

Market Feasibility Analysis

Market Station Apartments
1601 Smith Avenue
Thomasville, Thomas County, Georgia 31792

Prepared For

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Effective Date

May 19, 2015

Job Reference Number

15-263 CR



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SECTION A – EXECUTIVE SUMMARY

This report evaluates the market feasibility of the proposed Market Station Apartments rental community to be constructed utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Thomasville, Georgia. Based on the findings contained in this report, we believe a market will exist for the subject development, assuming it is constructed and operated as proposed in this report.

1. Project Description:

The proposed project involves the new construction of the 80-unit Market Station Apartments rental community on an approximate 8.6-acre site in Thomasville, Georgia. The project will offer 16 one-bedroom, 48 two-bedroom and 16 three-bedroom garden-style units located within five (5) two-story walk-up style residential buildings. The project will also include a free-standing community building which will house the subject's management office and common areas. The subject property will be developed using Low-Income Housing Tax Credit (LIHTC) financing and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$269 to \$465, depending upon unit type. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June of 2017. Additional details regarding the proposed project are included in Section B of this report.

2. Site Description/Evaluation:

The subject site is situated within an established portion of Thomasville in which the existing surrounding structures were observed to be well-maintained and in relatively good condition. These well-maintained structures are expected to contribute to the marketability of the subject site, as is the wooded land surrounding portions of the subject site and providing an aesthetically pleasing natural buffer to additional surrounding land uses within the immediate site neighborhood. The subject development will be provided clear visibility and convenient accessibility from Smith Avenue (U.S. Highway 84 Business Route), a moderately traveled arterial roadway which borders the site to the south. The subject's location along aforementioned Smith Avenue also contributes to the accessibility of many area services from the subject site, as this arterial roadway provides direct access to several area services as well as the U.S. Highway 19 corridor east of the subject site. Overall, the subject development is expected to fit well with the surrounding land uses and should benefit from its clear visibility and convenient accessibility from Smith Avenue, as well as its proximity to most basic community services.

3. Market Area Definition:

The Thomasville Site PMA includes the city of Thomasville, as well as some outlying unincorporated areas of Thomas County. The boundaries of the Site PMA include U.S. Highway 84 and the Census Tract 9607 and 9605 boundaries to the north; the Census Tract 9610 boundary to the east; the Thomas County and Georgia/Florida state boundary to the south; and the Thomas County boundary to the west. A map illustrating these boundaries is included on page D-2 of this report and details the furthest boundary is 13.1 miles from the site.

4. Community Demographic Data:

Demographic trends have been, and are projected to continue to be, positive within the Thomasville Site PMA. Specifically, the total population is projected to increase by 264 (0.8%), while the total number of households will increase by 123 (1.0%) between 2015 and 2017. The primary age cohort of potential renters at the subject project is those between the ages of 25 and 64, an age cohort which is estimated to comprise nearly 69.0% of all households within the Site PMA in 2015. Although this primary age cohort is projected to decline by 66 households, or 0.7%, between 2015 and 2017, this primary age cohort will still comprise nearly 68.0% of all households in the market in 2017. It is also of note that more than 42.0% of all households (renter and owner) are, and will continue to be, renters through 2017 and nearly 5,500 renter households are projected for the market in 2017. Notably, approximately 86.0% of all renter households are projected to earn below \$40,000 in 2017. Based on the preceding factors, there appears to be a large base of age- and income-eligible renter households in the market for affordable family-oriented rental product such as that proposed at the subject site. Additional demographic data is included in Section E of this report.

5. Economic Data:

The Thomas County economy was severely impacted by the national recession, as total employment declined by nearly 30.0% between 2006 and 2010, while the unemployment rate nearly tripled from 4.1% in 2007 to 11.2% in 2010. The employment base within Thomas County has struggled to improve since the impact of the national recession, which is likely due in part to the closure of Southwestern State Hospital in Thomasville, which resulted in the layoff of approximately 650 employees. Although total employment figures have struggled to improve, the unemployment rate within Thomas County has steadily declined each year since 2010, similar to both state and national trends. Notably, the unemployment rate has declined by more than two full percentage points since July of 2014 (through March of 2015). Although unemployment rate trends have been positive within Thomas County, the 7.5% unemployment rate reported through March of 2015 remains well above pre-recession levels. This unemployment rate along with employment base which has struggled to improve since the impact of the national recession indicate that Thomas County will likely continue to experience a slow economic recovery for the foreseeable future.

These economic trends, along with the fact that approximately 86.0% of all renter households in the Site PMA are projected to earn less than \$40,000 in 2017, are good indications that demand for affordable housing will remain strong within the Thomas County/Thomasville area. Additional economic data is included in Section F of this report.

6. Project-Specific Affordability and Demand Analysis:

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 project's overall capture rate of 9.4% is considered low and easily achievable within the Thomasville Site PMA. This is especially true given the high occupancy rates and extensive waiting lists maintained among the existing LIHTC properties surveyed in the Site PMA. Detailed demand calculations are provided in Section G of this report.

7. Competitive Rental Analysis

The proposed subject development will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed a total of three non-subsidized rental properties that operate under the Low-Income Housing Tax Credit (LIHTC) program and target general-occupancy (family) households within the Site PMA. These three non-subsidized LIHTC properties offer one- through three-bedroom units targeting households earning up to 30%, 50% and/or 60% of AMHI similar to the subject development and have therefore been included in our comparable/competitive analysis.

These competitive 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 A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Market Station Apartments	2017	80	-	-	-	Families; 50% & 60% AMHI
1	Hunter's Chase	2004	89*	97.8%	3.6 Miles	None	Families; 30%, 50%, & 60% AMHI
3	Walnut Square Apts.	2012	63	100.0%	3.4 Miles	150 H.H.	Families; 50% & 60% AMHI
4	Hampton Lake Apts.	2008	76*	100.0%	3.3 Miles	100 H.H.	Families; 30%, 50%, & 60% AMHI

OCC. – Occupancy
H.H. - Households
*Tax Credit units only

The three comparable LIHTC projects have a combined occupancy rate of 99.1%, which is reflective of just two (2) vacant units at Hunter’s Chase (Map ID 1). Also note that the two comparable properties which are 100.0% occupied maintain waiting lists of 100- and 150-households for their next available units. The high occupancy rates and extensive waiting lists reported among the comparable properties are clear indication of pent-up demand for additional family-oriented LIHTC product within the Site PMA. The subject development is expected to help alleviate a portion of this pent-up demand within the market.

The gross rents for the competing 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	Market Station Apartments	\$410/50% (4) \$499/60% (12)	\$488/50% (10) \$594/60% (38)	\$561/50% (4) \$684/60% (12)	-
1	Hunter's Chase	\$355/30% (3/0) \$553/50% (8/0) \$652/60% (15/0)	\$426/30% (6/0) \$663/50% (11/0) \$782/60% (27/2)	\$501/30% (2/0) \$775/50% (5/0) \$912/60% (12/0)	None
3	Walnut Square Apts.	\$469/50% (2/0) \$549/60% (6/0)	\$582/50% (7/0) \$632/60% (24/0)	\$677/50% (5/0) \$772/60% (19/0)	None
4	Hampton Lake Apts.	\$301/30% (3/0) \$486/50% (14/0)	\$363/30% (9/0) \$586/50% (30/0) \$602/60% (1/0)	\$421/30% (3/0) \$678/50% (14/0) \$759/60% (2/0)	None

The subject’s proposed gross Tax Credit rents ranging from \$410 to \$684 are the lowest in the market as compared to similar unit types at the comparable LIHTC projects. These low proposed gross Tax Credit rents along with the newness and high anticipated quality of the subject development will likely create a competitive advantage for the subject project and contribute to the project’s overall marketability within the Site PMA.

Comparable/Competitive Tax Credit Summary

The combined occupancy rate of 99.1% reported among the three comparable LIHTC projects is clear indication that non-subsidized family-oriented LIHTC product such as that proposed at the subject site is in high demand within the Site PMA. In fact, two of the three comparable LIHTC projects are 100.0% occupied and maintain extensive waiting lists containing up to 150-households for their next available units, demonstrating significant pent-up demand for additional LIHTC product within the market. The subject project will offer the lowest priced one- through three-bedroom units among the comparable properties. The low proposed rents along with the newness and anticipated quality of the subject project, as well as the slightly superior unit amenity package offered as compared



to most comparable properties, will likely create a competitive advantage for the subject project. Although the subject project will offer some of the smallest one-through three-bedroom units among the comparable properties in terms of square footage, the proposed unit sizes (square feet) are considered appropriate for the targeted tenant population. Overall, the subject project is expected to be well-received and marketable within the Site PMA and will help alleviate a portion of the pent-up demand for additional LIHTC product within the Thomasville market.

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

8. Absorption/Stabilization Estimates

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 2017 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2017.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC projects in the market, the subject's capture rate, achievable market rents and the competitiveness of the proposed subject development within the Thomasville Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, it is our opinion that the 80 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately eight months of opening. This absorption period is based on an average monthly absorption rate of approximately nine to ten units per month.

9. Overall Conclusion:

Based on the findings reported in our market study, it is our opinion that a market exists for the 80 general-occupancy LIHTC units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes to the project's site design, rents, amenities or opening date may alter these findings.

The Thomasville rental housing market is performing at a high level, as the 13 rental properties surveyed at the time of this report have a combined occupancy rate of 99.2%. More specifically, the three comparable LIHTC projects located within the Site PMA report a combined occupancy rate of 99.1%, which is reflective of just two (2) vacant units reported at one of the three comparable

properties. Note that the two comparable properties which are 100.0% occupied also maintain waiting lists of 100 and 150-households for their next available units, which indicates significant pent-up demand for additional family-oriented LIHTC product. The subject project is expected to help alleviate a portion of this pent-up demand within the Thomasville market. In addition to providing an affordable rental alternative that is in high demand, the subject project is also considered to be competitively and appropriately positioned in terms of rents, unit size (square feet) and amenities offered, which should contribute to the project's overall marketability within the Site PMA.

Demographic trends within the Thomasville Site PMA are projected to be positive between 2015 and 2017, as both the total population and total number of households are projected to increase during this time period. It is also of note that nearly 5,500 renter households are projected for the market in 2017, of which approximately 86.0% are projected to earn less than \$40,000. These demographic trends are considered conducive to low-income rental housing such as that proposed at the subject site. This deep base of potential income-appropriate renter support is further demonstrated by the subject's overall capture rate of 9.4%, which indicates that a sufficient base of income-appropriate renter households exists in the market for the subject project.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable and supportable within the Thomasville Site PMA, as proposed. The subject project is not expected to have any adverse impact on future occupancy rates at the existing comparable LIHTC properties in the market. In fact, we expect the subject project will help alleviate a portion of the pent-up demand for family-oriented LIHTC product within the Site PMA. We do not have any recommendations or modifications to the subject development at this time.

SUMMARY TABLE**(must be completed by the analyst and included in the executive summary)**

Development Name:	Market Station Apartments	Total # Units: 80
Location:	1601 Smith Avenue, Thomasville, Thomas County, Georgia	# LIHTC Units: 80
PMA Boundary:	U.S. Highway 84 and the Census Tract 9607 and 9605 boundaries to the north; the Census Tract 9610 boundary to the east; the Thomas County and Georgia/Florida state boundary to the south; and the Thomas County boundary to the west.	
	Farthest Boundary Distance to Subject:	13.1 miles

RENTAL HOUSING STOCK (found on page H-1 & A-4 & 5)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	13	1,324	10	99.2%
Market-Rate Housing	9*	783	8	99.0%
Assisted/Subsidized Housing not to include LIHTC	2	162	0	100.0%
LIHTC	5*	379	2	99.5%
Stabilized Comps	3	228**	2	99.1%
Properties in Construction & Lease Up	0	-	-	-

*Includes mixed-income properties; **Tax Credit units only

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
4	One-Br.	1.0	750	\$269 (50%)	\$625	\$0.83	57.0%	\$720	\$0.96
12	One-Br.	1.0	750	\$358 (60%)	\$625	\$0.83	42.7%	\$720	\$0.96
10	Two-Br.	2.0	950	\$308 (50%)	\$730	\$0.77	57.8%	\$820	\$0.78
38	Two-Br.	2.0	950	\$414 (60%)	\$730	\$0.77	43.3%	\$820	\$0.78
4	Three-Br.	2.0	1,150	\$342 (50%)	\$810	\$0.70	57.8%	\$920	\$0.70
12	Three-Br.	2.0	1,150	\$465 (60%)	\$810	\$0.70	42.6%	\$920	\$0.70

DEMOGRAPHIC DATA (found on page E-3 & G-5)

	2010		2015		2017	
Renter Households	4,986	39.7%	5,432	42.2%	5,487	42.3%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	1,640	12.8%	1,651	12.7%
Income-Qualified Renter HHs (MR) (if applicable)	N/A	N/A	N/A	N/A	N/A	N/A

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)

Type of Demand	30%	50%	60%	Market-Rate	Other:___	Overall
Renter Household Growth	-	12	4	-	-	11
Existing Households (Overburd + Substand)	-	677	587	-	-	841
Homeowner conversion (Seniors)	-	N/A	N/A	-	-	N/A
Total Primary Market Demand	-	689	591	-	-	852
Less Comparable/Competitive Supply	-	0	0	-	-	0
Net Income-Qualified Renter HHs	-	689	591	-	-	852

CAPTURE RATES (found on page G-5)

Targeted Population	30%	50%	60%	Market-rate	Other:___	Overall
Capture Rate	-	2.6%	10.5%	-	-	9.4%

SECTION B - PROJECT DESCRIPTION

The proposed project involves the new construction of the 80-unit Market Station Apartments rental community on an approximate 8.6-acre site in Thomasville, Georgia. The project will offer 16 one-bedroom, 48 two-bedroom and 16 three-bedroom garden-style units located within five (5) two-story walk-up style residential buildings. The project will also include a free-standing community building which will house the subject’s management office and common areas. The subject property will be developed using Low-Income Housing Tax Credit (LIHTC) financing and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$269 to \$465, depending upon unit type. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June of 2017. Additional details of the subject project are as follows:

A. PROJECT DESCRIPTION

1. **Project Name:** Market Station Apartments

2. **Property Location:** 1601 Smith Avenue
Thomasville, Georgia 31792
(Thomas County)

Census Tract: 9606

QCT: No DDA: Yes

3. **Project Type:** New construction

4. **Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	Percent of AMHI	Proposed Rents			
						Collected	Utility Allowance	Gross	Maximum Allowable
4	One-Br.	1.0	Garden	750	50%	\$269	\$141	\$410	\$441
12	One-Br.	1.0	Garden	750	60%	\$358	\$141	\$499	\$530
10	Two-Br.	2.0	Garden	950	50%	\$308	\$180	\$488	\$530
38	Two-Br.	2.0	Garden	950	60%	\$414	\$180	\$594	\$636
4	Three-Br.	2.0	Garden	1,150	50%	\$342	\$219	\$561	\$612
12	Three-Br.	2.0	Garden	1,150	60%	\$465	\$219	\$684	\$735
80	Total								

Source: IDP Housing, LP
AMHI – Area Median Household Income (Thomas County, GA; 2014)

5. Target Market: Low-income family households earning up to 50% and 60% of AMHI

6. Project Design: Five (5) two-story walkup-style residential buildings and a stand-alone community building

7. Original Year Built: Not applicable

8. Projected Opening Date: June 2017

9. Unit Amenities:

- Electric Range
- Refrigerator
- Dishwasher
- Garbage Disposal
- Microwave Oven
- In-Unit Washer/Dryer
- Central Air Conditioning
- Carpet
- Window Blinds
- Patio/Balcony
- Ceiling Fan

10. Community Amenities:

- On-Site Management
- Fitness Center
- Computer Center
- Clubhouse/Community Space
- Playground
- Picnic Area

11. Resident Services:

None

12. Utility Responsibility:

Tenants of the subject project will be responsible for all utility costs, which include the following:

- General Electric
- Electric Hot Water Heat
- Water/Sewer
- Electric Heat
- Electric Cooking
- Trash Collection

13. Rental Assistance:

None

14. Parking:

The subject project will offer a paved surface parking lot containing a total of 168 spaces at no additional cost to the residents. This equates to 2.1 spaces per unit, which is considered ample parking for the targeted tenant population.

15. Current Project Status:

Not applicable

16. Statistical Area:

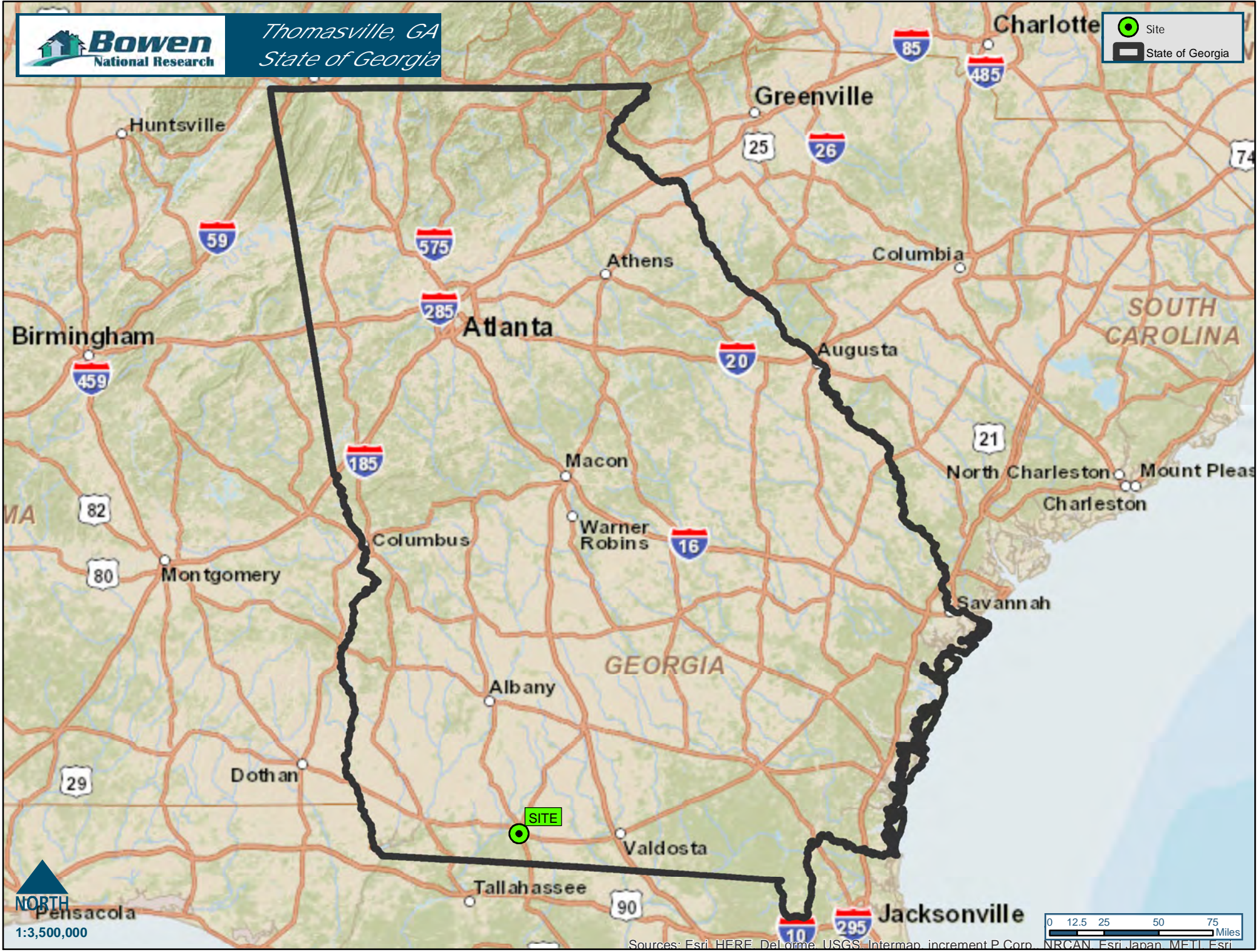
Thomas County, GA (2014)

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



Thomasville, GA
State of Georgia

Site
State of Georgia

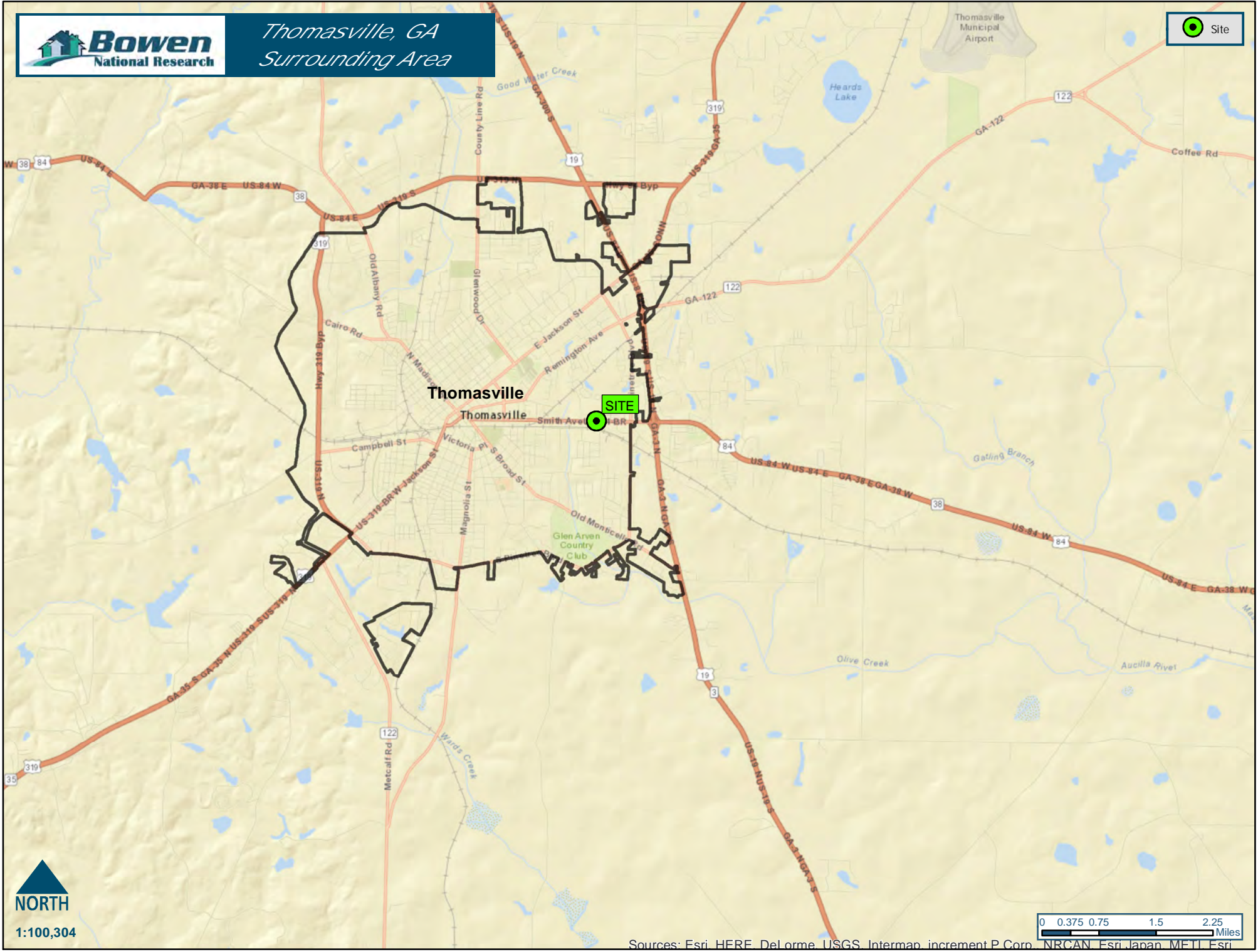


NORTH
1:3,500,000

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



Thomasville, GA
Surrounding Area




NORTH
1:100,304

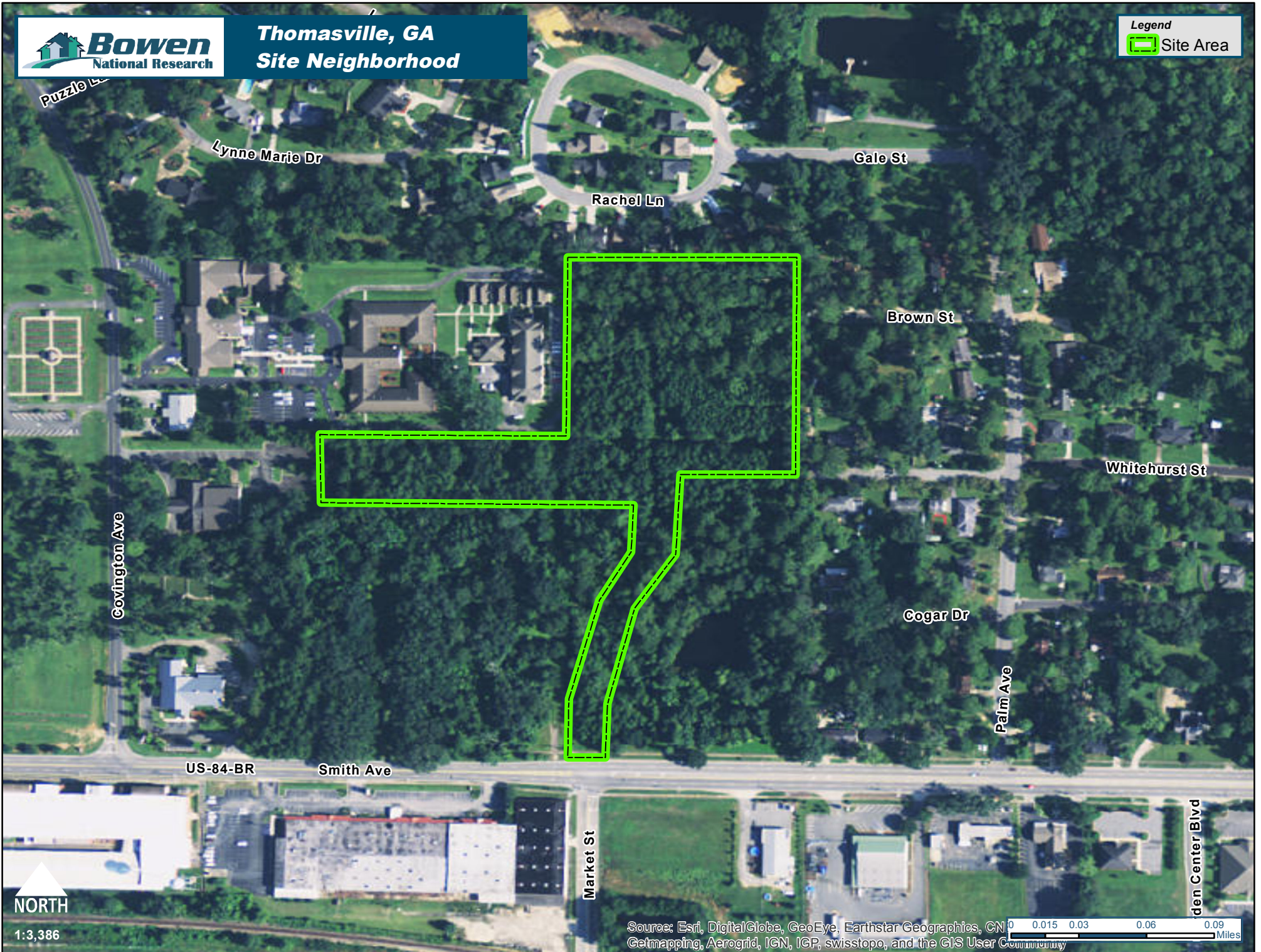


Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri



Thomasville, GA Site Neighborhood

Legend
 Site Area



NORTH

1:3,386

Source: Esri, DigitalGlobe, GeoEye, Earthstar Geographics, CNR, Getmapping, Aerogrid, IGN, IGP, swisstopo, and the GIS User Community

0 0.015 0.03 0.06 0.09 Miles

SECTION C – SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site is a wooded parcel of land located at 1601 Smith Avenue (U.S. Highway 84 Business Route), in the eastern portion of Thomasville, Georgia. Located within Thomas County, Thomasville is approximately 42.0 miles west of Valdosta, Georgia and approximately 36.0 miles northeast of Tallahassee, Florida. Garth Semple, an employee of Bowen National Research, inspected the subject site and conducted corresponding fieldwork during the week of April 27, 2015.

2. SURROUNDING LAND USES

The subject site is within an established area of Thomasville, Georgia. Surrounding land uses generally include single-family homes, a senior assisted living complex, heavily wooded land, local businesses, and the Thomasville Animal Hospital. Adjacent land uses are detailed as follows:

North -	A tree-line and the Southern Pines Senior Living Community in good condition define the northern boundary of the subject site. Farther north are single-family homes which are typically of one-story design and were observed to be in good condition.
East -	Single-family homes in fair to good condition border the site to the east, while additional single-family homes, also in fair to good condition, extend beyond.
South -	The southern boundary is defined by Smith Avenue (U.S. Highway 84 Business Route), a four-lane east/west arterial which was observed to experience moderate vehicular traffic patterns. Continuing south is Market Square, a small business center, containing local medical practices observed to be in satisfactory condition. Other small local businesses such as The Pool Store and Golden Brothers Company are also located south of the subject site, while a set of railroad tracks and industrial businesses are located beyond.
West -	Wooded land borders the site to the west followed by the Thomasville Animal Hospital and Thomasville Music and Drama Troupe facilities which were observed to be in good condition. Continuing west is Covington Avenue, a two-lane north/south thoroughfare, with light vehicular traffic. Extending beyond is the Thomasville Rose Garden and Cherokee Lake.

The subject development is expected to fit well with the surrounding land uses, most of which were observed to be well-maintained which should contribute to the marketability of the subject development. The wooded land surrounding the subject site is also considered beneficial to marketability of the subject project as it will provide an aesthetically pleasing natural buffer to additional surrounding land uses within the immediate site neighborhood. The subject's location along Smith Avenue is expected to contribute to the accessibility of both the subject project and several area services, as this bordering roadway provides convenient east/west access throughout the Thomasville area. Although a set of railroad tracks is located south of the subject site, these tracks are well buffered by the Smith Avenue corridor which borders the site to the south and mitigates any noise created by these nearby tracks. Therefore, the location of these railroad tracks is not expected to have any adverse impact on marketability of the subject site. Overall, the subject project's location within a primarily residential area of Thomasville should contribute to its marketability.

3. VISIBILITY AND ACCESS

The subject site maintains frontage along and is clearly visible from Smith Avenue (U.S. Highway 84 Business Route), a four-lane east/west arterial thoroughfare which will provide significant passerby traffic to the subject development. Although site plans provided for review at the time of this report illustrate that the subject project will be set back from Smith Avenue, these site plans also illustrate that permanent site signage will be located at the entrance of the subject development along Smith Avenue. The subject development will also derive access from Smith Avenue which was observed to experience moderate vehicular traffic patterns and provides direct access to U.S. Highway 19 east of the subject site. While the subject's location along Smith Avenue will allow for convenient access to the subject project, it is of note that eastbound traffic along this bordering roadway is not currently provided a center turn lane, which may result in some difficulty when accessing the subject site from eastbound Smith Avenue during peak commuting hours. Regardless, the subject development is expected to benefit from both its visibility and accessibility from Smith Avenue.

Based on information provided by area planning and zoning officials, as well as the observations of our analyst, no notable road or other infrastructure projects are underway or planned for the immediate site area.

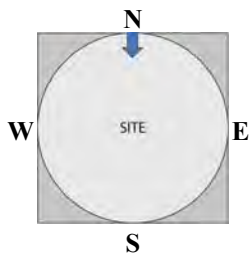
4. SITE PHOTOGRAPHS

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

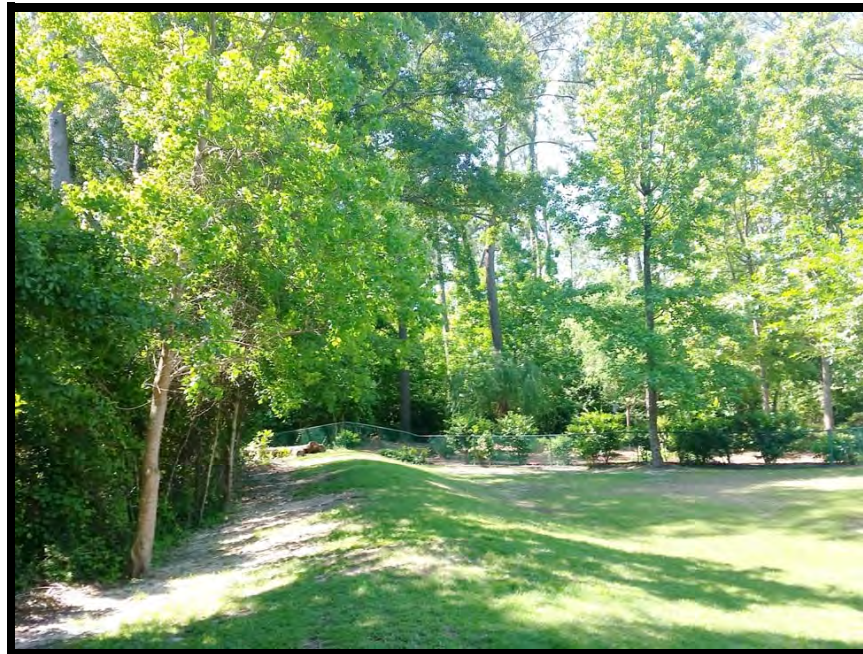
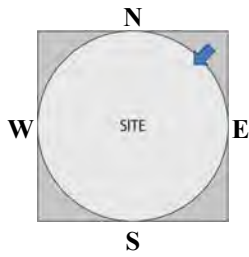
SITE PHOTOGRAPHS



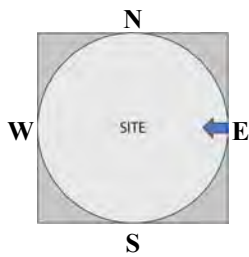
Site Entryway



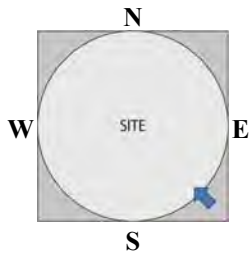
View of site from the north



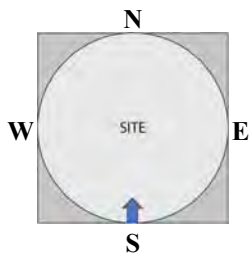
View of site from the northeast



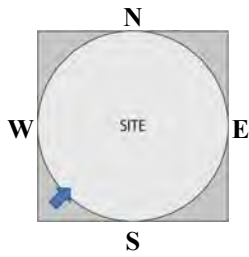
View of site from the east



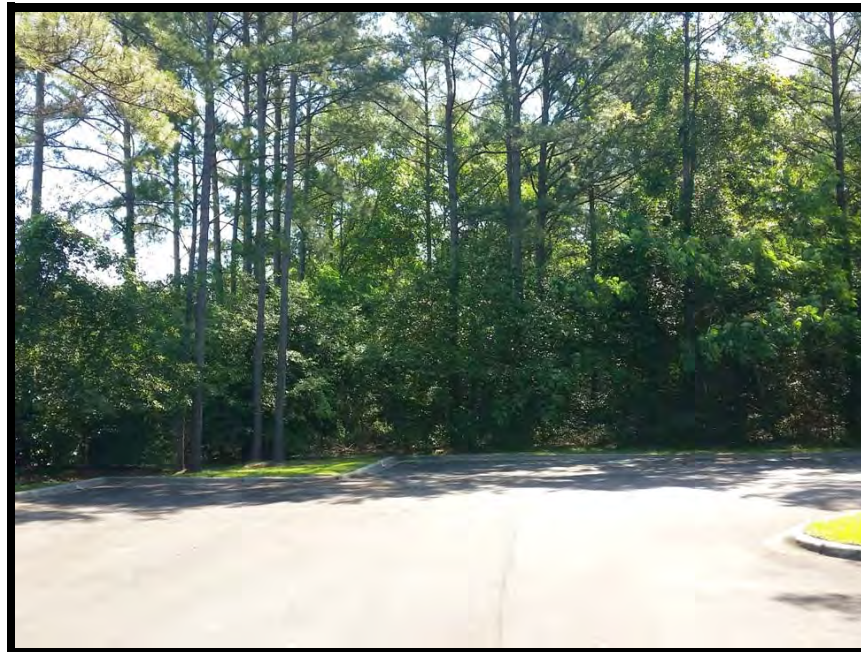
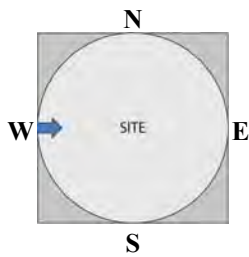
View of site from the southeast



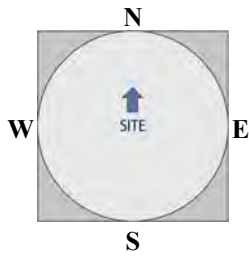
View of site from the south



View of site from the southwest



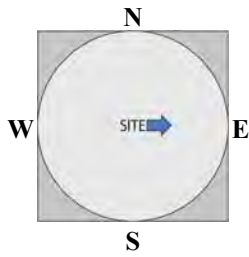
View of site from the west



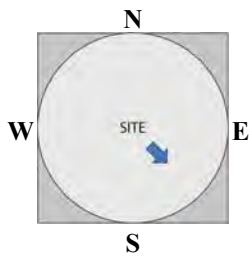
North view from site



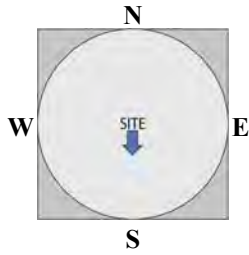
Northeast view from site



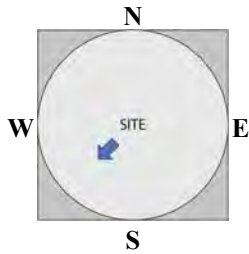
East view from site



Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: West view on Smith Avenue



Streetscape: East view on Smith Avenue



Typical single-family home southeast of site



Typical single-family home north of site

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 84(Business Route) U.S. Highway 19 U.S. Bypass 319 State Route 35	Adjacent South 0.8 East 3.6 Southwest 4.2 Southwest
Public Bus Stop	Thomas County Area Transit Service (TCATS)	On-Site
Major Employers/ Employment Centers	John D Archbold Memorial Hospital Walmart	1.7 West 2.3 North
Convenience Store	Easy In & Out Suzie-Q Foods Kangaroo Express	0.4 East 0.4 East 0.9 East
Grocery	Publix Super Market Walmart	1.4 North 2.3 North
Discount Department Store	Family Dollar Dollar Corner Sears	0.4 East 1.4 North 1.9 Northeast
Schools: Elementary Middle/Junior High High	Scott Elementary School MacIntyre Park Middle School Thomasville High School	1.5 West 1.7 Northwest 1.2 West
Hospital	John D Archbold Memorial Hospital	1.7 West
Police	Thomasville Police Department	0.7 West
Fire	Thomasville Fire Department	1.6 West
Post Office	U.S. Post Office	1.1 Northeast
Bank	Suntrust Bank Ameris Bank Bank Of America	1.0 Northeast 1.3 Northeast 2.1 Northeast
Gas Station	BP Shell Citgo	0.4 East 0.4 East 0.9 East
Pharmacy	Publix Pharmacy CVS Pharmacy Walmart Pharmacy	1.4 North 1.7 Northeast 2.3 North
Restaurant	Mom & Dad's Italian Restaurant Hot Diggity Hot Dogs Granddaddy's Barbeque	0.2 East 0.4 East 0.5 East
Day Care	Kids World Daycare	0.7 East
Library	Thomas County Public Library	1.9 West
Fitness Center	Anytime Fitness	1.5 North
Church	Morningside United Methodist Connection	0.4 East 0.6 East
Cinema/Theatre	Gateway Cinema	2.0 Northeast
Museum	Jack Hadley Black History Museum	2.7 West

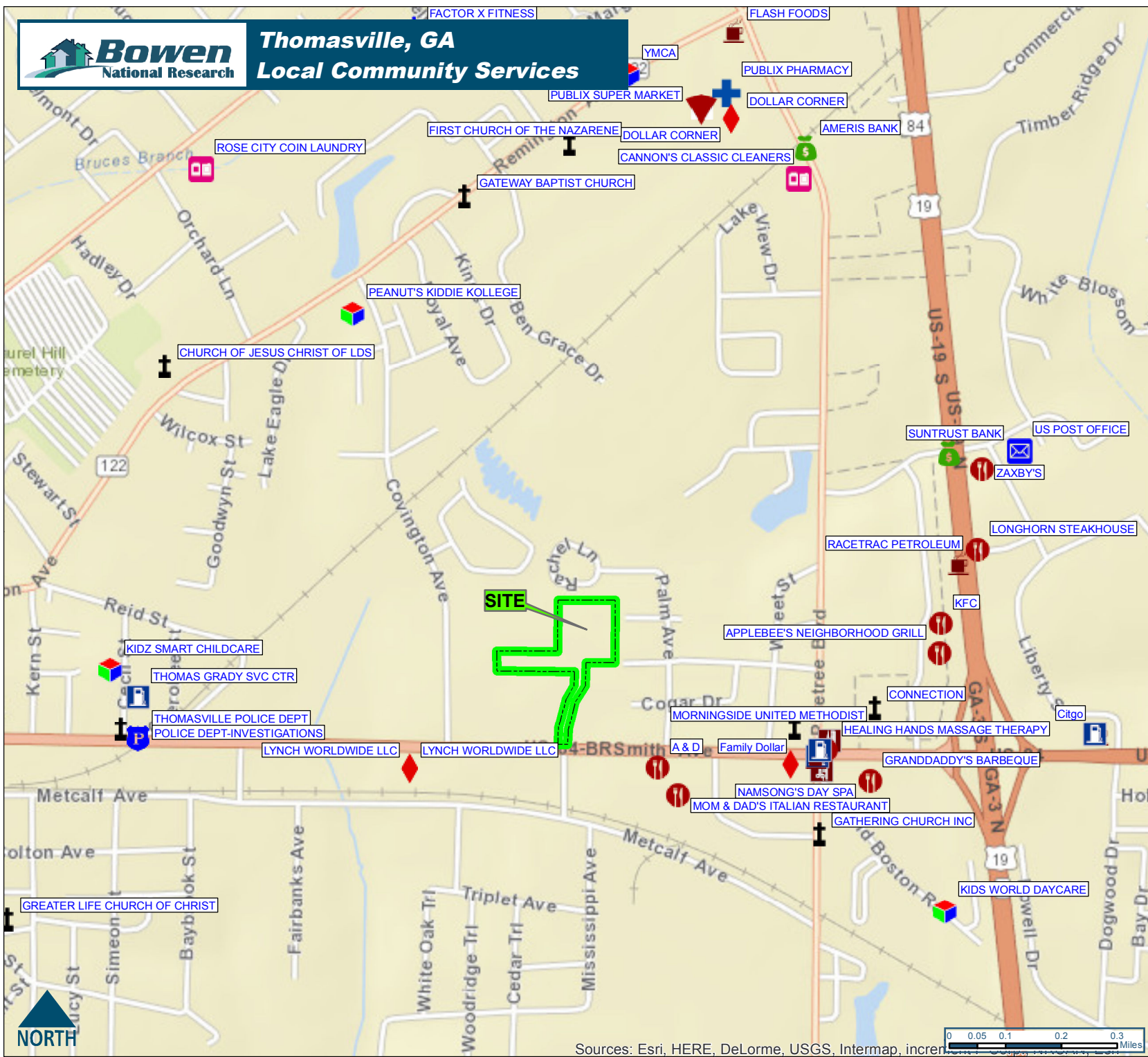
Numerous community services are located within proximity of the subject site, many of which are located within 2.0 miles. The subject's location along Smith Avenue further enhances accessibility of many area services, as this bordering roadway provides convenient east/west access throughout the Thomasville area. Notably, Smith Avenue provides direct access to U.S. Highway 19 east of the subject site, which serves as a commercial corridor within the site area. Although scheduled fixed-route public transportation is not provided within the Thomasville area, the Thomas County Area Transit Service (TCATS) provides an on-call transportation service to all residents of Thomas County. To utilize this service however, residents must call 24 hours in advance to schedule an appointment.

The Thomasville City Schools serve the subject site and all applicable attendance schools are located within 1.7 miles of the site. The subject site is provided public safety services through the Thomasville Police and Fire Departments which are located 0.7 and 1.6 miles from the subject site, respectively. The nearest full-service hospital providing emergency services is the John D Archbold Memorial Hospital located 1.7 miles from the site.

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



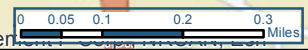
Thomasville, GA Local Community Services



- ### Legend
- Site Area
 - bank
 - barber and beauty
 - child care
 - church
 - convenience store
 - gas
 - grocery
 - laundry and drycleaning
 - pharmacy
 - police
 - post office
 - restaurant
 - shopping



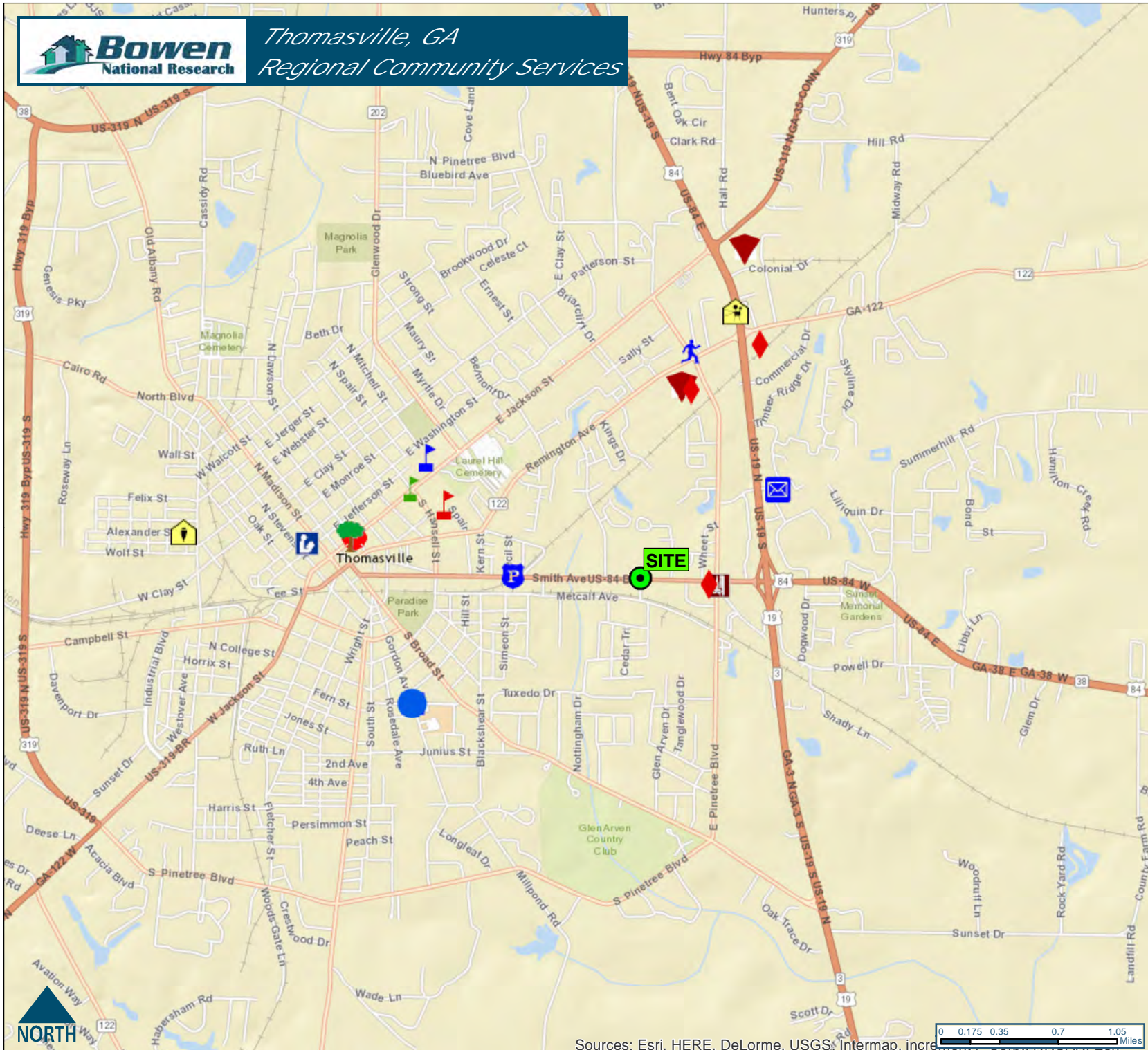
Sources: Esri, HERE, DeLorme, USGS, Intermap, incen



1:15,039



Thomasville, GA
Regional Community Services



Legend

- Site
- barber and beauty
- cinema
- elementary school
- fire
- fitness center
- grocery
- high school
- library
- middle school
- museum
- park
- police
- post office
- shopping
- employers_1000_5000



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



1:50,039

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 for the Site PMA is 129 with an overall personal crime index of 115 and a property crime index of 133. Total crime risk for Thomas County is 113 with indexes for personal and property crime of 102 and 116, respectively.

	Crime Risk Index	
	Site PMA	Thomas County
Total Crime	129	113
Personal Crime	115	102
Murder	151	125
Rape	81	79
Robbery	108	87
Assault	128	119
Property Crime	133	116
Burglary	184	167
Larceny	149	123
Motor Vehicle Theft	68	63

Source: Applied Geographic Solutions

As the preceding illustrates, the crime index reported for the Site PMA (129) is slightly higher than that reported for Thomas County (113) as a whole and both are above the national average of 100. Regardless, the high occupancy rates reported among most of the rental properties surveyed within the Site PMA is clear indication that crime has not had any adverse impact on marketability of rental product within the Site PMA.

A map illustrating crime risk is on the following page.



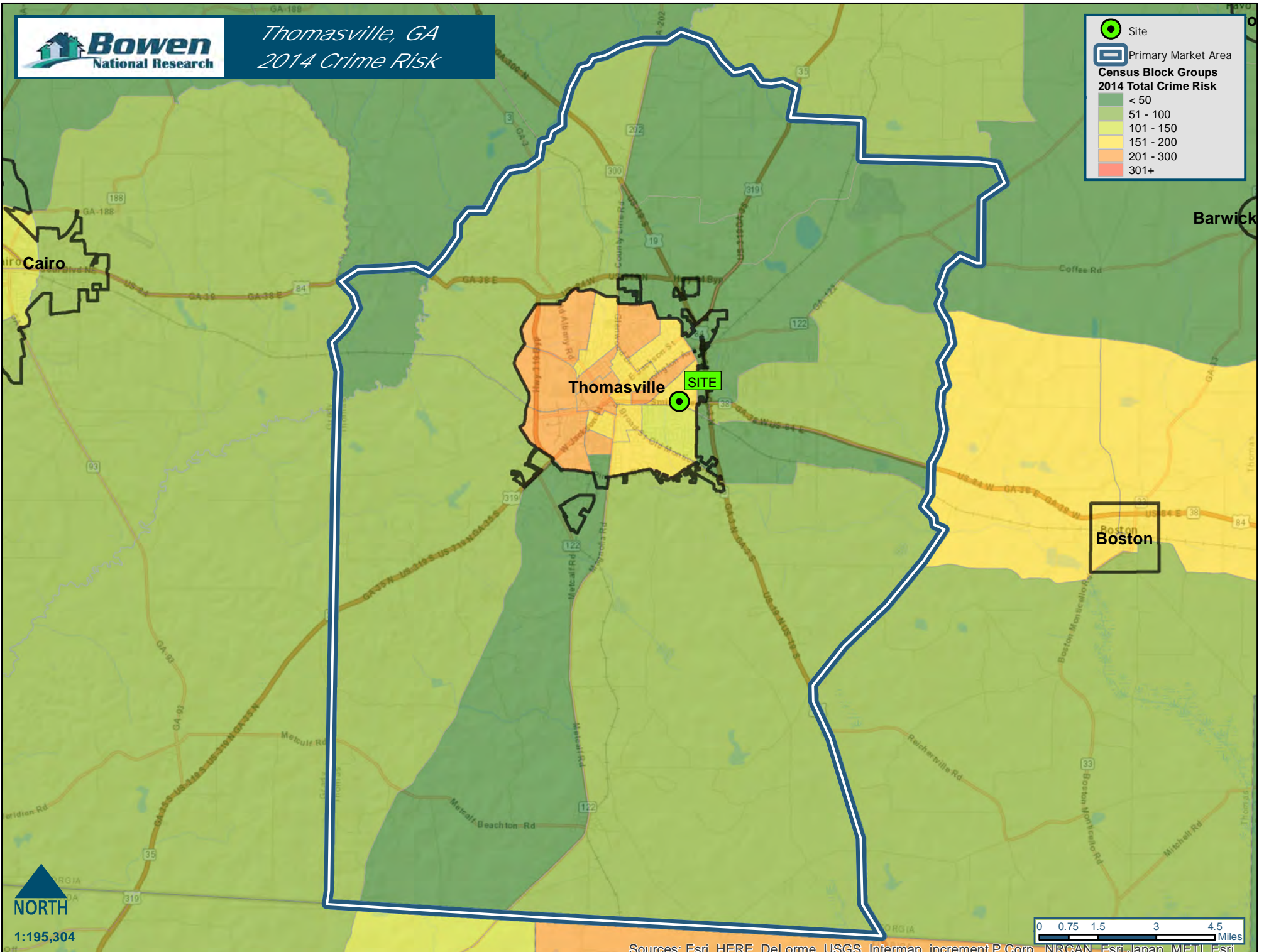
Thomasville, GA
2014 Crime Risk

● Site

▭ Primary Market Area

Census Block Groups
2014 Total Crime Risk

- < 50
- 51 - 100
- 101 - 150
- 151 - 200
- 201 - 300
- 301+



NORTH
1:195,304

0 0.75 1.5 3 4.5 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 portion of Thomasville in which the existing surrounding structures were observed to be well-maintained and in relatively good condition. These well-maintained structures are expected to contribute to the marketability of the subject site, as is the wooded land surrounding portions of the subject site and providing an aesthetically pleasing natural buffer to additional surrounding land uses within the immediate site neighborhood. The subject development will be provided clear visibility and convenient accessibility from Smith Avenue (U.S. Highway 84 Business Route), a moderately traveled arterial roadway which borders the site to the south. The subject's location along aforementioned Smith Avenue also contributes to the accessibility of many area services from the subject site, as this arterial roadway provides direct access to several area services as well as the U.S. Highway 19 corridor east of the subject site. Overall, the subject development is expected to fit well with the surrounding land uses and should benefit from its clear visibility and convenient accessibility from Smith Avenue, as well as its proximity to most basic community services.

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.

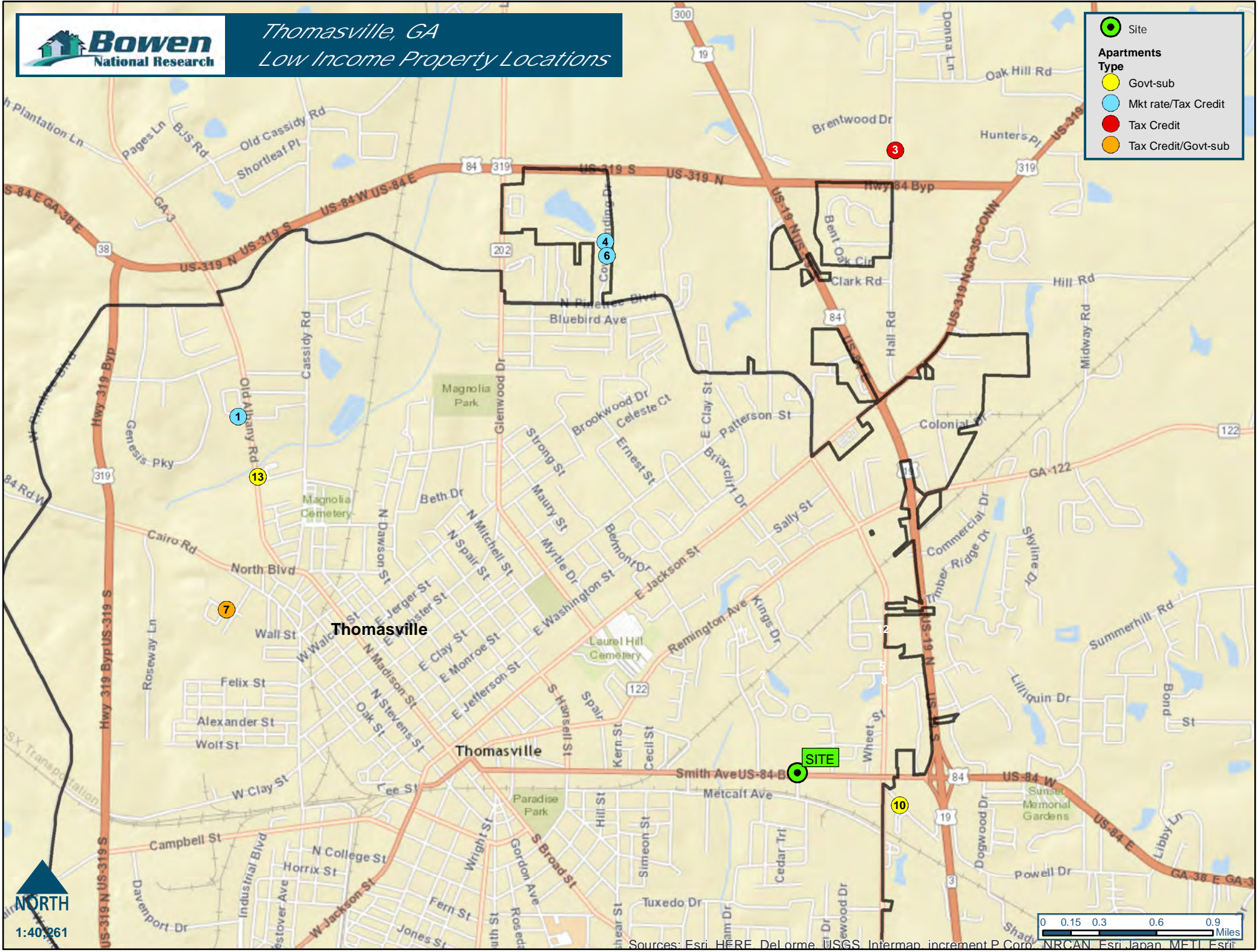


Thomasville, GA Low Income Property Locations

Site
● Site

Apartments Type

- Govt-sub
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub



NORTH
1:40,261

0 0.15 0.3 0.6 0.9 Miles

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

SECTION D – PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Thomasville Site PMA was determined through interviews with 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 Thomasville Site PMA includes the city of Thomasville, as well as some outlying unincorporated areas of Thomas County. The boundaries of the Site PMA include U.S. Highway 84 and the Census Tract 9607 and 9605 boundaries to the north; the Census Tract 9610 boundary to the east; the Thomas County and Georgia/Florida state boundary to the south; and the Thomas County boundary to the west. The boundaries of the Site PMA are within 13.1 miles of the subject site.

Shelly Gossett, Property Manager at Quail Rise Apartments in Thomasville, Georgia, stated that almost all her support derives from within Thomasville and immediately surrounding areas of Thomas County. Ms. Gossett further stated that while some support may originate from areas outside of Thomas County, including areas as far away as Tallahassee, Florida, this support base is considered minimal. Ms. Gossett confirmed the boundaries of the Site PMA.

Ashley Jordan is the Assistant Property Manager at Abbey Lake Apartments in Thomasville, Georgia. Ms. Jordan stated that while a small number of her tenants have originated from areas outside of Thomas County, the majority have originated from within the immediate Thomasville area. Ms. Jordan contributes this primarily local support to the fact that most of her residents also work within the immediate Thomasville area and prefer to remain close to their respective place of employment.

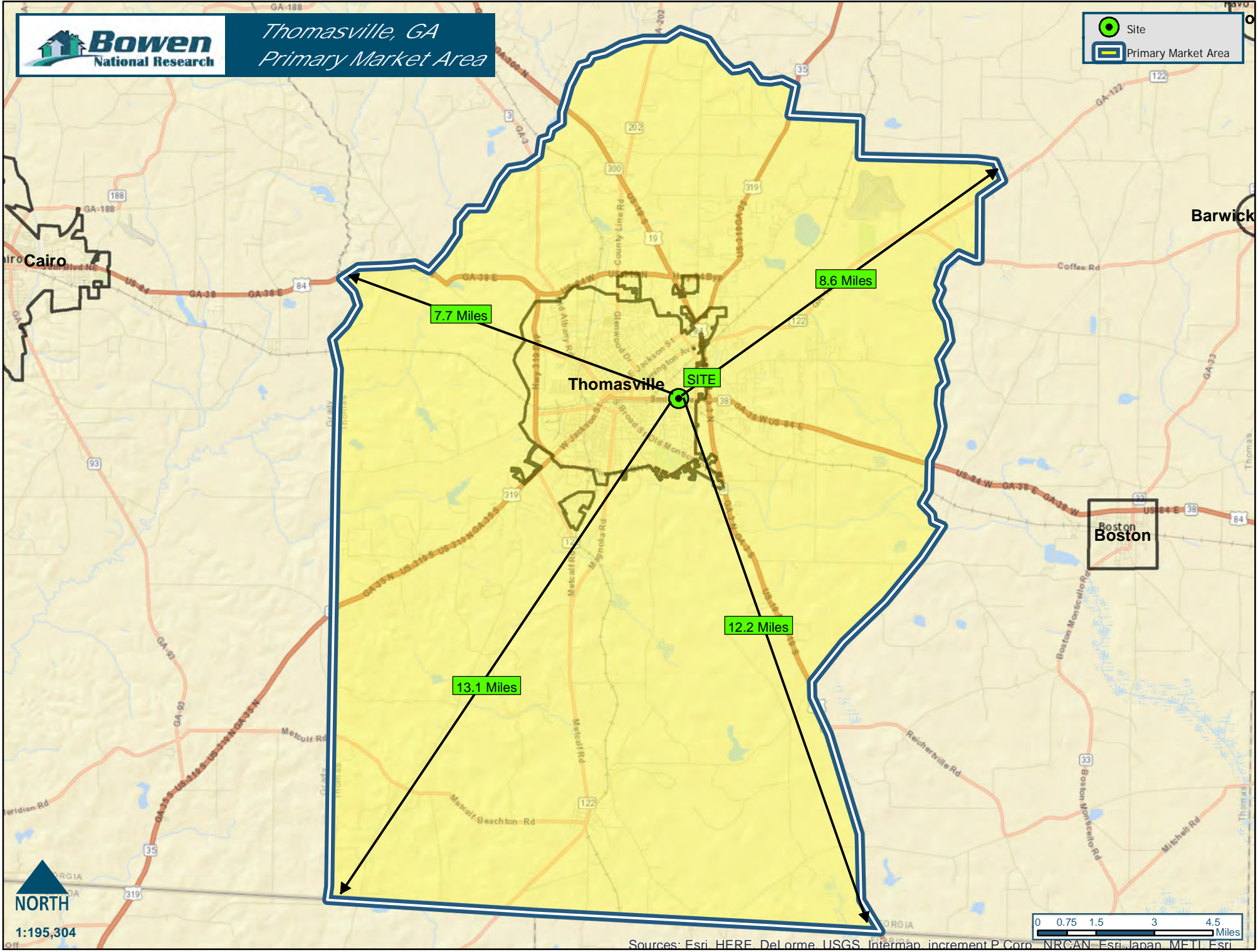
Though a modest portion of support is believed to originate from some of the smaller communities outside of Thomasville; we have not considered a secondary market area in this report. The rural nature of the surrounding area and the distance between Thomasville and various other municipalities within the region is believed to focus the majority of the prospective tenant population from within Thomasville and the immediate surrounding areas of Thomas County. Based on interviews with area property managers and the high occupancy and waiting lists reported at the existing affordable housing properties surveyed in the market, the Thomasville area is in need of and can sustain additional affordable housing.

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



Thomasville, GA
Primary Market Area

Site
Primary Market Area



NORTH
1:195,304

0 0.75 1.5 3 4.5 Miles

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, 2015 (estimated) and 2017 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Population	30,201	31,805	32,346	32,609
Population Change	-	1,604	541	264
Percent Change	-	5.3%	1.7%	0.8%

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

The Thomasville Site PMA population base increased by 1,604 between 2000 and 2010. This represents a 5.3% increase over the 2000 population, or an annual rate of 0.5%. Between 2010 and 2015, the population increased by 541, or 1.7%. It is projected that the population will increase by 264, or 0.8%, between 2015 and 2017.

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

Population by Age	2010 (Census)		2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	8,802	27.7%	8,511	26.3%	8,484	26.0%	-26	-0.3%
20 to 24	1,825	5.7%	2,027	6.3%	1,992	6.1%	-34	-1.7%
25 to 34	3,763	11.8%	3,810	11.8%	3,855	11.8%	45	1.2%
35 to 44	3,949	12.4%	3,783	11.7%	3,760	11.5%	-23	-0.6%
45 to 54	4,686	14.7%	4,411	13.6%	4,261	13.1%	-150	-3.4%
55 to 64	3,966	12.5%	4,323	13.4%	4,430	13.6%	107	2.5%
65 to 74	2,589	8.1%	3,108	9.6%	3,345	10.3%	236	7.6%
75 & Over	2,227	7.0%	2,373	7.3%	2,482	7.6%	109	4.6%
Total	31,807	100.0%	32,346	100.0%	32,609	100.0%	264	0.8%

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

As the preceding table illustrates, nearly 51% of the population is expected to be between 25 and 64 years old in 2015. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Households	11,481	12,545	12,859	12,982
Household Change	-	1,064	314	123
Percent Change	-	9.3%	2.5%	1.0%
Household Size	2.63	2.54	2.45	2.45

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

Within the Thomasville Site PMA, households increased by 1,064 (9.3%) between 2000 and 2010. Between 2010 and 2015, households increased by 314 or 2.5%. By 2017, there will be 12,982 households, an increase of 123 households, or 1.0% over 2015 levels. This is an increase of approximately 61 households annually over the next two years, which is considered good household growth and will likely increase demand for housing within the Site PMA.

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

Households by Age	2010 (Census)		2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	525	4.2%	498	3.9%	485	3.7%	-14	-2.7%
25 to 34	1,762	14.0%	1,773	13.8%	1,786	13.8%	12	0.7%
35 to 44	2,094	16.7%	1,992	15.5%	1,969	15.2%	-23	-1.2%
45 to 54	2,652	21.1%	2,483	19.3%	2,384	18.4%	-100	-4.0%
55 to 64	2,386	19.0%	2,584	20.1%	2,629	20.2%	45	1.7%
65 to 74	1,673	13.3%	1,992	15.5%	2,129	16.4%	138	6.9%
75 to 84	1,068	8.5%	1,105	8.6%	1,151	8.9%	46	4.2%
85 & Over	384	3.1%	433	3.4%	450	3.5%	17	4.0%
Total	12,544	100.0%	12,860	100.0%	12,983	100.0%	122	1.0%

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

As previously discussed, the primary age cohort of potential renters at the subject project is those between the ages of 25 and 64. Notably, it is estimated that nearly 69.0% of all households will be comprised of those between the ages of 25 and 64 in 2015. Although this primary age cohort is projected to decline by 66 households, or 0.7%, between 2015 and 2017, this primary age cohort will still comprise nearly 68.0% of all households in the market in 2017. It should further be noted that the subject project will offer some one- and two-bedroom garden-style units which are typically considered attractive to senior renters. Notably, senior households age 55 and older are projected to increase by 246, or 3.9%, between 2015 and 2017.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,559	60.3%	7,428	57.8%	7,495	57.7%
Renter-Occupied	4,986	39.7%	5,432	42.2%	5,487	42.3%
Total	12,545	100.0%	12,859	100.0%	12,982	100.0%

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

In 2015, homeowners occupied 57.8% of all occupied housing units, while the remaining 42.2% were occupied by renters. The share of renters is relatively high for a more rural market such as Thomasville and represents a good base of potential renters in the market for the subject development. Note that the number of renter households is projected to increase by 55, or 1.0%, between 2015 and 2017.

The household sizes by tenure within the Site PMA, based on the 2015 estimates and 2017 projections, were distributed as follows:

Persons Per Renter Household	2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,903	35.0%	1,927	35.1%	24	1.3%
2 Persons	1,338	24.6%	1,349	24.6%	11	0.8%
3 Persons	946	17.4%	957	17.4%	12	1.2%
4 Persons	688	12.7%	694	12.6%	6	0.8%
5 Persons+	557	10.3%	561	10.2%	3	0.6%
Total	5,432	100.0%	5,487	100.0%	56	1.0%

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

Persons Per Owner Household	2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,824	24.6%	1,848	24.7%	24	1.3%
2 Persons	2,829	38.1%	2,851	38.0%	22	0.8%
3 Persons	1,204	16.2%	1,217	16.2%	13	1.1%
4 Persons	944	12.7%	949	12.7%	6	0.6%
5 Persons+	628	8.5%	630	8.4%	3	0.4%
Total	7,428	100.0%	7,495	100.0%	67	0.9%

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

The one- through three-bedroom units proposed at the subject site are expected to house up to five-person households. As such, the subject development will be able to accommodate most renter households in the market, based on household size.

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

Household Income	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,851	14.8%	2,639	20.5%	2,761	21.3%
\$10,000 to \$19,999	1,778	14.2%	2,352	18.3%	2,430	18.7%
\$20,000 to \$29,999	1,645	13.1%	1,860	14.5%	1,894	14.6%
\$30,000 to \$39,999	1,275	10.2%	1,415	11.0%	1,446	11.1%
\$40,000 to \$49,999	1,258	10.0%	1,193	9.3%	1,161	8.9%
\$50,000 to \$59,999	1,051	8.4%	711	5.5%	695	5.4%
\$60,000 to \$74,999	888	7.1%	754	5.9%	745	5.7%
\$75,000 to \$99,999	1,043	8.3%	825	6.4%	811	6.2%
\$100,000 to \$124,999	660	5.3%	503	3.9%	456	3.5%
\$125,000 to \$149,999	471	3.8%	158	1.2%	155	1.2%
\$150,000 to \$199,999	222	1.8%	211	1.6%	199	1.5%
\$200,000 & Over	404	3.2%	238	1.9%	228	1.8%
Total	12,545	100.0%	12,859	100.0%	12,982	100.0%
Median Income	\$37,835		\$27,736		\$26,864	

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

In 2010, the median household income was \$37,835. This declined by 26.7% to \$27,736 in 2015. By 2017, it is projected that the median household income will be \$26,864, a decline of 3.1% over 2015. This trend is greatly influenced by the increase in lower income households (making less than \$40,000). This is likely attributed to the large base of seniors that are reaching retirement age. Such households' incomes are declining as they retire, thereby lowering the area's median household income levels.

The following tables illustrate renter household income by household size for 2010, 2015 and 2017 for the Thomasville Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	602	204	266	229	67	1,367
\$10,000 to \$19,999	399	276	122	72	83	952
\$20,000 to \$29,999	234	343	69	67	84	796
\$30,000 to \$39,999	176	79	211	38	127	632
\$40,000 to \$49,999	75	77	47	119	58	376
\$50,000 to \$59,999	70	30	84	0	1	185
\$60,000 to \$74,999	46	106	6	41	70	269
\$75,000 to \$99,999	25	42	30	37	1	134
\$100,000 to \$124,999	21	28	7	35	30	120
\$125,000 to \$149,999	37	7	7	2	2	55
\$150,000 to \$199,999	23	17	15	4	2	62
\$200,000 & Over	10	28	0	0	0	38
Total	1,717	1,236	865	643	525	4,986

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2015 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	870	267	318	321	87	1,862
\$10,000 to \$19,999	475	375	179	102	108	1,239
\$20,000 to \$29,999	218	405	76	57	113	868
\$30,000 to \$39,999	156	84	249	43	136	668
\$40,000 to \$49,999	50	81	37	87	36	291
\$50,000 to \$59,999	39	15	65	0	2	121
\$60,000 to \$74,999	28	63	3	24	49	167
\$75,000 to \$99,999	13	21	13	26	0	73
\$100,000 to \$124,999	24	11	0	27	22	84
\$125,000 to \$149,999	10	0	2	0	0	13
\$150,000 to \$199,999	15	9	4	1	3	32
\$200,000 & Over	5	7	0	0	1	14
Total	1,903	1,338	946	688	557	5,432

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2017 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	905	271	324	337	92	1,929
\$10,000 to \$19,999	473	393	179	103	112	1,261
\$20,000 to \$29,999	215	403	80	53	114	865
\$30,000 to \$39,999	155	86	252	42	131	666
\$40,000 to \$49,999	45	74	37	83	33	273
\$50,000 to \$59,999	37	15	64	1	3	119
\$60,000 to \$74,999	28	59	4	23	48	163
\$75,000 to \$99,999	14	21	12	25	0	71
\$100,000 to \$124,999	22	11	1	24	22	78
\$125,000 to \$149,999	11	1	2	0	0	14
\$150,000 to \$199,999	15	8	2	3	2	30
\$200,000 & Over	8	6	0	0	3	17
Total	1,927	1,349	957	694	561	5,487

Source: Ribbon Demographics; ESRI; Urban Decision Group

Demographic Summary

Demographic trends have been, and are projected to continue to be, positive within the Thomasville Site PMA. Specifically, the total population is projected to increase by 264 (0.8%), while the total number of households will increase by 123 (1.0%) between 2015 and 2017. The primary age cohort of potential renters at the subject project is those between the ages of 25 and 64, an age cohort which is estimated to comprise nearly 69.0% of all households within the Site PMA in 2015. Although this primary age cohort is projected to decline by 66 households, or 0.7%, between 2015 and 2017, it will still comprise nearly 68.0% of all households in the market in 2017. It is also of note that more than 42.0% of all households (renter and owner) are, and will continue to be, renters through 2017 and nearly 5,500 renter households are projected for the market in 2017. Notably, approximately 86.0% of all renter households are projected to earn below \$40,000 in 2017. Based on the preceding factors, there appears to be a large base of age- and income-eligible renter households in the market for affordable family-oriented rental product such as that proposed at the subject site.

SECTION F – ECONOMIC TRENDS

1. LABOR FORCE PROFILE

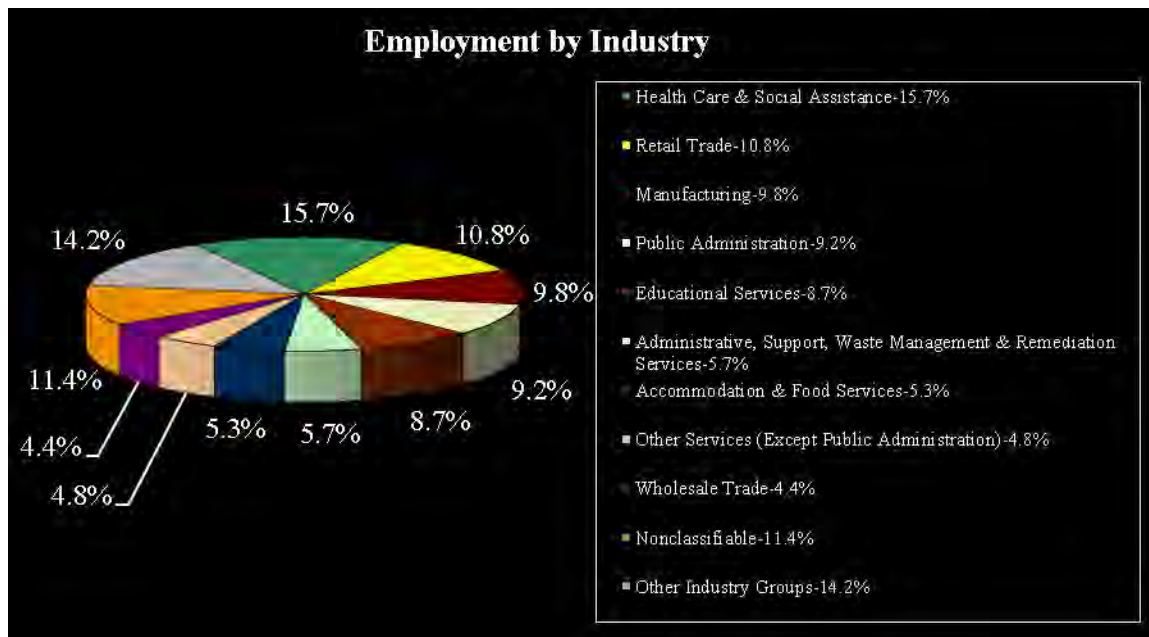
The labor force within the Thomasville Site PMA is based primarily in two sectors. Health Care & Social Assistance (which comprises 15.7%) and Retail Trade comprise nearly 27% of the Site PMA labor force. Non-classifiable jobs comprised over 11% of the labor force. Employment in the Thomasville Site PMA, as of 2015, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	72	2.9%	173	0.7%	2.4
Mining	0	0.0%	0	0.0%	0.0
Utilities	5	0.2%	144	0.6%	28.8
Construction	159	6.5%	838	3.5%	5.3
Manufacturing	81	3.3%	2,312	9.8%	28.5
Wholesale Trade	115	4.7%	1,053	4.4%	9.2
Retail Trade	344	14.0%	2,564	10.8%	7.5
Transportation & Warehousing	43	1.8%	247	1.0%	5.7
Information	36	1.5%	166	0.7%	4.6
Finance & Insurance	136	5.5%	661	2.8%	4.9
Real Estate & Rental & Leasing	109	4.4%	329	1.4%	3.0
Professional, Scientific & Technical Services	185	7.5%	554	2.3%	3.0
Management of Companies & Enterprises	19	0.8%	44	0.2%	2.3
Administrative, Support, Waste Management & Remediation Services	354	14.4%	1,343	5.7%	3.8
Educational Services	47	1.9%	2,052	8.7%	43.7
Health Care & Social Assistance	207	8.4%	3,711	15.7%	17.9
Arts, Entertainment & Recreation	34	1.4%	213	0.9%	6.3
Accommodation & Food Services	108	4.4%	1,251	5.3%	11.6
Other Services (Except Public Administration)	327	13.3%	1,139	4.8%	3.5
Public Administration	69	2.8%	2,169	9.2%	31.4
Nonclassifiable	4	0.2%	2,707	11.4%	676.8
Total	2,454	100.0%	23,670	100.0%	9.6

*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	\$80,200	\$108,550
Business and Financial Occupations	\$58,050	\$70,950
Computer and Mathematical Occupations	\$61,450	\$80,740
Architecture and Engineering Occupations	\$64,190	\$76,020
Community and Social Service Occupations	\$35,460	\$42,850
Art, Design, Entertainment and Sports Medicine Occupations	\$42,750	\$50,400
Healthcare Practitioners and Technical Occupations	\$61,270	\$72,600
Healthcare Support Occupations	\$22,590	\$26,850
Protective Service Occupations	\$30,640	\$33,830
Food Preparation and Serving Related Occupations	\$18,280	\$19,890
Building and Grounds Cleaning and Maintenance Occupations	\$22,030	\$23,870
Personal Care and Service Occupations	\$22,630	\$23,420
Sales and Related Occupations	\$26,770	\$37,010
Office and Administrative Support Occupations	\$28,700	\$33,860
Construction and Extraction Occupations	\$31,470	\$38,210
Installation, Maintenance and Repair Occupations	\$38,150	\$42,770
Production Occupations	\$28,690	\$32,080
Transportation and Moving Occupations	\$28,640	\$34,510

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

Most annual blue-collar salaries range from \$18,280 to \$42,750 within the South Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$65,032. It is important to note that most occupational types within the South Georgia Nonmetropolitan Area have lower typical wages than the State of Georgia's typical wages. Regardless, the proposed project will generally target households with incomes between \$14,000 and \$30,500. As such, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The ten largest employers within the Thomas County area comprise a total of 6,380 employees. These employers are summarized as follows:

Employer Name	Business Type	Total Employed
Archbold Memorial Hospital	Healthcare	2,500
Thomas County School Systems	Education	814
Flowers Food	Baked goods	560
Thomasville City School System	Education	450
Turbine Engine Components Technologies	Manufacturer	443
City of Thomasville	Government	435
Oil Dry Corporation of Georgia	Manufacturer	321
Thomas County Government	Government	304
Hurst Boiler and Welding Company	Manufacturing, Designing, Engineering	303
Flowers Baking Company	Manufacturer	250
	Total	6,380

Source: Developthomas.com (Obtained May 2015)

According to a representative with the Thomasville & Thomas County Chamber of Commerce, the overall economy is stable due to its strong industrial base. Some positive factors for the Thomas County area include but are not limited to the expansion of several existing industries which is expected to create 700 industrial jobs over the next two years. According to this representative, development is most popular along U.S. Highway 19 at this time. Other notable economic development activity is summarized as follows:

- Oilon, a Thomasville based energy company, opened its first North American location in September 2014 and expects to create 50 new jobs in the next two years.

- The Red Hills Business Park, which was approved by Thomasville City Council in September of 2014, is currently under construction and is expected to be complete sometime in 2016.
- In October 2014 the Jail-Justice Center project broke ground in Thomasville at a cost of \$2 million. However, this project has encountered various delays and construction is currently at a stand still and work will not begin again until June 2015. Additional details regarding this project were not available at the time of this report.

WARN (layoff notices):

According to the Georgia Department of Labor website, there have been no WARN notices of large-scale layoffs/closures within Thomas County since January 2014. However, according to the representative with the Thomasville and Thomas County Chamber of Commerce, the state owned Southwestern State Hospital (a mental health facility) closed in December of 2013. While the closure of this facility which employed approximately 650 employees likely had a tangible impact on the local Thomasville economy, many of these employees accepted similar positions at multiple newly opened Behavioral Health Crisis Service Centers throughout the region. The closure of this facility is considered to be the biggest negative factor impacting the local economy according to this representative.

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.

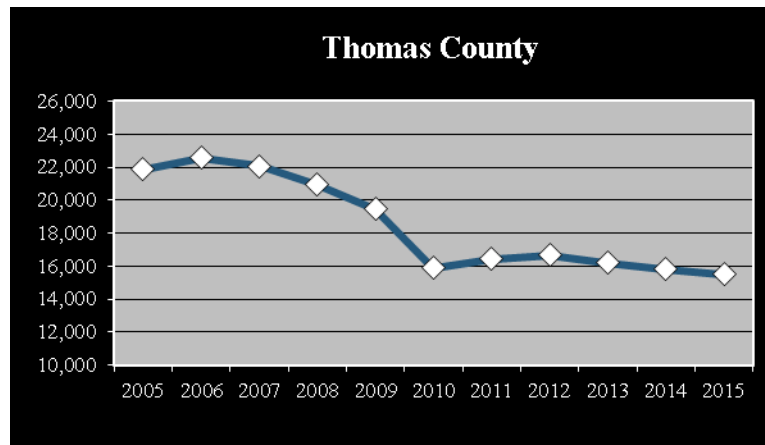
Excluding 2015, the employment base has declined by 0.3% over the past five years in Thomas County, while the state of Georgia increased by 5.1%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Thomas County, Georgia and the United States.

Year	Total Employment					
	Thomas County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2005	21,875	-	4,341,223	-	142,222,734	-
2006	22,549	3.1%	4,489,128	3.4%	145,000,042	2.0%
2007	22,047	-2.2%	4,597,640	2.4%	146,388,400	1.0%
2008	20,937	-5.0%	4,575,010	-0.5%	146,047,748	-0.2%
2009	19,442	-7.1%	4,311,854	-5.8%	140,696,560	-3.7%
2010	15,874	-18.4%	4,202,052	-2.5%	140,469,405	-0.2%
2011	16,434	3.5%	4,262,403	1.4%	141,793,976	0.9%
2012	16,683	1.5%	4,344,683	1.9%	143,692,766	1.3%
2013	16,204	-2.9%	4,367,926	0.5%	145,141,024	1.0%
2014	15,829	-2.3%	4,414,343	1.1%	147,569,657	1.7%
2015*	15,485	-2.2%	4,442,765	0.6%	147,852,833	0.2%

Source: Department of Labor; Bureau of Labor Statistics

*Through March

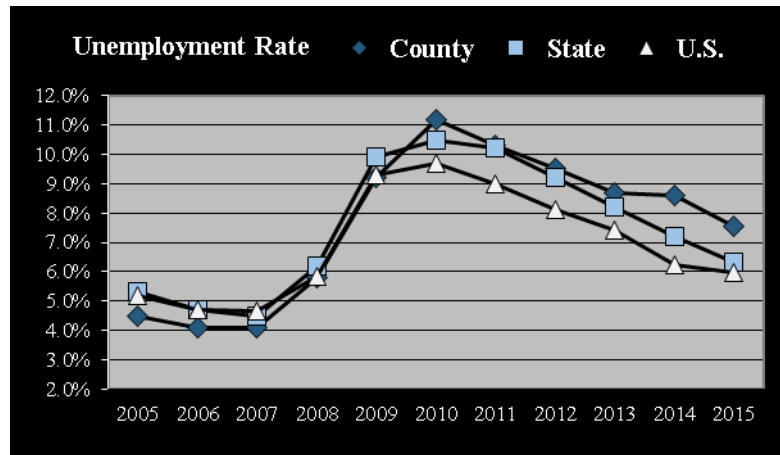


As the preceding illustrates, the Thomas County employment base experienced a steady decline during the national recession, declining by 6,675 (29.6%) between 2006 and 2010. While the employment base began to increase slightly in 2011 and 2012, it has since declined each of the past two years, as well as thus far in 2015. Employment base trends over the past five years suggest that the Thomas County economy will likely continue to experience a slow economic recovery in terms of total employment.

Unemployment rates for Thomas County, Georgia and the United States are illustrated as follows:

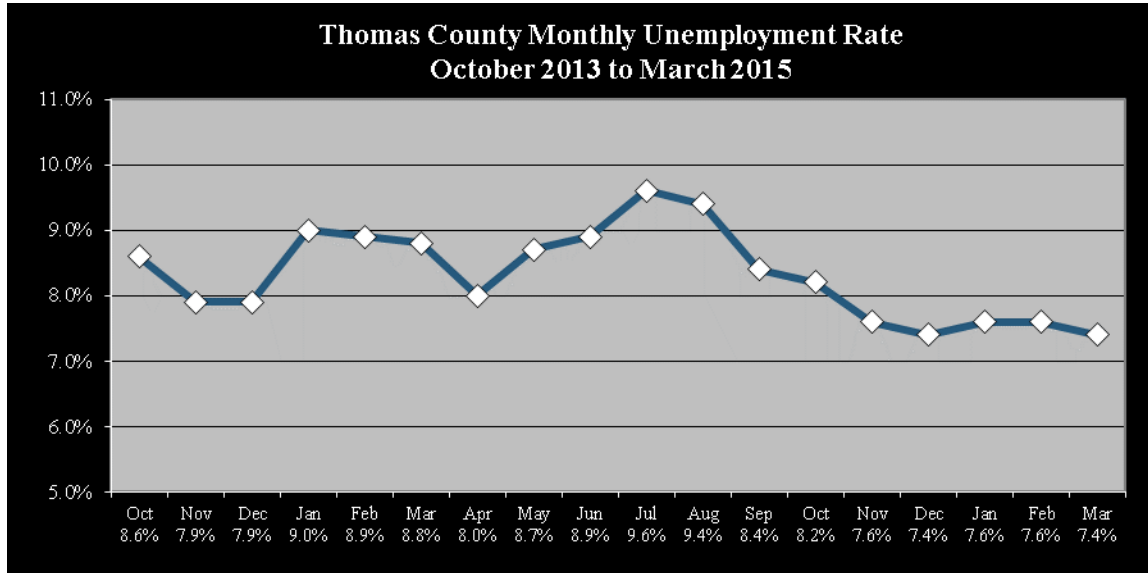
Year	Unemployment Rate		
	Thomas County	Georgia	United States
2005	4.5%	5.3%	5.2%
2006	4.1%	4.7%	4.7%
2007	4.1%	4.5%	4.7%
2008	5.8%	6.2%	5.8%
2009	9.2%	9.9%	9.3%
2010	11.2%	10.5%	9.7%
2011	10.3%	10.2%	9.0%
2012	9.5%	9.2%	8.1%
2013	8.7%	8.2%	7.4%
2014	8.6%	7.2%	6.2%
2015*	7.5%	6.3%	6.0%

Source: Department of Labor, Bureau of Labor Statistics
 *Through March



The unemployment rate within Thomas County was also adversely impacted by the national recession, increasing from 4.1% in 2007 to 11.2% in 2010. It is of note however, that the unemployment rate has declined each year since 2010, similar to both state and national trends.

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



The unemployment rate within Thomas County has generally trended downward over the past 18 month period, particularly since July of 2014 when it reached an 18 month high of 9.6%. Note that the unemployment rate has remained below 8.0% each month since October of 2014.

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 Thomas County.

In-Place Employment Thomas County			
Year	Employment	Change	Percent Change
2004	21,761	-	-
2005	23,504	1,743	8.0%
2006	23,822	318	1.4%
2007	23,089	-733	-3.1%
2008	21,536	-1,553	-6.7%
2009	20,056	-1,480	-6.9%
2010	20,202	146	0.7%
2011	20,967	765	3.8%
2012	20,957	-10	0.0%
2013	20,587	-370	-1.8%
2014*	20,147	-440	-2.1%

Source: Department of Labor, Bureau of Labor Statistics
*Through September

Data for 2013, the most recent year that year-end figures are available, indicates in-place employment in Thomas County to be 127.0% of the total Thomas County employment. This means that Thomas 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

The Thomas County economy was severely impacted by the national recession, as total employment declined by nearly 30.0% between 2006 and 2010, while the unemployment rate nearly tripled from 4.1% in 2007 to 11.2% in 2010. The employment base within Thomas County has struggled to improve since the impact of the national recession, which is likely due in part to the closure of Southwestern State Hospital in Thomasville, which resulted in the layoff of approximately 650 employees. Although total employment figures have struggled to improve, the unemployment rate within Thomas County has steadily declined each year since 2010, similar to both state and national trends. Notably, the unemployment rate has declined by more than two full percentage points since July of 2014 (through March of 2015). Although unemployment rate trends have been positive within Thomas County, the 7.5% unemployment rate reported through March of 2015 remains well above pre-recession levels. This unemployment rate along with employment base which has struggled to improve since the impact of the national recession indicate that Thomas County will likely continue to experience a slow economic recovery for the foreseeable future. These economic trends, along with the fact that approximately 86.0% of all renter households in the Site PMA are projected to earn less than \$40,000 in 2017, are good indications that demand for affordable housing will remain strong within the Thomas County/Thomasville area.

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



Thomasville, GA Major Employers

● Site
🏭 Major Employers

Oil Dry Corporation of Georgia

Hurst Boiler and Welding Company

Ochlocknee

Turbine Engine Components Technologies

Thomas County School Systems

Thomasville City School System

Thomas County Government

Flowers Baking Company

City of Thomasville

Archbold Memorial Hospital

Flowers Food

SITE



1:150,000



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

SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

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 proposed project's potential.

Under the Low-Income Housing Tax Credit (LIHTC) 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 Thomas County, which has a median four-person household income of \$47,100 for 2014. The subject property will be restricted to households with incomes of up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$16,500	\$19,800
Two-Person	\$18,850	\$22,620
Three-Person	\$21,200	\$25,440
Four-Person	\$23,550	\$28,260
Five-Person	\$25,450	\$30,540

a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$30,540**.

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 \$410 (one-bedroom unit at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$4,920. 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 \$14,057.

c. **Income-Appropriate Range**

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve households at 50% and 60% of AMHI is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited To 50% Of AMHI)	\$14,057	\$25,450
Tax Credit (Limited To 60% Of AMHI)	\$17,109	\$30,540
Tax Credit Overall	\$14,057	\$30,540

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) 2006-2010 5-year estimates, approximately 43.0% to 52.5% (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) 2006-2010 5-year estimates, 3.5% 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 developments awarded and/or constructed from 2013 to the present is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2013 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.**

To determine the Net Supply number for each bedroom and income category, the analyst will prepare a Competitive Analysis Chart that will provide a unit breakdown of the competitive properties and list each unit type. All properties determined to be competitive with the proposed development will be included in the Supply Analysis to be used in determining Net Supply in the Primary Market Area. In cases where the analyst believes the projects are not competitive with the subject units, the analyst will include a detailed description for each property and unit type explaining why the units were excluded from the market supply calculation. (e.g., the property is on the periphery of the market area, is a market-rate property; or otherwise only partially compares to the proposed subject).

There are no general-occupancy LIHTC properties that were funded and/or built during the projection period (2013 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.

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income		
	50% (\$14,057-\$25,450)	60% (\$17,109-\$30,540)	Overall (\$14,057-\$30,540)
Demand From New Households (Age- And Income-Appropriate)	1,221 - 1,209 = 12	1,266 - 1,262 = 4	1,651 - 1,640 = 11
+			
Demand From Existing Households (Rent Overburdened)	1,209 X 52.5% = 635	1,262 X 43.0% = 543	1,640 X 47.8% = 784
+			
Demand From Existing Households (Renters In Substandard Housing)	1,209 X 3.5% = 42	1,262 X 3.5% = 44	1,640 X 3.5% = 57
=			
Demand Subtotal	689	591	852
+			
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A
=			
Total Demand	689	591	852
-			
Supply (Directly Comparable Units Built And/Or Funded Since 2013)	0	0	0
=			
Net Demand	689	591	852
Proposed Units / Net Demand	18 / 689	62 / 591	80 / 852
Capture Rate	= 2.6%	= 10.5%	= 9.4%

N/A – Not Applicable

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 project’s overall capture rate of 9.4% is considered low and easily achievable within the Thomasville Site PMA. This is especially true given the high occupancy rates and extensive waiting lists maintained among the existing LIHTC properties surveyed in the Site PMA.

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	30%
Two-Bedroom	45%
Three-Bedroom	25%
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:

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Subject Rents
One-Bedroom (30%)	50%	4	207	0	207	1.9%	1 Month	\$589	\$269
One-Bedroom (30%)	60%	12	177	0	177	6.8%	2 Months	\$589	\$357
One-Bedroom	Total	16	384	0	384	4.2%	2 Months		-
Two-Bedroom (45%)	50%	10	310	0	310	3.2%	2 Months	\$718	\$308
Two-Bedroom (45%)	60%	38	266	0	266	14.3%	5 Months	\$718	\$414
Two-Bedroom	Total	48	576	0	576	8.3%	8 Months		-
Three-Bedroom (25%)	50%	4	172	0	172	2.3%	1 Month	\$784	\$342
Three-Bedroom (25%)	60%	12	148	0	148	8.1%	2 Months	\$784	\$465
Three-Bedroom	Total	16	320	0	320	5.0%	3 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 E.

The capture rates by bedroom type and AMHI level range from 1.9% to 14.3%, depending upon unit type. Utilizing this methodology, these capture rates are considered achievable and demonstrate a deep base of income-eligible renter households in the Thomasville Site PMA for the proposed subject development. This is especially true when considering the high occupancy rates and waiting lists maintained among the existing LIHTC projects in the market, as evidenced by our Field Survey of Conventional Rentals (Addendum A).

SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Thomasville Site PMA in 2010 and 2015 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2015 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	12,545	87.9%	12,859	87.1%
Owner-Occupied	7,559	60.3%	7,428	57.8%
Renter-Occupied	4,986	39.7%	5,432	42.2%
Vacant	1,726	12.1%	1,908	12.9%
Total	14,271	100.0%	14,768	100.0%

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

Based on a 2015 update of the 2010 Census, of the 14,768 total housing units in the market, 12.9% were vacant. Although the number of vacant housing units increased between 2010 and 2015 within the Site PMA, it is of note that the 12.9% share of vacant housing units is lower than the Georgia state average of 14.1% according to table DP04 of the American Community Survey (2009-2013 five year estimates). This likely indicates that the overall housing market within the Thomasville Site PMA is slightly stronger than that of the state of Georgia as a whole. Nonetheless, it is also important to note that these vacant housing units include abandoned, dilapidated and/or for-sale housing units, as well as housing units utilized for seasonal/recreation purposes. Therefore, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental housing market within the Thomasville Site PMA.

Conventional Rentals

We identified and personally surveyed 13 conventional rental housing projects containing a total of 1,324 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 99.2%, a strong rate for rental housing. Each of the rental housing segments surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	6	732	8	98.9%
Market-Rate/Tax Credit	3	280	2	99.3%
Tax Credit	1	63	0	100.0%
Tax Credit/Government-Subsidized	1	87	0	100.0%
Government-Subsidized	2	162	0	100.0%
Total	13	1,324	10	99.2%

As the preceding illustrates, each rental housing segment surveyed is performing at a high level, as each reports an overall occupancy rate of 98.9% or higher. More specifically, each rental housing segment offering affordable units (Tax Credit and/or Government-Subsidized) reports a combined occupancy rate of 99.3% or higher, and only two (2) vacant units are reported among these housing segments. These high occupancy rates are clear indications that affordable rental product is in high demand within the Site PMA.

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	279	35.6%	1	0.4%	\$701
Two-Bedroom	1.0	105	13.4%	2	1.9%	\$852
Two-Bedroom	1.5	18	2.3%	0	0.0%	\$843
Two-Bedroom	2.0	206	26.3%	2	1.0%	\$922
Three-Bedroom	2.0	175	22.3%	3	1.7%	\$1,036
Total Market-Rate		783	100.0%	8	1.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	111	38.0%	0	0.0%	\$549
Two-Bedroom	1.0	4	1.4%	0	0.0%	\$582
Two-Bedroom	2.0	115	39.4%	2	1.7%	\$632
Three-Bedroom	2.0	62	21.2%	0	0.0%	\$772
Total Tax Credit		292	100.0%	2	0.7%	-

The market-rate units are 99.0% occupied and the non-subsidized Tax Credit units are 99.3% occupied. These high occupancy rates indicate that non-subsidized rental product (both market-rate and Tax Credit) is in high demand within the Site PMA. Also note that vacancy rates do not exceed 1.9% among any one bedroom type offered among non-subsidized rental product in the market. Thus, non-subsidized one- through three-bedroom units such as those proposed at the subject site appear to be well-received and in high demand within the market. It is also important to note that the median gross Tax Credit rents reported in the preceding table are significantly less than the median gross rents reported among similar market-rate units. This is a good indication that non-subsidized Tax Credit product represents a significant value within the market.

We rated each property surveyed on a scale of "A" through "F". All properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	2	107	0.0%
B+	2	160	0.6%
B	4	420	1.7%
B-	1	96	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	89	2.2%
A-	1	63	0.0%
B+	1	64	0.0%
B	1	76	0.0%

Vacancy rates do not exceed 2.2% among non-subsidized rental product in the market, regardless of quality rating. Nonetheless, the subject development is expected to have an excellent quality finish and attractive aesthetic appeal which should contribute to its marketability within the Thomasville market.

2. SUMMARY OF ASSISTED PROJECTS

A total of seven federally subsidized and/or Tax Credit apartment developments were identified and surveyed in the Thomasville Site PMA. These projects were surveyed in April 2015 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)			
						One-Br.	Two-Br.	Three-Br.	Four-Br.
1	Hunter's Chase	TAX	2004	89*	97.8%	\$355-652 (26)	\$426- \$782 (44)	\$501-\$912 (19)	-
3	Walnut Square Apts.	TAX	2012	63	100.0%	\$469-\$549 (8)	\$582-\$632 (31)	\$677- \$772 (24)	-
4	Hampton Lake Apts.	TAX	2008	76*	100.0%	\$301- \$486 (17)	\$363-\$602 (40)	\$421-\$759 (19)	-
6	Windsor Lake Senior Apts.	TAX	2004	64*	100.0%	\$481-\$566 (60)	\$582- \$682 (4)	-	-
7	Wood Valley Apts.	TAX & Section 8	1974 / 2003	87	100.0%	\$714 (15)	\$869 (48)	\$1,012 (24)	-
10	GIBB Thomasville Village	Section 8	2000	30	100.0%	\$615 (15)	\$651 (15)	-	-
13	Villa North Apts.	Section 8	1976	132	100.0%	-	\$679 (40)	\$794 (52)	\$953 (40)
Total				541	99.6%				

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

*Market-rate units not included

The seven federally subsidized and/or Tax Credit properties surveyed in the market have a combined occupancy rate of 99.6%, which is reflective of just two (2) vacant units reported among these properties. In addition to the high occupancy rates reported among these seven properties, six (6) maintain extensive waiting lists for their next available units. The high occupancy rates and waiting lists maintained among these affordable properties is a good indication of pent-up demand in the market for additional affordable rental product, both subsidized and non-subsidized.

HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Georgia Department of Community Affairs’ Rental Assistance Division-Waycross Office-Southern Region, there are approximately 140 Housing Choice Voucher holders within Thomas County and no people currently on the waiting list for additional Vouchers. The waiting list is closed and is expected to reopen sometime in 2015. Annual turnover in the Voucher program is estimated at seven households. This reflects a need for affordable housing and/or Housing Choice Voucher assistance within the Thomasville and Thomas County areas.

The following table identifies the existing non-subsidized Tax Credit properties within the Site PMA that accept Housing Choice Vouchers as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
1	Hunter’s Chase	89*	7	7.9%
3	Walnut Square Apts.	63	11	17.5%
4	Hampton Lake Apts.	76*	5	6.6%
6**	Windsor Lake Senior Apts.	64*	40	62.5%
Total		292	63	21.6%

*Tax Credit units only

**Age-Restricted

As the preceding table illustrates, there are a total of 63 voucher holders residing at the existing non-subsidized LIHTC properties in the market. This comprises 21.6% of the 292 total non-subsidized LIHTC units offered among these properties. This is a good indication that the subject project will likely receive some support from Voucher holders within the Site PMA. However, when considering that more than 78% of the units offered among these LIHTC projects are occupied by non-voucher holders, it can also be concluded that the rents at these properties are achievable as evidenced by the overall 99.3% occupancy rate reported among the existing LIHTC projects. Also note that approximately only 10.0% of the non-subsidized general-occupancy LIHTC units offered among the existing LIHTC properties in the market are occupied by Voucher holders. This

is a good indication that the subject project will not have to rely on a high share of support from Voucher holders within the Site PMA.

If the rents do not exceed Fair Market Rents, households with Housing Choice Vouchers may be eligible to reside at a LIHTC project. The following table outlines the HUD 2014 Fair Market Rents for Thomas County, Georgia and the proposed subject gross rents.

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents
One-Bedroom	\$521	\$410 (50%) \$499 (60%)
Two-Bedroom	\$698	\$488 (50%) \$594 (60%)
Three-Bedroom	\$974	\$561 (50%) \$684 (60%)

As the preceding illustrates, the proposed gross rents are set below the current Fair Market Rents. As such, the subject project will be able to accommodate Housing Choice Voucher holders. This will likely increase the base of income-appropriate renter households within the Thomasville Site PMA for the subject development and has been considered in our absorption estimates in Section I of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on interviews with various building and planning officials from appropriate jurisdictions within the Thomasville Site PMA, it was determined that there are no multifamily rental projects within the development pipeline in the Site PMA.

Building Permit Data

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

Housing Unit Building Permits for Thomas County:										
Permits	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Multifamily Permits	96	85	99	73	36	0	64	84	0	0
Single-Family Permits	280	355	263	154	94	72	70	77	77	71
Total Units	376	440	362	227	130	72	134	161	77	71

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

Housing Unit Building Permits for Thomasville, GA:										
Permits	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Multifamily Permits	96	85	99	73	36	0	0	84	0	0
Single-Family Permits	80	76	63	42	28	23	14	13	25	26
Total Units	176	161	162	115	64	23	14	97	25	26

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

As the preceding illustrates, aside from the 84 multifamily permits issued for the market-rate Ashley Park Apartments (Map ID 9) in 2012, there have been no multifamily permits issued within the city of Thomasville since 2009. Note that Ashley Park Apartments currently reports an occupancy rate of 100.0%, indicating that modern rental product has been well-received within the Thomasville market. The high occupancy rates reported among the conventional rental housing projects surveyed, along with the limited number of multifamily building permits recently issued within Thomasville are good indications that pent-up demand exists within the market for additional rental housing alternatives.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

The proposed subject development will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed a total of three non-subsidized rental properties that operate under the Low-Income Housing Tax Credit (LIHTC) program and target general-occupancy (family) households within the Site PMA. These three non-subsidized LIHTC properties offer one- through three-bedroom units targeting households earning up to 30%, 50% and/or 60% of AMHI similar to the subject development and have therefore been included in our comparable/competitive analysis.

These competitive 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 A, Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Market Station Apartments	2017	80	-	-	-	Families; 50% & 60% AMHI
1	Hunter's Chase	2004	89*	97.8%	3.6 Miles	None	Families; 30%, 50%, & 60% AMHI
3	Walnut Square Apts.	2012	63	100.0%	3.4 Miles	150 H.H.	Families; 50% & 60% AMHI
4	Hampton Lake Apts.	2008	76*	100.0%	3.3 Miles	100 H.H.	Families; 30%, 50%, & 60% AMHI

OCC. – Occupancy
H.H. - Households
*Tax Credit units only



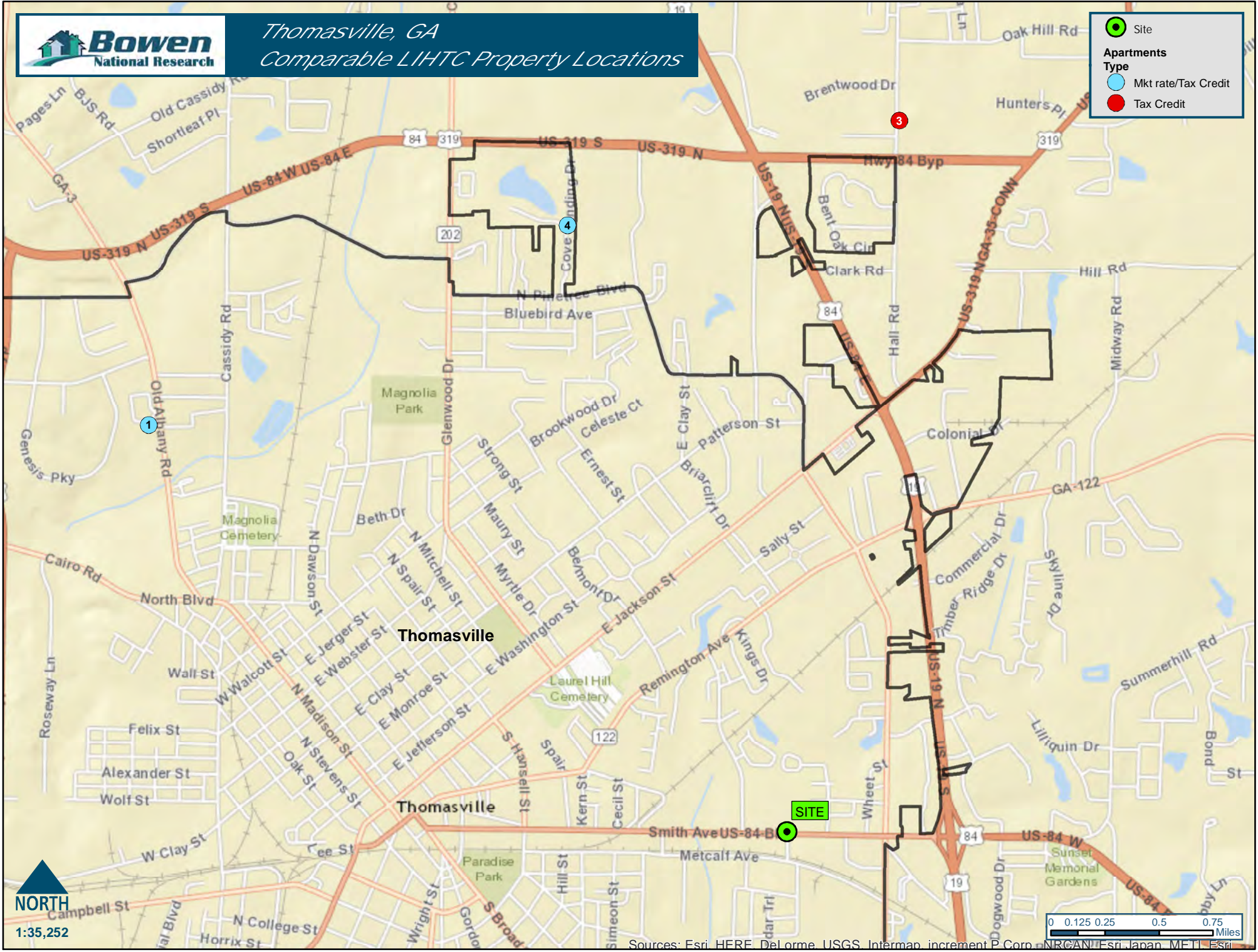
The three comparable LIHTC projects have a combined occupancy rate of 99.1%, which is reflective of just two (2) vacant units at Hunter's Chase (Map ID 1). Also note that the two comparable properties which are 100.0% occupied maintain waiting lists of 100- and 150-households for their next available units. The high occupancy rates and extensive waiting lists reported among the comparable properties are clear indication of pent-up demand for additional family-oriented LIHTC product within the Site PMA. The subject development is expected to help alleviate a portion of this pent-up demand within the market.

Additionally, the market's newest LIHTC project, Walnut Square Apartments (Map ID 3), was built in 2012 and is currently 100.0% occupied with a 150 household waiting list, as illustrated in the preceding table. According to management, this 63-unit property opened in December of 2012 and reached 100.0% occupancy in February of 2013. Based on the preceding information, the 63 units at this property were fully absorbed into the market within three months of opening, which yields an absorption rate of 21 units per month. However, it is important to note that it is unknown if, or when, this project began to pre-lease units, as this information was not provided at the time of this report. Regardless, the preceding analysis is further indication that affordable modern LIHTC product has been well-received and is in high demand within the Thomasville market.

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

Thomasville, GA
Comparable LIHTC Property Locations

● Site
Apartments Type
● Mkt rate/Tax Credit
● Tax Credit



NORTH
1:35,252



The gross rents for the competing 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	Market Station Apartments	\$410/50% (4) \$499/60% (12)	\$488/50% (10) \$594/60% (38)	\$561/50% (4) \$684/60% (12)	-
1	Hunter's Chase	\$355/30% (3/0) \$553/50% (8/0) \$652/60% (15/0)	\$426/30% (6/0) \$663/50% (11/0) \$782/60% (27/2)	\$501/30% (2/0) \$775/50% (5/0) \$912/60% (12/0)	None
3	Walnut Square Apts.	\$469/50% (2/0) \$549/60% (6/0)	\$582/50% (7/0) \$632/60% (24/0)	\$677/50% (5/0) \$772/60% (19/0)	None
4	Hampton Lake Apts.	\$301/30% (3/0) \$486/50% (14/0)	\$363/30% (9/0) \$586/50% (30/0) \$602/60% (1/0)	\$421/30% (3/0) \$678/50% (14/0) \$759/60% (2/0)	None

The subject's proposed gross Tax Credit rents ranging from \$410 to \$684 are the lowest in the market as compared to similar unit types at the comparable LIHTC projects. These low proposed gross Tax Credit rents along with the newness and high anticipated quality of the subject development will likely create a competitive advantage for the subject project and contribute to the project's overall marketability within the Site PMA.

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.	Three-Br.
\$346 (50%)	\$397 (50%)	\$449 (50%)
\$463 (60%)	\$507 (60%)	\$579 (60%)

*Only units targeting similar AMHI levels as the subject project

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

Bedrooms	Weighted Avg. Rent (% AMHI)	Proposed Rent (% AMHI)	Difference	Proposed Rent (% AMHI)	Rent Advantage
One-Br.	\$346 (50%)	- \$269 (50%)	\$77	/ \$269 (50%)	28.6%
	\$463 (60%)	- \$358 (60%)	\$105	/ \$358 (60%)	29.3%
Two-Br.	\$397 (50%)	- \$308 (50%)	\$89	/ \$308 (50%)	28.9%
	\$507 (60%)	- \$414 (60%)	\$93	/ \$414 (60%)	22.5%
Three-Br.	\$449 (50%)	- \$342 (50%)	\$107	/ \$342 (50%)	31.3%
	\$579 (60%)	- \$465 (60%)	\$114	/ \$465 (60%)	24.5%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 22.5% to 31.3%, depending upon unit type, as compared to the weighted average collected rents of the comparable LIHTC 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. 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 E of this report.

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Market Station Apartments	750	950	1,150
1	Hunter's Chase	730 - 812	1,000 - 1,081	1,196 - 1,229
3	Walnut Square Apts.	850	965	1,100
4	Hampton Lake Apts.	857	1,137	1,270

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Market Station Apartments	1.0	2.0	2.0
1	Hunter's Chase	1.0	2.0	2.0
3	Walnut Square Apts.	1.0	2.0	2.0
4	Hampton Lake Apts.	1.0	2.0	2.0

As the preceding illustrates, the subject project will offer some of the smallest one- through three-bedroom units among the comparable LIHTC projects in terms of square footage. It is of note however, that the proposed unit sizes are considered appropriate for low-income rental housing are not expected to have any adverse impact on the overall marketability of the subject development, especially when considering the high occupancy rates and extensive waiting lists reported among the comparable properties. The number of bathrooms offered within each of the subject unit types is also considered appropriate, and will be competitive with those offered at the comparable properties.

The following table compares the amenities of the subject development with the other LIHTC projects in the market.

COMPARABLE PROPERTIES AMENITIES - THOMASVILLE, 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
SITE	X	X		X	X	X	X		C	X	X	X	X			B		S	
1	X	X		X	X		X		C	X	X	X				B		S	
4	X	X		X			X		C		X	X	X			B		S	Exterior Storage
3	X	X	X	X	X	X	X		C		X	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					X		X				
1	X	X	X	X		X		X		V			X		X				Gazebo
4	X	X	X	X		X		X		B			X		X				
3		X	X		A		X					X	X		X			X	Pavilion w/ gazebo

◆ 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 development will offer a comprehensive amenity package that is considered competitive with those offered among the comparable LIHTC projects and marketable to the targeted tenant population. It is of note that the subject project will include premium unit amenities such as microwave ovens and in-unit washer/dryer appliances which are not currently offered at most of the comparable LIHTC projects. In fact, the subject project will be the only property among the comparables to offer in-unit washer/dryer appliances. This will likely create a competitive advantage for the subject project. The subject project does not appear to lack any key amenities that would adversely impact its marketability within the Thomasville area.

Comparable/Competitive Tax Credit Summary

The combined occupancy rate of 99.1% reported among the three comparable LIHTC projects is clear indication that non-subsidized family-oriented LIHTC product such as that proposed at the subject site is in high demand within the Site PMA. In fact, two of the three comparable LIHTC projects are 100% occupied and maintain extensive waiting lists containing up to 150-households for their next available units, demonstrating significant pent-up demand for additional LIHTC product within the market. The subject project will offer the lowest priced one- through three-bedroom units among the comparable properties. The low proposed rents along with the newness and anticipated quality of the subject project, as well as the slightly superior unit amenity package offered as compared to most comparable properties, will likely create a competitive advantage for the subject project. Although the subject project will offer some of the smallest one-through three-bedroom units among the comparable properties in terms of square footage, the proposed unit sizes (square feet) are considered appropriate for the targeted tenant population. Overall, the subject project is expected to be well-received and marketable within the Site PMA and will help alleviate a portion of the pent-up demand for additional LIHTC product within the Thomasville market.

Comparable/Competitive Housing Impact

The anticipated occupancy rates of the existing comparable Tax Credit developments in the market following the first year of completion at the subject site is as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2017
1	Hunter's Chase	97.8%*	95.0%+
3	Walnut Square Apts.	100.0%	95.0%+
4	Hampton Lake Apts.	100.0%	95.0%+

*Tax Credit units only

As previously discussed and illustrated in the preceding table, each of the comparable LIHTC projects currently report occupancy rates of 97.8% or higher. Also note that two of the comparable properties are 100.0% occupied with waitlists ranging from 100- to 150-households for their next available units. Based on the preceding analysis, we do not anticipate the development of the subject project to have any adverse impact on future occupancy rates among the existing comparable LIHTC projects in the market. In fact, considering the waiting lists maintained among the comparable properties, the subject project is expected to help alleviate a portion of the pent-up demand for family-oriented LIHTC product in the market.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$201,677. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$201,677 home is \$1,213, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$201,677
Mortgaged Value = 95% of Median Home Price	\$191,593
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$971
Estimated Taxes and Insurance*	\$243
Estimated Monthly Mortgage Payment	\$1,213

*Estimated at 25% of principal and interest

In comparison, the proposed monthly collected Tax Credit rents at the subject property range from \$269 to \$465, depending upon unit type. Therefore, the cost of a monthly mortgage for a typical home in the area is considerably higher than the cost of renting at the subject project. As a result, it is unlikely that prospective renters for the subject project will consider home buying as a viable option. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

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

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 2017 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2017.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC projects in the market, the subject's capture rate, achievable market rents and the competitiveness of the proposed subject development within the Thomasville Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, it is our opinion that the 80 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately eight months of opening. This absorption period is based on an average monthly absorption rate of approximately nine to ten units per month.

These absorption projections assume a June 2017 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

SECTION J – INTERVIEWS

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

- Shelly Gossett is the Property Manager at Quail Rise Apartments, a general-occupancy market-rate rental property in Thomasville, Georgia. Ms. Gossett stated that the Thomasville area would benefit from and could definitely support additional affordable rental housing. Ms. Gossett further stated that her property typically maintains an occupancy rate of approximately 95% and that most other area rental properties also maintain high occupancy rates, particularly affordable rental product in the area.
- Shelly Zorn is the Executive Director of the Thomasville & Thomas County Chamber of Commerce. Ms. Zorn feels that the Thomas County area is in need of additional senior-oriented affordable housing.
- Ashley Jordan is the Assistant Property Manager at Abbey Lake Apartments, a general-occupancy market-rate rental property in Thomasville, Georgia. Ms. Jordan stated that Thomasville needs additional rental housing among all affordability levels and that new market-rate, Tax Credit or government-subsidized product would be well-received and beneficial to the area. According to Ms. Jordan, rental housing which could accommodate young professionals and/or seniors in the area would benefit the Thomasville rental market.
- Pat McNally is the Director of the Georgia Department of Community Affairs' Rental Assistance Division-Waycross Office-Southern Region. Mr. McNally stated that there is a huge need for affordable housing in the South Georgia Region. Specifically, due to budget cuts the waiting lists for additional Housing Choice Vouchers (HCV) have been closed for more than two years in all counties that the Waycross Office serves, including Thomas County. Mr. McNally further stated that his office receives calls regularly from residents seeking affordable housing or housing assistance within their jurisdiction.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market exists for the 80 general-occupancy LIHTC units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes to the project's site design, rents, amenities or opening date may alter these findings.

Located within the city of Thomasville, the subject site is located along Smith Avenue which will provide significant passerby traffic and allow for convenient access to the subject development. The subject's location along this aforementioned arterial also contributes to the accessibility of many area services and additional arterial roadways, including the U.S. Highway 19 corridor east of the subject site. Most surrounding land uses within the immediate site neighborhood were observed to be well-maintained and should also contribute to the project's marketability within the Thomasville market.

The Thomasville rental housing market is performing at a high level, as the 13 rental properties surveyed at the time of this report have a combined occupancy rate of 99.2%. More specifically, the three comparable LIHTC projects located within the Site PMA report a combined occupancy rate of 99.1%, which is reflective of just two (2) vacant units reported at one of the three comparable properties. Note that the two comparable properties which are 100.0% occupied also maintain waiting lists of 100 and 150-households for their next available units, which indicates significant pent-up demand for additional family-oriented LIHTC product. The subject project is expected to help alleviate a portion of this pent-up demand within the Thomasville market. In addition to providing an affordable rental alternative that is in high demand, the subject project is also considered to be competitively and appropriately positioned in terms of rents, unit size (square feet) and amenities offered, which should contribute to the project's overall marketability within the Site PMA.

Demographic trends within the Thomasville Site PMA are projected to be positive between 2015 and 2017, as both the total population and total number of households are projected to increase during this time period. It is also of note that nearly 5,500 renter households are projected for the market in 2017, of which approximately 86.0% are projected to earn less than \$40,000. These demographic trends are considered conducive to low-income rental housing such as that proposed at the subject site. This deep base of potential income-appropriate renter support is further demonstrated by the subject's overall capture rate of 9.4%, which indicates that a sufficient base of income-appropriate renter households exists in the market for the subject project.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable and supportable within the Thomasville Site PMA, as proposed. The subject project is not expected to have any adverse impact on future occupancy rates at the existing comparable LIHTC properties in the market. In fact, we expect the subject project will help alleviate a portion of the pent-up demand for family-oriented LIHTC product within the Site PMA. We do not have any recommendations or modifications to the subject development 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.

Certified:



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Date: May 19, 2015

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.

The Staff

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.

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.

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.

Stephanie Viren is the Field Research Director 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 College.

Christine Atkins, In-House Research Coordinator, has experience in the property management industry and has managed a variety of rental housing types. With experience in conducting site-specific analysis since 2012, she has the ability to analyze market and economic trends and conditions. Ms. Atkins holds a Bachelor of Arts in Communication from the University of Cincinnati.

Lisa Wood, 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.

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.

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.

Tyler Bowers, Market Analyst, has travelled the country and studied the housing industry in both urban and rural markets. He is able to analyze both the aesthetics and operations of rental housing properties, particularly as they pertain to each particular market. Mr. Bowers has a Bachelor Degree of Arts in History from Indiana University.

Desireé Johnson is the Executive Administrative Assistant 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.

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.

In-House Researchers – Bowen National Research employs a staff of seven 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 and chambers of commerce, housing authorities and residents.

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

THOMASVILLE, 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.

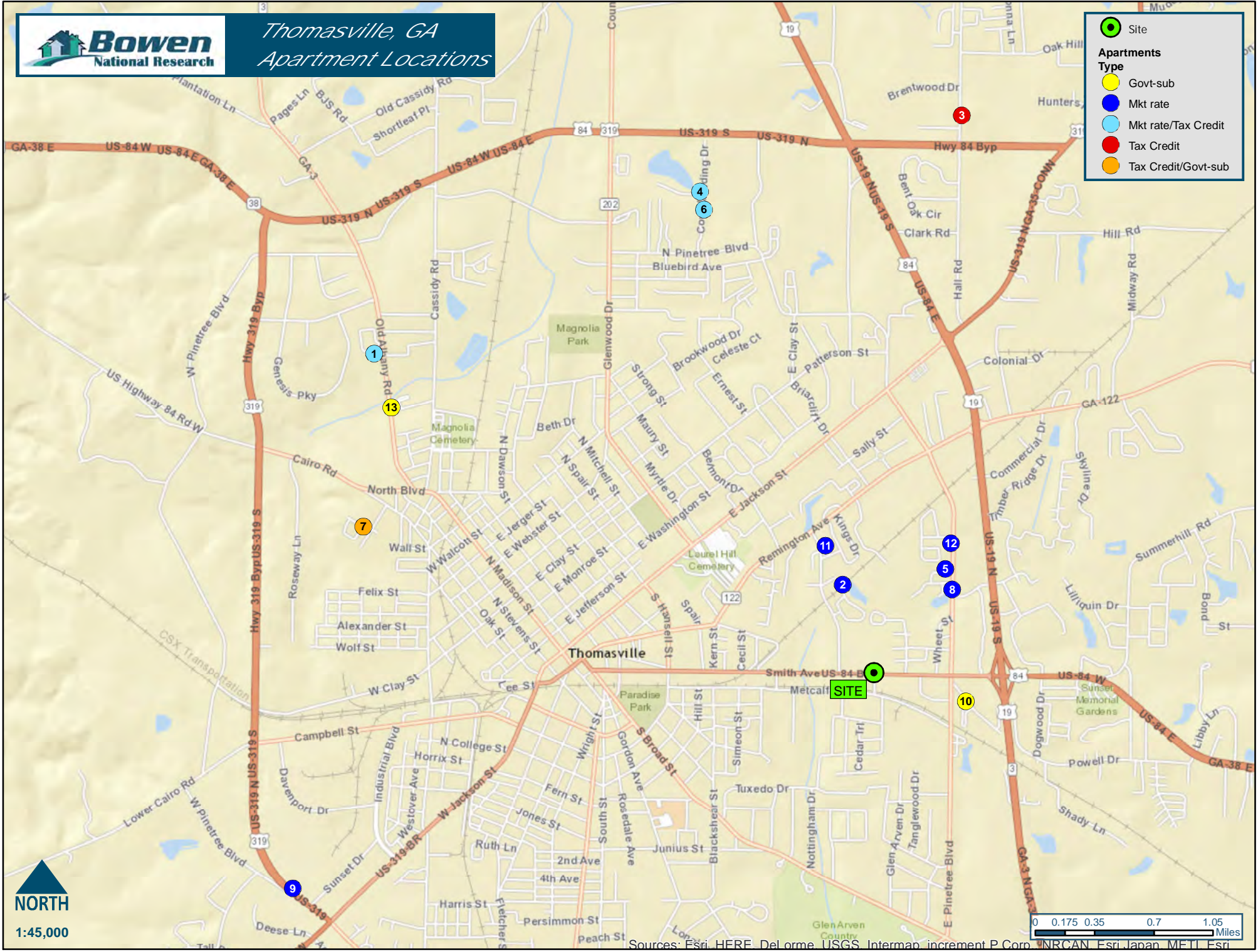


Thomasville, GA Apartment Locations

Site
● Site

Apartments Type

- Govt-sub
- Mkt rate
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub



NORTH
1:45,000



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

MAP IDENTIFICATION LIST - THOMASVILLE, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Hunter's Chase	MRT	A	2004	112	2	98.2%	3.6
2	Wildwood Apts.	MRR	B	1988	216	3	98.6%	0.6
3	Walnut Square Apts.	TAX	A-	2012	63	0	100.0%	3.4
4	Hampton Lake Apts.	MRT	B	2008	96	0	100.0%	3.3
5	Quail Rise Apts.	MRR	B	1974	109	4	96.3%	0.8
6	Windsor Lake Senior Apts.	MRT	B+	2004	72	0	100.0%	3.3
7	Wood Valley Apts.	TGS	B	1974	87	0	100.0%	3.2
8	Abbey Lake Apts.	MRR	B+	1974	152	1	99.3%	0.8
9	Ashley Park Apts.	MRR	A	2013	84	0	100.0%	3.7
10	GIBB Thomasville Village	GSS	C+	2000	30	0	100.0%	0.6
11	Greentree Apts.	MRR	B	1982	75	0	100.0%	0.8
12	Pinecrest Apts.	MRR	B-	1977	96	0	100.0%	1.0
13	Villa North Apts.	GSS	C+	1976	132	0	100.0%	3.2

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	6	732	8	98.9%	0
MRT	3	280	2	99.3%	0
TAX	1	63	0	100.0%	0
TGS	1	87	0	100.0%	0
GSS	2	162	0	100.0%	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: April 2015

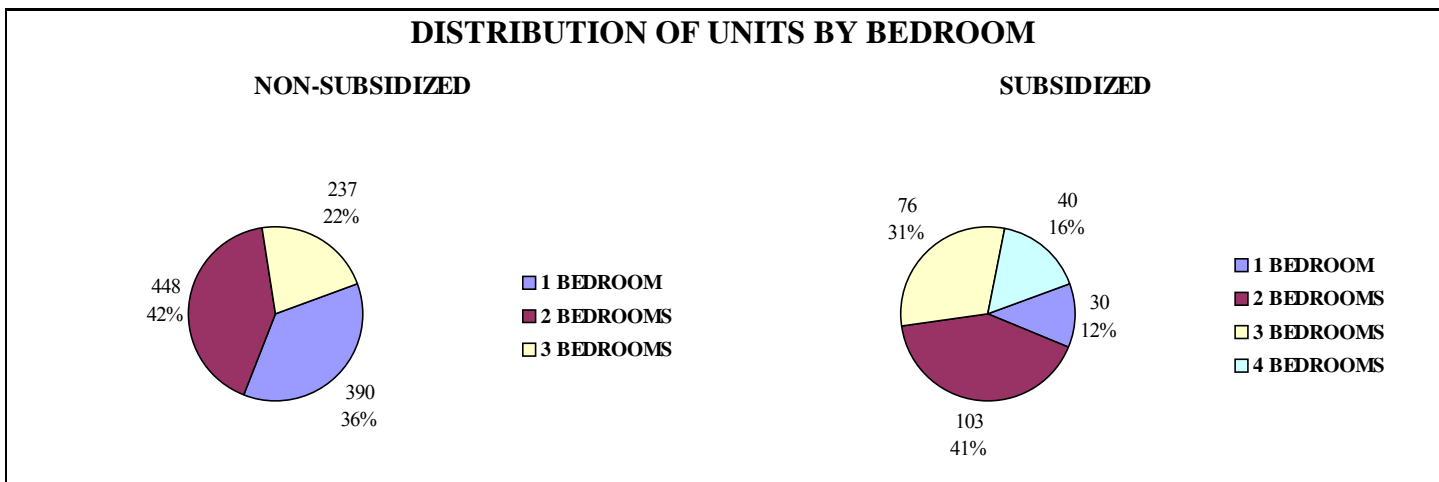
DISTRIBUTION OF UNITS - THOMASVILLE, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	279	35.6%	1	0.4%	\$701
2	1	105	13.4%	2	1.9%	\$852
2	1.5	18	2.3%	0	0.0%	\$843
2	2	206	26.3%	2	1.0%	\$922
3	2	175	22.3%	3	1.7%	\$1,036
TOTAL		783	100.0%	8	1.0%	


TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	111	38.0%	0	0.0%	\$549
2	1	4	1.4%	0	0.0%	\$582
2	2	115	39.4%	2	1.7%	\$632
3	2	62	21.2%	0	0.0%	\$772
TOTAL		292	100.0%	2	0.7%	

TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	15	17.2%	0	0.0%	N.A.
2	1	48	55.2%	0	0.0%	N.A.
3	1	24	27.6%	0	0.0%	N.A.
TOTAL		87	100.0%	0	0.0%	

GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
1	1	15	9.3%	0	0.0%	N.A.
2	1	55	34.0%	0	0.0%	N.A.
3	1	52	32.1%	0	0.0%	N.A.
4	1	40	24.7%	0	0.0%	N.A.
TOTAL		162	100.0%	0	0.0%	
GRAND TOTAL		1,324	-	10	0.8%	



SURVEY OF PROPERTIES - THOMASVILLE, GEORGIA


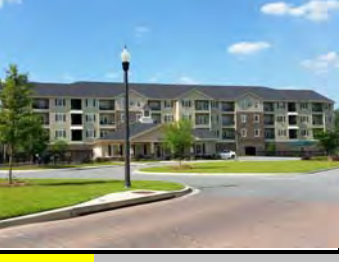
1 Hunter's Chase			
	Address 1 Hunter's Place Cir. Thomasville, GA 31792	Phone (229) 226-2111 (Contact by phone)	Total Units 112
	Year Built 2004	Contact Lynn	Vacancies 2
	Comments Market-rate (23 units); 30%, 50% & 60% AMHI (89 units); HCV (7 units)		Occupied 98.2%
			Floors 2
			Quality Rating A
			Waiting List None
2 Wildwood Apts.			
	Address 220 Covington Ave. Thomasville, GA 31792	Phone (229) 228-4760 (Contact by phone)	Total Units 216
	Year Built 1988	Contact Jan	Vacancies 3
	Comments Accepts HCV; Four 2-br/1-ba units have microwaves; 2-br rent range due to unit amenities; Rents change daily		Occupied 98.6%
			Floors 2,3
			Quality Rating B
			Waiting List None
3 Walnut Square Apts.			
	Address 1220 Hall Drive Thomasville, GA 31757	Phone (229) 236-0161 (Contact in person)	Total Units 63
	Year Built 2012	Contact Ashley	Vacancies 0
	Comments 50% & 60% AMHI; HCV (11 units); Opened 12/2012, 100% occupied 2/2013		Occupied 100.0%
			Floors 2
			Quality Rating A-
			Waiting List 150 households
4 Hampton Lake Apts.			
	Address 105 Caitlin Ln. Thomasville, GA 31792	Phone (384) 794-2678 (Contact by phone)	Total Units 96
	Year Built 2008	Contact Carol	Vacancies 0
	Comments Market-rate (6 units); 30%, 50% & 60% AMHI (90 units); HCV (5 units); Unit mix estimated		Occupied 100.0%
			Floors 2
			Quality Rating B
			Waiting List 100 households
5 Quail Rise Apts.			
	Address 2015 E. Pinetree Blvd. Thomasville, GA 31792	Phone (229) 226-7818 (Contact in person)	Total Units 109
	Year Built 1974 Renovated 1996	Contact Shelly	Vacancies 4
	Comments Does not accept HCV; 2-br/2-ba has exterior storage & ceiling fan		Occupied 96.3%
			Floors 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: April 2015

SURVEY OF PROPERTIES - THOMASVILLE, GEORGIA



6 Windsor Lake Senior Apts.			
	Address 241 Cove Landing Dr. Thomasville, GA 31792	Phone (229) 226-2576 (Contact in person)	Total Units 72
	Year Built 2004	Contact Robin	Vacancies 0
	Comments Market-rate (8 units); 50% & 60% AMHI (64 units); HCV (40 units); Unit mix estimated		Occupied 100.0%
			Floors 1
			Quality Rating B+
			Senior Restricted (55+)
			Waiting List
			70 households
7 Wood Valley Apts.			
	Address 1325 Warner St. Thomasville, GA 31792	Phone (229) 226-0682 (Contact in person)	Total Units 87
	Year Built 1974 Renovated 2003	Contact Erica	Vacancies 0
	Comments 50% AMHI; HUD Section 8; One 3-br manager unit not included in total		Occupied 100.0%
			Floors 2
			Quality Rating B
			Waiting List
			1.5 years
8 Abbey Lake Apts.			
	Address 2005 Pinetree Blvd. Thomasville, GA 31792	Phone (229) 226-1577 (Contact in person)	Total Units 152
	Year Built 1974	Contact Ashley	Vacancies 1
	Comments Does not accept HCV; Rent range based on floor level & units with decks; Units with decks have exterior storage		Occupied 99.3%
			Floors 1,2,3
			Quality Rating B+
			Waiting List
			None
9 Ashley Park Apts.			
	Address 1 Ashley Park Pl. Thomasville, GA 31792	Phone (229) 236-5001 (Contact in person)	Total Units 84
	Year Built 2013	Contact Lauren	Vacancies 0
	Comments Does not accept HCV; Flooring is wood laminate; Opened 9/2013, 100% occupied 3/2014, began preleasing 9/2012		Occupied 100.0%
			Floors 3
			Quality Rating A
			Waiting List
			12 households
10 GIBB Thomasville Village			
	Address 272 Old Boston Rd. Thomasville, GA 31792	Phone (229) 226-4663 (Contact in person)	Total Units 30
	Year Built 2000	Contact Countess	Vacancies 0
	Comments HUD Section 8; Square footage estimated		Occupied 100.0%
			Floors 1
			Quality Rating C+
			Waiting List
			100 households

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: April 2015

SURVEY OF PROPERTIES - THOMASVILLE, GEORGIA

11 Greentree Apts.			
	Address 121 Covington Ave. Thomasville, GA 31792	Phone (229) 228-1744 (Contact in person)	Total Units 75
	Year Built 1982 Renovated 2006 Contact Barbara	Comments Does not accept HCV; 2-br have dishwashers	
			Waiting List None
12 Pinecrest Apts.			
	Address 2035 E. Pinetree Blvd. Thomasville, GA 31792	Phone (229) 226-8279 (Contact in person)	Total Units 96
	Year Built 1977 Renovated 2013 Contact Julie	Comments Does not accept HCV; Select units have washer/dryer hookups; Year built & square footage estimated	
			Waiting List None
13 Villa North Apts.			
	Address 555 Cassidy Rd. Thomasville, GA 31792	Phone (229) 226-0016 (Contact in person)	Total Units 132
	Year Built 1976 Contact Derrick	Comments HUD Section 8; Year built & square footage estimated	
			Waiting List 47 households

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: April 2015

COLLECTED RENTS - THOMASVILLE, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
1		\$193 to \$525	\$218 to \$625	\$249 to \$725					
2		\$600 to \$630	\$705 to \$725	\$770 to \$820					
3		\$316 to \$396	\$386 to \$436	\$440 to \$535					
4		\$139 to \$495	\$155 to \$570	\$169 to \$620					
5		\$540 to \$600	\$630 to \$700	\$765					
6		\$360 to \$500	\$425 to \$590						
8		\$500 to \$510		\$815			\$635 to \$720		
9		\$680 to \$720	\$820	\$920					
11		\$525	\$632 to \$661						
12		\$525	\$560 to \$630	\$680					

◆	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

Survey Date: April 2015

PRICE PER SQUARE FOOT - THOMASVILLE, GEORGIA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Wildwood Apts.	1	809	\$776 to \$806	\$0.96 to \$1.00
5	Quail Rise Apts.	1	769 to 825	\$716 to \$776	\$0.93 to \$0.94
8	Abbey Lake Apts.	1	575	\$662 to \$672	\$1.15 to \$1.17
9	Ashley Park Apts.	1	644 to 751	\$842 to \$882	\$1.17 to \$1.31
11	Greentree Apts.	1	576	\$701	\$1.22
12	Pinecrest Apts.	1	600	\$646	\$1.08
1	Hunter's Chase	1	730 to 812	\$355 to \$687	\$0.49 to \$0.85
4	Hampton Lake Apts.	1	857	\$301 to \$657	\$0.35 to \$0.77
6	Windsor Lake Senior Apts.	1	740	\$481 to \$621	\$0.65 to \$0.84
3	Walnut Square Apts.	1	850	\$469 to \$549	\$0.55 to \$0.65
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Wildwood Apts.	1 to 2	1044	\$927 to \$947	\$0.89 to \$0.91
5	Quail Rise Apts.	1 to 2	918 to 1112	\$852 to \$922	\$0.83 to \$0.93
8	Abbey Lake Apts.	1.5	1100	\$843	\$0.77
		2	940 to 1070	\$908 to \$928	\$0.87 to \$0.97
9	Ashley Park Apts.	2	1047	\$1028	\$0.98
11	Greentree Apts.	1 to 2	864	\$854 to \$883	\$0.99 to \$1.02
12	Pinecrest Apts.	1 to 2	822 to 1100	\$717 to \$787	\$0.72 to \$0.87
1	Hunter's Chase	2	1000 to 1081	\$426 to \$833	\$0.43 to \$0.77
4	Hampton Lake Apts.	2	1137	\$363 to \$778	\$0.32 to \$0.68
6	Windsor Lake Senior Apts.	1	860	\$582 to \$747	\$0.68 to \$0.87
3	Walnut Square Apts.	2	965	\$582 to \$632	\$0.60 to \$0.65
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
2	Wildwood Apts.	2	1236	\$1036 to \$1086	\$0.84 to \$0.88
5	Quail Rise Apts.	2	1276	\$1031	\$0.81
8	Abbey Lake Apts.	2	1500	\$1067	\$0.71
9	Ashley Park Apts.	2	1311	\$1172	\$0.89
12	Pinecrest Apts.	2	1200 to 1225	\$870	\$0.71 to \$0.73
1	Hunter's Chase	2	1196 to 1229	\$501 to \$977	\$0.42 to \$0.79
4	Hampton Lake Apts.	2	1270	\$421 to \$872	\$0.33 to \$0.69
3	Walnut Square Apts.	2	1100	\$677 to \$772	\$0.62 to \$0.70

◆	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

Survey Date: April 2015

AVERAGE GROSS RENT PER SQUARE FOOT - THOMASVILLE, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.09	\$0.89	\$0.81
TOWNHOUSE	\$0.00	\$0.87	\$0.00

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.69	\$0.60	\$0.63
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.97	\$0.80	\$0.76
TOWNHOUSE	\$0.00	\$0.87	\$0.00

TAX CREDIT UNITS - THOMASVILLE, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
4	Hampton Lake Apts.	3	857	1	30%	\$139
1	Hunter's Chase	3	730 - 812	1	30%	\$193
3	Walnut Square Apts.	2	850	1	50%	\$316
4	Hampton Lake Apts.	14	857	1	50%	\$324
◆ 6	Windsor Lake Senior Apts.	30	740	1	50%	\$360
1	Hunter's Chase	8	730 - 812	1	50%	\$391
3	Walnut Square Apts.	6	850	1	60%	\$396
◆ 6	Windsor Lake Senior Apts.	30	740	1	60%	\$445
1	Hunter's Chase	15	730	1	60%	\$490
7	Wood Valley Apts.	15	725	1	50%	\$593
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
4	Hampton Lake Apts.	9	1137	2	30%	\$155
1	Hunter's Chase	6	1000 - 1081	2	30%	\$218
4	Hampton Lake Apts.	30	1137	2	50%	\$378
3	Walnut Square Apts.	7	965	2	50%	\$386
4	Hampton Lake Apts.	1	1137	2	60%	\$394
◆ 6	Windsor Lake Senior Apts.	2	860	1	50%	\$425
3	Walnut Square Apts.	24	965	2	60%	\$436
1	Hunter's Chase	11	1000 - 1081	2	50%	\$455
◆ 6	Windsor Lake Senior Apts.	2	860	1	60%	\$525
1	Hunter's Chase	27	1000 - 1081	2	60%	\$574
7	Wood Valley Apts.	48	875	1	50%	\$712
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
4	Hampton Lake Apts.	3	1270	2	30%	\$169
1	Hunter's Chase	2	1196 - 1229	2	30%	\$249
4	Hampton Lake Apts.	14	1270	2	50%	\$426
3	Walnut Square Apts.	5	1100	2	50%	\$440
4	Hampton Lake Apts.	2	1270	2	60%	\$507
1	Hunter's Chase	5	1196 - 1229	2	50%	\$523
3	Walnut Square Apts.	19	1100	2	60%	\$535
1	Hunter's Chase	12	1196 - 1229	2	60%	\$660
7	Wood Valley Apts.	24	1130	1	50%	\$822

◆ - Senior Restricted

QUALITY RATING - THOMASVILLE, GEORGIA

MARKET-RATE PROJECTS AND UNITS

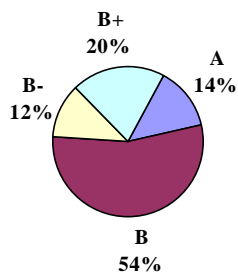
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	2	107	0.0%		\$842	\$1,028	\$1,172	
B+	2	160	0.6%		\$662	\$908	\$1,067	
B	4	420	1.7%		\$776	\$922	\$1,036	
B-	1	96	0.0%		\$646	\$787	\$870	

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

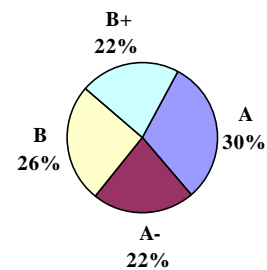
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	1	89	2.2%		\$652	\$782	\$912	
A-	1	63	0.0%		\$549	\$632	\$772	
B+	1	64	0.0%		\$481	\$582		
B	1	76	0.0%		\$486	\$586	\$678	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - THOMASVILLE, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	3	357	5	1.4%	357	33.2%
1980 to 1989	2	291	3	1.0%	648	27.1%
1990 to 1999	0	0	0	0.0%	648	0.0%
2000 to 2005	2	184	2	1.1%	832	17.1%
2006	0	0	0	0.0%	832	0.0%
2007	0	0	0	0.0%	832	0.0%
2008	1	96	0	0.0%	928	8.9%
2009	0	0	0	0.0%	928	0.0%
2010	0	0	0	0.0%	928	0.0%
2011	0	0	0	0.0%	928	0.0%
2012	1	63	0	0.0%	991	5.9%
2013	1	84	0	0.0%	1075	7.8%
2014	0	0	0	0.0%	1075	0.0%
2015**	0	0	0	0.0%	1075	0.0%
TOTAL	10	1075	10	0.9%	1075	100.0 %

YEAR RENOVATED - THOMASVILLE, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	1	109	4	3.7%	109	38.9%
2000 to 2005	0	0	0	0.0%	109	0.0%
2006	1	75	0	0.0%	184	26.8%
2007	0	0	0	0.0%	184	0.0%
2008	0	0	0	0.0%	184	0.0%
2009	0	0	0	0.0%	184	0.0%
2010	0	0	0	0.0%	184	0.0%
2011	0	0	0	0.0%	184	0.0%
2012	0	0	0	0.0%	184	0.0%
2013	1	96	0	0.0%	280	34.3%
2014	0	0	0	0.0%	280	0.0%
2015**	0	0	0	0.0%	280	0.0%
TOTAL	3	280	4	1.4%	280	100.0 %

Note: The upper table (Year Built) includes all of the units included in the lower table.

* Only Market-Rate and Tax Credit projects. Does not include government-subsidized projects.

** As of April 2015

APPLIANCES AND UNIT AMENITIES - THOMASVILLE, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	10	100.0%	1,075
REFRIGERATOR	10	100.0%	1,075
ICEMAKER	1	10.0%	63
DISHWASHER	10	100.0%	1,075
DISPOSAL	8	80.0%	883
MICROWAVE	3	30.0%	363
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	9	90.0%	1,000
AC - WINDOW	1	10.0%	75
FLOOR COVERING	10	100.0%	1,075
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	10	100.0%	1,075
PATIO/DECK/BALCONY	9	90.0%	979
CEILING FAN	9	90.0%	979
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	10	100.0%	1,075
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	1	10.0%	72

* - Does not include units where appliances/amenities are optional; Only includes market-rate or non-government subsidized Tax Credit.

PROJECT AMENITIES - THOMASVILLE, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	7	70.0%	865
ON-SITE MANAGEMENT	10	100.0%	1,075
LAUNDRY	8	80.0%	775
CLUB HOUSE	3	30.0%	424
MEETING ROOM	3	30.0%	447
FITNESS CENTER	4	40.0%	496
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	6	60.0%	680
COMPUTER LAB	3	30.0%	271
SPORTS COURT	2	20.0%	424
STORAGE	1	10.0%	216
LAKE	1	10.0%	152
ELEVATOR	1	10.0%	84
SECURITY GATE	2	20.0%	147
BUSINESS CENTER	1	10.0%	63
CAR WASH AREA	0	0.0%	
PICNIC AREA	6	60.0%	667
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	1	10.0%	72

DISTRIBUTION OF UTILITIES - THOMASVILLE, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	12	1,192	90.0%
GAS	1	132	10.0%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	12	1,192	90.0%
GAS	1	132	10.0%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	11	1,129	85.3%
GAS	2	195	14.7%
			100.0%
ELECTRIC			
TENANT	13	1,324	100.0%
			100.0%
WATER			
LANDLORD	5	417	31.5%
TENANT	8	907	68.5%
			100.0%
SEWER			
LANDLORD	5	417	31.5%
TENANT	8	907	68.5%
TRASH PICK-UP			
LANDLORD	10	924	69.8%
TENANT	3	400	30.2%
			100.0%

UTILITY ALLOWANCE - THOMASVILLE, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$12	\$17		\$35	\$14	\$20	\$5	\$7	\$44	\$12	\$19	\$14	\$20
1	GARDEN	\$17	\$23		\$48	\$19	\$28	\$7	\$9	\$61	\$16	\$25	\$14	\$20
1	TOWNHOUSE	\$17	\$23		\$48	\$19	\$28	\$7	\$9	\$61	\$16	\$25	\$14	\$20
2	GARDEN	\$22	\$30		\$60	\$24	\$36	\$9	\$12	\$79	\$20	\$31	\$14	\$20
2	TOWNHOUSE	\$22	\$30		\$60	\$24	\$36	\$9	\$12	\$79	\$20	\$31	\$14	\$20
3	GARDEN	\$27	\$36		\$73	\$29	\$44	\$11	\$14	\$96	\$25	\$37	\$14	\$20
3	TOWNHOUSE	\$27	\$36		\$73	\$29	\$44	\$11	\$14	\$96	\$25	\$37	\$14	\$20
4	GARDEN	\$34	\$46		\$95	\$36	\$57	\$14	\$18	\$122	\$32	\$44	\$14	\$20
4	TOWNHOUSE	\$34	\$46		\$95	\$36	\$57	\$14	\$18	\$122	\$32	\$44	\$14	\$20

GA-Southern Region (7/2014)

Survey Date: April 2015

A-18



ADDENDUM B

COMPARABLE PROPERTY PROFILES

2 Wildwood Apts. 0.6 miles to site



Address	220 Covington Ave. Thomasville, GA 31792		
Phone	(229) 228-4760	Contact	Jan
Total Units	216	Vacancies	3
		Percent Occupied	98.6%
Project Type	Market-Rate		
Year Open	1988	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Accepts HCV; Four 2-br/1-ba units have microwaves; 2-br rent range due to unit amenities; Rents change daily		



Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Club House, Meeting Room, Fitness Center, Playground, Sports Court, Storage, Picnic Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	64	0	809	\$0.74 - \$0.78	\$600 to \$630
2	1 to 2	G	72	0	1044	\$0.68 - \$0.69	\$705 to \$725
3	2	G	80	3	1236	\$0.62 - \$0.66	\$770 to \$820



5 Quail Rise Apts.

0.8 miles to site



Address	2015 E. Pinetree Blvd. Thomasville, GA 31792		
Phone	(229) 226-7818	Contact	Shelly
Total Units	109	Vacancies	4
		Percent Occupied	96.3%
Project Type	Market-Rate		
Year Open	1974	Renovated	1996
		Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; 2-br/2-ba has exterior storage & ceiling fan		



Features and Utilities

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, 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, Playground

Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	21	0	769 to 825	\$0.70 - \$0.73	\$540 to \$600
2	1 to 2	G	80	4	918 to 1112	\$0.63 - \$0.69	\$630 to \$700
3	2	G	8	0	1276	\$0.60	\$765

9 Ashley Park Apts. 3.7 miles to site



Address 1 Ashley Park Pl.
Thomasville, GA 31792

Phone (229) 236-5001 **Contact** Lauren

Total Units 84 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Market-Rate

Year Open 2013 **Floors** 3

Concessions No Rent Specials

Parking Surface Parking, Carports, Parking Garage

Waiting List 12 households

Quality Rating A **Neighborhood Rating** B

Remarks Does not accept HCV; Flooring is wood laminate; Opened 9/2013, 100% occupied 3/2014, began preleasing 9/2012



Features and Utilities

- Utilities** Landlord pays Trash
- Unit Amenities** Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Wood Flooring, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
- Project Amenities** Swimming Pool, On-site Management, Playground, Elevator, Security Gate, Picnic Area, Dog Park, CCTV

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	12	0	644 to 751	\$0.96 - \$1.06	\$680 to \$720
2	2	G	48	0	1047	\$0.78	\$820
3	2	G	24	0	1311	\$0.70	\$920



12 Pinecrest Apts.

1.0 miles to site



Address	2035 E. Pinetree Blvd. Thomasville, GA 31792		
Phone	(229) 226-8279	Contact	Julie
Total Units	96	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1977	Renovated	2013
		Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Does not accept HCV; Select units have washer/dryer hookups; 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, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Meeting Room, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
1	1	G	28	0	600	\$0.88	\$525
2	1 to 2	G	33	0	822 to 1100	\$0.57 - \$0.68	\$560 to \$630
3	2	G	35	0	1200 to 1225	\$0.56 - \$0.57	\$680

1 Hunter's Chase

3.6 miles to site



Address	1 Hunter's Place Cir. Thomasville, GA 31792		
Phone	(229) 226-2111	Contact	Lynn
Total Units	112	Vacancies	2
		Percent Occupied	98.2%
Project Type	Market-Rate & Tax Credit		
Year Open	2004	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	A	Neighborhood Rating	B
Remarks	Market-rate (23 units); 30%, 50% & 60% AMHI (89 units); HCV (7 units)		

Features and Utilities

Utilities	Landlord pays 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, Club House, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area, Gazebo

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	730 to 812	\$0.65 - \$0.72	\$525	
1	1	G	15	0	730	\$0.67	\$490	60%
1	1	G	8	0	730 to 812	\$0.48 - \$0.54	\$391	50%
1	1	G	3	0	730 to 812	\$0.24 - \$0.26	\$193	30%
2	2	G	12	0	1000 to 1081	\$0.58 - \$0.63	\$625	
2	2	G	27	2	1000 to 1081	\$0.53 - \$0.57	\$574	60%
2	2	G	11	0	1000 to 1081	\$0.42 - \$0.46	\$455	50%
2	2	G	6	0	1000 to 1081	\$0.20 - \$0.22	\$218	30%
3	2	G	5	0	1196 to 1229	\$0.59 - \$0.61	\$725	
3	2	G	12	0	1196 to 1229	\$0.54 - \$0.55	\$660	60%
3	2	G	5	0	1196 to 1229	\$0.43 - \$0.44	\$523	50%
3	2	G	2	0	1196 to 1229	\$0.20 - \$0.21	\$249	30%

4 Hampton Lake Apts.

3.3 miles to site



Address	105 Caitlin Ln. Thomasville, GA 31792		
Phone	(384) 794-2678	Contact	Carol
Total Units	96	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2008	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	100 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	Market-rate (6 units); 30%, 50% & 60% AMHI (90 units); HCV (5 units); Unit mix estimated		

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, Club House, Fitness Center, Playground, Sports Court, Computer Lab, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	7	0	857	\$0.58	\$495	
1	1	G	14	0	857	\$0.38	\$324	50%
1	1	G	3	0	857	\$0.16	\$139	30%
2	2	G	9	0	1137	\$0.14	\$155	30%
2	2	G	8	0	1137	\$0.50	\$570	
2	2	G	1	0	1137	\$0.35	\$394	60%
2	2	G	30	0	1137	\$0.33	\$378	50%
3	2	G	5	0	1270	\$0.49	\$620	
3	2	G	2	0	1270	\$0.40	\$507	60%
3	2	G	14	0	1270	\$0.34	\$426	50%
3	2	G	3	0	1270	\$0.13	\$169	30%

3

Walnut Square Apts.

3.4 miles to site



Address	1220 Hall Drive Thomasville, GA 31757		
Phone	(229) 236-0161	Contact	Ashley
Total Units	63	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	2012	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	150 households		
Quality Rating	A-	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (11 units); Opened 12/2012, 100% occupied 2/2013		



Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Playground, Security Gate, Computer Lab, Picnic Area, Business Center, Pavilion w/ gazebo

Unit Configuration

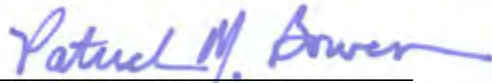
BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	850	\$0.47	\$396	60%
1	1	G	2	0	850	\$0.37	\$316	50%
2	2	G	24	0	965	\$0.45	\$436	60%
2	2	G	7	0	965	\$0.40	\$386	50%
3	2	G	19	0	1100	\$0.49	\$535	60%
3	2	G	5	0	1100	\$0.40	\$440	50%

ADDENDUM C – 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.

Certified:



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Date: May 19, 2015

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/MarketStudiesNCAHMA/AboutNCAHMA/tabid/234/Default.aspx>

ADDENDUM-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 (Exhibit S-2)	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	H
27.	Households by tenure	H
COMPETITIVE ENVIRONMENT		
28.	Comparable property profiles	H
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 & Addendum A
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
45.	Derivation of Achievable Market Rent and Market Advantage	H & Addendum E
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	K
48.	Market strengths and weaknesses impacting project	K
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	H
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	C
56.	Certifications	Addendum B
57.	Statement of qualifications	N
58.	Sources of data not otherwise identified	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 a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Thomasville, Georgia by Integrity Development Partners, LLC.

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 and projections that determine what the characteristics of the market will be when the subject project opens and 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.

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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
- HISTA Data (household income by household size, tenure and age of head of household) by Ribbon Demographics

ADDENDUM E - ACHIEVABLE MARKET RENT ANALYSIS

A. INTRODUCTION

We identified five market-rate properties within the Thomasville Site PMA that we consider most comparable to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development. 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 proposed 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, mid-rise, 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 proposed subject project does not have a washer or dryer and a selected property does, 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 proposed 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.

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Market Station Apartments	2017	80	-	16 (-)	48 (-)	16 (-)
1	Hunter's Chase	2004	23*	100.0%	6 (100.0%)	12 (100.0%)	5 (100.0%)
2	Wildwood Apts.	1988	216	98.6%	64 (100.0%)	72 (100.0%)	80 (96.3%)
5	Quail Rise Apts.	1974 / 1996	109	96.3%	21 (100.0%)	80 (95.0%)	8 (100.0%)
9	Ashley Park Apts.	2013	84	100.0%	12 (100.0%)	48 (100.0%)	24 (100.0%)
12	Pinecrest Apts.	1977 / 2013	96	100.0%	28 (100.0%)	33 (100.0%)	35 (100.0%)

Occ. – Occupancy
*Market-rate units only

The five selected market-rate projects have a combined total of 528 units with an overall occupancy rate of 98.7%. None of the comparable properties has an occupancy rate below 96.3%. The high occupancy rates reported among these selected properties indicate that each of these properties has been well-received within the market and will offer an accurate base of comparability for the subject development.

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

Rent Comparability Grid

Unit Type → **THREE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Market Station Apartments		Hunter's Chase		Wildwood Apts.		Quail Rise Apts.		Ashley Park Apts.		Pinecrest Apts.	
1601 Smith Avenue		1 Hunter's Place Cir.		220 Covington Ave.		2015 E. Pinetree Blvd.		1 Ashley Park Pl.		2035 E. Pinetree Blvd.	
Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA		Thomasville, GA	
A. Rents Charged	Data on Subject	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$725		\$795		\$765		\$920		\$680	
2	Date Surveyed	Mar-15		Mar-15		Apr-15		Apr-15		Apr-15	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		96%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$725	0.61	\$795	0.64	\$765	0.60	\$920	0.70	\$680	0.57
B. Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
6	Structure / Stories	WU/2		WU/2,3		WU/2		EE/3		R/1	
7	Yr. Built/Yr. Renovated	2017	\$13	1988	\$29	1974/1996	\$32	2013	\$4	1977/2013	\$22
8	Condition /Street Appeal	E		G	\$15	G	\$15	E		G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
11	# Bedrooms	3		3		3		3		3	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1150	(\$7)	1236	(\$13)	1276	(\$20)	1311	(\$25)	1200	(\$8)
14	Balcony/ Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	Y/Y	\$5	N/Y	\$5	N/Y	\$5	Y/Y		N/Y	\$5
18	Washer/Dryer	W/D	\$25	HU/L	\$25	HU/L	\$25	HU	\$25	HU/L	\$25
19	Floor Coverings	C		C		C		W		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N		N/N		N/N		N/N		N/N	
22	Garbage Disposal	Y		Y		Y		Y		N	\$5
23	Ceiling Fans	Y		Y		N	\$5	Y		N	\$5
D Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		P-GAR	(\$30)	LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N		N		N		Y	(\$5)	N	
27	Clubhouse/ Meeting Rooms	Y		Y		N	\$5	N	\$5	Y	
28	Pool/ Recreation Areas	F	(\$16)	P/F/T	(\$13)	P	(\$5)	P	(\$5)	P	(\$5)
29	Computer Center	Y		Y		N	\$3	N	\$3	N	\$3
30	Picnic Area	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		N	\$3
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/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/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N		N/N		N/N		Y/Y	(\$62)
39	Trash /Recycling	N/N	(\$14)	N/N		N/N		Y/N	(\$14)	Y/N	(\$14)
F. Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	
40	# Adjustments B to D	3	2	5	2	8	2	4	4	9	2
41	Sum Adjustments B to D	\$43	(\$23)	\$77	(\$26)	\$93	(\$25)	\$37	(\$65)	\$88	(\$13)
42	Sum Utility Adjustments		(\$14)						(\$14)		(\$76)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$6	\$80	\$51	\$103	\$68	\$118	(\$42)	\$116	(\$1)	\$177
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	Adj. Rent	
44	Adjusted Rent (5+ 43)	\$731		\$846		\$833		\$878		\$679	
45	Adj Rent/Last rent		101%		106%		109%		95%		100%
46	Estimated Market Rent	\$810	\$0.70	← Estimated Market Rent/ Sq. Ft							

Once all adjustments to collected rents were made, the adjusted rents for each comparable were considered 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 Grids, it was determined that achievable market rents for units similar to the subject development are \$625 for a one-bedroom unit, \$730 for a two-bedroom unit and \$810 for a three-bedroom unit.

The following table compares the proposed collected rents at the subject site with achievable market rent for selected units.

Bedroom Type	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$269 (50%)	\$625	57.0%
	\$358 (60%)		42.7%
Two-Bedroom	\$308 (50%)	\$730	57.8%
	\$414 (60%)		43.3%
Three-Bedroom	\$342 (50%)	\$810	57.8%
	\$465 (60%)		42.6%

Typically, Tax Credit rents should represent at least a 10% market rent advantage to be perceived as a value in the market and ensure a sufficient flow of qualified applicants. Therefore, the proposed subject rents will likely be perceived as significant values within the market as they represent market rent advantages ranging from 42.6% to 57.8%, depending upon bedroom type and AMHI level.

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 for indiscernible features, such as floor level or view, we utilized an average rent.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1974 and 2013. Note however, that the two oldest properties, Quail Rise Apartments (Map ID 5) and Pinecrest Apartments (Map ID 12), were significantly renovated in 1996 and 2013, respectively. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties as compared to the subject development.
8. It is anticipated that the proposed subject project will have an excellent quality finish and attractive aesthetic street appeal once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
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 proposed subject project will offer a unit amenity package that is generally considered to be slightly superior to those offered among most of the selected properties. We have made adjustments for features lacking at the comparable properties to account for the inclusion of such amenities at the subject property.
- 24.-32. The proposed project offers a project amenities package that is generally considered to be competitive with those offered among most of the selected market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We made adjustments to reflect the differences in utility responsibility at the selected properties as needed. The utility adjustments were based on the local housing authority's utility cost estimates.