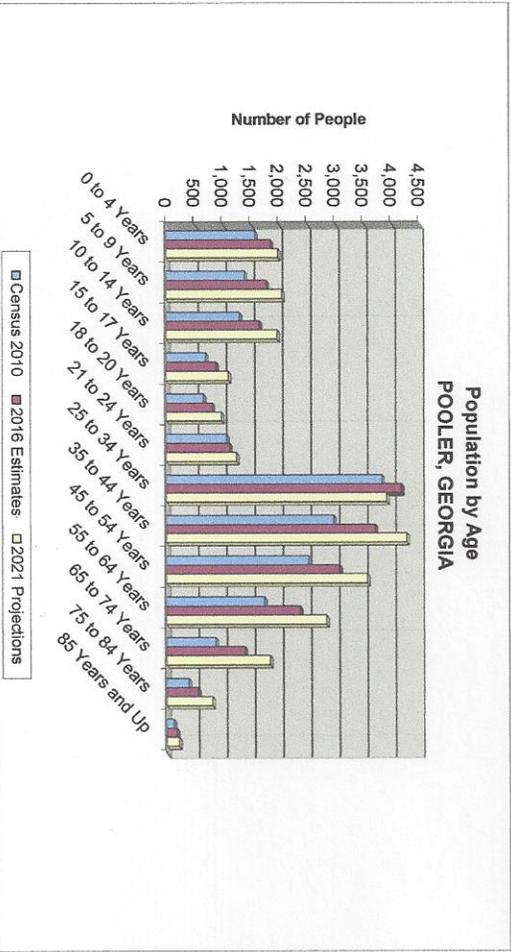
DATA SET

Population by Age & Sex
POOLER, GEORGIA

Census 2010				Current Year Estimates - 2016				Five-Year Projections - 2021			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	808	767	1,575	0 to 4 Years	933	899	1,832	0 to 4 Years	1,025	964	1,989
5 to 9 Years	704	691	1,395	5 to 9 Years	906	871	1,777	5 to 9 Years	1,047	1,009	2,056
10 to 14 Years	697	601	1,298	10 to 14 Years	843	811	1,654	10 to 14 Years	1,004	970	1,974
15 to 17 Years	544	357	701	15 to 17 Years	472	411	883	15 to 17 Years	572	533	1,105
18 to 20 Years	376	287	663	18 to 20 Years	447	371	818	18 to 20 Years	552	450	962
21 to 24 Years	554	519	1,073	21 to 24 Years	618	508	1,126	21 to 24 Years	714	533	1,247
25 to 34 Years	1,916	1,907	3,823	25 to 34 Years	2,076	2,094	4,170	25 to 34 Years	1,969	1,941	3,910
35 to 44 Years	1,538	1,412	2,970	35 to 44 Years	1,867	1,834	3,701	35 to 44 Years	2,119	2,145	4,264
45 to 54 Years	1,253	1,265	2,518	45 to 54 Years	1,524	1,548	3,072	45 to 54 Years	1,776	1,788	3,564
55 to 64 Years	824	915	1,739	55 to 64 Years	1,104	1,270	2,374	55 to 64 Years	1,338	1,502	2,840
65 to 74 Years	409	458	867	65 to 74 Years	648	739	1,387	65 to 74 Years	828	1,010	1,838
75 to 84 Years	160	235	395	75 to 84 Years	239	317	556	75 to 84 Years	355	456	811
85 Years and Up	29	94	123	85 Years and Up	55	128	183	85 Years and Up	69	146	215
Total	9,632	9,508	19,140	Total	11,752	11,801	23,553	Total	13,348	13,447	26,795
62+ Years	n/a	n/a	1,833	62+ Years	n/a	n/a	2,742	62+ Years	n/a	n/a	3,627
Median Age:			32.5	Median Age:			33.8	Median Age:			35.3

Source: Nielsen Claritas, Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644



Source: Nielsen Claritas, Ribbon Demographics

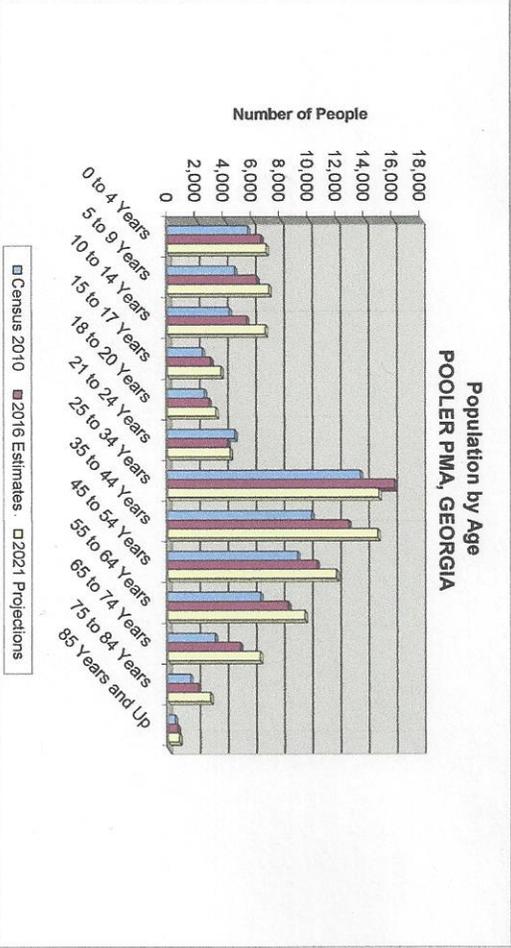
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Tel: 916-880-1644

Population by Age & Sex
POOLER PMA, GEORGIA

Census 2010				Current Year Estimates - 2016				Five-Year Projections - 2021			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	2,942	2,759	5,701	0 to 4 Years	3,418	3,210	6,628	0 to 4 Years	3,612	3,392	7,004
5 to 9 Years	2,441	2,321	4,762	5 to 9 Years	3,223	3,104	6,327	5 to 9 Years	3,673	3,527	7,200
10 to 14 Years	2,259	2,109	4,368	10 to 14 Years	2,896	2,710	5,606	10 to 14 Years	3,544	3,397	6,941
15 to 17 Years	1,281	1,200	2,481	15 to 17 Years	1,616	1,440	3,056	15 to 17 Years	2,022	1,774	3,796
18 to 20 Years	1,448	1,180	2,628	18 to 20 Years	1,613	1,522	3,135	18 to 20 Years	1,914	1,521	3,435
21 to 24 Years	2,528	2,232	4,760	21 to 24 Years	2,386	1,871	4,257	21 to 24 Years	2,549	1,881	4,430
25 to 34 Years	7,112	6,552	13,664	25 to 34 Years	8,322	7,775	16,097	25 to 34 Years	7,721	7,248	14,969
35 to 44 Years	5,402	4,821	10,223	35 to 44 Years	6,652	6,182	12,834	35 to 44 Years	7,648	7,253	14,901
45 to 54 Years	4,718	4,499	9,217	45 to 54 Years	5,423	5,180	10,603	45 to 54 Years	6,083	5,899	11,982
55 to 64 Years	3,195	3,387	6,582	55 to 64 Years	4,113	4,442	8,555	55 to 64 Years	4,730	5,004	9,734
65 to 74 Years	1,581	1,772	3,353	65 to 74 Years	2,398	2,733	5,131	65 to 74 Years	2,984	3,556	6,540
75 to 84 Years	674	954	1,608	75 to 84 Years	912	1,220	2,132	75 to 84 Years	1,302	1,716	3,018
85 Years and Up	153	304	457	85 Years and Up	238	449	687	85 Years and Up	280	511	791
Total	35,736	34,130	69,866	Total	43,210	41,638	84,848	Total	48,062	46,679	94,741
62+ Years	n/a	n/a	7,226	62+ Years	n/a	n/a	10,169	62+ Years	n/a	n/a	12,999
Median Age:	n/a	n/a	31.7	Median Age:	n/a	n/a	32.6	Median Age:	n/a	n/a	33.8

Source: Nielsen Claritas; Ribbon Demographics

Ribbon Demographics, LLC
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Tel: 916-880-1644



Source: Nielsen Claritas; Ribbon Demographics

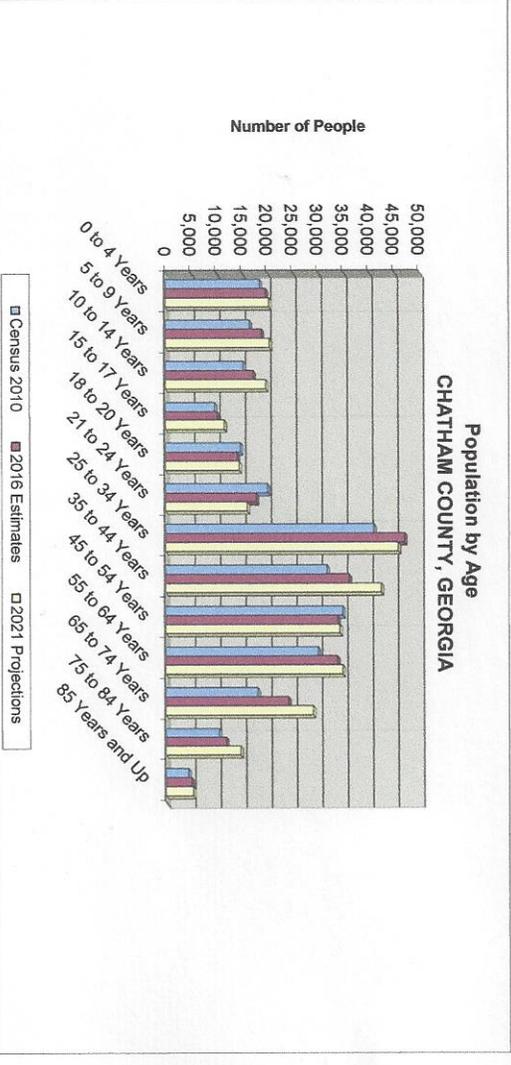
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Tel: 916-880-1644

Population by Age & Sex
CHATHAM COUNTY, GEORGIA

Census 2010				Current Year Estimates - 2016				Five-Year Projections - 2021			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	9,505	9,021	18,526	0 to 4 Years	10,062	9,644	19,706	0 to 4 Years	10,431	9,981	20,412
5 to 9 Years	8,318	8,157	16,475	5 to 9 Years	9,656	9,216	18,872	5 to 9 Years	10,441	10,015	20,456
10 to 14 Years	7,836	7,452	15,288	10 to 14 Years	8,799	8,445	17,244	10 to 14 Years	10,121	9,627	19,748
15 to 17 Years	4,941	4,757	9,698	15 to 17 Years	5,194	5,029	10,223	15 to 17 Years	5,952	5,625	11,577
18 to 20 Years	7,039	7,708	14,747	18 to 20 Years	6,873	7,202	14,075	18 to 20 Years	7,176	7,298	14,474
21 to 24 Years	9,839	10,229	20,068	21 to 24 Years	9,059	8,730	17,789	21 to 24 Years	8,438	8,438	16,876
25 to 34 Years	20,253	20,666	40,919	25 to 34 Years	23,490	23,510	47,000	25 to 34 Years	22,727	23,006	45,733
35 to 44 Years	15,725	16,031	31,756	35 to 44 Years	17,698	18,370	36,068	35 to 44 Years	20,906	21,434	42,340
45 to 54 Years	16,608	18,201	34,809	45 to 54 Years	16,277	17,607	33,884	45 to 54 Years	16,597	17,659	34,256
55 to 64 Years	13,768	16,180	29,948	55 to 64 Years	15,501	18,241	33,742	55 to 64 Years	16,044	18,743	34,787
65 to 74 Years	8,268	9,760	18,028	65 to 74 Years	10,854	13,272	24,126	65 to 74 Years	12,721	16,248	28,969
75 to 84 Years	4,238	6,203	10,441	75 to 84 Years	5,000	6,813	11,813	75 to 84 Years	6,251	8,384	14,635
85 Years and Up	1,336	3,059	4,395	85 Years and Up	1,600	3,391	4,991	85 Years and Up	1,789	3,333	5,122
Total	127,704	137,424	265,128	Total	140,065	149,470	289,535	Total	149,574	159,156	308,730
Median Age:	n/a	n/a	34.2	Median Age:	n/a	n/a	35.0	Median Age:	n/a	n/a	36.4

Source: Nelson Aernas; Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644



Source: Nelson Aernas; Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644

HISTA DATA

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Primary Market Area

Nielsen Claritas

Owner Households						
Under Age 55 Years						
Base Year: 2006 - 2010 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	32	46	74	22	56	230
\$10,000-20,000	54	48	40	1	19	162
\$20,000-30,000	70	195	52	38	53	408
\$30,000-40,000	262	169	184	244	113	972
\$40,000-50,000	203	344	115	167	133	962
\$50,000-60,000	115	195	240	255	99	904
\$60,000+	<u>346</u>	<u>1,622</u>	<u>1,382</u>	<u>1,128</u>	<u>850</u>	<u>5,328</u>
Total	1,082	2,619	2,087	1,855	1,323	8,966

Owner Households						
Aged 55-61 Years						
Base Year: 2006 - 2010 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	61	9	0	6	0	76
\$10,000-20,000	97	37	3	1	1	139
\$20,000-30,000	48	28	1	17	6	100
\$30,000-40,000	42	101	42	1	2	188
\$40,000-50,000	129	17	4	7	2	159
\$50,000-60,000	64	71	1	1	15	152
\$60,000+	<u>132</u>	<u>697</u>	<u>131</u>	<u>52</u>	<u>16</u>	<u>1,028</u>
Total	573	960	182	85	42	1,842

Owner Households						
Aged 62+ Years						
Base Year: 2006 - 2010 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	126	83	21	14	5	249
\$10,000-20,000	376	148	34	16	2	576
\$20,000-30,000	183	241	30	12	3	469
\$30,000-40,000	87	228	18	12	10	355
\$40,000-50,000	102	124	18	4	2	250
\$50,000-60,000	39	165	26	17	2	249
\$60,000+	<u>220</u>	<u>578</u>	<u>151</u>	<u>34</u>	<u>15</u>	<u>998</u>
Total	1,133	1,567	298	109	39	3,146

HISTA DATA

Primary Market Area

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Nielsen Claritas

Owner Households						
Under Age 55 Years						
<i>Current Year Estimates - 2016</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	45	42	112	34	53	286
\$10,000-20,000	92	46	45	1	16	200
\$20,000-30,000	97	187	71	40	83	478
\$30,000-40,000	275	114	158	196	130	873
\$40,000-50,000	218	341	149	227	138	1,073
\$50,000-60,000	122	137	271	234	95	859
\$60,000+	<u>638</u>	<u>2,157</u>	<u>2,074</u>	<u>1,658</u>	<u>1,409</u>	<u>7,936</u>
Total	1,487	3,024	2,880	2,390	1,924	11,705

Owner Households						
Aged 55-61 Years						
<i>Current Year Estimates - 2016</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	56	17	2	10	0	85
\$10,000-20,000	110	32	10	2	0	154
\$20,000-30,000	83	36	2	29	12	162
\$30,000-40,000	32	105	32	3	4	176
\$40,000-50,000	171	15	2	8	3	199
\$50,000-60,000	47	75	5	1	30	158
\$60,000+	<u>142</u>	<u>1,087</u>	<u>215</u>	<u>71</u>	<u>24</u>	<u>1,539</u>
Total	641	1,367	268	124	73	2,473

Owner Households						
Aged 62+ Years						
<i>Current Year Estimates - 2016</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	229	115	43	12	4	403
\$10,000-20,000	381	187	29	13	1	611
\$20,000-30,000	233	349	58	20	6	666
\$30,000-40,000	176	418	63	19	12	688
\$40,000-50,000	291	313	66	8	13	691
\$50,000-60,000	77	274	32	23	3	409
\$60,000+	<u>309</u>	<u>1,114</u>	<u>237</u>	<u>66</u>	<u>19</u>	<u>1,745</u>
Total	1,696	2,770	528	161	58	5,213

HISTA DATA

Primary Market Area

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Nielsen Claritas

Renter Households						
Under Age 55 Years						
<i>Current Year Estimates - 2016</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	294	182	98	73	143	790
\$10,000-20,000	601	224	193	82	27	1,127
\$20,000-30,000	494	79	375	114	524	1,586
\$30,000-40,000	216	172	250	279	102	1,019
\$40,000-50,000	177	217	377	421	30	1,222
\$50,000-60,000	320	224	84	92	52	772
\$60,000+	<u>730</u>	<u>849</u>	<u>613</u>	<u>484</u>	<u>308</u>	<u>2,984</u>
Total	2,832	1,947	1,990	1,545	1,186	9,500

Renter Households						
Aged 55-61 Years						
<i>Current Year Estimates - 2016</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	35	32	5	20	0	92
\$10,000-20,000	53	9	0	1	1	64
\$20,000-30,000	111	35	24	37	1	208
\$30,000-40,000	44	26	9	0	0	79
\$40,000-50,000	14	63	2	2	35	116
\$50,000-60,000	60	48	0	1	1	110
\$60,000+	<u>203</u>	<u>180</u>	<u>14</u>	<u>7</u>	<u>6</u>	<u>410</u>
Total	520	393	54	68	44	1,079

Renter Households						
Aged 62+ Years						
<i>Current Year Estimates - 2016</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	47	17	3	2	4	73
\$10,000-20,000	142	19	0	1	5	167
\$20,000-30,000	97	41	5	2	6	151
\$30,000-40,000	54	45	76	3	7	185
\$40,000-50,000	41	47	3	1	5	97
\$50,000-60,000	27	34	3	0	2	66
\$60,000+	<u>111</u>	<u>125</u>	<u>32</u>	<u>4</u>	<u>9</u>	<u>281</u>
Total	519	328	122	13	38	1,020

HISTA DATA

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Primary Market Area

Nielsen Claritas

Owner Households						
Under Age 55 Years						
Five Year Projections - 2021						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	39	31	98	31	39	238
\$10,000-20,000	62	32	41	5	17	157
\$20,000-30,000	74	134	29	39	63	339
\$30,000-40,000	226	80	123	150	118	697
\$40,000-50,000	200	281	117	186	138	922
\$50,000-60,000	135	116	262	267	89	869
\$60,000+	<u>776</u>	<u>2,277</u>	<u>2,439</u>	<u>1,943</u>	<u>1,737</u>	<u>9,172</u>
Total	1,512	2,951	3,109	2,621	2,201	12,394

Owner Households						
Aged 55-61 Years						
Five Year Projections - 2021						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	54	20	1	9	0	84
\$10,000-20,000	98	28	6	1	1	134
\$20,000-30,000	75	25	2	27	15	144
\$30,000-40,000	32	99	25	3	4	163
\$40,000-50,000	167	15	3	5	4	194
\$50,000-60,000	60	84	5	2	31	182
\$60,000+	<u>180</u>	<u>1,346</u>	<u>265</u>	<u>83</u>	<u>26</u>	<u>1,900</u>
Total	666	1,617	307	130	81	2,801

Owner Households						
Aged 62+ Years						
Five Year Projections - 2021						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	269	120	55	8	4	456
\$10,000-20,000	435	186	32	14	1	668
\$20,000-30,000	270	374	74	29	6	753
\$30,000-40,000	223	473	80	18	13	807
\$40,000-50,000	364	359	81	15	11	830
\$50,000-60,000	115	354	64	30	3	566
\$60,000+	<u>460</u>	<u>1,554</u>	<u>342</u>	<u>95</u>	<u>26</u>	<u>2,477</u>
Total	2,136	3,420	728	209	64	6,557

HISTA DATA

Primary Market Area

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Nielsen Claritas

Renter Households						
Under Age 55 Years						
<i>Five Year Projections - 2021</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	267	160	98	62	150	737
\$10,000-20,000	563	179	193	83	25	1,043
\$20,000-30,000	426	64	354	105	583	1,532
\$30,000-40,000	207	154	252	311	82	1,006
\$40,000-50,000	167	194	444	453	38	1,296
\$50,000-60,000	417	229	93	121	59	919
\$60,000+	<u>963</u>	<u>1,040</u>	<u>774</u>	<u>627</u>	<u>394</u>	<u>3,798</u>
Total	3,010	2,020	2,208	1,762	1,331	10,331

Renter Households						
Aged 55-61 Years						
<i>Five Year Projections - 2021</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	34	33	5	18	0	90
\$10,000-20,000	52	9	0	1	1	63
\$20,000-30,000	112	31	24	38	1	206
\$30,000-40,000	52	27	10	0	0	89
\$40,000-50,000	16	60	2	1	47	126
\$50,000-60,000	64	67	0	1	0	132
\$60,000+	<u>272</u>	<u>244</u>	<u>22</u>	<u>9</u>	<u>8</u>	<u>555</u>
Total	602	471	63	68	57	1,261

Renter Households						
Aged 62+ Years						
<i>Five Year Projections - 2021</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	64	21	5	0	6	96
\$10,000-20,000	158	21	1	1	2	183
\$20,000-30,000	129	47	6	3	6	191
\$30,000-40,000	69	56	64	2	9	200
\$40,000-50,000	48	62	1	3	7	121
\$50,000-60,000	44	53	4	1	2	104
\$60,000+	<u>175</u>	<u>169</u>	<u>62</u>	<u>4</u>	<u>13</u>	<u>423</u>
Total	687	429	143	14	45	1,318

UTILITY ALLOWANCES

Georgia Department of Community Affairs
UTILITY ALLOWANCES
 Effective 7/1/2015

Unit Type	Use	Appliance Type	NORTHERN Region				MIDDLE Region				SOUTHERN Region						
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR
MULTI-FAMILY	Heating	Natural Gas	21	30	38	47	60	18	24	30	38	48	11	15	20	24	30
		Electric	27	38	49	60	77	23	33	42	51	65	18	25	32	39	50
	78%+ AFUE Gas	Propane	62	86	110	134	172	52	72	93	114	145	38	52	65	79	103
		Electric Heat Pump	14	18	22	30	37	11	14	18	23	28	5	7	9	11	13
	Electric Aquatherm	Electric Heat Pump	9	11	14	20	24	7	7	9	14	17	2	2	2	3	4
		Gas Aquatherm	19	27	34	42	54	16	23	29	36	46	12	17	22	27	35
	Cooking	Gas Aquatherm	14	21	26	33	42	13	16	22	27	34	8	11	14	16	21
		Natural Gas	5	8	9	12	14	5	8	9	11	14	4	7	8	10	12
	Electric	Electric	7	9	12	14	18	7	9	12	15	19	7	10	13	15	20
		Propane	17	21	28	34	41	17	21	28	34	41	17	21	28	34	41
Hot Water	Natural Gas	14	20	25	30	38	14	19	24	29	37	12	16	21	25	32	
	Electric	20	29	36	44	56	21	29	37	45	57	22	30	39	48	61	
Propane	Propane	41	55	72	86	110	41	55	72	86	110	41	55	72	86	110	
	Electric	20	28	35	43	55	26	36	46	57	72	30	43	55	67	85	
Air Cond.	Electric	21	30	37	46	58	21	30	38	46	59	22	31	40	49	63	
	Light/Refr.	18	24	30	36	45	31	43	54	65	81	19	26	32	37	45	
Sewer	Water	10	14	18	22	28	18	24	30	36	45	12	17	21	26	33	
	Trash Collection	22	22	22	22	22	21	21	21	21	21	15	15	15	15	15	
SINGLE FAMILY	Heating	Natural Gas	24	33	43	52	67	19	27	34	42	53	12	16	22	26	33
		Electric	30	43	55	67	85	26	36	46	57	72	20	28	35	43	55
	Propane	Propane	69	96	124	151	189	59	79	103	124	158	41	59	72	89	114
		78%+ AFUE Gas	22	29	37	43	55	16	23	28	33	42	8	11	13	15	20
	Electric Heat Pump	Electric Heat Pump	20	30	33	38	51	14	22	24	28	38	4	7	7	8	11
		Electric Aquatherm	21	30	38	47	60	18	25	33	40	51	14	19	25	30	39
	Gas Aquatherm	Gas Aquatherm	17	24	30	37	47	14	19	24	29	37	9	12	15	19	23
		Natural Gas	5	8	9	12	14	5	8	9	11	14	4	7	8	10	12
	Electric	Electric	7	10	12	14	18	7	9	12	15	19	7	10	13	15	20
		Propane	17	21	28	34	41	17	21	28	34	41	17	21	28	34	41
Hot Water	Natural Gas	14	20	25	30	38	14	19	24	29	37	12	16	21	25	32	
	Electric	20	29	36	44	56	21	29	37	45	57	22	30	39	48	61	
Propane	Propane	41	55	72	86	110	41	55	72	86	110	41	55	72	86	110	
	Electric	20	28	35	43	55	26	36	46	57	72	30	43	55	67	85	
Air Cond.	Electric	21	30	37	46	58	21	30	38	46	59	22	31	40	49	63	
	Light/Refr.	18	24	30	36	45	31	43	54	65	81	19	26	32	37	45	
Sewer	Water	10	14	18	22	28	18	24	30	36	45	12	17	21	26	33	
	Trash Collection	22	22	22	22	22	21	21	21	21	21	15	15	15	15	15	

SCHEMATIC SITE PLAN

NCHMA CERTIFICATION

Certificate of Membership

Koontz & Salinger
Is a Member Firm in Good Standing of



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Membership Term
7/01/2016 to 6/30/2017




Thomas Amdur
Executive Director, NH&RA