

Market Feasibility Analysis

Meadow Crossing Apartments
125 Spinks Drive
Omega, Tift County, Georgia 31775

Prepared For

Ms. Debi Martin
Greystone Servicing Corporation, Inc.
419 Belle Air Lane
Warrenton, Virginia 20186

Effective Date

August 14, 2017

Job Reference Number

17-283 CR



155 E. Columbus Street, Suite 220
Pickerington, Ohio 43147
Phone: (614) 833-9300
Bowennational.com

Table of Contents

- A. Executive Summary
- B. Project Description
- C. Site Description and Evaluation
- D. Primary Market Area Delineation
- E. Community Demographic Data
- F. Economic Trends
- G. Project-Specific Demand Analysis
- H. Rental Housing Analysis (Supply)
 - I. Absorption & Stabilization Rates
 - J. Interviews
- K. Conclusions & Recommendations
- L. Signed Statement
- M. Market Study Representation
- N. Qualifications
 - Addendum A – Field Survey of Conventional Rentals
 - Addendum B – Comparable Property Profiles
 - Addendum C – Market Analyst Certification Checklist
 - Addendum D – Methodologies, Disclaimers & Sources
 - Addendum E – Rent Roll
 - Addendum F – Achievable Market Rent Analysis
 - Addendum G – Executed Engagement Letter
 - Addendum H – Scope of Renovations

Section A – Executive Summary

This report evaluates the continued market feasibility of the Meadow Crossing Apartments in Omega, Georgia, following renovations utilizing financing from the 4% Tax-Exempt Bond program. Based on the findings contained in this report, we believe a market will continue to exist for the subject project, assuming it is renovated and operated as proposed in this report. This assumes that Rental Assistance (RA) and a Private Rental Assistance (PRA) subsidy is provided, which will effectively allow all current tenants to continue to income-qualify and remain at the property, post renovations. In the unlikely event that all units were vacated and had to be re-rented simultaneously, and exclusively under the LIHTC guidelines, the subject project would likely experience a longer than anticipated absorption (over one year), as evidenced by our demand estimates included in Section G and considering the high proposed rents and current vacancies at the subject project. The subject project is, however, 91.7% occupied and most, if not all, current tenants will remain post renovations.

1. Project Description:

Meadow Crossing Apartments, located in Omega, Tift County, Georgia, was originally built in 1994 and has operated under the Low-Income Housing Tax Credit (LIHTC) and Rural Development 515 (RD 515) programs since that time. The project contains 37 general-occupancy units, and all units target households earning up to 60% of Area Median Household Income (AMHI). One (1) unit, however, is a non-revenue producing unit reserved for management. This non-revenue producing unit has been excluded from the total unit count throughout the remainder of this report. The project contains 18 units that receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). According to management, the project is currently 91.7% occupied, reflective of just three (3) vacant units, two of which do not receive RA, while the other does receive RA directly through Rural Development.

The proposed Tax Credit renovations, which will be financed through the 4% Tax-Exempt Bond program, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target general-occupancy households with incomes up to 60% of Area Median Household Income (AMHI). Notably, the project will continue to operate under the RD 515 program and all 18 units of RA will be retained. The developer has also indicated that a Private Rental Assistance (PRA) subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details regarding the proposed project are included on the following page, as well as in *Section B* of this report.

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
24	One-Br.	1.0	Garden	665	60%	\$415/\$590	\$426	\$69	\$495	\$543
12	Two-Br.	1.5	Townhome	912	60%	\$445/\$550	\$461	\$104	\$565	\$651
36**	Total									

Source: Greystone Servicing Corporation, Inc.; Bowen National Research, LLC

AMHI – Area Median Household Income (Tift County, GA; 2017)

*Heated square feet

**Excludes one non-revenue producing unit reserved for management

Unit amenities to be offered at the property include a range, refrigerator, microwave, central air conditioning, washer/dryer hookups, vinyl flooring, window blinds, and patio. Community amenities will include on-site management, a community room, laundry facility, covered pavilion/picnic area, and computer center. Overall, the amenity package offered at the property is limited as compared to those offered among the comparable properties but is considered appropriate for and marketable to the targeted tenant population, as indicated by the subject’s occupancy rate of 91.7%.

2. Site Description/Evaluation:

The subject site is situated within an established and primarily residential portion of Omega, though wooded land does surround portions of the subject site and provides a natural buffer to other existing land uses within the site neighborhood. Generally, existing structures within the site neighborhood were observed to be in fair/average condition. Visibility of the subject site is mostly obstructed due to the surrounding wooded land and existing residential structures, though the property is clearly visible upon ingress from Spinks Drive along which the subject site is located. The subject site is easily accessible given the light vehicular traffic patterns within the immediate site neighborhood, as well as the convenient accessibility to and from Maple Street, which is located just west of the subject site and provides access to the downtown area of Omega, south of the subject site. The subject site is also located within 1.0 mile of most basic area services, despite the very rural nature of the Omega area. Overall, the subject site location is considered conducive to affordable multifamily housing, as evidenced by the 91.7% occupancy rate currently reported at the property. An in-depth site evaluation is included in *Section C* of this report.

3. Market Area Definition:

The Omega Site PMA includes all of Omega and Norman Park, as well as some of the outlying unincorporated areas of Tift, Cook, Worth and Colquitt counties. The boundaries of the Site PMA include Earlene Sizemore, Salem Church, Old Isabella-Nashville and Oakridge Church roads to the north; Interstate 75 to the east; the Norman Park town boundaries, Doerun-Norman Park, Ellenton-Norman Park, Ellenton-Omega and Moultrie-Lenox roads to the south; and Summer Road South to the west. A map illustrating these boundaries is included on page *D-2* of this report and details the farthest boundary is 9.2 miles from the site.

4. Community Demographic Data:

The Site PMA has experienced positive population and household growth between 2000 and 2017, each increasing by more than 10% during this time. It is projected that the population will increase by 120, or 1.5%, between 2017 and 2019, while the number of households is projected to increase by 37 households, or 1.4% over 2017 levels. Given that virtually all age segments are projected to have at least some growth over the next couple of years, it is expected that the demand for housing for both families and seniors will increase. The 825 renter households in the Site PMA in 2017 represent a good base of potential support for the subject development. This base of renters is projected to increase slightly over the next two years, adding to the demand for rental housing. Additional demographic data is included in *Section E* of this report.

Also note that based on 2010 Census data, 52.8% of the vacant housing units in the market were classified as “Other Vacant”, which encompasses foreclosed, dilapidated and abandoned housing. Based on our Field Survey of Conventional Rentals within the Omega Site PMA, there is a lack of conventional rental product, but the one such property surveyed (subject site), is operating at 91.7% occupancy, illustrating that foreclosed and abandoned properties have not had any adverse impact on the overall rental housing market. It is also of note that no such structures were observed within the immediate site neighborhood. As such, it can be concluded that foreclosed/abandoned homes will not have any tangible impact on the subject's continued marketability.

5. Economic Data:

Wholesale Trade (which comprises 25.8%), Retail Trade, Agriculture, Forestry, Fishing & Hunting and Educational Services comprise over 67% of the Site PMA labor force. The proposed project will target low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will be able to draw support. The Tift County employment base has fluctuated over the past 10 years, but has experienced steady growth since 2014. After peaking at 12.1% in 2011, the county's unemployment rate has declined in each of the past six years. Overall, recent economic trends in the county have been positive and it is expected that the local economy will experience slow but positive growth for the foreseeable future. Additional economic data is included in *Section F* of this report.

6. Project-Specific Affordability and Demand Analysis:

Two demand scenarios have been analyzed for the subject project. Scenario one assumes all rental assisted units are leasable (and will remain occupied) and also accounts for any current tenants which will continue to income-qualify to reside at the property under the Tax Credit guidelines, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of Rental Assistance (RA) and the unlikely scenario the property had to operate exclusively under the Tax Credit guidelines. The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income			
	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$26,040)	RD 515/ LIHTC Without RA (\$16,971 - \$26,040)	RD 515/LIHTC w/ RA (\$0 - \$26,040)	LIHTC Only Without RA (\$16,971 - \$26,040)
Net Demand	241	73	241	73
Proposed Units/ Net Demand	1* / 241	12 / 73	36 / 241	36 / 73
Capture Rate	= 0.4%	= 16.4%	= 14.9%	= 49.3%

*Assumes all occupied RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the subject's overall capture rate of 14.9% when assuming the retention of RA is considered achievable and demonstrates a sufficient base of support for the subject project under this scenario. In the unlikely event RA was lost and the property was to operate exclusively under the LIHTC guidelines, the overall capture rate increases to 49.3%, which suggests a more limited base of support for the subject project in this unlikely scenario. Effectively, however, the subject project will only need to fill the currently vacant units and those which would become vacant from tenant turnover due to tenants no longer qualifying under the LIHTC guidelines. In this scenario, the RA units would have a capture rate of 0.4%, while the non-RA units would have a capture rate of 16.4%, both of which are considered achievable and are below the GDCA threshold of 35% for projects in rural markets. In reality, the developer will also provide a Private Rental Assistance (PRA) subsidy which will be made available to all current unassisted tenants. When considering the retention of RA and the availability of this PRA subsidy, most if not all current tenants will continue to qualify and remain at the property post renovations. Thus, the subject's effective capture rate(s) is lower than that reflected in the preceding table.

Applying the shares of demand detailed in *Section G* to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type as follows:

Scenario One (Less units to remain occupied post renovations)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
RD 515/LIHTC with Rental Assistance (RA)						
One-Bedroom (35%)	60%	1***	84	0	84	1.2%
One-Bedroom	Total	1***	84	0	84	1.2%
LIHTC Only						
One-Bedroom (35%)	60%	10***	26	0	26	38.5%
One-Bedroom	Total	10***	26	0	26	38.5%
LIHTC Only						
Two-Bedroom (45%)	60%	2***	33	0	33	6.1%
Two-Bedroom	Total	2***	33	0	33	6.1%

*Includes overlap between the targeted income levels at the subject site.

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

***Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
RD 515/LIHTC with Rental Assistance (RA)						
One-Bedroom (35%)	60%	24	84	0	84	28.6%
One-Bedroom	Total	24	84	0	84	28.6%
LIHTC Only						
One-Bedroom (35%)	60%	24	26	0	26	92.3%
One-Bedroom	Total	24	26	0	26	92.3%
LIHTC Only						
Two-Bedroom (45%)	60%	12	33	0	33	36.4%
Two-Bedroom	Total	12	33	0	33	36.4%

*Includes overlap between the targeted income levels at the subject site.

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

The capture rates by bedroom type and AMHI level range from 0.0% to 38.5% under scenario one, demonstrating a sufficient base of support for the subject units which would need re-rented following renovations. Under scenario two (entire property), the subject's capture rates by bedroom type range from 11.1% to 28.6% assuming the retention of RA and from 36.4% to 92.3% in the unlikely event RA was lost and the property was to operate exclusively under the LIHTC guidelines. The capture rate of 92.3% for the subject's one-bedroom units in the LIHTC only scenario is indicative of a limited base of support for these unit types under this unlikely scenario. All other capture rates by bedroom type are considered acceptable within the Omega market. Regardless, in reality most (if not all) current tenants are expected to remain at the property post renovations due to the retention

of RA and availability of the developer-provided PRA subsidy. Thus, the subject's capture rates by bedroom type are effectively lower than those illustrated in the preceding tables. Detailed demand calculations are provided in *Section G* of this report.

7. Competitive Rental Analysis

Tax Credit Units

Following renovations, the subject project will offer one- and two-bedroom units targeting general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. As detailed throughout this report, there are no LIHTC properties offered within the Omega Site PMA, aside from the existing subject site. As such, we have surveyed three general-occupancy LIHTC properties located outside the Site PMA in the nearby towns of Moultrie and Tifton, Georgia which offer unit types similar to the subject project, in the way of bedroom types and AMHI levels targeted. Since these properties are located outside the Site PMA, they derive demographic support from different geographic areas as compared to the subject site. As such, these properties are not considered competitive and have been included for comparability purposes only.

The three comparable LIHTC properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum B, *Comparable Property Profiles*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Meadow Crossing Apartments	1994 / 2019	37	91.7%	-	None	Families; 60% AMHI & RD 515
903	Groves Apts.	2006	72*	100.0%	11.2 Miles	120 H.H.	Families; 30%, 50%, & 60% AMHI
912	Ashton Crossings	1999	64	100.0%	21.6 Miles	50 H.H.	Families; 50% & 60% AMHI
913	Tallokas Pointe	2015	47	100.0%	19.5 Miles	None	Families; 50% & 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. - Occupancy

*Tax Credit units only

All three comparable LIHTC properties surveyed are 100.0% occupied and two maintain waiting lists for their next available units. These are clear indications of strong demand for non-subsidized family-oriented LIHTC product within the region. It is important to reiterate, however, that the subject project currently reports two vacant non-RA units which suggests that non-subsidized rental product is in less demand within the Omega market as compared to the larger surrounding areas in which the comparable properties are located.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Meadow Crossing Apartments	\$495/60% (24)	\$565/60% (12)	-	-
903	Groves Apts.	\$254/30% (6/0)	\$308/30% (12/0)	\$365/30% (6/0)	None
		\$432/50% (6/0)	\$521/50% (12/0)	\$611/50% (6/0)	
		\$459/60% (6/0)	\$524/60% (12/0)	\$646/60% (6/0)	
912	Ashton Crossings	\$442/50% (5/0)	\$530/50% (13/0)	\$613/50% (10/0)	None
		\$486/60% (3/0)	\$608/60% (15/0)	\$793/60% (18/0)	None
913	Tallokas Pointe	-	\$455-\$465/50% (7/0) \$479-\$489/60% (24/0)	\$573-\$583/50% (4/0) \$583-\$593/60% (12/0)	None

900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents are generally highest among those reported for similar unit types at the comparable LIHTC projects located outside the Site PMA in larger, more populated areas. It is also of note that the subject's proposed rents are approximately \$10 to \$15 higher than the current basic rents charged under the Rural Development 515 (RD 515) program and that the project currently reports two vacant non-RA units. These factors, along with the fact that the comparable LIHTC projects are superior to the subject project in the way of age, unit design (square feet and number of bathrooms), and amenities offered, are good indications that the proposed rents would need to be lowered in order to be marketable and represent a value within the Omega market. This only applies, however, to the non-RA units offered at the property and/or in the unlikely scenario that RA was lost and the property had to operate exclusively under the LIHTC guidelines. In reality, the subject project will retain RA and a Private Rental Assistance (PRA) subsidy will be provided by the developer to all current unassisted tenants. As such, most tenants are expected to continue to pay rents lower than the proposed LIHTC rents and will remain at the property post renovations.

Comparable/Competitive Tax Credit Summary

The Omega Site PMA is very rural in nature and thus offers a limited supply of LIHTC product. In fact, the existing subject site is the only LIHTC property offered within the Site PMA. We surveyed three comparable LIHTC properties located outside the Site PMA, but within the nearby areas of Moultrie and Tifton, for comparability purposes. These three properties are all 100.0% occupied and two maintain waiting lists. Note, however, that the existing subject project which operates under the LIHTC and RD 515 programs is 91.7% occupied and two of the three vacant units are non-RA units. This is a good indication that non-subsidized LIHTC product is in less demand within the Omega Site PMA, as compared to the larger, more populated areas, in which the comparable properties are located. The

subject's proposed gross Tax Credit rents are generally the highest among similar unit types at the comparable properties. When considering the location of the comparables, their superior overall design as compared to the subject project, and the currently vacant units at the subject project, it is our opinion that the proposed Tax Credit rents would need to be lowered to a level below those reported among these comparable properties. This will allow the subject's non-RA units to be more marketable within the Omega market. The subject project is considered inferior the comparable properties in terms of age, unit design (square feet and number of bathrooms), and amenities offered. However, the 91.7% occupancy rate reported is a clear indication that these design deficiencies have not adversely impacted the subject's marketability. The subject project will retain RA on 18 of the 36 units and the developer will provide a PRA subsidy which will prevent current unassisted tenants from experiencing a rent increase post renovations. Thus, most, if not all, current tenants are expected to continue paying rents lower than the proposed Tax Credit rents and remain at the property, post renovations.

Average Market Rent

As detailed throughout this report and illustrated by our Field Survey of Conventional Rentals, no conventional unrestricted market-rate rental properties were identified or surveyed in the Omega Site PMA. However, we did survey five properties outside the Site PMA in the nearby region that offer similar market-rate units, as compared to those proposed at the subject site. The following table illustrates the weighted average *collected* rents of the comparable market-rate projects by bedroom type, for units similar to those offered at the subject site.

Weighted Average Collected Rent of Comparable Market-Rate Units	
One-Br.	Two-Br.
\$501	\$587

The rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$501	- \$426	\$75	/ \$426	17.6%
Two-Br.	\$587	- \$461	\$126	/ \$461	27.3%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 17.6% to 27.3% depending upon unit type, as compared to the weighted average collected rents of the comparable market-rate projects. Please note, however, that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include, and/or adjustments for other design characteristics, amenities, or locational differences. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in *Addendum F* of this report.

An in-depth analysis of the Omega rental housing market is included in *Section H* of this report.

8. Absorption/Stabilization Estimates

Based on our analysis, it is our opinion that the 36 units at the subject site will reach a stabilized occupancy of 93.0% within six months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 5 to 6 units per month and assumes the retention of Rental Assistance (RA) and the current proposed rents for the non-RA units. Should RA not be retained, the 36 LIHTC units at the subject site would likely experience an extended absorption period of over one year, given the more limited base of income-appropriate household support for the subject project under this scenario, as detailed by our demand calculations in Section G, and considering the high proposed gross Tax Credit rents and current vacancies reported at the property.

Regardless, it is important to remember that 18 of the 36 subject units will continue to receive RA following renovations, with tenants of these units continuing to pay up to 30% of their adjusted gross income towards housing costs. In addition, the Private Rental Assistance (PRA) subsidy to be provided by the developer to any current unassisted tenant will prevent such tenants from experiencing rent increases. Therefore, in reality, only the three currently vacant units will need to be rented immediately following renovations. The subject project would only need to fill one of these three currently vacant units in order to reach a stabilized occupancy rate of 93.0% or higher. It is our opinion that the subject project would be able to lease one of the three vacant units within the first month following renovations.

9. Overall Conclusion:

The Omega Site PMA is very rural in nature, which results in a limited supply of conventional rental product. In fact, the existing subject site is the only conventional rental property surveyed in the Site PMA. As such, we surveyed three LIHTC properties located outside the Site PMA in the nearby towns of Moultrie and Tifton for comparability purposes. These three properties are all 100.0% occupied. However, the subject project is 91.7% occupied and reports two (2) vacant non-RA units, indicating that non-subsidized LIHTC product is likely in less demand within the Omega Site PMA, as compared to the surrounding areas in which the comparable properties are located. This is not uncommon of rural markets such as the Omega Site PMA. When considering the location of the comparable properties and their superior overall design as compared to the subject project, as well as the current basic rent levels and vacant units reported at the subject project, the proposed Tax Credit rents are considered high. It is our opinion that the proposed Tax Credit rents would need to be lowered to a level below those reported among the comparable properties in order to be perceived a value and marketable within the Omega market. This would apply only to the non-RA units, however, and/or in the unlikely event that RA was lost and the property had to

operate exclusively under the LIHTC guidelines. In reality, RA will be retained and a PRA subsidy provided by the developer will prevent rent increases on current unassisted tenants. Thus, most, if not all, current tenants will continue to pay lower rents than the proposed Tax Credit rents.

Demographically, the subject project will continue to be well supported, assuming the retention of RA, which is evidenced by the subject's overall capture rate of 14.9% under this scenario. A more limited base of support exists for the subject project in the unlikely event that RA was lost and the property had to operate exclusively under the LIHTC guidelines, as the capture rate increases to 49.3%. Regardless, the subject's effective capture rate is much lower, as most, if not all, current tenants are expected to remain at the property post renovations, due to the retention of RA and presence of the developer-provided PRA subsidy. Considering the preceding factors and given the lack of affordable rental product in the Site PMA, we do not anticipate the renovations of the subject project will have any adverse impact on occupancy rates among other rental product in this market, and the subject project will remain a value to low-income renters.

SUMMARY TABLE (must be completed by the analyst and included in the executive summary)			
Development Name:	Meadow Crossing Apartments	Total # Units:	36
Location:	125 Spinks Drive, Omega, Georgia 31775	# LIHTC Units:	36
PMA Boundary:	Earlene Sizemore, Salem Church, Old Isabella-Nashville and Oakridge Church roads to the north; Interstate 75 to the east; the Norman Park town boundaries, Doerun-Norman Park, Ellenton-Norman Park, Ellenton-Omega and Moultrie-Lenox roads to the south; and Summer Road South to the west.		
		Farthest Boundary Distance to Subject:	9.2 Miles

RENTAL HOUSING STOCK (found on page H-3 & Add. A-4 & 5)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	1	36	3	91.7%
Market-Rate Housing	0	-	-	-
Assisted/Subsidized Housing not to include LIHTC	1	36	3	91.7%
LIHTC	0	-	-	-
Stabilized Comps*	3	183	0	100.0%
Properties in Construction & Lease Up	0	-	-	-

*All comps located out of market due to lack of comparable product in Site PMA

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
24	One-Br.	1.0	665	\$426	\$501	\$0.65	17.6%	\$513	\$0.89
12	Two-Br.	1.5	912	\$461	\$587	\$0.70	27.3%	\$800	\$0.76

DEMOGRAPHIC DATA (found page E-2 & G-5)						
	2012		2017		2019	
Renter Households	772	30.1%	825	31.0%	846	31.4%
Income-Qualified Renter HHs (LIHTC)*	N/A	N/A	349	42.3%	348	41.1%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

*As proposed with the retention of RA

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)						
Type of Demand	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Renter Household Growth	-1	2	-1	-	-	2
Existing Households (Overburd + Substand)	242	71	242	-	-	71
Homeowner conversion (Seniors)	0	0	0	-	-	0
Total Primary Market Demand	241	73	241	-	-	73
Less Comparable/Competitive Supply	0	0	0	-	-	0
Adjusted Income-Qualified Renter HHs	241	73	241	-	-	73

CAPTURE RATES (found on page G-5)						
Targeted Population	RA Units	Non-RA Units	Overall as Proposed	Market-Rate	Other__	LIHTC Only Scenario
Capture Rate	0.4%*	16.4%*	14.9%	-	-	49.3%

*Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Section B - Project Description

Meadow Crossing Apartments, located in Omega, Tift County, Georgia, was originally built in 1994 and has operated under the Low-Income Housing Tax Credit (LIHTC) and Rural Development 515 (RD 515) programs since that time. The project contains 37 general-occupancy units, and all units target households earning up to 60% of Area Median Household Income (AMHI). One (1) unit, however, is a non-revenue producing unit reserved for management. This non-revenue producing unit has been excluded from the total unit count throughout the remainder of this report. The project contains 18 units that receive Rental Assistance (RA) directly from Rural Development. The RA requires tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). According to management, the project is currently 91.7% occupied, reflective of just three (3) vacant units, two of which do not receive RA, while the other does receive RA directly through Rural Development.

The proposed Tax Credit renovations, which will be financed through the 4% Tax-Exempt Bond program, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target general-occupancy households with incomes up to 60% of Area Median Household Income (AMHI). Notably, the project will continue to operate under the RD 515 program and all 18 units of RA will be retained. The developer has also indicated that a Private Rental Assistance (PRA) subsidy will also be provided to all current unassisted tenants. This subsidy will prevent rent increases on current unassisted tenants at the property, post renovations. All renovations are expected to be completed in 2019. Additional details of the subject project are as follows:

1. **PROJECT NAME:** Meadow Crossing Apartments
2. **PROPERTY LOCATION:** 125 Spinks Drive
Omega, Georgia 31775
(Tift County)
3. **PROJECT TYPE:** Rehabilitation of an existing RD 515 and Tax Credit project using 4% Tax-Exempt Bond financing.

4. UNIT CONFIGURATION AND RENTS:

Total Units	Bedroom Type	Baths	Style	Square Feet*	% AMHI	Current Basic & Note Rents	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
24	One-Br.	1.0	Garden	665	60%	\$415/\$590	\$426	\$69	\$495	\$543
12	Two-Br.	1.5	Townhome	912	60%	\$445/\$550	\$461	\$104	\$565	\$651
36**	Total									

Source: Greystone Servicing Corporation, Inc.; Bowen National Research, LLC

AMHI – Area Median Household Income (Tift County, GA; 2017)

*Heated square feet

**Excludes one non-revenue producing unit reserved for management

- 5. TARGET MARKET:** General-Occupancy
- 6. PROJECT DESIGN:** Seven (7) one- and two-story buildings.
- 7. ORIGINAL YEAR BUILT:** 1994
- 8. ANTICIPATED RENOVATION COMPLETION DATE:** 2019

9. UNIT AMENITIES:

- Electric Range
- Refrigerator
- Microwave
- Central Air Conditioning
- Vinyl Flooring
- Window Blinds
- Patio
- Washer/Dryer Hookups

10. COMMUNITY AMENITIES:

- On-Site Management
- Community Room
- Computer Center
- Laundry Facility
- Covered Pavilion/Picnic Area

11. RESIDENT SERVICES:

The subject project will not offer any on-site resident services.

12. UTILITY RESPONSIBILITY:

The cost of cold water, sewer and trash collection will be included in the rent, while tenants will be responsible for all other utilities and services, including the following:

- Electric Heating
- General Electric
- Electric Water Heating
- Electric Cooking

- 13. RENTAL ASSISTANCE:** 18 units currently receive Rental Assistance. There is currently one (1) unit occupied by a Housing Choice Voucher holder.

14. PARKING:

An unassigned surface parking lot is available to the tenants at no additional cost.

15. CURRENT PROJECT STATUS:

The subject project is an existing 36-unit (revenue-producing) general-occupancy property offering one- and two-bedroom units which operate under the Rural Development 515 (RD 515) program, with Rental Assistance (RA) provided to 18 of the 36 subject units. The subject project is 91.7% occupied, reflective of three (3) vacant units (one RA and two non-RA). The availability of RA allows tenants of these units to pay up to 30% of their adjusted gross income towards rent. The remaining non-RA units require tenants to pay rents between the basic and market rents under the RD 515 program, though the subject project does accept Housing Choice Vouchers within these non-RA units. Currently, the property has one (1) unit occupied by a Voucher holder. Based on our review of the current tenant rent roll for the subject project, it was determined that six (6) of the 18 current non-RA tenants would continue to income-qualify under the LIHTC guidelines, post renovations. Assuming the retention of RA and the continued acceptance of Housing Choice Vouchers, we anticipate that 24 of the 36 current tenants will continue to qualify and remain at the property post renovations. Effectively, however, all current tenants are expected to remain at the property post renovations, as the developer has indicated that a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants. The availability of this subsidy will prevent a rent increase for all current unassisted tenants at the property. A current tenant rent roll for the subject project is included in *Addendum E, Rent Roll*.

Floor and site plans for the existing subject project were not available for review at the time this report was prepared. We conducted, however, an on-site visit and evaluation of unit interiors of select units, the exterior of the subject buildings and property grounds. Based on our evaluation, and the 91.7% occupancy rate reported at the subject project, the subject floor plans and buildings appear to be sufficient. The proposed renovations are expected to improve the general aesthetic appeal of the subject property and improve its overall marketability. A detailed scope of renovations to be completed at the subject project is included in *Addendum H, Scope of Renovations*.

16. STATISTICAL AREA:

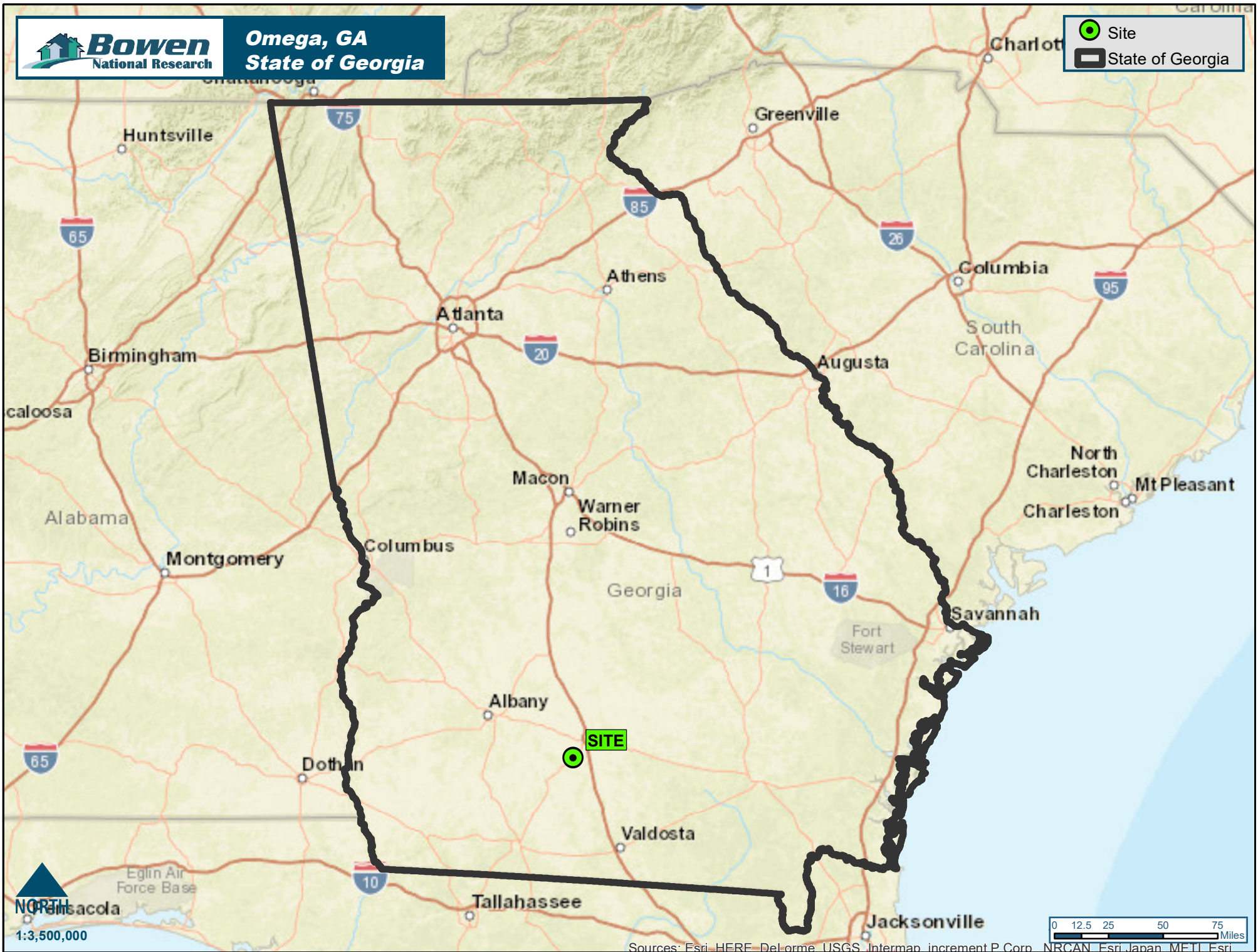
Tift County, Georgia (2017)

A state map, an area map and a map illustrating the site neighborhood are on the following pages.



Omega, GA
State of Georgia

● Site
▭ State of Georgia



NORTH
1:3,500,000

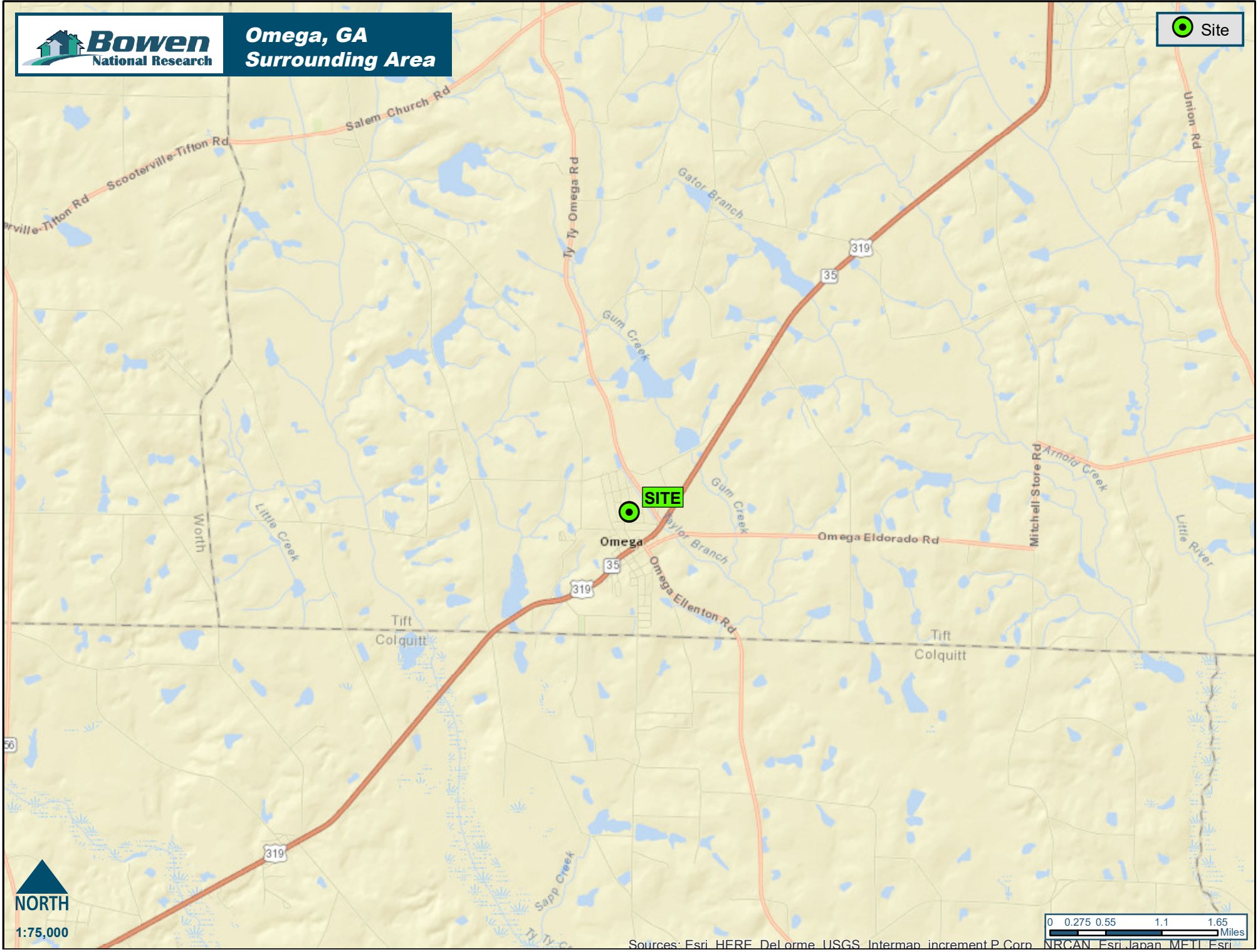
0 12.5 25 50 75 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



Omega, GA Surrounding Area

Site



NORTH
1:75,000

0 0.275 0.55 1.1 1.65
Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



Omega, GA Site Neighborhood

Legend
Site Area



1:3,000

Powell Dr

Source: Esri, DigitalGlobe, GeoEye, Earthstar Geographics, AeroGRID, IGN, and the GIS User Community



Section C – Site Description And Evaluation

1. LOCATION

The subject site is the existing Meadow Crossing Apartments located at 125 Spinks Street in the northern portion of Omega, Georgia. Located within Tift County, Omega is approximately 11.0 miles southwest of Tifton, Georgia. Luke Mortensen, an employee of Bowen National Research, inspected the site and area apartments during the week of July 31, 2017.

2. SURROUNDING LAND USES

The subject site is within an established area of Omega, Georgia. Surrounding land uses generally include single-family homes, commercial structures, and wooded land. Adjacent land uses are detailed as follows:

North -	The northern boundary is defined by wooded land and a fenced, commercial land use. Farther north are single-family homes in fair condition, and agricultural land.
East -	The eastern boundary is defined by Spinks Drive, a two-lane lightly traveled roadway. Continuing east is wooded land which extends to Ty Ty Omega Road, followed by single-family homes in fair condition, Dollar General, and State Route 35.
South -	The southern boundary is also defined by Spinks Drive. Continuing south are residential neighborhoods with single-family homes in fair condition. Farther south is the town of Omega with community services including, gas stations, convenience stores, discount shopping options, a pharmacy, and others.
West -	The western boundary is defined by a tree-line and single-family homes in fair condition. Farther west are residential neighborhoods comprised of single-family and multifamily structures in fair condition.

Overall, the existing subject site fits well with the primarily residential nature of the immediate site neighborhood and the wooded land surrounding portions of the subject project provide an aesthetically pleasing natural buffer to other surrounding land uses within the area.

3. VISIBILITY AND ACCESS

The subject site is located along Spinks Drive, a lightly traveled residential roadway which terminates north of the subject site and thus provides minimal passerby traffic to the subject project. Visibility of the subject site is also mostly obstructed due to the land uses (residential structures and wooded land) surrounding much of the subject site. The subject project is, however, clearly visible upon ingress from Spinks Drive and is provided adequate site signage along this roadway. The subject's 91.7% occupancy rate is further indication that visibility is adequate.

Access to the subject site is also derived from Spinks Drive, which borders the site to the east and south and is easily accessible via multiple residential roadways throughout the immediate site neighborhood, including Maple Street, which provides access to downtown Omega south of the subject site. Vehicular traffic was observed to be light within the site neighborhood, which allows for unimpeded ingress and egress of the subject project. Overall, accessibility of the subject site is considered good and should contribute to the subject's continued marketability within the Omega market.

According to area planning and zoning officials, and based on the observations of our analyst, no notable roads or other infrastructure projects are underway or planned for the immediate site area.

4. SITE PHOTOGRAPHS

Photographs of the subject site are on located on the following pages.

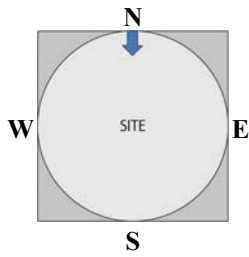
SITE PHOTOGRAPHS



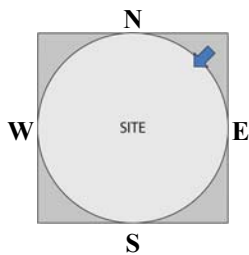
Site Entryway



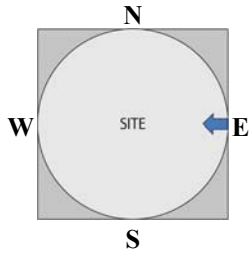
Typical Building Exterior



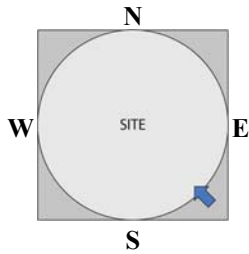
View of site from the north



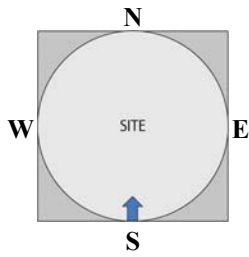
View of site from the northeast



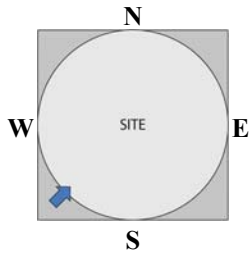
View of site from the east



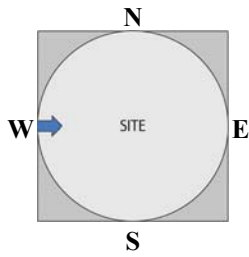
View of site from the southeast



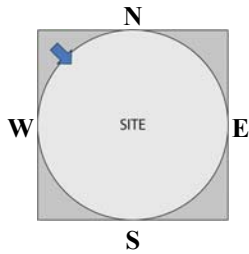
View of site from the south



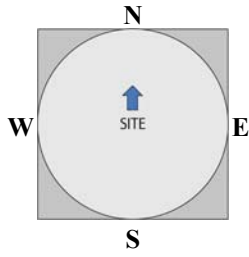
View of site from the southwest



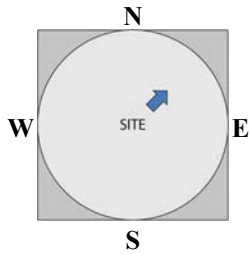
View of site from the west



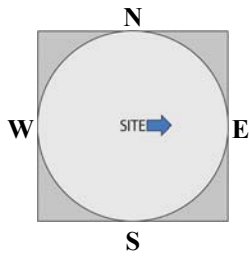
View of site from the northwest



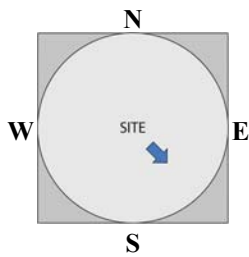
North view from site



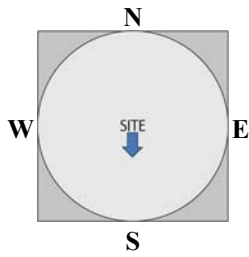
Northeast view from site



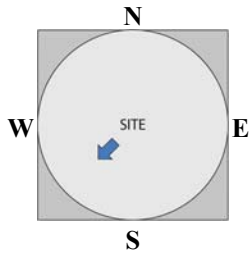
East view from site



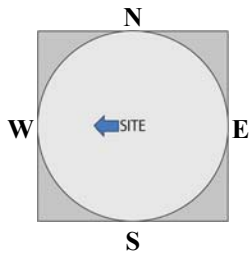
Southeast view from site



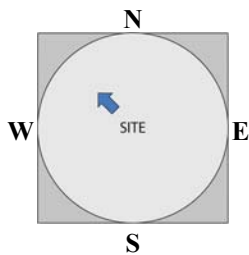
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape- West View of Spinks Drive



Streetscape- South View of Spinks Street



Streetscape- North View of Spinks Street



Laundry Facility



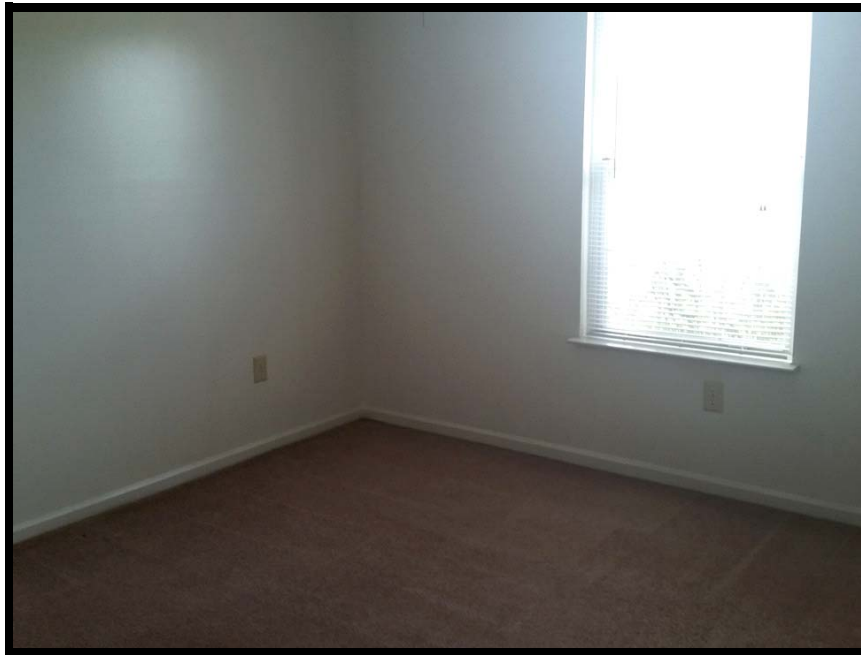
One-Bedroom- Living Room



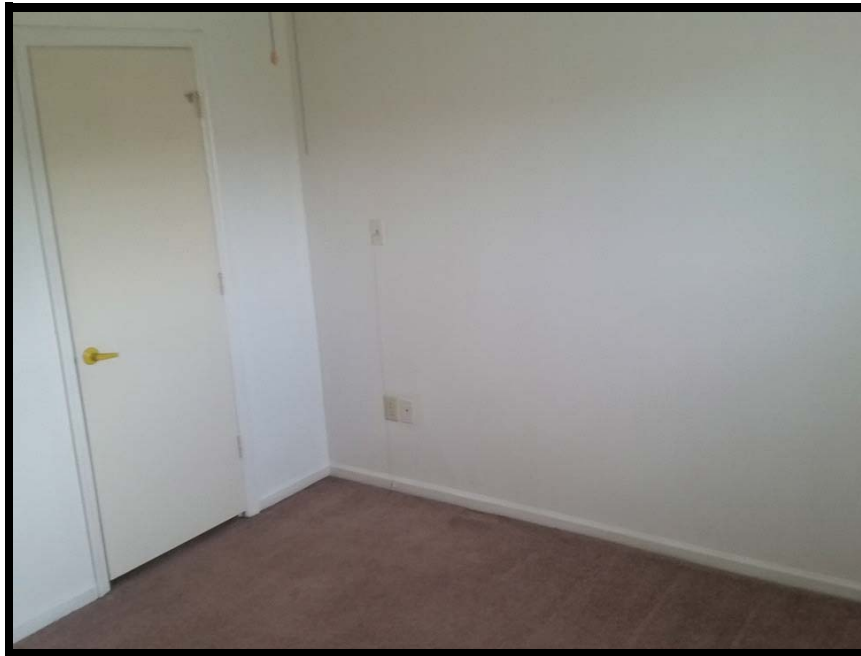
One-Bedroom- Dining Area



One-Bedroom- Kitchen



One-Bedroom- Bedroom View One



One-Bedroom- Bedroom View Two



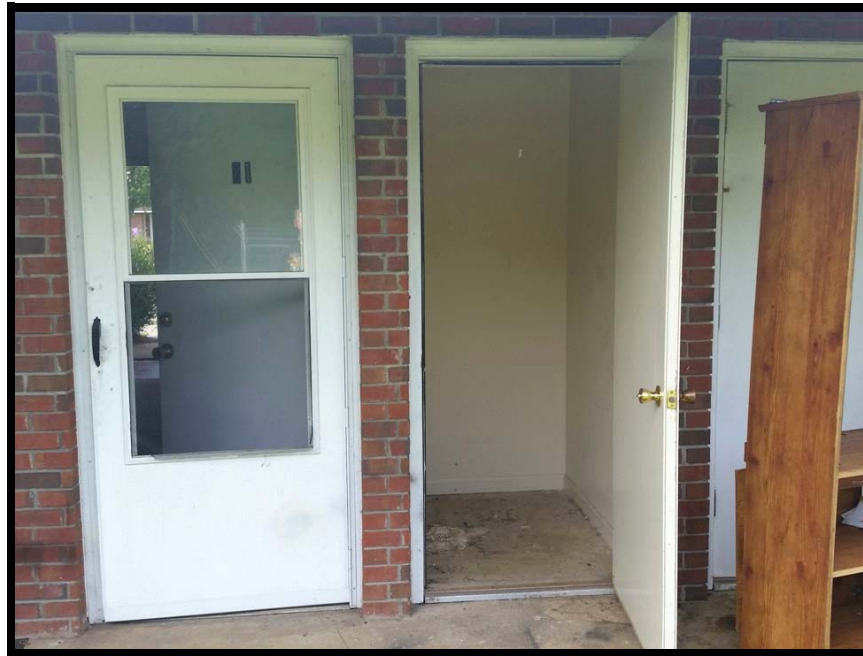
One-Bedroom- Bathroom Shower



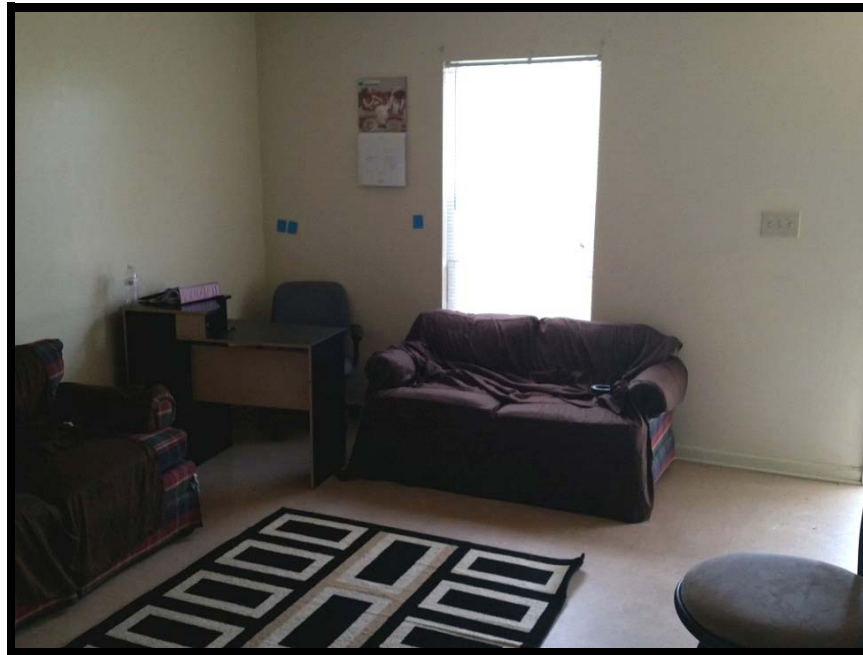
One-Bedroom- Bathroom Sink/Toilet



One-Bedroom- Patio



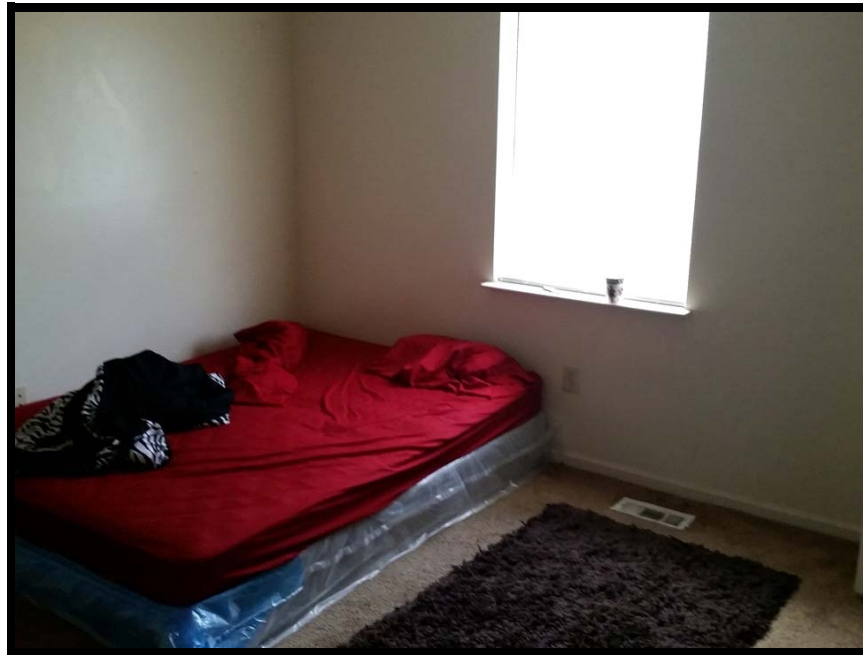
One-Bedroom- Patio Storage



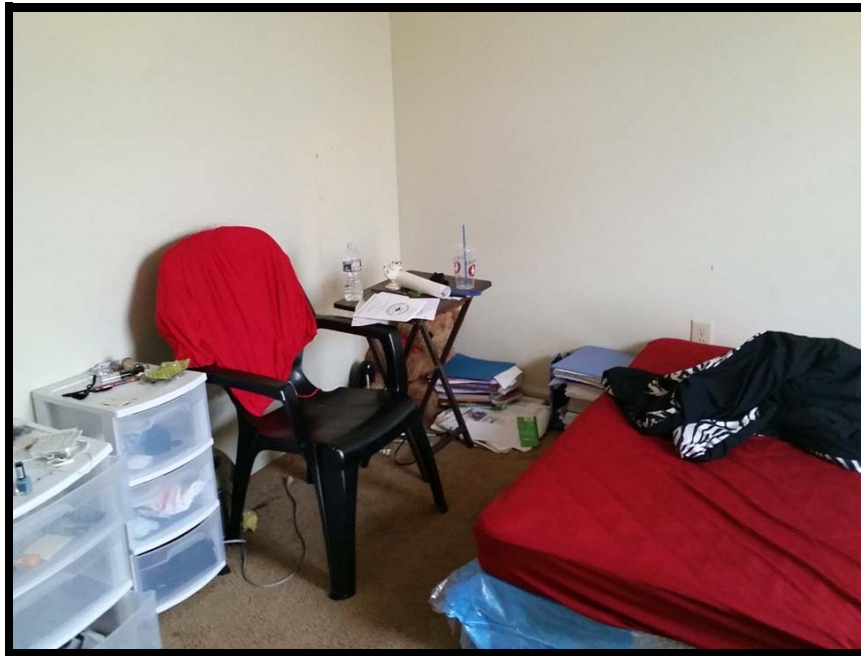
Two-Bedroom- Living Room



Two-Bedroom- Kitchen



Two-Bedroom- Bedroom (1) View One



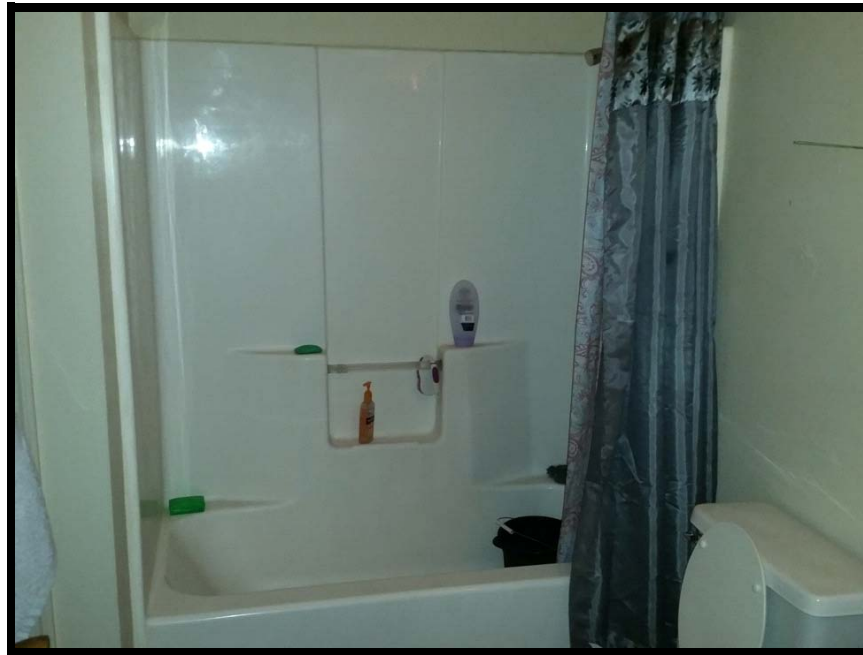
Two-Bedroom-Bedroom (1) View Two



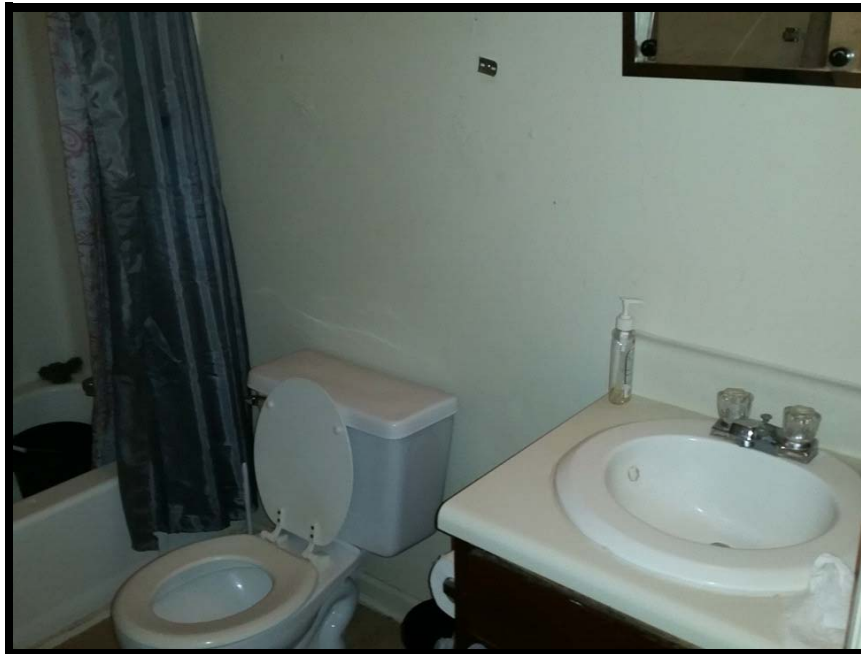
Two-Bedroom- Bedroom (2) View One



Two-Bedroom- Bedroom (2) View Two



Two-Bedroom- Full Bathroom Shower



Two-Bedroom- Full Bathroom Sink/Toilet



Two-Bedroom- Half Bathroom Sink



Two-Bedroom- Half Bathroom Toilet



Two-Bedroom- Patio/ Patio Storage

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 319 State Route 256 Interstate 75	0.3 East 7.3 Southwest 7.7 East
Public Bus Stop	Tift Lift Transit System	On-Call/On-Site
Major Employers/ Employment Centers	Tift County Schools Walmart	0.6 West 9.3 Northeast
Convenience Store	One Stop Susie Q's Food & Restaurant Citgo	0.5 South 0.5 Southeast 0.6 Southwest
Grocery	Esco's Food Store Walmart	0.6 South 9.3 Northeast
Discount Department Store	Dollar General Family Dollar Walmart	0.3 East 0.6 North 9.3 Northeast
Shopping Center/Mall	N/A	N/A
Schools: Elementary/Middle/Junior High High	Omega School (K-8) Tift County High School (9-12)	0.6 West 13.6 Northeast
Hospital	Tift Regional Medical Center	12.6 Northeast
Police	Omega Police Department	0.5 South
Fire	Omega Fire Station	0.7 Southwest
Post Office	U.S. Post Office	0.6 South
Bank	South Georgia Banking Co	0.5 South
Recreational Facilities	Jim Buck Goff Recreation Center	18.8 Southwest
Gas Station	Liberty Gas Susie Q's Food & Restaurant Citgo	0.5 South 0.5 Southeast 0.6 Southwest
Pharmacy	Omega Pharmacy Walmart	0.6 South 9.3 Northeast
Restaurant	Susie Q's Food & Restaurant El Pariso Fru Tea Y Mas	0.5 Southeast 0.6 South
Day Care	Omega Daycare	0.7 Northwest
Community Center	Ryce Community Center	17.8 Southwest
Church	Omega Baptist Pastorium	0.4 Southwest

N/A – Not Available

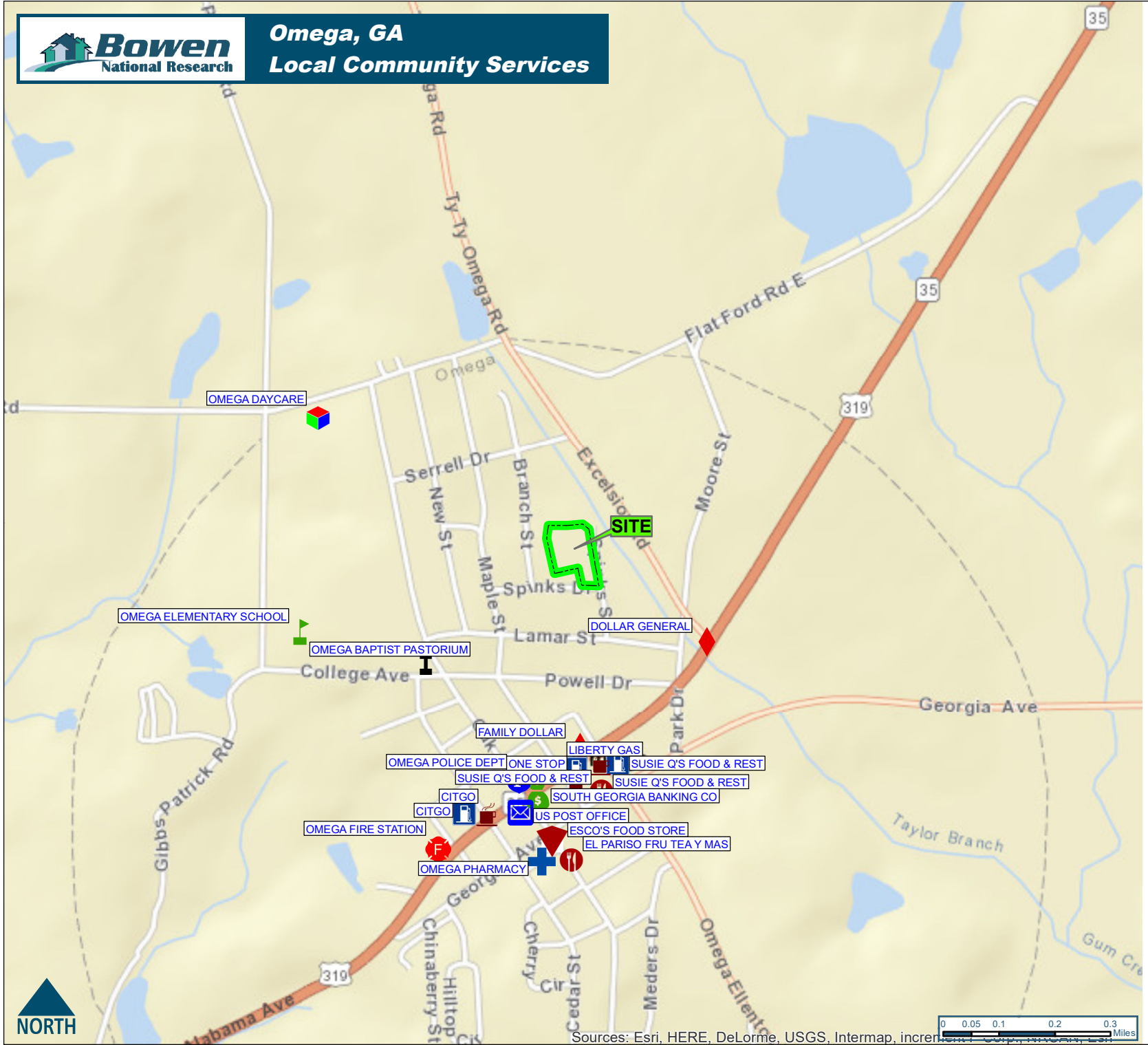
Due to the rural nature of the Omega area, several area services are located considerable distances from the subject site. However, most basic area services, including a grocery store, Dollar General, Family Dollar, post office, gas stations, pharmacy, and various restaurants are all within 1.0 mile of the subject site. The subject's proximity to these area services is considered beneficial and should contribute to the continued marketability of the subject project. Public transportation is also provided within the Omega area, by Tift Lift Transit System, which is an on-call service offered Monday through Friday.

The subject site is also located within close proximity of emergency response/public safety services such as the Omega Police Department and Omega Fire Station, which are located 0.5 and 0.7 miles from the subject site. The subject site is served by Tift County Schools, with all applicable attendance schools being located within 13.6 miles of the site, the farthest of which is the local/county high school.

Maps illustrating the location of community services are on the following pages.

Legend

-  Site Area
-  bank
-  child care
-  church
-  convenience store
-  elementary school
-  fire
-  gas
-  grocery
-  pharmacy
-  police
-  post office
-  restaurant
-  shopping



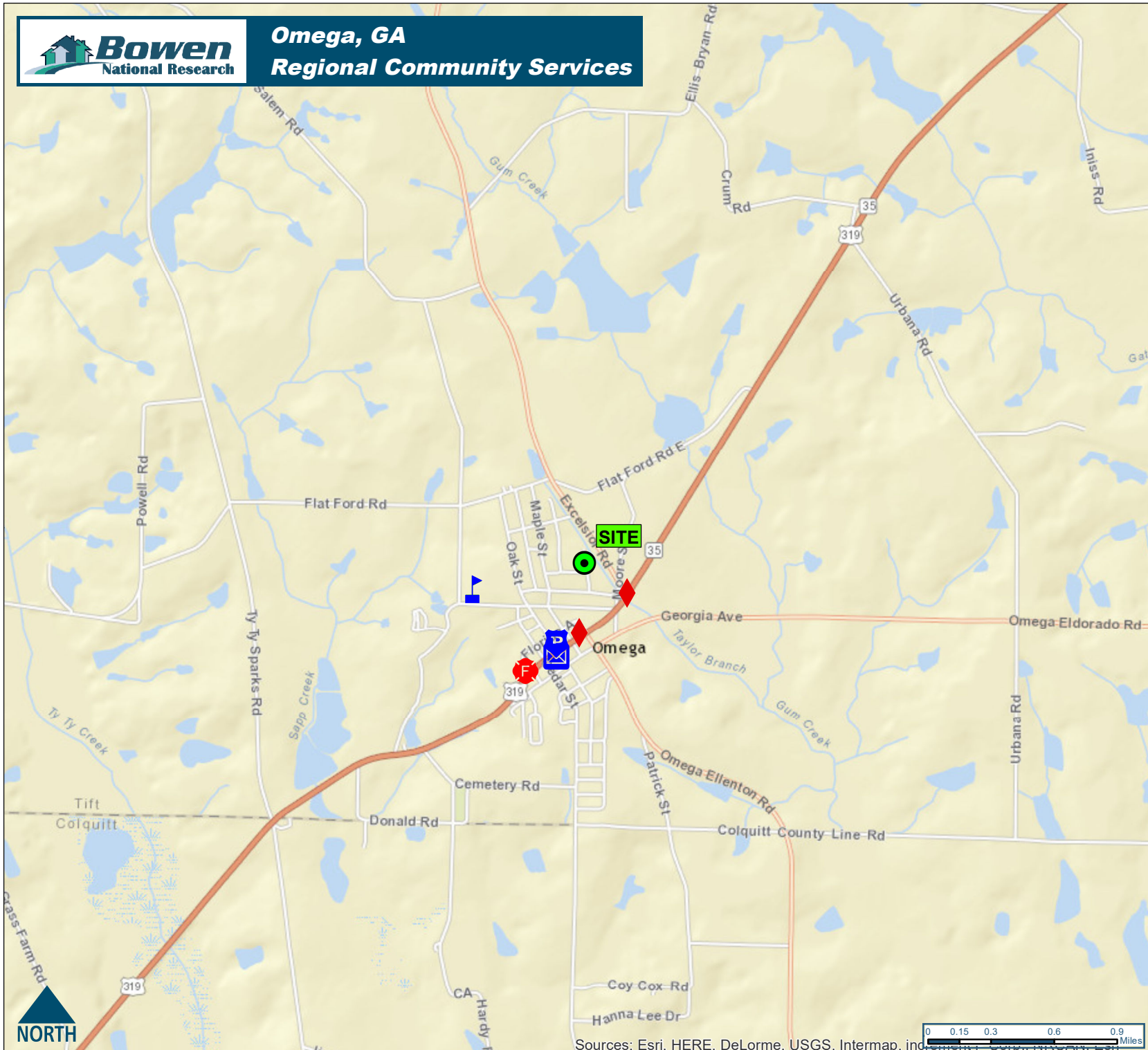
Sources: Esri, HERE, DeLorme, USGS, Intermap, inc...



1:15,000

Legend

-  Site
-  fire
-  middle school
-  police
-  post office
-  shopping



6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk (86) for the Site PMA is below the national average (100) with an overall personal crime index of 82 and a property crime index of 80. Total crime risk (139) for Tift County is above the national average with indexes for personal and property crime of 131 and 129, respectively.

	Crime Risk Index	
	Site PMA	Tift County
Total Crime	86	139
Personal Crime	82	131
Murder	102	148
Rape	81	106
Robbery	39	118
Assault	116	166
Property Crime	80	129
Burglary	107	155
Larceny	81	162
Motor Vehicle Theft	53	74

Source: Applied Geographic Solutions

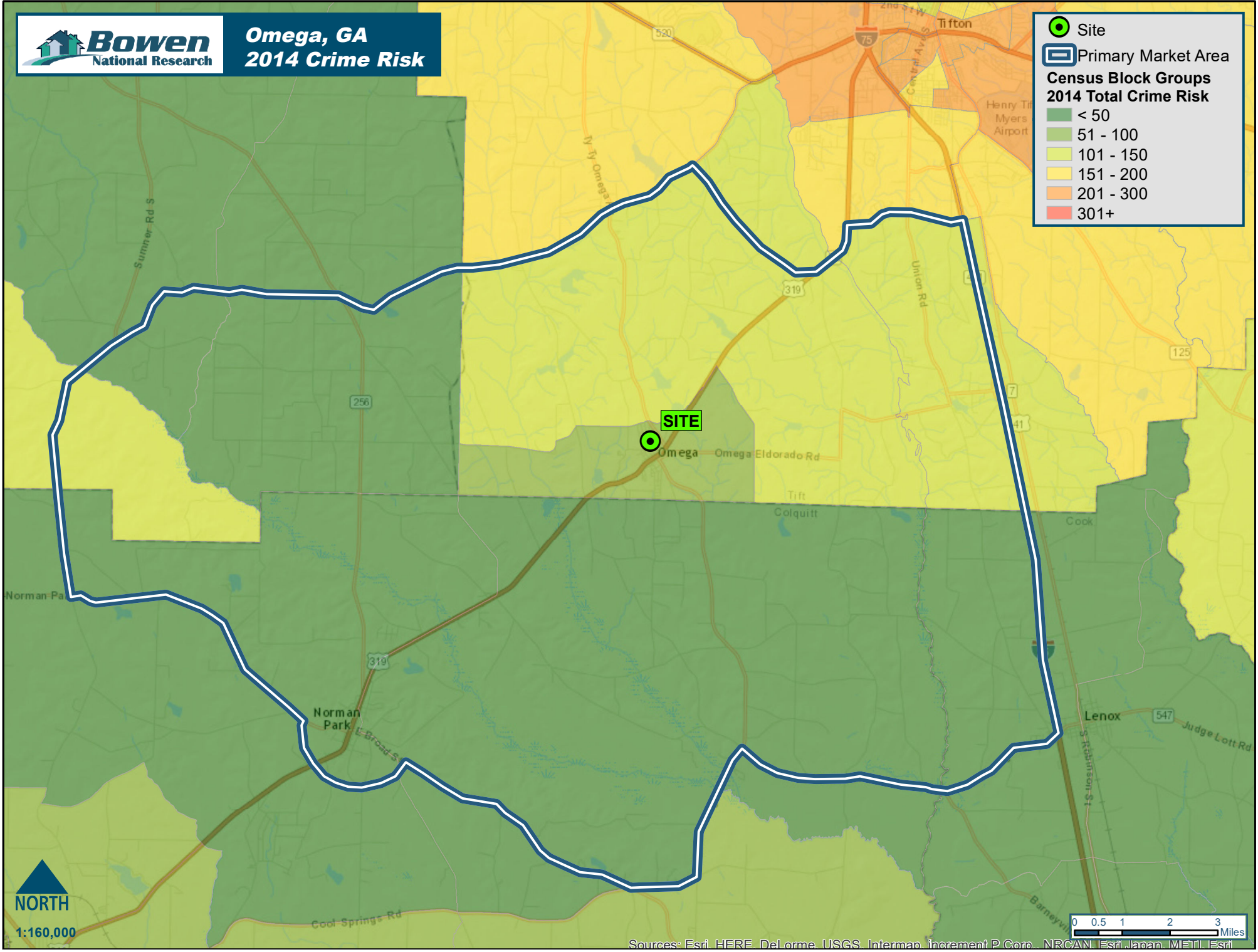
As the preceding illustrates, the crime risk index for the Omega Site PMA (86) is significantly lower than that reported for Tift County (139) as a whole, and is also below the national average of 100. This low crime rate is a good indication of a low perception of crime within the Omega Site PMA, which will contribute to the subject's continued marketability.

A map illustrating crime risk is on the following page.



Omega, GA 2014 Crime Risk

- Site
- Primary Market Area
- Census Block Groups 2014 Total Crime Risk
 - < 50
 - 51 - 100
 - 101 - 150
 - 151 - 200
 - 201 - 300
 - 301+



NORTH
1:160,000

0 0.5 1 2 3 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

7. OVERALL SITE EVALUATION

The subject site is situated within an established and primarily residential portion of Omega, though wooded land does surround portions of the subject site and provides a natural buffer to other existing land uses within the site neighborhood. Generally, existing structures within the site neighborhood were observed to be in fair/average condition. Visibility of the subject site is mostly obstructed due to the surrounding wooded land and existing residential structures, though the property is clearly visible upon ingress from Spinks Drive along which the subject site is located. The subject site is easily accessible given the light vehicular traffic patterns within the immediate site neighborhood, as well as the convenient accessibility to and from Maple Street, which is located just west of the subject site and provides access to the downtown area of Omega, south of the subject site. The subject site is also located within 1.0 mile of most basic area services, despite the very rural nature of the Omega area. Overall, the subject site location is considered conducive to affordable multifamily housing, as evidenced by the 91.7% occupancy rate currently reported at the property.

8. MAP OF LOW-INCOME RENTAL HOUSING

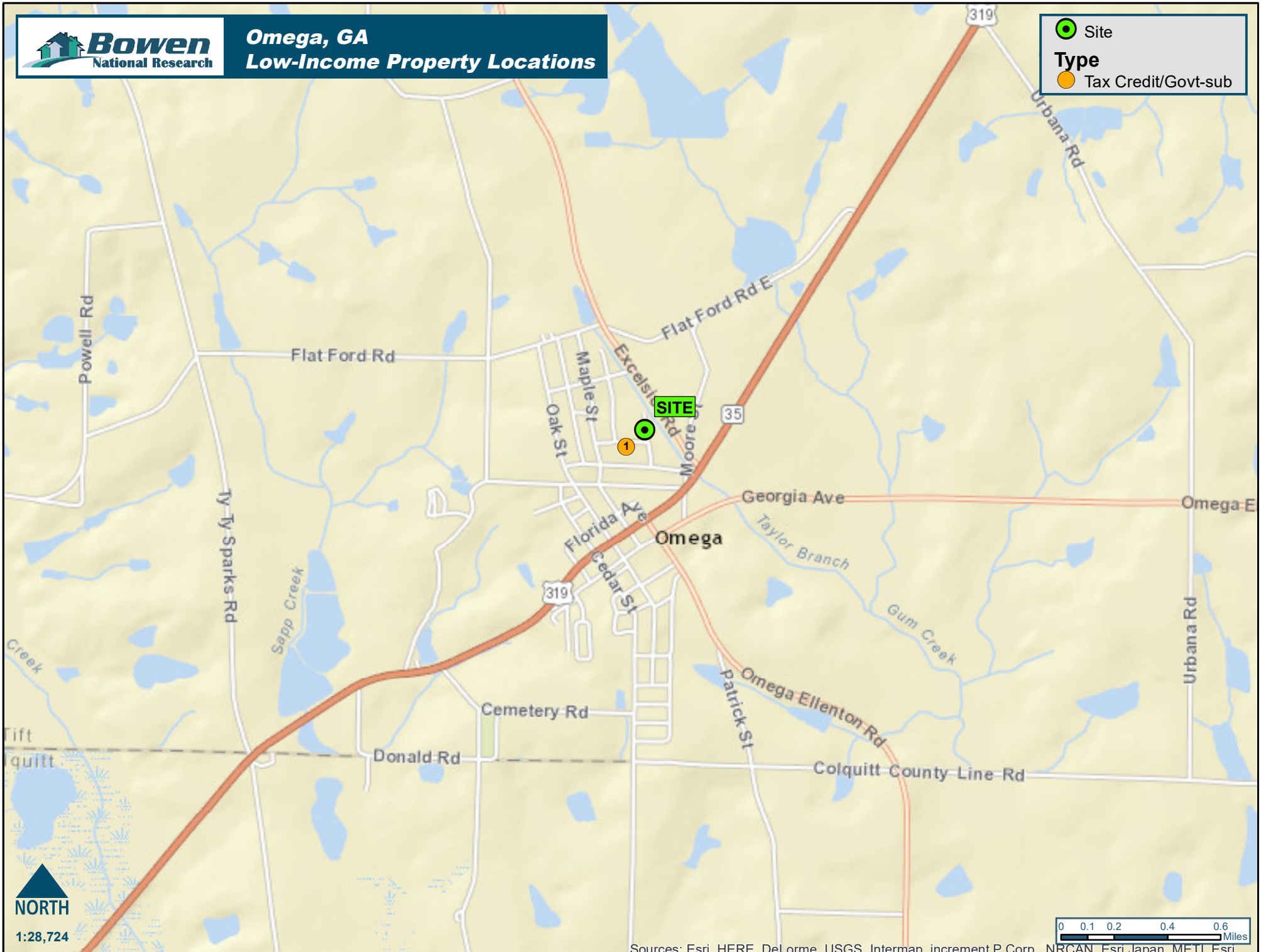
A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.



Omega, GA Low-Income Property Locations

Site
●

Type
● Tax Credit/Govt-sub



1:28,724



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P, Corp., NRCAN, Esri, Japan, METI, Esri

Section D – Primary Market Area Delineation

The Site Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to be drawn from. It is also the geographic area expected to generate the most demographic support for the subject development. The Omega Site PMA was determined through interviews with management at the subject site, area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Omega Site PMA includes all of Omega and Norman Park, as well as some of the outlying unincorporated areas of Tift, Cook, Worth and Colquitt counties. The boundaries of the Site PMA include Earlene Sizemore, Salem Church, Old Isabella-Nashville and Oakridge Church roads to the north; Interstate 75 to the east; the Norman Park town boundaries, Doerun-Norman Park, Ellenton-Norman Park, Ellenton-Omega and Moultrie-Lenox roads to the south; and Summer Road South to the west.

Ms. Amber Hardy, Property Manager for the subject site Meadow Crossing Apartments, stated that the PMA boundaries are accurate. Ms. Hardy stated that the majority of her tenants are from within the Site PMA boundaries, and that she does not get a lot of tenants from outside the PMA due to the rural nature of Omega.

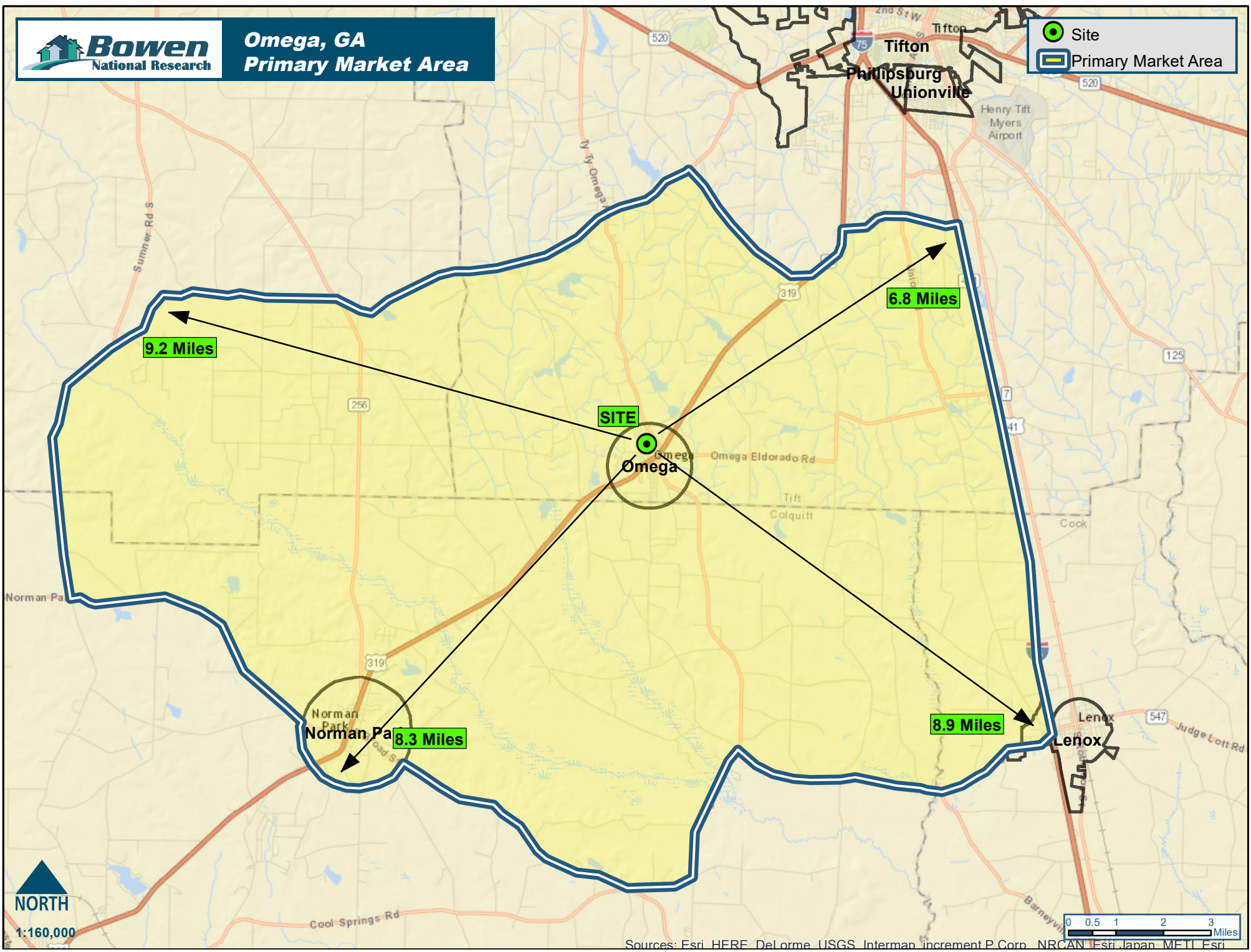
While we recognize that the subject project will likely receive some support from residents relocating to the area from areas outside the Site PMA, we expect this potential support base will be minimal. As such, we have not considered any secondary market area in this report.

A map delineating the boundaries of the Site PMA is included on the following page.



Omega, GA Primary Market Area

● Site
▭ Primary Market Area



NORTH
1:160,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

Section E – Community Demographic Data

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2017 (estimated) and 2019 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Population	6,783	7,136	7,762	7,881
Population Change	-	353	626	120
Percent Change	-	5.2%	8.8%	1.5%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Omega Site PMA population base increased by 353 between 2000 and 2010. This represents a 5.2% increase over the 2000 population, or an annual rate of 0.5%. Between 2010 and 2017, the population increased by 626, or 8.8%. It is projected that the population will increase by 120, or 1.5%, between 2017 and 2019.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	2,207	30.9%	2,345	30.2%	2,394	30.4%	49	2.1%
20 to 24	481	6.7%	479	6.2%	474	6.0%	-4	-0.9%
25 to 34	947	13.3%	1,048	13.5%	1,025	13.0%	-23	-2.2%
35 to 44	952	13.3%	1,053	13.6%	1,068	13.5%	14	1.4%
45 to 54	894	12.5%	920	11.9%	931	11.8%	12	1.3%
55 to 64	796	11.2%	860	11.1%	877	11.1%	17	2.0%
65 to 74	513	7.2%	690	8.9%	719	9.1%	29	4.2%
75 & Over	347	4.9%	368	4.7%	393	5.0%	26	7.0%
Total	7,137	100.0%	7,762	100.0%	7,881	100.0%	120	1.5%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, approximately 50% of the population is expected to be between 25 and 64 years old in 2017. This age group is the primary group of support for the subject project.

2. HOUSEHOLD TRENDS

Household trends within the Omega Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2017 (Estimated)	2019 (Projected)
Households	2,383	2,464	2,656	2,693
Household Change	-	81	192	37
Percent Change	-	3.4%	7.8%	1.4%
Household Size	2.85	2.90	2.89	2.90

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Omega Site PMA, households increased by 81 (3.4%) between 2000 and 2010. Between 2010 and 2017, households increased by 192 or 7.8%. By 2019, there will be 2,693 households, an increase of 37 households, or 1.4% over 2017 levels. This is an increase of approximately 18 households annually over the next two years.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	111	4.5%	111	4.2%	114	4.2%	2	2.2%
25 to 34	416	16.9%	455	17.1%	444	16.5%	-10	-2.3%
35 to 44	464	18.8%	495	18.6%	500	18.6%	5	1.0%
45 to 54	465	18.9%	450	17.0%	453	16.8%	3	0.6%
55 to 64	442	17.9%	466	17.6%	473	17.6%	7	1.5%
65 to 74	334	13.5%	420	15.8%	435	16.2%	15	3.5%
75 to 84	161	6.5%	191	7.2%	207	7.7%	16	8.5%
85 & Over	73	3.0%	67	2.5%	67	2.5%	0	-0.3%
Total	2,466	100.0%	2,657	100.0%	2,694	100.0%	37	1.4%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Between 2017 and 2019, the greatest growth among household age groups is projected to be among the households between the ages of 75 and 84, and between the ages of 65 and 74. Given that virtually all age segments are projected to have at least some growth over the next couple of years, it is expected that the demand for housing for both families and seniors will increase.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	1,810	73.5%	1,832	69.0%	1,847	68.6%
Renter-Occupied	654	26.5%	825	31.0%	846	31.4%
Total	2,464	100.0%	2,656	100.0%	2,693	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2017, homeowners occupied 69.0% of all occupied housing units, while the remaining 31.0% were occupied by renters. The 825 renter households in the Site PMA represent a good base of potential support for the subject development.

The household sizes by tenure within the Site PMA, based on the 2017 estimates and 2019 projections, were distributed as follows:

Persons Per Renter Household	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	217	26.3%	224	26.5%	8	3.5%
2 Persons	195	23.7%	200	23.6%	4	2.3%
3 Persons	149	18.1%	154	18.2%	5	3.2%
4 Persons	89	10.8%	90	10.7%	2	1.8%
5 Persons+	173	21.0%	177	20.9%	4	2.3%
Total	823	100.0%	846	100.0%	22	2.7%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Persons Per Owner Household	2017 (Estimated)		2019 (Projected)		Change 2017-2019	
	Households	Percent	Households	Percent	Households	Percent
1 Person	432	23.5%	433	23.4%	2	0.4%
2 Persons	640	34.9%	649	35.1%	8	1.3%
3 Persons	370	20.2%	375	20.2%	4	1.2%
4 Persons	260	14.2%	263	14.2%	3	1.1%
5 Persons+	131	7.2%	130	7.0%	-1	-0.9%
Total	1,834	100.0%	1,850	100.0%	16	0.9%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The subject project offers one- to two-bedroom units that enables it to accommodate the majority of household sizes.

The distribution of households by income within the Omega Site PMA is summarized as follows:

Household Income	2010 (Census)		2017 (Estimated)		2019 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$15,000	479	19.4%	570	21.5%	607	22.5%
\$15,000 to \$24,999	546	22.1%	401	15.1%	400	14.9%
\$25,000 to \$34,999	349	14.2%	396	14.9%	377	14.0%
\$35,000 to \$49,999	356	14.4%	383	14.4%	366	13.6%
\$50,000 to \$74,999	399	16.2%	419	15.8%	442	16.4%
\$75,000 to \$99,999	175	7.1%	229	8.6%	236	8.8%
\$100,000 to \$149,999	137	5.6%	190	7.2%	193	7.1%
\$150,000 to \$199,999	19	0.8%	38	1.4%	41	1.5%
\$200,000 & Over	6	0.2%	31	1.2%	32	1.2%
Total	2,466	100.0%	2,657	100.0%	2,696	100.0%
Median Income	\$30,960		\$34,030		\$34,014	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$30,960. This increased by 9.9% to \$34,030 in 2017. By 2019, it is projected that the median household income will be \$34,014, a decline of 0.0% over 2017.

The following tables illustrate renter household income by household size for 2010, 2017 and 2019 for the Omega Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	38	39	24	19	31	151
\$15,000 to \$24,999	47	42	27	20	32	168
\$25,000 to \$34,999	29	29	17	14	21	110
\$35,000 to \$49,999	21	27	17	12	21	98
\$50,000 to \$74,999	16	16	10	8	14	64
\$75,000 to \$99,999	4	4	3	3	3	17
\$100,000 to \$149,999	10	14	8	6	9	47
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	165	171	106	82	131	655

Source: ESRI; Urban Decision Group

Renter Households	2017 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$15,000	49	43	31	19	38	180
\$15,000 to \$24,999	46	36	28	17	32	158
\$25,000 to \$34,999	25	24	18	11	22	100
\$35,000 to \$49,999	43	41	31	19	37	170
\$50,000 to \$74,999	30	28	23	14	26	122
\$75,000 to \$99,999	7	8	5	3	5	28
\$100,000 to \$149,999	16	16	13	7	14	65
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	217	195	149	89	173	823

Source: ESRI; Urban Decision Group

Renter Households	2019 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$15,000	50	41	30	18	35	175
\$15,000 to \$24,999	47	37	29	18	33	163
\$25,000 to \$34,999	22	21	17	10	19	89
\$35,000 to \$49,999	48	44	34	20	40	185
\$50,000 to \$74,999	34	33	26	15	29	137
\$75,000 to \$99,999	6	7	5	2	6	27
\$100,000 to \$149,999	17	17	13	7	15	70
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	224	200	154	90	177	846

Source: ESRI; Urban Decision Group

The Site PMA has experienced positive population and household growth between 2000 and 2017, each increasing by more than 10% during this time. It is projected that the population will increase by 120, or 1.5%, between 2017 and 2019, while the number of households is projected to increase by 37 households, or 1.4% over 2017 levels. Given that virtually all age segments are projected to have at least some growth over the next couple of years, it is expected that the demand for housing for both families and seniors will increase. The 825 renter households in the Site PMA in 2017 represent a good base of potential support for the subject development. This base of renters is projected to increase slightly over the next two years, adding to the demand for rental housing.

Section F – Economic Trends

1. LABOR FORCE PROFILE

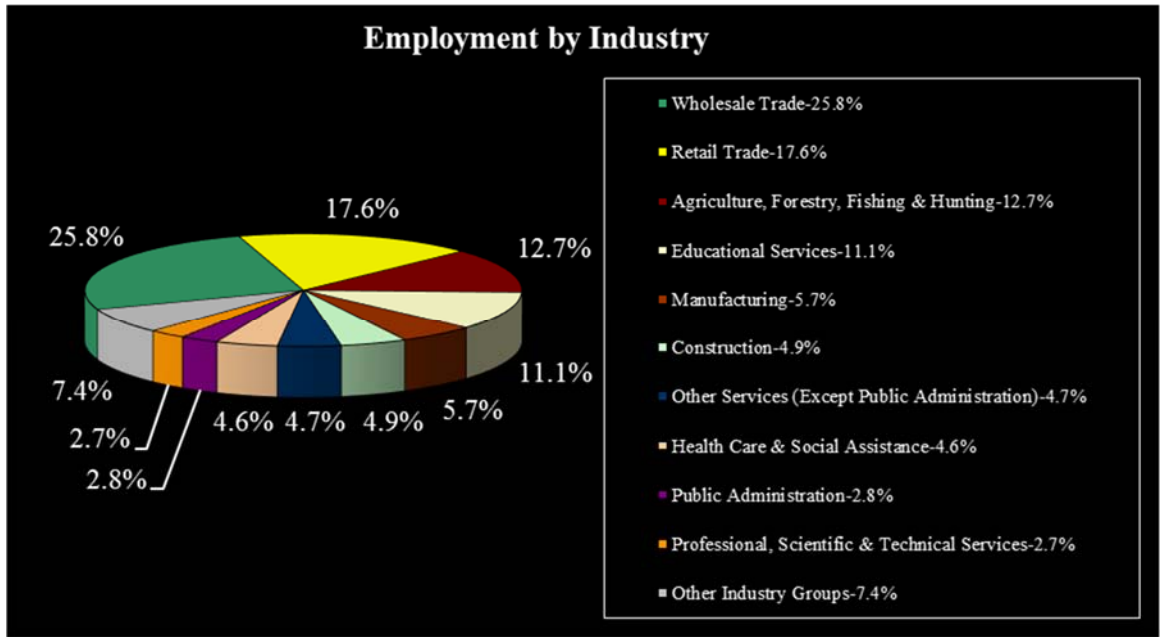
The labor force within the Omega Site PMA is based primarily in four sectors. Wholesale Trade (which comprises 25.8%), Retail Trade, Agriculture, Forestry, Fishing & Hunting and Educational Services comprise over 67% of the Site PMA labor force. Employment in the Omega Site PMA, as of 2017, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	22	15.0%	153	12.7%	7.0
Mining	0	0.0%	0	0.0%	0.0
Utilities	0	0.0%	0	0.0%	0.0
Construction	15	10.2%	59	4.9%	3.9
Manufacturing	9	6.1%	68	5.7%	7.6
Wholesale Trade	7	4.8%	310	25.8%	44.3
Retail Trade	31	21.1%	212	17.6%	6.8
Transportation & Warehousing	7	4.8%	32	2.7%	4.6
Information	2	1.4%	16	1.3%	8.0
Finance & Insurance	7	4.8%	7	0.6%	1.0
Real Estate & Rental & Leasing	3	2.0%	5	0.4%	1.7
Professional, Scientific & Technical Services	5	3.4%	33	2.7%	6.6
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	5	3.4%	11	0.9%	2.2
Educational Services	3	2.0%	133	11.1%	44.3
Health Care & Social Assistance	4	2.7%	55	4.6%	13.8
Arts, Entertainment & Recreation	1	0.7%	4	0.3%	4.0
Accommodation & Food Services	3	2.0%	9	0.7%	3.0
Other Services (Except Public Administration)	14	9.5%	56	4.7%	4.0
Public Administration	6	4.1%	34	2.8%	5.7
Nonclassifiable	3	2.0%	5	0.4%	1.7
Total	147	100.0%	1,202	100.0%	8.2

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



Typical wages by job category for the South Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	South Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$87,480	\$114,210
Business and Financial Occupations	\$56,040	\$71,300
Computer and Mathematical Occupations	\$65,030	\$85,800
Architecture and Engineering Occupations	\$67,370	\$78,820
Community and Social Service Occupations	\$36,620	\$45,460
Art, Design, Entertainment and Sports Medicine Occupations	\$38,050	\$52,710
Healthcare Practitioners and Technical Occupations	\$67,840	\$74,310
Healthcare Support Occupations	\$24,050	\$28,330
Protective Service Occupations	\$32,530	\$36,610
Food Preparation and Serving Related Occupations	\$19,990	\$20,530
Building and Grounds Cleaning and Maintenance Occupations	\$22,980	\$25,010
Personal Care and Service Occupations	\$22,270	\$24,390
Sales and Related Occupations	\$27,190	\$38,060
Office and Administrative Support Occupations	\$30,840	\$35,470
Construction and Extraction Occupations	\$33,540	\$40,540
Installation, Maintenance and Repair Occupations	\$39,830	\$44,550
Production Occupations	\$30,640	\$33,500
Transportation and Moving Occupations	\$29,830	\$33,720

Source: U.S. Department of Labor, Bureau of Statistics

Most annual blue-collar salaries range from \$19,990 to \$39,830 within the South Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$68,752. It is important to note that most occupational types within the South Georgia Nonmetropolitan Area have slightly lower typical wages than the state of Georgia's typical wages. The proposed project will target low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will be able to draw support.

2. MAJOR EMPLOYERS

The ten largest employers within the Tift County are summarized in the table below. Note that the number employed, year established and salary range was not readily available for these top employers. However, these employers are well-established in the market and likely offer salaries/wages typical of those reported for the South Georgia Nonmetropolitan Area and reflected in the *Typical Wage by Occupation Type* table earlier in this section.

Industry	Business Type
Abraham Baldwin Agricultural College	Trade Education
American Textile Company	Textile Manufacturing
Heatcraft Refrigeration Products, LLC	Refrigeration Equipment
Kelley Manufacturing Company	Farm Equipment
Labor Finders	Industrial Staffing
Orgill, Inc.	Hardware/Retail
Target	Retail
United Parcel Service, Inc.	Package Delivery
University Of Georgia	Higher Education
Walmart	Retail

Source: Georgia Labor Market Explorer: Local Area Profiles (Q3 2017)

Extensive research shows that there have been no major business expansions since 2015, within the Omega area.

WARN (layoff notices):

According to the Georgia Department of Economic Development, there have been no WARN notices of large-scale layoffs/closures reported for Tift County since January 2016.

3. EMPLOYMENT TRENDS

The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

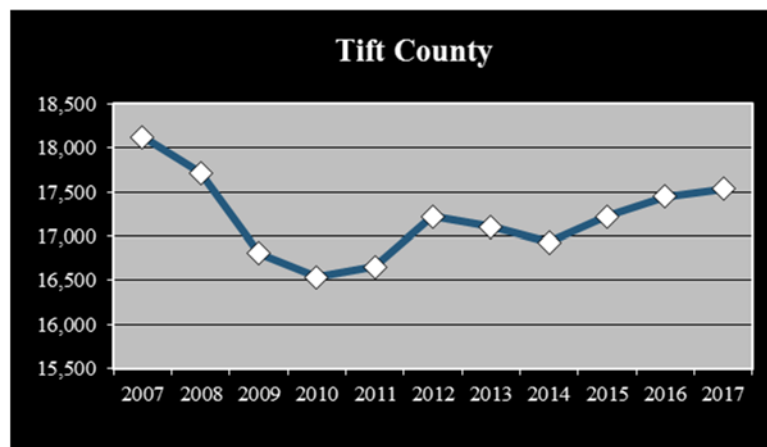
Excluding 2017, the employment base has increased by 1.3% over the past five years in Tift County, less than the Georgia state increase of 7.1%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Tift County, the state of Georgia and the United States.

Year	Total Employment					
	Tift County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2007	18,121	-	4,597,640	-	146,388,400	-
2008	17,720	-2.2%	4,575,010	-0.5%	146,047,748	-0.2%
2009	16,808	-5.1%	4,311,854	-5.8%	140,696,560	-3.7%
2010	16,537	-1.6%	4,202,052	-2.5%	140,469,139	-0.2%
2011	16,652	0.7%	4,263,305	1.5%	141,791,255	0.9%
2012	17,226	3.4%	4,348,083	2.0%	143,621,634	1.3%
2013	17,109	-0.7%	4,367,147	0.4%	144,996,474	1.0%
2014	16,934	-1.0%	4,418,471	1.2%	147,403,607	1.7%
2015	17,223	1.7%	4,502,021	1.9%	149,648,686	1.5%
2016	17,448	1.3%	4,656,255	3.4%	152,001,644	1.6%
2017*	17,536	0.5%	4,767,833	2.4%	152,065,874	0.0%

Source: Department of Labor; Bureau of Labor Statistics

*Through May



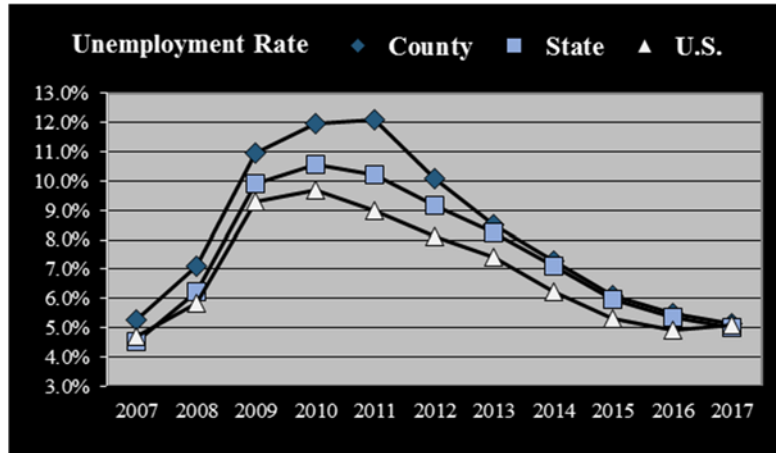
As the preceding illustrates, the Tift County employment base has fluctuated over the past 10 years, but has experienced steady growth since 2014.

Unemployment rates for Tift County, the state of Georgia and the United States are illustrated as follows:

Year	Unemployment Rate		
	Tift County	Georgia	United States
2007	5.3%	4.5%	4.7%
2008	7.1%	6.2%	5.8%
2009	10.9%	9.9%	9.3%
2010	12.0%	10.6%	9.7%
2011	12.1%	10.2%	9.0%
2012	10.1%	9.2%	8.1%
2013	8.5%	8.2%	7.4%
2014	7.3%	7.1%	6.2%
2015	6.1%	6.0%	5.3%
2016	5.5%	5.4%	4.9%
2017*	5.2%	5.0%	5.1%

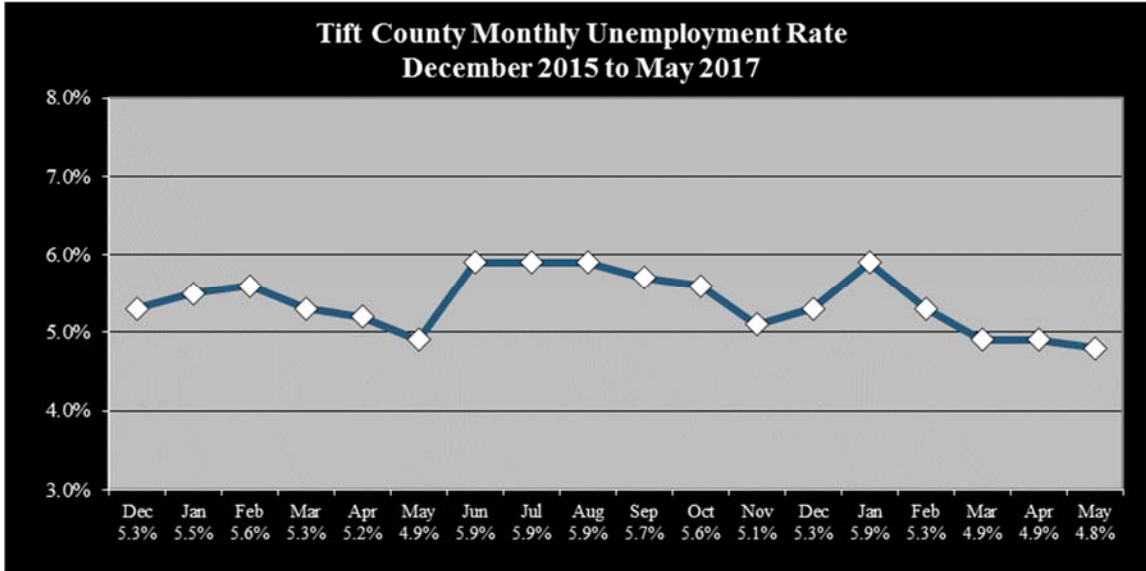
Source: Department of Labor, Bureau of Labor Statistics

*Through May



The unemployment rate in Tift County has ranged between 5.2% and 12.1%, slightly above the state average since 2007. After peaking at 12.1% in 2011, the county's unemployment rate has declined in each of the past six years.

The following table illustrates the monthly unemployment rate in Tift County for the most recent 18-month period for which data is currently available.



The county's monthly unemployment rate has fluctuated slightly over the past 18 months but has generally remained between 5.0% and 6.0%.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Tift County.

In-Place Employment Tift County			
Year	Employment	Change	Percent Change
2006	21,019	-	-
2007	19,576	-1,443	-6.9%
2008	19,044	-532	-2.7%
2009	18,206	-838	-4.4%
2010	17,990	-216	-1.2%
2011	17,990	0	0.0%
2012	18,338	348	1.9%
2013	18,602	264	1.4%
2014	18,665	63	0.3%
2015	19,083	418	2.2%
2016	19,057	-26	-0.1%

Source: Department of Labor, Bureau of Labor Statistics

Data for 2016, the most recent year that year-end figures are available, indicates in-place employment in Tift County to be 109.2% of the total Tift County employment. This means that Tift County has more employed persons coming to the county from other counties for work (daytime employment) than those who both live and work there.

4. ECONOMIC FORECAST

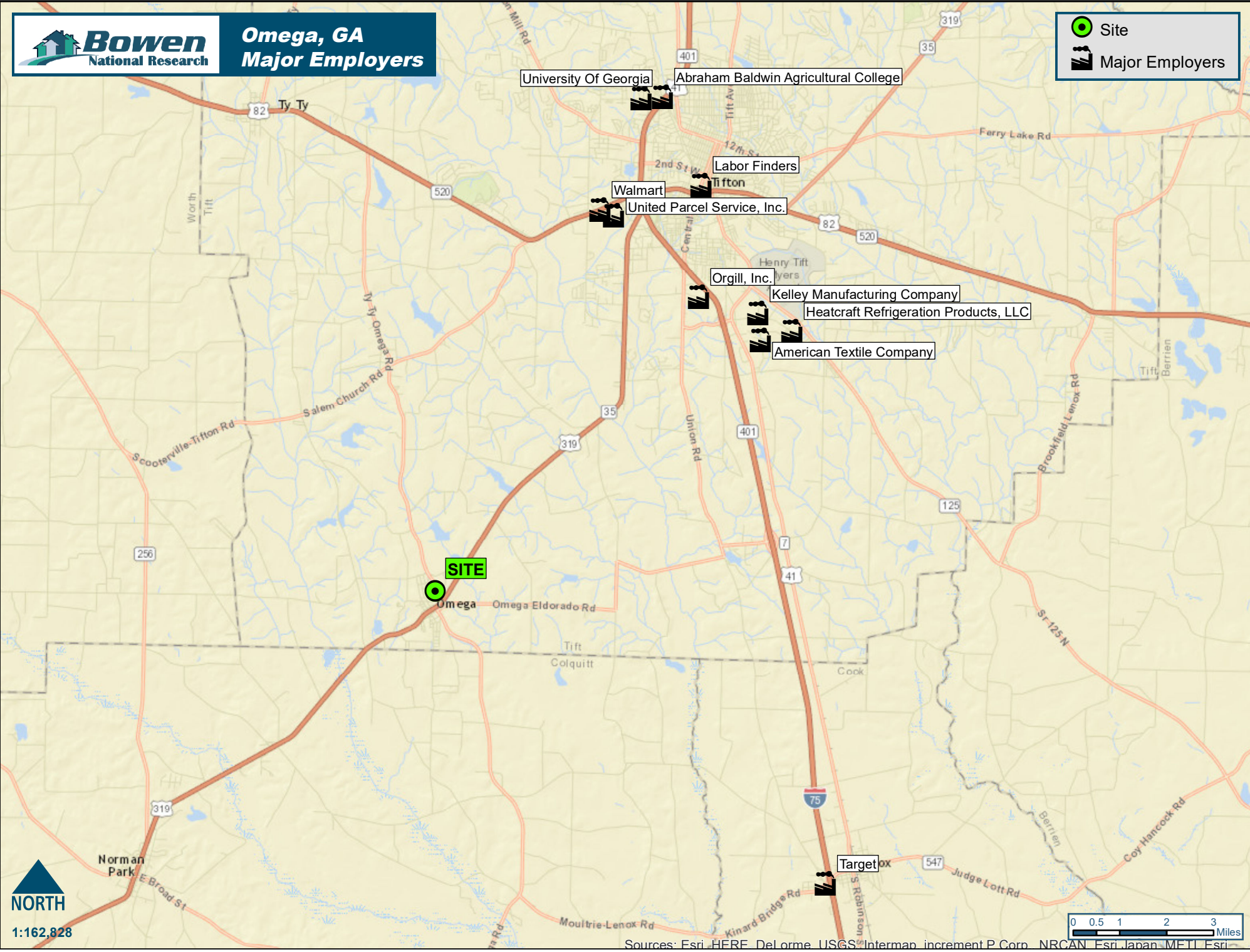
Wholesale Trade (which comprises 25.8%), Retail Trade, Agriculture, Forestry, Fishing & Hunting and Educational Services comprise over 67% of the Site PMA labor force. The proposed project will target low-income households. The area employment base has a significant number of wage-appropriate occupations from which the subject project will be able to draw support. The Tift County employment base has fluctuated over the past 10 years, but has experienced steady growth since 2014. After peaking at 12.1% in 2011, the county's unemployment rate has declined in each of the past six years. Overall, recent economic trends in the county have been positive and it is expected that the local economy will experience slow but positive growth for the foreseeable future.

A map illustrating notable employment centers is on the following page.



Omega, GA Major Employers

- Site
- Major Employers



NORTH
1:162,828

0 0.5 1 2 3 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

Section G – Project-Specific Demand Analysis

The subject project currently operates under the income and rent requirements of the RD Section 515 and Low-Income Housing Tax Credit (LIHTC) programs. While the project will be renovated with 4% Tax-Exempt Bond financing, it is expected to follow the same household eligibility requirements that are currently in effect. Regardless, we have provided various demand scenarios that evaluate the depth of continued support for the project under the RD program and in the event the project had to operate exclusively under the 4% Tax-Exempt Bond program.

1. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the subject project's potential.

Under the Tax Credit program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within Tift County, which has a four-person median household income of \$48,200 for 2017. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size at 60% of AMHI.

Household Size	Maximum Allowable Income
	60%
One-Person	\$20,280
Two-Person	\$23,160
Three-Person	\$26,040

a. Maximum Income Limits

The largest units (two-bedroom) at the subject site are expected to continue to house up to three-person family households. As such, the maximum allowable income at the subject site is **\$26,040**.

b. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to GDCA/GHFA market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while older person (age 55 and older) and elderly (age 62 and older) projects should utilize a 40% rent-to-income ratio.

The proposed LIHTC units will have a lowest gross rent of \$495 (at 60% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$5,940. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$16,971.

Since the subject project will retain RA through Rural Development on 18 units, the project will continue to serve households with little to no income. As such, we have also conducted a capture rate analysis that considers the project to continue to operate with RA.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required to live at the renovated subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate under the RD 515 program and under the Tax Credit program separately.

Unit Type	Income Range	
	Minimum	Maximum
Rural Development/Tax Credit with RA	\$0	\$26,040
LIHTC Only without RA	\$16,971	\$26,040

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority:

- a. Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using current renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households.*

b. Demand from Existing Households: The second source of demand should be projected from:

- **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent.*

Based on Table B25074 of the American Community Survey (ACS) 2011-2015 5-year estimates, approximately 43.7% to 61.7% (depending upon targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing.*

Based on Table B25016 of the American Community Survey (ACS) 2011-2015 5-year estimates, 7.7% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.

- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study.*

Not applicable, as the subject project will not be age-restricted.

- c. **Other:** *DCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of competitive vacant and/or units constructed in the past two years (2015/2016) is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2015 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **DCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from DCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.**

There are no general-occupancy LIHTC properties that were funded and/or built during the projection period (2015 to current). Additionally, there are no existing LIHTC properties operating below a stabilized occupancy of 90.0% within the Site PMA. As such, there were no existing LIHTC properties included as part of supply in our demand analysis.

Two demand scenarios have been analyzed for the subject project. Scenario one assumes all rental assisted units are leasable (and will remain occupied) and also accounts for any current tenants which will continue to income-qualify to reside at the property under the Tax Credit guidelines, per GDCA guidelines. Scenario two provides demand estimates for the entire subject project assuming both the retention of Rental Assistance (RA) and the unlikely scenario the property had to operate exclusively under the Tax Credit guidelines. The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income			
	Scenario One (Less units to remain occupied post renovations)		Scenario Two (Overall Demand Estimates)	
	RD 515/LIHTC w/ RA (\$0 - \$26,040)	RD 515/ LIHTC Without RA (\$16,971 - \$26,040)	RD 515/LIHTC w/ RA (\$0 - \$26,040)	LIHTC Only Without RA (\$16,971 - \$26,040)
Demand From New Renter Households (Income-Appropriate)	348 - 349 = -1	140 - 138 = 2	348 - 349 = -1	140 - 138 = 2
+				
Demand From Existing Households (Rent Overburdened)	349 X 61.7% = 215	138 X 43.7% = 60	349 X 61.7% = 215	138 X 43.7% = 60
+				
Demand From Existing Households (Renters In Substandard Housing)	349 X 7.7% = 27	138 X 7.7% = 11	349 X 7.7% = 27	138 X 7.7% = 11
=				
Demand Subtotal	241	73	241	73
+				
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	241	73	241	73
-				
Supply (Directly Comparable Units Built and/or Funded Since 2015)	0	0	0	0
=				
Net Demand	241	73	241	73
Proposed Units	1*	12*	36	36
Proposed Units/ Net Demand	1* / 241	12 / 73	36 / 241	36 / 73
Capture Rate	= 0.4%	= 16.4%	= 14.9%	= 49.3%

N/A – Not Applicable

*Assumes all occupied RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Per GDCA guidelines, capture rates below 30% for projects in urban markets and below 35% for projects in rural markets are considered acceptable. As such, the subject's overall capture rate of 14.9% when assuming the retention of RA is considered achievable and demonstrates a sufficient base of support for the subject project under this scenario. In the unlikely event RA was lost and the property was to operate exclusively under the LIHTC guidelines, the overall capture rate increases to 49.3%, which suggests a more limited base of support for the subject project in this unlikely scenario. Effectively, however, the subject project will only need to fill the currently vacant units and those which would become vacant from tenant turnover due to tenants no longer qualifying under the LIHTC guidelines. In this scenario, the RA units would have a capture rate of 0.4%, while the non-RA units would have a capture rate of 16.4%, both of which are considered achievable and are below the GDCA threshold of 35% for projects in rural markets. In reality, the developer will also provide a Private Rental Assistance (PRA) subsidy which will be made available to all current unassisted tenants. When considering the retention of RA and the availability of this PRA subsidy, most if not all current tenants will continue to qualify and remain at the property post renovations. Thus, the subject's effective capture rate(s) is lower than that reflected in the preceding table.

Based on the distribution of households by household size, our survey of conventional apartments and the distribution of bedroom types in balanced markets, the estimated shares of demand by bedroom type for the Site PMA are distributed as follows.

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	35%
Two-Bedroom	45%
Three-Bedroom+	20%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows. Note the following demand estimates by bedroom type have also been provided for each of the scenarios previously detailed in this section of the report.

Scenario One (Less units to remain occupied post renovations)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
RD 515/LIHTC with Rental Assistance (RA)										
One-Bedroom (35%)	60%	1***	84	0	84	1.2%	1 Month	\$501	\$475-\$513	\$426
One-Bedroom	Total	1***	84	0	84	1.2%	1 Month	-	-	-
LIHTC Only										
One-Bedroom (35%)	60%	10***	26	0	26	38.5%	4 Months	\$501	\$475-\$513	\$426
One-Bedroom	Total	10***	26	0	26	38.5%	4 Months	-	-	-
LIHTC Only										
Two-Bedroom (45%)	60%	2***	33	0	33	6.1%	1 Month	\$587	\$570-\$800	\$461
Two-Bedroom	Total	2***	33	0	33	6.1%	1 Month	-	-	-

*Includes overlap between the targeted income levels at the subject site.

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

***Assumes all RA units are leasable and will remain occupied and the retention of current tenants which will continue to income-qualify under the LIHTC guidelines post renovations, per GDCA guidelines. These units have been excluded from these demand estimates.

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in *Addendum F*.

Scenario Two (Entire Property)

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
RD 515/LIHTC with Rental Assistance (RA)										
One-Bedroom (35%)	60%	24	84	0	84	28.6%	3 Months	\$501	\$475-\$513	\$426
One-Bedroom	Total	24	84	0	84	28.6%	3 Months	-	-	-
LIHTC Only										
One-Bedroom (35%)	60%	24	26	0	26	92.3%	> 1 Year	\$501	\$475-\$513	\$426
One-Bedroom	Total	24	26	0	26	92.3%	> 1 Year	-	-	-
LIHTC Only										
Two-Bedroom (45%)	60%	12	33	0	33	36.4%	6 Months	\$587	\$570-\$800	\$461
Two-Bedroom	Total	12	33	0	33	36.4%	6 Months	-	-	-

*Includes overlap between the targeted income levels at the subject site.

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

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in *Addendum F*.

The capture rates by bedroom type and AMHI level range from 0.0% to 38.5% under scenario one, demonstrating a sufficient base of support for the subject units which would need re-rented following renovations. Under scenario two (entire property), the subject's capture rates by bedroom type range from 11.1% to 28.6% assuming the retention of RA and from 36.4% to 92.3% in the unlikely event RA was lost and the property was to operate exclusively under the LIHTC guidelines. The capture rate of 92.3% for the subject's one-bedroom units in the LIHTC only scenario is indicative of a limited base of support for these unit types under this unlikely scenario. All other capture rates by bedroom type are considered acceptable within the Omega market. Regardless, in reality most (if not all) current tenants are expected to remain at the property post renovations due to the retention of RA and availability of the developer-provided PRA subsidy. Thus, the subject's capture rates by bedroom type are effectively lower than those illustrated in the preceding tables.

Section H – Rental Housing Analysis (Supply)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Omega Site PMA in 2010 and 2017 (estimated) are summarized in the following table:

Housing Type	2010 (Census)		2017 (Estimated)	
	Housing Units	Percent	Housing Units	Percent
Total Occupied	2,464	89.7%	2,656	91.0%
Owner-Occupied	1,810	73.5%	1,832	69.0%
Renter-Occupied	654	26.5%	825	31.0%
Vacant	282	10.3%	262	9.0%
Total	2,746	100.0%	2,918	100.0%

Source: ESRI, Census 2010

Based on a 2017 update of the 2010 Census, of the 2,918 total housing units in the market, 9.0% were vacant. Notably, both the number and share of vacant housing units declined between 2010 and 2017, a good indication of an improving overall housing market within the Site PMA.

The following table illustrates the status of vacant units within the Site PMA for 2010.

Vacant Units	Number	Percent
For Rent	61	21.6%
For-Sale Only	21	7.4%
Renter/Sold, Not Occ.	15	5.3%
Seasonal or Recreational	36	12.8%
Other Vacant	149	52.8%
Total	282	100.0%

Source: 2010 Census

Based on the 2010 Census, of the 282 vacant units in the Site PMA, 52.8% are classified as “Other Vacant”, while 21.6% are classified as “For Rent”. This is a good indication that the vacant housing units included in the earlier table are not reflective of the long-term rental housing market within the Site PMA. Regardless, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental market within the Site PMA.

The estimated distribution of occupied housing by units in a structure and tenure is detailed within the following table.

Units in Structure	Owner		Renter	
	Number	Percent	Number	Percent
1, Detached	1,008	54.8%	251	35.5%
1, Attached	10	0.5%	1	0.1%
2 to 4	2	0.1%	43	6.1%
5 to 9	0	0.0%	7	1.0%
10 to 19	0	0.0%	10	1.4%
20 to 49	0	0.0%	29	4.1%
50+	0	0.0%	8	1.1%
Mobile Homes	821	44.6%	354	50.0%
Boat, RV, Vans	0	0.0%	5	0.7%
Total	1,841	100.0%	708	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

Over 93.0% of all renter-occupied housing units in the Site PMA are comprised within single-family homes, structures comprised of less than ten units, mobile homes, or boat, RV and vans. This is a clear indication of a very limited supply of conventional (units located within structures containing ten or more units) rental product within the Omega Site PMA. This is further evident by our Field Survey of Conventional Rentals, and later in this section of the report, as the only conventional rental property surveyed in this market is the existing subject site.

The following tables demonstrate the share of substandard housing found in the Site PMA, based on the presence or absence of kitchen and bathroom facilities:

	Kitchen Characteristics			
	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
Complete Kitchen	1,828	99.3%	706	99.6%
Lacking Complete Kitchen	13	0.7%	3	0.4%
Total	1,841	100.0%	709	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

	Bathroom Characteristics			
	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
Complete Plumbing	1,828	99.3%	682	96.1%
Lacking Complete Plumbing	13	0.7%	28	3.9%
Total	1,841	100.0%	710	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

Based on the 2011-2015 ACS estimates, the percentage of owner- and renter-occupied housing with incomplete kitchen facilities was 0.7% and 0.4%, respectively, while 3.9% of renter-occupied households had incomplete plumbing facilities compared with the 0.7% of owner-occupied households.

The following table illustrates the percentage of households that are living in crowded quarters, as defined by the presence of 1.01 or more occupants per room.

	Owner-Occupied		Renter-Occupied	
	Number	Percent	Number	Percent
1.0 Or Less Occupants Per Room	1,777	96.5%	684	96.2%
1.01 Or More Occupants Per Room	65	3.5%	27	3.8%
Total	1,842	100.0%	711	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

The number of renter-occupied housing units with 1.01 or more occupants per room and considered overcrowded was 3.8% of the households, compared with 3.5% of owner-occupied households.

Owner and renter cost as a percent of income is illustrated in the following table:

Percentage of Income	Owner		Renter	
	Number	Percent	Number	Percent
Less Than 20%	1,030	55.9%	250	35.2%
20% to 29%	268	14.6%	101	14.2%
30% or More	428	23.2%	233	32.8%
Not Computed	115	6.2%	126	17.7%
Total	1,841	100.0%	710	100.0%

Source: American Community Survey (2011-2015); ESRI; Urban Decision Group; Bowen National Research

As the preceding illustrates, 32.8% of renter households in the market pay more than 30% of their income towards rent, which is lower than the national average of 47.9%.

Conventional Rentals

As previously discussed, and detailed by our Field Survey of Conventional Rentals, a very limited supply of conventional rental product is offered within the Omega Site PMA, due to the very rural nature of this market. In fact, the only conventional rental property surveyed in the Site PMA was the existing subject project, which offers a total of 36 units which are 91.7% occupied. Although lower than most subsidized occupancy rates, this 91.7% occupancy rate is reflective of just three (3) vacant units at the subject site, which is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Tax Credit/Government-Subsidized	1	36	3	91.7%
Total	1	36	3	91.7%

As previously stated, the three vacant units reported at the one Government-Subsidized property (subject site) surveyed results in a lower than typical occupancy rate of 91.7%. It is also of note that two of the three vacant units are units which do not receive Rental Assistance (RA), thus requiring tenants of these units to effectively pay non-subsidized rents. Having some vacant non-RA units is not unusual among rental properties located in rural markets such as the Omega Site PMA. Filling the one (1) currently vacant unit which does receive RA would result in an occupancy rate above 94.0% for the property.

Due to the lack of conventional rental product, particularly non-subsidized product, in the Site PMA, it was necessary to identify and survey comparable non-subsidized (Tax Credit and market-rate) product outside the market area in order to establish a good base of comparison for the subject project. Thus, we surveyed a total of seven such properties outside the Site PMA, but within the nearby areas of Moultrie and Tifton, Georgia. These properties have been included in our comparable Tax Credit analysis later in this section of the report, as well as the Achievable Market Rent (Addendum F) section of this report.

2. SUMMARY OF ASSISTED PROJECTS

The one federally assisted and/or Tax Credit property (subject site) surveyed in the market was surveyed in July of 2017 and is summarized in the following table.

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)	
						One-Br.	Two-Br.
1	Meadow Crossing Apts. (Site)	TAX & RD 515	1994	36	91.7%	\$479 - \$654 (24)	\$530 - \$635 (12)
Total				36	91.7%		

Note : Contact names and method of contact, as well as amenities and other features are listed in the field survey
 OCCUP. - Occupancy
 TAX - Tax Credit
 RD - Rural Development

The one federally assisted/Tax Credit property surveyed in the market is the proposed subject site, which offers a total of 36 general-occupancy units operating under the Rural Development 515 (RD 515) and Low-Income Housing Tax Credit (LIHTC) programs. A total of three (3) vacant one-bedroom units are currently reported at this property, resulting in an abnormally low occupancy rate of 91.7%. Notably, two of the three vacant units reported at this property are units which do not receive RA. This is not uncommon to have some vacant non-RA units in rural markets such as the Omega Site PMA.

HOUSING CHOICE VOUCHER HOLDERS

According to the Georgia Department of Community Affairs, there are approximately 97 Housing Choice Voucher holders within Tift County and 141 people on the waiting list for an additional Voucher. This reflects the continuing need for Housing Choice Voucher assistance.

If the rents do not exceed the Payment Standards established by the local/regional housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Georgia Department of Community Affairs (DCA) Rental Assistance Division - Tift County, the regional Payment Standards, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$518	\$495 (60%)
Two-Bedroom	\$654	\$565 (60%)

As the preceding table illustrates, the proposed gross rents are below the Payment Standards set by the Georgia Department of Community Affairs (DCA) Rental Assistance Division - Tift County. As such, those who hold Housing Choice Vouchers will likely respond to the non-Rental Assistance (RA) units at the subject development. This will likely increase the base of income-appropriate renter households within the Omega Site PMA for the non-RA units at the subject project and has been considered in our absorption estimates in *Section I* of this report. Currently, the subject project reports one unit as being occupied by a tenant which holds a Housing Choice Voucher.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with local planning representatives, it was determined that there are no rental housing projects planned within the Site PMA.

Building Permit Data

The following table illustrates single-family and multifamily building permits issued within Tift County for the past ten years:

Housing Unit Building Permits for Tift County:										
Permits	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Multifamily Permits	0	0	0	0	12	8	28	22	33	120
Single-Family Permits	121	80	53	47	38	48	40	37	38	39
Total Units	121	80	53	47	50	56	68	59	71	159

Source: SOCDs Building Permits Database at <http://socds.huduser.org/permits/index.html>

As the preceding illustrates, multifamily permits have increased each year since 2014 within Tift County. It is of note, however, that building permit data was not available for the city of Omega. The multifamily building permits illustrated in the preceding table are likely reflective of permits issued in other portions of Tift County, such as the city of Tifton, which is more populated than the Omega market. Our Field Survey of Conventional Rentals and interviews with local planning and building officials further demonstrate that there has been no recent multifamily development within the Omega market. Although the subject project will not add any new units to the market during renovations, the proposed renovations will provide some updated/modern rental units within this market.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

Following renovations, the subject project will offer one- and two-bedroom units targeting general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. As detailed throughout this report, there are no LIHTC properties offered within the Omega Site PMA, aside from the existing subject site. As such, we have surveyed three general-occupancy LIHTC properties located outside the Site PMA in the nearby towns of Moultrie and Tifton, Georgia which offer unit types similar to the subject project, in the way of bedroom types and AMHI levels targeted. Since these properties are located outside the Site PMA, they derive demographic support from different geographic areas as compared to the subject site. As such, these properties are not considered competitive and have been included for comparability purposes only.

The three comparable LIHTC properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum B, *Comparable Property Profiles*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Meadow Crossing Apartments	1994 / 2019	37	91.7%	-	None	Families; 60% AMHI & RD 515
903	Groves Apts.	2006	72*	100.0%	11.2 Miles	120 H.H.	Families; 30%, 50%, & 60% AMHI
912	Ashton Crossings	1999	64	100.0%	21.6 Miles	50 H.H.	Families; 50% & 60% AMHI
913	Tallokas Pointe	2015	47	100.0%	19.5 Miles	None	Families; 50% & 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. - Occupancy

*Tax Credit units only

All three comparable LIHTC properties surveyed are 100.0% occupied and two maintain waiting lists for their next available units. These are clear indications of strong demand for non-subsidized family-oriented LIHTC product within the region. It is important to reiterate, however, that the subject project currently reports two vacant non-RA units which suggests that non-subsidized rental product is in less demand within the Omega market as compared to the larger surrounding areas in which the comparable properties are located.

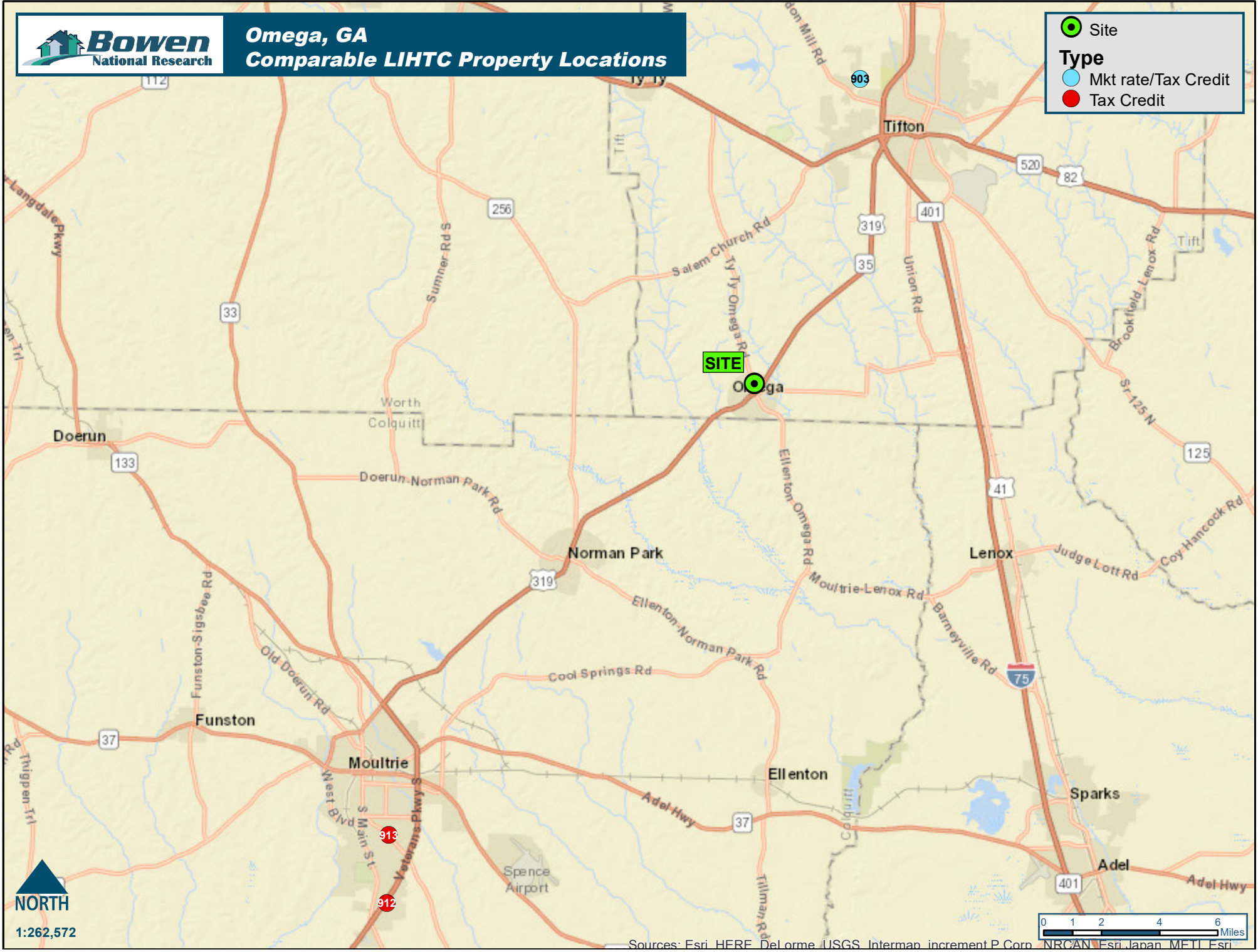
The map on the following page illustrates the location of the comparable Tax Credit properties relative to the proposed subject site location.



Omega, GA Comparable LIHTC Property Locations

Site
● Site

Type
● Mkt rate/Tax Credit
● Tax Credit



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Meadow Crossing Apartments	\$495/60% (24)	\$565/60% (12)	-	-
903	Groves Apts.	\$254/30% (6/0)	\$308/30% (12/0)	\$365/30% (6/0)	None
		\$432/50% (6/0)	\$521/50% (12/0)	\$611/50% (6/0)	
		\$459/60% (6/0)	\$524/60% (12/0)	\$646/60% (6/0)	
912	Ashton Crossings	\$442/50% (5/0)	\$530/50% (13/0)	\$613/50% (10/0)	None
		\$486/60% (3/0)	\$608/60% (15/0)	\$793/60% (18/0)	
913	Tallokas Pointe	-	\$455-\$465/50% (7/0)	\$573-\$583/50% (4/0)	None
			\$479-\$489/60% (24/0)	\$583-\$593/60% (12/0)	

900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents are generally highest among those reported for similar unit types at the comparable LIHTC projects located outside the Site PMA in larger, more populated areas. It is also of note that the subject's proposed rents are approximately \$10 to \$15 higher than the current basic rents charged under the Rural Development 515 (RD 515) program and that the project currently reports two vacant non-RA units. These factors, along with the fact that the comparable LIHTC projects are superior to the subject project in the way of age, unit design (square feet and number of bathrooms), and amenities offered, are good indications that the proposed rents would need to be lowered in order to be marketable and represent a value within the Omega market. This only applies, however, to the non-RA units offered at the property and/or in the unlikely scenario that RA was lost and the property had to operate exclusively under the LIHTC guidelines. In reality, the subject project will retain RA and a Private Rental Assistance (PRA) subsidy will be provided by the developer to all current unassisted tenants. As such, most tenants are expected to continue to pay rents lower than the proposed LIHTC rents and will remain at the property post renovations.

The following table illustrates the weighted average *collected* rents of the comparable LIHTC projects by bedroom type.

Weighted Average Collected Rent Of Comparable LIHTC Units*	
One-Br.	Two-Br.
\$370	\$405

*Only unit types directly comparable to the subject units

The rent advantage for the proposed units is calculated as follows (average weighted market rent - proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$370	- \$426	-\$56	/ \$426	-13.1%
Two-Br.	\$405	- \$461	-\$56	/ \$461	-12.1%

As the preceding illustrates, the proposed subject's one- and two-bedroom rents represent negative rent advantages of -13.1% and -12.1%, respectively, as compared to the weighted average collected rent of the comparable LIHTC unit types surveyed. Please note however that this is in comparison to the *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in *Addendum F* of this report.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the region are compared with the subject development in the following table:

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Meadow Crossing Apartments	665	912	-
903	Groves Apts.	857	1,137	1,270
912	Ashton Crossings	744	972	1,188
913	Tallokas Pointe	-	1,056	1,211

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Meadow Crossing Apartments	1.0	1.5	-
903	Groves Apts.	1.0	2.0	2.0
912	Ashton Crossings	1.0	2.0	2.0
913	Tallokas Pointe	-	2.0	2.0

900 Series Map IDs are located outside the Site PMA

The subject project offers the smallest unit sizes (square feet) and a lesser number of bathrooms within its two-bedroom units as compared to similar unit types offered among the comparable LIHTC projects. Smaller unit sizes and a minimal number of bathrooms is typical, however, of older subsidized product such as that offered at the subject project. Further, the 91.7% occupancy rate reported at the property is a clear indication that the unit sizes (square feet) and number of bathrooms offered is appropriate for and marketable to the targeted tenant population.

The following tables compare the amenities of the subject development with the other LIHTC projects in the region.

COMPARABLE PROPERTIES AMENITIES - OMEGA, GEORGIA

MAP ID	APPLIANCES						UNIT AMENITIES											OTHER		
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS		E-CALL BUTTONS	PARKING
SITE	X	X				X	X		>		X	X					B		S	
903	X	X		X			X		C		X	X	X				B		S	Exterior Storage
912	X	X	X	X	X		X		C		X	X	X				B		S	Exterior Storage
913	X	X	X	X	X	X	X		C			X	X				B		S	Exterior Storage

MAP ID	PROJECT AMENITIES																OTHER			
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY	PICNIC AREA		SOCIAL SERVICES	BUSINESS CENTER	
SITE		X	X		X									X		X				Covered Pavilion
903	X	X	X			X		X		B				X		X				
912	X	X	X	X				X		B						X	X			
913		X	X		X			X						X		X				

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional

Window Treatments	
B - Blinds	C - Curtains
D - Drapes	

Parking	
A - Attached	C - Carport
D - Detached	O - On Street
S - Surface	G - Parking Garage
(o) - Optional	(s) - Some

Sports Courts	
B - Basketball	D - Baseball Diamonds
P - Putting Green	T - Tennis
V - Volleyball	X - Multiple

Floor Covering	
C - Carpet	H - Hardwood
V - Vinyl	W - Wood
T - Tile	

Community Space	
A - Activity Room	L - Lounge/Gathering Room
T - Training Room	



The subject project offers a limited overall amenity package as compared to those offered among the comparable LIHTC projects surveyed. Most notably, the comparable properties generally offer dishwashers, garbage disposals, ceiling fans, exterior storage areas, carpeted floors, and a playground. Regardless, a more limited amenity package is not unusual for older subsidized rental product such as that offered at the subject project and the 91.7% occupancy rate is further evidence that the amenity package offered is appropriate for the targeted tenant population.

Comparable/Competitive Tax Credit Summary

The Omega Site PMA is very rural in nature and thus offers a limited supply of LIHTC product. In fact, the existing subject site is the only LIHTC property offered within the Site PMA. We surveyed three comparable LIHTC properties located outside the Site PMA, but within the nearby areas of Moultrie and Tifton, for comparability purposes. These three properties are all 100.0% occupied and two maintain waiting lists. Note, however, that the existing subject project which operates under the LIHTC and RD 515 programs is 91.7% occupied and two of the three vacant units are non-RA units. This is a good indication that non-subsidized LIHTC product is in less demand within the Omega Site PMA, as compared to the larger, more populated areas, in which the comparable properties are located. The subject's proposed gross Tax Credit rents are generally the highest among similar unit types at the comparable properties. When considering the location of the comparables, their superior overall design as compared to the subject project, and the currently vacant units at the subject project, it is our opinion that the proposed Tax Credit rents would need to be lowered to a level below those reported among these comparable properties. This will allow the subject's non-RA units to be more marketable within the Omega market. The subject project is considered inferior the comparable properties in terms of age, unit design (square feet and number of bathrooms), and amenities offered. However, the 91.7% occupancy rate reported is a clear indication that these design deficiencies have not adversely impacted the subject's marketability. The subject project will retain RA on 18 of the 36 units and the developer will provide a PRA subsidy which will prevent current unassisted tenants from experiencing a rent increase post renovations. Thus, most, if not all, current tenants are expected to continue paying rents lower than the proposed Tax Credit rents and remain at the property, post renovations.

Comparable/Competitive Housing Impact

As detailed throughout this report, the subject project is the only conventional affordable rental property offered within the Omega Site PMA. As such, the proposed renovations to the subject project are not expected to have any adverse impact on occupancy rates among existing rental product in the market.

One page profiles of the Comparable/Competitive Tax Credit properties are included in *Addendum B* of this report.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$73,425. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$73,425 home is \$442, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$73,425
Mortgaged Value = 95% of Median Home Price	\$69,754
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$353
Estimated Taxes and Insurance*	\$88
Estimated Monthly Mortgage Payment	\$442

*Estimated at 25% of principal and interest

In comparison, the proposed monthly collected Tax Credit rents at the subject project range from \$426 to \$461, depending upon bedroom type. While some potential tenants of the subject project could potentially afford the cost of a typical monthly mortgage in this market, the number that could also afford the down payment, routine maintenance costs, and utility expenses associated with such a home is expected to be minimal. This is especially true when considering that the subject project will effectively operate with RA available to half (18) of the subject units, as this will allow many tenants to pay up to 30% of their adjusted gross income towards rent. Thus, these tenants will effectively pay subsidized rents lower than the proposed LIHTC rents previously detailed. Based on the preceding factors, we do not anticipate any competitive impact on or from the homebuyer market.

Section I – Absorption & Stabilization Rates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA/GHFA guidelines that assume a 2019 renovation completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2019.

According to management, the subject project is currently 91.7% occupied, reflective of just three vacant units. Based on our review of the most current tenant rent roll and assuming that Rental Assistance (RA) will be retained on a portion of the property and that a Private Rental Assistance (PRA) subsidy will be provided to all current unassisted tenants, it is anticipated that few, if any, of the current tenants will move from the project following renovations. Furthermore, it is important to note that the renovations at the subject site will not necessitate the displacement of current residents and the project will be renovated in such a way to minimize off-site relocation. Therefore, few if any, of the currently occupied subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 36 subject units will be vacated and that all units will have to be re-rented simultaneously, assuming the retention of RA on 18 of the 36 subject units.

It is our opinion that the 36 units at the subject site will reach a stabilized occupancy of 93.0% within six months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 11 to 12 units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. Changes to the project's rents, amenities, scope of renovations, or other features may invalidate our findings. We assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Finally, these absorption projections also assume that RA will be retained and that the non-RA units will operate at the proposed rent levels detailed throughout this report, following renovations. Should RA not be retained, the 36 LIHTC units at the subject site would likely experience an extended absorption period of over one year, given the more limited base of income-appropriate household support for the subject project under this scenario, as detailed by our demand calculations in Section G, and considering the high proposed gross Tax Credit rents and current vacancies reported at the property.

Regardless, it is important to remember that 18 of the 36 subject units will continue to receive RA following renovations, with tenants of these units continuing to pay up to 30% of their adjusted gross income towards housing costs. In addition, the Private Rental Assistance (PRA) subsidy to be provided by the developer to any current unassisted tenant will prevent such tenants from experiencing rent increases. Therefore, in reality, only the three currently vacant units will need to be rented immediately following renovations. The subject project would only need to fill one of these three currently vacant units in order to reach a stabilized occupancy rate of 93.0% or higher. It is our opinion that the subject project would be able to lease one of the three vacant units within the first month following renovations.

Section J – Interviews

The following are summaries of interviews conducted with various local sources regarding the need for affordable housing within the Omega Site PMA.

- Yolanda Baker, City Clerk for the planning and zoning department of Omega, said that there is a great need for more affordable multifamily housing in the area, and it would be beneficial if the current housing stock was updated.
- Ms. Amber Hardy, Property Manager for the subject site Meadow Crossing Apartments, stated that there is definitely a need for low-income housing in the Omega area. Ms. Hardy stated that she is always getting requests for availability and inquiries as to whether or not her property is in-fact an affordable/low-income property.

Section K – Conclusions & Recommendations

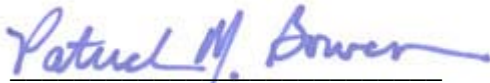
Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the subject project post renovations, assuming the project is renovated and operated as detailed within this report. Changes in the project's scope of renovations, rents, amenities and/or renovation completion date may alter these findings.

The Omega Site PMA is very rural in nature, which results in a limited supply of conventional rental product. In fact, the existing subject site is the only conventional rental property surveyed in the Site PMA. As such, we surveyed three LIHTC properties located outside the Site PMA in the nearby towns of Moultrie and Tifton for comparability purposes. These three properties are all 100.0% occupied. However, the subject project is 91.7% occupied and reports two (2) vacant non-RA units, indicating that non-subsidized LIHTC product is likely in less demand within the Omega Site PMA, as compared to the surrounding areas in which the comparable properties are located. This is not uncommon of rural markets such as the Omega Site PMA. When considering the location of the comparable properties and their superior overall design as compared to the subject project, as well as the current basic rent levels and vacant units reported at the subject project, the proposed Tax Credit rents are considered high. It is our opinion that the proposed Tax Credit rents would need to be lowered to a level below those reported among the comparable properties in order to be perceived a value and marketable within the Omega market. This would apply only to the non-RA units, however, and/or in the unlikely event that RA was lost and the property had to operate exclusively under the LIHTC guidelines. In reality, RA will be retained and a PRA subsidy provided by the developer will prevent rent increases on current unassisted tenants. Thus, most, if not all, current tenants will continue to pay lower rents than the proposed Tax Credit rents.

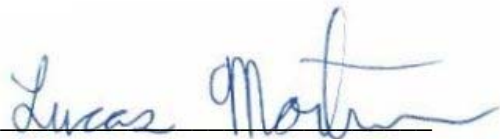
Demographically, the subject project will continue to be well supported, assuming the retention of RA, which is evidenced by the subject's overall capture rate of 14.9% under this scenario. A more limited base of support exists for the subject project in the unlikely event that RA was lost and the property had to operate exclusively under the LIHTC guidelines, as the capture rate increases to 49.3%. Regardless, the subject's effective capture rate is much lower, as most, if not all, current tenants are expected to remain at the property post renovations, due to the retention of RA and presence of the developer-provided PRA subsidy. Considering the preceding factors and given the lack of affordable rental product in the Site PMA, we do not anticipate the renovations of the subject project will have any adverse impact on occupancy rates among other rental product in this market, and the subject project will remain a value to low-income renters. We have no recommendations to the subject project at this time.

Section L - Signed Statement

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GA-DCA market study manual and GA-DCA Qualified Action Plan.



Patrick M. Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: August 14, 2017



Lucas Mortensen
Market Analyst
lukem@bowennational.com
Date: August 14, 2017



Craig Rupert
Market Analyst
craigr@bowennational.com
Date: August 14, 2017

Section M – Market Study Representation

The Georgia Department of Community Affairs (DCA) may rely on the representation made in the market study and that the market study is assignable to other lenders that are parties to the DCA loan transaction.

Section N - Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations at Bowen National Research. Ms. Johnson is involved in the day-to-day communication with clients. She has been involved in extensive market research in a variety of project types since 2006. Ms. Johnson has the ability to research, find, analyze and manipulate data in a multitude of ways. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Luke Mortensen, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Mortensen received his Bachelor's Degree in Sports Leadership and Management from Miami University.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

Garth Semple, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Semple graduated from Elizabethtown College and has a Bachelor of Arts degree in Sociology.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

OMEGA, GEORGIA

The following section is a field survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site.

The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Properties surveyed by name, address, telephone number, project type, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives, and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here. Note that projects are organized by project type.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Listings for unit and project amenities, parking options, optional charges, utilities (including responsibility), and appliances.
- Collected rent by unit type and bedrooms.
- Unit size by unit type and bedrooms.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- An analysis of units, vacancies, and median rent. Where applicable, non-subsidized units are distributed separately.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.

- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

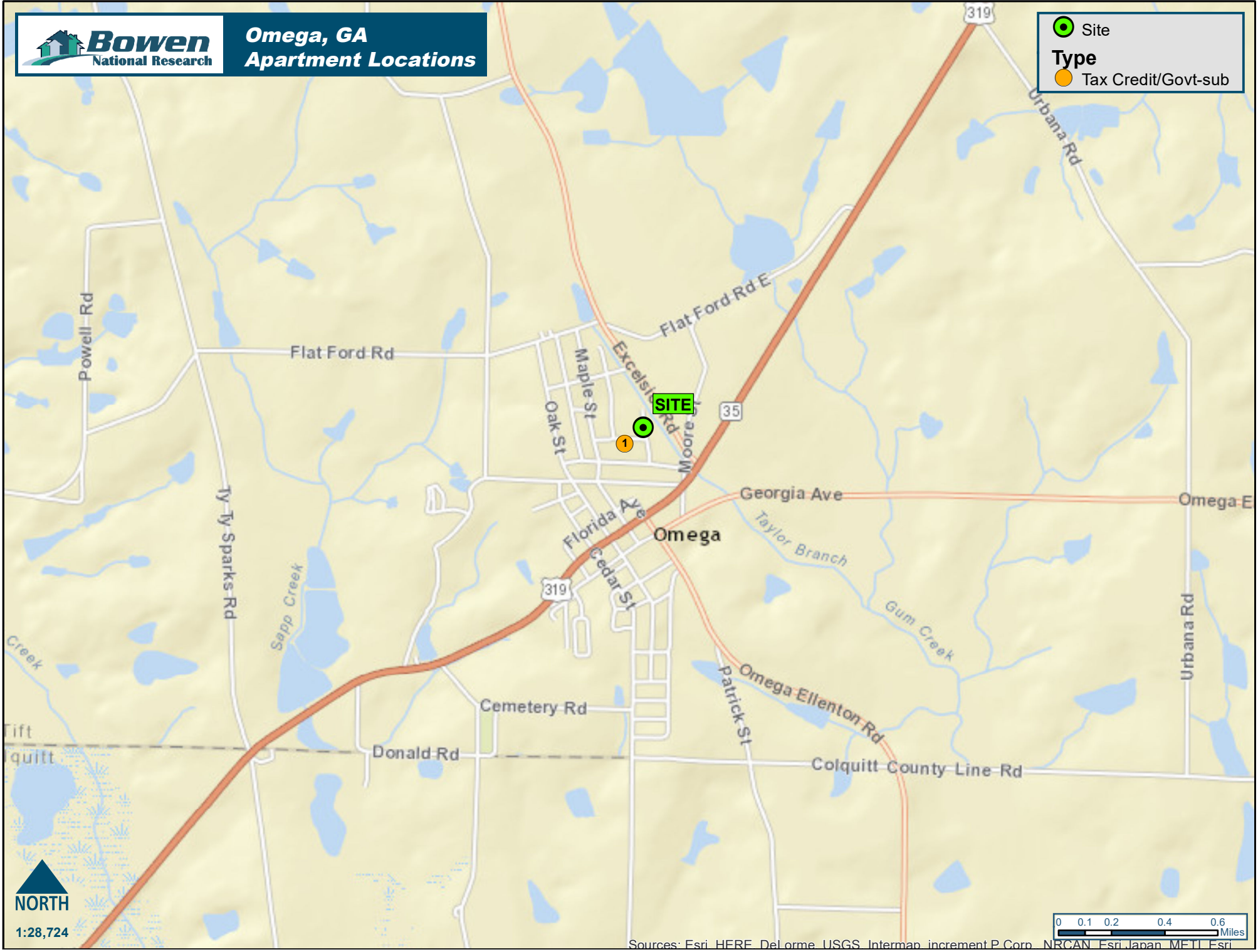
Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.



Omega, GA Apartment Locations

Site
●

Type
● Tax Credit/Govt-sub



NORTH
▲

1:28,724



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

MAP IDENTIFICATION LIST - OMEGA, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Meadow Crossing Apts. (Site)	TGS	B-	1994	36	3	91.7%	-

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
TGS	1	36	3	91.7%	0

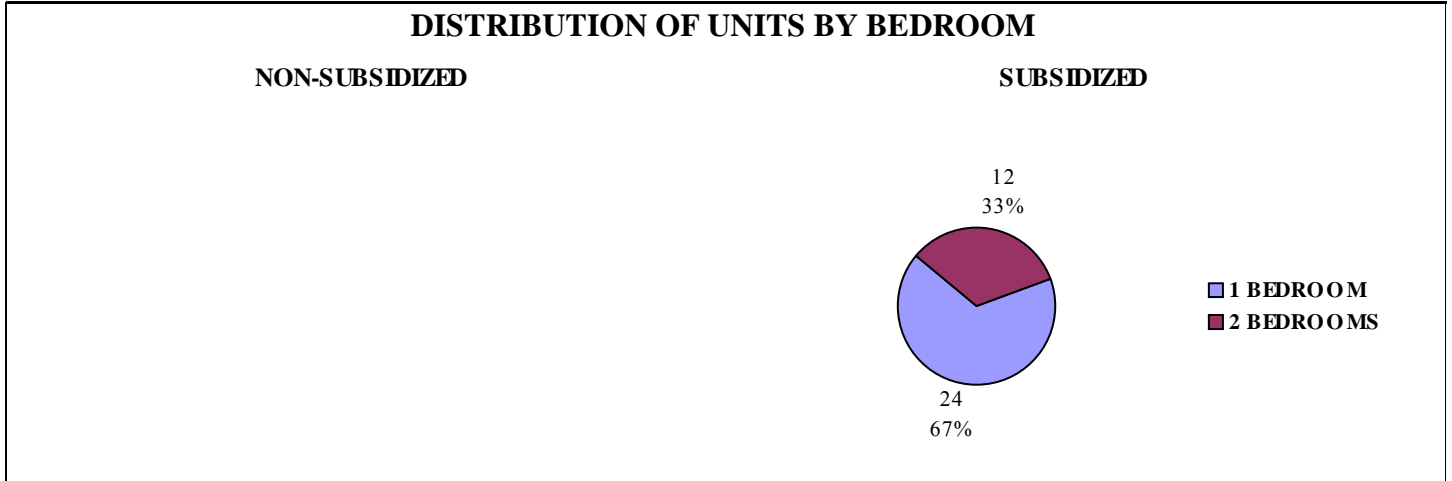
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)


Survey Date: July 2017

DISTRIBUTION OF UNITS - OMEGA, GEORGIA

TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	24	66.7%	3	12.5%	N.A.
2	1.5	12	33.3%	0	0.0%	N.A.
TOTAL		36	100.0%	3	8.3%	
GRAND TOTAL		36	-	3	8.3%	



SURVEY OF PROPERTIES - OMEGA, GEORGIA

1 Meadow Crossing Apts. (Site)			
	Address 408 Spinks St. Omega, GA 31775	Phone (229) 528-4881 (Contact in person)	Total Units 36 Vacancies 3
	Year Built 1994 Comments 60% AMHI; RD 515, has RA (18 units); HCV (1 unit); Select units have ceiling fan; One 3-br manager unit not included in total	Contact Amber	Occupied 91.7% Floors 1,2 Quality Rating B- Waiting List None

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: July 2017

TAX CREDIT UNITS - OMEGA, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
1	Meadow Crossing Apts. (Site)	24	665	1	60%	\$415 - \$590
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
1	Meadow Crossing Apts. (Site)	12	912	1.5	60%	\$445 - \$550

DISTRIBUTION OF UTILITIES - OMEGA, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	1	36	100.0%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	1	36	100.0%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	1	36	100.0%
			100.0%
ELECTRIC			
TENANT			
	1	36	100.0%
			100.0%
WATER			
LANDLORD			
	1	36	100.0%
			100.0%
SEWER			
LANDLORD			
	1	36	100.0%
			100.0%
TRASH PICK-UP			
LANDLORD			
	1	36	100.0%
			100.0%

UTILITY ALLOWANCE - OMEGA, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$6	\$8		\$2	\$3	\$9	\$2	\$5	\$23	\$17	\$19	\$15	\$20
1	GARDEN	\$8	\$12		\$2	\$5	\$14	\$3	\$7	\$31	\$18	\$20	\$15	\$20
1	TOWNHOUSE	\$9	\$13		\$2	\$5	\$14	\$3	\$7	\$33	\$18	\$20	\$15	\$20
2	GARDEN	\$10	\$15		\$3	\$6	\$18	\$4	\$9	\$40	\$22	\$25	\$15	\$20
2	TOWNHOUSE	\$11	\$16		\$3	\$6	\$18	\$4	\$9	\$42	\$22	\$25	\$15	\$20
3	GARDEN	\$12	\$18		\$4	\$8	\$23	\$5	\$11	\$49	\$27	\$30	\$15	\$20
3	TOWNHOUSE	\$13	\$20		\$4	\$8	\$23	\$5	\$11	\$51	\$27	\$30	\$15	\$20
4	GARDEN	\$15	\$24		\$5	\$9	\$28	\$6	\$15	\$61	\$32	\$35	\$15	\$20
4	TOWNHOUSE	\$17	\$26		\$5	\$9	\$28	\$6	\$15	\$66	\$32	\$35	\$15	\$20

GA-Southern Region (1/2017)

Survey Date: July 2017

ADDENDUM B

COMPARABLE PROPERTY PROFILES

901 Amelia Apts.

11.2 miles to site



Address 2010 Emmett Dr.
Tifton, GA 31794

Phone (229) 386-2304 **Contact** Laura

Total Units 58 **Vacancies** 1 **Percent Occupied** 98.3%

Project Type Market-Rate

Year Open 1986 **Floors** 2

Concessions No Rent Specials

Parking Surface Parking

Waiting List NONE

Quality Rating B+ **Neighborhood Rating** A

Remarks Does not accept HCV; Townhomes have washer/dryer hookups



Features and Utilities

Utilities Landlord pays Water, Sewer, Trash
Unit Amenities Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities Swimming Pool, On-site Management, Laundry Facility, Playground

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	16	0	900	\$0.56 - \$0.58	\$500 to \$525
2	1.5	T	2	1	1150	\$0.70	\$800
2	2	G	40	0	1100	\$0.55 - \$0.57	\$600 to \$625

902 Crescent Ridge

11.9 miles to site



Address	1301 Crescent Dr. Tifton, GA 31794		
Phone	(229) 386-9931	Contact	Elyssa
Total Units	40	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1980	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	C	Neighborhood Rating	B+
Remarks	Does not accept HCV; Year built & square footage estimated		



Features and Utilities

Utilities Landlord pays Water, Sewer, Trash
Unit Amenities Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities Playground

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	16	0	695	\$0.70	\$485
2	1	G	16	0	815	\$0.70	\$570
3	2	G	8	0	975	\$0.66	\$640

904 **Huntington Apts.**

9.3 miles to site



Address	111 20th St. E Tifton, GA 31794		
Phone	(229) 386-8425	Contact	Gloria
Total Units	56	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1986	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Offers Tennis; Does not accept HCV; Townhomes have washer/dryer hookups & balcony; 1-br units have balcony; Rent range based on end units with fireplace		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Fireplace, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Tennis Court(s), Sports Court

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	24	0	650	\$0.73	\$475
2	1.5	T	32	0	1025	\$0.56 - \$0.58	\$575 to \$595

907 Sunnyside Apts.

11.1 miles to site



Address	909 20th St. W Tifton, GA 31794		
Phone	(229) 386-2304	Contact	Laura
Total Units	72	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1991	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	A
Remarks	Does not accept HCV; Studios have microwave; 1 & 2-br units have washer/dryer hookups, patio & ceiling fan; 2-br rent range based on unit upgrades		



Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Microwave, Window AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Attic Storage
Project Amenities	Laundry Facility

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
0	1	G	6	0	288	\$1.46	\$420
1	1	G	56	0	576	\$0.87 - \$0.91	\$500 to \$525
2	1 to 2	G	10	0	860	\$0.70 - \$0.76	\$600 to \$650

903 Groves Apts.

11.2 miles to site



Address	2826 Rainwater Rd. Tifton, GA 31793		
Phone	(229) 388-1283	Contact	Marie
Total Units	96	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2006	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	120 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	Market-rate (24 units); 30%, 50% & 60% AMHI (72 units); Accepts HCV (0 currently)		



Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	857	\$0.59	\$505	
1	1	G	6	0	857	\$0.43	\$370	60%
1	1	G	6	0	857	\$0.40	\$343	50%
1	1	G	6	0	857	\$0.19	\$165	30%
2	2	G	12	0	1137	\$0.51	\$580	
2	2	G	12	0	1137	\$0.36	\$412	60%
2	2	G	12	0	1137	\$0.36	\$409	50%
2	2	G	12	0	1137	\$0.17	\$196	30%
3	2	G	6	0	1270	\$0.52	\$655	
3	2	G	6	0	1270	\$0.40	\$509	60%
3	2	G	6	0	1270	\$0.37	\$474	50%
3	2	G	6	0	1270	\$0.18	\$228	30%

912 Ashton Crossings

21.6 miles to site



Address	3109 Veterans Pkwy. S Moultrie, GA 31788		
Phone	(229) 985-5255	Contact	Jamie
Total Units	64	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1999	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	50 households		
Quality Rating	B+	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (15 units)		

Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Playground, Sports Court, Picnic Area, Social Services

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	3	0	744	\$0.50	\$369	60%
1	1	G	5	0	744	\$0.44	\$325	50%
2	2	G	15	0	972	\$0.48	\$464	60%
2	2	G	13	0	972	\$0.40	\$386	50%
3	2	G	18	0	1188	\$0.52	\$620	60%
3	2	G	10	0	1188	\$0.37	\$440	50%

913 Tallokas Pointe

19.5 miles to site



Address 2001 Tallokas Pointe Rd.
Moultrie, GA 31788

Phone (229) 890-0729 **Contact** Helen

Total Units 47 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Tax Credit

Year Open 2015 **Floors** 2

Concessions No Rent Specials

Parking Surface Parking

Waiting List NONE

Quality Rating B+ **Neighborhood Rating** B

Remarks 50% & 60% AMHI; HCV (3 units)



Features and Utilities

- Utilities** Landlord pays Sewer
- Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
- Project Amenities** On-site Management, Laundry Facility, Meeting Room, Playground, Lake, Computer Lab, Picnic Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
2	2	G	24	0	1056	\$0.34 - \$0.35	\$360 to \$370	60%
2	2	G	7	0	1056	\$0.32 - \$0.33	\$336 to \$346	50%
3	2	G	12	0	1211	\$0.36 - \$0.37	\$440 to \$450	60%
3	2	G	4	0	1211	\$0.36 - \$0.36	\$430 to \$440	50%

Addendum C – NCHMA Member Certification & Checklist

This market study has been prepared by Bowen National Research, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard Definitions of Key Terms Used in Market Studies for Housing Projects*, and *Model Content Standards for the Content of Market Studies for Housing Projects*. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

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



Patrick M. Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: August 14, 2017



Craig Rupert
Market Analyst
craigr@bowennational.com
Date: August 14, 2017

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com>.

Addendum C – Market Study Index

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated ‘N/A’ or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a ‘VAR’ (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary	A
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	B
3.	Utilities (and utility sources) included in rent	B
4.	Project design description	B
5.	Unit and project amenities; parking	B
6.	Public programs included	B
7.	Target population description	B
8.	Date of construction/preliminary completion	B
9.	If rehabilitation, existing unit breakdown and rents	B
10.	Reference to review/status of project plans	B
Location and Market Area		
11.	Market area/secondary market area description	D
12.	Concise description of the site and adjacent parcels	C
13.	Description of site characteristics	C
14.	Site photos/maps	C
15.	Map of community services	C
16.	Visibility and accessibility evaluation	C
17.	Crime Information	C

CHECKLIST (Continued)

		Section (s)
Employment and Economy		
18.	Employment by industry	F
19.	Historical unemployment rate	F
20.	Area major employers	F
21.	Five-year employment growth	F
22.	Typical wages by occupation	F
23.	Discussion of commuting patterns of area workers	F
Demographic Characteristics		
24.	Population and household estimates and projections	E
25.	Area building permits	H
26.	Distribution of income	E
27.	Households by tenure	E
Competitive Environment		
28.	Comparable property profiles	Addendum B
29.	Map of comparable properties	H
30.	Comparable property photographs	H
31.	Existing rental housing evaluation	H
32.	Comparable property discussion	H
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	H
34.	Comparison of subject property to comparable properties	H
35.	Availability of Housing Choice Vouchers	H
36.	Identification of waiting lists	H
37.	Description of overall rental market including share of market-rate and affordable properties	H
38.	List of existing LIHTC properties	H
39.	Discussion of future changes in housing stock	H
40.	Discussion of availability and cost of other affordable housing options including homeownership	H
41.	Tax Credit and other planned or under construction rental communities in market area	H
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	G
43.	Calculation and analysis of Penetration Rate	N/A
44.	Evaluation of proposed rent levels	H & Addendum F
45.	Derivation of Achievable Market Rent and Market Advantage	Addendum F
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	A
48.	Market strengths and weaknesses impacting project	A
49.	Recommendations and/or modification to project discussion	K
50.	Discussion of subject property's impact on existing housing	H
51.	Absorption projection with issues impacting performance	I
52.	Discussion of risks or other mitigating circumstances impacting project projection	A
53.	Interviews with area housing stakeholders	J

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Addendum A
56.	Certifications	L
57.	Statement of qualifications	N
58.	Sources of data not otherwise identified	Addendum D
59.	Utility allowance schedule	Addendum A

Addendum D – Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of an existing apartment project in Georgia following renovations under the 4% Tax-Exempt Bond program. Currently, the project is a Rural Development Section 515 (RD Section 515) project. When applicable, we have incorporated the market study requirements as outlined in exhibits 4-10 and 4-11 of the Rural Development Handbook.

This market feasibility analysis complies with the requirements established by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority (GDCA/GHFA) and conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects, and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the subject project is identified. The PMA is generally described as the smallest geographic area from which most of the support for the subject project originates. PMAs are not defined by a radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in the socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors, including, but not limited to:

- A detailed demographic and socioeconomic evaluation
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
- A drive-time analysis for the site
- Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the subject development. An in-depth evaluation of these two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the subject property renovations are complete and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- An analysis of the subject project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows GDCA's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.
- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the subject unit. This analysis is done for each bedroom type offered at the site.

Please note that non-numbered items in this report are not required by GDCA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the continued market feasibility of the subject project.

3. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; however, Bowen National Research makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions or conclusions in, or the use of, this study.

Any reproduction or duplication of this report without the expressed approval of Greystone Servicing Corporation, Inc. or Bowen National Research is strictly prohibited.

4. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources, which are cited throughout this report, include the following:

- The 2000 and 2010 Census on Housing
- American Community Survey
- Urban Decision Group (UDG)
- ESRI
- Area Chamber of Commerce
- Georgia Department of Community Affairs
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives

Addendum E:
RENT ROLL

PROJECT WORKSHEET FOR CREDIT AND RENTAL ASSISTANCE

(SERVICING OFFICE USE ONLY)

PART I	1. Date Received in the Servicing Office:	
2. Borrower Name:	3. Case Number :	4. Project Number :
5. Location of Project:	6. Report for the month of :	
7. Kind of Loan :	8. Plan of Operation:	
RRH	Full Profit	Plan II
RCH	Plan I	Plan II RA
LH	Section 8*	Plan RA
Direct RRH	Plan II (w/Sec. 8)	

9. Loan No.:	10. Loan Paymt.:	11. Overage/ Surcharge:	12. Total Due:	RENTAL ASSISTANCE	
				18. RA Agreement Number(s):	19. No. of Units Receiving RA This Month:
		Late Fees :	13.	20. Obligation Balance Brought Forward:	
		Total Payment Due:	14.		
		Less #21:	15.	21. Rental Assistance Requested this month:	
		Net Payment Due:	16.		
		Net Payment Remitted:	17.	22. Remaining Obligation Balance :	

Use Only for Projects with New Construction	23.		Section 8 Units x	24.	=	25.	
Section 8 Units when HUD rent exceeds note rate rent .	26.		Section 8 Units x :	27.	=	28.	
				<i>HUD Rent</i>			
				<i>RHS Note Rate Rent</i>		29.	
ADDITIONAL PAYMENT TO RESERVE ACCOUNT							

In accordance with Rural Housing Service formula and procedures, all rental units are occupied by households who have executed Form 1944-8 , "Tenant Certification" and are farm workers if this is the Labor Housing Project or if this is the Rental Housing Project, have incomes within the limitations as set forth in Rural Development regulations or the Project has written permission from RHS to rent to ineligible occupants on a temporary basis.

I certify that the statements made above and in Part II are true to the best of my knowledge and belief and are made in good faith.

WARNING: Section 1001 of Title 18, United States code provides; "Whoever, in any matter within the jurisdiction of any department or agency of the United States knowingly and willfully falsifies, conceals or covers up by any trick, scheme, or device a material fact, or makes false, fictitious or fraudulent statements or representation, or makes or uses any false writing or document knowing the same or contain any false, fictitious or fraudulent statement or entry, shall be fined under this title or imprisoned not more than 5 years, or both.

30. _____
Date

31. _____
Signature - Borrower or Borrower's Representativ

*Includes previous Plan I S 8.

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this collection is 0575-0033. The time required to complete this information collection is estimated to average 40 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

Project Worksheet for Interest Credit and Rental Assistance Part II
 Effective Date:

1. Apt. No.	2. Type	3. Nbr. In Unit	4. Initial Occu- pancy Date	5. Cert. Exp. Date	6. Leased To:	7. Basic Rent	8. Note Rate Rent	9. HUD Rent	10. GTC	11. Utility Allowance	12. NTC	13. Amt.Due Tenant to Cover Util	14. Rental Assistance Due Borrower	15. Overage and/or Sur- charge
TOTALS														

16. _____ 17. _____ 18. _____

Total Assigned R/A Units
 Maximum Number of R/A Units
 Available Number of R/A Units

* Tenant's prefixed with an "*" have expired certifications. E-3

Addendum F – Achievable Market Rent Analysis

A. INTRODUCTION

As detailed in Section H, and further evidenced by our Field Survey of Conventional Rentals, we did not identify or survey any conventional market-rate product within the Omega Site PMA. As such, it was necessary to identify comparable market-rate product outside the Site PMA in order to establish a good base of comparison for the subject project. Thus, the five market-rate properties selected as comparables are located in the nearby town of Tifton, Georgia. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, midrise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the subject project does not have a washer or dryer and a selected property does, then we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Meadow Crossing Apartments	1994 / 2019	37	91.7%	-	24 (87.5%)	12 (100.0%)	-
901	Amelia Apts.	1986	58	98.3%	-	16 (100.0%)	42 (97.6%)	-
902	Crescent Ridge	1980	40	100.0%	-	16 (100.0%)	16 (100.0%)	8 (100.0%)
903	Groves Apts.	2006	24*	100.0%	-	6 (100.0%)	12 (100.0%)	6 (100.0%)
904	Huntington Apts.	1986	56	100.0%	-	24 (100.0%)	32 (100.0%)	-
907	Sunnyside Apts.	1991	72	100.0%	6 (100.0%)	56 (100.0%)	10 (100.0%)	-

Occ. – Occupancy

*Market-rate units only

900 series Map IDs are located outside the Site PMA

The five selected market-rate projects have a combined total of 250 units with an overall occupancy rate of 99.6%. None of the comparable properties has an occupancy rate below 98.3%. These high occupancy rates are clear indications that these selected properties have been well-received within their respective markets and will offer a good base of comparison for the subject project.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist among the selected properties and the subject development.

Rent Comparability Grid

Unit Type →

ONE BEDROOM

<i>Subject</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>	
Meadow Crossing Apartments		Amelia Apts.		Crescent Ridge		Groves Apts.		Huntington Apts.		Sunnyside Apts.	
125 Spinks Drive		2010 Emmett Dr.		1301 Crescent Dr.		2826 Rainwater Rd.		111 20th St. E		909 20th St. W	
Omega, GA		Tifton, GA		Tifton, GA		Tifton, GA		Tifton, GA		Tifton, GA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$513		\$485		\$505		\$475		\$513	
2	Date Surveyed	Jul-17		Jul-17		Jul-17		Jul-17		Jul-17	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$513	0.57	\$485	0.70	\$505	0.59	\$475	0.73	\$513	0.89
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	R1		WU/2		WU/2		WU/2,3		WU/2	
7	Yr. Built/Yr. Renovated	1994/2019		1986	\$21	1980	\$27	2006	\$1	1986	\$21
8	Condition/Street Appeal	G		G		F	\$15	G		G	
9	Neighborhood	G		E	(\$10)	G		G		E	(\$10)
10	Same Market?			No	(\$16)	No	(\$24)	No	(\$25)	No	(\$24)
11	Same Market?			No	(\$16)	No	(\$24)	No	(\$25)	No	(\$24)
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	665	(\$40)	900		695	(\$5)	857	(\$33)	650	\$3
14	Balcony/Patio	Y		Y		N	\$5	Y		N	\$5
15	AC: Central/Wall	C		C		C		C		W	\$5
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N	(\$5)	N/Y	(\$5)	N/Y	(\$5)	N/Y	(\$5)	N/N	\$5
18	Washer/Dryer	HU/L		L	\$10	HU	\$5	HU/L		L	\$10
19	Floor Coverings	V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		Y	(\$5)	N		N		N	
23	Ceiling Fans/Storage	N/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/Y	(\$10)	N/N	
24	Ceiling Fans/Storage	N/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/Y	(\$10)	N/N	
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		N	\$5	Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y		N	\$5	N	\$5	N	\$5	N	\$5
28	Pool/Recreation Areas	N	(\$10)	P		N		P/F/S	(\$18)	P/S	(\$13)
29	Computer/Business Center	Y		N	\$3	N	\$3	Y		N	\$3
30	Picnic Area	Y		N	\$3	N	\$3	Y		N	\$3
31	Playground	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	N	
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y		Y/Y		Y/Y		N/N	\$38	Y/Y	
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	5	8	8	5	2	6	7	3	8	4
41	Sum Adjustments B to D	\$42	(\$94)	\$68	(\$42)	\$6	(\$94)	\$50	(\$42)	\$57	(\$41)
42	Sum Utility Adjustments					\$38					
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$52)	\$136	\$26	\$110	(\$50)	\$138	\$8	\$92	\$16	\$98
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$461		\$511		\$455		\$483		\$529	
45	Adj Rent/Last rent		90%		105%		90%		102%		103%
46	Estimated Market Rent	\$500		\$0.75 ←		Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO BEDROOM TH

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Meadow Crossing Apartments		Amelia Apts.		Crescent Ridge		Groves Apts.		Huntington Apts.		Sunnyside Apts.	
125 Spinks Drive		2010 Emmett Dr.		1301 Crescent Dr.		2826 Rainwater Rd.		111 20th St. E		909 20th St. W	
Omega, GA		Tifton, GA		Tifton, GA		Tifton, GA		Tifton, GA		Tifton, GA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$800		\$570		\$580		\$575		\$650	
2	Date Surveyed	Jul-17		Jul-17		Jul-17		Jul-17		Jul-17	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	50%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$800	0.70	\$570	0.70	\$580	0.51	\$575	0.56	\$650	0.76
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	TH/2		WU/2		WU/2,3		TH/2		R/1	
7	Yr. Built/Yr. Renovated	1994/2019		1980	\$21	2006	\$1	1986	\$21	1991	\$16
8	Condition/Street Appeal	G		F	\$15	G		G		G	
9	Neighborhood	G		G		G		G		E	(\$10)
10	Same Market?	No	(\$30)	No	(\$29)	No	(\$29)	No	(\$29)	No	(\$23)
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1.5		1	\$15	2	(\$15)	1.5		2	(\$15)
13	Unit Interior Sq. Ft.	912	(\$38)	815	\$15	1137	(\$36)	1025	(\$18)	860	\$8
14	Balcony/Patio	Y		N	\$5	Y		Y		Y	
15	AC: Central/Wall	C		C		C		C		W	\$5
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N	(\$5)	N/Y	(\$5)	N/Y	(\$5)	N/Y	(\$5)	N/N	\$5
18	Washer/Dryer	HU/L		HU	\$5	HU/L		HU/L		HU/L	
19	Floor Coverings	V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	N		N		N		Y	(\$5)
23	Ceiling Fans/Storage	N/N	(\$5)	Y/N	(\$5)	Y/Y	(\$10)	N/N		Y/Y	(\$10)
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	Y		Y		N	\$5
26	Security Features	N		N		N		N		N	
27	Community Space	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
28	Pool/Recreation Areas	N	(\$10)	N		P/F/S	(\$18)	P/S	(\$13)	N	
29	Computer/Business Center	Y	\$3	N	\$3	Y		N	\$3	N	\$3
30	Picnic Area	Y	\$3	N	\$3	Y		N	\$3	N	\$3
31	Playground	N	(\$3)	Y	(\$3)	Y	(\$3)	N		N	
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/G		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y		Y/Y		N/N	\$47	Y/Y		Y/Y	
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	8	10	4	2	7	4	4	8	5
41	Sum Adjustments B to D	\$32	(\$106)	\$98	(\$42)	\$6	(\$116)	\$32	(\$65)	\$50	(\$63)
42	Sum Utility Adjustments					\$47					
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$74)	\$138	\$56	\$140	(\$63)	\$169	(\$33)	\$97	(\$13)	\$113
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$726		\$626		\$517		\$542		\$637	
45	Adj Rent/Last rent		91%		110%		89%		94%		98%
46	Estimated Market Rent	\$600		\$0.66 ←		Estimated Market Rent/ Sq. Ft					

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grid, it was determined that the current achievable market rent (aka *Conventional Rents for Comparable Units-CRCU*) for units similar to the subject development are \$500 for a one-bedroom unit and \$600 for a two-bedroom unit.

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	60%	\$426	\$500	14.8%
Two-Br.	60%	\$461	\$600	23.2%

Typically, Tax Credit rents in urban markets are set 10% or more below achievable market rents to ensure that a LIHTC project will have a sufficient flow of tenants. In more rural settings, such as the subject site, a market rent advantage below 10.0% is often acceptable as Tax Credit product often represents some of the most desirable rental housing opportunities available within these areas. Regardless, the subject's market rent advantages ranging from 14.8% to 23.2% indicate the subject project will represent a value within the market, as compared to similar market-rate product. Note, however, that the subject rents must also be competitive with existing comparable LIHTC product in the region. As illustrated and discussed in Section H, the subject's proposed LIHTC rents will generally be the highest in the region, relative to similar unit types offered among the comparable LIHTC properties. As such, the subject's LIHTC rents would need to be lowered in the event Rental Assistance (RA) was lost and the property had to operate exclusively under the LIHTC guidelines, despite the strong market rent advantages. In reality, the subject project will retain RA and a Private Rental Assistance (PRA) subsidy will be provided by the developer to all current unassisted tenants at the property, which will ensure the property continues to represent a significant value.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. Upon completion of renovations, the subject project will have an effective age of a project built in 2007. The selected properties were built between 1980 and 2006. We have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.
8. The subject project will have an improved overall quality/condition upon completion of renovations. Adjustments have been applied to those properties which we consider inferior to the subject project in terms of overall quality/condition.
9. Two of the selected properties are located in neighborhoods which are considered more desirable than the subject site neighborhood, based on overall quality, proximity to area services, and/or access and visibility. Negative adjustments of \$10 have been applied to these properties.
10. Due to the lack of comparable market-rate product within the Site PMA, all of the selected market-rate comparables are located outside the Site PMA, in the town of Tifton, Georgia. Based on American Community Survey (ACS) data, this aforementioned market is considered superior to the Omega market in the way of median household income and gross rents. As such, negative adjustments of 5% have been applied to each of the comparable properties located in Tifton. Note that differences in neighborhood quality (Line 9) have been factored into this 5% adjustment.
12. There is a variety of the number of bathrooms offered among the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package which is generally inferior to those offered among the selected properties. We have made, however, adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the selected properties do not offer.
- 24.-32. The subject project will offer a project amenity package which is considered superior those offered among two of the selected properties, but inferior to the remaining three properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.

33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

Addendum G:
Executed Engagement Letter



July 20, 2017

Ms. Tanya Eastwood
 Greystone Affordable Housing Initiatives LLC
 4025 Lake Boone Trail, Suite 209
 Raleigh, NC 27607-2986
 Sent via email: vanessa.finn@greyco.com

Dear Ms. Eastwood,

Thank you for the opportunity to provide a proposal to conduct multiple market feasibility studies for existing affordable housing projects located in various cities in Georgia. **Each market study will comply with market study guidelines set by the Georgia Department of Community Affairs (GDCA) and by the USDA.**

Below is a listing of the studies requested. Please check the box next to the sites for which you are in need of a market study.

Property Name	Address	City	County	Population	Fee
Plantation I, Plantation II, Plantation III	201 Casey Drive	Richmond Hill	Bryan	Family	
Wildwood Villas I	50 Wildwood Circle	Statesboro	Bulloch	Family	
Wildwood Villas II	54 Wildwood Circle	Statesboro	Bulloch	Senior	
Hilltop Terrace I	4059 Martin Luther King Jr Boulevard	Kingsland	Camden	Family	
Hilltop Terrace II	4059 Martin Luther King Jr Boulevard	Kingsland	Camden	Senior	
Cumberland Village	116 Martha Drive	St Mary's	Camden	Family	
Satilla Villas	1100 Mcdonald Avenue	Woodbine	Camden	Family	
Quail Hollow I	888 Carswell Street	Homerville	Clinch	Senior	
Quail Hollow II	962 Carswell Street	Homerville	Clinch	Family	
Hunters Run	701 Lupo Lane	Douglas	Coffee	Senior	
The Forest I & The Forest II	582 26th Avenue SE	Moultrie	Colquitt	Senior	
The Forest III	2701 5th Street SE	Moultrie	Colquitt	Family	
Chester	400 Wynne Avenue	Chester	Dodge	Family	
Spring Hollow	800 Ash Street Extension	Springfield	Effingham	Family	
Gray Gardens	200 Eatonton Highway	Gray	Jones	Family	
Sandalwood Terrace	23 Fourth Street Northwest	Ludowici	Long	Senior	
Piedmont Hills	1001 West Main Street	Forsyth	Monroe	Family	
Arrowhead	369 Broad Street	Hawkinsville	Pulaski	Family	
Quail Village	199 Memorial Drive	Reidsville	Tattnall	Senior	

Continued)

Property Name	Address	City	County	Population	Fee
Meadow Crossing	408 Spinks Drive	Omega	Tift	Family	
The Grove	303 Jerriel Street	Vidalia	Toombs	Senior	
Yester Oaks	51 Yester Oaks Drive	Lafayette	Walker	Family	
Hillcrest	1503 John Collins Road NE	Pelham	Mitchell	Family	
Total Price					

The purpose of each study is to provide a detailed market analysis focusing on such items as unit-mix, proposed affordable rental levels compared to market rate rents, achievable Tax Credit and market-rate rents, absorption rate to achieve stabilized occupancy, competitive amenity package, market penetration, unit configuration, and a competitive analysis.

Pricing

Because of the amount of studies being ordered concurrently, the fee for each study will not exceed [REDACTED] if the site stands alone and there is no overlap with another county, or [REDACTED] if the site is within the same county as another, or [REDACTED] if the site is located in the same town as another. The total cost of all studies combined will not exceed [REDACTED]. Our fees include all expenses and out of pocket costs. *The fees are payable within 30 days of completion of each market study. Accounts not paid within the terms outlined are subject to a late fee of 1.5% interest per month past due.*

In order to commence work on this assignment, we will require an advance payment of \$ [REDACTED] (20.0% of the total cost). Upon the receipt of this signed proposal, we will immediately commence work on this assignment.

Cancellation Policy: If research has begun, the following is a summary of the percentage of the total cost to be billed based upon the work completed at the time of cancellation:

- In-house research and phone calls: 25.0%
- Fieldwork/Site Work completed: 50.0%
- Partial Writing/Analysis: 75.0%
- Full Analysis Completed: 100.0%

Delivery

Per your request, we will deliver a draft of the first market study by August 4th, which will allow you to review and comment on the contents of the report. Subsequently, we will incorporate any modifications you requested in the first study into all remaining studies. All studies will be delivered no later than August 14th. These delivery data are contingent upon all associated parties providing the necessary information (i.e. site contact information, scope of renovations, proposed rents and utility allowances, rent rolls, etc.) for each subject project by no later than August 2nd.

Please sign and return this contract via email, and we will commence work on each report immediately.

Thank you for contacting us.



Patrick M. Bowen
Bowen National Research



Authorized Signer
Greystone Affordable Housing Initiatives LLC



Printed Name

Date: 7/20/17

Addendum H:

Scope of Renovations

**Scope of Work
Meadow Crossing**

Project: Meadow Crossing
Developer: Hallmark

Property Summary:

Street Address:	408 Sprinks Drive
City:	Omega
County:	Tift
Approx. Year Constructed:	1994
Target Population:	Family
Total Rentable Units:	36+1 Mgrs Unit
Bldg. Type	Garden and TH
Manager:	Jennifer Johnson
Office Phone:	(229) 528-4881
Buildings:	7
Approx. # of parking spaces:	

Unit Summary:

Type	Quantity	Sq. Ft.	Bedrooms	Bathrooms
1 BR - Type A (HC)	2.00		1.00	1.00
1-BR - Type B	22.00		1.00	1.00
2 BR - Type A (MGR)	1.00		2.00	1.00
2 BR - Type B	12.00		2.00	1.00
Totals	37		50	37

The following Preliminary Scope of Work ("SOW") as prepared this 17th day of May 2017 by Greystone Affordable Development LLC ("GAD") is being presented to Hallmark Management, Inc and its successors, affiliates, or assigned "Owner" for review and approval. The included SOW has been prepared based on preliminary information provided to GAD by the Owner regarding the above referenced property.

The work described herein shall be completed in accordance with all regulations and requirements set forth by USDA Rural Housing Service ("RHS") and the Georgia Department of Community Affairs ("DCA"). The documents utilized and referred to during the preparation of this SOW include the 2017 DCA Qualified Allocation Plan and Multifamily Finance Guidelines, and applicable RHS guidelines, to the extent that it pertains to "moderate preservation or rehabilitation". All work shall also comply with all regulatory agencies, lenders, and additional items as prescribed by the developer, as well as any applicable local and state codes, ordinances, and amendments in the jurisdiction of the "Property" or "Owner".

The following SOW described within this document illustrates items typically required by participating governing agencies and GAHI standard SOW items. As efforts continue, GAD will utilize the required Environmental Studies, Capital Needs Assessments, and SOW item comparison to current Capital Expenditure information specific to the above referenced property. The review and comparison of these documents are necessary to ensure that proper action is taken to remediate any existing environmental concerns and to analyze the Estimated Useful Life for the various items that have been recently purchases/installed by Property Management and then to determine the condition and Remaining Useful Life of such items to substantiate or negate the need for item replacements and/or incorporation into the SOW.

Scope of Work :

Site Work:

- Install new project sign board and posts. Brick base to remain
- 1-1/2" overlay at parking lot and drive repair as indicated on drawings
- Stripe parking lots
- Install HC reserve parking signage
- Landscaping allowance: (Trim exist. Shrubs and trees as directed, add mulch, redo beds, add additional plantings per drawings.)
- Remove and replace existing dumpster enclosure per drawings (6' Vinyl panels)
- Remove and replace existing dumpster pads and apron per drawings, add bollards (apron: min 10 ft from front of dumpster.)
- Install new pedestal style mailboxes at existing location - Accessible
- Provide positive drainage away from all buildings (Per Allowance)
- Replace or repair site fencing: (15% replacement)
- Investigate Sewer Leaks as reported by management.
- Install new steel handrails at sidewalk per plan

Remove existing playground and install new 6 post pavilion include BBQ Grill and Picnic Table

Replace office directional sign 2'x3'.

Steel Handrails at walks/ramps over 1:20 slope as identified on the plans

Pressure wash roads and walkways at completion of construction

All existing sanitary sewer, storm sewer, water service, fire service, electrical, cable, or gas mains are presumed to be free of obstructions and currently functioning properly. Any discovered issues shall be inspected and required measures will be performed to restore proper drainage and will be reflected on a change order. If more than 50% of the utility line is identified as failed, the entire system must be replaced.

Concrete:

Replace damaged sidewalks/curb walks throughout as identified on the plans

Construct wheelchair accessible curb ramps

New ADA compliant sidewalk to new amenities from all Ground floor units.

Provide new ADA compliant Sidewalk to existing amenities from all ground floor units

Install new slab and foundation for Pavillion

Demo existing slab and repair as necessary for plumbing modifications at accessible units and at office bathroom

Pour Concrete slabs at accessible parking spaces to meet 2%

Repair concrete curbs as required as identified on the plans

Provide accessible route from All ground floor units to All other ground floor units and ammenities.

Replace rear patio at UFAS units

Abandon existing dumpster pad near entry, install new 6" approach , min 10' deep in front of dumpster at bldg D

0

Building Exteriors:

Storm/screen doors at limited units: take down prior to rehab and reinstall

Replace metal entry doors: door, frame, peep, thresholds (ADA thresholds ground floor units only) & hardware (deadbolt+lever pass) (Energy Star Certified)

Exterior storage door repair, new metal door, frame, threshold & Hardware

Install apartment signage in existing location at front of units

Remove exterior hose bibs/ Install (1) regular flush mount with wheel handle hose bib per unit

Paint existing gang meter cans

Tuck point all brick surfaces

Pressure wash all brick surfaces

Replace apt and community bldg. windows with low E energy efficient windows, include screens (Energy Star Certified). Windows must be compliant with egress regulations.

Install new shutters at front on building only (color per owner) (VERIFY)

Remove existing siding and replace with vinyl siding (Install building wrap over existing substrate)

No wall sheathing replacement included, any replacement will be handled via change order

Replace soffit and fascia with vinyl to match wall siding

Replace existing and/or provide new gutters and downspouts as needed at front, back, and sides of buildings

Replace roofing with 30 year Architectural shingles and 15# felt as indicated by Capex (Capex indicates the following roofs were recently replaced and will not be included for replacement:)

With roof replacement, replace all vent caps and boots

With roof replacement include an allowance of 25% of roof sheathing replacement

Replace rear patio door (includes frame and hardware)

Repaint porch columns (Front and back)

Paint existing brick lintels

Install new front door thresholds at unit entries to meet ADA.

0

Building Interiors:

Retain and store any of the following that are in good condition: Appliances, HVAC units, Cabinetry, Steel doors, Water heaters, and etc. (OPTION)

General Demo: doors per plans, trim, cabinets, plumbing, hvac, applicances, etc.

Replace interior bifold doors with 6-panel masonite or flat panel to match existing doors that remain (include frame & hardware).

Replace all interior door hardware and install new door stops (Round wall mounted)

Install louvered door at mechanical closet where indicated.
Install new draft stops in the attic space if none existing
Install additional blown cellulose insulation to achieve an R-38 rating in the attics of all buildings.
Remove and replace all blinds with new 1" mini-blinds
Drywall repair for trade cuts and Tub repair with moisture resistant drywall

Drywall repair allowance per apartment. (Trade cuts and Tub drywall repair carried separate from allowance)

Painting interiors & ceiling, doors and trim (Low VOC) (one color/one sheen)

1 BR - Type A (HC)

1-BR - Type B

2 BR - Type A (MGR)

2 BR - Type B

Install Luxury vinyl floors throughout entire unit including stairs with tread cap (LVT to be 12mil with 15 year residential warranty and waterproof)

0 1 BR - Type A (HC)

0 1-BR - Type B

0 2 BR - Type A (MGR)

0 2 BR - Type B

Replace shoe mold where new vinyl or LVT floors are provided

Replace Kitchen Cabinets (base, wall, pantry, c.top,)

Replace Bath Vanities, (base, c.top,) and Wall hungs over toilet where they currently exist. Full vanities in ground floor units shall be breakaway fronts

Cabinets and Vanities w/ Formica or P-Lam countertop Cabinets in ground floor units shall be breakaway fronts

1 BR - Type A (HC)

1-BR - Type B

2 BR - Type A (MGR)

2 BR - Type B

Full vanities in ground floor units shall be breakaway fronts

Replace towel bars w/ 18" min., shower rod, wall mounted toilet paper, med cabinets w/ 16" x 20" mirrors, and vanity mirror.

Replace refrigerators with Energy Star certified model per Capex (Capex indicates (3) Refrigerators were recently replaced and have been removed from the scope.)

Replace 30" range and grease shield per capex. (front control at HC units) (Capex indicates (2) Ranges were recently replaced and have been removed from the scope.) (Ranges are 0)

Install fire suppression systems over ranges. (Range Queens)

Install Microhoods to match existing venting over range.

General reframing to allow for water heater or general requirements in standard units.

Dishwasher - Waiver requested

Replace bathroom doors at FHA bathrooms

Replace grill at existing return air opening

Demo and rebuild walls for FHA conversion at bathrooms (1 BR unit Only)

Reverse door swings as needed for FFHA requirements

0

HVAC:

Replace air handling units, and disconnect per Capex (Energy Star Certified) (Capex indicates (3) Air handlers were recently replaced and have been removed from the scope.)

Replace Condensing unit with a 15 SEER unit with a 8.5 HSPF rating and new suction lines (Energy Star Certified) (Capex indicates (3) Air handlers were recently replaced and have been removed from the scope.)"

Vent condensate lines to exteriors or to floor drain as allowed by AHJ

New Programmable thermostats. Thermostats in ground floor units shall be lowered to FFHA regulations

New registers/diffusers/return grilles

Flush all condensate drains to remove debris

Clean interiors of ductwork

Level existing concrete a/c pads as needed

0

Plumbing:

Replace toilets with water sense labeled (1.28 GPF) toilets w/ elongated bowl. (Toilets on first floor to be Comfort height.)

Replace 100% of tub/showers and surround (3 piece fiberglass)-Waiver requested for 1-piece (provide age in place backing on all ground floor tubs)
New tub control, water sense showerhead, diverter and drain at all tubs
Replace electric water heaters with 0.95 energy efficient rated water heater as well as associated piping, disconnect, pan on all floors (Energy Star) (Capex indicates (5) water heaters were recently replaced and have been removed from the scope.)
Install new Kitchen and Lavatory sinks. Lavatory sinks are to be water sense labeled
Replace existing washer boxes, trim ring, and valves in units
Repair or install new unit water shut off for each unit
Install hammer arresters at washer boxes
If pressure reducing valve exists install expansion tanks at water heaters
0

Electrical

New electrical switches, outlets and plates (Arch faults per AHJ) (All switches and outlets in ground floor units must meet FFHA height regulations)
Replace bath exhaust fans & ducts to exterior with 70cfm Energy Star efficient fan(wire w/ bath light, unit must be on timer)
New energy star light fixtures and bulbs at all locations to include exterior building lights, exit, and emergency lights. Provide energy star E-26 screw in type CFL bulbs for standard unit fixtures, (80% Fluorescent or LED)
New GFI outlets in kitchens/bath/exteriors (Exteriors include new cover)
Install hardwired smoke detectors w/ battery backup per Code (3ft Away from HVAC grills and Bath door)
New TV Cable at LR's and BR's run with CAT 5/6 cable. Cable junction to be consolidated to one accessible exterior location for provider access.
Replace all entry lights
Dishwasher outlet - waiver requested
Dishwasher circuit - waiver requested
Relocate existing electrical panels (1 BR Units Only)
Install or replace lighting at property signage
Re-label electrical panel
0

Type A (Handicap) Unit Conversion

Provide HDCP Apt. (see also all general items above for typ. Apts.):
General demo/construction for clearances
Grab bars at toilet
Handheld shower with slide bar
Provide UFAS/ADA compliant cabinets (include in general count)
Pipe wrap at kitchen and bath sinks
Install remote switch for hood fan/light
Install hardwired smoke/strobe detector with battery back up in (2) apt.
Repair non functional call systems.
Plumbing/Elect./HVAC/Appliance handicap packages
New Accessible tub/shower units w/ bars & seats
Provide compliant flooring, transitions, and thresholds
Provide compliant interior & exterior Doors/Frames/hardware and hallway access per drawings.
Repair drywall per reframing requirements
Install new wire shelving at closets, include additional brackets.
Install Handheld shower
Raise outlets to 15" CL throughout
0

Laundry Room

Remove and replace existing washer boxes including valves, trim ring, and outlet.
Provide and install new permanent folding table
New electrical fixtures & devices per above electrical section
New registers/diffusers/return grilles
Install new VCT flooring
Install new 80 gal. water heater
Replace exist. Wall heater

Replace windows including sill and blinds
Repalce exhaust fans
Replace entry door including frame and hardware
Existing laundry equipment is leased

0

Office

Install LVT throughout Office
New shoe mold
New electrical fixtures & devices per above electrical section
Paint throughout
Drywall patch
New interior & exterior doors & hardware as indicated in matrix
Renovate existing lavatory to be ADA compliant per plans
Follow interior & exterior replacement for HC unit items, when item currently exists in common spaces (doors, cabinets, appliances, etc.)

No Kitchen existing in office
Replace existing water heater: same as typical apartment scope
Replace interior bifold doors with 6-panel masonite or flat panel to match existing doors that remain (include frame & hardware).
Repalce windows including new sills and blinds

0

Community Room

Install new sheet vinyl flooring
New shoe mold
New electrical fixtures & devices per above electrical section
Paint throughout
Drywall patch
New interior & exterior doors & hardware as indicated in matrix
Renovate existing lavatory to be ADA compliant per plans
Install new computer desk countertop (with 120 power outlet and data drops at desk)
Follow interior & exterior replacement for HC unit items, when item currently exists in common spaces (doors, cabinets, appliances, etc.)

Kitchen existing in community room
Replace existing water heater: same as typical apartment scope
Replace water cooler

0