NEED AND DEMAND ANALYSIS

FOR THE RIVERBEND TRACE APARTMENTS

IN

ORANGEBURG, SOUTH CAROLINA

Prepared for
The Taft-Mills Group
for submission to
the South Carolina State Housing Finance and Development Authority

May 2026

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INTRODUCTION

PURPOSE

The purpose of this report is to present the findings of an analysis of the need and demand for the Riverbend Trace Apartments in Orangeburg, South Carolina. A total of 60 units are to be developed: six one-bedroom units, 36 two-bedroom units, and 18 three-bedroom units. The apartments will rent to households whose incomes qualify their apartments for tax credit status.

ASSUMPTIONS AND CONDITIONS

The findings of this study are predicated upon the assumption that the proposed development, as presented to us, will be located at the site described in the report, that it will be funded through the program under which it was prepared, and within the stated projection period.

Further, the findings are based on the assumption that once funded, the complex will be well-designed, well-marketed, and professionally managed.

The data and analysis in this study are based on information relating to conditions in the town, market area, county, and state in which the project is to be located, and has been obtained from the most pertinent and current available sources. Likewise, every effort has been made to ensure its accuracy and reliability. However, we can assume no responsibility for inaccuracies in reporting by any local, regional, state, or federal agency cited, nor for any information withheld or erroneously reported by the sources cited during the normal course of our professional research. Consequently, we reserve the right to alter our findings and conclusions, if necessary, on the basis of any discovered material inaccuracies.

It is important to stress that coverage from the 2010 Census does not equate with the coverage provided in previous decennial Censuses. Thus, other sources - notably the Census Bureau's American Community Survey - is necessarily to be relied upon. The latter is based on a relatively small sample (compared with earlier sample-based Census reports) and therefore is subject to large statistical margins of error. Thus, use of these data is subject to the *caveat* that those data may not be as rigorous or as reliable as Census data prior to 2010. In this regard, if the data suggest outcomes at variance with our observations from other sources, these will be highlighted in our findings.

The site of the proposed apartments was visited (on April 24, 2026). In addition, interviews are held with persons with particular knowledge pertinent to the study.

The report is designed to satisfy the underwriting criteria of the reviewing agency for which it was performed, and the conclusions, based on the results of our research, experience, and expertise reflect the predicted ability of the project, as presented to us, to meet or exceed that reviewing agency's guidelines. Thus, a positive conclusion does not necessarily imply that the project would be found to be feasible or successful under different underwriting standards, and this study does not necessarily incorporate generally accepted professional market study standards and elements pre-empted by the guidelines set out by the reviewing agency.

It is stated that we have no responsibility for opinions requiring expertise in other fields of expertise - these would include, for example, legal, environmental, architectural, and engineering matters.

To the best of our knowledge, this report is an accurate representation of market conditions. While due care and professional housing market study techniques were used, no guarantee is made of the findings.

It is stated that we do not have, nor will have in the future, any material interest in the proposed development, and that there is no identity of interest between us and the party for whom the project was prepared. Further, we state that the payment of the fee is not contingent upon a favorable conclusion, nor approval of the project by any agency before or after the fact. The payment of the fee does not include payment for testimony nor further consultation.

Submitted, and attested to, by:

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Date: May 5, 2026

EXECUTIVE SUMMARY

The following provides a brief summary of each of the major sections in the market analysis.

The proposed development will comprise the development of 60 units of low income tax credit financed housing. The apartments will rent to households whose incomes qualify their apartments for tax credit status, with units to be targeted to households at 30 percent, 50 percent, 60 percent, and 70 percent of the local area median income.

The Riverbend Trace Apartments are to be located on the western side of St. Matthews Road, NE in northern Orangeburg, in central Orangeburg County, in south-central South Carolina.

The market area for the proposed apartments is central Orangeburg County, as defined by several census tracts.

In 2024, the most recent year for which annualized data are available, the Orangeburg County labor force comprised an estimated 35,375 persons. Of this total, 33,254 were employed and 6.0 percent were unemployed. Unemployment increased by 1,447 between 2019 and 2020 as a consequence of the COVID-19 pandemic (where unemployment reached 11.7 percent in April, 2020). Prior to 2020, employment decreased on an annual basis, and employment levels are currently around pre-COVID levels.

The population of the project market area decreased from 50,812 in 2010, to 46,316 in 2020, and is projected to decrease to 44,849 in 2025 and to 43,801 in 2028. The number of households fell from 19,253 in 2010 to 18,010 in 2020, and is projected to decrease to 17,787 in 2025 and to 17,571 in 2028. There were 7,151 renter households in the market area in 2020: which is projected to decrease to 7,066 by 2025, and to 6,982 by 2027.

There are several apartment complexes located throughout the Orangeburg market area - these include various market rate properties, properties financed with Low Income Housing Tax Credits, and properties subsidized through HUD.

Overall occupancy in the market rate complexes is 95.0 percent, and occupancy in the tax credit properties is 97.9 percent. The overall occupancy rate for these units is found to be 95.5 percent.

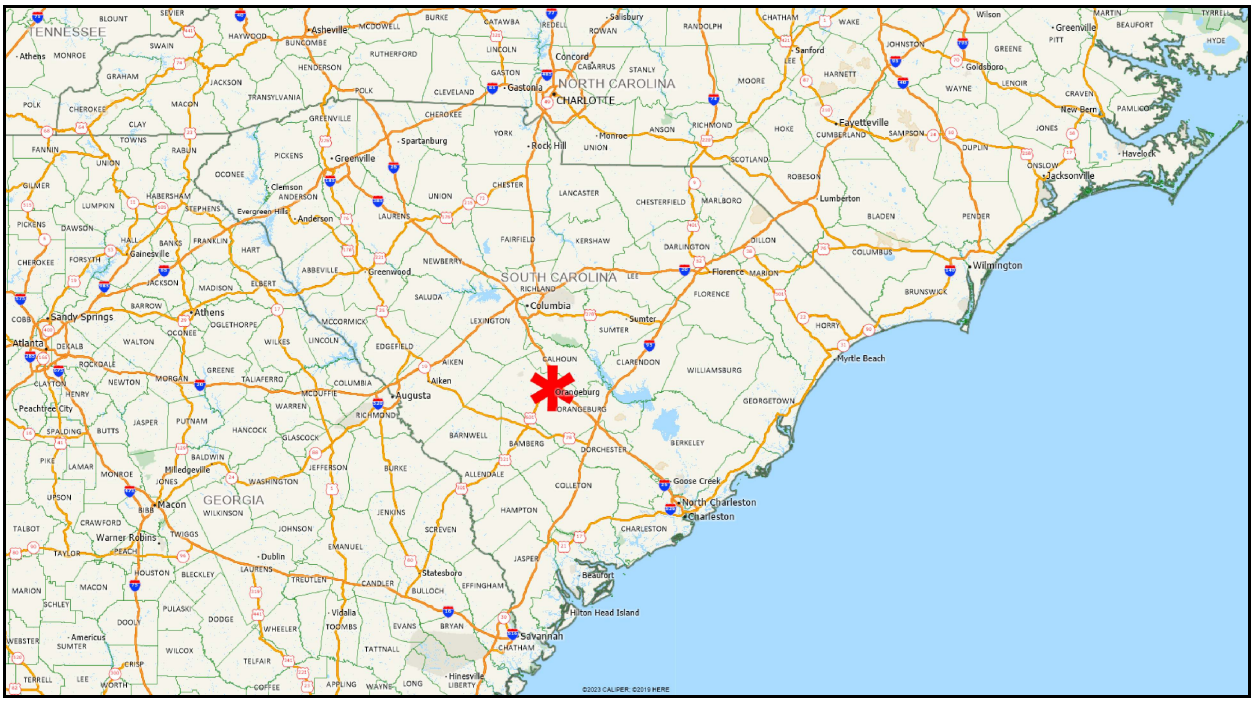
The total potential need for tax credit units such as is proposed in the project market area by 2028 is calculated to be for 1,883 units. The net demand is for 1,847 units. Given the calculated demand, the proposed 60-unit development amounts to 3.22 percent of the total net demand. The proposed development is considered marketable, for a community of this size and four target income ranges.

Based on the above, the project could expect to lease-up over a period of up to six months, or so.

A. PROJECT DESCRIPTION

Project Location

The Riverbend Trace Apartments are to be located on the western side of St. Matthews Road, NE in northern Orangeburg, in central Orangeburg County, in south-central South Carolina.



Construction type: new construction

The property comprises three, three-story residential buildings.

Occupancy type :Family

Target income group: 30 percent, 50 percent, 60 percent ,and 70 percent of the local area median income.

Special population target: not applicable

Proposed unit mix, etc.

	Units	Rent	Utility Allowance	Targeting*
1 bedroom/1 bath	1	$227	$82	less than 30 percent
1 bedroom/1 bath	5	$675	$82	less than 50 percent
1 bedroom/1 bath	1	$750	$82	less than 60 percent
1 bedroom/1 bath	5	$850	$82	less than 70 percent
2 bedroom/ 2 bath	3	$264	$106	less than 30 percent
2 bedroom/ 2 bath	10	$800	$106	less than 50 percent
2 bedroom/ 2 bath	13	$900	$106	less than 60 percent
2 bedroom/ 2 bath	10	$1,000	$106	less than 70 percent
3 bedroom/ 2 bath	2	$296	$130	less than 30 percent
3 bedroom/ 2 bath	2	$900	$130	less than 50 percent
3 bedroom/ 2 bath	3	$1,000	$130	less than 60 percent
3 bedroom/ 2 bath	5	$1,100	$130	less than 70 percent

* percent of area median income

Rental Assistance: none

With respect to utilities, the units will be all-electric. Each tenant will be responsible for heating, cooling and other electricity. The owner will responsible for water and sewer and trash collection. The utility allowance is $82 for a one-bedroom unit, $106 for a two-bedroom unit, and $130 for a three-bedroom unit.

The complex comprises three, three-story buildings. The project will feature a clubhouse , community room, fitness center, and computer room and a playground.

Unit amenities include a fully equipped kitchen, washer and dryer, ceiling fans and mini-blinds. The units will be centrally-heated and air conditioned, with carpet and vinyl flooring.

Information submitted by the developer suggests that construction would start in Spring 2027 with completion around 15 months thereafter.

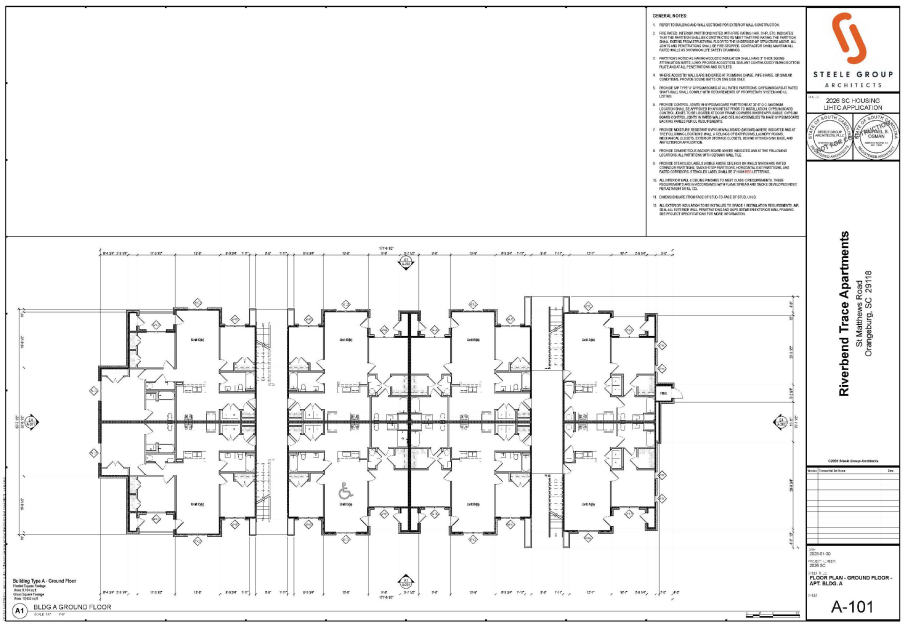
Representative architectural drawings/plans are set out on the following pages.

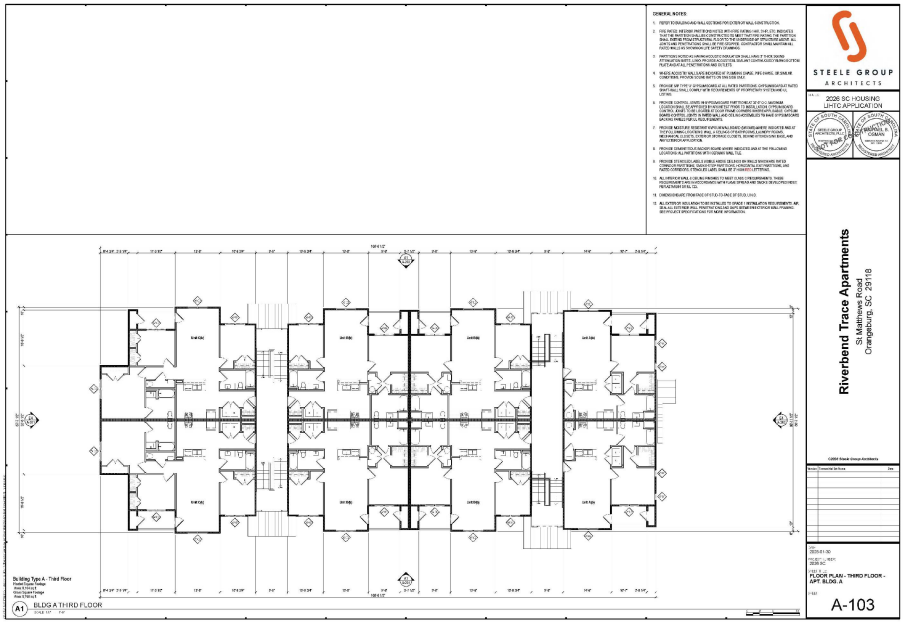
Rehabilitation information: n/a

Site plan

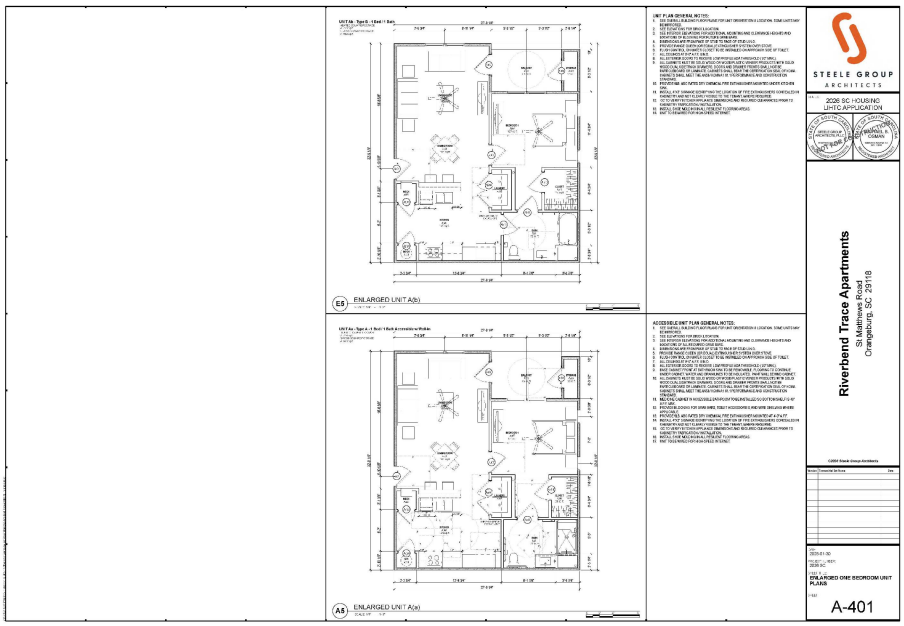

STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St Matthews Road
Orangeburg, SC 29118
VICINITY MAP
BUILDING C
3 STORIES
12 UNITS
BUILDING B
3 STORIES
24 UNITS
BUILDING A
3 STORIES
24 UNITS
CLUBHOUSE
STORMWATER MANAGEMENT
DUMPSTER ENCLOSURE
PICNIC SHELTER
PLAY GROUND
MONUMENT SIGN
ST MATTHEWS ROAD
DECATUR STREET
~13.65 ACRES
SITE DATA
TMS # 0174-14-01-005
0174-14-01-006
0174-14-01-007
ZONING OG
SITE AREA 13.65 ACRES
PARKING REQUIREMENT
1 SPACE / 1 BEDr= 12 SPACES
1.5 SPACES / 2 BED= 54 SPACES
2 SPACES / 3 BEDr= 24 SPACES
TOTAL= 90 SPACES
PARKING PROVIDED
96 SPACES (INCLUDES 7 VAN ACCESSIBLE SPACES)
SETBACKS
FRONT 25'
REAR 20'
SIDE 7'
A1 SITE PLAN
SITE PLAN
A-001

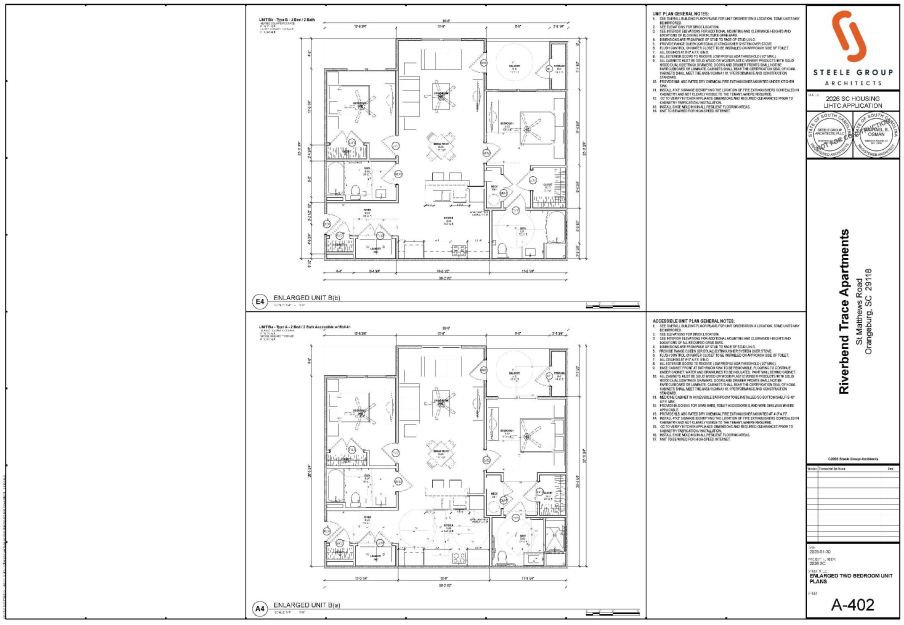
Floor plans

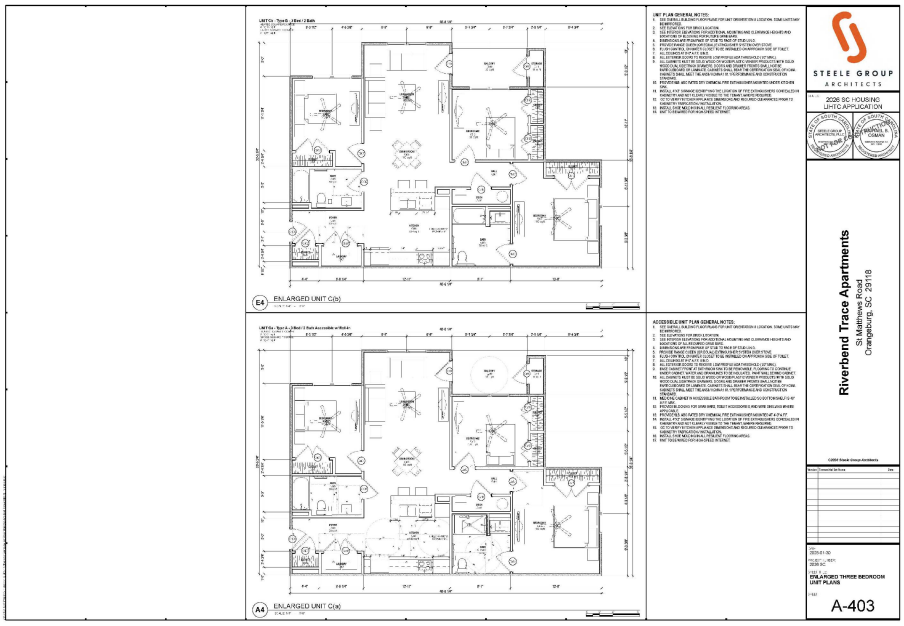

STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC. 29118
FLOOR PLAN - GROUND FLOOR - APT. BLDG .A
A-101
BLDG A GROUND FLOOR


STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC. 29118
FLOOR PLAN - THIRD FLOOR - APT. BLDG .A
A-103
BLDG A THIRD FLOOR

Unit plans

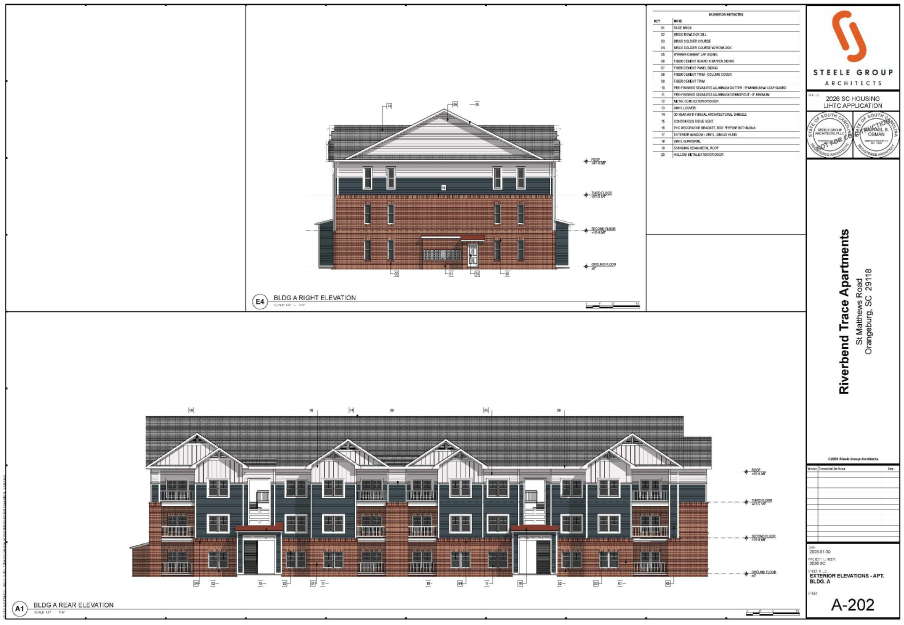

STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC. 29118
ENLARGED ONE BEDROOM UNIT PLANS
A-401


STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC. 29118
ENLARGED TWO BEDROOM UNIT PLANS
A-402


E4 ENLARGED UNIT C(b)
A4 ENLARGED UNIT C(a)
STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC 29118
2026.01.30
2026 SC
FULLY ACCESSIBLE THREE BEDROOM UNIT PLANS
A-403

Elevations


STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC. 29118
BLDG A LEFT ELEVATION
BLDG A FRONT ELEVATION
EXTERIOR ELEVATIONS - APT. BLDG. A
A-201


STEELE GROUP
ARCHITECTS
2026 SC HOUSING
LIHTC APPLICATION
Riverbend Trace Apartments
St.Matthews Road
Orangeburg, SC. 29118
BLDG A RIGHT ELEVATION
BLDG A REAR ELEVATION
EXTERIOR ELEVATIONS - APT. BLDG. A
A-202

B. SITE DESCRIPTION

The Riverbend Trace Apartments are to be located on the western side of St. Matthews Road, NE in northern Orangeburg, in central Orangeburg County, in south-central South Carolina. Adjacent properties include various businesses fronting on St. Matthews Road, the Village Park office park, and undeveloped land. The Pecan Grove senior apartments are across the St. Matthews Road from the site.



The site is relatively flat, is wooded to the rear and includes small business structures. There are no apparent physical, environmental, or other constraints upon the construction and marketing of the proposed project at this location.



View onto site



View onto site



View onto site



View south on St. Matthew Rd., at site



View north on St. Matthew Rd., at site



View across St. Matthew Rd., from site

The following distances from the site to various local services and amenities.

Category	Neighborhood/Community Amenity	Distance (miles)
Highways	US 21 (Columbia Road)	0.7
	US 601 (Magnolia Street)	1.1
	US 178 (North Road)	4.6
	Interstate 26	5.6
Public transportation	Paratransit commuter stop	0.5
Retail - Grocery	Piggly Wiggly	0.8
	Food Lion	1.9
	Lidl	2.1
	ALDI	2.3
Retail - Other	Dollar General	0.7
	Dollar Tree	2.2
	Prince of Orange Mall	1.9
	Wal-Mart	2.5
Pharmacies*	CVS	1.2
	Walgreens	1.9
Recreation, etc.	Hillcrest Recreational Park	0.4
Medical	Singleton Health Center	0.4
	MUSC Health Orangeburg	2.3
Schools	Marshall Elementary School	0.4
	Clark Middle School	1.2
	Orangeburg Wilkinson High School	2.2
City Hall	Orangeburg	2.5
Post Office	Orangeburg	2.3
Library	Orangeburg County	2.2

* excluding those in grocery stores, etc.

Access from the site to major thoroughfares, sources of employment, shopping, schools, and other local services is good.

The site of the proposed development is within one and one-tenth miles of both Columbia Road (US 21) and Magnolia Street (US 601), both of which are major north-south thoroughfares serving Orangeburg and beyond.

The closest grocery store is a Piggly Wiggly which is just over three-fourths of a mile from the site. The Prince of Orange Mall and a Wal-Mart Supercenter are located on North Road (US 176), approximately two and two- and one-half miles from the site.

The Singleton Health Center, a pharmacy, and other medical (and some non-medical) offices are located in the Village office park which is located within one-half mile, or so, of the site, to the north on St Matthews Road. The MUSC Health Orangeburg Hospital is within two and one-half miles of the site, on the St. Matthews Road, not far from Interstate 26.

The Marshall Elementary School is within one-half mile of the site.

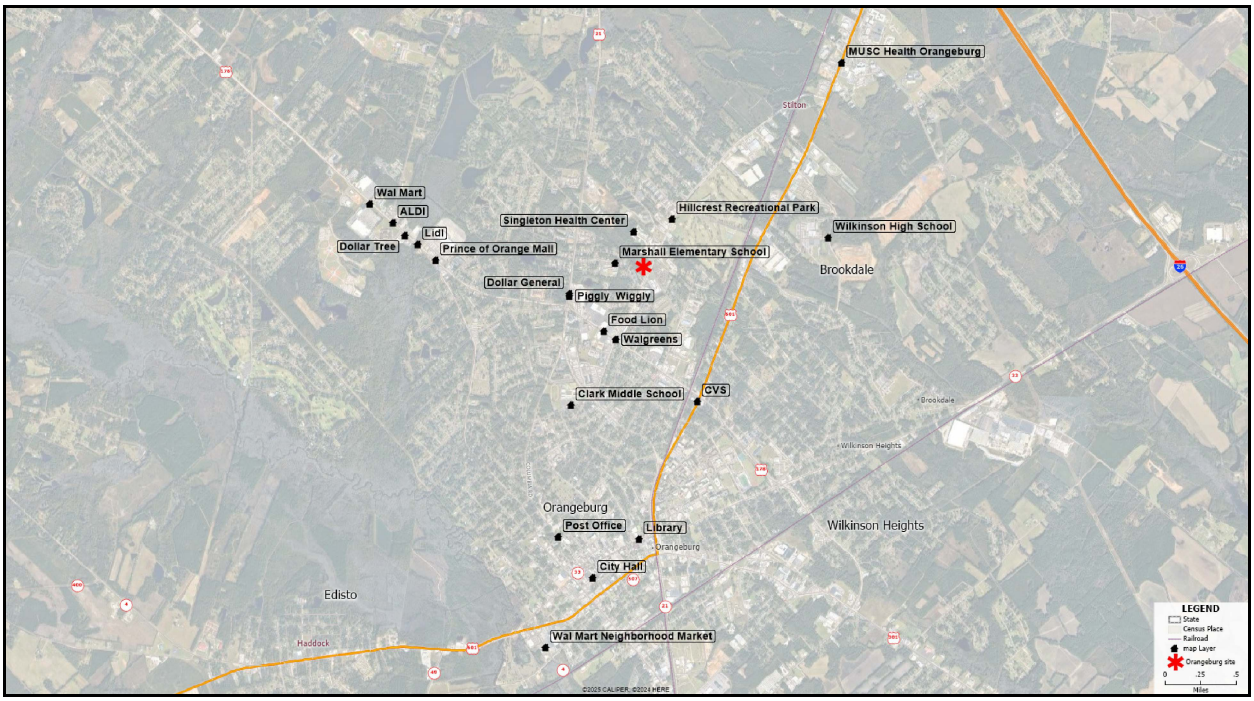
The site is within two- to two and one-half miles of the government, shopping, and other services located in downtown Orangeburg.

It is understood that there are no significant road or other infrastructure projects under way or planned for this area.

Based on our observations during our site visit, there is no reason to expect that the risk of crime in this neighborhood would be greater or less than that for other parts of the market area. It is not expected that crime or the perception of crime in the area, would impact the project's marketability - nonetheless, as is prudent, security should be considered in the design and marketing of the project.

There are no apparent physical, environmental, or other constraints upon the construction and ongoing marketing of the proposed project at this location.

The locations of various amenities relative to the site of the proposed development are mapped, below.



C. MARKET AREA

Market areas are defined on the basis of the consideration of many inter-related factors. These include consideration of the site location, consideration of socio-demographic characteristics of the area (tenure, income, rent-levels, etc.), local commuting patterns, physical (or other) boundaries, census geographies, and especially the location of comparable and/or potentially competing communities.

In communities such as county seats where that community is the county's largest community and is centrally located and can draw from the entire county, the county may be the market area. In circumstances where there are potentially competing communities in one county, the market area will be that part of the county (and, potentially, portions of adjacent counties) which the proposed development is most likely to draw from. Here, a combination of census tracts may be used to define the market area. In urban or suburban markets, the market area will be areas adjacent to the site and will extend to all locations of relatively similar character, and with residents or potential residents likely to be interested in the project. Here combinations of census tracts, may be used to define the market area.

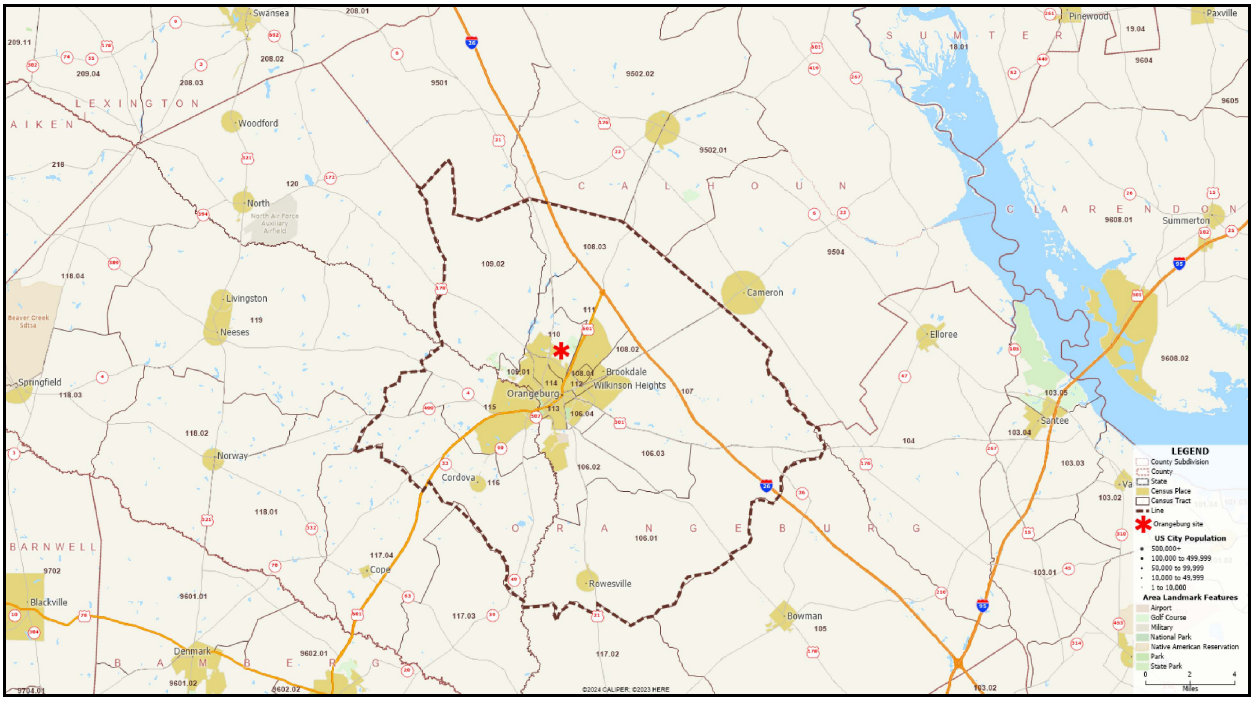
Orangeburg is located in central Orangeburg County in central South Carolina. The market area for the proposed apartments is central Orangeburg County, as defined by several census tracts. This area is focused on Orangeburg, and extends to an approximately seven- to twelve-mile hinterland.

The market area is roughly circular. The northern and eastern boundaries includes a portion of the Calhoun County line and the southern and western boundaries follow census division boundaries roughly approximating to SC highways 38, 39, and 74.

This area constitutes the area immediately adjacent to the site, and extends to all locations of relatively similar character, and with residents or potential residents likely to be interested in the proposed project.

[1] Census tracts: 106.01, 106.02, 106.03, 106.04, 107,108,109,110,111, 112, 113,1 14, 115, and 116.

Market area map



D. MARKET AREA ECONOMY

EMPLOYMENT BY INDUSTRY

The distribution of employment, by industry, for the project market area is set out in Table 1, below. This information is from the 2020 to 2024 American Community Survey (and as such is subject to the limitations of those data). Based on those data, the largest sources of employment are education and healthcare and social assistance, manufacturing, and retail trade - which account for 29.6 percent, 18.5 percent, and 13.6 percent of the total, respectively.

Table 1 - Employment by Industry, Market Area

	number	percent
Agriculture, etc	121	0.7
Construction	875	4.8
Manufacturing	3,349	18.5
Wholesale Trade	219	1.2
Retail Trade	2,457	13.6
Transportation, Warehousing, Utilities	1,038	5.7
Information	200	1.1
Finance, Insurance, Real Estate	826	4.6
Professional, scientific, management	789	4.4
Educational Services, Health care, Social Assistance	5,344	29.6
Arts, Entertainment, Recreation, Accommodation, Food Service	1,443	8.0
Other services	826	4.6
Public Administration	586	3.2

Source: 2020 to 2024 American Community Survey; T Ronald Brown: Research & Analysis

MAJOR EMPLOYERS

The major (manufacturing) employers in the Orangeburg area are listed in Table 3, below. From this table it is seen that the major local employers several manufacturing firms, and the hospital, local government entities, schools, and universities.

Table 2 - Major Employers

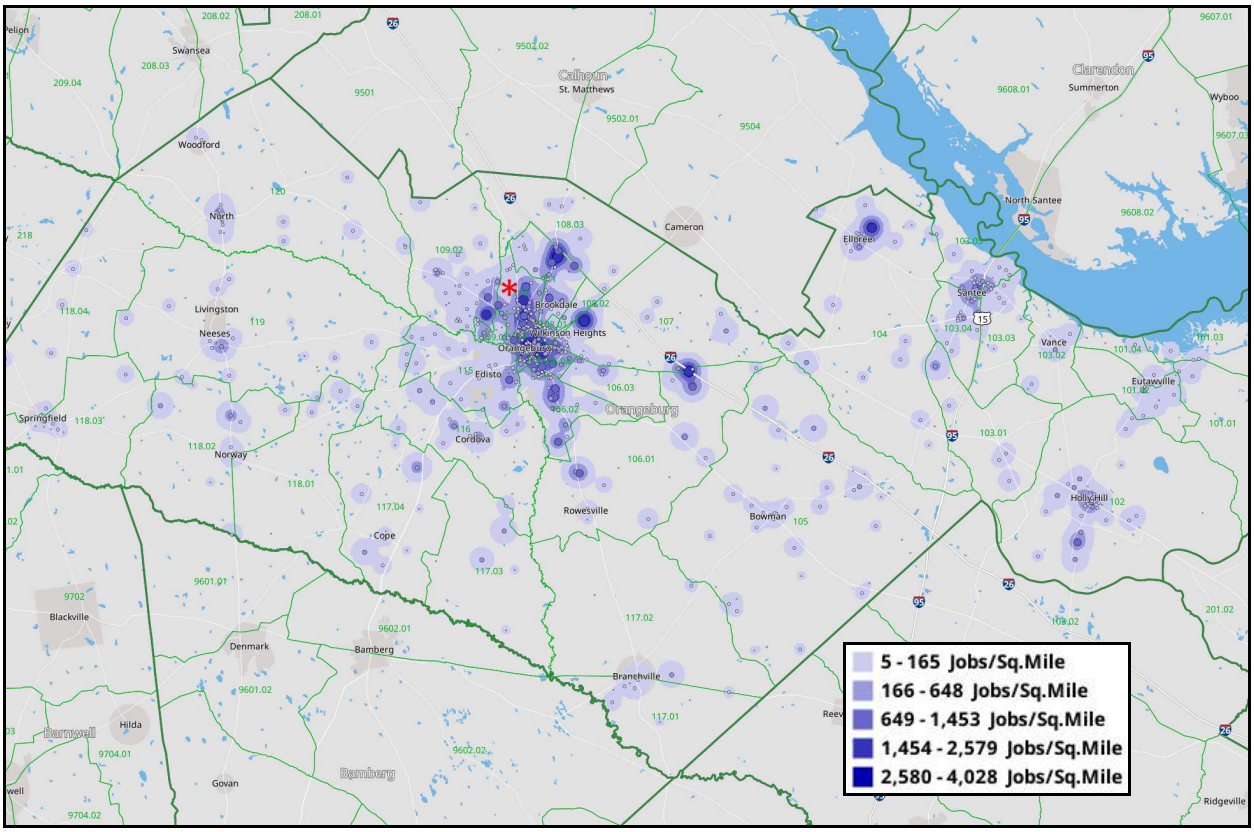
Employer Name
Allied Air Enterprises
Bimbo Bakeries USA
Claflin University
County of Orangeburg
Cox Automotive
Delhaize America Distribution
Delhaize America Transportation
Family Health Centers
Fogle's
GPM Investments
Loves Travel Stops
MUSC Hospital
Orangeburg Calhoun Technical College
Orangeburg County Disabilities
Orangeburg County School District
S and F Investment
South Carolina State University
The Okonite Company
Wal-mart Associates
Zeus Company

Source: SC Department of Employment and Workforce

Information from the South Carolina Department of Commerce shows that since the start of 2024 there have been five new firms locating to the area - with 754 new jobs added (the largest of these is Sodecai-Aaipco- a joint venture automotive manufacturing entity, associated with Scout Motors. It is also understood that there are plans to locate a large casino and resort complex in the area

SC WARN notices show that in from 2024, to 2026, to date, there has been one permanent layoff announced in Orangeburg County - impacting a total of 74 persons.

Based on information from the Census, the location of the site relative to the distribution of employment throughout the Orangeburg area is illustrated in the map, below.

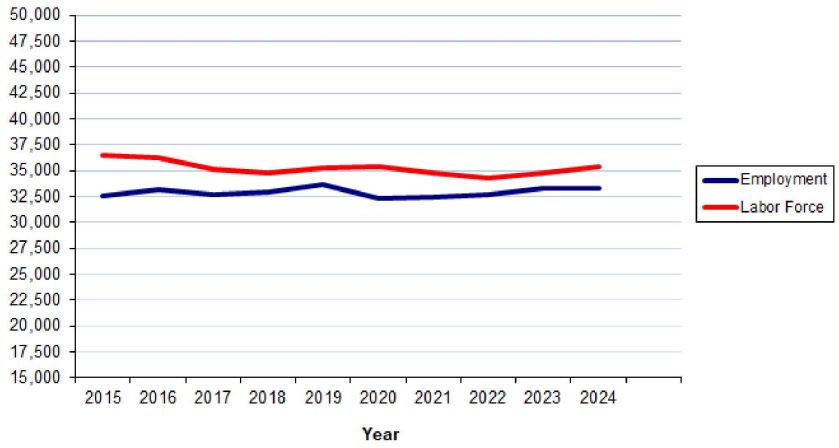


LABOR FORCE AND EMPLOYMENT

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. In 2024, the most recent year for which annualized data are available, the Orangeburg County labor force comprised an estimated 35,375 persons. Of this total, 33,254 were employed and 6.0 percent were unemployed. Unemployment increased by 1,447 between 2019 and 2020 as a consequence of the COVID-19 pandemic (where unemployment reached 11.7 percent in April, 2020). Prior to 2020, employment decreased on an annual basis, and employment levels are currently around pre-COVID levels.

Table 3 - Orangeburg County Labor Force and Employment

	Labor Force	Employment	Unemployment Total	Unemployment Rate
2015	36,467	32,540	3,927	10.8
2016	36,267	33,206	3,061	8.4
2017	35,136	32,734	2,402	6.8
2018	34,819	32,909	1,910	5.5
2019	35,202	33,631	1,571	4.5
2020	35,324	32,306	3,018	8.5
2021	34,727	32,438	2,289	6.6
2022	34,267	32,631	1,636	4.8
2023	34,822	33,342	1,480	4.3
2024	35,375	33,254	2,121	6.0



Source: US Department of Labor

COMMUTING

Based on data from the American Community Survey, 46.6 percent of workers resident in Orangeburg were employed in Orangeburg, with 76.5 percent employed in Orangeburg County as a whole. The average driving time to work for residents of Orangeburg was 24.3 minutes, compared with 25.6 minutes for the State as a whole.

Table 4 - Commuting Data

	number	percent
Total Workers	4,603	100.0
Worked in Place of residence	2,145	46.6
Worked in County of residence	3,521	76.5
Worked outside Place of residence	2,458	53.4
Worked outside County of residence	1,082	23.5
Mean travel time to work (minutes)	24.3	

Source: 2020 to 2024 American Community Survey; T Ronald Brown: Research & Analysis

Commuting patterns data are no longer provided in the Decennial Census. Here, data are obtained from the LEHD Origin-Destination Statistics program available from the Census Bureau's OnTheMap application. These data, on commuting patterns for persons who live and/or work in Orangeburg County are set out, below.

Here it is seen that many persons who live in Orangeburg County commute to work Richland, Lexington, and Charleston Counties. Likewise, a significant number of persons employed in Orangeburg County commute to work there from Calhoun County, Lexington County, Richland County, and Dorchester County.

Table 5 - Commuting Patterns

Working in Orangeburg County	14,512
Where Orangeburg County residents are commuting to:	
Richland County	3,988
Lexington County	3,258
Charleston County	3,226
Berkeley County	1,790
Dorchester County	1,433
Aiken County	1,080
Calhoun County	781
Beaufort County	710
Sumter County	692
Elsewhere	7,312
Where Orangeburg County workers are commuting from:	
Calhoun County	1,323
Lexington County	1,294
Richland County	1,240
Dorchester County	1,179
Bamberg County	920
Berkeley County	712
Charleston County	569
Colleton County	445
Greenville County	406
Elsewhere	5,636

Source: LEHD Origin-Destination Statistics program/OnTheMap; T.Ronald Brown: Research & Analysis

The local economic conditions will not likely have a direct positive or negative impact on the subject property, to any significant extent.

E. COMMUNITY DEMOGRAPHIC DATA

POPULATION TRENDS AND PROJECTIONS

In 2010, the population of Orangeburg County was 92,501, and in 2020 the population was recorded as 84,223. Population projections for Orangeburg County are provided by the South Carolina Revenue and Fiscal Affairs. Based on these data, the population of the county is projected to be 81,632 by 2025, and to be 79,754 by 2028.

Population projections for the project market area are based on the average of several small area population projection techniques using census tract level trends for 2010 to 2020, corrected for the county projection. The projection is that in 2025 the project market area will have a population of around 44,849, and around 43,801 in 2028.

Information on population trends and changes between 2010 and 2028 are set out in Table 6, below.

Table 6 - Population Trends

	Orangeburg	Market Area	Orangeburg County
2010	13,964	50,812	92,501
2020	13,240	46,316	84,223
2025	n/a	44,849	81,632
2028	n/a	43,801	79,754
absolute change			
2010-2020	-724	-4,496	-8,278
2020-2025	n/a	-1,467	-2,591
2025-2028	n/a	-1,048	-1,878
annual change			
2010-2020	-72	-450	-828
2020-2025	n/a	-293	-518
2025-2028	n/a	-349	-626

Source: 2010 Census, 2020 Census; SC Revenue and Fiscal Affairs; T Ronald Brown: Research & Analysis

AGE

The distribution of the population, by age, for Orangeburg, the Orangeburg market area, and for Orangeburg County are set out in Table 7, below. These data are from the 2020 Census.

Table 7 - Age Distribution

	Orangeburg		Market Area		Orangeburg County	
	number	percent	number	percent	number	percent
Under 5 years	676	5.1	2,402	5.2	4,141	4.9
5 to 9 years	691	5.2	2,768	6.0	4,872	5.8
10 to 14 years	762	5.8	3,100	6.7	5,551	6.6
15 to 19 years	1,554	11.7	3,656	7.9	5,878	7.0
20 to 24 years	1,993	15.1	4,325	9.3	6,188	7.3
25 to 29 years	687	5.2	2,572	5.6	4,450	5.3
30 to 34 years	711	5.4	2,568	5.5	4,503	5.3
35 to 39 years	655	4.9	2,476	5.3	4,480	5.3
40 to 44 years	641	4.8	2,404	5.2	4,303	5.1
45 to 49 years	598	4.5	2,469	5.3	4,627	5.5
50 to 54 years	634	4.8	2,700	5.8	5,302	6.3
55 to 59 years	669	5.1	3,113	6.7	6,242	7.4
60 to 64 years	666	5.0	2,838	6.1	5,971	7.1
65 to 69 years	673	5.1	2,901	6.3	5,838	6.9
70 to 74 years	597	4.5	2,410	5.2	4,807	5.7
75 to 79 years	450	3.4	1,637	3.5	3,288	3.9
80 to 84 years	261	2.0	1,012	2.2	2,021	2.4
85 years and over	322	2.4	965	2.1	1,761	2.1
55 and older	3,638	27.5	14,876	32.1	29,928	35.5
65 and older	2,303	17.4	8,925	19.3	17,715	21.0
Total	13,240		46,316		84,223	

Source: 2020 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD TRENDS AND PROJECTIONS

Projections of the number of households for Orangeburg, the project market area, and for Orangeburg County are out in Table 8, below. These projections are based on the population projections set out, above.

The projection is that in 2025 the project market area will have around 17,787 households, and around 17,571 in 2028. In 2020, there were 18,010 households in the market area.

Table 8 - Household Trends

	Orangeburg	Market Area	Orangeburg County
2010	4,945	19,253	35,788
2020	4,628	18,010	33,825
2025	n/a	17,787	33,484
2028	n/a	17,571	33,122
absolute change			
2010-2020	-317	-1,243	-1,963
2020-2025	n/a	-223	-341
2025-2028	n/a	-216	-362
annual change			
2010-2020	-32	-124	-196
2020-2025	n/a	-45	-68
2025-2028	n/a	-72	-121

Source: 2010 Census and 2020 Census; T Ronald Brown: Research & Analysis

TENURE

Table 9, below, sets out the number and proportion of owner and renter households for Orangeburg, the Orangeburg market area, and for Orangeburg County. In the years beyond 2020, the tenure proportions are based on 2020 tenure proportions. In 2020, 39.7 percent of households in the market area were renters, compared with 55.0 percent in Orangeburg, and 31.2 percent in the county.

Table 9 - Tenure

Orangeburg	population	households	persons per household	Owner-occupied number	Owner-occupied percent	Renter-occupied number	Renter-occupied percent
2010	13,964	4,945	2.82	2,255	45.6	2,690	54.4
2020	13,240	4,628	2.86	2,082	45.0	2,546	55.0
2025	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2028	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Market Area	population	households	persons per household	Owner-occupied number	Owner-occupied percent	Renter-occupied number	Renter-occupied percent
2010	50,812	19,253	2.64	11,616	60.3	7,637	39.7
2020	46,316	18,010	2.57	10,859	60.3	7,151	39.7
2025	44,849	17,787	2.54	10,721	60.3	7,066	39.7
2028	43,801	17,571	2.52	10,589	60.3	6,982	39.7
Orangeburg County	population	households	persons per household	Owner-occupied number	Owner-occupied percent	Renter-occupied number	Renter-occupied percent
2010	92,501	35,788	2.58	24,566	68.6	11,222	31.4
2020	84,223	33,825	2.49	23,256	68.8	10,569	31.2
2025	81,632	33,484	2.44	23,022	68.8	10,462	31.2
2028	79,754	33,122	2.41	22,773	68.8	10,349	31.2

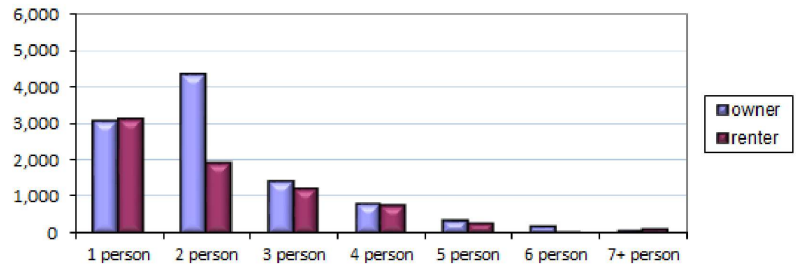
Source: 2010 Census and 2020 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD SIZE

Table 10 below, sets out household size, by tenure, for households in Orangeburg, the project market area, and Orangeburg County.

Table 10 - Household Size, by Tenure

	Orangeburg		Market Area		Orangeburg County	
	owner	renter	owner	renter	owner	renter
1 person	851	1,351	3,049	3,117	6,995	4,668
2 person	664	409	4,330	1,919	8,777	2,813
3 person	304	404	1,437	1,221	2,788	1,666
4 person	184	278	821	767	2,177	939
5 person	14	40	367	290	869	513
6 person	14	32	202	53	330	181
7+ person	0	42	70	113	213	148



Source: 2020 to 2024 American Community Survey; T Ronald Brown: Research & Analysis

HOUSEHOLD INCOME

The distribution of household incomes for Orangeburg, the market area, and for Orangeburg County are set out in Table 11, below. These figures are taken from the 2020 to 2024 American Community Survey, and as such are subject to the limitations imposed by this source.

Here, it is seen that the median household income in Orangeburg was $38,635 and that for Orangeburg County as a whole was seen to be $45,675. The median income for the market area is estimated to be around $46,500.

The median income for the census tract in which the site of the proposed development is located is estimated to be around $42,705 - based on the American Community Survey data.

Table 11 - Household Income

	Orangeburg		Market area		Orangeburg County	
	number	percent	number	percent	number	percent
less than $10,000	780	16.9	1,999	11.3	3,424	10.4
$10,000 to $14,999	631	13.7	1,576	8.9	2,749	8.3
$15,000 to $19,999	305	6.6	1,069	6.0	2,126	6.4
$20,000 to $24,999	95	2.1	644	3.6	1,311	4.0
$25,000 to $29,999	167	3.6	1,013	5.7	1,932	5.8
$30,000 to $34,999	230	5.0	742	4.2	1,579	4.8
$35,000 to $39,999	199	4.3	805	4.5	1,618	4.9
$40,000 to $44,999	196	4.2	760	4.3	1,624	4.9
$45,000 to $49,999	316	6.9	895	5.0	1,563	4.7
$50,000 to $59,999	308	6.7	1,143	6.4	2,380	7.2
$60,000 to $74,999	399	8.6	1,461	8.2	2,721	8.2
$75,000 to $99,999	257	5.6	1,693	9.5	3,205	9.7
$100,000 to $124,999	331	7.2	1,498	8.4	2,501	7.6
$125,000 to $149,999	144	3.1	888	5.0	1,571	4.7
$150,000 to $199,999	165	3.6	961	5.4	1,634	4.9
$200,000 or more	90	2.0	609	3.4	1,139	3.4
median income	$38,635		$46,500 *		$45,675	

** estimate*

Source: 2020 to 2024 American Community Survey; T Ronald Brown: Research & Analysis

RENTER HOUSEHOLD INCOME

The distribution of household incomes for renter households for Orangeburg, the market area, and Orangeburg County set out in Table 12, below. These figures are also taken from the 2020 to 2024 American Community Survey.

Here, it is seen that the median renter household income in Orangeburg was $15,884, and that for Orangeburg County as a whole was seen to be $27,307. The median income for renters in the market area is estimated to be around $28,499.

The median renter income for the census tract in which the site of the proposed development is located is estimated to be around $31,500 - based on the American Community Survey data.

Table 12 - Household Income, Renter Households

	Orangeburg		Market area		Orangeburg County	
	number	percent	number	percent	number	percent
less than $10,000	729	28.5	1,528	20.4	2,137	19.6
$10,000 to $19,999	753	29.5	1,577	21.1	2,458	22.5
$20,000 to $34,999	270	10.6	1,122	15.0	1,617	14.8
$35,000 to $49,999	377	14.7	1,268	17.0	1,879	17.2
$50,000 to $74,999	204	8.0	871	11.6	1,246	11.4
$75,000 to $99,999	71	2.8	681	9.1	937	8.6
$100,000 or more	152	5.9	433	5.8	654	6.0
median income	$15,884		$28,499 *		$27,307	

** estimate*

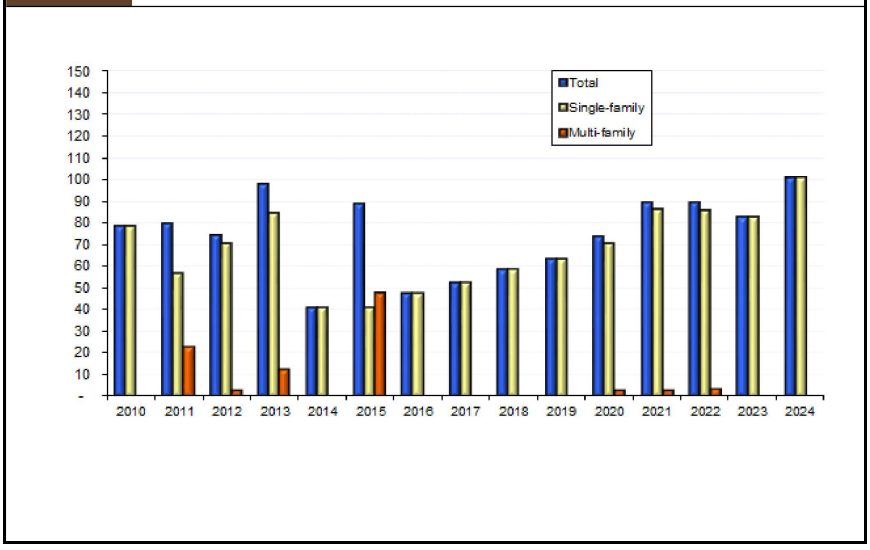
Source: 2020 to 2024 American Community Survey; T Ronald Brown: Research & Analysis

RESIDENTIAL CONSTRUCTION SINCE 2010

Table 13 below gives details of residential construction in Orangeburg County since 2010. Here it can be seen that a total of 1,123 units were added in Orangeburg County, with 143 being added in Orangeburg over that period. No data are available for the market area.

Table 13 - Residential Construction Since 2010

	Orangeburg County			Orangeburg		
	Total	single-family	multi-family	Total	single-family	multi-family
2010	79	79	0	11	11	0
2011	80	57	23	10	2	8
2012	74	71	3	3	3	0
2013	98	85	13	4	4	0
2014	41	41	0	4	4	0
2015	89	41	48	51	3	48
2016	48	48	0	2	2	0
2017	53	53	0	3	3	0
2018	59	59	0	3	3	0
2019	64	64	0	3	3	0
2020	74	71	3	7	4	3
2021	90	87	3	8	5	3
2022	90	86	4	9	5	4
2023	83	83	0	5	5	0
2024	101	101	0	20	20	0
Total	1,123	1,026	97	143	77	66



Source: Current Construction Reports, C-40; Bureau of the Census; T Ronald Brown: Research & Analysis

F. PROJECT SPECIFIC DEMAND ANALYSIS

The market for the proposed apartments is derived from two principal sources: the population and household growth market, and from existing households currently living in the area who could move to the project were it to be made available.

INCOME RESTRICTIONS

Income is a key variable in the analysis of housing markets. Of the 60 units proposed, six will be targeted to households with incomes up to 30 percent of the median, 17 units targeted to households with incomes up to 50 percent of the median, 17 units targeted at 60 percent of the median, and 20 units targeted at the 70 percent level, and therefore qualify the apartments for low income housing tax credit status. There will be a mix of one-, two-, and three- bedroom units.

Given that the project will include units targeted to households with incomes in excess of 60 percent of the local area median income, income averaging is applied. Here, the average target income, overall, cannot exceed 60 percent of the median, and the average targeted income for any bedroom type cannot exceed 60 percent of the median.

The income limits for a rural site in Orangeburg County are set out below, along with maximum housing expenses. The maximum housing expenses for the proposed units are based on these income limits and assume an average 1.5 persons per household and that renters will pay no more than 30 percent of their incomes on housing expenses (rent plus utilities).

Table 14 - Income Limits and Maximum Housing Costs

Income Limits	30 percent	50 percent	60 percent	70 percent
1 person	$17,310	$28,850	$34,620	$40,390
2 person	$19,770	$32,950	$39,540	$46,130
3 person	$22,230	$37,050	$44,460	$51,870
4 person	$24,690	$41,150	$49,380	$57,610
5 person	$26,670	$44,450	$53,340	$62,230
6 person	$28,650	$47,750	$57,300	$66,850

Maximum Housing Costs	30 percent	50 percent	60 percent	70 percent
1 bedroom	$464	$773	$927	$1,082
2 bedroom	$556	$926	$1,112	$1,297
3 bedroom	$642	$1,070	$1,284	$1,498

Source: HUD

The median income for Orangeburg County in 2025 is $62,600 - having been $58,500 in 2024, and $43,300 in 2015. This represents a 7.0 percent increase over the previous year, and a 44.6 percent increase over the last decade (or an average of 3.75 percent per year).

Information as to rents and income targeting, and qualifying income ranges are set out in Table 15, below

Table 15 - Rents and Income Targeting

income targeting

	30 percent	50 percent	60 percent	70 percent	Total
1 bedroom	1	5	1	5	12
2 bedroom	3	10	13	10	36
3 bedroom	2	2	3	5	12
Total	6	17	17	20	60

proposed rents

	30 percent	50 percent	60 percent	70 percent
1 bedroom	$227	$675	$750	$850
2 bedroom	$264	$800	$900	$1,000
3 bedroom	$296	$900	$1,000	$1,100

proposed rents as a proportion (%) of maximum

	30 percent *	50 percent	60 percent	70 percent
1 bedroom	100.0	97.8	88.8	85.0
2 bedroom	99.8	97.5	89.5	84.0
3 bedroom	99.3	95.7	86.7	80.4

* based on 20 percent

Source: Applicant; T Ronald Brown: Research & Analysis

The utility allowances for the proposed development are $82, $106, and $130 for the one-, two-, and three bedroom units, respectively.

From the table above, it can be seen that housing expenses at the proposed apartments effectively fall at the maximum allowable for the units targeted at the 30 percent level (based on 20 percent incomes). Those units targeted at the 50 percent level are seen to be between 96 and 98 percent of the maximum, and those at the 60 percent level are between 87 and 89 percent of the maximum. Those units targeted at the 70 percent level are seen to be between 80 and 85 percent of the maximum allowable.

Qualifying income ranges are a function of the income needed to afford the proposed units and the mandated upper income limits. There is no official lower income limit for the proposed apartments. It is assumed that tenants will pay no more than 35 percent of their income on housing costs (rent and utilities). The upper limits are a function of household size - based on a standard of one and one-half persons per bedroom.

Table 16 - Qualifying Income Ranges

	30 percent lower	30 percent upper
1 bedroom	$10,594	$18,540
2 bedroom	$12,686	$22,230
3 bedroom	$14,674	$25,680
	50 percent lower	**50 percent upper**
1 bedroom	$25,886	$30,900
2 bedroom	$30,926	$37,050
3 bedroom	$35,109	$42,800
	60 percent lower	**60 percent upper**
1 bedroom	$28,457	$37,080
2 bedroom	$34,354	$44,460
3 bedroom	$38,537	$51,360
	70 percent lower	**70 percent upper**
1 bedroom	$31,886	$43,260
2 bedroom	$37,783	$51,870
3 bedroom	$41,966	$59,920

Source: Applicant; T Ronald Brown: Research & Analysis

Incomes for households qualifying for the proposed project are seen to range from $10,594 to $59,920, reflecting the target incomes used.

Any gaps between the target income ranges (and any overlaps between them) will be taken into consideration in our calculations.

Projections of need and demand are based upon a 2025 to 2028 projection period and the resulting calculations are corrected to account for any construction of comparable projects and/or planned comparable units.

Based on the projections set out in Table 9, no new rental units are needed between 2025 and 2028 - with a potential decrease of 142 rental units overall.

Again, the market for the proposed apartments comprises not only demand from population and household growth, but also from existing renter households who would move to the new apartments were they made available. The extent to which any new development is able to attract a certain share of this market is largely a factor of several interrelated factors. These include the location of the development, the amenities it offers, the quality of design and the effectiveness of the development's marketing and management. That is, the perceived value of the community in terms of price, convenience, and life-stye.

Our calculations show that there will be a total of 3,938 renter households in the qualifying income ranges in the project market area. This figure has to be adjusted to reflect the proportion that are likely to move to a new complex. With respect to existing households in the project market area it is found that, based on the most recent American Community Survey data, 64.1 percent of renters qualifying for units at the 30 percent level are rent overburdened, with 33.1 percent at the 50 percent level being over-burdened, with 28.2 percent and 24.3 percent at the 60 percent and 70 percent levels, respectively, being over-burdened. Here, these proportions are applied to the number of income eligible existing renter households to estimate how many of those households are likely to consider moving to the proposed apartments.

State Agency market study guidelines allow for the replacement of rental units due to demolition, abandonment, obsolescence and the like. This based on an annual average rate of 0.6 percent of the rental housing stock. The proportion is based on a two-year loss of 1.2 percent of rental units detailed in the 2016 Edition of "Components of Inventory Change" published by HUD. Based on the number of rental units in the project market area this translates to a need for an additional 71 units.

Total demand is therefore seen to amount to 1,883 units: with as many as 1,311 qualifying for units at the 30 percent level, and 573 and 563 qualifying for units at the 50 and 60 percent levels, with 450 qualifying at 70 percent of the median.

These figures are based on a 2025 to 2028 projection period and therefore have been corrected to account for the funding and/or construction of any directly comparable projects in the market area. One potentially comparable project has been funded. This is the 40-unit Indigo Apartments with four units at 20 percent of the median income level and 36 units at the 60 percent level. No other comparable projects have been funded or are under construction. Therefore, the net need is for 1,847 units

The preceding calculations are summarized in the table on the following page.

Table 18 - Demand Calculations

	30 percent	50 percent	60 percent	70 percent	Total*
(i) income eligible new renter households	0	0	0	0	0
(ii) income eligible existing renter households	1,989	1,642	1,878	1,724	3,938
(iii) existing households, likely to move	1,275	543	529	419	1,812
(iv) need from obsolete housing	36	30	34	31	71
Total demand *(i)+(iii)+(iv)*	1,311	573	563	450	1,883
Supply	0	0	36	0	36
Net demand	1,311	573	527	450	1,847

** excludes gap/overlap*

Source: T. Ronald Brown: Research & Analysis

Demand has to be segmented to determine demand by number of bedrooms per unit. Based on the distribution of household size in the market area and given data from the American Housing Survey correlating typical household size and number of bedrooms, we have determined that one-bedroom units should account for 29 percent of the total, two-bedroom units should account for 40 percent of the total, and three-bedroom units should account for 23 percent of the total with four- or more bedroom units accounting for 8 percent. Here, it is important to note that the need and demand for three- bedroom units (which account for 20.0 percent of the 60-unit total) is based on renter household size - with a focus on four-or-more person households.

Capture rates are illustrated in the table on the following page.

Table 19 - Capture Rates

	30 percent	50 percent	60 percent	70 percent	Total*
Total demand					
1 bedroom	378	165	162	130	544
2 bedroom	526	230	226	181	756
3 bedroom	303	133	130	104	436
4 bedroom	103	45	44	35	148
Total	1,311	573	563	450	1,883
Supply					
1 bedroom	0	0	4	0	4
2 bedroom	0	0	20	0	20
3 bedroom	0	0	12	0	12
4 bedroom	0	0	0	0	0
Total	0	0	36	0	36
Net demand					
1 bedroom	378	165	158	130	540
2 bedroom	526	230	206	181	736
3 bedroom	303	133	118	104	424
4 bedroom	103	45	44	35	148
Total	1,311	573	527	450	1,847
Units proposed					
1 bedroom	1	5	1	5	12
2 bedroom	3	10	13	10	36
3 bedroom	2	2	3	5	12
4 bedroom	0	0	0	0	0
Total	6	17	17	20	60
Capture rates					
1 bedroom	0.3%	3.0%	0.6%	3.8%	2.2%
2 bedroom	0.6%	4.3%	6.3%	5.5%	4.9%
3 bedroom	0.7%	1.5%	2.5%	4.8%	2.8%
4 bedroom	0.0%	0.0%	0.0%	0.0%	0.0%
Total	0.5%	3.0%	3.2%	4.4%	3.2%

** excludes gap/overlap*

Source: T. Ronald Brown: Research & Analysis

Given the calculated demand, the proposed 60-unit development amounts to 3.2 percent of the total net demand.

The capture rate for the six units targeted at 30 percent of the median being 0.5 percent, with that for the 17 units targeted at the 50 percent level being 3.0 percent. The capture rate for the 17 units targeted at 60 percent of the median determined to be 3.2 percent, with that for the 20 units targeted at 70 percent being 4.4 percent.

The capture rates, by bedroom, are determined to be 2.2 percent for the 12 one-bedroom units, 4.9 percent for the 36 two-bedroom units, and 2.8 percent for the 12 three-bedroom units.

These capture rates are considered to be realistic for community of its size, with four target income ranges.

The proposed project is considered marketable.

ABSORPTION RATES

As noted, the capture rates presented above are considered realistic - and reflect the impact of the size of the project, with four target income ranges. Were the project to be developed as proposed it would expect to lease-up over a period of six months, or so.

G. EXISTING RENTAL UNITS

There are several apartment complexes located throughout the Orangeburg market area - these include various market rate properties, properties financed with Low Income Housing Tax Credits, and properties subsidized through HUD. The various properties were identified and surveyed - and where appropriate information was provided to us, this is set out in the following pages.

Three tax credit properties were developed at locations relatively near one another in the south-western part of Orangeburg. These were Hampton Chase, Edgewood Townhouses, and Dogwood Crossing. Dogwood Crossing and Hampton Chase have transitioned out of the tax credit program, and are no longer subject to income restrictions.

The newest tax credit property is the Parkside at Boulevard Apartments which offers 52 one-, two-, and three-bedroom units targeted at 50 percent and 60 percent of the median income. We were unable to obtain information as to current rents and occupancy. The Pine Hill Apartments are a tax credit property that opened in 2008 - with 72 units targeted at the 50 and 60 percent levels. This property is fully occupied, with one-, two-, and three-bedroom units in the $509 to $906 range.

One new tax credit property is currently under construction at a site south of the downtown. This is the Indigo Apartments which will offer a total of 40 units -a mix of one-, two-, and three-bedroom units. Four one-bedroom units will be targeted to households with incomes below 20 percent of the area median income, and the remaining 36 units will be targeted at the 60 percent level.

There are several market rate properties in the area. These offer a variety of age, size, and physical conditions and amenities offered - and that is reflected in the rents. There are, however, two relatively modern conventional properties. Willington Lakes offers a total of 216 units: twelve one-bedroom units that rent for $1,154 to $1,233, with 180 two-bedroom units renting for $1,350, and 34 three-bedroom units renting for $1,521 range. Currently the property is reported to be 89.8 percent occupied. The Summit Apartments opened in 2013, and has 83 units. One-bedroom units rent for $1,190, two-bedroom units rent for $1,290,and three bedroom units are available for $1,490. This property is 98.8 percent occupied.

Overall occupancy in the market rate complexes is 95.0 percent, and occupancy in the tax credit properties is 97.9 percent. The overall occupancy rate for these units is found to be 95.5 percent.

Details of the various properties surveyed are summarized as follows:

Complex name	Location	Financing	Year built	Total units	Vacant units	Occupancy (%)
Dogwood Crossing	101 Crossing Circle	conventional	2007	72	3	95.8
Edgewood Townhomes	201 Folly Road	LIHTC	2004	72	3	95.8
Glenfield	2450 Columbia Road	HUD §8	1981	104	0	100.0
Hampton Chase	110 Hampshire Circle	conventional	2002	64	3	95.3
Home Place	215 Casa Court	Conventional	2008	67	2	97.0
Indigo	761 Russell Street	LIHTC	2026	40	n/a	n/a
Orangeburg Manor	1120 Wolfe Trail	HUD §8	1979 (2005)	100	4	96.0
Palmetto Place	1670 Columbia Road	Conventional	1983	52	n/a	n/a
Parkside at Boulevard	174 Tea Olive Court	LIHTC	2016	52	0	100.0
Pine Hill	117 Yellow Jasmine Road	LIHTC	2008	72	0	100.0
Roosevelt Gardens	3290 Magnolia Street	HUD §8	1971-1978	200	0	100.0
Siva Street	104 Siva Avenue	Conventional	1996-2005	115	0	100.0
Summit	1620 St. Matthews Road	Conventional	2013	83	1	98.8
Willington Lakes	401 Willing Lakes Court	Conventional	2002-2010	216	22	89.8

	0 br/1ba			1 br/1ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Riverbend Trace				12	774	$227-850
Dogwood Crossing						
Edgewood Townhomes						
Glenfield				32	500	boi
Hampton Chase						
Home Place				44	700	$650
Indigo				8	840	
Orangeburg Manor	20	600	boi	20	600	boi
Palmetto Place						
Parkside at Boulevard						
Pine Hill				12	700	$509-663
Roosevelt Gardens				22	n/a	boi
Siva Street				71	660	$625-650
Summit				72	610-668	$1,190
Willington Lakes				12	765-798	$1,154-1,233

	2 br/1-1½ ba			2 br/2 ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Riverbend Trace				36	1,025	$264-1,000
Dogwood Crossing	48	960	$1,035			
Edgewood Townhomes	54	960	$919			
Glenfield	64	600	boi			
Hampton Chase	48	960	$1,035			
Home Place	14	850	$950			
Indigo				20	1,022	
Orangeburg Manor	40	960	boi			
Palmetto Place	n/a	790	n/a			
Parkside at Boulevard						
Pine Hill				42	850	$607-795
Roosevelt Gardens	96	n/a	boi			
Siva Street	20	800	$795	24	1,000	$1,025
Summit				43	960-963	$1,290
Willington Lakes				180	982-1,015	$1,350

	3 br/1-1½ ba			3 br/2+ ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Riverbend Trace				12	1,228	$298-1,100
Dogwood Crossing				24	1,185	$1,044
Edgewood Townhomes				18	1,185	$1,075
Glenfield	8	700	boi			
Hampton Chase				16	1,185	$1,044
Home Place				9	1,000	$1,100-1,200
Indigo				12	1,233	
Orangeburg Manor				16	1,200	boi
Palmetto Place	n/a	1,057	n/a			
Parkside at Boulevard				52	1,661	n/a
Pine Hill				18	1,000	$697-906
Roosevelt Gardens	66	n/a	boi			
Siva Street						
Summit				4	1,111	$1,490
Willington Lakes				24	1,214-1,247	$1,521

	4 br/1-1½ ba			4 br/2+ ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Orangeburg Manor				4	1,400	boi

A map showing the locations of these properties, relative to the site of the proposed apartments is provided, below.



Several market rate apartment developments in the project market area are used in the determination of market rents. Here, we focused on Home Place, Siva Street, Summit, and Willington Lakes. The location, rent levels, unit size, age, features, and amenities at these properties were analyzed in order to try to establish an estimate of market rent levels for the unassisted units at the subject property. Following this approach we have determined that, all things being equal, these market properties suggest a rent of around $944 for a one-bedroom unit, $1,203 for a two-bedroom unit, and $1,405 for a three-bedroom unit.

Based on the proposed rents at the proposed development, this rent is found to be below the gross adjusted market rent (30.08 percent less).

Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR					
	0 BR					
1	1 BR	$227	$227	$944	$944	
5	1 BR	$675	$3,375	$944	$4,720	
1	1 BR	$750	$750	$944	$944	
5	1 BR	$850	$4,250	$944	$4,720	
	2 BR					
3	2 BR	$264	$792	$1,203	$3,609	
10	2 BR	$800	$8,000	$1,203	$12,030	
13	2 BR	$900	$11,700	$1,203	$15,639	
10	2 BR	$1,000	$10,000	$1,203	$12,030	
	2 BR					
	3 BR					
2	3 BR	$298	$596	$1,405	$2,810	
2	3 BR	$900	$1,800	$1,405	$2,810	
3	3 BR	$1,000	$3,000	$1,405	$4,215	
5	3 BR	$1,100	$5,500	$1,405	$7,025	
	4 BR					
Totals	60		$49,990		$71,494	30.08%

The relationship between the proposed rents and the HUD Fair Market Rents (FMRs), as per the S-2 Exhibit, are set out, below.

Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted FMR	Gross Adjusted FMR	Tax Credit Gross Rent Advantage
	0 BR					
	0 BR					
1	1 BR	$227	$227	$750	$750	
5	1 BR	$675	$3,375	$750	$3,750	
1	1 BR	$750	$750	$750	$750	
5	1 BR	$850	$4,250	$750	$3,750	
	2 BR					
3	2 BR	$264	$792	$910	$2,730	
10	2 BR	$800	$8,000	$910	$9,100	
13	2 BR	$900	$11,700	$910	$11,830	
10	2 BR	$1,000	$10,000	$910	$9,100	
	2 BR					
	3 BR					
2	3 BR	$298	$596	$1,091	$2,182	
2	3 BR	$900	$1,800	$1,091	$2,182	
3	3 BR	$1,000	$3,000	$1,091	$3,273	
5	3 BR	$1,100	$5,500	$1,091	$5,455	
	4 BR					
Totals	60		$49,990		$54,852	8.86%



Dogwood Crossing

Location: 101 Crossing Circle
Orangeburg

Financing: conventional
Year Built: 2007
Total Units: 72
Vacant units: 3 95.8% occupied

Telephone: 803.539.9099
Management: InterMark Management
[4/27]

Br/ba	Units	Sq. ft	Rent	
2/1½	48	960	$1,035	$1.08
3/2	24	1,185	$1,044	$0.88

previously LIHTC

Utilities in Rent

Water	
Sewer	
Trash	●

Unit Amenities

Microwave	●
Dishwasher	●
Washer/dryer	
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	●

Community Amenities

Clubhouse/community room	●
Fitness center	●
Business center	
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Edgewood Townhomes

Location: 201 Folly Road
Orangeburg

Financing: LIHTC
Year Built: 2004
Total Units: 72 (60 tax credit)
Vacant units: 3 95.8% occupied

Telephone: 803.539.9099
Management: InterMark Management
[4/27]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/1½	48	960	50%	$919		$0.96
3/2	24	1,185	50%	$1,075		$0.91

Utilities in Rent

Water	
Sewer	
Trash	●

Unit Amenities

Microwave	●
Dishwasher	●
Washer/dryer	●
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	●

Community Amenities

Clubhouse/community room	
Fitness center	
Business center	
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Glenfield

Location: 2450 Columbia Road
Orangeburg

Financing: HUD §8
Year Built: 1981
Total Units: 104
Vacant units: 0 100.0% occupied (waiting list)

Telephone: 803.536.6244
Management: Michaels Management
[4/10]

Br/ba	Units	Sq. ft	Contract Rent
1/1	32	500	n/a
2/1	64	600	n/a
3/1½	8	700	n/a

Utilities in Rent

Water	●
Sewer	●
Trash	●

Unit Amenities

- Microwave
- Dishwasher
- Washer/dryer
- Washer/dryer hook-up
- 9' Ceilings
- High-end kitchen
- Wood/style floors
- Fireplaces
- Patios/balconies

Community Amenities

Clubhouse/community room	●
Fitness center	
Business center	
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Hampton Chase

Location: 110 Hampshire Circle
Orangeburg

Financing: conventional
Year Built: 2002
Total Units: 64
Vacant units: 3 95.3% occupied

Telephone: 803.539.9099
Management: InterMark Management
[4/27]

Br/ba	Units	Sq. ft	Rent	Rent/sq.ft
2/1½	48	960	$1,035	$1.08
3/2	16	1,185	$1,044	$0.88

previously LIHTC

Utilities in Rent
Water
Sewer
Trash •

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•



Indigo

Location: 761 Russell Street
Orangeburg

Financing: LIHTC
Year Built: 2026 Telephone:
Total Units: 40 Management:
Vacant units: n/a n/a occupied under construction

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	4	840	20%			
1/1	4	840	60%			
2/2	20	1,022	60%			
3/2	12	1,233	60%			

Information from market study

Utilities in Rent
Water
Sewer
Trash •

Unit Amenities
Microwave •
Dishwasher •
Washer/dryer
Washer/dryer hook-up
9' Ceilings
High-end kitchen
Wood/style floors
Fireplaces
Patios/balconies •

Community Amenities
Clubhouse/community room •
Fitness center •
Business center
Pool
Playground •
Controlled access/gated
Elevator •
Garages
Storage
Laundry •



Orangeburg Manor

Location: 1120 Wolfe Trail
Orangeburg

Financing: HUD §8
Year Built: 1979 (2005)
Total Units: 100
Vacant units: 4 96.0% occupied

Telephone: 803.534. 8856
Management: PK Management
[4/7]

Br/ba	Units	Sq. ft	Contract Rent
0/1	20	600	n/a
1/1	20	600	n/a
2/1½	40	960	n/a
3/1½	16	1,200	n/a
4/2	4	1,400	n/a

Utilities in Rent

Water	●
Sewer	●
Trash	●

Unit Amenities

- Microwave
- Dishwasher
- Washer/dryer
- Washer/dryer hook-up
- 9' Ceilings
- High-end kitchen
- Wood/style floors
- Fireplaces
- Patios/balconies

Community Amenities

Clubhouse/community room	●
Fitness center	
Business center	
Pool	
Playground	
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Palmetto Place

Location: 1670 Columbia Road
Orangeburg

Financing: Conventional
Year Built: 1983
Total Units: 52
Vacant units: n/a n/a occupied

Telephone: 803.852.8034
Management: JHW Management

Br/ba	units	sq. ft	Rent	Rent/sq.ft
2/1	n/a	790	n/a	n/a
3/1½	n/a	1,057	n/a	n/a

Utilities in Rent

Water	
Sewer	
Trash	●

Unit Amenities

Microwave	●
Dishwasher	●
Washer/dryer	
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	●

Community Amenities

Clubhouse/community room
Fitness center
Business center
Pool
Playground
Controlled access/gated
Elevator
Garages
Storage
Laundry



Parkside at Boulevard

Location: 174 Tea Olive Court
Orangeburg

Financing: LIHTC
Year Built: 2016
Total Units: 52
Vacant units: n/a n/a occupied

Telephone: 803.867.5937
Management: NHE

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
3/2	11	1,661	50%	n/a	n/a	n/a
3/2	41	1,661	60%	n/a	n/a	n/a

Utilities in Rent
Water
Sewer
Trash ●

Unit Amenities	
Microwave	●
Dishwasher	●
Washer/dryer	●
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	●

Community Amenities	
Clubhouse/community room	
Fitness center	
Business center	
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Pine Hill

Location: 117 Yellow Jasmine Road
Orangeburg

Financing: LIHTC
Year Built: 2008
Total Units: 72
Vacant units: 0 100.0% occupied

Telephone: 803.536.2993
Management: Broad Management
[4/27]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1		700	50%	$509		$0.73
1/1		700	60%	$663		$0.95
2/2		850	50%	$607		$0.71
2/2		850	60%	$795		$0.94
3/2		1,000	50%	$697		$0.60
3/2		1,000	60%	$906		$0.79

Utilities in Rent

Water	●
Sewer	●
Trash	●

Unit Amenities

Microwave	●
Dishwasher	●
Washer/dryer	
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	

Community Amenities

Clubhouse/community room	●
Fitness center	
Business center	●
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Roosevelt Gardens

Location: 3290 Magnolia Street
Orangeburg

Financing: HUD §8
Year Built: 1971-1978
Total Units: 200
Vacant units: 0 100.0% occupied (waiting list)

Telephone: 803.534.9701
Management: Preservation Management
[4/7]

Br/ba	Units	Sq. ft	Contract Rent
1/1	22	n/a	n/a
2/1½	96	n/a	n/a
3/1½	66	n/a	n/a
4/1½	16	n/a	n/a

Utilities in Rent

Water	●
Sewer	●
Trash	●

Unit Amenities

Microwave	●
Dishwasher	
Washer/dryer	
Washer/dryer hook-up	
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	

Community Amenities

Clubhouse/community room	●
Fitness center	
Business center	
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Siva Street

Location: 104 Siva Avenue
Orangeburg

Financing: Conventional
Year Built: 1996-2005
Total Units: 115
Vacant units: 0 100.0% occupied

Telephone: 803.570.9169
Management: Owner managed
[4/9]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	71	660	$625-650	$0.97
2/1	20	800	$795	$0.99
2/2	24	1,000	$1,025	$1.03

Utilities in Rent
Water
Sewer
Trash •

Unit Amenities
Microwave •
Dishwasher •
Washer/dryer
Washer/dryer hook-up •
9' Ceilings
High-end kitchen
Wood/style floors
Fireplaces
Patios/balconies •

Community Amenities
Clubhouse/community room
Fitness center
Business center
Pool
Playground
Controlled access/gated
Elevator
Garages
Storage
Laundry



Summit

Location: 1620 St. Matthews Road
Orangeburg

Financing: Conventional
Year Built: 2013
Total Units: 83
Vacant units: 1 98.8% occupied

Telephone: 803.534.1110
Management: Capital Management
[4/7]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	36	610-668	$1,190	$1.86
2/2	43	960-963	$1,290	$1.34
3/2	4	1,111	$1,490	$1.34

Utilities in Rent

Water	●
Sewer	●
Trash	●

Unit Amenities

Microwave	
Dishwasher	●
Washer/dryer	
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	●

Community Amenities

Clubhouse/community room	
Fitness center	
Business center	
Pool	
Playground	●
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	●



Willington Lakes

Location: 401 Willing Lakes Court
Orangeburg

Financing: Conventional
Year Built: 2002-2010
Total Units: 216
Vacant units: 22 89.8% occupied

Telephone: 803.534.1110
Management: Ascent Residential
[4/2]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	12	765-798	$1,154-1,233	$1.53
2/2	180	982-1,105	$1,350	$1.29
3/2	24	1,214-1,247	$1,521	$1.24

move-in specials

Utilities in Rent

Water	
Sewer	
Trash	●

Unit Amenities

Microwave	●
Dishwasher	●
Washer/dryer	●
Washer/dryer hook-up	●
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	●

Community Amenities

Clubhouse/community room	●
Fitness center	●
Business center	
Pool	●
Playground	●
Controlled access/gated	●
Elevator	
Garages	
Storage	
Laundry	

H. INTERVIEWS

As part of the research for this market study, interviews were held with property managers, local government officials, and others with particular knowledge of the local housing market. The proposed development will offer and attractive, new, apartment complex - to be leased subject to the provisions of the Low Income Housing Tax Credit program. Property managers of existing complexes and/or other representatives of management companies were a potential source of information.

Based on our research conducted for this project in 2025 we noted that the manager at both the Parkside at Boulevard and Pine Hill tax credit properties, for example, believed that a new property, such as that proposed, would be well received.

I. RECOMMENDATIONS

It is our recommendation that, based upon our analysis, the proposed apartments should be developed as proposed, and that the project should be awarded low income housing tax credits. This conclusion is based on our analysis of the economic and demographic criteria of the project market area as defined and on our project specific demand analysis and survey of the supply of rental housing in the market--as set out in the foregoing report and summarized in the Executive Summary.

J. SIGNED STATEMENT

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for Low Income Housing Tax Credit units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina Housing Finance and Development Authority's programs. I also affirm that I have no financial interest in the project or current business relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written according to the SCSHFDA's market study requirements. The information included is accurate and can be relied upon by SCSHFDA to present a true assessment of the low income housing rental market.



Market Analyst

Date: May 5, 2026

ANALYST QUALIFICATIONS

T. Ronald Brown: Research & Analysis is a planning and economics consulting firm which provides real estate market analysis.

The President of the firm is T. Ronald Brown. He has more than 40 years experience in the provision of market studies for subsidized and unsubsidized apartment developments and for-sale housing. Over the last two decades or so, Mr. Brown has produced more than 2,500 studies in at least 20 states, predominantly in the Southeast.

Mr. Brown has a Honours Master of Arts degree in Geographical Studies from the University of St. Andrews in St. Andrews, Scotland.

The firm has primary experience in market analysis for residential projects including both single-family homes and multi-family units (for sale and for rent). A significant proportion of the firm's business focuses on apartment market studies–for family renters and for elderly persons. These reports include conventionally financed projects (including HUD 221 (d) (4) projects), affordable housing (including low income tax credit financed projects) and subsidized housing.

Mr. Brown is a member of several groups that promote housing in general and affordable housing in particular. These include the North Carolina Housing Coalition, Preservation North Carolina, the Virginia Housing Alliance, and the National Council of Housing Market Analysts.

Clients include for-profit developers, non-profit developers and community development corporations, state housing finance agencies, syndicators, and municipalities.

NCHMA MEMBER CERTIFICATION

This market study has been prepared by T. Ronald Brown: Research & Analysis, 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*, and *Model Content Standards for the Content of Market Studies.* 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 the 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 .

T.Ronald Brown: Research & Analysis is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principal participates 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. T.Ronald Brown: Research and Analysis is an independent market analyst. No principle or employee of T. Ronald Brown: Research & Analysis has any financial interest whatsoever in the development for which this analysis has been undertaken.

Attested by:



T. Ronald Brown



MARKET STUDY TERMINOLOGY

The following presents the accepted definitions of various terms typically found in real estate market studies. These definitions are typically followed unless reviewing agency requirements differ.

Absorption period - the period of time necessary for a newly constructed or renovated property to achieve the *stabilized level of occupancy*. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the *stabilized level of occupancy* has a signed lease. Assumes a typical premarketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

Absorption rate - the average number of unites rented each month during the *absorption period*.

Acceptable rent burden - the rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

Achievable rents - *See Market Rent, Achievable Restricted Rent.*

Affordable housing - housing affordable to low or very low-income tenants.

Amenity - tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs, services and activities.

Annual demand - the total estimated demand present to the market in any one year for the type of units proposed.

Assisted housing - housing where federal, state or other programs *subsidize* the monthly costs to the tenants.

Bias - a proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.

Capture rate - the percentage of age, size, and income qualified renter households in the *primary market area* that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The *Capture Rate* is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the *primary market area.* See also: penetration rate.

Comparable property - a property that is representative of the rental housing choices of the subject's *primary market area* and that is similar in construction, size, amenities, location, and/or age. Comparable and *competitive* properties are generally used to derive market rent and to evaluate the subject's position in the market.

Competitive property - a property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

Comprehensive market study - NCHMA (the National Council of Housing Market Analysts) defines a comprehensive market study for the purposes of IRC Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRC Section 42 request for completion of a market study by a 'disinterested party.'

Concession - discount given to a prospective tenant to induce the tenant to sign a least. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).

Demand - the total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Effective rents - contract rent less concessions.

Household trends - changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.e. at marriage or separation), changes in average household size, and net *migration*.

Income band - the range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined *acceptable rent burden* percentage and the maximum typically7 is pre-defined by specific program requirements or by general market parameters.

Infrastructure - services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Market advantage - the difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. (*market rent - proposed rent*) / *market rent * 100*

Market analysis - a study of real estate market conditions for a specific type of property.

Market area - *See primary market area.*

Market demand - the total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.

Market rent - the rent that an apartment, without rent or income restrictions or rent subsidies, would command in the *primary market area* considering its location, features and amenities. Market rent should be adjusted for *concessions* and owner paid utilities included in the rent.

Market study - a comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography.

Marketability - the manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

Market vacancy rate, economic - percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.

Market vacancy rate, physical - average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.

Migration - the movement of households into or out of an area, especially a *primary market area*.

Mixed income property - an apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50%, and 60%).

Mobility - the ease with which people move from one location to another.

Move-up demand - an estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to new tax credit properties.

Multi-family - structures that contain more than two housing units.

Neighborhood - an area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

Net rent (also referred to as contract rent or lease rent) - Gross rent less *tenant paid utilities.*

Penetration rate - The percentage of age and income qualified renter households in the *primary market area* that all existing and proposed properties, to be completed with six months of the subject, and which are competitively priced to the subject that must be captured to achieve the *stabilized level of occupancy*. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors. Units in all proposals / households in market * 100, see also: capture rate.

Pent-up demand - a market in which there is a scarcity of supply and vacancy rates are very low.

Population trends - changes in population levels for a particular area over a specific period of time – which is a function of the level of births, deaths, and net *migration*.

Primary market area - a geographic area from which a property is expected to draw the majority of its residents.

Programmatic rents - See *restricted rents.*

Project based rent assistance - rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Redevelopment - the redesign or rehabilitation of existing properties.

Rent burden - gross rent divided by adjusted monthly household income.

Rent burdened households - households with *rent burden* above the level determined by the lender, investor, or public program to be an acceptable rent-to-income.

Restricted rent - the rent charged under the restrictions of a specific housing program or subsidy.

Restricted rent, achievable - the rents that the project can attain taking into account both market conditions and rent in the *primary market area* and income restrictions.

Saturation - the point at which there is no longer demand to support additional unit. Saturation usually refers to a particular segment of a specific market.

Secondary market area - the portion of a market that supplies additional support to an apartment property beyond that provided by the primary market area.

Special needs population - specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs population include: substance abusers, visually impaired person or persons with mobility limitations.

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

Subsidy - monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's *contract rent* and the amount paid by the tenant toward rent.

Substandard conditions - housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Target income band - the *income band* from which the subject property will draw tenants.

Target population - the market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.

Tenant paid utilities - the cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

Turnover period - 1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units * 100 2. The percent of occupants in a given apartment complex that move in one year.

Unmet housing need - new units required in the market area to accommodate household growth, homeless people, and housing in substandard conditions.

Unrestricted rents - rents that are not subject to *restriction*.

Unrestricted units - units that are not subject to any income or rent restrictions.

Vacancy period - the amount of time that an apartment remains vacant and available for rent.

Vacancy rate-economic vacancy rate - physical - maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

Other Terms

The following terms are also to be found in professional market studies - here, this information is drawn from various sources including HUD, the Census Bureau, and the Urban Land Institute.

Area Median Income (AMI) - 1005 of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.

Attached housing - two or more dwelling units connected with party walls (e.g. townhouses or flats).

Basic rent - the maximum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Below Market Interest Rate program (BMIR) - Program targeted to renters with income not exceeding 80% or area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Census tract - a small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

Central Business District (CBD) - the center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC) - entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

Condominium - a form of join ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract rent - 1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).

Difficult Development Area (DDA) - an area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.

Detached housing - a freestanding dwelling unit, typically single-family, situated on its own lot.

Elder or senior housing - housing where (1) all units in the property are restricted for occupancy by persons 62 years of age order or (2) at least 80% of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely low income - person or household with income below 30% of the Area Median Income adjusted for household size.

Fair Market Rent (FMR) - the estimates established by HUD of the Gross rents (Contract rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally set FMR so that 40% of the rental units have rents below FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Garden apartments - apartments in low-rise buildings (typically two or four stories) that feature low density, ample open-space around buildings, and on-site parking.

Gross rent - the monthly housing cost to a tenant which equals the Contract rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

High-rise - a residential building having more than ten stories.

Household - one or more people who occupy a housing unit as their usual place of residence.

Housing unit - house, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

Housing Choice Voucher (Section 8 Program) - federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible households in the use of the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

Housing Finance Agency (FHA) - state or local agencies responsible for financing housing and administering assisted housing programs.

HUD Section 8 Program - federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the contract rent and a specified percentage of tenants' adjusted income.

HUD Section 202 Program - federal program which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.

HUD Section 811 Program - federal program which provides direct capital assistance and operating of rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 510(c)(3) nonprofit organization.

HUD Section 236 Program - federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income limits - maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes income limits each year for 30% median. Very low income (50%), and low income (80%), for households with 1 through 8 people.

Low income - person or household with gross household income below 80% of Area Median Income adjusted for household size.

Low income housing tax credit - a program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on those units be restricted accordingly.

Low rise building - a building with one to three stories.

Metropolitan Statistical Area (MSA) - a geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities have a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mid-rise - a building with four to ten stories.

Moderate income - person or household with gross household income between 80 and 120 percent of area median income adjusted for household size.

Public Housing or Low Income Conventional Public Housing - HUD program administered by local (or regional) Housing Authorities which serves low- and very-low income households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT) - any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of households have an income less than 60% of the area median income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credit may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.

Rural Development (RD) market rent - a monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an unsubsidized mortgage and provide an adequate return to the property owner. The rent is the maximum rent that a tenant can pay at an RD Property.

Rural Development (RD) Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program) - federal program which provides the low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, which is the higher (but not exceeding the market rent). The program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

Single-family housing - a dwelling unit, either attached or detached, designed for use by one household and with the direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

State Data Center (SDC) - a state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.

Tenant - one who rents real property from another.

Tenure - the distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House) - single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called row house.

Very low income - person or household whose gross household income does not exceed 50% of Area Median Income adjusted for household size.

Zoning - classification and regulation of land by local governments according to use categories (zones); often also includes density designations.