

PROFESSIONAL MARKET STUDY
FOR THE VALLIHI APARTMENTS
A PROPOSED LIHTC ELDERLY DEVELOPMENT

LOCATED IN:
FORT VALLEY, PEACH COUNTY, GA

PREPARED FOR:
VALLIHI HISTORIC FORT VALLEY, LP

PREPARED BY:
KOONTZ and SALINGER
P.O. BOX 37523
RALEIGH, NC 27627-7523

MAY 2017

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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 elderly LIHTC/Market Rate apartment development is located off Vineville Street (aka SR 96), approximately .5 miles northwest of Downtown Fort Valley.

- **Construction and occupancy types.**

- The proposed development will comprise the acquisition/rehab of the Fort Valley (Historic) High School that was built in 1925 and is located within the Historic District of Fort Valley. The development will include a manager’s office, central laundry and community room space located within the high school. The project will provide 132-parking spaces.

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	23	650	Na
2BR/1b	16	858	Na
2BR/2b	17	1083	Na
Total	56		

Project Rents:

The proposed development will target approximately 21% of the units at 50% or below of area median income (AMI), approximately 68% of the units at 60% AMI, and approximately 11% at Market. Rent excludes water and sewer and includes trash removal.

PROPOSED PROJECT RENTS @ 50% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b	5	\$330	\$94	\$424
2BR/1b	3	\$400	\$118	\$518
2BR/2b	4	\$410	\$118	\$528

PROPOSED PROJECT RENTS @ 60% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b	16	\$430	\$94	\$524
2BR/1b	11	\$455	\$118	\$573
2BR/2b	11	\$465	\$118	\$583

PROPOSED PROJECT RENTS @ Market				
Bedroom Mix	# of Units	Net Rent	Utility Estimate*	Gross Rent
1BR/1b	2	\$550	\$94	\$644
2BR/1b	2	\$585	\$118	\$703
2BR/2b	2	\$595	\$118	\$713

*Based upon 2017 GA-DCA Northern Region Utility Allowances.

- **Any additional subsidies available including project based rental assistance (PBRA).**
- The proposed LIHTC/Market Rate elderly development will not include any additional deep subsidy rental assistance, including PBRA. The 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 Fort Valley 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 10.1-acre, polygon shaped tract is relatively flat and the location of the subject, the Fort Valley (Historic) High School. The site is not located within a 100-year flood plain.
- The overall character of the neighborhood in the immediate vicinity of the site/subject can be defined predominantly as a mixture of: single-family residential and commercial use.
- Directly north of the site is a mixture of commercial properties and single-family homes. Directly south of the site is primarily single-family residential and a dentist office. Directly east is single-family residential and the headquarters building of the local Boys and Girls Club. Directly west of the site is a mixture of commercial use and single-family residential.

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

- Access to the site/subject is available off Vineville Street (aka SR 96). Vineville Street is a primary connector in Fort Valley which links the site/subject with US 341, about .3 miles east. It is a low to medium density road with a speed limits of 25 to 35 miles per hour in the vicinity of the site/subject. The access point to the site does not present problems of egress and ingress. Also, road noise is not considered to be detrimental to the site. The site/subject is also located off Knoxville Street and Riley Avenue.
- The site offers 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, rail lines, high density transmission 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 in relation to subject marketability.

SITE/SUBJECT ATTRIBUTES:	
STRENGTHS	WEAKNESSES
Good accessibility to services, trade, and health care	
Good linkages to area road system	
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 Fort Valley can be accessed within a 5-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/Market Rate development.

3. Market Area Definition:

- ***A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property.***
- The Primary Market Area (PMA) for the proposed multi-family development consists of the following 2010 census tracts in Peach County:

402, 403.01, 403.02, and 404
- The PMA is located in the central portion of Georgia. Fort Valley, is centrally located within the PMA. Fort Valley is approximately 25 miles southwest of Macon, and 12 miles west of Warner Robins.
- The PMA excluded Byron, GA which is located in the northern portion of Peach County, approximately 11 miles to the northeast. Byron is considered to be a separate primary market area from Fort Valley.
- The PMA is bounded as follows:

Direction	Boundary	Distance from Subject
North	Byron PMA and Crawford County	6.5 miles
East	Houston County	8.5 miles
South	Houston and Macon Counties	9.5 miles
West	Crawford and Taylor Counties	7 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 losses over the next several years, (2017-2019) are forecasted for the PMA at a modest rate of decrease, represented by a rate of change approximating -0.37% per year. In the PMA, in 2017, the total population count was 14,906 with a projected decrease to 14,797 in 2019.
- Population gains over the next several years, (2017-2019) are forecasted for the PMA for the 55 and over age group continuing at a moderate to significant rate of increase, with a forecasted rate of growth approximating +0.80% per year. In the PMA, in 2017, for population age 55 and over, the count was 3,653 with a projected increase to 3,712 in 2019. In the PMA, in 2017, for households age 55 and over, the count was 2,388 with a projected increase to 2,417 in 2019.
- **Households by tenure including any trends in rental rates.**
- The 2017 to 2019 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 2019, **16.5%** of the owner-occupied households age 55+ in the PMA will be in the 50% AMI LIHTC target income group of \$12,720 to \$21,600.
- It is projected that in 2019, **22%** of the renter-occupied households age 55+ in the PMA will be in the 50% AMI LIHTC target income group of \$12,720 to \$21,600.
- It is projected that in 2019, **18%** of the owner-occupied households age 55+ in the PMA will be in the 60% AMI LIHTC target income group of \$15,720 to \$25,920.
- It is projected that in 2019, **20%** of the renter-occupied households age 55+ in the PMA will be in the 60% AMI LIHTC target income group of \$15,720 to \$25,920.
- It is projected that in 2019, **31%** of the owner-occupied households age 55+ in the PMA will be in the Market Rate target income group of \$28,000 to \$60,000.
- It is projected that in 2019, **16.5%** of the renter-occupied households age 55+ in the PMA will be in the Market Rate target income group of \$28,000 to \$60,000.

- ***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, but to a much lesser degree in Fort Valley and Peach County. ForeclosureListings.com is a nationwide data base with approximately 986,000 listings (84% foreclosures, 4% short sales, and 12% auctions). As of 5/11/2017, there were 68 foreclosure listings, 5 foreclosure auction listings and 1 short sale. Seven of the foreclosure listings had a value of greater than \$100,000. The same data for Peach County indicated 182 foreclosure listings, 21 listings in the foreclosure auction stage and 5 short sales.
- In Fort Valley and Peach 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 properties located within the Fort Valley PMA was 98% occupied.
- 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 Peach County was approximately +159 workers or approximately +1.49% per year. The rate of employment gain between 2008 and 2010, was very modest at +0.20% per year, representing a annual net gain of +23 workers. The rate of employment loss between 2011 and 2014, was significant at approximately -2.39% per year. The 2015 to 2016, rate of gain was a considerable improvement when compared to the preceding two years at +3.48%. The rate of employment change thus far into 2017, is forecasted to exhibit an increase in the level of employment when compared to 2015 and 2016.

- The gains in covered employment in Peach County in 2015, as well as the gains in two of the 1st three quarters of 2016 have been 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 2017 forecast is for the manufacturing to stabilize and the health care sector to increase.
- ***Unemployment trends for the county and/or region for the past 5 years.***
 - Monthly unemployment rates in 2016 were improved when compared to the 2009 to 2014 period. Monthly unemployment rates in 2016, were for the most part improving on a month to month basis, ranging between 6.1% and 10.1%. The National forecast for 2017 (at present) is for the unemployment rate to approximate 4% to 4.5%. Typically, during the last three years, the overall unemployment rate in Peach County has been significantly higher than the state and national average unemployment rates. The annual unemployment rate in 2017 in Peach County is forecasted to continue to decline, to the vicinity of 6% (on an annual basis) and improving on a relative year to year basis.
- ***A brief discussion of any recent or planned major employment contractions or expansions.***
 - The Development Authority of Peach County (DAPC) is responsible for the recruitment of new businesses in the areas of industrial, manufacturing, distribution, corporate and regional headquarters, customer service centers, and assistance with other major economic development projects.
 - The DAPC also focuses on existing industries of Peach County to ensure their continued success. While recruitment of new industry is a significant function, aiding in existing industry expansion and retention is just as significant. About 80 percent of new jobs come because of existing industry expansion.
 - The DAPC markets sites in two industrial parks in Fort Valley. The John A. Demons Jr. Industrial Park has 44.63 acres; the South Peach Industrial Park has 44 acres. A large 'spec building' with rail access is also available, along with other vacant buildings available for re-fitting to accommodate specific needs for new industry.
 - Recent announcements of new business openings and expansions include:
 - On March 29, 2017 HSM Transportation Solutions announced a major multi phase, multi year expansion of the C.E.

White facilities in Fort Valley. While no specific information regarding job creation has been released, an HSM executive stated "This multimillion dollar expansion will result in significant job growth for the region over the next few years."

- On August 5, 2016 Barnes Paper Company announced the completion of their move to Peach County. Their conversion plant operations, formerly located in Perry, GA moved into the space vacated by American Tire Distributors who expanded their Peach County distribution center operations into a brand new facility across I-75 in Byron. The space being occupied by Barnes Paper Company is a 50,000+ SF manufacturing facility located in the North Peach Industrial Park. The new plant in Byron will employ 50-60 employees with plans to expand and increase that number to 100 within the next few years.
- Blue Bird recently announced an expansion which will lead to an additional 250 jobs.
- Hickory Springs Manufacturing recently announced a 50,000 sf expansion which will create 30 to 40 new jobs.
- ***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 2016 and thus far in 2017 suggest a scenario, in terms of economic growth (vs loss), in which the local economy will continue to grow at a moderate to significant pace in 2017. The Fort Valley - Peach County area economy has a sizable number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the good 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 Fort Valley and Peach 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 LIHTC segment of the proposed development is 189. The forecasted number of households for the Market Rate segment of the proposed development is 41.
- **Overall estimate of demand based on DCA's demand methodology.**
- The overall forecasted number of income qualified households for the proposed LIHTC/Market Rate elderly development taking into consideration like-kind competitive supply introduced into the market since 2015 is 189 and 41, respectively.
- Capture Rates:

Proposed Project Capture Rate All Units	24.4%
Proposed Project Capture Rate LIHTC Units	26.5%
Proposed Project Capture Rate LIHTC Units @ 50% AMI	15.8%
Proposed Project Capture Rate LIHTC Units @ 60% AMI	33.6%
Proposed Project Capture Rate Market Rate Units	14.6%

- **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 estimated vacancy rate of the surveyed LIHTC program assisted apartment properties in Fort Valley was less than 2%, at 1.5%.
- At the time of the survey, the six of the seven surveyed LIHTC program assisted properties maintained a waiting list ranging in size of between 2 to 166 applicants.
- The nearest LIHTC elderly property to the proposed subject site is Windsor Court which opened in 2008. At the time of the survey, the 56-unit development was 100% occupied and had 9 applicants on the waiting list. The nearest LIHTC family property to the proposed subject site is The Reserve at Hampton Apartments which opened in 2015. At the time of the survey, the 60-unit development was 100% occupied and had 100 to 150 applicants on the waiting list.
- At the time of the survey, the overall estimated vacancy rate of the surveyed market rate properties was 2%.

- Number of properties.**

- Seven LIHTC properties, representing 342 units, were surveyed in Fort Valley.
- Six market rate properties representing 1,204 units, were surveyed in the subject's competitive environment. Four of the properties are located in Warner Robins, one in Perry and one in Fort Valley.

- Rent bands for each bedroom type proposed.**

Bedroom type	Rent Band (Subject)	Rent Band (Market Rate)
1BR/1b	\$330-\$550	\$539-\$960
2BR/1b	\$400-\$585	\$550-\$1190
2BR/2b	\$410-\$595	\$619-\$1230
3BR/2b	Na	Na

- Average Market rents.**

Bedroom type	Average Market Rent
1BR/1b	\$737 (Adjusted = \$655)
2BR/1b	\$817 (Adjusted = \$680)
2BR/2b	\$920 (Adjusted = \$770)
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 9-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*
50% AMI	12
60% AMI	38
Market	6

* at the end of the 1 to 6-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 6-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 and Market Rate 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 moderate to significant, with annual growth rates approximating +0.80% per year.
- At the time of the survey, the overall vacancy rate of the surveyed LIHTC properties located within the Fort Valley competitive environment was 1.5%.
- The nearest LIHTC elderly property to the proposed subject site is Windsor Court which opened in 2008. At the time of the survey, the 56-unit development was 100% occupied and had 9 applicants on the waiting list. The nearest LIHTC family property is The Reserve at Hampton Apartments which opened in 2015. At the time of the survey, the 60-unit development was 100% occupied and had 100 to 150 applicants on the waiting list.
- In the area of unit size, by bedroom type, the subject will offer competitive unit sizes, by floor plan, in comparison with the existing market rate properties located in Fort Valley more so than nearby Warner Robins.
- The 1BR net rent advantage at 50% AMI is approximately 50%. At 60% AMI the 1BR net rent advantage is approximately 34%.
- The 2BR/1b net rent advantage at 50% AMI is approximately 41%. At 60% AMI the 2BR/1b net rent advantage is approximately 33%.
- The 2BR/2b net rent advantage at 50% AMI is approximately 47%. At 60% AMI the 2BR/2b net rent advantage is approximately 40%.
- The overall project rent advantage for the LIHTC segment of the proposed subject development is estimated at 38%.
- In the opinion of the market analyst, the proposed new construction LIHTC/Market Rate elderly development **will not negatively impact** the existing supply of program assisted LIHTC properties located within the Fort Valley PMA in the short or long term. At the time of the survey, the existing LIHTC developments located within the PMA were on average 98.5% occupied, with six of the seven surveyed LIHTC properties maintaining a waiting list ranging between 2 and 166 applications.

Summary Table				
Development Name: Vallihi Apartments			Total Number of Units: 56	
Location: Fort Valley, GA (Peach Co)			# LIHTC Units: 50	
PMA Boundary: North 6.5 miles; East 8.5 miles South 9.5 miles; West 7 miles			Farthest Boundary Distance to Subject: 9.5 miles	
Rental Housing Stock (found on pages 87 - 99)				
Type	# Properties	Total Units	Vacant Units	Avg Occupancy
All Rental Housing	13	1,546	29	98.1%
Market Rate Housing	6	1,204	24	98.0%
Assisted/Subsidized Housing Ex LIHTC	0	0	0	0.0%
LIHTC	7	342	5	98.5%
Stabilized Comps	7	1,260	24	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
21	1	1	650	\$330-\$430	\$655	\$.83	34-50%	\$745	\$.87
14	2	1	858	\$400-\$455	\$680	\$.66	33-41%	\$850	\$.72
15	2	2	1083	\$410-\$465	\$770	\$.66	40-47%	\$907	\$.73
2	1	1	650	\$550	\$655	\$.83	16%	\$745	\$.87
2	2	1	858	\$585	\$680	\$.66	14%	\$850	\$.72
2	2	2	1083	\$595	\$770	\$.66	23%	\$907	\$.73

LIHTC Segment

Market Rate Segment

Demographic Data (found on pages 43 & 71)						
	2010		2017		2019	
Renter Households	714	32.29%	762	31.91%	774	32.02%
Income-Qualified Renter HHs (LIHTC)	172	24.15%	184	24.15%	189	24.42%
Income-Qualified Renter HHs (MR)	37	5.20%	40	5.20%	41	5.30%

Targeted Income Qualified Renter Household Demand (found on pages 69 - 71)						
Type of Demand	30%	50%	60%	MR	Other	Overall
Renter Household Growth		1	2	2		5
Existing Households (Overburdened + Substandard)		73	109	38		220
Homeowner Conversion (Seniors)		2	2	1		5
Total Primary Market Demand		76	113	41		230
Less Comparable Supply		0	0	0		0
Adjusted Income-Qualified Renter HHs		76	113	41		230
Capture Rates (found on page 72 - 74)						
Targeted Population	30%	50%	60%	MR	Other	Overall
Capture Rate		15.8%	33.6%	14.6		24.4%

MARKET STUDY FOLLOWS

SECTION B
PROPOSED PROJECT
DESCRIPTION

The proposed LIHTC/Market Rate multi-family development will target elderly households, age 55 and over in Fort Valley and Peach County, Georgia. The subject property is located off Vineville, Knoxville, and Riley Streets in the northwest section of Fort Valley.

Scope of Work

The market study assignment was to ascertain market demand for a proposed new construction multi-family LIHTC/Market Rate elderly development to be known as the **Vallihi Apartments**, for the Vallihi Historic Fort Valley LP, under the following scenario:

Project Description:

PROPOSED PROJECT PARAMETERS			
Bedroom Mix	# of Units	Unit Size (Heated sf)	Unit Size (Gross sf)
1BR/1b	23	650	Na
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Total	56		

The proposed development will comprise the acquisition/rehab of the Fort Valley (Historic) High School that was built in 1925 and is located within the Historic District of Fort Valley. The development will include a manager’s office, central laundry and community room space located within the high school. The project will provide 132-parking spaces.

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

Project Rents:

The proposed development will target approximately 21% of the units at 50% or below of area median income (AMI), approximately 68% of the units at 60% AMI, and approximately 11% at Market. Rent excludes water and sewer and includes trash removal.

PROPOSED PROJECT RENTS @ 50% AMI				
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2BR/1b	2	\$585	\$118	\$703
2BR/2b	2	\$595	\$118	\$713

*Based upon 2017 GA-DCA Northern Region Utility Allowances.

The proposed LIHTC/Market Rate 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
- energy star refrigerator
- energy star dish washer
- cable ready
- washer/dryer hook-ups
- window coverings

Development Amenities

- manager's office
- laundry facility
- wellness center
- elevator
- community room
- gazebo
- fenced community garden
- storage area

The projected first full year that the **Vallihi Apartments** will be placed in service as a new construction property, is mid to late 2019. The first full year of occupancy is forecasted to be in 2020. Note: The 2017 GA QAP states that "owners of projects receiving credits in the 2017 round must place all buildings in the project in service by December 31, 2019".

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 GA-DCA Northern Region Utility Allowance estimates. Effective date: January 1, 2017.

SECTION C
SITE & NEIGHBORHOOD

The site of the proposed elderly LIHTC/Market Rate apartment development is located off Vineville Street (aka SR 96), approximately .5 miles northwest of Downtown Fort Valley. Specifically, the site is located in Census Tract 402 and Zip Code 31030.

Note: The site/subject is not located within a Qualified Census Tract (QCT), but it is located within a designated Historic District.

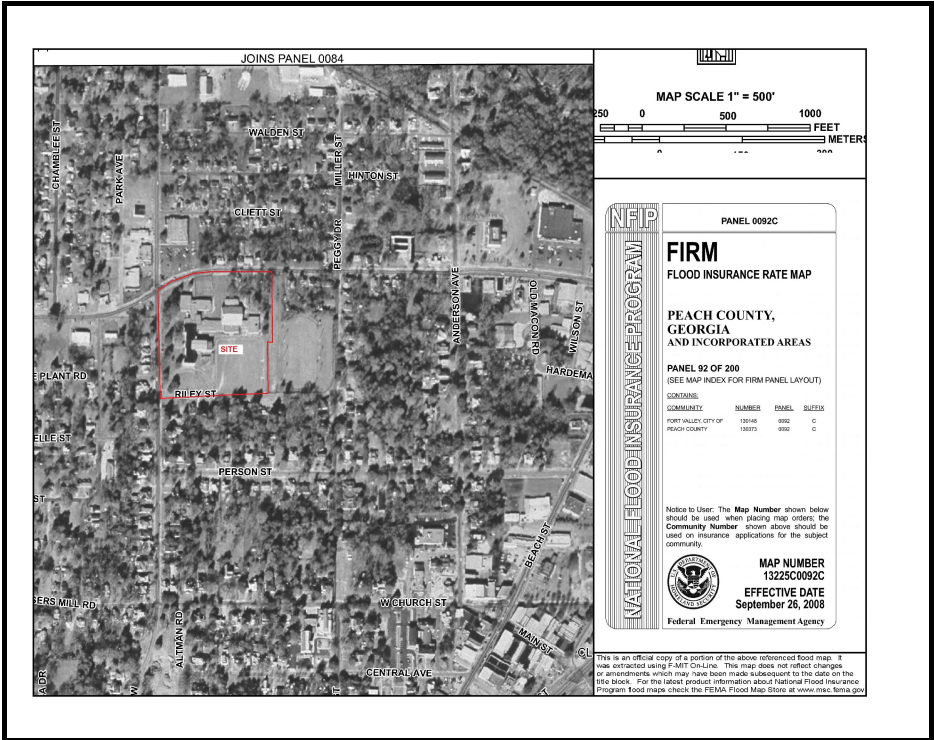
Street and highway accessibility are very good relative to the site. Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, local health care providers, and area churches. Access to all major facilities within Fort Valley can be attained within a 5 minute drive. At the time of the market study, no significant infrastructure development was in progress within the immediate vicinity of the site. Source: Ms. Kathie Lambert, Fort Valley Main Street Downtown Development Authority, (478) 825-5986.

Site Characteristics

The approximately 10.1-acre, polygon shaped tract is relatively flat and the location of the subject, the Fort Valley (Historic) High School. The site is not located within a 100-year flood plain. Source: FEMA website (www.msc.fema.gov), Map Number 13225C0092C, Panel 92 of 200, Effective Date: September 26, 2008.

The site is currently zoned R-2, Medium Density Residential, which allows multi-family development. The surrounding zoning is NS-1 to the north and R-2, east, west and south. Source: Peach County Planning & Zoning.

All public utility services are available to the tract, with excess capacity. However, these assessments are subject to both environmental and engineering studies.



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 Peach County reported by the Georgia Bureau of Investigations - Uniform Crime Report revealed that violent crime and property crime rate for Peach County was relatively low, particularly for violent crime (homicide, rape, robbery and assault).

Overall, between 2014 and 2015 violent crime in Peach County increased by 5%. However, the actual number of such crimes in 2015 was extremely low at 146 overall, of which 106 were assaults. Property crimes increased by 0.5% in Peach County between 2014 and 2015, with fewer crimes reported in burglaries and motor vehicle theft. The overall number of property crimes remained relatively low for each year, and the overall increase was negligible (4 crimes/0.5%).

Peach County			
Type of Offence	2014	2015	Change
Homicide	3	2	-1
Rape	4	12	8
Robbery	13	26	13
Assault	119	106	-13
Burglary	253	216	-37
Larceny	494	536	42
Motor Vehicle Theft	39	38	-1
Peach County Total	925	936	11

Source: Georgia Bureau of Investigation, Uniform Crime Report

Neighborhood Description / Characteristics

The overall character of the neighborhood in the immediate vicinity of the site/subject can be defined predominantly as a mixture of: single-family residential and commercial use.

Directly north of the site is a mixture of commercial properties and single-family homes.

Directly south of the site is primarily single-family residential and a dentist office.

Directly east is single-family residential and the headquarters building of the local Boys and Girls Club.

Directly west of the site is a mixture of commercial use and single-family residential.

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



(1) Site entrance, Vineville Road, north to south.



(2) Entrance, off Vineville Rd, site left, east to west.



(3) Entrance, off Vineville, subject right, west to east.



(4) Subject off Knoxville Road, west to east.



(5) North to south, subject left, off Knoxville Rd.



(6) South to north, subject right, off Knoxville Road.



(7) Subject, south to north.



(8) Subject, southeast to northwest.



(9) Subject, east to west.



(10) Typical single-family homes in vicinity of site.

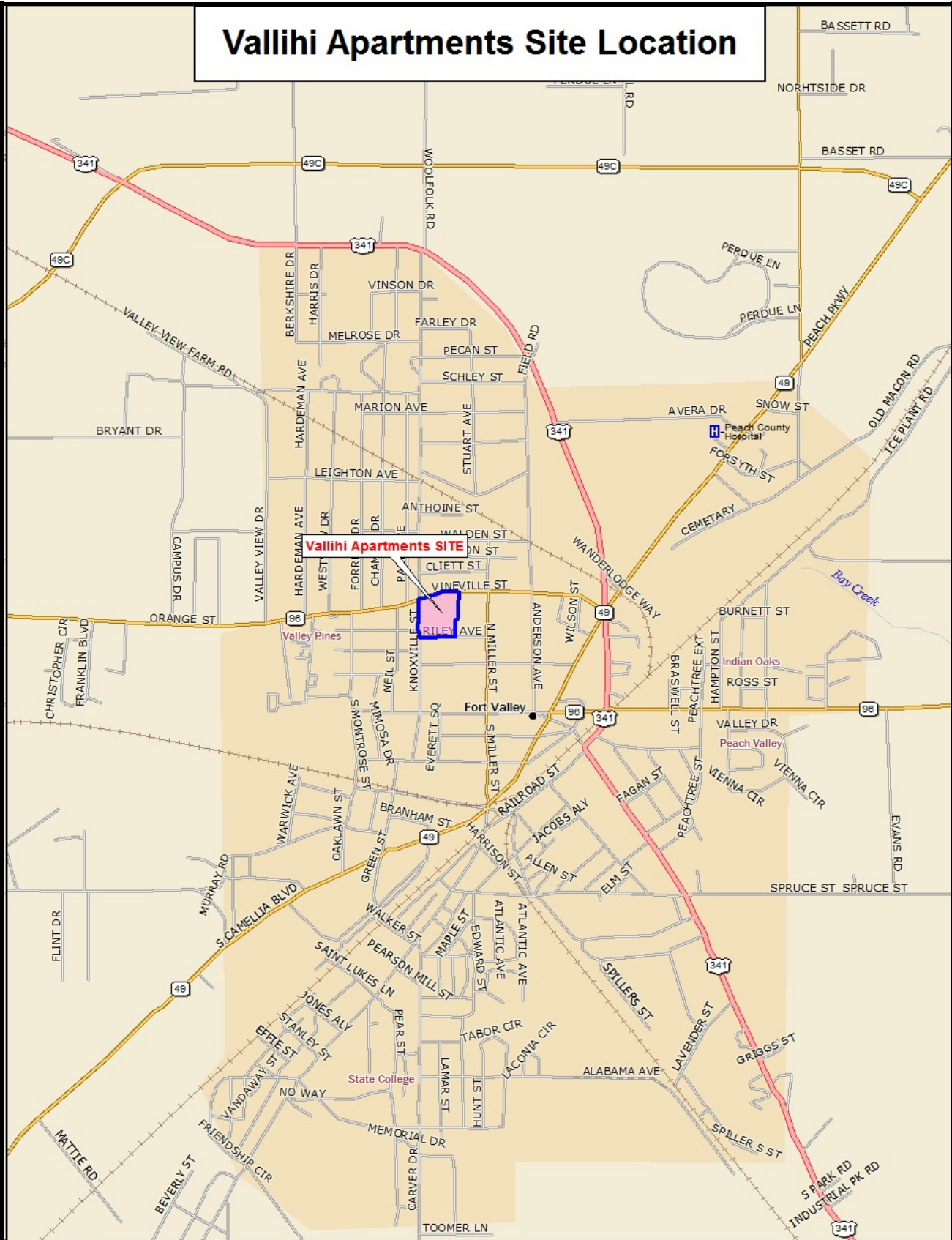


(11) Family Dollar, north of site/subject.



(12) Harvey's Grocery, east of site/subject.

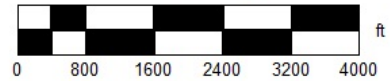
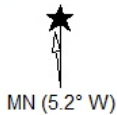
Vallihi Apartments Site Location



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Data Zoom 13-0

Access to Services

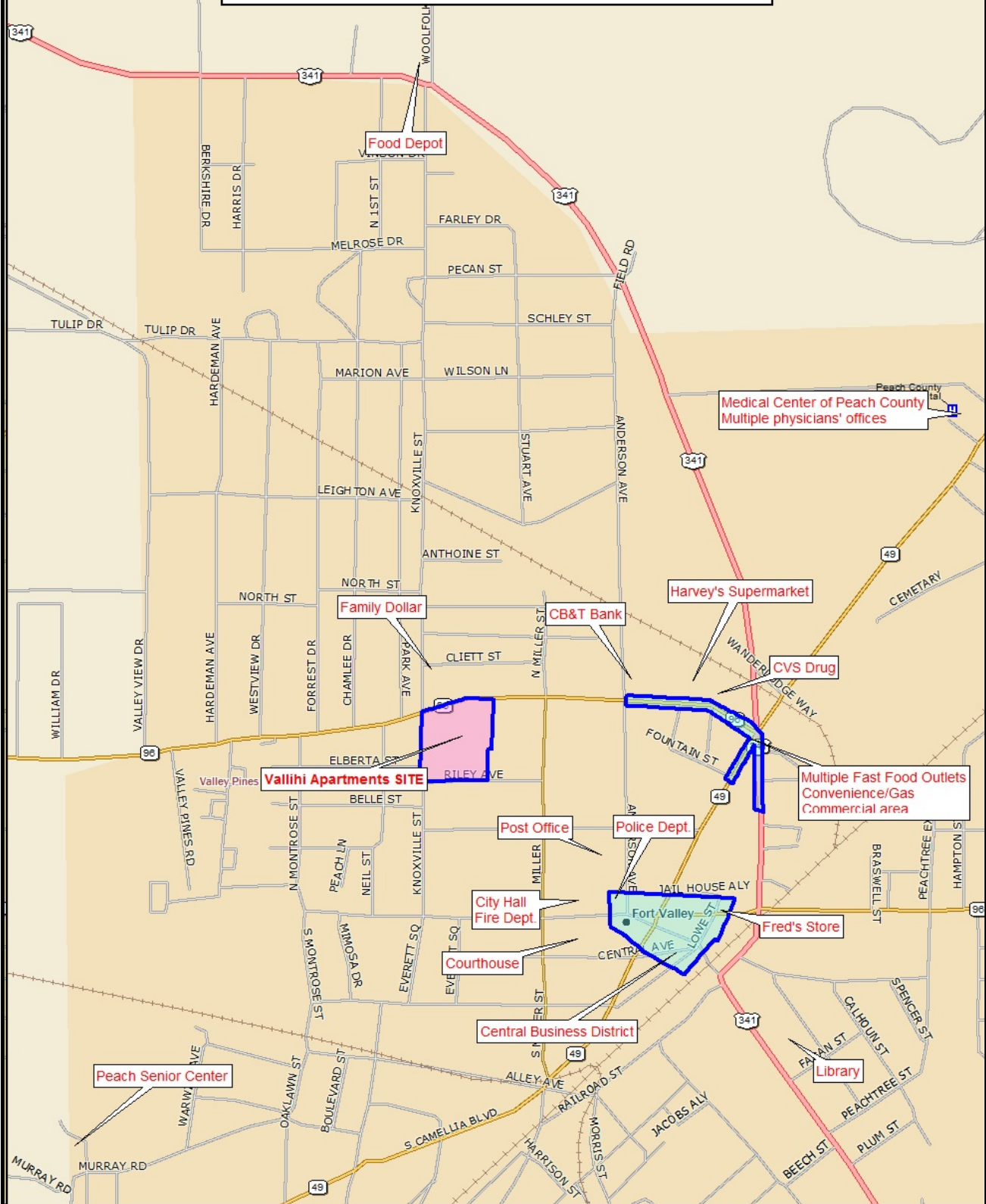
The subject is accessible to major employers, shopping, healthcare services, retail and social services, recreational areas, and the local and regional highway system. (See Site and Facilities Map, next page.)

Distances from the site to community services are exhibited below:

Points of Interest	Distance from Subject
Family Dollar Store	0.1
CB&T Bank	0.3
Harvey's Supermarket	0.4
CVS Pharmacy	0.4
Convenience/Fast Food/Commercial Area	0.5
US 341/GA 49	0.5
Post Office	0.5
City Hall	0.6
Police Department	0.6
Fire Department	0.6
Peach County Courthouse	0.7
Fort Valley Business District	0.9
Fred's Store	0.9
Library	1.1
Medical Center of Peach County	1.2
Senior Center	1.3
Food Depot	1.8
I-75	8.9
Walmart Supercenter	11.9

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

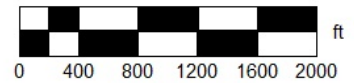
Site and Community Facilities



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Program Assisted Apartments in Fort Valley - PMA

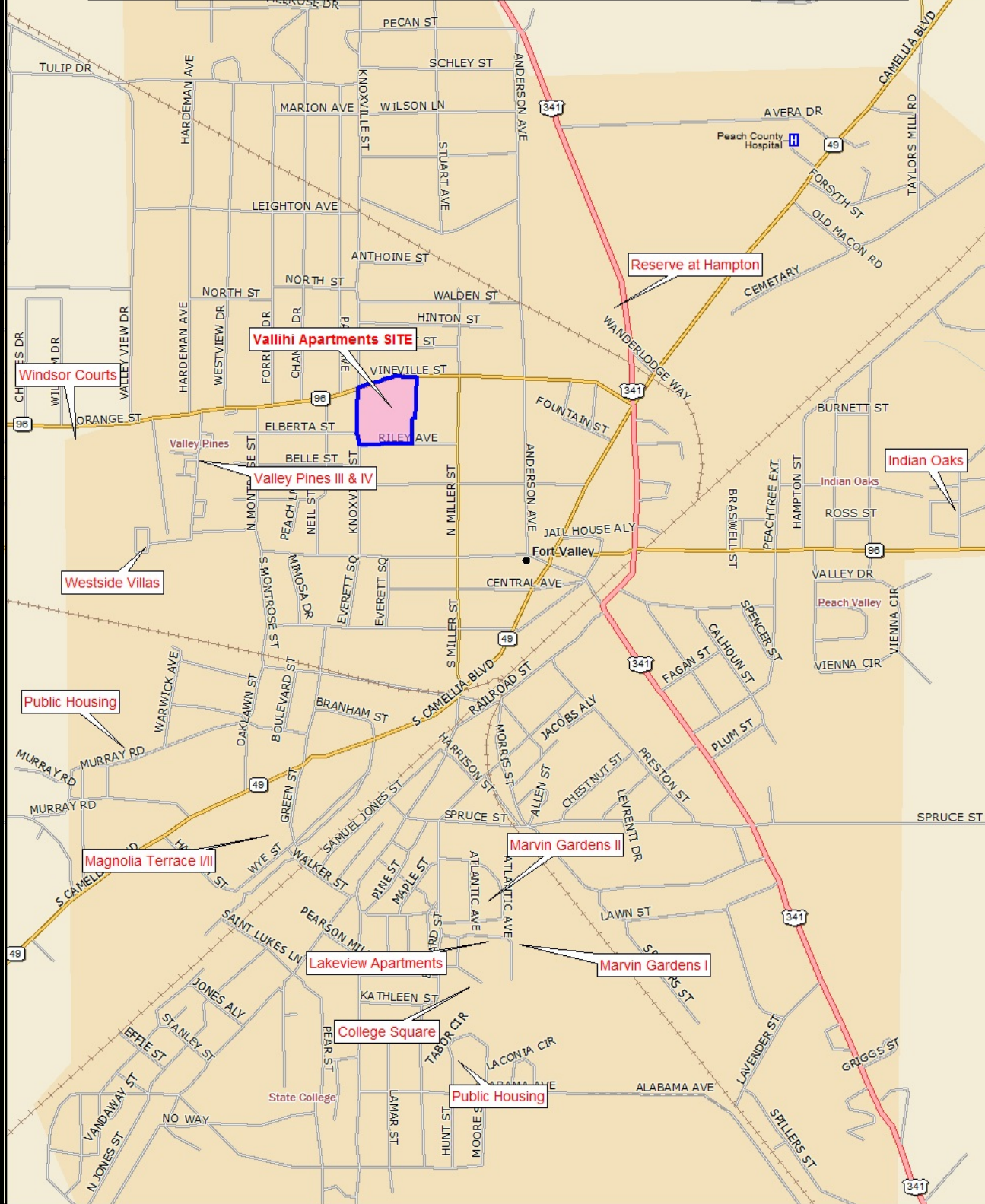
At present, there 14 program assisted apartment properties located within the Fort Valley PMA, including the Fort Valley Housing Authority. A map (on the next page) exhibits the program assisted properties located within the Fort Valley PMA in relation to the site.

Project Name	Program Type	Number of Units	Distance from Site (in miles)
Valley Pines III	USDA 515-FM	26	0.5
Valley Pines IV**	USDA 515/LIHTC-FM	50	0.5
Windsor Court	LIHTC-EL	56	0.6
Westside Villas	USDA 515/LIHTC-FM	44	0.7
Reserve at Hampton	LIHTC-FM	60	0.7
Marvin Gardens II	LIHTC FM	50	1.4
Magnolia Terrace	LIHTC-FM	50	1.4
Magnolia Terrace II	LIHTC-FM	36	1.4
Marvin Gardens I	LIHTC-FM	30	1.5
College Square	HUD 8/LIHTC-FM	60	1.5
Lakeview Apartments*	HUD 8/LIHTC-FM	96	1.5
Indian Oaks	HUD 8-FM	150	1.6
Housing Authority of Fort Valley		100	
Murray Road	PHA		1.2
Tabor Circle	PHA		1.8

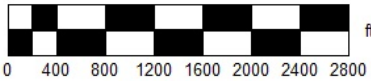
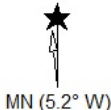
* - may be out of compliance

** - may be out of RD 515 program

Program Assisted Projects - Fort Valley PMA



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Data Zoom 13-5

SUMMARY

The field visit for the site/subject and surrounding market area was conducted on **May 6, 2017**. The site inspector was Mr. Jerry M. Koontz (of the firm Koontz & Salinger).

The overall character of the neighborhood within the immediate vicinity of the site/subject can be defined predominantly as a mixture of: single-family residential and commercial use. The site/subject is located in the northern portion of Fort Valley, within the city limits. The site/subject is zoned R2 (Medium Density Residential), which allows for the intended use of the proposed LIHTC-elderly development.

Access to the site/subject is available off Vineville Street (aka SR 96). Vineville Street is a primary connector in Fort Valley which links the site/subject with US 341, about .3 miles east. It is a low to medium density road with a speed limits of 25 to 35 miles per hour in the vicinity of the site/subject. The access point to the site does not present problems of egress and ingress. Also, road noise is not considered to be detrimental to the site. The site/subject is also located off Knoxville Street and Riley Avenue.

The site/subject offers 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, rail lines, high density transmission lines and junk yards.

The site in relation to the subject and the surrounding roads is agreeable to signage, in particular to passing traffic along Vineville and Knoxville Streets and Riley Avenue.

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 LIHTC/Market Rate elderly multi-family development.

SITE/SUBJECT ATTRIBUTES:	
STRENGTHS	WEAKNESSES
Good accessibility to services, trade, and health care	
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 Fort Valley 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 development consists of the following 2010 census tracts in Peach County:

402, 403.01, 403.02, and 404

The PMA is located in the central portion of Georgia. Fort Valley, is centrally located within the PMA. Fort Valley is approximately 25 miles southwest of Macon, and 12 miles west of Warner Robins.

Note: The PMA excluded Byron, GA which is located in the northern portion of Peach County, approximately 11 miles to the northeast. Byron is considered to be a separate primary market area from Fort Valley.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject
North	Byron PMA and Crawford County	6.5 miles
East	Houston County	8.5 miles
South	Houston and Macon Counties	9.5 miles
West	Crawford and Taylor Counties	7 miles

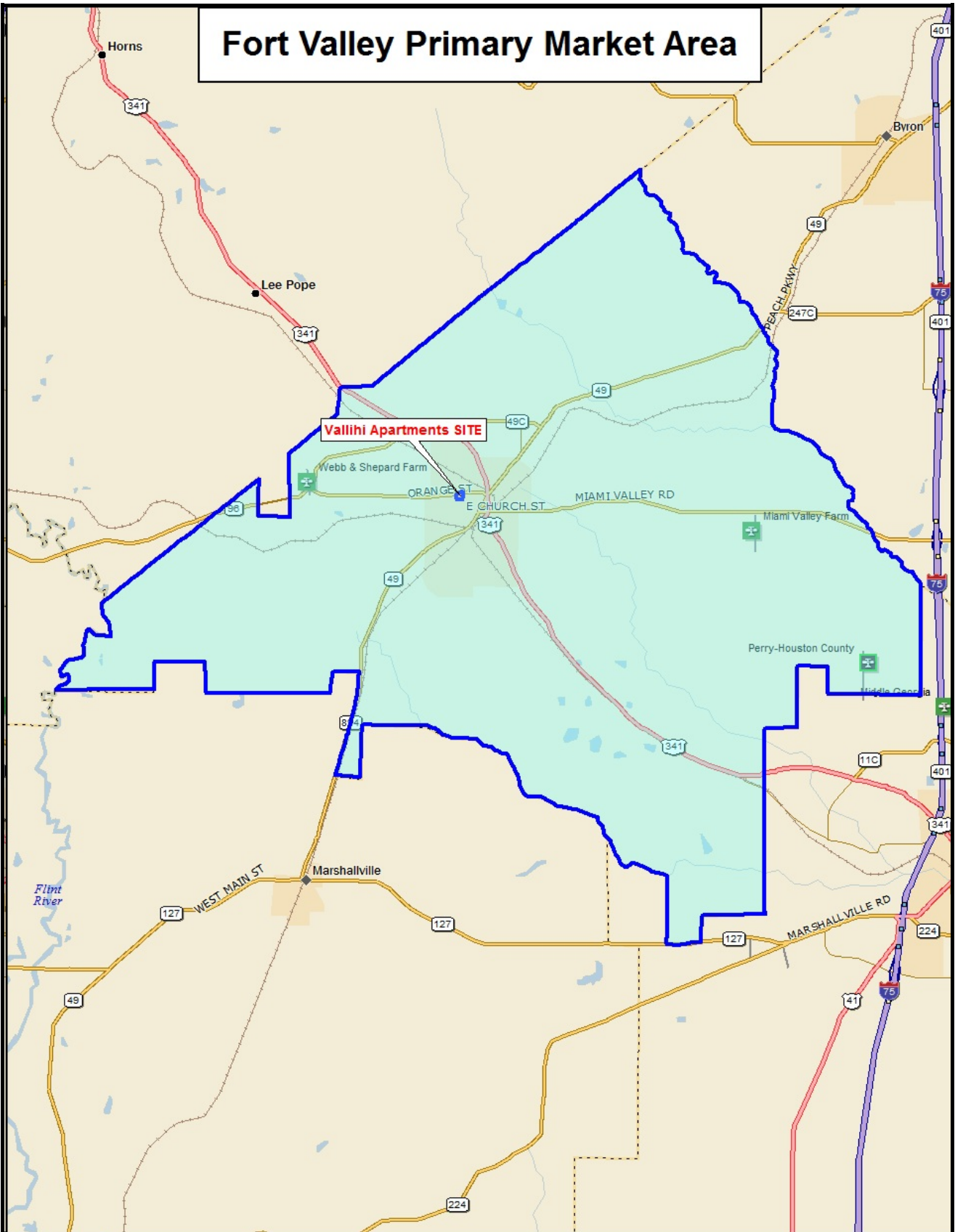
Transportation access to Fort Valley and the PMA is very good. US 341 and State Road 49 are the major north/south corridors. State Road 96 is the major east/west corridor. Access to I-75 is approximately 9 miles to the east via SR 96.

In addition, comments from managers and/or management companies of the existing LIHTC apartment properties located within the competitive environment were surveyed, as to where the majority of their existing tenants previously resided, in particularly from the manager of the Windsor County LIHTC-Elderly property located in Fort Valley. In addition, information from the Fort Valley Main Street/Downtown Development Authority as to the need for elderly housing from the population was taken into consideration. Together these comments and information assisted in the delineation of 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.

Fort Valley Primary Market Area



DELORME

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MN (5.2° W)



Data Zoom 10-4

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 Fort Valley, the Fort Valley PMA, and Peach County between 2000 and 2022. Table 2, exhibits the change in **elderly** population age 55 and over (the age restriction limit for the subject), in Fort Valley, the Fort Valley PMA, and Peach County between 2000 and 2022. The year 2019 is estimated to be the first year of availability for occupancy of the subject property. The year 2017 has been established as the base year for the purpose of estimating new household growth demand, by age and tenure.

Total Population

The PMA exhibited moderate to significant total population gains between 2000 and 2010, at approximately +0.90% per year. Total population losses over the next several years, (2017-2019) are forecasted for the PMA, represented by a modest rate of change approximating -0.37% per year.

The projected change in population for Fort Valley is subject to local annexation policy and in-migration of rural county and surrounding county residents into Fort Valley. However, recent indicators, including the 2015 and 2016 US Census estimates (at the place level) suggest that the population trend of the mid to late 2000's in Fort Valley has slowed considerably and more modest losses are forecasted into the remainder of the decade.

Population 55+

The PMA exhibited very significant population gains for population age 55+ between 2000 and 2010, at +1.96% per year. Population gains over the next several years (2017-2019) are forecasted for the PMA for the 55 and over age group continuing at a moderate to significant rate of increase, with a forecasted rate of growth at approximately +0.80% per year.

Population gains are forecasted in both the 55 and 65 and over age groups for the year 2019 and beyond. The projected increase is

not owing to a significant increase in elderly in-migration into the PMA, but instead owing to significant aging 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 Projections.
 - (3) 2015 and 2016 US Census population estimates.
 - (4) Georgia Residential Population Projections by Age & County, 2010-2020, GA Governor's Office of Planning & Budget.

Table 1, exhibits the change in **total** population in Fort Valley, the Fort Valley PMA, and Peach County between 2000 and 2022.

Table 1					
Total Population Trends and Projections: Fort Valley, Fort Valley PMA, Peach County					
Year	Population	Total Change	Percent	Annual Change	Percent
Fort Valley					
2000	8,005	-----	-----	-----	-----
2010	9,815	+ 1,810	+ 22.61	+ 181	+ 2.06
2017	9,776	- 39	- 0.40	- 6	- 0.06
2019	9,745	- 31	- 0.32	- 15	- 0.16
2022	9,700	- 45	- 0.46	- 15	- 0.15
Fort Valley PMA					
2000	14,763	-----	-----	-----	-----
2010	16,131	+ 1,368	+ 9.27	+ 137	+ 0.89
2017	14,906	- 1,225	- 7.59	- 175	- 1.12
2019*	14,797	- 109	- 0.73	- 55	- 0.37
2022	14,633	- 164	- 1.11	- 55	- 0.37
Peach County					
2000	23,668	-----	-----	-----	-----
2010	27,695	+ 4,027	+ 17.01	+ 403	+ 1.58
2017	26,629	- 1,066	- 3.85	- 152	- 0.56
2019	26,550	- 79	- 0.30	- 40	- 0.15
2022	26,431	- 119	- 0.45	- 40	- 0.15

* 2019 - Estimated year that project will be placed in service.

Calculations - Koontz and Salinger. May, 2017.

Table 2, exhibits the change in **elderly** population age 55 and over (the age restriction limit for the subject), in Fort Valley, the Fort Valley PMA, and Peach County between 2000 and 2022.

Table 2 Elderly Population (Age 55+) Trends and Projections: Fort Valley, Fort Valley PMA, Peach County					
Year	Population	Total Change	Percent	Annual Change	Percent
Fort Valley					
2000	1,498	-----	-----	-----	-----
2010	2,020	+ 522	+ 34.85	+ 52	+ 3.03
2017	2,374	+ 354	+ 17.52	+ 51	+ 2.33
2019	2,420	+ 46	+ 1.94	+ 23	+ 0.96
2022	2,489	+ 69	+ 2.85	+ 23	+ 0.94
Fort Valley PMA					
2000	2,773	-----	-----	-----	-----
2010	3,366	+ 593	+ 21.38	+ 59	+ 1.96
2017	3,653	+ 287	+ 8.53	+ 41	+ 1.18
2019*	3,712	+ 59	+ 1.62	+ 29	+ 0.80
2022	3,800	+ 88	+ 2.37	+ 29	+ 0.78
Peach County					
2000	4,462	-----	-----	-----	-----
2010	6,336	+1,874	+ 42.00	+ 187	+ 3.57
2017	7,305	+ 969	+ 15.29	+ 138	+ 2.05
2019	7,519	+ 214	+ 2.93	+ 107	+ 1.45
2022	7,840	+ 321	+ 4.27	+ 107	+ 1.40

* 2019 - Estimated 1st year of occupancy.

Calculations - Koontz and Salinger. May, 2017.

Between 2000 and 2010, population age 55+ increased in the Fort Valley PMA at a very significant rate growth at +1.96% per year. Between 2017 and 2019, the population age 55 and over in the PMA is forecasted to continue to increase at a moderate to significant rate of gain at approximately +0.80% per year. The figure below presents a graphic display of the numeric change in population age 55+ in the PMA between 2000 and 2022.

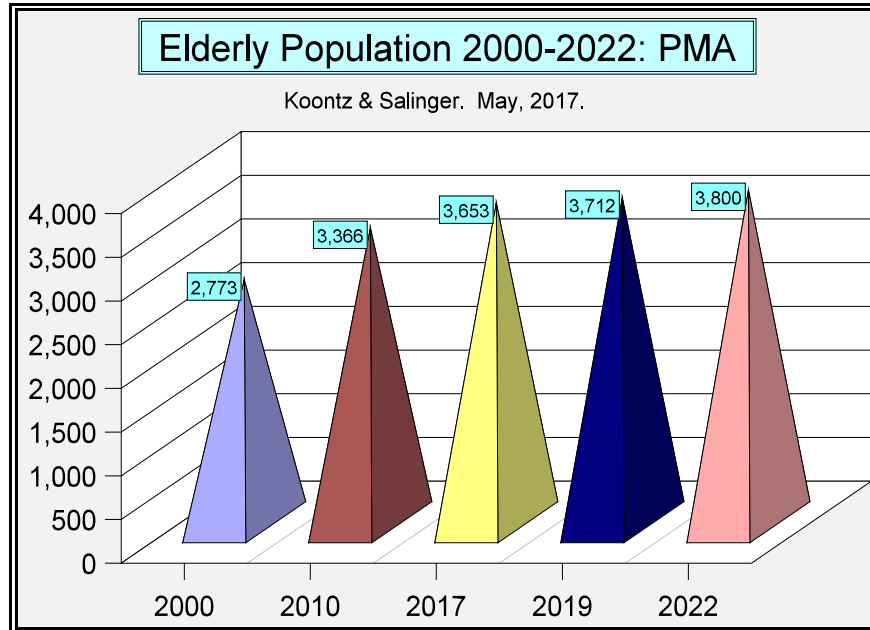


Table 3A exhibits the change in population by age group in Fort Valley between 2010 and 2019. The most significant increase exhibited between 2017 and 2019 within Fort Valley was in the 65-74 age group representing an increase of almost +6.5% over the two year period. The 75+ age group is forecasted to increase by 17 persons, or by approximately +3.3%.

Table 3A						
Population by Age Groups: Fort Valley, 2010 - 2019						
	2010 Number	2010 Percent	2017 Number	2017 Percent	2019 Number	2019 Percent
Age Group						
0 - 24	4,641	47.28	4,042	41.35	3,946	40.49
25 - 44	2,017	20.55	2,310	23.63	2,405	24.68
45 - 54	1,137	11.58	1,050	10.74	974	9.99
55 - 64	973	9.91	1,078	11.03	1,057	10.85
65 - 74	598	6.09	779	7.97	829	8.57
75 +	449	4.57	517	5.29	534	5.48

Table 3B exhibits the change in population by age group in the Fort Valley PMA between 2010 and 2019. The most significant increase exhibited between 2017 and 2019 within the Fort Valley PMA was in the 65-74 age group representing an increase of almost +6% over the two year period. The 75+ age group is forecasted to increase by 25 persons, or by approximately +3%.

Table 3B						
Population by Age Groups: Fort Valley PMA, 2010 - 2019						
	2010 Number	2010 Percent	2017 Number	2017 Percent	2019 Number	2019 Percent
Age Group						
0 - 24	7,508	46.54	6,174	41.42	6,010	40.62
25 - 44	3,328	20.63	3,474	23.31	3,587	24.24
45 - 54	1,929	11.96	1,604	10.76	1,487	10.05
55 - 64	1,642	10.18	1,664	11.16	1,627	11.00
65 - 74	1,001	6.21	1,206	8.09	1,277	8.63
75 +	723	4.48	784	5.26	809	5.47

Sources: 2010 Census of Population, Georgia
Nielsen Claritas Projections
Koontz and Salinger. May, 2017

HOUSEHOLD TRENDS & CHARACTERISTICS

Table 4 exhibits the change in **elderly** households (age 55 and over) in the Fort Valley PMA between 2000 and 2022. The increase in household formations age 55+ in the PMA has continued over a 10 year period and reflects the recent population trends and near term forecasts for population 55 and over.

The increase in the rate of persons per household exhibited between 2000 and 2010 is forecasted to continue from around 1.53 to 1.54 between 2017 and 2022 within the PMA. The rate of change in person per household is based upon: (1) the increase in 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 death rates.

The projection of household formations age 55 and over in the PMA between 2017 and 2019 exhibited a moderate increase of 29 households age 55 and over per year or by approximately +0.61% per year.

Table 4					
Household Formations Age 55+: 2000 to 2022					
Fort Valley PMA					
Year / Place	Total Population	Population In Group Quarters	Population In Households	Persons Per Household	Total Households
2000	2,773	18	2,755	1.5022	1,834
2010	3,366	13	3,353	1.5165	2,211
2017	3,653	10	3,643	1.5255	2,388
2019	3,712	10	3,702	1.5317	2,417
2022	3,800	10	3,790	1.5400	2,461

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

Calculations: Koontz & Salinger. May, 2017.

Table 5 exhibits households in the Fort Valley PMA, age 55 and over, by owner-occupied and renter-occupied tenure. The 2010 to 2022 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 PMA. Between 2017 and 2019, the increase in renter-occupied households age 55 and over remains positive, at +0.78% per year.

Table 5					
Households by Tenure, Fort Valley PMA: Age 55+					
Year/ Place	Total Households	Owner Occupied	Percent	Renter Occupied	Percent
PMA					
2000	1,834	1,483	80.86	351	19.14
2010	2,211	1,497	67.71	714	32.29
2017	2,388	1,626	68.09	762	31.91
2019	2,417	1,643	67.98	774	32.02
2022	2,461	1,669	67.82	792	32.18

Sources: 2000 & 2010 Census of Population, Georgia.
 Nielsen Claritas Projections.
 Koontz and Salinger. May, 2017.

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 Peach County, Georgia at 50% and 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 Fort Valley PMA in 2010, and forecasted in 2017 and 2019. Tables 7A and 7B exhibit renter-occupied households, by age 55+, and by income group, in the Fort Valley PMA in 2010, and forecasted in 2017 and 2019.

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. The data set was extrapolated to fit the required forecast year of 2019.

Tables 6A and 6B exhibit owner-occupied households age 55+, by income in the Fort Valley PMA in 2010, and projected in 2017 and 2019.

Table 6A				
Fort Valley PMA: Owner-Occupied Households Age 55+, by Income Groups				
Households by Income	2010 Number	2010 Percent	2017 Number	2017 Percent
Under \$10,000	127	8.48	136	8.36
10,000 - 20,000	304	20.31	290	17.84
20,000 - 30,000	185	12.36	262	16.11
30,000 - 40,000	166	11.09	246	15.13
40,000 - 50,000	120	8.02	114	7.01
50,000 - 60,000	162	10.82	88	5.41
\$60,000 and over	433	28.92	490	30.14
Total	1,497	100%	1,626	100%

Table 6B				
Fort Valley PMA: Owner-Occupied Households Age 55+, by Income Groups				
Households by Income	2017 Number	2017 Percent	2019 Number	2019 Percent
Under \$10,000	136	8.36	136	8.28
10,000 - 20,000	290	17.84	285	17.35
20,000 - 30,000	262	16.11	263	16.01
30,000 - 40,000	246	15.13	258	15.70
40,000 - 50,000	114	7.01	115	7.00
50,000 - 60,000	88	5.41	86	5.23
\$60,000 and over	490	30.14	500	30.43
Total	1,626	100%	1,643	100%

Sources: 2006 - 2010 American Community Survey
 Nielsen Claritas, HISTA Data, Ribbon Demographics
 Koontz and Salinger. May, 2017

Tables 7A and 7B exhibit renter-occupied households age 55+, by income in the Fort Valley PMA in 2010, and projected in 2017 and 2019.

Table 7A				
Fort Valley PMA: Renter-Occupied Household Age 55+, by Income Groups				
Households by Income	2010 Number	2010 Percent	2017 Number	2017 Percent
Under \$10,000	172	24.09	250	32.81
10,000 - 20,000	193	27.03	174	22.83
20,000 - 30,000	55	7.70	79	10.37
30,000 - 40,000	68	9.52	57	7.48
40,000 - 50,000	32	4.48	25	3.28
50,000 - 60,000	42	5.88	29	3.81
60,000 +	152	21.29	148	19.42
Total	714	100%	762	100%

Table 7B				
Fort Valley PMA: Renter-Occupied Household Age 55+, by Income Groups				
Households by Income	2017 Number	2017 Percent	2019 Number	2019 Percent
Under \$10,000	250	32.81	250	32.30
10,000 - 20,000	174	22.83	172	22.22
20,000 - 30,000	79	10.37	82	10.59
30,000 - 40,000	57	7.48	58	7.49
40,000 - 50,000	25	3.28	28	3.62
50,000 - 60,000	29	3.81	25	3.23
60,000 +	148	19.42	159	20.54
Total	762	100%	774	100%

Sources: 2006 - 2010 American Community Survey
 Nielsen Claritas, HISTA Data, Ribbon Demographics
 Koontz and Salinger. May, 2017

Table 8A								
Households by Owner-Occupied Tenure, by Person Per Household, Age 55+ Fort Valley PMA, 2010 - 2019								
Households	Owner				Owner			
	2010	2017	Change	% 2017	2017	2019	Change	% 2019
1 Person	502	518	+ 16	31.86%	518	531	+ 13	32.32%
2 Person	676	740	+ 64	45.51%	740	749	+ 9	45.59%
3 Person	115	154	+ 39	9.47%	154	155	+ 1	9.43%
4 Person	149	155	+ 6	9.53%	155	152	- 3	9.25%
5 + Person	55	59	+ 4	3.63%	59	56	- 3	3.41%
Total	1,497	1,626	+ 129	100%	1,626	1,643	+ 17	100%

Table 8B								
Households by Renter-Occupied Tenure, by Person Per Household, Age 55+ Fort Valley PMA, 2010 - 2019								
Households	Renter				Renter			
	2010	2017	Change	% 2017	2017	2019	Change	% 2019
1 Person	441	472	+ 31	61.94%	472	483	+ 11	62.40%
2 Person	115	145	+ 30	19.03%	145	145	0	18.73%
3 Person	36	47	+ 11	6.17%	47	47	0	6.07%
4 Person	59	51	- 8	6.69%	51	51	0	6.59%
5 + Person	63	47	- 16	6.17%	47	48	+ 1	6.20%
Total	714	762	+ 48	100%	762	774	+ 12	100%

Sources: Nielsen Claritas Projections
Koontz and Salinger. May, 2017

Table 8A indicates that in 2019 approximately 78% of the owner-occupied households age 55+ in the PMA contain 1 and 2 persons (the target group by household size). An increase in households by size is exhibited by 1 and 2 person owner-occupied households.

Table 8B indicates that in 2019 approximately 81% of the renter-occupied households age 55+ in the PMA contain 1 and 2 persons. An increase in households by size is exhibited by 1 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 Peach 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, Peach County: 2005, 2015 and 2016			
	2005	2015	2016
Civilian Labor Force	11,353	11,284	11,556
Employment	10,591	10,391	10,753
Unemployment	762	893	803
Rate of Unemployment	6.7%	7.9%	6.9%

Table 10				
Change in Employment, Peach County				
Years	# Total	# Annual*	% Total	% Annual*
2005 - 2007	+ 318	+ 159	+ 3.00	+ 1.49
2008 - 2010	+ 46	+ 23	+ 0.41	+ 0.20
2011 - 2014	- 783	- 261	- 7.00	- 2.39
2015 - 2016	+ 362	Na	+ 3.48	Na

* Rounded

Na - Not applicable

Sources: Georgia Labor Force Estimates, 2005 - 2016. Georgia Department of Labor, Workforce Information Analysis. Koontz and Salinger. May, 2017.

Table 11 exhibits the annual change in civilian labor force employment in Peach County between 2005 and the 1st three months in 2017. Also, exhibited are unemployment rates for the County, State and Nation.

Table 11							
Change in Labor Force: 2005 - 2017							
	Peach County					GA	US
Year	Labor Force	Employed	Change	Unemployed	Rate	Rate	Rate
2005	11,353	10,591	-----	762	6.7%	5.3%	5.1%
2006	11,513	10,842	251	671	5.8%	4.7%	4.6%
2007	11,537	10,909	67	628	5.4%	4.5%	4.6%
2008	12,172	11,313	404	859	7.1%	6.2%	5.8%
2009	12,340	11,063	(250)	1,277	10.3%	9.9%	9.3%
2010	12,918	11,359	296	1,559	12.1%	10.5%	9.6%
2011	12,693	11,189	(170)	1,504	11.8%	10.2%	8.9%
2012	12,548	11,149	(40)	1,399	11.1%	9.2%	8.1%
2013	11,897	10,624	(525)	1,273	10.7%	8.2%	7.4%
2014	11,496	10,406	(218)	1,090	9.5%	7.1%	6.2%
2015	11,284	10,391	(15)	893	7.9%	5.9%	5.3%
2016	11,556	10,753	362	803	6.9%	5.4%	4.9%
Month							
1/2017	11,762	10,916	-----	846	7.2%	5.6%	5.1%
2/2017	11,605	10,908	(8)	697	6.0%	5.1%	4.9%
3/2017	11,629	10,979	71	650	5.6%	4.8%	4.6%

Sources: Georgia Labor Force Estimates, 2005 - 2017.
 Georgia Department of Labor, Workforce Information Analysis.
 Koontz and Salinger. May, 2017.

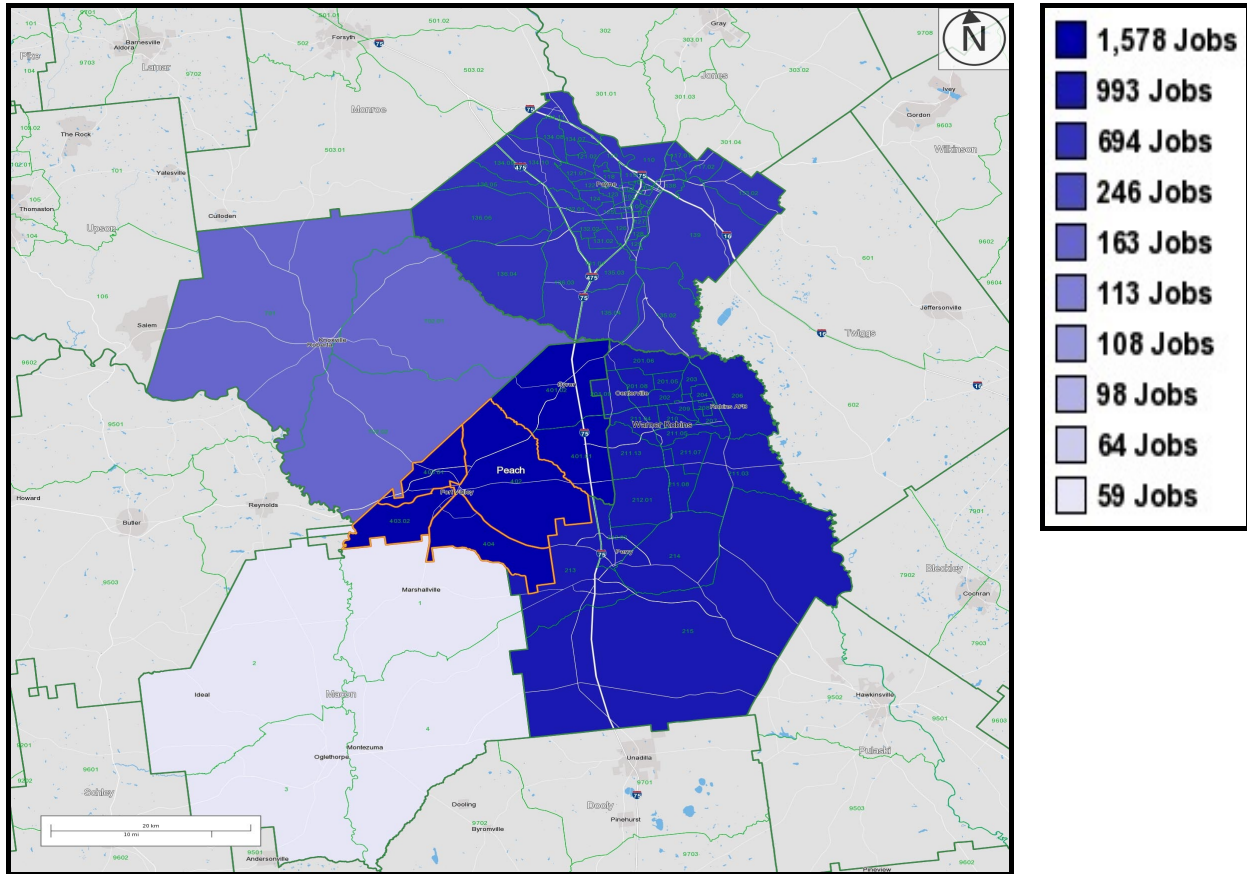
Table 12 exhibits the annual change in covered employment in Peach County between 2003 and 2016. Covered employment data differs from civilian labor force data in that it is based on at-place employment within a specific geography. In addition, the data set consists of most full and part-time, private and government, wage and salary workers. Since 2012, the overall trend in covered employment in Peach County has been positive.

Table 12 Change in Covered Employment: 2003 - 2016		
Year	Employed	Change
2003	8,171	-----
2004	7,803	(368)
2005	7,898	95
2006	7,900	2
2007	7,633	(267)
2008	8,212	597
2009	8,187	(25)
2010	7,847	(340)
2011	8,250	403
2012	8,220	(30)
2013	8,246	26
2014	8,687	41
2015	8,901	214
2016 1 st Q	8,786	-----
2016 2 nd Q	9,204	418
2016 3 rd Q	9,198	(6)

Sources: Georgia Department of Labor, Workforce Information Analysis, 2003 and 2016. Koontz & Salinger. May, 2017.

Commuting

Most the workforce within the PMA has relatively short commutes to work. Data from the 2011-2015 American Community Survey indicate that mean commuting times are 22 minutes among residents of the Fort Valley PMA averages 21.7 minutes. Among residents of Peach County as a whole, the average commuting time is 21.9 minutes. Some 99.1% of workers living in the PMA have jobs in Georgia, inclusive of 57% who work in Peach County. Only 0.9% work out of state. Major areas of employment for residents of the defined PMA are shown on the map below.



The Fort Valley PMA also provide jobs for workers living outside the area, principally workers living in Houston and Bibb Counties. The adjacent table shows the in-commuting from other counties for jobs in the Fort Valley PMA. Note: These data are from 2014, and ratios may differ slightly from data from the 2011-2015 ACS.

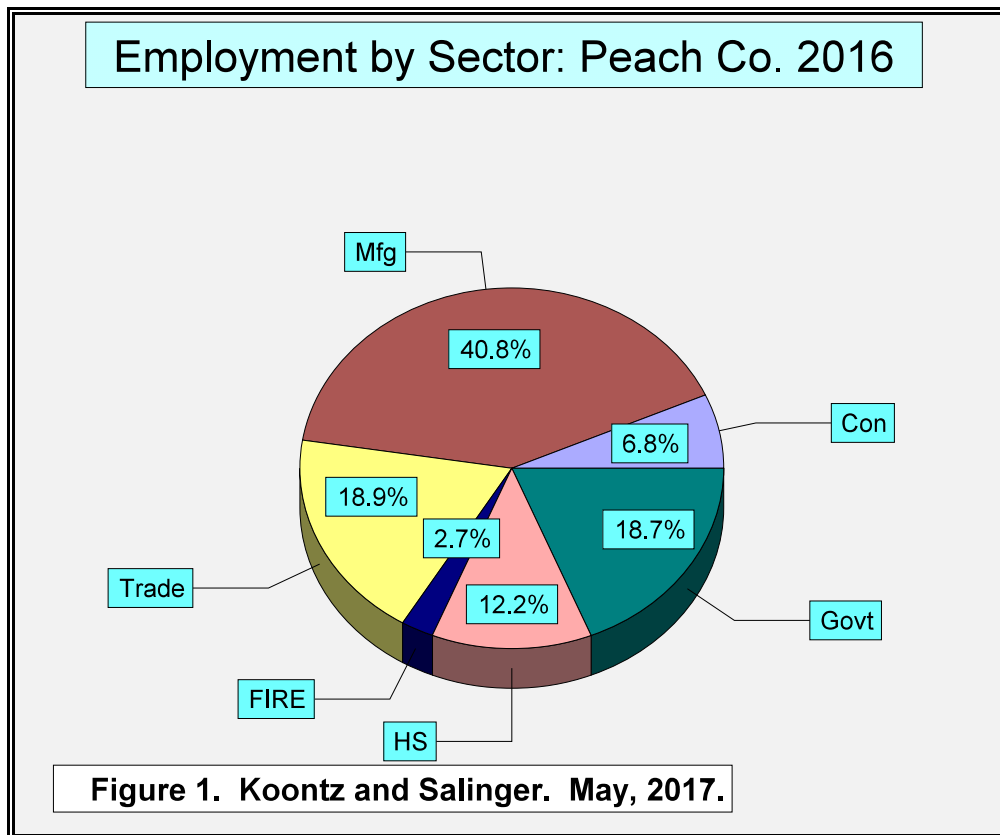
Jobs Counts by Counties Where Workers Live - All Jobs		
	2014	
	Count	Share
All Counties	5,955	100.0%
Peach County, GA	1,694	28.4%
Houston County, GA	1,439	24.2%
Bibb County, GA	493	8.3%
Crawford County, GA	280	4.7%
Macon County, GA	219	3.7%
Taylor County, GA	210	3.5%
Sumter County, GA	87	1.5%
Bleckley County, GA	86	1.4%
Dooly County, GA	72	1.2%
Crisp County, GA	65	1.1%
All Other Locations	1,310	22.0%

Source: US Census Bureau, 2011-2015 American Community Survey.

Table 13 Average Monthly Covered Employment by Sector, Peach County, 3 rd Quarter 2015 and 2016							
Year	Total	Con	Mfg	T	FIRE	HCSS	G
2015	9,011	372	2,466	1,161	163	678	1,100
2016	9,198	409	Na	1,141	162	736	1,129
15-16 # Ch.	+ 187	+ 37	Na	- 20	- 1	+ 58	+ 29
15-16 % Ch.	+ 2.1	+10.0	Na	- 1.7	- 0.6	+8.6	+ 2.6

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 Peach County in the 3rd Quarter of 2016. The top four employment sectors are: manufacturing, trade, government and service. The 2017 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, 2015 and 2016. Koontz and Salinger. May, 2017.

Table 14, exhibits average annual weekly wages in the 3rd Quarter of 2015 and 2016 in the major employment sectors in Peach County. It is estimated that the majority of workers in the service and trade sectors (excluding accommodation and food service workers) in 2017 will have average weekly wages between \$500 and \$950. Workers in the accommodation and food service sectors in 2017 will have average weekly wages in the vicinity of \$250.

Table 14				
Average 3rd Quarter Weekly Wages, 2015 and 2016				
Peach County				
Employment Sector	2015	2016	% Numerical Change	Annual Rate of Change
Total	\$ 708	\$ 753	+ 25	+ 3.5
Construction	\$ 838	\$ 910	+ 72	+ 8.6
Manufacturing	\$1001	Na	Na	Na
Wholesale Trade	\$ 734	\$ 791	+ 57	+ 7.8
Retail Trade	\$ 596	\$ 558	- 38	- 6.4
Transportation & Warehouse	\$ 631	\$ 652	+ 21	+ 3.3
Finance & Insurance	\$ 790	\$ 835	+ 45	+ 5.7
Real Estate Leasing	\$ 681	\$ 942	+261	+38.3
Health Care Services	\$ 475	\$ 517	+ 42	+ 8.8
Educational Services	\$ 849	\$ 847	- 2	- 0.8
Hospitality	\$ 239	\$ 249	+ 10	+ 4.2
Federal Government	\$1056	\$1048	- 8	- 0.8
State Government	\$ 805	\$ 807	+ 2	+ 0.2
Local Government	\$ 774	\$ 756	- 18	- 2.3

Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, Wages and Contributions, 2015 and 2016.

Koontz and Salinger. May, 2017.

Major Employers

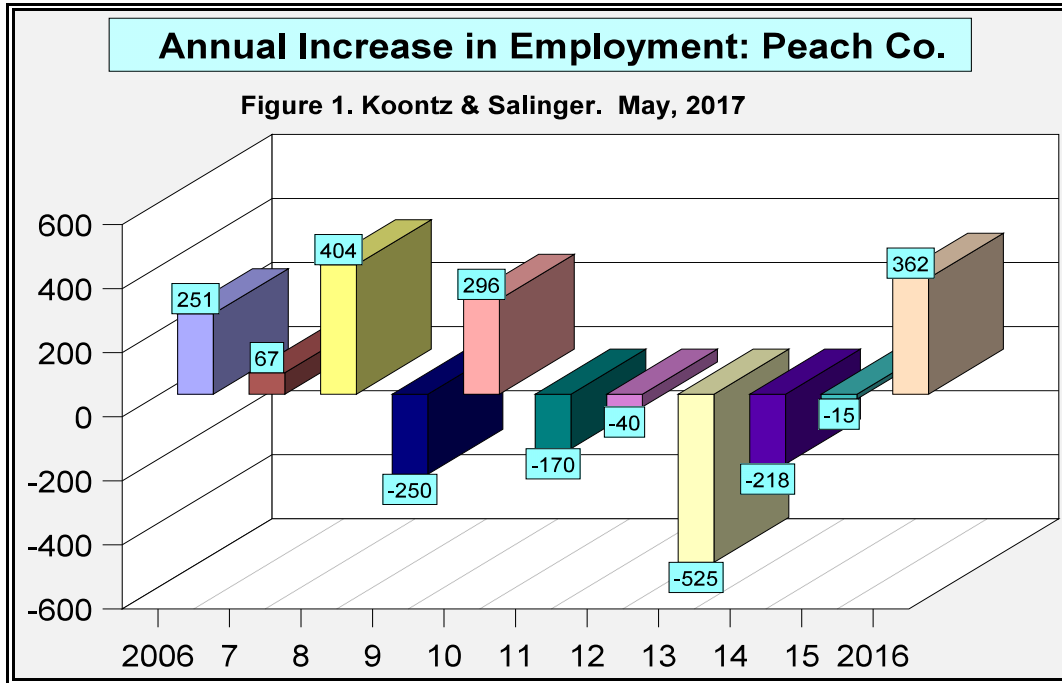
The major employers in Fort Valley and Peach County are listed in Table 15.

Table 15		
Major Employers		
Firm	Product/Service	Employees
Barnes Paper Company	Paper Products	40
Blue Bird Bus Co.	School Bus Manufacturing	2,400
Construction Specialties	Plastics	50
CR Meyer	Contract Engineering	200
Fort Valley State University	Education	674
Fort Valley Utility Commission	Utility	54
HSM Solutions	Integrate Assemblies	50
Lane Southern Orchards	Peach/Pecan Farm	325
Medical Center of Peach County	Health Care	187
Mid-State RV	Recreation	59
PALMS Medical Transport	Medical Transportation	49
Peach County Schools	Education	471
Pyrotechnic Specialties	Pyrotechnics	109
Sodexo USA	Quality of Life Products	88
Fort Valley & Peach County	Government	Na
Southern Perfection Fabrication	Metal Fabrication	45
Spherion Staffing	Staffing Agency	150
USDA	Government Research Facility	50
The Wire Shop	Wire/Cable Manufacturing	99
Walmart	Retail	Na

Source: Peach County Development Authority

SUMMARY

The economic situation for Peach County is statistically represented by employment activity, both in workers and jobs. As represented in Tables 9-15, Peach County experienced employment losses between 2011 and 2015. Significant to very significant gains were exhibited in both 2015 and 2016.



As represented in Figure 1 (and Table 10), between 2005 and 2007, the average increase in employment in Peach County was approximately +159 workers or approximately +1.49% per year. The rate of employment gain between 2008 and 2010, was very modest at +0.20% per year, representing a annual net gain of +23 workers. The rate of employment loss between 2011 and 2014, was significant at approximately -2.39% per year. The 2015 to 2016, rate of gain was a considerable improvement when compared to the preceding two years at +3.48%. The rate of employment change thus far into 2017, is forecasted to exhibit an increase in the level of employment when compared to 2015 and 2016.

Monthly unemployment rates in 2016 were improved when compared to the 2009 to 2014 period. Monthly unemployment rates in 2016, were for the most part improving on a month to month basis, ranging between 6.1% and 10.1%.

The National forecast for 2017 (at present) is for the unemployment rate to approximate 4% to 4.5%. Typically, during the last three years, the overall unemployment rate in Peach County has been significantly higher than the state and national average unemployment rates. The annual unemployment rate in 2017 in Peach County is forecasted to continue to decline, to the vicinity of 6% (on an annual basis) and improving on a relative year to year basis.

The Development Authority of Peach County (DAPC) is responsible for the recruitment of new businesses in the areas of industrial, manufacturing, distribution, corporate and regional headquarters, customer service centers, and assistance with other major economic development projects.

The DAPC also focuses on existing industries of Peach County to ensure their continued success. While recruitment of new industry is a significant function, aiding in existing industry expansion and retention is just as significant. About 80 percent of new jobs come because of existing industry expansion.

The DAPC markets sites in two industrial parks in Fort Valley. The John A. Demons Jr. Industrial Park has 44.63 acres; the South Peach Industrial Park has 44 acres. A large 'spec building' with rail access is also available, along with other vacant buildings available for re-fitting to accommodate specific needs for new industry.

Recent announcements of new business openings and expansions include the following:

(1) On March 29, 2017 HSM Transportation Solutions announced a major multi phase, multi year expansion of the C.E. White facilities in Fort Valley. While no specific information regarding job creation has been released, an HSM executive stated "This multimillion dollar expansion will result in significant job growth for the region over the next few years."

(2) On August 5, 2016 Barnes Paper Company announced the completion of their move to Peach County. Their conversion plant operations, formerly located in Perry, GA moved into the space vacated by American Tire Distributors who expanded their Peach County distribution center operations into a brand new facility across I-75 in Byron. The space being occupied by Barnes Paper Company is a 50,000+ SF manufacturing facility located in the North Peach Industrial Park. The new plant in Byron will employ 50-60 employees with plans to expand and increase that number to 100 within the next few years.

(3) Blue Bird recently announced an expansion which will lead to an additional 250 jobs.

(4) Hickory Springs Manufacturing recently announced a 50,000 sf expansion which will create 30 to 40 new jobs.

Source: Peach County Development Authority, Mr. BJ Walker, Executive Director, (478) 825-3826

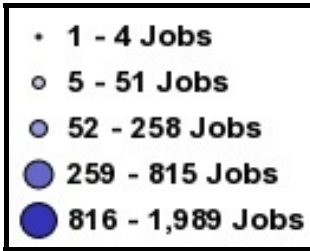
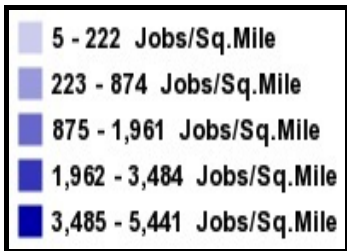
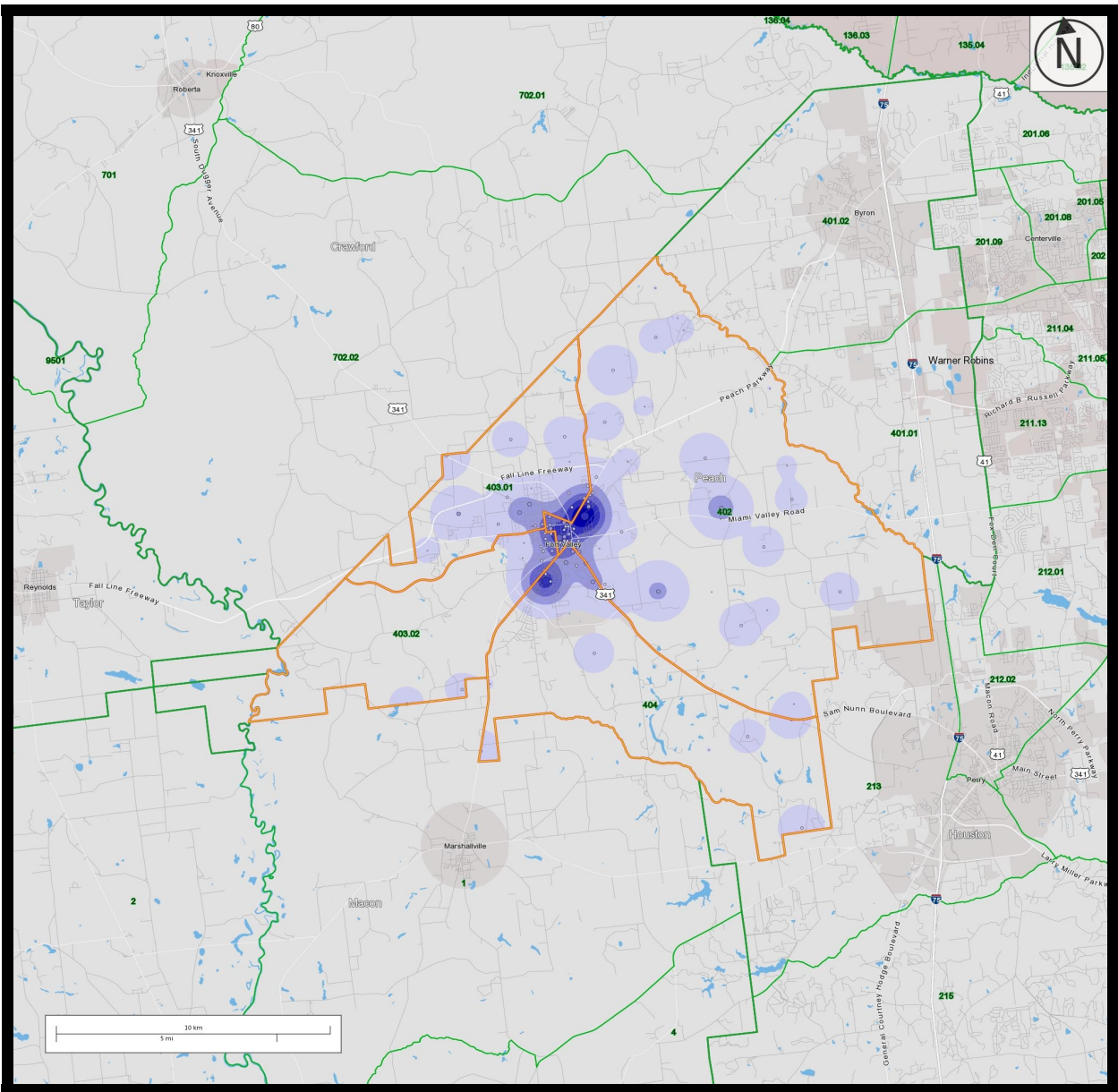
Local Economy - Relative to Subject & Impact on Housing Demand

Recent economic indicators in 2016, and thus far in 2017 suggest a scenario, in terms of economic growth (vs loss), in which the local economy will continue to grow at a moderate to significant pace in 2017. The Fort Valley - Peach County area economy has a sizable number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the good 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 Fort Valley and Peach 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 Peach County is exhibited on the next page. Jobs in the Fort Valley PMA are concentrated in or near the downtown area of Fort Valley and in the transportation corridors in the remainder of the PMA.

Major Employment Nodes in Peach County



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

Fort Valley 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 2019.

In this section, the effective project size is 56-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 2016 HUD Income Limits.
- (5) - 11% of the units will be set aside as market rate with no income restrictions.

Analyst Note: The subject will comprise 56 one-bedroom and 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 approximately 21% of the units at 50% or below of area median income (AMI), approximately 68% of the units at 60% AMI, and approximately 11% at Market.

LIHTC Segment

The lower portion of the target LIHTC income range is set by the proposed subject 1BR and 2BR rents at 50% and 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 50% AMI is \$330. The estimated utility costs is \$94. The proposed 1BR gross rent is \$424. The lower income limit at 50% AMI based on a rent to income ratio of 40% is established at \$12,720.

The proposed 2BR net rent at 50% AMI is \$410. The estimated utility costs is \$118. The proposed 2BR gross rent is \$528. The lower income limit at 50% AMI based on a rent to income ratio of 40% is established at \$15,840.

The proposed 1BR net rent at 60% AMI is \$430. The estimated utility costs is \$94. The proposed 1BR gross rent is \$524. The lower income limit at 60% AMI based on a rent to income ratio of 40% is established at \$15,720.

The proposed 2BR net rent at 60% AMI is \$465. The estimated utility costs is \$118. The proposed 2BR gross rent is \$583. The lower income limit at 60% AMI based on a rent to income ratio of 40% is established at \$17,490.

The maximum 50% and 60% AMI for 1 and 2 person households located within Peach County follows:

	<u>50%</u> <u>AMI</u>	<u>60%</u> <u>AMI</u>
1 Person -	\$18,900	\$22,680
2 Person -	\$21,600	\$25,920

Source: 2016 HUD MTSP Income Limits.

LIHTC Target Income Ranges

The overall income range for the targeting of income eligible households at 50% AMI is \$12,720 to \$21,600.

The overall income range for the targeting of income eligible households at 60% AMI is \$15,720 to \$25,920.

Market Rate Segment

In this analysis, the market-rate limits are set at an expenditure pattern of 25% to 45% of household income, with an estimated expenditure (for the Fort Valley market) of gross rent to income set at 28%.

The estimated 1BR gross rent is \$644. The 1BR lower income limit based on a rent to income ratio of 28% is established at \$27,600, adjusted to \$28,000, in order to avoid income overlap with the 60% AMI target income range.

Technically there is no upper income limit for age restricted conventional apartment developments. Sometimes, an arbitrary limit can be placed upon a proposed development, taking into consideration, project design, intended targeted use, site location and the proposed unit and development amenity package. After examining the overall subject development project parameters, the upper income limit will be capped at \$60,000.

Market Rate Target Income Range

The overall income range for the targeting of non income restricted elderly households is \$28,000 to \$60,000.

SUMMARY

Target Income Range - Subject Property - by Income Targeting Scenario

50% AMI

The overall **Target Income Range** for the proposed subject property targeting households at 50% AMI is \$12,720 to \$21,600.

It is projected that in 2019, approximately **17.5%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 50% AMI LIHTC target income group of \$12,720 to \$21,600.

It is projected that in 2019, approximately **22%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 50% AMI LIHTC target income group of \$12,720 to \$21,600.

60% AMI

The overall **Target Income Range** for the proposed subject property targeting households at 60% AMI is \$15,720 to \$25,920.

It is projected that in 2019, approximately **18%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$15,720 to \$25,920.

It is projected that in 2019, approximately **20%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$15,720 to \$25,920.

Adjustments

In order to adjust for income overlap between the 50% and 60% AMI income segments several adjustments were made resulting in the following discrete estimates/percentages of household age 55+, within the 50% AMI, and 60% AMI income ranges. The 60% income segment estimate was held constant for renter-occupied elderly households owing to the extent of its lower bound and in order to account for overlap with the 50% AMI income target group the 50% AMI estimate was reduced.

	<u>Owner-Occupied</u>	<u>Renter-Occupied</u>
50% AMI	10.0%	10.5%
60% AMI	14.5%	16.5%

Market Rate

The overall **Target Income Range** for the proposed subject property targeting households at Market is \$28,000 to \$60,000.

It is projected that in 2019, approximately **31%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property Market Rate target income group of \$28,000 to \$60,000.

It is projected that in 2019, approximately **16.5%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property Market Rate target income group of \$28,000 to \$60,000.

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 2015 and 2016.

Demand from New Elderly Renter Households (Growth)

For the PMA, forecast housing demand through household formation totals 12 elderly renter-occupied households over the 2017 to 2019 forecast period.

Based on 2019 income forecasts, 1 new elderly renter household falls into the 50% AMI target income segment of the proposed subject property, 2 into the 60% AMI target income segment, and 2 into the Market Rate target income segment.

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 2011-2015 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 2011-2015 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, 34 elderly renter-occupied households were defined as residing in substandard housing within the PMA. Based upon 2011-2015 American Community Survey data, 12 elderly renter-occupied households were defined as residing in substandard housing. The forecast in 2019 was for 10 elderly renter occupied households residing in substandard housing in the PMA.

Based on 2019 income forecasts, 1 substandard elderly renter household falls into the target income segment of the proposed subject property at 50% AMI, and 2 in the 60% AMI segment. This segment of the demand methodology is considered to be non applicable at Market.

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 2011-2015 American Community Survey provides the most current estimated update of rent overburden statistical information. Forecasting this percentage estimate forwarded into 2019 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 2008-2010 national and worldwide recession, and slow recovery period since the report of the findings in the 2011-2015 American Community Survey, and (2) the restricted income targeting of the proposed subject development.

The 2011-2015 ACS indicates that within Peach County around 72.5% of all households age 65 and over (owners & renters) are rent or cost overburdened. In addition, the ACS estimates that approximately 86% of all renters (regardless of age) within the \$10,000 to \$19,999 income range are rent overburdened, versus 46% in the \$20,000 to \$34,999 income range, and 67.5% in the overall \$10,000 to \$34,000 income range.

It is estimated that approximately 90% of the elderly renters with incomes in the 50% AMI target income segment are rent overburdened, 85% of the elderly renters with incomes in the 60% AMI target income segment are rent overburdened, and 30% at Market.

***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 72 existing elderly renter households are rent overburdened and fall into the 50% AMI target income segment of the proposed subject property, 111 are in the 60% AMI segment, and 38 in the Market Rate segment.

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 4 elderly households added to the target demand pool at 50% AMI, 6 elderly households added to the target demand pool at 60% AMI, and 13 elderly households added to the target demand pool at Market.

After adjusting for the 2% Rule, the 50% AMI segment was reduced by 2, the 60% AMI segment was reduced by 4, and the Market Rate segment was reduced by 12.

Total Effective Tenant Pool

The potential demand from these sources (in the methodology) total 76 households/units at 50% AMI. The potential demand from these sources (in the methodology) total 113 households/units at 60% AMI. The potential demand from these sources (in the methodology) total 41 households/units at Market. 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 2015. 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 2015. In the case of the subject, like-kind supply includes other LIHTC 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 Fort Valley that solely target the elderly population, or for that matter the general population as well. Source: Ms. Kathy Lambert, Executive Director, Fort Valley Main Street /DDA, (478) 825-5986.

A review of the 2014, 2015 and 2016 list of awards for both LIHTC & Bond applications made by the Georgia Department of Community Affairs revealed that no awards were made in Fort Valley or the Fort Valley Primary Market Area of Peach County 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 Tables 16A and 16B, on the following pages.

Table 16A

LIHTC Quantitative Demand Estimate: Fort Valley PMA

	AMI	AMI
● <u>Demand from New Growth - Elderly Renter Households</u>	<u>50%</u>	<u>60%</u>
Total Projected Number of Households (2019)	774	774
Less: Current Number of Households (2017)	<u>762</u>	<u>762</u>
Change in Total Renter Households	+ 12	+ 12
% of Renter Households in Target Income Range	<u>10.5%</u>	<u>16.5%</u>
Total Demand from New Growth	1	2
● <u>Demand from Substandard Housing with Renter Households</u>		
Number of Households in Substandard Housing(2010)	12	12
Number of Households in Substandard Housing(2019)	10	10
% of Substandard Households in Target Income Range	<u>10.5%</u>	<u>16.5%</u>
Number of Income Qualified Renter Households	1	2
● <u>Demand from Existing Elderly Renter Households</u>		
Number of Renter Households (2019)	774	774
Minus Number of Substandard Renter Household	<u>- 10</u>	<u>- 10</u>
Total in Eligible Demand Pool	764	764
% of Households in Target Income Range	<u>10.5%</u>	<u>16.5%</u>
Number of Income Qualified Renter Households	80	126
Proportion Income Qualified (that are Rent Overburdened)	<u>90%</u>	<u>85%</u>
Total	72	107
● <u>Total Demand From Elderly Renters</u>	74	111
● <u>Demand from Existing Elderly Owner Households</u>		
Number of Owner Households (2019)	1,643	1,643
% of Households in Target Income Range	<u>10%</u>	<u>14.5%</u>
Number of Income Qualified Owner Households	164	238
Proportion Income Qualified (likely to Re-locate)	<u>2.5%</u>	<u>2.5%</u>
Total	4	6
2% Rule Adjustment	<u>- 2</u>	<u>- 4</u>
Net (after adjustment)	2	2
● <u>Net Total Demand</u>	76	113
● <u>Minus New Supply of Competitive Units (2015-2016)</u>	<u>- 0</u>	<u>- 0</u>
● <u>Gross Total Demand - LIHTC Segment</u>	76	113

Table 16B

Market Quantitative Demand Estimate: Fort Valley PMA

● <u>Demand from New Growth - Elderly Renter Households</u>	<u>Market</u>
Total Projected Number of Households (2019)	774
Less: Current Number of Households (2017)	<u>762</u>
Change in Total Renter Households	+ 12
% of Renter Households in Target Income Range	<u>16.5%</u>
Total Demand from New Growth	2
● <u>Demand from Existing Elderly Renter Households</u>	
Number of Renter Households (2019)	774
% of Households in Target Income Range	<u>16.5%</u>
Number of Income Qualified Renter Households	128
Proportion Income Qualified (that are Rent Overburdened)	<u>30%</u>
Total	38
● <u>Total Demand From Elderly Renters</u>	40
● <u>Demand from Existing Elderly Owner Households</u>	
Number of Owner Households (2019)	1,643
% of Households in Target Income Range	<u>31%</u>
Number of Income Qualified Owner Households	509
Proportion Income Qualified (likely to Re-locate)	<u>2.5%</u>
Total	13
2% Rule Adjustment	<u>- 12</u>
Net (after adjustment)	1
● <u>Net Total Demand</u>	41
● <u>Minus New Supply of Competitive Units (2015-2016)</u>	<u>- 0</u>
● <u>Gross Total Demand - Market Rate</u>	41

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

	HH @30% AMI xx,xxx to xx,xxx	HH @50% AMI \$12,720 to \$21,600	HH@ 60% AMI \$15,720 to \$25,920	HH @ Market \$28,000 to \$60,000	All LIHTC Households
Demand from New Households (age & income appropriate)		1	2	2	3
Plus					
Demand from Existing Renter Households - Substandard Housing		1	2	0	3
Plus					
Demand from Existing Renter Households - Rent Overburdened households		72	107	38	179
Sub Total		74	111	40	185
Demand from Existing Households - Elderly Homeowner Turnover (limited to 2%)		2	2	1	4
Equals Total Demand		76	113	41	189
Less					
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the project market between 2015 and the present		0	0	0	0
Equals Net Demand		76	113	41	189

Capture Rate Analysis

LIHTC Segment

After adjusting for new like kind supply, the total number of LIHTC Income Qualified Households = 189. For the subject 50 LIHTC units this equates to an overall LIHTC Capture Rate of **26.5%**.

● <u>Capture Rate</u> (50 unit subject, by AMI)	50%	60%
	<u>AMI</u>	<u>AMI</u>
Number of Units in Subject Development	12	38
Number of Income Qualified Households	76	113
Required Capture Rate	15.8%	33.6%

Market Rate Segment

After adjusting for new like kind supply, the total number of Market Rate Income Qualified Households = 41. For the subject 6 Market Rate units this equates to an overall Market Capture Rate of **14.6%**.

● <u>Capture Rate</u> @ Market	<u>Market</u>
Number of Units in Subject Development	6
Number of Income Qualified Households	41
Required Capture Rate	14.6%

● Total Demand by Bedroom Mix

Approximately 44% 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 53% are 1 person and 47% are 2 person (see Table 8). In addition, the size of the households age 55+ in the 2010 to 2022 forecast period is estimated to have stabilized at around 1.54 between 2010 and 2022, 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 40% of the target group will demand a 1BR unit and 60% 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 50% AMI)

1BR - 30
2BR - 46
Total - 76

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	30	0	30	5	16.7%
2BR	46	0	46	7	15.2%

Total Demand by Bedroom Type (at 60% AMI)

1BR - 45
2BR - 68
Total - 113

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	45	0	45	16	35.6%
2BR	68	0	68	22	32.4%

Total Demand by Bedroom Type (at Market)

1BR - 16
2BR - 25
Total - 41

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	16	0	16	2	12.5%
2BR	25	0	25	4	16.0%

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	\$12,720-\$18,900	5	30	0	30	16.7%	2 mo.
2BR	\$15,840-\$21,600	7	46	0	46	15.2%	2 mo.
3BR							
4BR							
60% AMI							
1BR	\$15,270-\$22,680	16	45	0	45	35.6%	3 mo.
2BR	\$17,490-\$25,920	22	68	0	68	32.4%	6 mos.
3BR							
4BR							
Market Rate							
1BR	\$28,000-\$35,000	2	16	0	16	12.5%	3 mos.
2BR	\$35,000-\$60,000	4	25	0	25	16.0%	4 mos.
3BR							
4BR							
Total 30%							
Total 50%	\$12,720-\$21,600	12	76	0	174	15.8%	2 mos.
Total 60%	\$15,270-\$25,920	38	113	0	292	33.6%	6 mos.
Total LIHTC	\$12,720-\$25,920	50	189	0	466	26.5%	6 mos.
Total Market	\$28,000-\$60,000	6	41	0	114	14.6%	4 mos.

- 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/Market Rate elderly development will not negatively impact the existing supply of program assisted LIHTC properties located within the Fort Valley PMA in the short or long term. At the time of the survey, the existing LIHTC developments located within the PMA were on average 98.5% occupied, with six of the seven surveyed LIHTC properties maintaining a waiting list ranging between 2 and 166 applications.

The nearest LIHTC elderly property to the proposed subject site is Windsor Court which opened in 2008. At the time of the survey, the 56-unit development was 100% occupied and had 9 applicants on the waiting list.

The nearest LIHTC family property to the proposed subject site is The Reserve at Hampton Apartments which opened in 2015. At the time of the survey, the 60-unit development was 100% occupied and had 100 to 150 applicants on the waiting list. Management reported that the development was 100% occupied within 4-months of opening.

Some relocation of elderly tenants in the area program assisted properties could occur in any of the properties, particularly 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 Fort Valley PMA competitive apartment market, for both LIHTC program assisted apartment properties and market rate apartment properties.

Part I of the survey focused upon a sample of market rate properties within the Fort Valley competitive environment. Owing to the fact that Fort Valley lacks traditional market rate properties of size, the market rate data set consisted of market rate properties located approximately 10 miles southeast of Fort Valley in Perry and 12 miles east of Fort Valley in Warner Robins. Part II consisted of a survey of the LIHTC apartment properties located within the Fort Valley PMA. The analysis includes individual summaries and pictures of properties.

The immediate Fort Valley rental market is representative of a rural to semi-urban rental market, significantly influenced by a much larger rural hinterland to the north, west and south and a more urban environment east towards I-95, Perry and Warner Robins. Most of the local market rate rental stock in Fort Valley comprises small properties. Larger market rate apartment properties are located in the vicinity of Perry and Warner Robins. The vast majority of the apartment properties surveyed were in good to very good condition.

Part I - Sample Survey of Market Rate Apartments

Six market rate properties representing 1,204 units, were surveyed in the subject's overall competitive environment, in detail. Several key findings in the local conventional apartment market include:

- * At the time of the survey, the estimated vacancy rate of the surveyed market rate properties was 2%.
- * The bedroom mix of the surveyed market rate apartment properties is 1% 0BR, 30% 1BR, 57% 2BR and 12% 3BR.
- * A survey of the surveyed 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
0BR/1b	\$492	\$490	\$485-\$499
1BR/1b	\$737	\$740	\$539-\$960
2BR/1b	\$817	\$835	\$550-\$1190
2BR/2b	\$920	\$882	\$619-\$1230
3BR/2b	\$1040	\$1007	\$962-\$1445

Source: Koontz & Salinger. May, 2017

* At the time of the survey, none of the surveyed market rate properties were offering rent concessions.

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

Surveyed Competitive Environment - Unit Size			
BR/Size	Average	Median	Range
0BR/1b	288	288	288-288
1BR/1b	851	855	576-998
2BR/1b	1154	1178	800-1315
2BR/2b	1102	1238	864-1390
3BR/2b	1488	1438	1332-1540

Source: Koontz & Salinger. May, 2017

* In the area of unit size, by bedroom type, the subject will offer competitive unit sizes, by floor plan, in comparison with the existing market rate properties located in Fort Valley versus Warner Robins. The proposed subject 1BR heated square footage is approximately 24% less than the 1BR market average unit size. The proposed subject 2BR/1b heated square footage is approximately 26% less than the 2BR/1b market average unit size. The proposed subject 2BR/2b heated square footage is approximately 2% less than the 2BR/2b market average unit size.

Part II - Survey of the LIHTC Competitive Environment

Seven LIHTC apartment properties located within the Fort Valley PMA, representing 342 units, were surveyed in the subject's competitive environment, in detail. Several key findings in the local program assisted apartment market include:

* At the time of the survey, the estimated vacancy rate of the surveyed LIHTC program assisted apartment properties in Fort Valley was less than 2%, at 1.5%.

* At the time of the survey, the existing LIHTC developments located within the PMA were on average 98% occupied, with six of the seven surveyed LIHTC properties maintaining a waiting list ranging between 2 and 166 applications.

* The nearest LIHTC elderly property to the proposed subject site is Windsor Court which opened in 2008. At the time of the survey, the 56-unit development was 100% occupied and had 9 applicants on the waiting list.

* The nearest LIHTC family property to the proposed subject site is The Reserve at Hampton Apartments which opened in 2015. At the time of the survey, the 60-unit development was 100% occupied and had 100 to 150 applicants on the waiting list. Management reported that the development was 100% occupied within 4-months of opening.

* The bedroom mix of the surveyed LIHTC program assisted apartment properties is 14.5% 1BR, 51% 2BR, 33% 3BR, and 1.5% 4BR.

Section 8 Vouchers

The Section 8 voucher program for Peach County is managed by the Georgia Department of Community Affairs, Atlanta Office. At the time of the survey, the Georgia DCA State Office stated that 130 vouchers held by households were under contract within Peach County. In addition, it was reported that presently there are 179 applicants on the waiting list for Peach County. The waiting list is presently closed. Source: Mr. Anton Shaw, Director of Policy and Administration, GA-DCA, Atlanta Office, (404) 982-3569, May 10, 2017.

Most Comparable Property

* 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/1b	2BR/2b
Amber Place	Amber Place	Amber Place
Asbury Parke	Asbury Parke	Asbury Parke
Bradford Place	Bradford Place	Bradford Place
Lenox Pointe		Lenox Pointe
Timberwood	Timberwood	Timberwood
	Valley Pines I	

Source: Koontz & Salinger. May, 2017

* The most direct like-kind comparable surveyed property to the proposed subject development in terms of age and income targeting is the existing LIHTC-elderly property in Fort Valley, Windsor Court.

* In terms of market rents, and subject rent advantage, the most comparable properties, comprise a compilation of the surveyed market rate properties located within the local competitive environment. Four of the surveyed market rate properties are located in Warner Robins, and one each in Fort Valley and Perry. No distance value adjustment is applied within the rent reconciliation process for those properties in Perry or Warner Robins owing to the fact that they are only 10 to 12 miles east and southeast of the proposed site/subject location in Fort Valley.

Housing Voids

Based upon the sizable waiting lists (at the time of the survey) in the majority of the surveyed LIHTC program assisted properties located within the Fort Valley PMA it is evident that an existing and on-going housing void remains. Existing demand strongly suggest that additional need exists for affordable, professionally managed, apartment housing targeting the low to moderate income elderly population in the PMA.

Fair Market Rents

The 2017 Fair Market Rents for Peach County, GA are as follows:

Efficiency	= \$ 430
1 BR Unit	= \$ 547
2 BR Unit	= \$ 678
3 BR Unit	= \$ 910
4 BR Unit	= \$ 935

*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 50% and 60% AMI. Thus, the subject property LIHTC 1BR and 2BR units at 50% and 60% AMI will be readily marketable to Section 8 voucher holders in Peach County.

Change in Average Rents

Between March 2016 and April 2017, the Fort Valley competitive environment conventional apartment market exhibited the following change in average net rents, by bedroom type:

	<u>2016</u>	<u>2017</u>	<u>% Change</u>
1BR/1b	\$850	\$851	No Change
2BR/1b	\$1,000	\$1,154	+ 15.4%
2BR/2b	\$1,100	\$1,102	No Change
3BR/2b	\$1,250	\$1,488	+ 19.0%

Table 17 exhibits building permit data between 2000 and 2015. The permit data is for Peach County, which includes Fort Valley.

Between 2000 and 2015, 2,484 permits were issued in Peach County, of which approximately 11.5% were multi-family.

Table 17			
New Housing Units Permitted: Peach County, 2000-2015¹			
Year	Net Total ²	Single-Family Units	Multi-Family Units
2000	131	115	16
2001	135	135	0
2002	123	123	0
2003	174	174	0
2004	237	223	14
2005	335	335	0
2006	317	297	20
2007	195	189	6
2008	180	142	38
2009	116	108	8
2010	78	78	0
2011	69	69	0
2012	66	54	12
2013	120	60	60
2014	161	46	115
2015	47	47	0
2016	Na	Na	Na
Total	2,484	2,195	289

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

SOCDS Building Permit Database.

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 conventional apartment properties within the competitive environment.

Table 18											
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	56	23	33	--	Na	\$330-\$550	\$400-\$595	--	650	967	--
Amber Place	392	112	256	24	20	\$735-\$767	\$835-\$964	\$1094	850-970	1178-1386	1438
Asbury Parke	224	68	156	--	0	\$745-\$795	\$850-\$925	--	861-998	1178-1390	--
Bradford Place	200	48	128	24	0	\$735-\$945	\$730-\$1230	\$965-\$1445	800-900	1117-1253	1332
Lenox Place	288	96	96	96	1	\$682-\$737	\$837-\$882	\$962-\$1007	853	1350	1540
Timberwood	60	50	10	--	0	\$485-\$600	\$604-\$660	--	288-576	844	--
Valley Pines	40	--	40	--	3	--	\$550	--	--	800	--
Total*	1,204	374	686	144	24						

* - Excludes the subject property

Comparable Properties are highlighted in red.

Source: Koontz and Salinger. May, 2017.

Table 19, exhibits the key amenities of the subject and the surveyed conventional apartment properties. Overall, the subject is competitive with the existing conventional apartment properties in the local market regarding the unit amenity package, more so than the development amenity package.

Table 19													
SURVEY OF CONVENTIONAL 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	x
Amber Place	x	x	x	x	x	x	x	x	x	x	x	x	x
Asbury Parke	x	x	x		x	x	x	x	x	x	x	x	x
Bradford Place	x	x	x	x	x	x	x	x	x	x	x	x	x
Lenox Place	x	x	x		x	x	x	x	x	x	x	x	x
Timberwood	x	x				x	x	x	x	x	x		x
Valley Pines	x					x		x	x	x	x		

Source: Koontz and Salinger. May, 2017.

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)

Table 20, exhibits the project size, bedroom mix, number of vacant units (at time of the survey), net rents and unit sizes of the surveyed program assisted LIHTC apartment properties located within Fort Valley.

Table 20											
SURVEY OF PROGRAM ASSISTED LIHTC 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	56	23	33	--	Na	\$330-\$550	\$400-\$595	--	650	967	--
Reserve at Hampton	60	6	34	20	0	\$311-\$388	\$434-\$460	\$483-\$499	770	975-1075	1229-1422
Magnolia Terrace I	50	8	30	12	3	\$159-\$495	\$205-\$580	\$267-\$675	680	1050	1400
Magnolia Terrace II	36	4	16	16	1	\$467-\$560	\$517-\$630	\$620-\$740	680	1050	1400
Marvin Gardens I	30	--	6	24	1	--	\$350	\$395-\$480	--	750	850-950
Marvin Gardens II	50	--	16	34	0	--	\$350	\$395-\$480	--	750	850-950
College Square	60	12	36	12	0	BOI	BOI	BOI	762	1019	1256
Windsor Court	56	20	36	--	0	\$380	\$425	--	891	1139	--
Total*	342	50	174	118	5						

* - Excludes the subject property

Comparable Properties are highlighted in red.

Source: Koontz and Salinger. May, 2017.

Table 21, exhibits the key amenities of the subject and the surveyed program assisted apartment properties. Overall, the subject is competitive with the existing program assisted LIHTC apartment properties in Fort Valley regarding the unit and development amenity package.

Table 21													
SURVEY OF PROGRAM ASSISTED LIHTC 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	x
Reserve at Hampton	x	x			x	x	x	x	x	x	x	x	x
Magnolia Terrace I	x	x			x	x	x	x	x	x	x	x	x
Magnolia Terrace II	x	x			x	x	x	x	x	x	x	x	x
Marvin Gardens I	x				x			x	x	x	x		x
Marvin Gardens II	x				x			x	x	x	x		x
College Square	x	x			x	x	x	x	x	x	x	x	x
Windsor Court	x	x			x	x	x	x	x	x	x	x	x

Source: Koontz and Salinger. May, 2017.

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)

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 surveyed LIHTC properties in the Fort Valley PMA is provided on page 100. A map showing the location of the surveyed Market Rate properties located within the Fort Valley competitive environment is provided on page 101. A map showing the location of the surveyed Comparable Properties in the Fort Valley competitive environment is provided on page 102.

2. Asbury Parke Apartments, 200 Crestview Church Rd (478) 225-4892
Warner Robins

Contact: Ms Ariel
Date Built: 2014/2015

Date: 4/27/2017
Condition: Excellent

<u>Unit Type</u>	<u>Number</u>	<u>est</u>	<u>Rent</u>	<u>Size</u>	<u>sf</u>	<u>Vacant</u>
1BR/1b	68		\$745-\$795	861-998		0
2BR/1b	68		\$850-\$875	1178-1315		0
2BR/2b	88		\$875-\$925	1238-1390		0
Total	224					0

Typical Occupancy Rate: high 90's
Security Deposit: \$200
Utilities Included: None

Waiting List: Yes (10)
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	Business Center	Yes

Design: 2 story w/gated entry

Remarks: storage premium and garage premium



3. Bradford Place Apts, 115 Tom Chapman Blvd (478) 953-5969
Warner Robins

Contact: Ms Brittany
Date Built: 1998

Date: 4/28/2017
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	48	\$735-\$945	800-900	0
2BR/1b	40	\$730-\$1190	1117-1212	0
2BR/2b	88	\$775-\$1230	1157-1253	0
3BR/2b	24	\$965-\$1445	1332	0
Total	200			0

Typical Occupancy Rate: high 90's
Security Deposit: \$100
Utilities Included: None

Waiting List: 1st come 1st serve
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	Tennis Court	Yes
Business Ctr	Yes	Car Wash Area	Yes

Design: 2 story

Remarks: garage premium



4. Lenox Pointe Apartments, 2006 Karl Dr Warner Robins (478) 988-0571

Contact: Ms Tamara **Date:** 4/28/2017
Date Built: Phase I-2006 / Phase II-2012 **Condition:** Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	96	\$682-\$737	853	0
2BR/2b	96	\$837-\$882	1350	1
3BR/2b	96	\$962-\$1007	1540	0
Total	288			1

Typical Occupancy Rate: high 90's
Security Deposit: \$250
Utilities Included: Trash

Waiting List: Yes (3)
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	Car Wash Area	Yes

Design: 2 story w/gated entry

Remarks: garage premium



5. Timberwood Apartments, 710 Mason Terrace (478) 987-4150
 Perry, GA

Contact: Ms Beverly
Date Built: 1985

Date: 4/28/2017
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
0BR/1b	10	\$485-\$499	288	0
1BR/1b	40	\$539-\$600	576	0
2BR/1b	6	\$604-\$650	864	0
2BR/2b	4	\$619-\$660	864	0
Total	60			0

Typical Occupancy Rate: high 90's
Security Deposit: \$200
Utilities Included: None
 (Partial)

Waiting List: Yes (5)
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	No
Laundry Room	Yes	Clubhouse	No
Fitness Ctr	No	Recreation Area	No
Storage	Yes	Picnic Area	No

Design: 1 story

Remarks: does not accept Section 8 vouchers



6. Valley Pines I Apartments, 104 Brooks Ln (478) 825-7461
Fort Valley

Contact: Ms Angie
Date Built: 1978

Date: 4/27/2017
Condition: Good to Fair

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1b	40	\$550	800	3
Total	40			3

Typical Occupancy Rate: low 90's
Security Deposit: \$300
Utilities Included: water, sewer, trash

Waiting List: 1st come 1st serve
Concessions: No
Turnover: Na

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	Yes	Patio/Balcony	No

Amenities - Project

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

Design: 1 & 2 story



Survey of the Competitive Environment: LIHTC Program Assisted

1. The Reserve at Hampton, 3460 GA Hwy 341 (478) 238-9490

Contact: April, Mgr (4/27/17)
Date Built: 2015

Type: LIHTC-Fm
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>50% 60%</u> <u>Rent</u>		<u>Utility</u> <u>Allowance</u>	<u>Size</u> sf	<u>Vacant</u>
1BR/1b	6	\$311	\$388	\$198	770	0
2BR/2b	3	\$434	---	\$243	975	0
2BR/2.5b	31	\$434	\$460	\$243	1075	0
3BR/2b	1	\$483	---	\$294	1229	0
3BR/2.5b	19	\$483	\$499	\$294	1422	0
Total	60	9	51			0

Typical Occupancy Rate: 99%
Security Deposit: 1 month rent
Utilities Included: Trash

Waiting List: Yes (100-150 apps)
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	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes

Design: two story

Remarks: no negative impact expected; property absorbed over a 4-month period



2. Magnolia Terrace I, 714 Green Street

(478) 825-3040

Contact: Ms Carla, Mgr (4/28/17)
Date Built: 2003

Type: LIHTC-Fm
Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	30%	HOME 30%	50%	HOME 50%	60%	HOME 60%	MR	Size (SF)	<u>Vacant</u>
1BR/1b	8	---	\$159	\$348	\$401	---	\$348	\$495	680	1
2BR/2b	30	\$205	\$264	\$445	\$472	\$445	\$472	\$580	1050	1
3BR/2b	12	---	\$267	---	\$570	---	\$580	\$675	1400	1
Total	50	2	3	4	13	12	6	10		3

Typical Occupancy Rate: 95%
Security Deposit: \$400
Utilities Included: water, sewer, trash

Waiting List: No
Concessions: No

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	Yes

Amenities - Project

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

Design: two story w/elevator

Remarks: 1 1BR @ 50% vacant; 1 2BR @ 50% vacant; 1 3BR @ Market vacant



3. Magnolia Terrace II, 718 Green Street

(478) 825-3040

Contact: Ms Carla, Mgr (4/28/17)

Type: LIHTC-Fm

Date Built: 2008

Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>50% Rent</u>	<u>60% Rent</u>	<u>MR</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	4	\$467	---	\$560	\$ 92	680	1
2BR/2b	16	\$517	\$517	\$630	\$109	1050	0
3BR/2b	16	\$620	\$637	\$740	\$129	1400	0
Total	36	22	6	8			1

Typical Occupancy Rate: 95%+

Waiting List: Yes (2 apps)

Security Deposit: 1 month rent

Concessions: No

Utilities Included: water, sewer, trash

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	Yes
Storage	Yes	Picnic Area	Yes

Design: 2 story

Remarks: 1 vacant unit @ 50% AMI; the property was absorbed over a 3-month period; no negative impact expected



4. Marvin Gardens I, 301 Edward Court

(478) 825-7313

Contact: Penny, Mgr (4/27/17)

Type: LIHTC-Fm

Date Built: 1996

Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>60% Rent</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1b	6	\$350	\$243	750	0
3BR/1b	22	\$395	\$294	850	0
4BR/2b	2	\$480	\$364	950	1
Total	30				1

Typical Occupancy Rate: 95%+

Waiting List: Yes (5 apps)

Security Deposit: \$300

Concessions: No

Utilities Included: None

Turnover: "very 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	Yes	Patio/Balcony	Yes

Amenities - Project

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

Design: one story

Remarks: 3 Section 8 voucher holders; no negative impact expected



5. Marvin Gardens II, 101 Atlantic Avenue (478) 825-7313

Contact: Penny, Mgr (4/27/17)
Date Built: 1997

Type: LIHTC-Fm
Condition: Good

<u>Unit Type</u>	<u>Number</u>	<u>60% Rent</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1b	16	\$350	\$243	750	0
3BR/1b	30	\$395	\$294	850	0
4BR/2b	4	\$480	\$364	950	0
Total	50				0

Typical Occupancy Rate: 95%+
Security Deposit: \$300
Utilities Included: None

Waiting List: Yes (5 apps)
Concessions: No
Turnover: "very 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	Yes	Patio/Balcony	Yes

Amenities - Project

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

Design: one story

Remarks: 2 Section 8 voucher holders; no negative impact expected



6. College Square, 1207 Edward Street

(478) 825-2140

Contact: Brenda Williams (5/10/17)

Type: HUD/LIHTC-Fm

Date Built: 1976 remodeled - 2008

Condition: Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Contract Rent</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	12	\$605	\$ 76	762	0
2BR/2b	36	\$678	\$102	1019	0
3BR/2b	12	\$819	\$127	1256	0
Total	60				0

Typical Occupancy Rate: 99%-100%

Waiting List: Yes (166 apps)

Security Deposit: Based on Income

Concessions: No

Utilities Included: water, sewer, trash

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	No

Amenities - Project

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

Design: two story

Remarks: 54-units have PBRA; no negative impact expected



7. Windsor Court, 1201 Orange Street

(478) 827-1096

Contact: Ms Amy, Mgr (5/15/17)

Type: LIHTC-EI

Date Built: 2008

Condition: Very Good

<u>Unit Type</u>	<u>50% Number</u>	<u>60% Number</u>	<u>MR</u>	<u>50% Rent</u>	<u>60% Rent</u>	<u>MR</u>	<u>Utility Allowance</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	8	10	2	\$380	\$380	\$380	\$ 94	891	0
2BR/2b	13	19	4	\$425	\$425	\$425	\$118	1139	0
Total	21	29	6						0

Typical Occupancy Rate: 99%-100%

Waiting List: Yes (9 apps)

Security Deposit: 1 month rent

Concessions: No

Utilities Included: trash

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

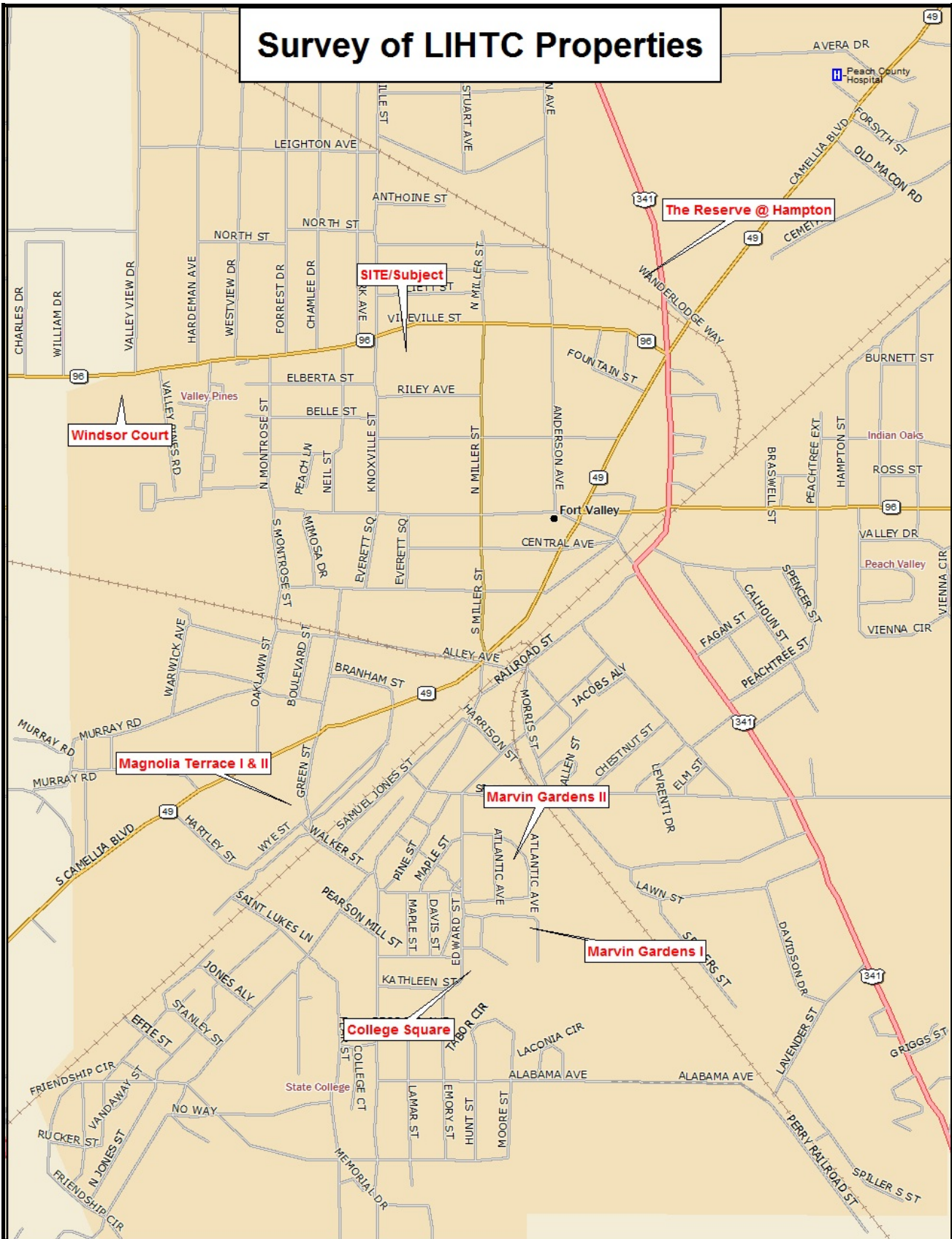
On-Site Mgmt	Yes	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Computer Lab	Yes	Picnic Area	Yes

Design: 2 story w/elevator

Remarks: 2 Section 8 voucher holders; no negative impact expected; most tenants came from Fort Valley and the surrounding counties



Survey of LIHTC Properties



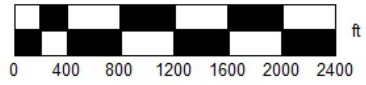
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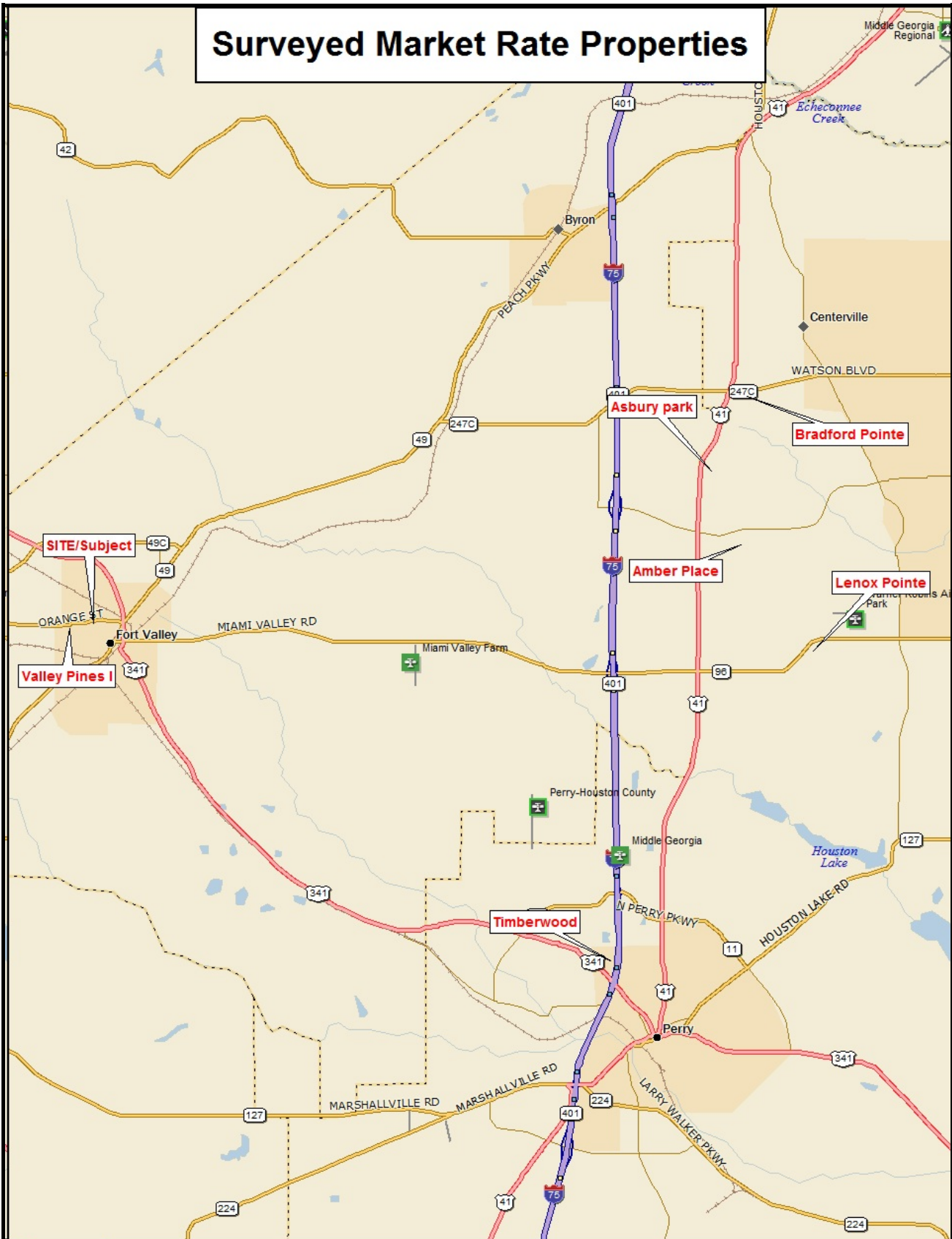


MN (5.2° W)

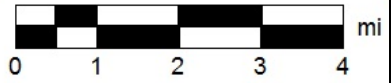
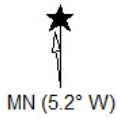


Data Zoom 13-6

Surveyed Market Rate Properties

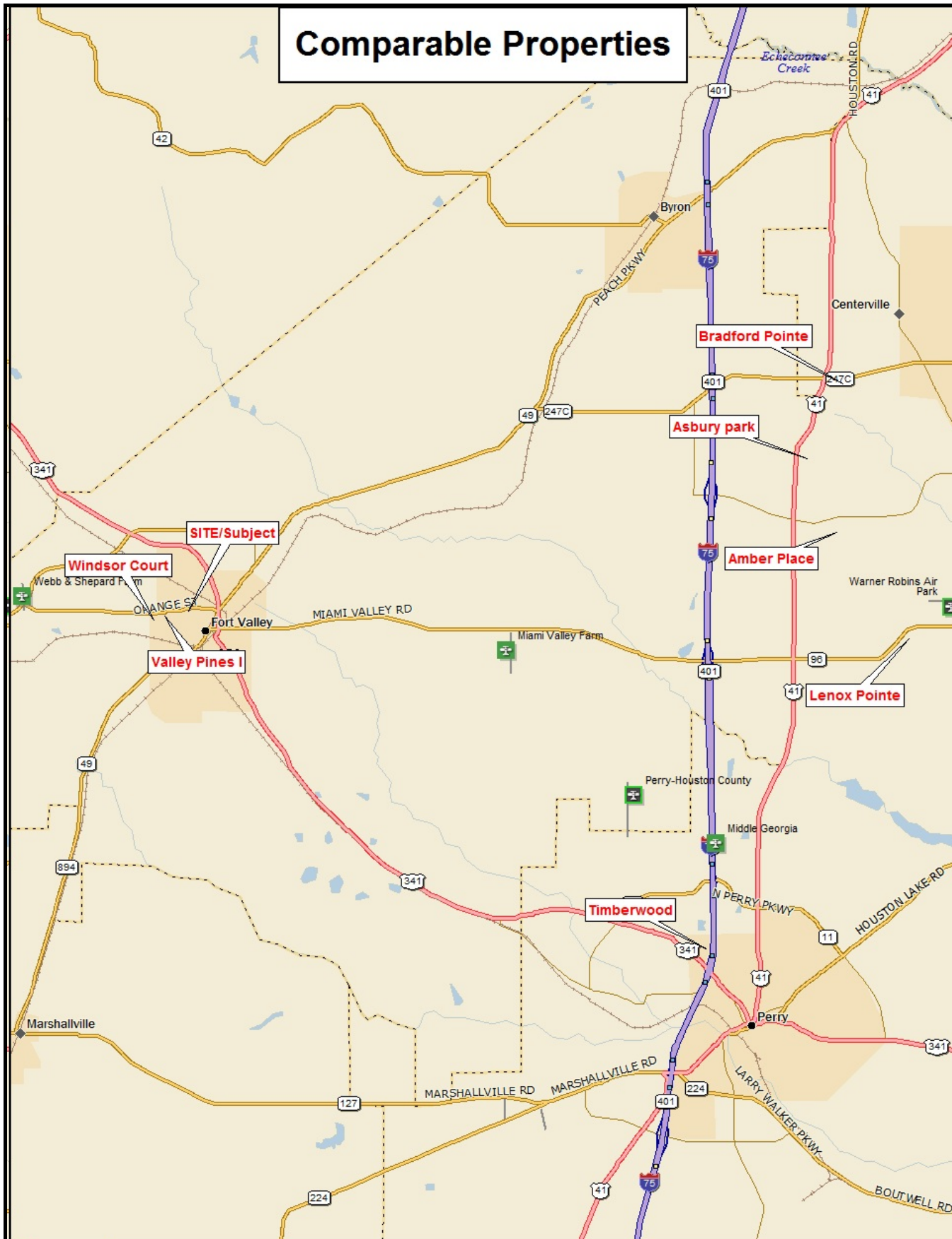


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Comparable Properties



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SECTION I
 ABSORPTION &
 STABILIZATION RATES

Given the strength of the demand estimated in Table 15, the most likely/best case scenario for 93% to 100% rent-up is estimated to be within 6 months (at 9-units per month on average).

The rent-up period estimate is based upon two recently built LIHTC-Family developments located in Fort

Valley, Georgia:

Magnolia Terrace II (2008)	36-units	3-months to attain 100% occupancy
The Reserve @ Hampton (2015)	60-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 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. Kathie Lambert, Executive Director of the Fort Valley Main Street / Downtown Development Authority stated 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 Fort Valley. Contact Number: (478) 825-5986.

(2) - Mr. Anton Shaw, Director of Policy & Administration, Atlanta GA-DCA Office, made available the number of Section 8 Housing Choice Vouchers being used within Peach County. At the time of the survey, the Georgia DCA regional office stated that 130 vouchers held by households were under contract within Peach County. In addition, it was reported that presently there are 179 applicants on the waiting list for Peach County. The waiting list is presently closed. Source: Mr. Anton Shaw, Director of Policy and Administration, GA-DCA, Atlanta Office, (404) 982-3569, May 10, 2017.

(3) - Ms. Carla, manager of the Magnolia Terrace I and Magnolia Terrace II LIHTC apartments in Fort Valley stated that her properties would not be negatively impacted by the introduction of the proposed subject rehab development in Fort Valley. Contact Number: (478) 825-3040.

(4) - Ms. April, Manager of The Reserve at Hampton LIHTC apartments in Fort Valley that The Reserve at Hampton would not be negatively impacted by the introduction of the proposed subject rehab development in Fort Valley. It was reported that The Reserve at Hampton was typically 99% occupied and maintains a waiting list. At the time of the survey, the property was 100% occupied and had 100 to 150-applicants on the waiting list. The property opened in 2015 and was 100% occupied within 4-months. Contact Number: (478) 238-9490.

(5) - Ms. Penny, manager of the Marvin Gardens I and Marvin Gardens II LIHTC apartments in Fort Valley stated that her properties would not be negatively impacted by the introduction of the proposed subject rehab development in Fort Valley. It was reported that the two properties are typically 95%+ occupied and maintain a waiting list. At the time of the survey, the combined properties were 99% occupied and had 5-applicants on the waiting list. Contact Number: (478) 825-7313.

(6) - Mr. BJ Walker, the Executive Director of the Peach County Development Authority provide information of the status of the local area economy, recent and future news regarding job creation, an the status of any apartments in Fort Valley presently under construction or within the planned pipeline for development. Contact Number: (478) 825-3826.

SECTION K

CONCLUSIONS &
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 Vallihi Apartments (a proposed LIHTC/Market Rate 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 LIHTC/Market Rate elderly development of **56**-units. The **Capture Rates for the total project, by bedroom type and by Income Segment** are considered to be **acceptable**.
2. The current 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 LIHTC apartment properties was 1.5%. 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 2%.
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 in Fort Valley.
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 property introduced in Fort Valley (The Reserve at Hampton) offers a mixture of 1BR, 2BR, and 3BR units. All bedroom types were very well received by the local market in terms of demand and absorption.
5. Assessment of rents - The proposed net rents, by bedroom type, will be very competitive within the PMA apartment market at 50%, and 60% AMI. Market rent advantage is greater than 35% in all AMI segments, and by bedroom type. The table on page 107, exhibits the rent reconciliation of the proposed LIHTC property, 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 6-months.

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

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

7. In the opinion of the market analyst, the proposed new construction LIHTC/Market Rate elderly development will not negatively impact the existing supply of program assisted LIHTC properties located within the Fort Valley PMA in the short or long term. At the time of the survey, the existing LIHTC developments located within the PMA were on average 98% occupied, with six of the seven surveyed LIHTC properties maintaining a waiting list ranging between 2 and 166 applications.

The nearest LIHTC elderly property to the proposed subject site is Windsor Court which opened in 2008. At the time of the survey, the 56-unit development was 100% occupied and had 9 applicants on the waiting list.

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 50% and 60% of AMI. **Percent Advantage:**

	<u>50% AMI</u>	<u>60% AMI</u>
1BR/1b:	50%	34%
2BR/1b:	41%	33%
2BR/2b:	47%	40%

Overall: 38%

Rent Reconciliation				
50% AMI	1BR	2BR/1b	2BR/2b	3BR
Proposed subject net rents	\$330	\$400	\$410	---
Estimated Market net rents	\$655	\$680	\$770	---
Rent Advantage (\$)	+\$325	+\$280	+\$360	---
Rent Advantage (%)	50%	41%	47%	---
60% AMI	1BR	2BR/1b	2BR/2b	3BR
Proposed subject net rents	\$430	\$455	\$465	---
Estimated Market net rents	\$655	\$680	\$770	---
Rent Advantage (\$)	+\$225	+\$225	+\$305	---
Rent Advantage (%)	34%	33%	40%	---

Source: Koontz & Salinger. May, 2017

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 Vallihi Apartments (a proposed LIHTC/Market Rate new construction elderly development) proceed forward with the development process.

Negative Impact

In the opinion of the market analyst, the proposed new construction LIHTC/Market Rate elderly development will not negatively impact the existing supply of program assisted LIHTC properties located within the Fort Valley PMA in the short or long term. At the time of the survey, the existing LIHTC developments located within the PMA were on average 98.5% occupied, with six of the seven surveyed LIHTC properties maintaining a waiting list ranging between 2 and 166 applications.

The nearest LIHTC elderly property to the proposed subject site is Windsor Court which opened in 2008. At the time of the survey, the 56-unit development was 100% occupied and had 9 applicants on the waiting list. The nearest LIHTC family property to the proposed subject site is The Reserve at Hampton Apartments which opened in 2015. At the time of the survey, the 60-unit development was 100% occupied and had 100 to 150 applicants on the waiting list. Management reported that the development was 100% occupied within 4-months of opening.

Some relocation of elderly tenants in the area program assisted properties could occur in any of the properties, particularly 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.

Achievable Restricted (LIHTC) Rent

The proposed gross rents, by bedroom type at 50% and 60% AMI are considered to be very competitively positioned within the market. In addition, they are appropriately positioned in order to attract income qualified Section 8 Housing Choice Voucher holders within Fort Valley and Peach County, for the proposed subject 1BR and 2BR units.

It is recommended that the proposed subject LIHTC net rents at 50% and 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 Peach 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 2017 and 2018 will have an impact on the home buying and selling market environment in Fort Valley and Peach County.

Recent economic indicators in 2016 and thus far in 2017 suggest a scenario, in terms of economic growth (vs loss), in which the local economy will continue to grow at a moderate pace in 2017. However, the operative word in forecasting the economic outlook in Peach County, the State, the Nation, and the Globe, at present is "uncertainty". At present, the Fort Valley/Peach 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 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 April and May, 2017,
- no "distance or neighborhood adjustment" was made; owing to the fact that comparisons are being made between a proposed elderly property versus existing market rate family properties, all located within the Fort Valley competitive environment,
- 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; some of the comparables were built in the 1970's and 1980's; this adjustment was made on a conservative basis in order to take into consideration the adjustment for condition of the property,
- no adjustment was made - Number of Rooms - this adjustment was taken into consideration in the adjustment for - Square Feet Area (i.e., unit size),
- 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 excludes water and sewer within the net rent and includes trash removal. Some of the comparable properties include 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 properties offers a concession.
- Structure/Floors: A \$10 net adjustment is made for 2 and 3 story walk-up structures versus the subject (2 story with an elevator).
- Year Built: Some of the comparable properties were built in the 1970's and 1980'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: No adjustment was made for the proposed bedroom/bathroom mix.
- 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 community garden, 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 excludes cold water and sewer in the net rent. Three of the comparable properties include water and sewer in the net rent. Note: The source for the utility estimates by bedroom type is based upon the Utility Allowance calculations provided by GA-DCA Northern Region, (effective 1/1/2017). 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 \$75.
- 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. Several of the comparable properties include trash in the net rent.

Adjustment Factor Key:

SF - .05 per sf

Patio/Balcony - \$5

Storage - \$5

Computer Rm, Fitness Rm, Clubhouse, Community Room, Playground, Picnic Area, Community Garden, Wellness Ctr - \$2 (each)

Disposal - \$5

Dishwasher - \$5

Carpet - \$5

Mini-blinds - \$4

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

Pool - \$25 Tennis Court - \$15

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 - \$41; 2BR - \$48; 3BR - \$59 (Source: GA-DCA Northern Region, 1/1/17)

Trash Removal - \$15 (Source: GA-DCA Northern Region, 1/1/17)

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	
Vallihi		Amber Place		Asbury Parke		Bradford Place	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$735		\$745		\$735	
Utilities	t	w, s, t	(\$41)	None	\$15	None	\$15
Concessions		No		No		No	
Effective Rent		\$694		\$760		\$750	
B. Design, Location, Condition							
Structures/Stories	2 w/elv	2 wu	\$10	2 wu	\$10	2 wu	\$10
Year Built/Rehab	2019	2007		2015		1998	
Condition	Excell	V Good		Excell		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	1	1		1		1	
# of Bathrooms	1	1		1		1	
Size/SF	650	850	(\$10)	861	(\$11)	800	(\$8)
Balcony/Patio/Stor	N/Y	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
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/Y	(\$40)	Y/N	(\$25)	Y/Y	(\$40)
Rec/Comm Garden	Y	Y		Y		Y	
Computer/Wellness	N/Y	Y/Y	(\$2)	Y/Y	(\$2)	Y/Y	(\$2)
F. Adjustments							
Net Adjustment			-\$52		-\$38		-\$50
G. Adjusted & Achievable Rent		\$642		\$722		\$700	
Estimated Market Rent (Avg of 5 comps, rounded)		next page	Rounded to:	see Table	% Adv		

One Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Vallihi		Lenox Pointe		Timberwood			
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$682		\$539			
Utilities	t	t		None	\$15		
Concessions		No		No			
Effective Rent		\$682		\$554			
B. Design, Location, Condition							
Structures/Stories	2 w/elv	2 wu	\$10	1			
Year Built/Rehab	2019	2012		1985	\$17		
Condition	Excell	V Good		Good			
Location	Good	Good		Good			
C. Unit Amenities							
# of BR's	1	1		1			
# of Bathrooms	1	1		1			
Size/SF	650	853	(\$10)	576	\$4		
Balcony-Patio/Stor	N/Y	Y/Y	(\$5)	Y/Y	(\$5)		
AC Type	Central	Central		Central			
Range/Refrigerator	Y/Y	Y/Y		Y/Y			
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/Y	(\$5)		
W/D Unit	N	N		N			
W/D Hookups or CL	Y	Y		Y			
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		N	\$2		
Pool/Tennis	N/N	Y/N	(\$25)	N/N			
Rec/Comm Garden	Y	Y		N	\$2		
Computer/Wellness	N/Y	Y/Y	(\$2)	N/N	\$2		
F. Adjustments							
Net Adjustment			-\$37		+\$17		
G. Adjusted & Achievable Rent		\$645		\$571			
Estimated Market Rent (Avg of 5 comps, rounded)		\$656	Rounded to: \$655		see Table	% Adv	

Two Bedroom/One Bath Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
Vallihi		Amber Place		Asbury Parke		Bradford Place	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$835		\$850		\$730	
Utilities	t	w, s, t	(\$48)	None	\$15	None	\$15
Concessions		No		No		No	
Effective Rent		\$787		\$865		\$745	
B. Design, Location, Condition							
Structures/Stories	2 w/elv	2 wu	\$10	2 wu	\$10	2 wu	\$10
Year Built/Rehab	2019	2007		2015		1998	
Condition	Excell	V Good		Excell		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	1	1		1		1	
Size/SF	858	1178	(\$16)	1178	(\$16)	1117	(\$13)
Balcony-Patio/Stor	N/Y	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
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/Y	(\$40)	Y/N	(\$25)	Y/Y	(\$40)
Rec/Comm Garden	Y	Y		Y		Y	
Computer/Wellness	N/Y	Y/Y	(\$2)	Y/Y	(\$2)	Y/Y	(\$2)
F. Adjustments							
Net Adjustment			-\$58		-\$43		-\$55
G. Adjusted & Achievable Rent		\$729		\$822		\$690	
Estimated Market Rent (Avg of 5 comps, rounded)		next page	Rounded to:		see Table	% Adv	

Two Bedroom/One Bath Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Vallihi		Timberwood		Valley Pines I			
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$604		\$550			
Utilities	t	None	\$15	w,s,t	(\$48)		
Concessions		No		No			
Effective Rent		\$619		\$502			
B. Design, Location, Condition							
Structures/Stories	2 w/elv	1		1&2			
Year Built/Rehab	2019	1985	\$17	1978	\$21		
Condition	Excell	Good		Good			
Location	Good	Good		Good			
C. Unit Amenities							
# of BR's	2	2		2			
# of Bathrooms	1	1		1			
Size/SF	858	864		800	\$3		
Balcony-Patio/Stor	N/Y	Y/Y	(\$5)	N/N	\$5		
AC Type	Central	Central		Central			
Range/Refrigerator	Y/Y	Y/Y		Y/Y			
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/N			
W/D Unit	N	N		N			
W/D Hookups or CL	Y	Y		Y			
D. Development Amenities							
Clubhouse/Comm Rm	Y	N	\$2	N	\$2		
Pool/Tennis	N/N	N/N		N/N			
Rec/Comm Garden	Y	N	\$2	N	\$2		
Computer/Wellness	N/Y	N/N	\$2	N/N	\$2		
F. Adjustments							
Net Adjustment			+\$13		+\$35		
G. Adjusted & Achievable Rent		\$632		\$537			
Estimated Market Rent (Avg of 5 comps, rounded)		\$682	Rounded to: \$680		see Table	% Adv	

Two Bedroom/Two Bath Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
Vallihi		Amber Place		Asbury Parke		Bradford Place	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$907		\$875		\$775	
Utilities	t	w, s, t	(\$48)	None	\$15	None	\$15
Concessions		No		No		No	
Effective Rent		\$859		\$890		\$790	
B. Design, Location, Condition							
Structures/Stories	2 w/elv	2 wu	\$10	2 wu	\$10	2 wu	\$10
Year Built/Rehab	2019	2007		2015		1998	
Condition	Excell	V Good		Excell		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	2	2		2		2	
Size/SF	1083	1238	(\$8)	1238	(\$8)	1157	(\$4)
Balcony-Patio/Stor	N/Y	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
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/Y	(\$40)	Y/N	(\$25)	Y/Y	(\$40)
Rec/Comm Garden	Y	Y		Y		Y	
Computer/Wellness	N/Y	Y/Y	(\$2)	Y/Y	(\$2)	Y/Y	(\$2)
F. Adjustments							
Net Adjustment			-\$50		-\$35		-\$46
G. Adjusted & Achievable Rent							
		\$809		\$855		\$744	
Estimated Market Rent (Avg of 5 comps, rounded)		next page		Rounded to:	see Table	% Adv	

Two Bedroom/Two Bath Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Vallihi		Lenox Pointe		Timberwood			
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$837		\$619			
Utilities	t	t		None	\$15		
Concessions		No		No			
Effective Rent		\$837		\$634			
B. Design, Location, Condition							
Structures/Stories	2 w/elv	2 wu	\$10	1			
Year Built/Rehab	2019	2012		1985	\$17		
Condition	Excell	V Good		Good			
Location	Good	Good		Good			
C. Unit Amenities							
# of BR's	2	2		2			
# of Bathrooms	2	2		2			
Size/SF	1083	1350	(\$13)	864	\$11		
Balcony-Patio/Stor	N/Y	Y/Y	(\$5)	Y/Y	(\$5)		
AC Type	Central	Central		Central			
Range/Refrigerator	Y/Y	Y/Y		Y/Y			
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/Y	(\$5)		
W/D Unit	N	N		N			
W/D Hookups or CL	Y	Y		Y			
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		N	\$2		
Pool/Tennis	N/N	Y/N	(\$25)	N/N			
Rec/Comm Garden	Y	Y		N	\$2		
Computer/Wellness	N/Y	Y/Y	(\$2)	N/N	\$2		
F. Adjustments							
Net Adjustment			-\$40		+\$24		
G. Adjusted & Achievable Rent							
		\$797		\$658			
Estimated Market Rent (Avg of 5 comps, rounded)		\$772	Rounded to: \$770		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 2017 GA-DCA Market Study Manual and 2017 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

Jerry M. Koontz 5-19-2017

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

EDUCATION: M.A. Geography 1982 Florida Atlantic Un.
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.

PHONE: (919) 362-9085

FAX: (919) 362-4867

EMAIL: vonkoontz@aol.com

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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APPENDIX

DATA SET

UTILITY ALLOWANCES

SCHEMATIC SITE PLAN

NCHMA CERTIFICATION

DATA SET



B25074

HOUSEHOLD INCOME BY GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME IN THE PAST 12 MONTHS

Universe: Renter-occupied housing units
2011-2015 American Community Survey 5-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.

Tell us what you think. Provide feedback to help make American Community Survey data more useful for you.

Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, it is the Census Bureau's Population Estimates Program that produces and disseminates the official estimates of the population for the nation, states, counties, cities and towns and estimates of housing units for states and counties.

	Peach County, Georgia	
	Estimate	Margin of Error
Total:	3,429	+/-296
Less than \$10,000:	776	+/-186
Less than 20.0 percent	20	+/-31
20.0 to 24.9 percent	25	+/-28
25.0 to 29.9 percent	38	+/-37
30.0 to 34.9 percent	0	+/-24
35.0 to 39.9 percent	40	+/-33
40.0 to 49.9 percent	5	+/-8
50.0 percent or more	482	+/-172
Not computed	166	+/-93
\$10,000 to \$19,999:	956	+/-228
Less than 20.0 percent	38	+/-41
20.0 to 24.9 percent	56	+/-46
25.0 to 29.9 percent	23	+/-29
30.0 to 34.9 percent	84	+/-60
35.0 to 39.9 percent	38	+/-28
40.0 to 49.9 percent	90	+/-83
50.0 percent or more	501	+/-194
Not computed	126	+/-73
\$20,000 to \$34,999:	717	+/-211
Less than 20.0 percent	95	+/-61
20.0 to 24.9 percent	135	+/-95
25.0 to 29.9 percent	152	+/-87
30.0 to 34.9 percent	59	+/-56
35.0 to 39.9 percent	124	+/-80
40.0 to 49.9 percent	95	+/-89
50.0 percent or more	45	+/-39
Not computed	12	+/-13
\$35,000 to \$49,999:	334	+/-163
Less than 20.0 percent	74	+/-41
20.0 to 24.9 percent	186	+/-134
25.0 to 29.9 percent	74	+/-87



B25072

AGE OF HOUSEHOLDER BY GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME IN THE PAST 12 MONTHS

Universe: Renter-occupied housing units
2011-2015 American Community Survey 5-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

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Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, it is the Census Bureau's Population Estimates Program that produces and disseminates the official estimates of the population for the nation, states, counties, cities and towns and estimates of housing units for states and counties.

	Peach County, Georgia	
	Estimate	Margin of Error
Total:	3,429	+/-296
Householder 15 to 24 years:	559	+/-164
Less than 20.0 percent	38	+/-46
20.0 to 24.9 percent	129	+/-77
25.0 to 29.9 percent	17	+/-25
30.0 to 34.9 percent	0	+/-24
35.0 percent or more	312	+/-137
Not computed	63	+/-58
Householder 25 to 34 years:	836	+/-185
Less than 20.0 percent	230	+/-97
20.0 to 24.9 percent	57	+/-57
25.0 to 29.9 percent	133	+/-93
30.0 to 34.9 percent	47	+/-46
35.0 percent or more	356	+/-151
Not computed	13	+/-24
Householder 35 to 64 years:	1,686	+/-247
Less than 20.0 percent	396	+/-179
20.0 to 24.9 percent	306	+/-168
25.0 to 29.9 percent	164	+/-95
30.0 to 34.9 percent	78	+/-66
35.0 percent or more	615	+/-189
Not computed	127	+/-66
Householder 65 years and over:	348	+/-111
Less than 20.0 percent	20	+/-17
20.0 to 24.9 percent	21	+/-24
25.0 to 29.9 percent	27	+/-33
30.0 to 34.9 percent	42	+/-43
35.0 percent or more	137	+/-58
Not computed	101	+/-68

	Peach County, Georgia	
	Estimate	Margin of Error
30.0 to 34.9 percent	0	+/-24
35.0 to 39.9 percent	0	+/-24
40.0 to 49.9 percent	0	+/-24
50.0 percent or more	0	+/-24
Not computed	0	+/-24
\$50,000 to \$74,999:	418	+/-195
Less than 20.0 percent	300	+/-151
20.0 to 24.9 percent	94	+/-75
25.0 to 29.9 percent	0	+/-24
30.0 to 34.9 percent	24	+/-39
35.0 to 39.9 percent	0	+/-24
40.0 to 49.9 percent	0	+/-24
50.0 percent or more	0	+/-24
Not computed	0	+/-24
\$75,000 to \$99,999:	107	+/-59
Less than 20.0 percent	53	+/-44
20.0 to 24.9 percent	0	+/-24
25.0 to 29.9 percent	54	+/-71
30.0 to 34.9 percent	0	+/-24
35.0 to 39.9 percent	0	+/-24
40.0 to 49.9 percent	0	+/-24
50.0 percent or more	0	+/-24
Not computed	0	+/-24
\$100,000 or more:	121	+/-93
Less than 20.0 percent	104	+/-88
20.0 to 24.9 percent	17	+/-31
25.0 to 29.9 percent	0	+/-24
30.0 to 34.9 percent	0	+/-24
35.0 to 39.9 percent	0	+/-24
40.0 to 49.9 percent	0	+/-24
50.0 percent or more	0	+/-24
Not computed	0	+/-24

Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see Accuracy of the Data). The effect of nonsampling error is not represented in these tables.

While the 2011-2015 American Community Survey (ACS) data generally reflect the February 2013 Office of Management and Budget (OMB) definitions of metropolitan and micropolitan statistical areas; in certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB definitions due to differences in the effective dates of the geographic entities.

Estimates of urban and rural population, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2010 data. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Source: U.S. Census Bureau, 2011-2015 American Community Survey 5-Year Estimates

Explanation of Symbols:

1. An '***' entry in the margin of error column indicates that either no sample observations or too few sample observations were available to compute a standard error and thus the margin of error. A statistical test is not appropriate.
2. An '-' entry in the estimate column indicates that either no sample observations or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the lowest interval or upper interval of an open-ended distribution.
3. An '-' following a median estimate means the median falls in the lowest interval of an open-ended distribution.
4. An '+' following a median estimate means the median falls in the upper interval of an open-ended distribution.
5. An '****' entry in the margin of error column indicates that the median falls in the lowest interval or upper interval of an open-ended distribution. A statistical test is not appropriate.
6. An '*****' entry in the margin of error column indicates that the estimate is controlled. A statistical test for sampling variability is

POPULATION DATA

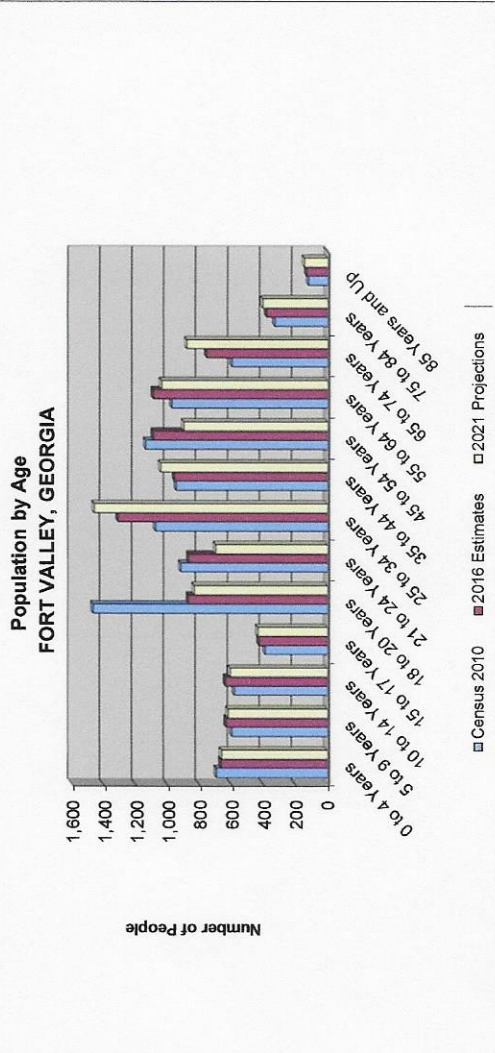
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Nielsen Claritas

Population by Age & Sex FORT VALLEY, GEORGIA			
Census 2010			
Age	Males	Females	Total
0 to 4 Years	373	320	693
5 to 9 Years	322	275	597
10 to 14 Years	311	270	581
15 to 17 Years	198	191	389
18 to 20 Years	643	822	1,465
21 to 24 Years	459	457	916
25 to 34 Years	519	554	1,073
35 to 44 Years	440	504	944
45 to 54 Years	550	607	1,157
55 to 64 Years	462	511	973
65 to 74 Years	248	350	598
75 to 84 Years	106	224	330
85 Years and Up	39	80	119
Total	4,650	5,165	9,815
62+ Years	n/a	n/a	1,319
Median Age:	n/a		27.5
Current Year Estimates - 2016			
Age	Males	Females	Total
0 to 4 Years	345	319	664
5 to 9 Years	330	301	631
10 to 14 Years	346	289	635
15 to 17 Years	207	219	426
18 to 20 Years	414	454	868
21 to 24 Years	409	457	866
25 to 34 Years	656	652	1,308
35 to 44 Years	463	491	954
45 to 54 Years	491	597	1,088
55 to 64 Years	513	575	1,088
65 to 74 Years	324	430	754
75 to 84 Years	129	251	380
85 Years and Up	38	91	129
Total	4,665	5,126	9,791
62+ Years	n/a	n/a	1,565
Median Age:	n/a		31.2
Five-Year Projections - 2021			
Age	Males	Females	Total
0 to 4 Years	342	319	661
5 to 9 Years	317	303	620
10 to 14 Years	318	288	606
15 to 17 Years	217	217	434
18 to 20 Years	405	427	832
21 to 24 Years	352	346	698
25 to 34 Years	721	737	1,458
35 to 44 Years	514	528	1,042
45 to 54 Years	412	486	898
55 to 64 Years	476	561	1,037
65 to 74 Years	384	495	879
75 to 84 Years	156	249	405
85 Years and Up	41	104	145
Total	4,655	5,060	9,715
62+ Years	n/a	n/a	1,727
Median Age:	n/a		31.9

Source: Nielsen Claritas; Ribbon Demographics

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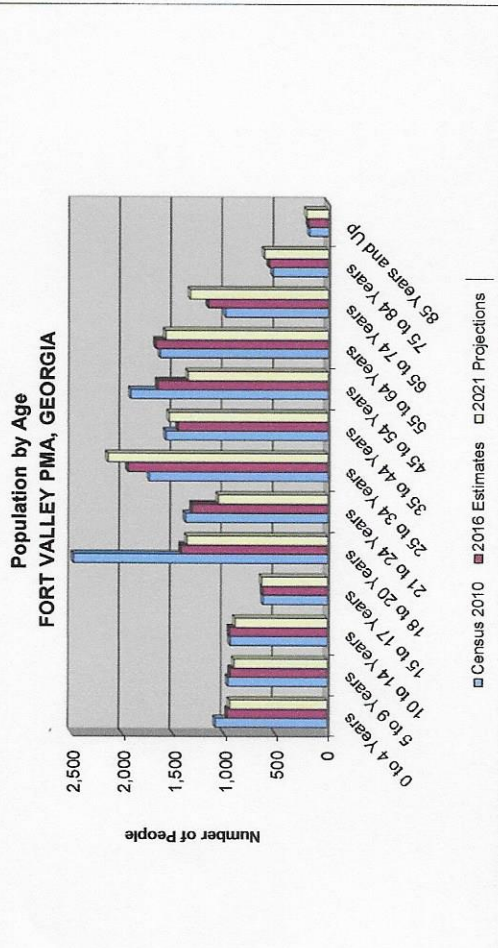
Source: Nielsen Claritas; Ribbon Demographics

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Population by Age & Sex FORT VALLEY 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	586	505	1,091	0 to 4 Years	501	472	973	0 to 4 Years	490	462	952
5 to 9 Years	518	452	970	5 to 9 Years	498	448	946	5 to 9 Years	465	447	912
10 to 14 Years	502	445	947	10 to 14 Years	517	436	953	10 to 14 Years	474	425	899
15 to 17 Years	324	303	627	15 to 17 Years	304	325	629	15 to 17 Years	319	322	641
18 to 20 Years	1,088	1,397	2,485	18 to 20 Years	683	747	1,430	18 to 20 Years	670	705	1,375
21 to 24 Years	708	680	1,388	21 to 24 Years	634	691	1,325	21 to 24 Years	545	524	1,069
25 to 34 Years	869	876	1,745	25 to 34 Years	989	966	1,955	25 to 34 Years	1,056	1,095	2,151
35 to 44 Years	758	825	1,583	35 to 44 Years	725	738	1,463	35 to 44 Years	783	766	1,549
45 to 54 Years	917	1,012	1,929	45 to 54 Years	766	897	1,663	45 to 54 Years	641	728	1,369
55 to 64 Years	784	858	1,642	55 to 64 Years	805	880	1,685	55 to 64 Years	740	849	1,589
65 to 74 Years	431	570	1,001	65 to 74 Years	512	658	1,170	65 to 74 Years	592	756	1,348
75 to 84 Years	188	352	540	75 to 84 Years	204	374	578	75 to 84 Years	248	375	623
85 Years and Up	61	122	183	85 Years and Up	59	134	193	85 Years and Up	60	151	211
Total	7,734	8,397	16,131	Total	7,195	7,766	14,961	Total	7,083	7,605	14,688
62+ Years	n/a	2,185	n/a	62+ Years	n/a	n/a	2,410	62+ Years	n/a	n/a	2,641
Median Age:	27.9			Median Age:	30.6			Median Age:	31.3		

Source: Nielsen Claritas; Ribbon Demographics

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Tel: 916-880-1644



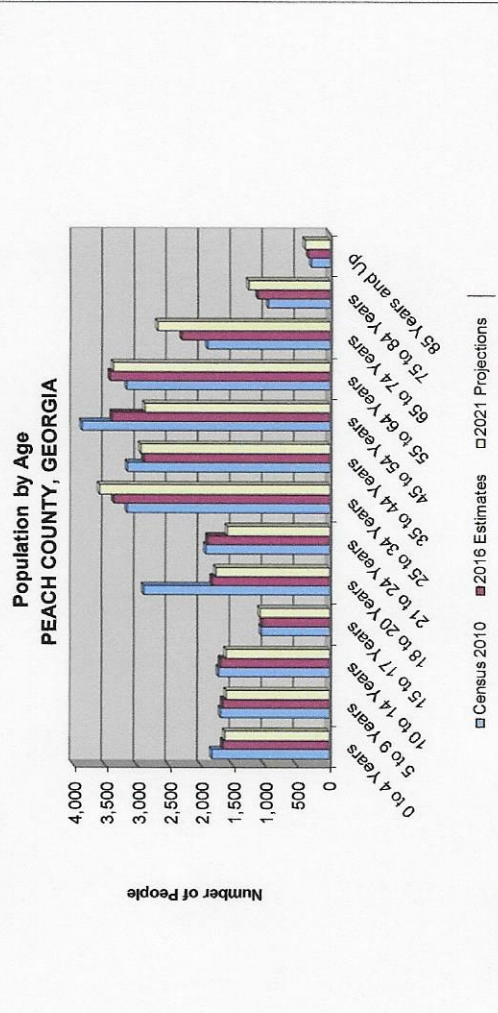
Source: Nielsen Claritas; Ribbon Demographics

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Population by Age & Sex PEACH COUNTY, GEORGIA							
Census 2010		Current Year Estimates - 2016		Five-Year Projections - 2021			
Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	948	883	1,831	0 to 4 Years	846	812	1,658
5 to 9 Years	878	817	1,695	5 to 9 Years	850	811	1,661
10 to 14 Years	916	815	1,731	10 to 14 Years	893	805	1,698
15 to 17 Years	558	505	1,063	15 to 17 Years	525	524	1,049
18 to 20 Years	1,289	1,614	2,903	18 to 20 Years	891	938	1,829
21 to 24 Years	990	941	1,931	21 to 24 Years	921	976	1,897
25 to 34 Years	1,572	1,598	3,170	25 to 34 Years	1,727	1,648	3,375
35 to 44 Years	1,540	1,621	3,161	35 to 44 Years	1,426	1,479	2,905
45 to 54 Years	1,888	1,986	3,874	45 to 54 Years	1,645	1,754	3,399
55 to 64 Years	1,507	1,665	3,172	55 to 64 Years	1,650	1,801	3,451
65 to 74 Years	859	1,051	1,910	65 to 74 Years	1,025	1,284	2,309
75 to 84 Years	385	582	967	75 to 84 Years	447	680	1,127
85 Years and Up	86	201	287	85 Years and Up	106	225	331
Total	13,416	14,279	27,695	Total	12,932	13,737	26,669
62+ Years	n/a	n/a	4,042	62+ Years	n/a	n/a	4,692
Median Age:	33.5			Median Age:	35.6		

Source: Nilsen Claritas, Ribbon Demographics

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Source: Nilsen Claritas, Ribbon Demographics

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Owner Households						
Under Age 55 Years						
<i>Base Year: 2006 - 2010 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	63	100	1	1	12	177
\$10,000-20,000	17	48	90	4	50	209
\$20,000-30,000	17	22	47	26	6	118
\$30,000-40,000	87	38	28	22	0	175
\$40,000-50,000	41	7	31	20	21	120
\$50,000-60,000	21	0	17	11	53	102
\$60,000+	19	166	187	150	142	664
Total	265	381	401	234	284	1,565

Owner Households						
Aged 55-61 Years						
<i>Base Year: 2006 - 2010 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	3	12	1	2	2	20
\$10,000-20,000	11	12	0	14	11	48
\$20,000-30,000	17	28	0	20	11	76
\$30,000-40,000	31	14	5	3	0	53
\$40,000-50,000	1	19	5	3	2	30
\$50,000-60,000	39	22	0	0	3	64
\$60,000+	27	95	8	47	18	195
Total	129	202	19	89	47	486

Owner Households						
Aged 62+ Years						
<i>Base Year: 2006 - 2010 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	77	25	3	2	0	107
\$10,000-20,000	134	97	14	10	1	256
\$20,000-30,000	27	51	16	14	1	109
\$30,000-40,000	46	59	5	3	0	113
\$40,000-50,000	28	44	11	6	1	90
\$50,000-60,000	21	45	27	3	2	98
\$60,000+	40	153	20	22	3	238
Total	373	474	96	60	8	1,011

Renter 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	51	57	38	52	50	248
\$10,000-20,000	11	67	123	13	26	240
\$20,000-30,000	68	61	23	40	45	237
\$30,000-40,000	29	128	42	43	25	267
\$40,000-50,000	14	96	37	2	44	193
\$50,000-60,000	8	20	15	21	24	88
\$60,000+	8	70	132	16	25	251
Total	189	499	410	187	239	1,524

Renter 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	64	0	1	0	1	66
\$10,000-20,000	25	21	0	0	1	47
\$20,000-30,000	4	4	0	0	2	10
\$30,000-40,000	10	0	17	0	6	33
\$40,000-50,000	3	2	1	0	1	7
\$50,000-60,000	6	3	0	0	2	11
\$60,000+	21	34	3	0	3	61
Total	133	64	22	0	16	235

Renter 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	95	3	0	5	3	106
\$10,000-20,000	117	15	0	9	5	146
\$20,000-30,000	13	18	2	6	6	45
\$30,000-40,000	18	1	1	8	7	35
\$40,000-50,000	4	2	0	14	5	25
\$50,000-60,000	14	7	3	3	4	31
\$60,000+	47	5	8	14	17	91
Total	308	51	14	59	47	479

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FORT VALLEY PMA

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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	99	40	3	5	19	166
\$10,000-20,000	19	38	94	9	21	181
\$20,000-30,000	28	22	41	25	6	122
\$30,000-40,000	54	50	14	9	0	127
\$40,000-50,000	19	4	20	11	10	64
\$50,000-60,000	35	3	22	21	53	134
\$60,000+	<u>23</u>	<u>144</u>	<u>163</u>	<u>119</u>	<u>134</u>	<u>583</u>
Total	277	301	357	199	243	1,377

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	2	8	2	0	1	13
\$10,000-20,000	17	9	0	11	11	48
\$20,000-30,000	14	42	1	6	18	81
\$30,000-40,000	32	23	11	6	0	72
\$40,000-50,000	3	15	4	3	2	27
\$50,000-60,000	23	15	0	0	2	40
\$60,000+	<u>22</u>	<u>90</u>	<u>11</u>	<u>54</u>	<u>11</u>	<u>188</u>
Total	113	202	29	80	45	469

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	78	37	4	3	1	123
\$10,000-20,000	115	100	18	10	2	245
\$20,000-30,000	49	85	24	20	1	179
\$30,000-40,000	57	95	8	5	3	168
\$40,000-50,000	32	31	17	5	3	88
\$50,000-60,000	9	19	17	2	1	48
\$60,000+	<u>59</u>	<u>166</u>	<u>36</u>	<u>32</u>	<u>4</u>	<u>297</u>
Total	399	533	124	77	15	1,148

HISTA DATA

FORT VALLEY PMA



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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	74	136	20	77	79	386
\$10,000-20,000	15	95	217	14	53	394
\$20,000-30,000	99	49	39	49	37	273
\$30,000-40,000	7	57	19	36	19	138
\$40,000-50,000	6	46	6	2	26	86
\$50,000-60,000	11	34	24	26	35	130
\$60,000+	7	51	69	7	23	157
Total	219	468	394	211	272	1,564

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	118	0	2	0	0	120
\$10,000-20,000	17	25	0	0	1	43
\$20,000-30,000	3	8	0	0	2	13
\$30,000-40,000	10	0	13	1	4	28
\$40,000-50,000	3	3	1	0	1	8
\$50,000-60,000	2	2	0	0	1	5
\$60,000+	14	32	5	0	4	55
Total	167	70	21	1	13	272

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	112	3	2	11	2	130
\$10,000-20,000	99	23	2	7	1	132
\$20,000-30,000	19	30	6	6	4	65
\$30,000-40,000	14	3	3	7	1	28
\$40,000-50,000	4	2	0	8	2	16
\$50,000-60,000	9	4	7	3	3	26
\$60,000+	43	10	6	8	20	87
Total	300	75	26	50	33	484

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Nielsen Claritas

Owner Households						
Under Age 55 Years						
Five Year Projections - 2021						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	83	29	0	5	16	133
\$10,000-20,000	23	35	74	9	20	161
\$20,000-30,000	27	15	35	21	4	102
\$30,000-40,000	55	40	14	9	1	119
\$40,000-50,000	15	2	20	11	7	55
\$50,000-60,000	29	2	23	19	41	114
\$60,000+	<u>18</u>	<u>142</u>	<u>170</u>	<u>119</u>	<u>142</u>	<u>591</u>
Total	250	265	336	193	231	1,275

Owner Households						
Aged 55-61 Years						
Five Year Projections - 2021						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1	6	1	2	2	12
\$10,000-20,000	14	7	0	10	7	38
\$20,000-30,000	12	36	0	5	17	70
\$30,000-40,000	30	25	13	4	0	72
\$40,000-50,000	4	14	4	1	2	25
\$50,000-60,000	17	13	0	0	1	31
\$60,000+	<u>25</u>	<u>83</u>	<u>14</u>	<u>43</u>	<u>14</u>	<u>179</u>
Total	103	184	32	65	43	427

Owner Households						
Aged 62+ Years						
Five Year Projections - 2021						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	83	35	3	3	0	124
\$10,000-20,000	113	103	13	10	1	240
\$20,000-30,000	58	79	32	25	0	194
\$30,000-40,000	75	107	8	5	3	198
\$40,000-50,000	36	37	14	5	2	94
\$50,000-60,000	9	23	16	3	1	52
\$60,000+	<u>67</u>	<u>190</u>	<u>39</u>	<u>32</u>	<u>3</u>	<u>331</u>
Total	441	574	125	83	10	1,233

HISTA DATA

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Nielsen Claritas

Renter Households						
Under Age 55 Years						
<i>Five Year Projections - 2021</i>						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	71	118	22	76	73	360
\$10,000-20,000	14	83	203	18	42	360
\$20,000-30,000	89	46	39	48	41	263
\$30,000-40,000	9	62	20	36	19	146
\$40,000-50,000	7	52	8	0	33	100
\$50,000-60,000	7	36	25	25	31	124
\$60,000+	<u>11</u>	<u>54</u>	<u>78</u>	<u>10</u>	<u>24</u>	<u>177</u>
Total	208	451	395	213	263	1,530

Renter Households						
Aged 55-61 Years						
<i>Five Year Projections - 2021</i>						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	108	0	1	0	0	109
\$10,000-20,000	15	20	0	0	2	37
\$20,000-30,000	4	6	0	1	2	13
\$30,000-40,000	8	0	14	0	6	28
\$40,000-50,000	5	6	0	0	0	11
\$50,000-60,000	2	2	0	0	0	4
\$60,000+	<u>17</u>	<u>36</u>	<u>6</u>	<u>0</u>	<u>3</u>	<u>62</u>
Total	159	70	21	1	13	264

Renter Households						
Aged 62+ Years						
<i>Five Year Projections - 2021</i>						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	126	2	1	11	2	142
\$10,000-20,000	102	19	2	7	1	131
\$20,000-30,000	22	33	7	6	3	71
\$30,000-40,000	17	3	2	7	3	32
\$40,000-50,000	6	2	0	11	1	20
\$50,000-60,000	7	3	5	1	2	18
\$60,000+	<u>55</u>	<u>13</u>	<u>7</u>	<u>8</u>	<u>25</u>	<u>108</u>
Total	335	75	24	51	37	522

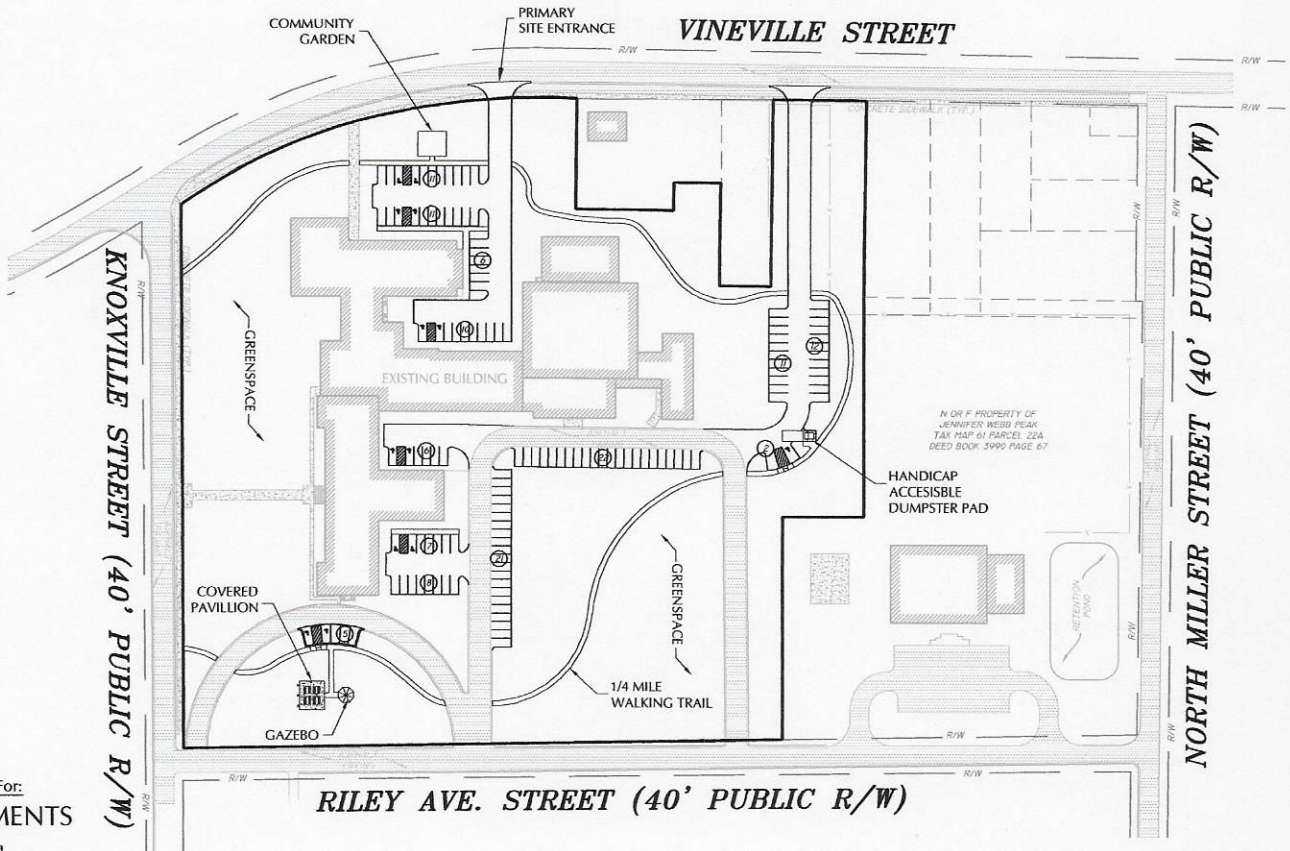
UTILITY ALLOWANCES

UTILITY ALLOWANCES

Effective 1/1/2017

Unit Type	Use	Appliance Type	NORTHERN Region					SOUTHERN Region					
			0 BR	1 BR	2 BR	3 BR	4 BR	0 BR	1 BR	2 BR	3 BR	4 BR	
Larger Apartment Building (5+ Units)	Heating	Natural Gas	6	8	10	12	16	5	8	9	11	14	
		Propane	22	30	37	46	56	17	26	30	39	48	
		Electric	9	13	17	20	26	6	11	13	16	20	
		Electric Heat Pump	4	5	6	9	11	2	2	3	4	5	
	Cooking	Natural Gas	2	3	3	4	5	2	3	4	5	6	
		Propane	7	11	13	15	20	11	13	17	22	26	
		Electric	5	7	9	12	15	5	7	9	11	15	
	Other Electric	Electric	15	21	27	33	42	15	21	27	33	42	
	Air Cond.	Electric	5	6	9	12	14	8	10	13	16	19	
	Hot Water	Natural Gas	3	4	6	7	8	3	5	6	8	9	
		Propane	11	15	22	26	30	11	15	22	26	30	
		Electric	9	14	19	24	28	9	14	18	23	28	
	Water		17	20	23	28	34	17	18	22	27	32	
	Sewer		18	21	25	31	37	19	20	25	30	35	
	Trash Collection		15	15	15	15	15	15	15	15	15	15	
	Range/Microwave	Electric	11	11	11	11	11	11	11	11	11	11	
	Refrigerator	Electric	13	13	13	13	13	13	13	13	13	13	
	Lowrise Apartment (2-4 units)	Heating	Natural Gas	7	10	12	16	20	6	8	10	12	15
			Propane	23	35	41	54	70	19	27	31	39	50
			Electric	12	17	20	26	30	8	12	15	18	24
Electric Heat Pump			4	5	6	9	11	2	2	3	4	5	
Cooking		Natural Gas	2	3	3	4	5	2	3	4	5	6	
		Propane	6	10	12	14	19	10	12	17	21	25	
		Electric	5	7	9	12	15	5	7	9	11	15	
Other Electric		Electric	15	21	27	33	42	15	21	27	33	42	
Air Cond.		Electric	5	6	9	12	14	8	10	13	16	19	
Hot Water		Natural Gas	3	4	6	7	8	3	5	6	8	9	
		Propane	10	14	21	25	29	10	14	21	25	29	
		Electric	9	14	19	24	28	9	14	18	23	28	
Water			17	20	23	28	34	17	18	22	27	32	
Sewer			18	21	25	31	37	19	20	25	30	35	
Trash Collection			15	15	15	15	15	15	15	15	15	15	
Range/Microwave		Electric	11	11	11	11	11	11	11	11	11	11	
Refrigerator		Electric	13	13	13	13	13	13	13	13	13	13	

SCHEMATIC SITE PLAN



Conceptual Site Plan For:
VALLIHI APARTMENTS
Fort Valley, Georgia
Developer: Vallihi Historic Fort Valley LP.
Date: May 12, 2017
(Not to Scale)

NCHMA CERTIFICATION

Certificate of Membership

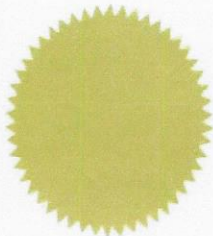
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1400 16th St. NW
Suite 420
Washington, DC 20036
202-939-1750

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



A handwritten signature in black ink, appearing to read 'Thomas Amdur', written over a horizontal line.

Thomas Amdur
Executive Director, NH&RA