

MARKET STUDY EXECUTIVE SUMMARY / Exhibit 8

(i) Market Study Summary

Project Name:		Five Points 3				
Street Address			City/State		Zip Code	County
McConnell Street			Knoxville		37915	Knox
PMA Description:					Within QCT:	Within DDA:
Attached as page 17 in the accompanying supporting documents					Yes	No
Total Units:	LIHTC Units:	Non-LIHTC Units	Non-Revenue Unit	Management Unit	# Buildings:	
80	80	0	0	0	28	
Development Type:			Neighborhood Type:		Targeted Household Type:	
New Construction			Urban		General Occupancy	
Recommended	Yes					

Proposed Project Concept

Total Units	Bedrooms	Baths	Style (Garden/Townhome)	Square Feet	% AMHI (Target Income)	Subsidy	Proposed Rents			Max. Allow.*
							Collected - Contract Rent	Utility Allowance	Gross	
10	1	1.0	Duplex/Townhome	654-689	50%	Section 8	\$533	\$91	\$624	\$490
38	1	1.0	Duplex/Townhome	654-689	60%	Section 8	\$533	\$91	\$624	\$606
3	2	1.0-1.5	Duplex/Townhome	903-1,050	50%	Section 8	\$579	\$122	\$701	\$575
11	2	1.0-1.5	Duplex/Townhome	903-1,050	60%	Section 8	\$579	\$122	\$701	\$715
3	3	2.0-2.5	Duplex/Townhome	1390-1,411	50%	Section 8	\$747	\$150	\$897	\$655
15	3	2.0-2.5	Duplex/Townhome	1390-1,411	60%	Section 8	\$747	\$150	\$897	\$816
80	Total									

*Based on Rent & Income Limits for (Knoxville, TN HUD Metro FMR Area)

Notes: Contract rent is higher than maximum allowable 50 percent AMI LIHTC rents; we utilized the lesser of the two rents for the purposes of this analysis

(ii) Rental Housing Stock

Type	# Properties	Total Units	Vacant Units	Vacancy Rate
All Rental Housing	5	680	6	0.9%
Market-Rate Housing	2	453	6	1.3%
Assisted/Subsidized Housing (excl. LIHTC)				
LIHTC Housing	3	227	0	0.0%
All Comparable Developments ¹	3	227	0	0.0%
Non-Stabilized Comparable Developments				

Only communities reporting occupancy are included in totals

¹Comparable developments are those that compete at nearly the same rent levels and tenant profile, such as age, family, and income.

(iii) Rent Comparison

Proposed Subject Rents in Comparison to Market									Highest Unadjusted Comp Rent	
Proposed Subject Development					Adjusted Mkt Rent				Per Unit	Per S.F.
# Units	# BR	# BA	S.F.	Collected Rent	Per Unit	Per S.F.	Mkt Adv.			
10	1	1.0	654-689	\$490*	\$699	\$1.04	29.9%	\$895	\$1.28	
38	1	1.0	654-689	\$533	\$699	\$1.04	23.7%	\$895	\$1.28	
3	2	1-1.5	903-1,050	\$575*	\$1,025	\$1.05	43.9%	\$1,173	\$1.37	
11	2	1-1.5	903-1,050	\$579	\$1,025	\$1.05	43.5%	\$1,173	\$1.37	
3	3	2-2.5	1,390-1,411	\$655*	\$1,118	\$0.80	41.4%	\$1,533	\$1.18	
15	3	2-2.5	1,390-1,411	\$747	\$1,118	\$0.80	33.2%	\$1,533	\$1.18	
Gross Proposed Monthly Rent				\$54,721	Avg. Mkt Adv.		29.4%			

Notes: Contract rent is higher than maximum allowable 50 percent AMI LIHTC rents; we utilized the lesser of the two rents for the purposes of this analysis*

(iv) Demographic Data

Household Segment	2010	Current (2017)	Placed In Service Year (2019)
Renter Households	9,572	11,004	11,226
LIHTC Income-Qualified Renter Households		8,271	8,441
Market Rent Households (if applicable)			

(v) Targeted Income-Qualified Renter Household Demand

Type of Demand	50%/PBRA	60%/PBRA	Market-Rate	Other ____	Other ____	Overall
Renter Household Growth	178	194				194
Rent Burdened	3,227	3,514				3,514
Substandard	139	151				151
Homeowner Conversion (Senior Only)						
Less Comparable/Competitive Supply	15	61				76
Net Demand	3,529	3,798				3,783

(vi) Capture Rates

Target Population	50%/PBRA	60%/PBRA	Market-Rate	Other ____	Other ____	Overall
Capture Rate	0.5%	1.7%				2.1%

(vii) Absorption Rate

Absorption Rate	25	Units Per Month	Absorption Period	3	Months
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SUMMARY OF SIGNIFICANT FACTS / Exhibit 8

(i) Project Identification

Project Name:	Five Points 3		
Street Address	City/State	Zip Code	County
McConnell Street	Knoxville	37915	Knox
Total Units:	LIHTC Units:	Non-LIHTC Units	# Buildings:
80	80	0	28
			Non-Revenue Units
			0
			Management Units
			0

(ii) Site Summary

Site Acreage	11.37
Shape	Generally Rectangular
Topography	Generally Flat
Adjacent Land Uses (e.g. rural, dense residential, commercial, light industrial, mixed-use, etc.)	North: Dollar General, Single-Family Detached Homes, and St. John Baptist Church
	East: Future Site of Five Points Phase II, Boys and Girls Club, and Existing Taylor Homes Public Housing Apartment Buildings
	South: Five Points Phase I (Under Construction) and Old Fellows Cemetery
	West: Single-Family Detached Homes, Tabernacle Baptist Church, Knox County Hardy Clinic, and Dr. Walter Hardy Park
Surrounding Area Description	Attached as paragraph one of the executive summary in the accompanying supporting documents.
Year Built (if applicable)	
Construction Type	New Construction
Project Amenities	Playground and Computer/Business Center
Unit Features/Amenities	Stove, Refrigerator, Dishwasher, Washer and Dryer Connections, Central Heating and Air Conditioning, and Window Blinds
Utilities Included in Rent (e.g. Water, Sewer, Electricity, etc.)	Water, Sewer, and Trash Removal

(iii) Demographics Summary

	2010	Current (2017)	Placed in Service (2019)
Population			
PMA	39,792	42,049	42,786
County	432,226	459,975	468,676
State	6,346,105	6,760,814	6,885,724
Households			
PMA	18,306	19,249	19,566
County	177,249	186,695	189,876
State	2,493,552	2,637,889	2,683,122
Median Household Income			
PMA	\$30,079	\$29,133	\$28,717
County	\$44,151	\$50,066	\$52,690
State	\$41,723	\$46,831	\$48,803
Household Tenure Patterns (# & % of Renter-Occupied)			
PMA	9,572 (52.3%)	11,004 (57.2%)	11,226 (57.4%)
County	59,837 (33.8%)	69,760 (37.4%)	70,984 (37.4%)
State	792,960 (31.8%)	927,212 (35.1%)	943,897 (35.2%)

EMPLOYMENT & ECONOMY / Exhibit 8

(i) Employment Sector by Industry

Employer / Employment Sector	PMA		County		State	
	Most Current Available (2015)					
	# Jobs	% Jobs	# Jobs	% Jobs	# Jobs	% Jobs
Agriculture, Forestry, Fishing & Hunting, and Mining	2	0.0%	733	0.3%	29,360	1.0%
Construction	1,262	7.0%	12,090	5.6%	179,866	6.2%
Manufacturing	1,200	6.7%	16,023	7.4%	377,952	13.1%
Wholesale Trade	378	2.1%	6,815	3.2%	78,856	2.7%
Retail Trade	2,507	14.0%	28,982	13.5%	353,842	12.2%
Transportation & Warehousing, and Utilities	833	4.6%	9,851	4.6%	180,880	6.3%
Information	479	2.7%	6,016	2.8%	54,513	1.9%
Finance and Insurance, and Real Estate and Rental and Leasing	777	4.3%	13,635	6.3%	165,472	5.7%
Professional, Scientific, and Management, and Administrative and Waste Management Services	2,389	13.3%	27,273	12.7%	270,435	9.4%
Educational Services, and Health Care and Social Assistance	4,432	24.7%	53,297	24.8%	658,855	22.8%
Arts, Entertainment, and Recreation, and Accommodation and Food Services	2,317	12.9%	22,428	10.4%	268,700	9.3%
Other Services (Except Public Administration)	855	4.8%	10,887	5.1%	142,790	4.9%
Public Administration	539	3.0%	7,223	3.4%	127,221	4.4%

(ii) Unemployment Rates

Year	County	State	USA
2006	3.9%	5.2%	4.6%
2007	3.4%	4.7%	4.6%
2008	5.0%	6.6%	5.8%
2009	8.1%	10.5%	9.3%
2010	7.4%	9.7%	9.6%
2011	6.9%	9.0%	8.8%
2012	6.1%	7.8%	8.3%
2013	6.3%	7.8%	7.4%
2014	5.4%	6.5%	6.2%
2015	4.8%	5.8%	5.3%
2016 (Through August)	3.8%	4.5%	4.9%

(iii) Total Employment

Year	County		State		USA	
	# Employed	% Change	# Employed	% Change	# Employed	% Change
2006	215,313		2,878,455		144,427,000	
2007	221,965	3.1%	2,920,352	1.5%	146,047,000	1.1%
2008	218,720	-1.5%	2,853,746	-2.3%	145,362,000	-0.5%
2009	211,705	-3.2%	2,733,113	-4.2%	139,877,000	-3.8%
2010	212,757	0.5%	2,792,063	2.2%	139,064,000	-0.6%
2011	217,245	2.1%	2,844,662	1.9%	139,869,000	0.6%
2012	216,978	-0.1%	2,860,355	0.6%	142,469,000	1.9%
2013	213,444	-1.6%	2,837,898	-0.8%	143,929,000	1.0%
2014	214,306	0.4%	2,847,777	0.3%	146,305,000	1.7%
2015	217,619	1.5%	2,556,024	1.3%	148,834,000	1.7%
2016 (Through August)	226,150	3.9%	2,992,612	3.7%	151,092,000	1.5%

(iv) Area Income Limits

Subject Unit Mix	1-Person	2-Person	3-Person	4-Person	5-Person	6-Person
50% AMHI	\$21,700	\$24,800	\$27,900	\$30,950	\$33,450	\$35,950
60% AMHI	\$26,040	\$29,760	\$33,480	\$37,140	\$40,140	\$43,140
% AMHI						
% AMHI						

(i) General Data					
Project Name:	Maplehurst Park				
Street Address		City/State		Zip Code	County
814 W Hill Ave.		Knoxville		37902	Knox
Total Units	Number of Buildings	Year Built	Year Renovated	Occupancy Rate	
205	Unavailable	1975	2010	99.5%	
Project Type		Occupancy Type		In PMA	
Market-Rate		General Occupancy		Yes	
Design		Condition		Distance to Site (in miles)	
Garden / Single-Family Detached		Good		2.3 miles	
Contact Person		Contact Phone Number		Date Surveyed	
Property Manager		865-525-1104		1/9/17	

(ii) Rental Data & Unit Breakdown								
Beds	Baths	Unit Style (Garden/Townhome)	# of Units	Square Feet	% AMHI (Income)	Subsidy Type	Collected Rent	Rent Per Square Foot
Eff	1.0	Garden	20	356	Market Rate	None	\$595	\$1.67
1	1.0	Garden	140	680	Market Rate	None	\$825	\$1.21
1	1.0	SFD	1	700	Market Rate	None	\$895	\$1.28
2	1.0	Garden	40	855	Market Rate	None	\$1,173	\$1.37
3	2.0	SFD	2	1,297	Market Rate	None	\$1,533	\$1.18
4	2.0	SFD	2	2,000	Market Rate	None	\$2,625	\$1.31

(iii) Amenities & Utilities		
Unit Amenities	Project Amenities	Parking & Fees
Dishwasher - Select Units	Central Laundry	Surface Lot: Included
Garbage Disposal - Select Units		
Wall Unit Air Conditioning		
Patio/Balcony		
Washer and Dryer Connections - SFD Only		
Refrigerator		
Range		
		Utilities Included In Rent
		Trash Removal

(iv) Comments

Waiting list. Vacancy is a two-bedroom garden unit.

(v) Concessions

None.

(i) General Data

Project Name:		Spring Meadow		
Street Address		City/State	Zip Code	County
3101 Washington Ridge Way		Knoxville	37917	Knox
Total Units	Number of Buildings	Year Built	Year Renovated	Occupancy Rate
248	27	1991		98.0%
Project Type		Occupancy Type	In PMA	
Market-Rate		General Occupancy	Yes	
Design		Condition	Distance to Site (in miles)	
Garden		Good	4.4 miles	
Contact Person		Contact Phone Number	Date Surveyed	
Property Manager		865-544-1764	1/9/17	

(ii) Rental Data & Unit Breakdown

Beds	Baths	Unit Style (Garden/Townhome)	# of Units	Square Feet	% AMHI (Income)	Subsidy Type	Collected Rent	Rent Per Square Foot
1	1.0	Garden	32	562	Market Rate	None	\$668	\$1.19
1	1.0	Garden	48	710	Market Rate	None	\$668	\$0.94
2	1.0	Garden	254	900	Market Rate	None	\$812	\$0.90
2	2.0	Garden	96	978	Market Rate	None	\$812	\$0.83
3	2.0	Garden	48	1,085	Market Rate	None	\$880	\$0.81

(iii) Amenities & Utilities

Unit Amenities	Project Amenities	Parking & Fees
Dishwasher	Clubhouse	Surface Lot: Included
Garbage Disposal	Community Room	
Ceiling Fans	Fitness Center	
Washer and Dryer Connections	Swimming Pool	
Central Heating and Air-Conditioning	Business/Computer Center	
Patio/Balcony	Playground	
Fireplace - Select Units	Tennis Courts	
	Car Wash	Utilities Included In Rent
	Central Laundry	Trash Removal
	Video Rental	
	Book Library	

(iv) Comments

None.

(v) Concessions

None.

AMENITIES / Exhibit 8

Neighborhood Characteristic	Name & Address	Mileage from Site
<u>Full service grocery</u>	(Save-A-Lot, 3850 Holston Dr., Knoxville, TN); (Kroger, 2217 N Broadway St., Knoxville, TN)	(1.9 NE); (2.2 NW)
<u>Pharmacy or Drug Store</u>	(Walgreens, 2514 E Magnolia Ave., Knoxville, TN)	(0.6 N)
<u>Full service restaurant</u>	(Magnolia Café, 2405 E Magnolia Ave., Knoxville, TN)	(0.3 NE); (0.5 N)
<u>General Merchandise</u> <i>(instead of stand-alone shopping center)</i>	(Dollar General, 2265 Mccalla Ave., Knoxville, TN); (Walmart, 2501 University Commons Way, Knoxville, TN)	(0.1 N); (4.6 SW)
<u>Public transportation access</u>	(KAT Bus Route 33, McConnell St. and MLK Jr Ave., Knoxville, TN)	(0.0 N)
<u>Full service bank or credit union</u> <i>(ATMs do not qualify)</i>	(Regions Bank, 1503 E Magnolia Ave. NE, Knoxville, TN)	(0.9 W)
<u>Health Care Facilities including: Doctor's offices</u>	(Knox County Hardy Clinic, 2202 Martin Luther King Jr Ave., Knoxville, TN) (Fort Sanders Regional Medical Center, 1901 W Clinch Ave., Knoxville, TN) (Physicians Regional Medical Center, 900 E Oak Hill Ave., Knoxville, TN)	(0.1 W); (4.4 W); (2.8 NW);
<u>Public community center/Senior center</u>	(Boys and Girls Club of America, 317 McConnell St., Knoxville, TN); (Cansler Family YMCA, 616 Jessamine St., Knoxville, TN) (John T. O'Conner Senior Center, 611 Winona St., Knoxville, TN)	(0.0 SE); (1.2 W); (1.1 W);
<u>Public Library</u>	(Knox County Public Library, 500 West Church Ave., Knoxville, TN)	(1.9 SW)
<u>U. S. Post Office</u>	(U.S. Post Office, 1601 Mccalla Ave., Knoxville, TN)	(0.7 W)
<u>Convenience store with gas station</u>	(E-Z Mart, 2310 E Magnolia Ave., Knoxville TN); (Stop N Go, 2110 Brooks Ave., Knoxville, TN)	(0.4 N); (0.5 S)
<u>Churches or places of worship</u>	(New Salem Baptist Church, 2041 Bethel Ave., Knoxville, TN); (Lennon Seney United Methodist Church, 2084 Dandridge Ave., Knoxville, TN)	(0.2 S); (0.5 S)
<u>Police Station or Sheriff Offices</u>	(Knoxville Police Department, 800 Howard Baker Junior Ave., Knoxville, TN)	(1.4 SW)
<u>Fire Stations</u>	(Park City/Park Ridge Fire Station, 2300 Linden Ave., Knoxville, TN)	(0.3 N)
<u>Public Park</u>	(Dr. Walter Hardy Park, 2020 Martin Luther King Jr. Ave., Knoxville, TN); (Linden Park, 1920 Linden Ave., Knoxville, TN)	(0.1 W); (0.4 W)
<u>Public School</u>	(Green Elementary School, 801 Townview Dr., Knoxville, TN); (Vine Middle School, 1807 Martin Luther King Jr Ave., Knoxville, TN); (Austin East High School, 2800 Martin Luther King Jr Ave., Knoxville, TN)	(1.2 SW); (0.6 W); (1.0 NE)