

SOUTH CAROLINA STATE HOUSING FINANCE AND DEVELOPMENT AUTHORITY
LOW INCOME HOUSING TAX CREDIT APPLICATION
NEW OAKWOOD MANOR APARTMENTS, LLC

TAB 19 – Market Study

Attached is the Market Study prepared by Bowen National Research for Oakwood Manor Apartments. The report includes Exhibit S-2 Primary Market Area Analysis Study and Rent Calculation Worksheet.

Market Feasibility Analysis

Oakwood Manor
904 Oakwood Street
Bennettsville, Marlboro County, South Carolina 29512

Prepared For

Mr. Joe Wilczewski
Boyd Management, Incorporated
7700 Trenholm Road Ext.
Columbia, South Carolina 29223

Effective Date

February 14, 2018

Job Reference Number

17-653 JP



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Pickerington, Ohio 43147
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Table of Contents

- A. Primary Market Area Analysis Summary (Exhibit S-2)
- B. Project Description
- C. Site Description and Evaluation
- D. Primary Market Area Delineation
- E. Market Area Economy
- F. Community Demographic Data
- G. Project-Specific Demand Analysis
- H. Rental Housing Analysis (Supply)
 - I. Interviews
 - J. Recommendations
- K. Signed Statement Requirement
- L. Qualifications
- M. Methodologies, Disclaimers & Sources
 - Addendum A – Field Survey of Conventional Rentals
 - Addendum B – NCHMA Member Certification & Checklist
 - Addendum C – Scope of Renovations
 - Addendum D – Rent Roll

2018 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):

| | | | |
|-------------------|---|--|------------|
| Development Name: | Oakwood Manor | Total # Units: | 24 |
| Location: | 904 Oakwood Street, Bennettsville, South Carolina 29512 | # LIHTC Units: | 24 |
| PMA Boundary: | Marlboro County | | |
| Development Type: | Family X (62+) Older Persons | Farthest Boundary Distance to Subject: | 23.8 miles |

RENTAL HOUSING STOCK (found on page H-1, 2, 12 and Add. A-4)

| Type | # Properties | Total Units | Vacant Units | Average Occupancy |
|--|--------------|-------------|--------------|-------------------|
| All Rental Housing | 21 | 734 | 15 | 98.0% |
| Market-Rate Housing | 4 | 142 | 15 | 89.4% |
| Assisted/Subsidized Housing not to include LIHTC | 10 | 346 | 0 | 100.0% |
| LIHTC (All that are stabilized)* | 7 | 246 | 0 | 100.0% |
| Stabilized Comps** | 2 | 102 | 0 | 100.0% |
| Non-stabilized Comps | 0 | - | - | - |

* Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).

** Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.

| Subject Development | | | | | Adjusted Market Rent | | | Highest Unadjusted Comp Rent | |
|--------------------------------------|------------|-------|-----------|---------------------|----------------------|--------|---------------|------------------------------|--------|
| # Units | # Bedrooms | Baths | Size (SF) | Current Tenant Rent | Per Unit | Per SF | Advantage | Per Unit | Per SF |
| 24 | One-Br. | 1.0 | 659 | \$125 | \$520 | \$0.79 | 75.96% | \$595 | \$0.52 |
| Gross Potential Rent Monthly* | | | | \$3,000 | \$12,480 | | 75.96% | | |

*Market Advantage is calculated using the following formula: (Gross Adjusted Market Rent (minus) Gross Proposed Tenant Rent) (divided by) Gross Adjusted Market Rent. The calculation should be expressed as a percentage and rounded to two decimal points. The Rent Calculation Excel Worksheet must be provided with the Exhibit S-2 form.

DEMOGRAPHIC DATA (found on page F-4 & G-5)

| | 2000 | 2017 | | 2020 | |
|-------------------------------------|------|------|-------|------|-------|
| Renter Households (62+) | | 690 | 18.6% | 721 | 18.7% |
| Income-Qualified Renter HHs (LIHTC) | | 586 | 84.9% | 595 | 82.5% |
| Income-Qualified Renter HHs (MR) | | N/A | N/A | N/A | N/A |

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

| Type of Demand | 50% | 60% | Market-rate | Other:___ | Other: RD | Overall |
|---|-----|-----|-------------|-----------|------------|------------|
| Renter Household Growth | - | - | | - | 9 | 9 |
| Existing Households (Overburd + Substand) | - | - | | - | 290 | 290 |
| Homeowner conversion (Seniors) | - | - | | - | 68 | 68 |
| Other: | - | - | | - | 0 | 0 |
| Less Comparable/Competitive Supply | - | - | | - | 0 | 0 |
| Net Income-qualified Renter HHs | - | - | | - | 367 | 367 |

CAPTURE RATES (found on page G-5)

| Targeted Population | 50% | 60% | Market-rate | Other:___ | Other:___ | Overall |
|---------------------|-----|-----|-------------|-----------|-----------|---------|
| Capture Rate | - | - | | - | 6.5% | 6.5% |

ABSORPTION RATE (found on page G-7)

Absorption Period: Three (3) months

2018 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

| # Units | Bedroom Type | Average Tenant Paid Rent | Gross Proposed Tenant Rent by Bedroom Type | Adjusted Market Rent | Gross Adjusted Market Rent by Bedroom Type | Tax Credit Gross Rent Advantage |
|---------|--------------|--------------------------|--|----------------------|--|---------------------------------|
| | 0 BR | | \$0 | | \$0 | |
| | 0 BR | | \$0 | | \$0 | |
| | 0 BR | | \$0 | | \$0 | |
| 24 | 1 BR | \$125 | \$3,000 | \$520 | \$12,480 | |
| | 1 BR | | \$0 | | \$0 | |
| | 1 BR | | \$0 | | \$0 | |
| | 2 BR | | \$0 | | \$0 | |
| | 2 BR | | \$0 | | \$0 | |
| | 2 BR | | \$0 | | \$0 | |
| | 3 BR | | \$0 | | \$0 | |
| | 3 BR | | \$0 | | \$0 | |
| | 3 BR | | \$0 | | \$0 | |
| | 4 BR | | \$0 | | \$0 | |
| | 4 BR | | \$0 | | \$0 | |
| | 4 BR | | \$0 | | \$0 | |
| Totals | 24 | | \$3,000 | | \$12,480 | 75.96% |
| | | | | | | |

2018 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):

| | | | |
|-------------------|---|--|------------|
| Development Name: | Oakwood Manor | Total # Units: | 24 |
| Location: | 904 Oakwood Street, Bennettsville, South Carolina 29512 | # LIHTC Units: | 24 |
| PMA Boundary: | Marlboro County | | |
| Development Type: | Family X (62+) Older Persons | Farthest Boundary Distance to Subject: | 23.8 miles |

RENTAL HOUSING STOCK (found on page H-1, 2, 12 and Add. A-4)

| Type | # Properties | Total Units | Vacant Units | Average Occupancy |
|--|--------------|-------------|--------------|-------------------|
| All Rental Housing | 21 | 734 | 15 | 98.0% |
| Market-Rate Housing | 4 | 142 | 15 | 89.4% |
| Assisted/Subsidized Housing not to include LIHTC | 10 | 346 | 0 | 100.0% |
| LIHTC (All that are stabilized)* | 7 | 246 | 0 | 100.0% |
| Stabilized Comps** | 2 | 102 | 0 | 100.0% |
| Non-stabilized Comps | 0 | - | - | - |

* Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).

** Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.

| Subject Development | | | | | Adjusted Market Rent | | | Highest Unadjusted Comp Rent | |
|--------------------------------------|------------|-------|-----------|----------------------|----------------------|--------|---------------|------------------------------|--------|
| # Units | # Bedrooms | Baths | Size (SF) | Proposed Tenant Rent | Per Unit | Per SF | Advantage | Per Unit | Per SF |
| 5 | One-Br. | 1.0 | 659 | \$402** | \$520 | \$0.79 | 22.69% | \$595 | \$0.52 |
| 19 | One-Br. | 1.0 | 659 | \$457 | \$520 | \$0.79 | 12.12% | \$595 | \$0.52 |
| Gross Potential Rent Monthly* | | | | \$10,693 | \$12,480 | | 14.32% | | |

*Market Advantage is calculated using the following formula: (Gross Adjusted Market Rent (minus) Gross Proposed Tenant Rent) (divided by) Gross Adjusted Market Rent. The calculation should be expressed as a percentage and rounded to two decimal points. The Rent Calculation Excel Worksheet must be provided with the Exhibit S-2 form.

**Reflective of maximum allowable LIHTC rent limit, as proposed rent under RD 515 exceeds maximum allowable LIHTC limit.

DEMOGRAPHIC DATA (found on page G-5)

| | 2000 | 2017 | | 2020 | |
|-------------------------------------|------|-------|-------|-------|-------|
| Renter Households (55+) | | 1,027 | 19.4% | 1,050 | 19.5% |
| Income-Qualified Renter HHs (LIHTC) | | 272 | 26.5% | 269 | 25.6% |
| Income-Qualified Renter HHs (MR) | | N/A | N/A | N/A | N/A |

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

| Type of Demand | 50% | 60% | Market-rate | Other:___ | Other:___ | Overall |
|---|-------------|-------------|-------------|-----------|-----------|-------------|
| Renter Household Growth | -2 | -3 | - | - | - | -3 |
| Existing Households (Overburd + Substand) | 84 | 96 | - | - | - | 119 |
| Homeowner conversion (Seniors) | 26 | 35 | - | - | - | 42 |
| Other: | 0 | 0 | - | - | - | 0 |
| Less Comparable/Competitive Supply | 0 | 0 | - | - | - | 0 |
| Net Income-qualified Renter HHs | *108 | *119 | - | - | - | *148 |

*Adjusted to ensure no more than 20.0% of demand is from senior homeowner conversion; per SCSHFDA guidelines

CAPTURE RATES (found on page G-5)

| Targeted Population | 50% | 60% | Market-rate | Other:___ | Other:___ | Overall |
|---------------------|------|-------|-------------|-----------|-----------|---------|
| Capture Rate | 4.8% | 16.0% | - | - | - | 16.2% |

ABSORPTION RATE (found on page G-7)

Absorption Period : Six (6) months

2018 S-2 RENT CALCULATION WORKSHEET (LIHTC-ONLY)

| # Units | Bedroom Type | Proposed Tenant Paid Rent | Gross Proposed Tenant Rent by Bedroom Type | Adjusted Market Rent | Gross Adjusted Market Rent by Bedroom Type | Tax Credit Gross Rent Advantage |
|---------|--------------|---------------------------|--|----------------------|--|---------------------------------|
| | 0 BR | | \$0 | | \$0 | |
| | 0 BR | | \$0 | | \$0 | |
| | 0 BR | | \$0 | | \$0 | |
| 5 | 1 BR | \$402 | \$2,010 | \$520 | \$2,600 | |
| 19 | 1 BR | \$457 | \$8,683 | \$520 | \$9,880 | |
| | 1 BR | | \$0 | | \$0 | |
| | 2 BR | | \$0 | | \$0 | |
| | 2 BR | | \$0 | | \$0 | |
| | 2 BR | | \$0 | | \$0 | |
| | 3 BR | | \$0 | | \$0 | |
| | 3 BR | | \$0 | | \$0 | |
| | 3 BR | | \$0 | | \$0 | |
| | 4 BR | | \$0 | | \$0 | |
| | 4 BR | | \$0 | | \$0 | |
| | 4 BR | | \$0 | | \$0 | |
| Totals | 24 | | \$10,693 | | \$12,480 | 14.32% |

B. Project Description

The proposed project involves the renovation of the 24-unit Oakwood Manor apartment property in Bennettsville, South Carolina. Originally built in 1993, the project offers one-bedroom garden-style units within six (6) single-story residential buildings, together with one (1) stand-alone community building. Currently, the project targets senior households age 62 and older and operates under the Low-Income Housing Tax Credit (LIHTC) and Rural Development (RD) 515 programs, with 22 units receiving Rental Assistance (RA). The RA allows tenants to pay up to 30% of their adjusted gross household incomes towards shelter costs (rent and utilities). The remaining two (2) non-RA units are currently occupied by Housing Choice Voucher holders. According to management, the project is currently 100.0% occupied and maintains a two-household waiting list.

The project will be renovated utilizing funding from the Low-Income Housing Tax Credit program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target senior (age 62+) households with incomes of up to 50% and 60% of AMHI. Notably, the project will continue to operate under the RD 515 program and the 22 units of RA will be retained. All renovations are expected to be complete by July 2019. Additional details of the subject project are as follows:

- A. PROPERTY LOCATION:** 904 Oakwood Street
Bennettsville, South Carolina 29512
(Marlboro County)
- B. CONSTRUCTION TYPE:** Rehab of RD 515 Project
- C. OCCUPANCY TYPE:** Seniors Age 62+
- D. TARGET INCOME GROUP:** 50% and 60% AMHI
- E. SPECIAL NEEDS POPULATION:** None
- F. AND H. TO J. UNIT CONFIGURATION AND RENTS:**

| Total Units | Bedroom Type | Baths | Style | Square Feet | % AMHI | Current Basic/Note Rent | Proposed Rents | | | Max. Allowable LIHTC Gross Rent |
|-------------|--------------|-------|--------|-------------|--------|-------------------------|----------------|-------------------|------------|---------------------------------|
| | | | | | | | Collected Rent | Utility Allowance | Gross Rent | |
| 5 | One-Br. | 1.0 | Garden | 659 | 50% | \$437/\$589 | \$457 | \$115 | \$572 | \$517 |
| 19 | One-Br. | 1.0 | Garden | 659 | 60% | \$437/\$589 | \$457 | \$115 | \$572 | \$621 |
| 24 | Total | | | | | | | | | |

Source: Boyd Management, Inc.

AMHI – Area Median Household Income (National Non-Metropolitan Rent and Income Limits; 2017)

Note that tenants residing within the 22 RA units will effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the RA. The maximum allowable LIHTC gross rents of \$517 and \$621 are the programmatic limits for units targeting households earning up to 50% and 60% of AMHI. However, these limits would only apply in the unlikely scenario that the property ceased to operate with a project-based subsidy.

G. NUMBER OF STORIES/BUILDINGS: Six (6) single-story residential buildings with garden-style units, together with one (1) community building.

K. PROJECT-BASED RENTAL ASSISTANCE (EXISTING OR PROPOSED): Rural Development 515 with 22 units of Rental Assistance

L. COMMUNITY AMENITIES:

The subject property will include the following community features:

- On-Site Management
- Community Room
- Laundry Facility
- Fitness Center
- Computer Center
- Picnic Shelter

M. UNIT AMENITIES:

Each unit will include the following amenities:

- Electric Range
- Refrigerator
- Microwave
- Central Air Conditioning
- Emergency Call System
- VCT Flooring
- Window Blinds
- Ceiling Fan
- Patio
- Washer/Dryer Hookups

N. PARKING:

The subject site offers an unassigned surface parking lot with 36 spaces at no additional cost to the residents. This equates to 1.5 parking spaces per unit, which is considered appropriate for the targeted low-income senior population.

O. RENOVATIONS AND CURRENT OCCUPANCY:

A detailed scope of work provided by the developer at the time of this report is included in *Addendum C*.

The subject project consists of 24 one-bedroom units that are 100.0% occupied. The current basic and note rents for the subject project are \$437 and \$589, respectively, with 22 units receiving RA. Due to the subsidy that is available on 22 of the subject units, the average tenant-paid rent is \$125 for a subsidized unit, based on the subject project's January rent roll, as illustrated in *Addendum D*. Following Tax Credit renovations, the RA will be retained on these 22 units and it is anticipated that most, if not all, current tenants are expected to continue to income-qualify to reside at the subject project.

P. UTILITY RESPONSIBILITY:

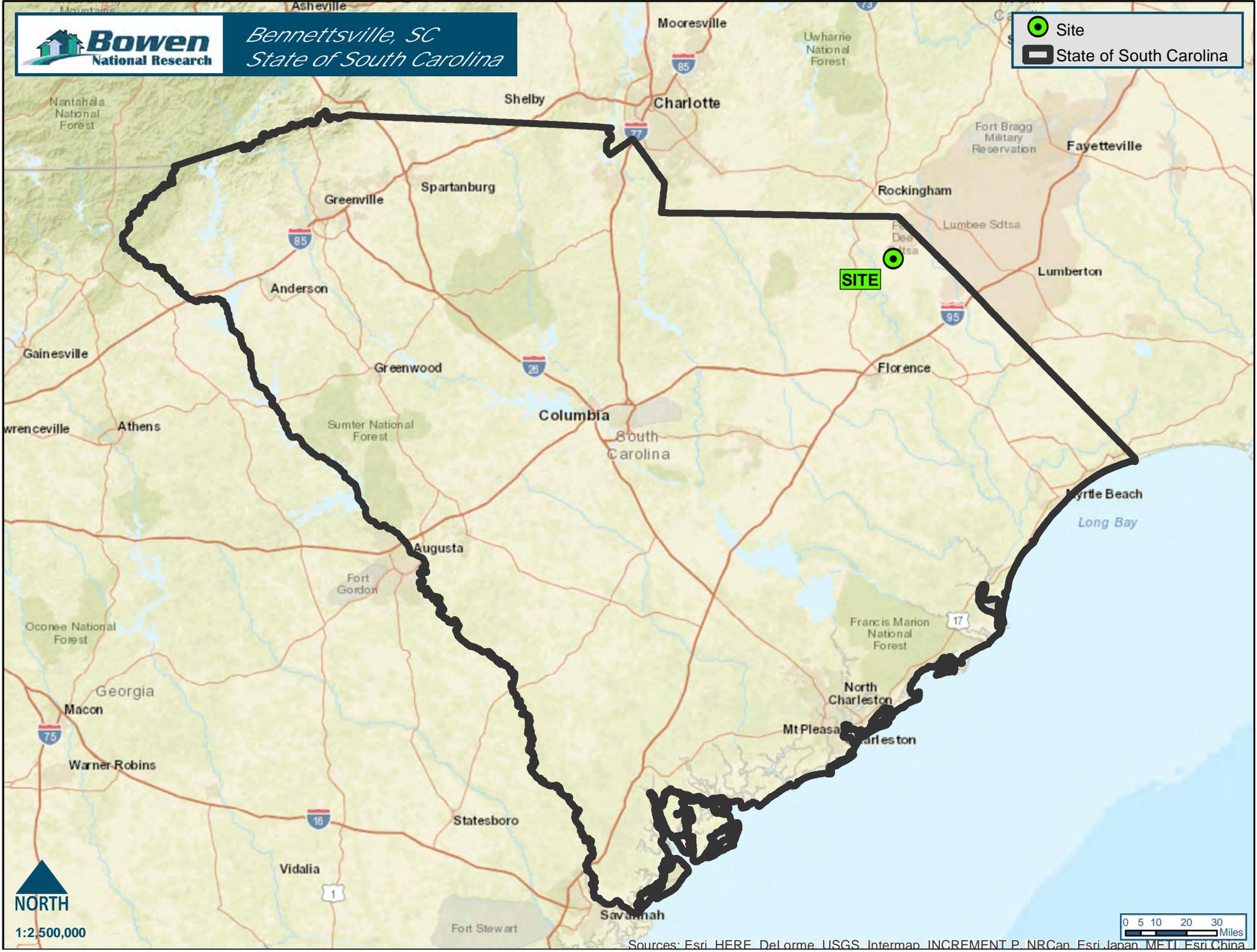
The costs of all utilities will be the responsibility of the tenant, including electricity, cold water, sewer and trash collection.

A state map and an area map are on the following pages.

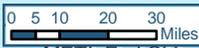


Bennettsville, SC
State of South Carolina

● Site
▭ State of South Carolina



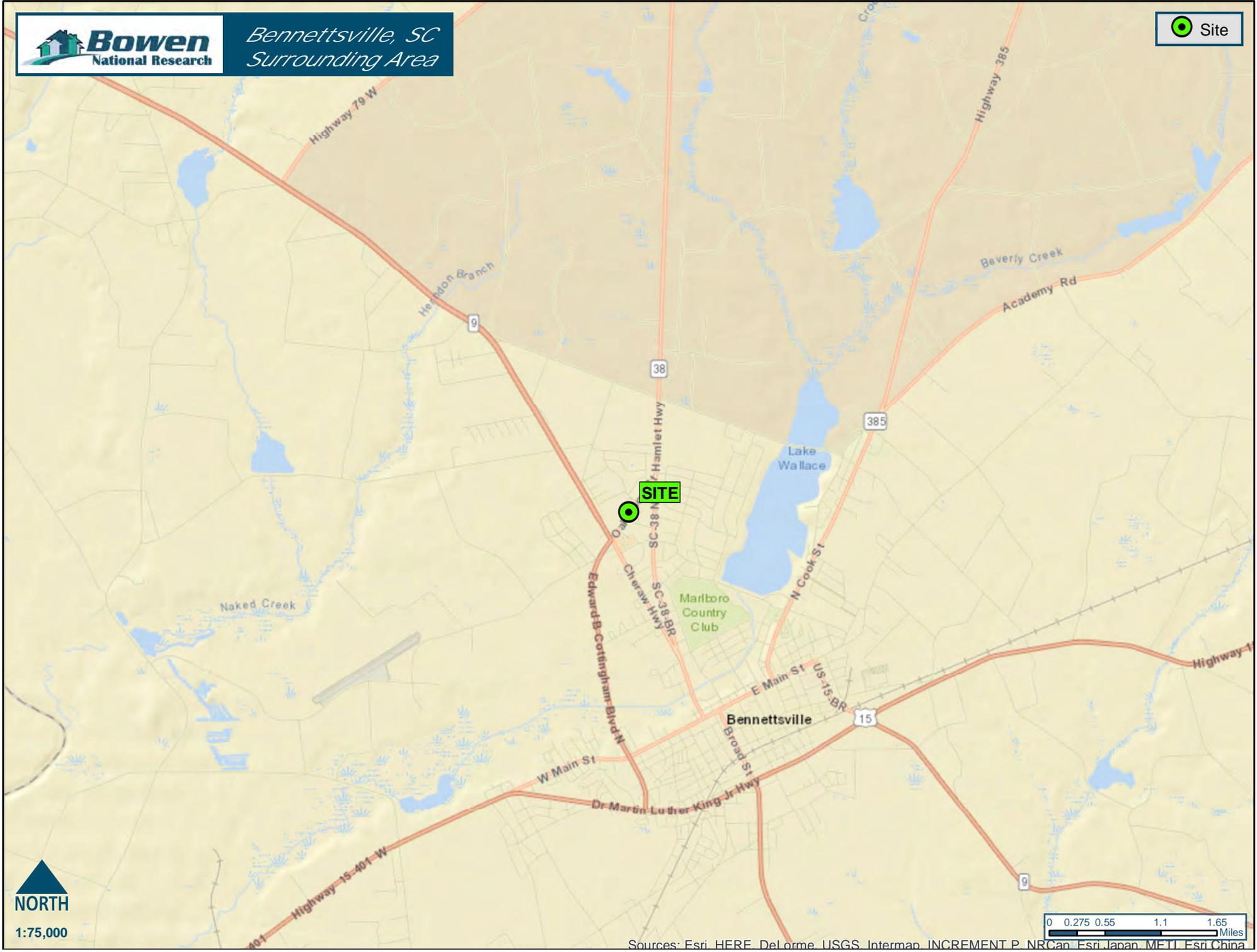
NORTH
1:2,500,000



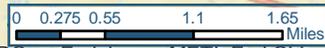
Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China



*Bennettsville, SC
Surrounding Area*



NORTH
1:75,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of January 29, 2018. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The existing subject site, Oakwood Manor, is comprised of six (6) one-story residential structures and one (1) non-residential community building located on an approximate 3.0-acre site at 904 Oakwood Street, in Bennettsville, South Carolina. Located within Marlboro County, Bennettsville is approximately 11.0 miles west of the South Carolina/North Carolina border and approximately 38.0 miles north of Florence. Following is a description of surrounding land uses:

| | |
|----------------|---|
| North - | The northern boundary is defined by undeveloped land and a tree line, which naturally buffer the site from single-family homes in fair condition. Located northeast of the site is a multifamily property in fair condition. A mixture of additional single-family homes and vacant land extends north. |
| East - | The eastern boundary is defined by Oakwood Street (State Route 38) a two-lane roadway with light traffic. Marlboro Court (Map ID 14), a multifamily property in fair condition, extends east. Single-family homes in good condition and Lake Wallace are located farther east. |
| South - | The southern boundary is defined by Oakwood Street, McLeod Primary Care and Marlboro Medical Park. Extending south is State Route 9, a four-lane commercial corridor with light to moderate traffic. Various area services and downtown Bennettsville are located farther south. |
| West - | The western boundary is defined by a vacant plot of land and a vacant retail building appearing to be in fair condition. State Route 9 and Bennettsville Square, which includes Walmart Supercenter and additional services, are located farther west. Single-family homes and agricultural land extend west. |

The subject site is within a primarily residential area of Bennettsville. The tree lines surrounding much of the site provide a semi-private environment at the subject site and an aesthetically pleasing natural buffer to additional surrounding land uses. The single-family homes within the immediate site area are generally in good condition, though several homes in fair condition were also observed

scattered throughout the site neighborhood and there is a vacant retail structure near the site. It is of note, however, that such structures are not uncommon throughout the Bennettsville and surrounding areas, based on the observations of our analyst. In addition, the subject project is currently 100.0% occupied with a waitlist, a clear indication that these lesser quality structures have not had any adverse impact on the marketability of the subject project. Overall, the subject property fits well with the surrounding land uses and the site location appears to be conducive to age-restricted rental housing, as evidenced by the 100.0% occupancy rate currently maintained at the existing subject project.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

| Community Services | Name | Driving Distance From Site (Miles) |
|-------------------------------------|--|---|
| Major Highways | State Route 38 State Route 9 U.S. Highway 15 | Adjacent East 0.2 Southwest 2.6 Southeast |
| Public Bus Stop | Marlboro County Council on Aging | On-call |
| Major Employers/ Employment Centers | Walmart Supercenter Marlboro County Government Marlboro County Public School District | 0.6 West 2.0 Southeast 2.1 Southeast |
| Convenience Store | Corner Cupboard Bennettsville Quick Shop Murphy Express | 0.3 Southwest 0.3 Southwest 0.5 West |
| Grocery | Walmart Supercenter Carl's IGA Food Lion | 0.6 West 2.9 Southeast 2.9 Southeast |
| Discount Department Store | Dollar General Dollar Tree Walmart Supercenter | 0.4 Southwest 0.6 West 0.6 West |
| Shopping Center/Mall | Bennettsville Square | 0.5 West |
| Hospital/Medical Center | Palmetto Family Medicine & Nephrology McLeod Primary Care Bennettsville Marlboro Medical Complex McLeod Health Cheraw | 0.1 South 0.2 Southeast 0.6 South 15.6 Northwest |
| Police | Bennettsville Police Department | 2.1 Southeast |
| Fire | Bennettsville Fire Department Station 2 | 0.1 Northeast |
| Post Office | U.S. Post Office | 1.9 Southeast |
| Bank | Carolina Bank Wells Fargo First Citizens Bank | 2.1 Southeast 2.2 Southeast 2.2 Southeast |
| Recreational Facilities | Fitness World Gym Marlboro Civic Center | 0.4 Southwest 2.0 Southeast |
| Gas Station | Exxon Shell Murphy Express | 0.3 Southwest 0.3 Southwest 0.5 West |

(Continued)

| Community Services | Name | Driving Distance From Site (Miles) |
|--------------------|--------------------------------------|------------------------------------|
| Pharmacy | CVS | 0.4 Southwest |
| | Med Care Pharmacy | 0.3 Southwest |
| | Walmart Supercenter | 0.6 West |
| Restaurant | Huddle House | 0.3 Southwest |
| | Bojangles | 0.3 Southwest |
| | China One | 0.6 West |
| Community Center | Bennettsville Community Center | 0.9 Southeast |
| Library | Marian Wright Edleman Public Library | 2.3 Southeast |
| Church | Trinity United Methodist Church | 0.4 Southwest |
| | Church of Christ | 0.4 Northeast |
| | Solid Rock Holiness Church | 0.6 Southeast |
| Park | John C. Lindsay Recreation Park | 1.3 Northwest |
| Senior Center | Marlboro County Council on Aging | 1.9 Southeast |

Despite the rural nature of the Bennettsville area, most basic area services are located within close proximity of the subject site, including, but not limited to, restaurants, gas stations, convenience stores, churches, discount shopping, grocery stores, and pharmacies, all of which are located within 0.6 miles of the site. The majority of these services are located along, and accessed from, State Route 9, which is accessible just 0.2 miles southwest of the site.

Public safety services provided by the Bennettsville Police and Fire departments are located within 2.1 miles and 0.1 mile of the site, respectively. The nearest full-service hospital is McLeod Health Cheraw, located 15.6 miles northwest of the subject site in the town of Cheraw. Although there is not a full-service hospital located within the immediate Bennettsville area, there are numerous family practices and clinics offered within the area, including Palmetto Family Medicine, which is located 0.1 miles south of the site. In addition, the Marlboro County Council on Aging provides an on-call transportation service to area residents, which is considered beneficial to the targeted senior population at the subject site.

4. SITE PHOTOGRAPHS

Photographs of the subject site and surrounding land uses are on the following pages.

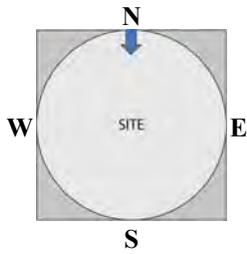
SITE PHOTOGRAPHS



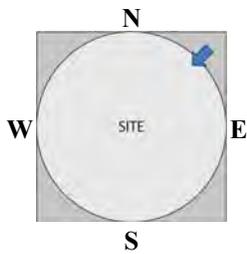
Entryway Signage



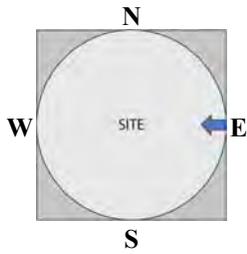
Typical Building Exterior



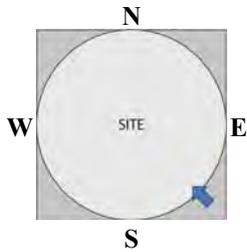
View of site from the north



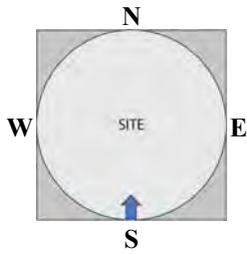
View of site from the northeast



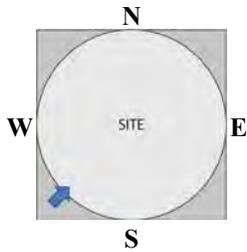
View of site from the east



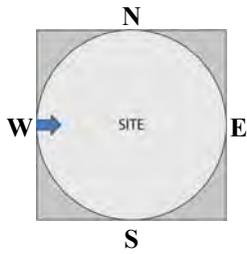
View of site from the southeast



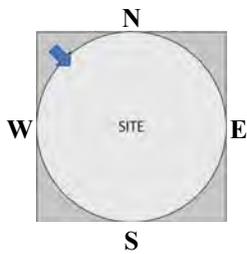
View of site from the south



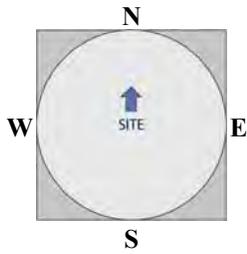
View of site from the southwest



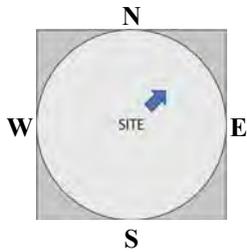
View of site from the west



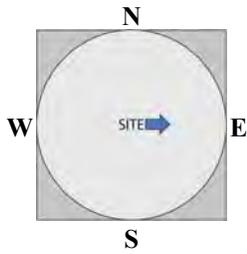
View of site from the northwest



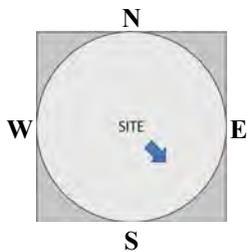
North view from site



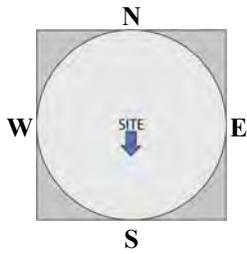
Northeast view from site



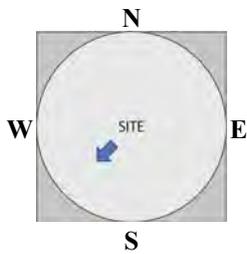
East view from site



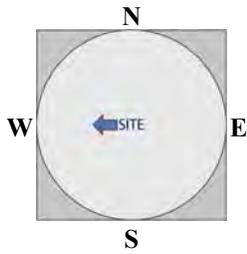
Southeast view from site



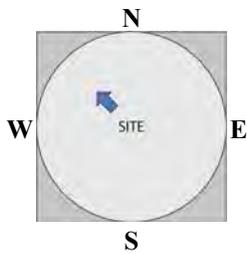
South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape- Northeast view of Oakwood Street (State Route 38)



Streetscape- Southwest view of Oakwood Street (State Route 38)



Management / Sales Office



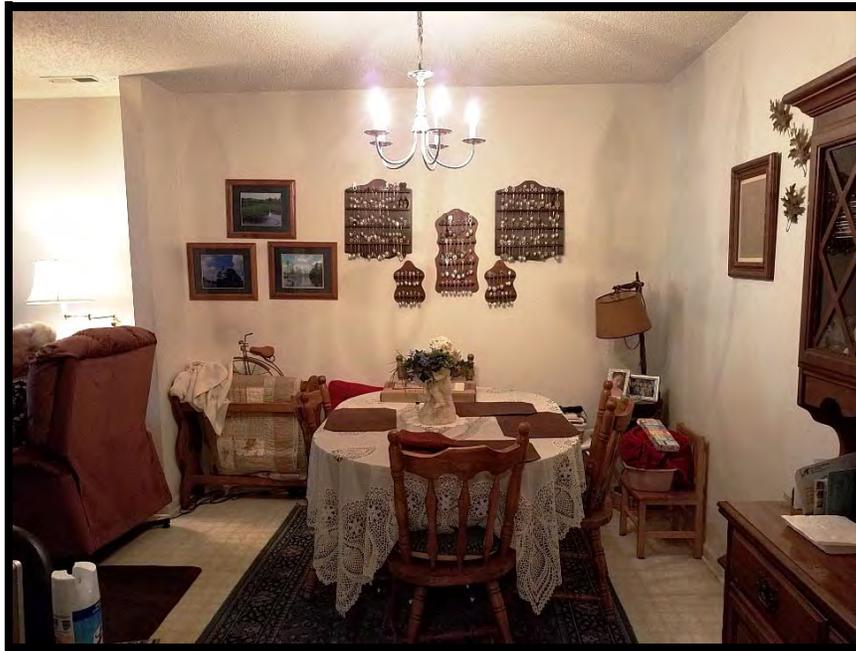
Community Room (1)



Community Room (2)



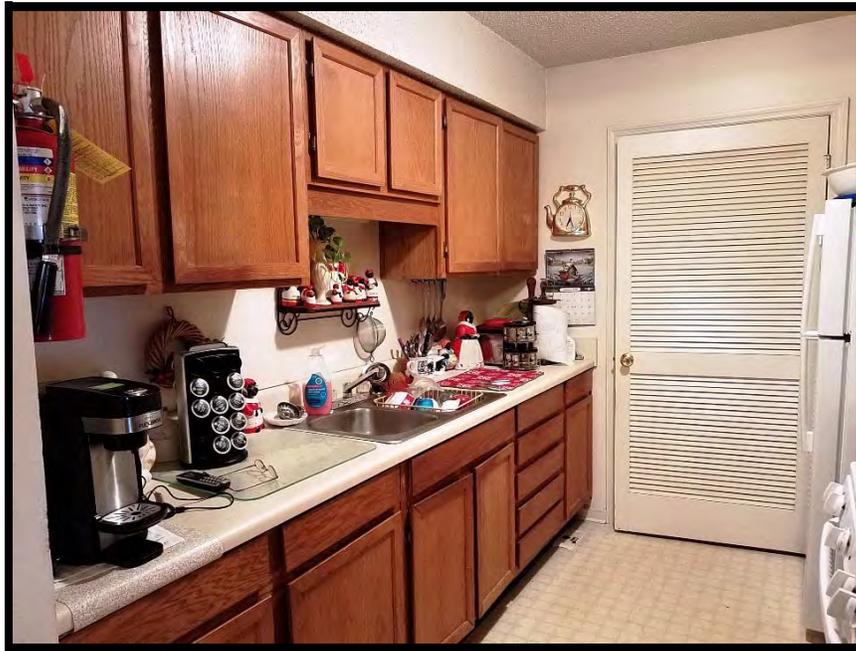
Community Room Kitchen



Typical Dining Area



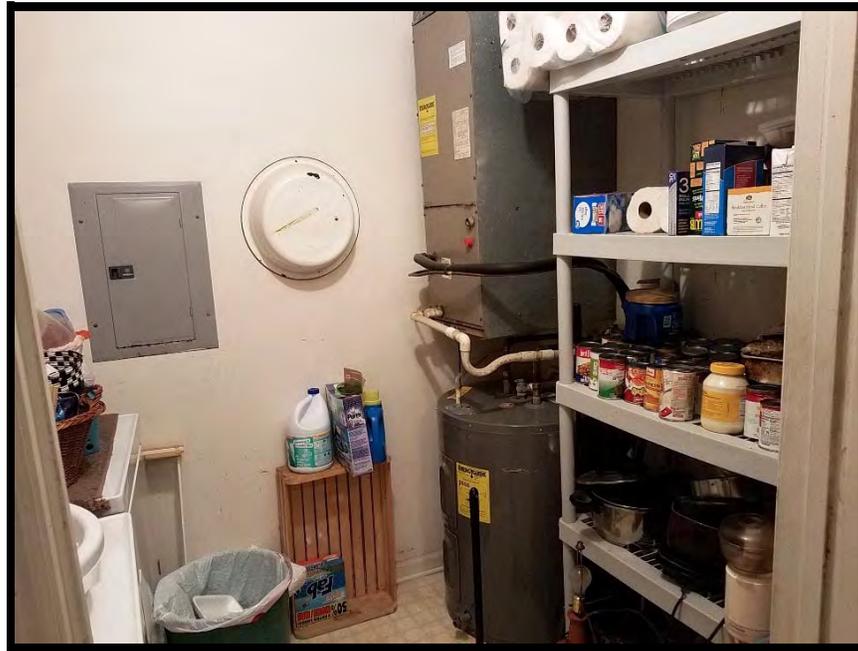
Kitchen view 1 - Typical One-Bedroom



Kitchen view 2 - Typical One-Bedroom



Typical Laundry/Storage Room view 1



Typical Laundry/Storage Room view 2



Bathroom - Typical One-Bedroom



Bedroom view 1 - Typical One-Bedroom



Bedroom view 2 - Typical One-Bedroom



Typical Living Room view 1



Typical Living Room view 2



Kitchen view 1 - One-Bedroom ADA Unit



Kitchen view 2 - One-Bedroom ADA Unit



Bedroom view 1 - One-Bedroom ADA Unit



Bedroom view 2 - One-Bedroom ADA Unit



Bathroom - One-Bedroom ADA Unit

5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.



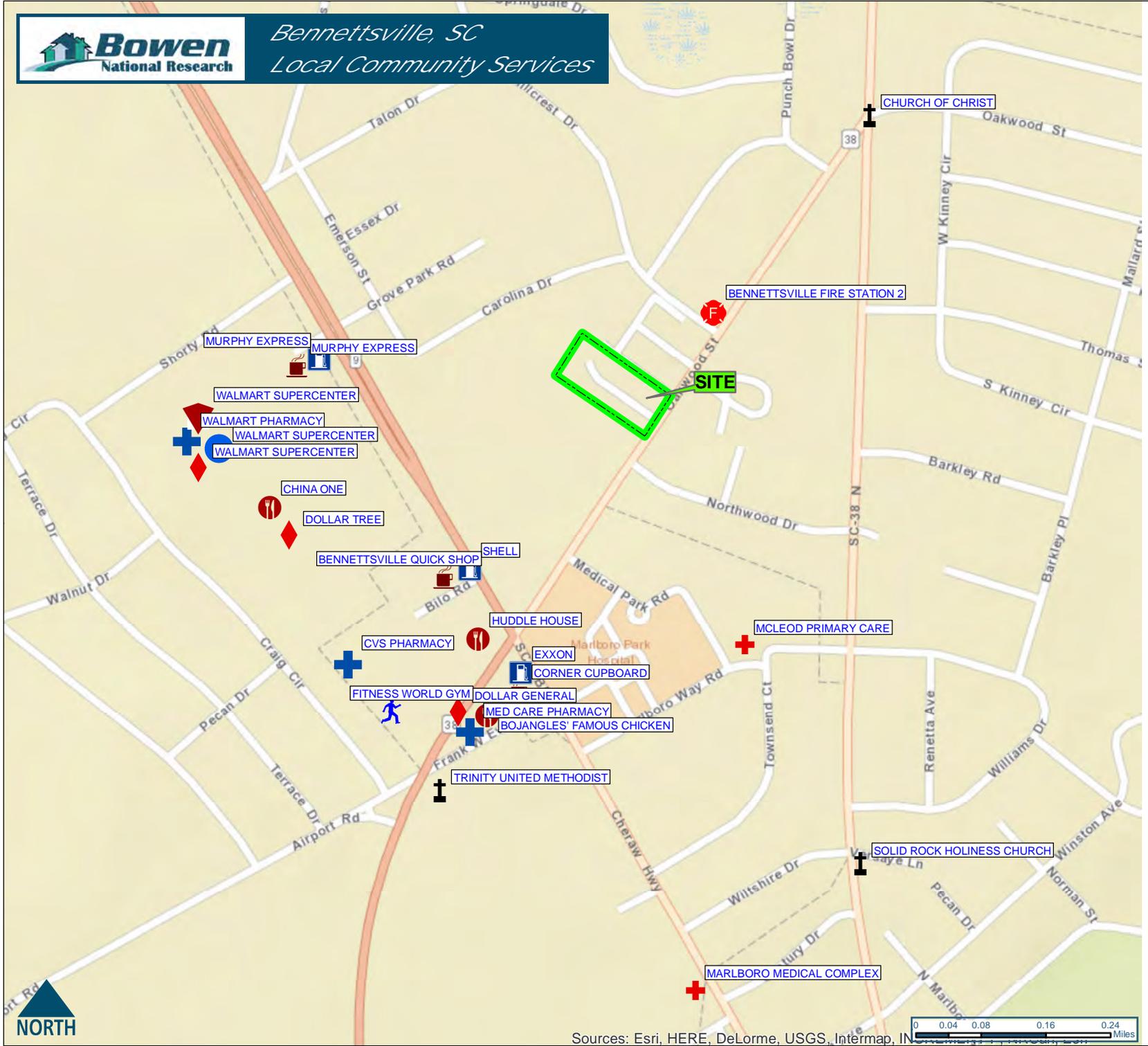
Bennettville, SC
Site Neighborhood

Legend
Site Area



NORTH
1:3,000

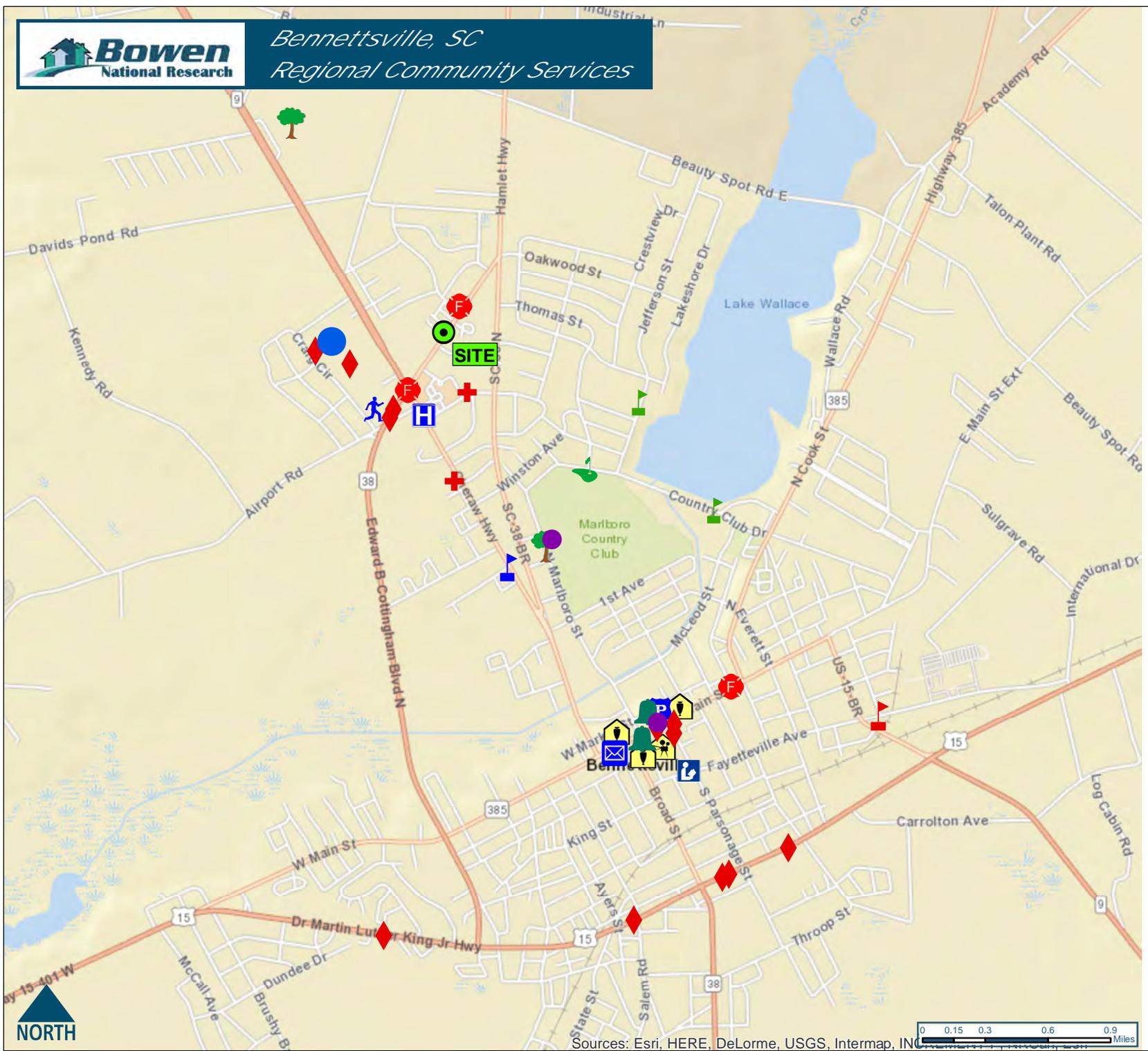
Source: Esri, DigitalGlobe, GeoEye, Earthstar Geographics, AeroGRID, IGN, and the GIS User Community
0 0.015 0.03 0.06 0.09 Miles



Legend

- Site area
- Church
- Convenience Store
- Fire
- Fitness Center
- Gas
- Grocery
- Medical Center
- Pharmacy
- Restaurant
- Shopping
- Employer 1000-5000





Legend

-  Site
-  Cinema
-  Elementary School
-  Fire
-  Fitness Center
-  Golf
-  High School
-  Hospital
-  Library
-  Medical Center
-  Middle School
-  Museum
-  Park
-  Police
-  Post Office
-  Recreation Center
-  Shopping
-  University
-  Employer 1000-5000



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

1:40,000

6. CRIME ISSUES

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

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

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

Total crime risk (156) for the Site ZIP code is above the national average (100) with an overall personal crime index of 255 and a property crime index of 142. Total crime risk (141) for Marlboro County is above the national average with indexes for personal and property crime of 235 and 127, respectively.

| | Crime Risk Index | |
|-----------------------|------------------|-----------------|
| | Site Zip Code | Marlboro County |
| Total Crime | 156 | 141 |
| Personal Crime | 255 | 235 |
| Murder | 300 | 252 |
| Rape | 85 | 91 |
| Robbery | 139 | 124 |
| Assault | 334 | 309 |
| Property Crime | 142 | 127 |
| Burglary | 177 | 173 |
| Larceny | 137 | 116 |
| Motor Vehicle Theft | 102 | 102 |

Source: Applied Geographic Solutions

As the preceding illustrates, the crime risk index reported for the Site Zip Code (156) is slightly higher than that reported for Marlboro County (141) as a whole. It is also important to reiterate that the subject project is existing and reports an occupancy rate of 100.0% while also maintaining a two-household waiting list for the next available unit. This is a clear indication that crime does not have any adverse impact on marketability of the subject project.

A map illustrating crime risk is on the following page.

7. ACCESS AND VISIBILITY

The subject site derives access from Oakwood Street, which also serves as State Route 38 and borders the site to the south and east. The major corridor in Bennettsville is State Route 9, a commercial corridor with light to moderate traffic patterns, which is accessible within just 0.2 miles of the subject site. In addition, U.S. Highway 15 can be accessed 2.6 miles southeast of the site. There is no fixed-route public transportation in Bennettsville. However, the Marlboro County Council on Aging provides an on-call transportation service to residents of the Bennettsville area, including the subject site. This is considered beneficial to the targeted senior population at the subject project.

The subject site maintains frontage and is clearly visible upon ingress along Oakwood Street. Visibility of the subject project is also enhanced by site signage located at the entrance to the subject site along Oakwood Street. The light tree line surrounding much of the site generally obstructs visibility of the subject site from all other directions. However, the limited visibility of the subject project is not expected to have any adverse impact on its continued marketability, as evidenced by the 100.0% occupancy rate and waitlist reported by the subject site.

8. VISIBLE OR ENVIRONMENTAL ISSUES

A small, blighted one-story building is located approximately 0.1 mile southwest of the subject site. However, a large area of undeveloped land buffers the subject site from this blighted structure. In addition, the 100.0% occupancy rate maintained at the subject project indicates that this structure has not had an adverse impact on the marketability of the subject site.

9. OVERALL SITE CONCLUSIONS

The subject site is located within a residential area of Bennettsville and fits well with surrounding land uses. The majority of residential structures within the site area are in good condition, though some lesser quality homes were observed throughout the area. Such structures are not uncommon throughout the rural Bennettsville and surrounding areas, however, and are not expected to have any adverse impact on the continued marketability of the subject project. This is further evident by the 100.0% occupancy rate reported at the existing subject project. Residents and visitors of the subject project are not expected to experience any delays upon ingress or egress, given the light vehicular traffic patterns observed within the immediate site neighborhood. In addition, State Route 9, the primary arterial roadway within the Bennettsville area, is accessible within just 0.2 miles of the subject site, further enhancing accessibility of the subject project. Visibility of subject is somewhat limited due to the light vehicular traffic within the area and tree line surrounding much of the subject project. The

subject site is clearly visible, however, upon ingress along Oakwood Street, which borders the site to the south and east. Site signage is also located at the entrance to the subject site, further enhancing visibility and awareness of the project. The site is within 1.0 mile of most area services, many of which are located along State Route 9, which is accessible within 0.2 miles of the site, as previously stated. Overall, we consider the subject site's location conducive to senior-oriented rental product, as evidenced by the 100.0% occupancy rate reported at the subject project. The subject site location is expected to have a positive impact on the continued marketability of the project following renovations.

D. Primary Market Area Delineation

The Primary Market Area (PMA) is the geographical area from which most of the support for the subject development is expected to continue to originate. The Bennettsville Site PMA was determined through interviews with management at the subject site, area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

Cathy Coddington is the Site Manager at Oakwood Manor Apartments (subject site). Ms. Coddington confirmed the Site PMA, stating that most of her tenants originated from Bennettsville and the surrounding towns within Marlboro County. She explained that Bennettsville is the county seat and attracts seniors from within the entire county. Ms. Coddington also added that individuals from neighboring counties usually stay within their respective county lines when searching for housing and those towns and cities are relatively far from Bennettsville.

Emily Hall is the Property Manager at Lakeside Apartments (Map ID 3). Ms. Hall stated that the majority of support for her property comes from Bennettsville and the smaller areas within Marlboro County. She added that the property advertises locally and throughout the county. Ms. Hall added that it is unlikely the subject project would attract seniors from areas outside of the county, as seniors outside Marlboro County would not typically relocate to Bennettsville, as they would need to become accustomed to different community services.

The Bennettsville Site PMA includes all of Bennettsville and the surrounding towns and unincorporated areas of Marlboro County. The boundaries of the Site PMA consist of all of Marlboro County.

The boundaries of the subject site extend approximately 11.5 miles north, 14.1 miles east, 23.8 miles south and 11.9 miles west.

The Site PMA includes all, or portions, of the following Census Tracts:

| | | | |
|------|------|----------|---------|
| 9601 | 9602 | *9603.01 | 9603.02 |
| 9604 | 9605 | 9606 | - |

*Subject site location

We recognize that the subject project will likely receive some support from senior residents relocating to the area from areas outside the Site PMA, likely to be closer to family in the area or to return the area in which they previously resided. However, this support base is expected to be minimal. Considering that Bennettsville is the

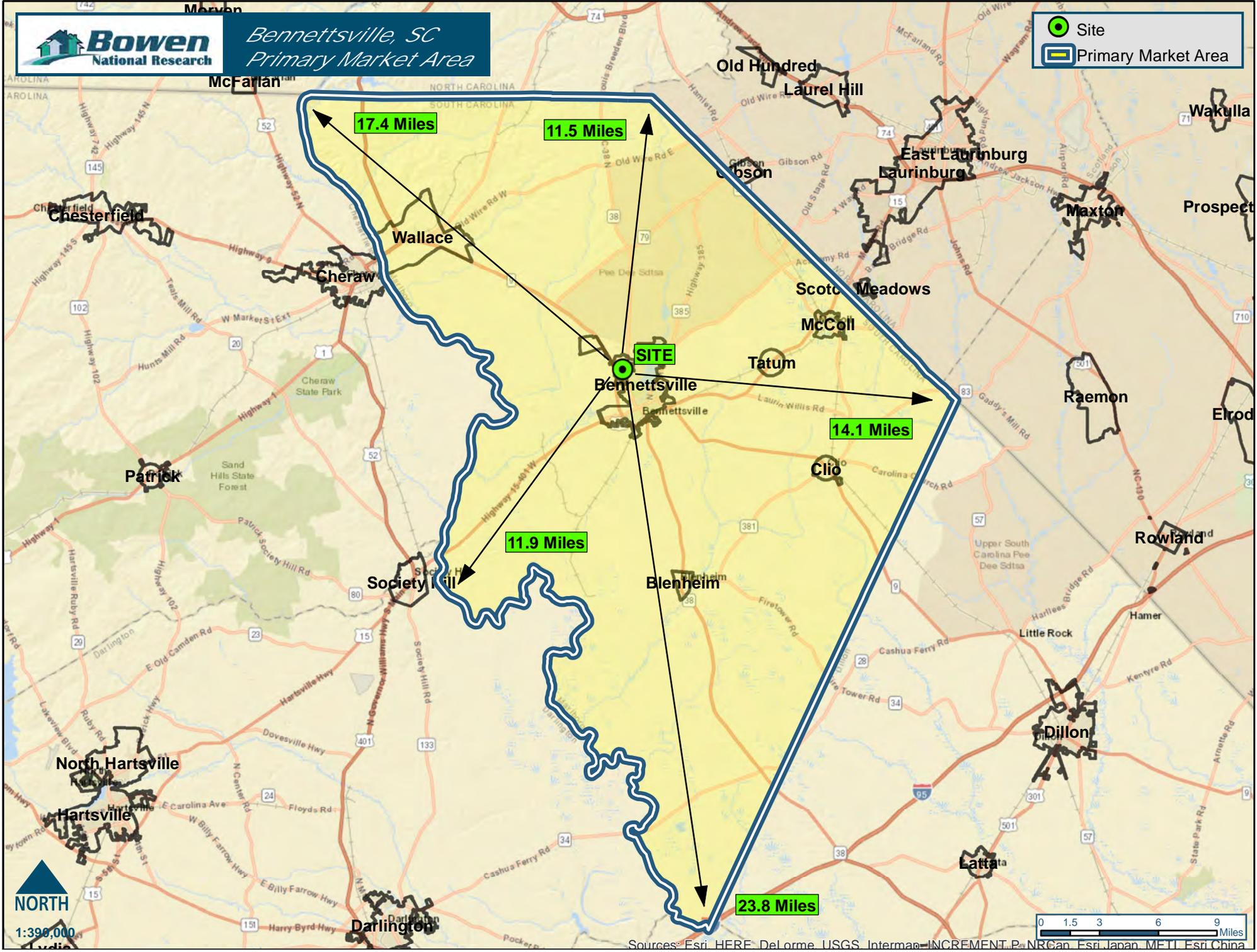
county seat of Marlboro County, and according to interviews with area leasing agents, the subject project will likely receive the most of its support from within Marlboro County. We have not considered any secondary market area in this report.

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



Bennettsville, SC Primary Market Area

- Site
- Primary Market Area



NORTH
1:390,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri China

E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

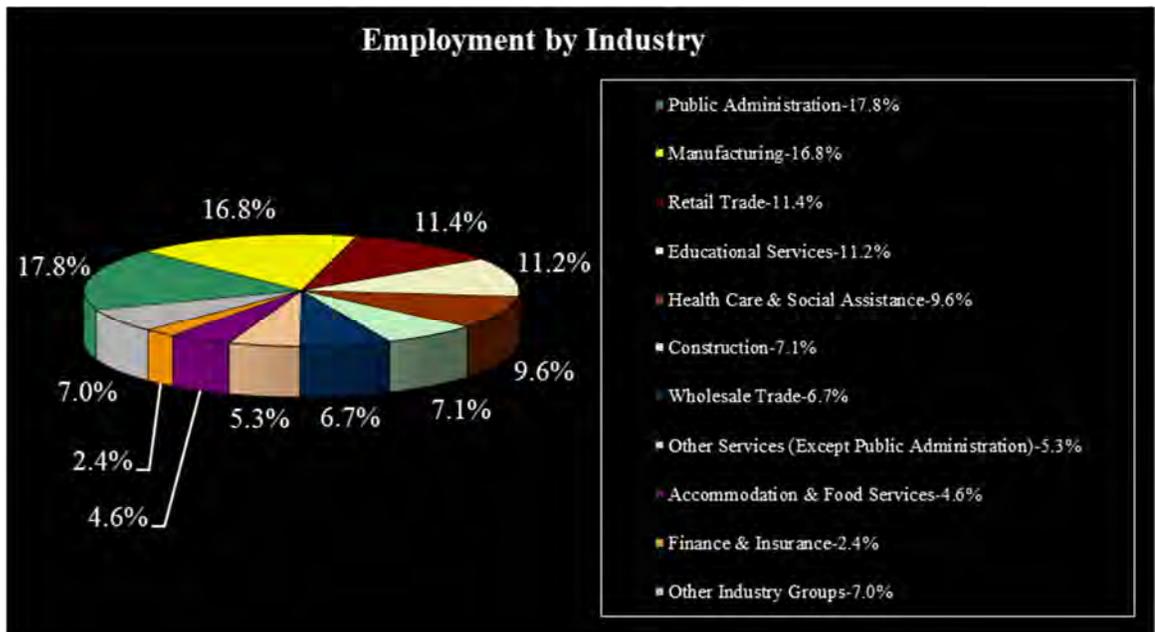
The labor force within the Bennettsville Site PMA is based primarily in four sectors. Public Administration (which comprises 17.8%), Manufacturing, Retail Trade and Educational Services comprise over 57% of the Site PMA labor force. Employment in the Bennettsville Site PMA, as of 2017, was distributed as follows:

| NAICS Group | Establishments | Percent | Employees | Percent | E.P.E. |
|--|----------------|---------------|--------------|---------------|-------------|
| Agriculture, Forestry, Fishing & Hunting | 16 | 2.0% | 159 | 1.8% | 9.9 |
| Mining | 0 | 0.0% | 0 | 0.0% | 0.0 |
| Utilities | 1 | 0.1% | 4 | 0.0% | 4.0 |
| Construction | 18 | 2.3% | 628 | 7.1% | 34.9 |
| Manufacturing | 17 | 2.2% | 1,481 | 16.8% | 87.1 |
| Wholesale Trade | 24 | 3.1% | 593 | 6.7% | 24.7 |
| Retail Trade | 154 | 19.6% | 1,006 | 11.4% | 6.5 |
| Transportation & Warehousing | 23 | 2.9% | 107 | 1.2% | 4.7 |
| Information | 9 | 1.1% | 84 | 1.0% | 9.3 |
| Finance & Insurance | 46 | 5.9% | 211 | 2.4% | 4.6 |
| Real Estate & Rental & Leasing | 38 | 4.8% | 116 | 1.3% | 3.1 |
| Professional, Scientific & Technical Services | 20 | 2.5% | 66 | 0.7% | 3.3 |
| Management of Companies & Enterprises | 0 | 0.0% | 0 | 0.0% | 0.0 |
| Administrative, Support, Waste Management & Remediation Services | 8 | 1.0% | 45 | 0.5% | 5.6 |
| Educational Services | 26 | 3.3% | 987 | 11.2% | 38.0 |
| Health Care & Social Assistance | 66 | 8.4% | 845 | 9.6% | 12.8 |
| Arts, Entertainment & Recreation | 7 | 0.9% | 30 | 0.3% | 4.3 |
| Accommodation & Food Services | 47 | 6.0% | 409 | 4.6% | 8.7 |
| Other Services (Except Public Administration) | 145 | 18.4% | 465 | 5.3% | 3.2 |
| Public Administration | 111 | 14.1% | 1,573 | 17.8% | 14.2 |
| Nonclassifiable | 10 | 1.3% | 9 | 0.1% | 0.9 |
| Total | 786 | 100.0% | 8,818 | 100.0% | 11.2 |

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

E.P.E. - Average Employees Per Establishment

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



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

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

| Typical Wage by Occupation Type | | |
|--|---|----------------|
| Occupation Type | Pee Dee South Carolina Nonmetropolitan Area | South Carolina |
| Management Occupations | \$77,700 | \$97,100 |
| Business and Financial Occupations | \$55,530 | \$60,870 |
| Computer and Mathematical Occupations | \$52,830 | \$71,730 |
| Architecture and Engineering Occupations | \$68,930 | \$75,400 |
| Community and Social Service Occupations | \$36,790 | \$40,890 |
| Art, Design, Entertainment and Sports Medicine Occupations | \$31,440 | \$45,220 |
| Healthcare Practitioners and Technical Occupations | \$66,490 | \$73,440 |
| Healthcare Support Occupations | \$24,080 | \$27,260 |
| Protective Service Occupations | \$34,770 | \$37,080 |
| Food Preparation and Serving Related Occupations | \$19,550 | \$20,930 |
| Building and Grounds Cleaning and Maintenance Occupations | \$23,410 | \$23,550 |
| Personal Care and Service Occupations | \$22,410 | \$23,030 |
| Sales and Related Occupations | \$27,020 | \$32,820 |
| Office and Administrative Support Occupations | \$30,270 | \$33,530 |
| Construction and Extraction Occupations | \$34,880 | \$38,950 |
| Installation, Maintenance and Repair Occupations | \$38,210 | \$42,510 |
| Production Occupations | \$35,210 | \$37,070 |
| Transportation and Moving Occupations | \$29,860 | \$32,000 |

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

Most annual blue-collar salaries range from \$19,550 to \$38,210 within the Pee Dee South Carolina Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$64,296. It is important to note that most occupational types within the Pee Dee South Carolina Nonmetropolitan Area have slightly lower typical wages than the state of South Carolina's typical wages. The subject project will, however, be restricted to senior households (age 62 and older), many of which will likely be retired and thus unaffected by typical wages within the area. Regardless, the area employment base appears to have a significant number of occupations which have lower wages conducive to affordable rental housing such as that proposed at the subject project.

3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Marlboro County area comprise a total of 3,609 employees and are summarized as follows:

| Employer Name | Business Type | City | Total Employed |
|--|------------------------------|---------------|----------------|
| Mohawk Industries-Oak River Mill | Yarn Manufacturing | Bennettsville | 950 |
| Marlboro County Public School District | Public Schools | Bennettsville | 654 |
| Marley Engineered Products | Heating/Ventilation Products | Bennettsville | 408 |
| Domtar Paper Company | Fine Paper | Tatum | 340 |
| Federal Correctional Institution | Federal Prison | Bennettsville | 302 |
| Marlboro County Government | County Government | Bennettsville | 206 |
| SOPAKCO Packaging | Food Processing | Bennettsville | 205 |
| Evans Correctional | State Prison | Bennettsville | 202 |
| Arauco Carolina Particleboard | Particleboard | Bennettsville | 187 |
| Walmart | Retail | Bennettsville | 155 |
| Total | | | 3,609 |

Source: Marlboro County Economic Development Partnership (2017)

Despite multiple attempts, we were unsuccessful in our attempts to contact local economic development representatives regarding local economic conditions. The following information was obtained throughout extensive online research.

- Harbor Freight Tools began construction on a new expansion to their distribution facility in December 2017. The new \$200 million facility, featuring one million square feet of space, will add 500 new jobs to the area upon its expected completion in early 2019. This expansion is taking place in Dillon County (adjacent to Marlboro county) and, according to in-place employment trends detailed later in this section of the report, will likely improve the local employment base.

Online research has shown that there have been no major changes to the Marlboro County infrastructure.

WARN (layoff notices):

According to the South Carolina Department of Employment & Workforce, there have been no WARN notices of large-scale layoffs/closures reported for Marlboro County since November 2016.

4. EMPLOYMENT TRENDS

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

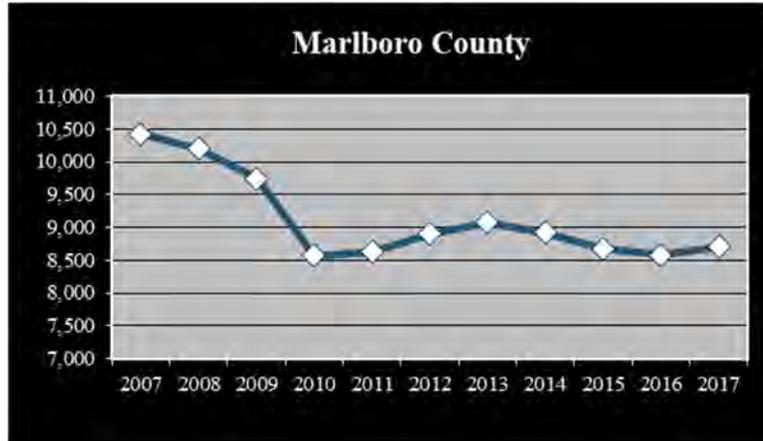
Excluding 2017, the employment base has declined by 3.6% over the past five years in Marlboro County, while the state of South Carolina increased by 10.1%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Marlboro County, South Carolina and the United States.

| Year | Total Employment | | | | | |
|-------|------------------|----------------|----------------|----------------|---------------|----------------|
| | Marlboro County | | South Carolina | | United States | |
| | Total Number | Percent Change | Total Number | Percent Change | Total Number | Percent Change |
| 2007 | 10,426 | - | 2,005,686 | - | 146,388,400 | - |
| 2008 | 10,200 | -2.2% | 1,996,409 | -0.5% | 146,047,748 | -0.2% |
| 2009 | 9,739 | -4.5% | 1,910,670 | -4.3% | 140,696,560 | -3.7% |
| 2010 | 8,567 | -12.0% | 1,915,045 | 0.2% | 140,469,139 | -0.2% |
| 2011 | 8,632 | 0.8% | 1,945,900 | 1.6% | 141,791,255 | 0.9% |
| 2012 | 8,900 | 3.1% | 1,985,618 | 2.0% | 143,621,634 | 1.3% |
| 2013 | 9,075 | 2.0% | 2,026,666 | 2.1% | 144,996,474 | 1.0% |
| 2014 | 8,923 | -1.7% | 2,081,511 | 2.7% | 147,403,607 | 1.7% |
| 2015 | 8,680 | -2.7% | 2,134,637 | 2.6% | 149,648,686 | 1.5% |
| 2016 | 8,579 | -1.2% | 2,186,740 | 2.4% | 152,001,644 | 1.6% |
| 2017* | 8,703 | 1.4% | 2,225,498 | 1.8% | 154,212,518 | 1.5% |

Source: Department of Labor; Bureau of Labor Statistics

*Through November



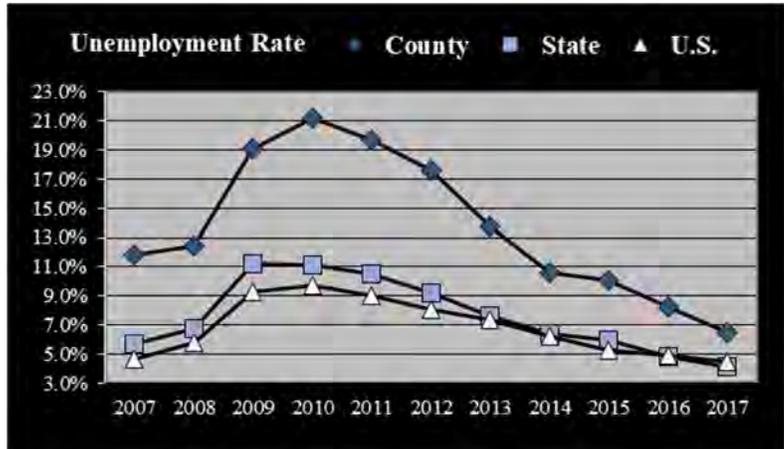
As the preceding illustrates, the Marlboro County employment base has declined by 1,859 jobs or 17.8%, between 2007 and 2010, likely as a result from the national recession. However, the county’s employment base has remained relatively stable since 2010 generally increasing by 136 jobs, or 1.6%, through November 2017.

Unemployment rates for Marlboro County, the state of South Carolina and the United States are illustrated as follows:

| Year | Total Unemployment | | | | | |
|-------|--------------------|----------------|----------------|----------------|---------------|----------------|
| | Marlboro County | | South Carolina | | United States | |
| | Total Number | Percent Change | Total Number | Percent Change | Total Number | Percent Change |
| 2007 | 1,406 | 11.9% | 120,205 | 5.7% | 7,190,052 | 4.7% |
| 2008 | 1,459 | 12.5% | 145,823 | 6.8% | 9,059,270 | 5.8% |
| 2009 | 2,297 | 19.1% | 242,075 | 11.3% | 14,430,158 | 9.3% |
| 2010 | 2,304 | 21.2% | 240,623 | 11.2% | 15,070,017 | 9.7% |
| 2011 | 2,116 | 19.7% | 229,623 | 10.6% | 14,035,049 | 9.0% |
| 2012 | 1,899 | 17.6% | 201,260 | 9.2% | 12,691,553 | 8.1% |
| 2013 | 1,451 | 13.8% | 167,647 | 7.6% | 11,631,863 | 7.4% |
| 2014 | 1,054 | 10.6% | 143,151 | 6.4% | 9,783,040 | 6.2% |
| 2015 | 973 | 10.1% | 135,746 | 6.0% | 8,427,196 | 5.3% |
| 2016 | 771 | 8.2% | 111,067 | 4.8% | 7,861,185 | 4.9% |
| 2017* | 604 | 6.5% | 96,283 | 4.2% | 7,243,649 | 4.5% |

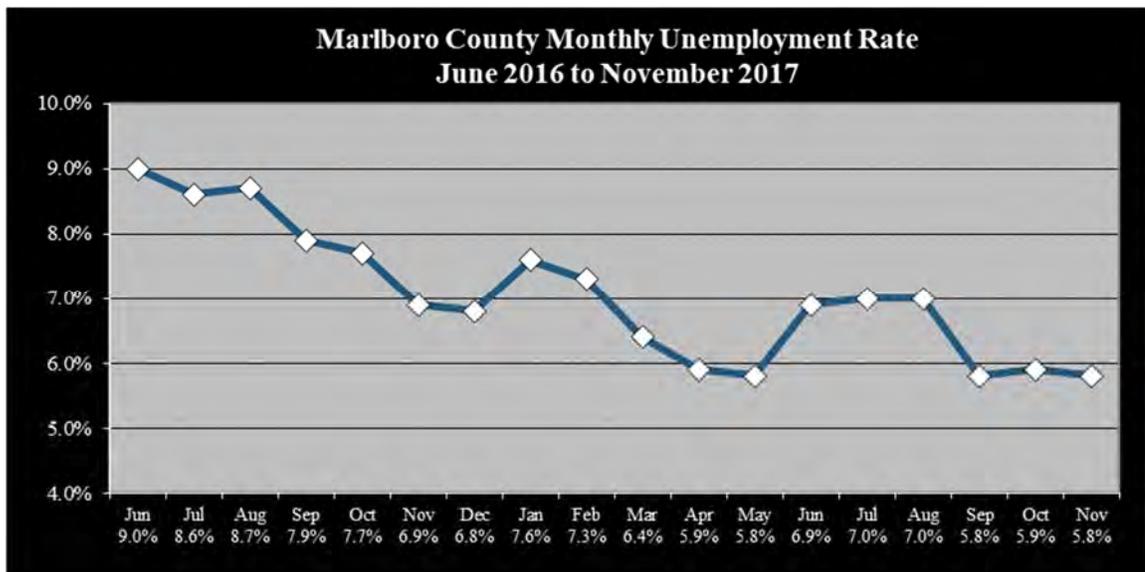
Source: Department of Labor; Bureau of Labor Statistics

*Through November



The unemployment rate in Marlboro County has ranged between 6.5% and 21.2%, well above the state average since 2007. It should be noted that the unemployment rate increased by more than nine percentage points between 2007 and 2010, which is relatively consistent with trends experienced by much of the country during the national recession. Notably, the Marlboro County unemployment rate has consistently declined over the preceding seven-year period and is currently at a significant ten-year low of 6.5% (through November 2017). These trends are positive and showing signs of a stable and growing economy within Marlboro County.

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



As the preceding table illustrates, despite fluctuations, the Marlboro County unemployment rate has generally trended downward, decreasing from a rate of 9.0% in June 2016 to a rate of 5.8% in November 2017.

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

| In-Place Employment Marlboro County | | | |
|-------------------------------------|------------|--------|----------------|
| Year | Employment | Change | Percent Change |
| 2007 | 7,443 | - | - |
| 2008 | 7,330 | -113 | -1.5% |
| 2009 | 6,952 | -378 | -5.2% |
| 2010 | 6,625 | -327 | -4.7% |
| 2011 | 6,671 | 46 | 0.7% |
| 2012 | 6,904 | 233 | 3.5% |
| 2013 | 7,021 | 117 | 1.7% |
| 2014 | 6,876 | -145 | -2.1% |
| 2015 | 6,739 | -137 | -2.0% |
| 2016 | 6,639 | -100 | -1.5% |
| 2017* | 6,654 | 15 | 0.2% |

Source: Department of Labor, Bureau of Labor Statistics

*Through June

Data for 2016, the most recent year that year-end figures are available, indicates in-place employment in Marlboro County to be 77.4% of the total Marlboro County employment. This means that Marlboro County has more employed persons leaving the county for daytime employment than those who work in the county.

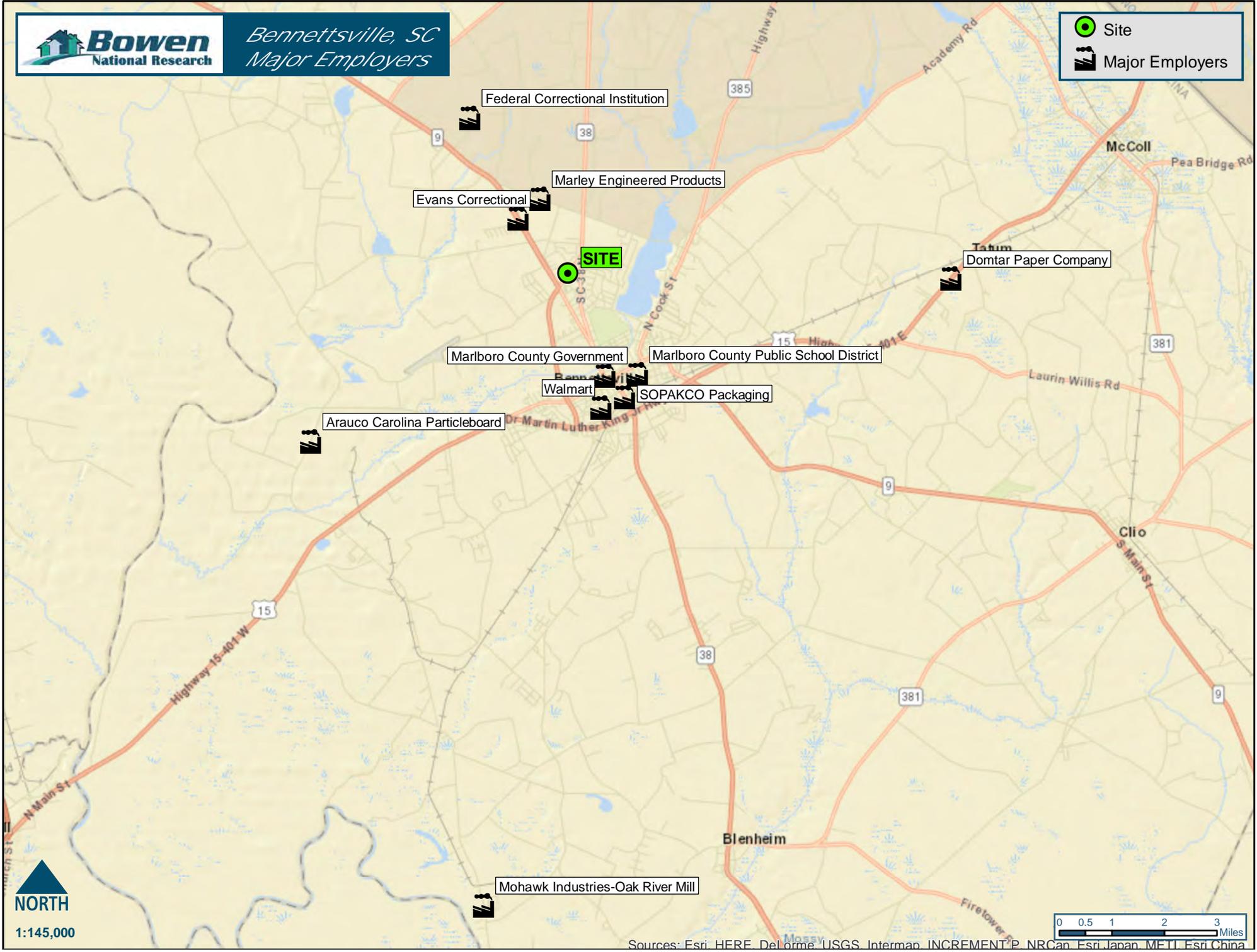
5. EMPLOYMENT CENTERS MAP

A map illustrating the location of the area's largest employers is included on the following page.



*Bennettsville, SC
Major Employers*

● Site
■ Major Employers



NORTH

1:145,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

6. COMMUTING PATTERNS

Based on the American Community Survey (2011-2015), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

| Mode of Transportation | Workers Age 16+ | |
|------------------------|-----------------|---------|
| | Number | Percent |
| Drove Alone | 7,956 | 84.4% |
| Carpooled | 1,083 | 11.5% |
| Public Transit | 40 | 0.4% |
| Walked | 140 | 1.5% |
| Other Means | 64 | 0.7% |
| Worked at Home | 141 | 1.5% |
| Total | 9,424 | 100.0% |

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

Over 84% of all workers drove alone, 11.5% carpooled and only 0.4% used public transportation.

Typical travel times to work for the Site PMA residents are illustrated as follows:

| Travel Time | Workers Age 16+ | |
|----------------------|-----------------|---------|
| | Number | Percent |
| Less Than 15 Minutes | 2,804 | 29.8% |
| 15 to 29 Minutes | 3,306 | 35.1% |
| 30 to 44 Minutes | 1,708 | 18.1% |
| 45 to 59 Minutes | 721 | 7.7% |
| 60 or More Minutes | 744 | 7.9% |
| Worked at Home | 141 | 1.5% |
| Total | 9,424 | 100.0% |

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

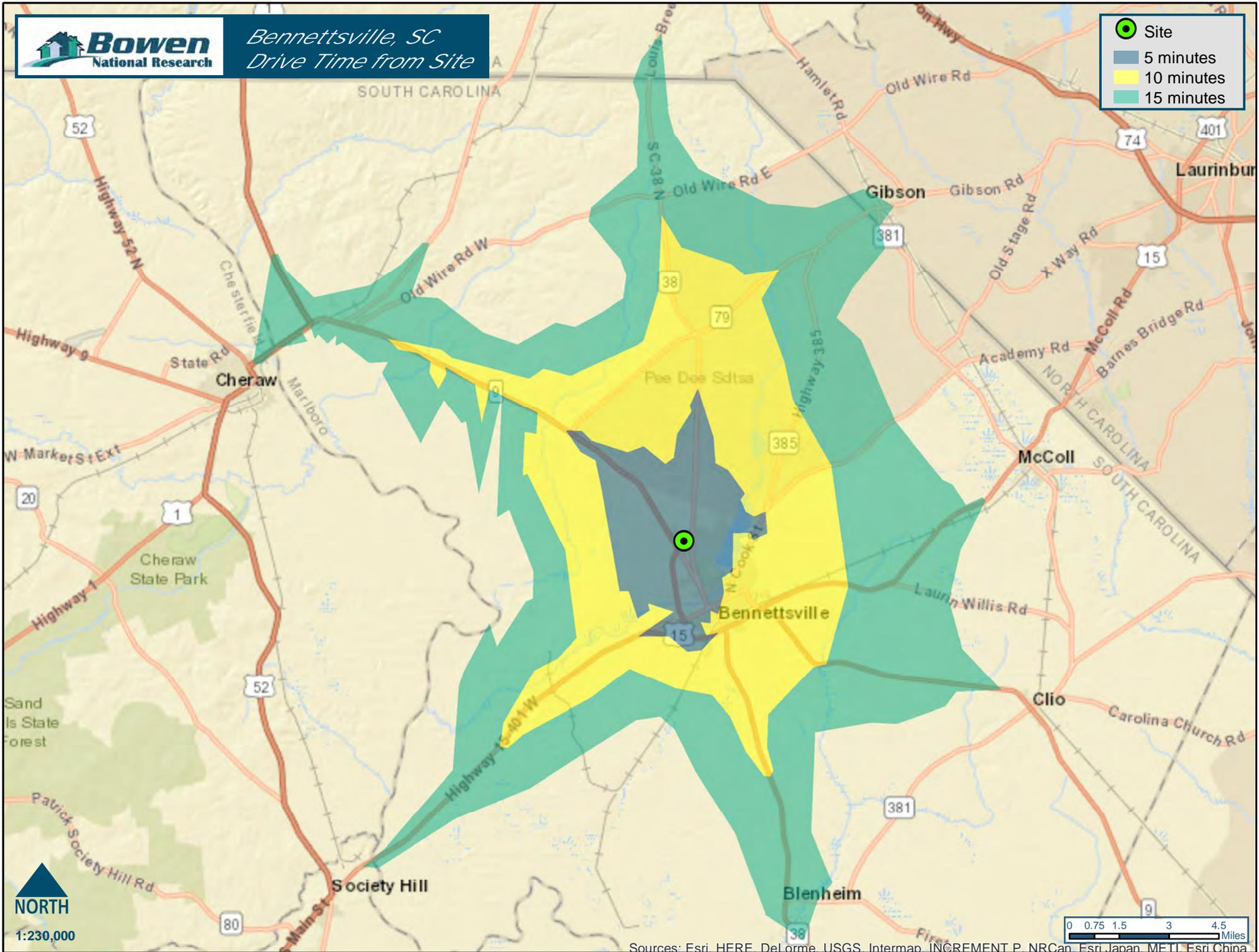
The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 15-minute drive to most of the area's largest employers, which should contribute to the project's marketability. A drive-time map for the subject site is on the following page.



Bennettsville, SC

Drive Time from Site

- Site
- 5 minutes
- 10 minutes
- 15 minutes



NORTH
1:230,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri China

7. ECONOMIC FORECAST AND HOUSING IMPACT

The economic climate within Marlboro County has historically been worse than state and national averages. Since 2007, the unemployment rate has been substantially higher in Marlboro County versus the state of South Carolina and the United States. However, the unemployment rate in Marlboro County experienced signs of stabilization, as it has steadily decreased over the last seven-year period to a ten-year low of 6.5% (through November 2017). Further, the county's employment base generally declined between 2007 and 2010, decreasing by 1,859 jobs, or 17.8%. On a positive note, the employment base within the county has been expanding since 2013, increasing by a total of 136 jobs, or 1.6%. Nonetheless, considering the stabilizing unemployment rate, the need for affordable housing within the area will continue to grow. Based on the preceding factors, we expect the Marlboro County economy will continue to experience positive growth for the foreseeable future, which will contribute to the strength of the local housing market. It is also important to reiterate, however, that the subject project will be restricted to senior households (age 62 and older), many of which will likely be retired and living on fixed-incomes. Considering the projected demographic growth among this targeted senior demographic within the Site PMA, demand for affordable senior-oriented housing alternatives is expected to remain high regardless of economic conditions within the area.

F. Community Demographic Data

The following demographic data relates to the Site PMA. It is important to note that not all 2020 projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the 2020 projections do not vary more than 1.0%.

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2000, 2010, 2017 (estimated) and 2020 (projected) are summarized as follows:

| | Year | | | |
|-------------------|------------------|------------------|---------------------|---------------------|
| | 2000 (Census) | 2010 (Census) | 2017 (Estimated) | 2020 (Projected) |
| Population | 28,818 | 28,933 | 28,023 | 27,415 |
| Population Change | - | 115 | -910 | -608 |
| Percent Change | - | 0.4% | -3.1% | -2.2% |

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

The Bennettsville Site PMA population base increased by 115 between 2000 and 2010. This represents a 0.4% increase over the 2000 population, or an annual rate of less than 0.01%. Between 2010 and 2017, the population declined by 910, or 3.1%. It is projected that the population will decline by 608, or 2.2%, between 2017 and 2020. Although the population is projected to decline, it will do so at a slower rate than previous years, indicative of a stabilizing population base.

Based on the 2010 Census, the population residing in group-quarters is represented by 11.3% of the Site PMA population, as demonstrated in the following table:

| | Number | Percent |
|----------------------------------|--------|---------|
| Population in Group Quarters | 3,266 | 11.3% |
| Population not in Group Quarters | 25,667 | 88.7% |
| Total Population | 28,933 | 100.0% |

Source: 2010 Census

b. Population by Age Group

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

| Population by Age | 2010 (Census) | | 2017 (Estimated) | | 2020 (Projected) | | Change 2017-2020 | |
|-------------------|---------------|---------|------------------|---------|------------------|---------|------------------|---------|
| | Number | Percent | Number | Percent | Number | Percent | Number | Percent |
| 19 & Under | 6,991 | 24.2% | 6,038 | 21.5% | 5,860 | 21.4% | -178 | -2.9% |
| 20 to 24 | 1,769 | 6.1% | 1,692 | 6.0% | 1,533 | 5.6% | -159 | -9.4% |
| 25 to 34 | 4,173 | 14.4% | 4,355 | 15.5% | 4,084 | 14.9% | -271 | -6.2% |
| 35 to 44 | 4,065 | 14.0% | 3,771 | 13.5% | 3,717 | 13.6% | -54 | -1.4% |
| 45 to 54 | 4,375 | 15.1% | 3,787 | 13.5% | 3,560 | 13.0% | -227 | -6.0% |
| 55 to 64 | 3,781 | 13.1% | 3,870 | 13.8% | 3,811 | 13.9% | -59 | -1.5% |
| 65 to 74 | 2,243 | 7.8% | 2,921 | 10.4% | 3,067 | 11.2% | 146 | 5.0% |
| 75 & Over | 1,536 | 5.3% | 1,589 | 5.7% | 1,782 | 6.5% | 193 | 12.1% |
| Total | 28,933 | 100.0% | 28,023 | 100.0% | 27,415 | 100.0% | -608 | -2.2% |

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

The subject project is restricted to seniors age 62 and older, thus the primary group of potential renters at the subject project is the 65 and older age cohort. As the preceding illustrates, more than 15.0% of the total population was estimated to be within this primary age cohort in 2017. This age cohort is also projected to increase in population between 2017 and 2020, by a total of 339, or 7.5%.

c. Elderly and Non-Elderly Population

The subject project will be restricted to senior renters age 62 and older. The following compares the PMA's elderly (age 62+) and non-elderly population.

| Population Type | Year | | |
|-------------------|---------------|------------------|------------------|
| | 2010 (Census) | 2017 (Estimated) | 2020 (Projected) |
| Elderly (Age 62+) | 4,863 | 5,630 | 5,986 |
| Non-Elderly | 24,070 | 22,393 | 21,429 |
| Total | 28,933 | 28,023 | 27,415 |

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

The elderly population (age 62+) is projected to increase by 356, or 6.3%, between 2017 and 2020. This increase among the targeted age cohort will likely increase the demand of senior-oriented housing.

d. Special Needs Population

The subject project will not offer special needs units. Therefore, we have not provided any population data regarding special needs populations.

e. Minority Concentrations

As requested by SCSHFDA, we have provided data regarding the composition of minorities within the site Census Tract. The following table compares the concentration of minorities in the state of South Carolina to the site Census Tract.

| Minority Group | Statewide Share | Equal To or Greater Than | Site Census Tract Share |
|--|-----------------|--------------------------|-------------------------|
| Total Minority Population | 33.8% | 33.8% + 20.0% = 53.8% | 57.7% |
| Black or African American | 27.9% | 27.9% + 20.0% = 47.9% | 56.5% |
| American Indian and Alaska Native | 0.4% | 0.4% + 20.0% = 20.4% | 1.5% |
| Asian | 1.3% | 1.3% + 20.0% = 21.3% | 0.8% |
| Native Hawaiian and Other Pacific Islander | 0.1% | 0.1% + 20.0% = 20.1% | 0.3% |
| Hispanic or Latino | 5.1% | 5.1% + 20.0% = 25.1% | 0.4% |

Source: U.S. Census Bureau, 2010 Census

Based on the data in the preceding table, the site is not located within a Census Tract that is dominated by any particular minority group.

2. HOUSEHOLD TRENDS

a. Total Households

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

| | Year | | | |
|------------------|------------------|------------------|---------------------|---------------------|
| | 2000 (Census) | 2010 (Census) | 2017 (Estimated) | 2020 (Projected) |
| Households | 10,478 | 10,383 | 10,089 | 9,857 |
| Household Change | - | -95 | -294 | -232 |
| Percent Change | - | -0.9% | -2.8% | -2.3% |
| Household Size | 2.75 | 2.79 | 2.45 | 2.45 |

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

Within the Bennettsville Site PMA, households declined by 95 (0.9%) between 2000 and 2010. Between 2010 and 2017, households declined by 294, or 2.8%. By 2020, there will be 9,857 households, a decline of 232 households, or 2.3%, over 2017 levels. This is a decline of approximately 77 households annually over the next three years. Similar to population trends, this household decline is doing so at a slower rate and is indicative of a stabilizing household base.

b. Households by Tenure

Households by tenure for 2010, 2017 (estimated) and 2020 (projected) are distributed as follows:

| Tenure | 2010 (Census) | | 2017 (Estimated) | | 2020 (Projected) | |
|-----------------|---------------|---------|------------------|---------|------------------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| Owner-Occupied | 6,797 | 65.5% | 6,604 | 65.5% | 6,449 | 65.4% |
| Renter-Occupied | 3,586 | 34.5% | 3,485 | 34.5% | 3,408 | 34.6% |
| Total | 10,383 | 100.0% | 10,089 | 100.0% | 9,857 | 100.0% |

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

In 2017, homeowners occupied 65.5% of all occupied housing units, while the remaining 34.5% were occupied by renters. The share of renters is relatively high for a rural market and represents a good base of potential support in the market for the subject development.

Households by tenure for those age 62 and older in 2010, 2017 (estimated) and 2020 (projected) are distributed as follows:

| Tenure Age 62+ | 2010 (Census) | | 2017 (Estimated) | | 2020 (Projected) | |
|-----------------|---------------|---------|------------------|---------|------------------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| Owner-Occupied | 2,709 | 81.5% | 3,020 | 81.4% | 3,138 | 81.3% |
| Renter-Occupied | 613 | 18.5% | 690 | 18.6% | 721 | 18.7% |
| Total | 3,322 | 100.0% | 3,710 | 100.0% | 3,858 | 100.0% |

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

A total of 690 (18.6%) of all households age 62 and older within the Site PMA were renters in 2017. The share of senior renters is considered typical for a rural market, such as the Bennettsville Site PMA, and it is of note that senior renter-occupied households are projected to increase by 31, or 4.5%, between 2017 and 2020.

c. Households by Income

The distribution of households by income age 62 and older within the Bennettsville Site PMA is summarized as follows:

| Household Income 62+ | 2010 (Census) | | 2017 (Estimated) | | 2020 (Projected) | |
|------------------------|---------------|---------|------------------|---------|------------------|---------|
| | Households | Percent | Households | Percent | Households | Percent |
| Less Than \$15,000 | 1,002 | 30.2% | 1,041 | 28.1% | 1,098 | 28.5% |
| \$15,000 to \$24,999 | 908 | 27.3% | 823 | 22.2% | 821 | 21.3% |
| \$25,000 to \$34,999 | 347 | 10.4% | 531 | 14.3% | 542 | 14.0% |
| \$35,000 to \$49,999 | 303 | 9.1% | 486 | 13.1% | 509 | 13.2% |
| \$50,000 to \$74,999 | 505 | 15.2% | 446 | 12.0% | 492 | 12.7% |
| \$75,000 to \$99,999 | 126 | 3.8% | 180 | 4.9% | 196 | 5.1% |
| \$100,000 to \$149,999 | 109 | 3.3% | 162 | 4.4% | 162 | 4.2% |
| \$150,000 to \$199,999 | 21 | 0.6% | 18 | 0.5% | 17 | 0.4% |
| \$200,000 & Over | 1 | 0.0% | 23 | 0.6% | 22 | 0.6% |
| Total | 3,322 | 100.0% | 3,710 | 100.0% | 3,858 | 100.0% |
| Median Income | \$22,258 | | \$24,891 | | \$25,183 | |

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

In 2010, the median household income for households age 62 and older was \$22,258. This increased by 11.8% to \$24,891 in 2017. By 2020, it is projected that the median household income will be \$25,183, an increase of 1.2% over 2017.

d. Average Household Size

Information regarding average household size is considered in 2. a. *Total Households* of this section.

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for age 62 and older for 2010, 2017 and 2020 for the Bennettsville Site PMA:

| Renter Age 62+ Households | 2010 (Census) | | | | | |
|---------------------------|---------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 221 | 41 | 24 | 24 | 15 | 326 |
| \$15,000 to \$24,999 | 119 | 25 | 15 | 14 | 9 | 182 |
| \$25,000 to \$34,999 | 19 | 5 | 4 | 4 | 2 | 33 |
| \$35,000 to \$49,999 | 23 | 7 | 4 | 4 | 2 | 39 |
| \$50,000 to \$74,999 | 18 | 4 | 3 | 3 | 1 | 30 |
| \$75,000 to \$99,999 | 1 | 0 | 0 | 0 | 0 | 2 |
| \$100,000 to \$149,999 | 1 | 0 | 0 | 0 | 0 | 1 |
| \$150,000 to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200,000 & Over | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 403 | 84 | 50 | 48 | 29 | 613 |

Source: ESRI; Urban Decision Group

| Renter Age 62+ Households | 2017 (Estimated) | | | | | |
|---------------------------|------------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 246 | 56 | 31 | 24 | 19 | 377 |
| \$15,000 to \$24,999 | 132 | 30 | 17 | 13 | 9 | 201 |
| \$25,000 to \$34,999 | 34 | 10 | 5 | 4 | 2 | 56 |
| \$35,000 to \$49,999 | 21 | 5 | 3 | 3 | 1 | 34 |
| \$50,000 to \$74,999 | 7 | 1 | 1 | 1 | 0 | 10 |
| \$75,000 to \$99,999 | 3 | 0 | 0 | 0 | 0 | 4 |
| \$100,000 to \$149,999 | 3 | 1 | 0 | 0 | 0 | 5 |
| \$150,000 to \$199,999 | 1 | 0 | 0 | 0 | 0 | 2 |
| \$200,000 & Over | 2 | 0 | 0 | 0 | 0 | 3 |
| Total | 450 | 104 | 58 | 46 | 33 | 690 |

Source: ESRI; Urban Decision Group

| Renter Age 62+ Households | 2020 (Projected) | | | | | |
|---------------------------|------------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 260 | 58 | 32 | 24 | 18 | 391 |
| \$15,000 to \$24,999 | 132 | 30 | 17 | 12 | 9 | 200 |
| \$25,000 to \$34,999 | 34 | 9 | 5 | 3 | 2 | 54 |
| \$35,000 to \$49,999 | 15 | 3 | 2 | 2 | 1 | 23 |
| \$50,000 to \$74,999 | 6 | 1 | 1 | 0 | 0 | 8 |
| \$75,000 to \$99,999 | 3 | 1 | 0 | 0 | 0 | 5 |
| \$100,000 to \$149,999 | 18 | 5 | 3 | 2 | 1 | 28 |
| \$150,000 to \$199,999 | 4 | 1 | 0 | 0 | 0 | 5 |
| \$200,000 & Over | 4 | 1 | 1 | 0 | 0 | 7 |
| Total | 475 | 108 | 60 | 44 | 33 | 721 |

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 62 and older for 2010, 2017 and 2020 for the Bennettsville Site PMA:

| Owner Age 62+ Households | 2010 (Census) | | | | | |
|--------------------------|---------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 322 | 186 | 85 | 54 | 29 | 676 |
| \$15,000 to \$24,999 | 349 | 198 | 91 | 57 | 32 | 726 |
| \$25,000 to \$34,999 | 132 | 96 | 44 | 28 | 15 | 314 |
| \$35,000 to \$49,999 | 107 | 83 | 38 | 24 | 12 | 264 |
| \$50,000 to \$74,999 | 210 | 139 | 64 | 40 | 22 | 475 |
| \$75,000 to \$99,999 | 53 | 37 | 17 | 11 | 6 | 124 |
| \$100,000 to \$149,999 | 44 | 33 | 15 | 10 | 5 | 108 |
| \$150,000 to \$199,999 | 7 | 8 | 3 | 2 | 0 | 21 |
| \$200,000 & Over | 0 | 0 | 0 | 0 | 0 | 1 |
| Total | 1,225 | 779 | 358 | 225 | 121 | 2,709 |

Source: ESRI; Urban Decision Group

| Owner Age 62+ Households | 2017 (Estimated) | | | | | |
|-----------------------------|------------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 250 | 221 | 100 | 51 | 42 | 664 |
| \$15,000 to \$24,999 | 241 | 203 | 92 | 47 | 39 | 622 |
| \$25,000 to \$34,999 | 162 | 167 | 76 | 39 | 32 | 475 |
| \$35,000 to \$49,999 | 152 | 160 | 73 | 37 | 30 | 452 |
| \$50,000 to \$74,999 | 147 | 154 | 70 | 36 | 29 | 436 |
| \$75,000 to \$99,999 | 62 | 61 | 28 | 14 | 11 | 176 |
| \$100,000 to \$149,999 | 50 | 57 | 26 | 13 | 10 | 157 |
| \$150,000 to \$199,999 | 5 | 6 | 2 | 2 | 1 | 16 |
| \$200,000 & Over | 6 | 8 | 4 | 2 | 1 | 20 |
| Total | 1,074 | 1,038 | 470 | 241 | 196 | 3,020 |

Source: ESRI; Urban Decision Group

| Owner Age 62+ Households | 2020 (Projected) | | | | | |
|-----------------------------|------------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 260 | 239 | 107 | 54 | 47 | 707 |
| \$15,000 to \$24,999 | 232 | 207 | 93 | 47 | 41 | 621 |
| \$25,000 to \$34,999 | 158 | 176 | 79 | 40 | 35 | 488 |
| \$35,000 to \$49,999 | 154 | 177 | 80 | 40 | 35 | 486 |
| \$50,000 to \$74,999 | 155 | 175 | 79 | 40 | 35 | 483 |
| \$75,000 to \$99,999 | 65 | 68 | 30 | 15 | 13 | 191 |
| \$100,000 to \$149,999 | 40 | 50 | 23 | 12 | 9 | 134 |
| \$150,000 to \$199,999 | 4 | 4 | 2 | 1 | 1 | 12 |
| \$200,000 & Over | 4 | 6 | 3 | 1 | 1 | 15 |
| Total | 1,072 | 1,103 | 496 | 250 | 216 | 3,138 |

Source: ESRI; Urban Decision Group

The following tables illustrate all household income by household size for age 62 and older for 2010, 2017 and 2020 for the Bennettsville Site PMA:

| All Age 62+ Households | 2010 (Census) | | | | | |
|---------------------------|---------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 544 | 227 | 110 | 77 | 44 | 1,002 |
| \$15,000 to \$24,999 | 468 | 223 | 105 | 71 | 40 | 908 |
| \$25,000 to \$34,999 | 151 | 101 | 47 | 31 | 16 | 347 |
| \$35,000 to \$49,999 | 130 | 90 | 42 | 27 | 14 | 303 |
| \$50,000 to \$74,999 | 228 | 144 | 67 | 43 | 23 | 505 |
| \$75,000 to \$99,999 | 55 | 38 | 17 | 11 | 6 | 126 |
| \$100,000 to \$149,999 | 45 | 33 | 16 | 10 | 5 | 109 |
| \$150,000 to \$199,999 | 7 | 8 | 3 | 2 | 0 | 21 |
| \$200,000 & Over | 0 | 0 | 0 | 0 | 0 | 1 |
| Total | 1,629 | 863 | 408 | 273 | 149 | 3,322 |

Source: ESRI; Urban Decision Group

| All Age 62+ Households | 2017 (Estimated) | | | | | |
|------------------------|------------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 496 | 277 | 131 | 76 | 61 | 1,041 |
| \$15,000 to \$24,999 | 373 | 233 | 108 | 60 | 48 | 823 |
| \$25,000 to \$34,999 | 196 | 177 | 81 | 43 | 34 | 531 |
| \$35,000 to \$49,999 | 173 | 165 | 76 | 40 | 31 | 486 |
| \$50,000 to \$74,999 | 154 | 155 | 70 | 36 | 29 | 446 |
| \$75,000 to \$99,999 | 65 | 61 | 28 | 14 | 11 | 180 |
| \$100,000 to \$149,999 | 53 | 58 | 27 | 14 | 11 | 162 |
| \$150,000 to \$199,999 | 7 | 6 | 3 | 2 | 1 | 18 |
| \$200,000 & Over | 7 | 8 | 4 | 2 | 1 | 23 |
| Total | 1,524 | 1,142 | 528 | 287 | 229 | 3,710 |

Source: ESRI; Urban Decision Group

| All Age 62+ Households | 2020 (Projected) | | | | | |
|------------------------|------------------|----------|----------|----------|-----------|-------|
| | 1-Person | 2-Person | 3-Person | 4-Person | 5-Person+ | Total |
| Less Than \$15,000 | 520 | 296 | 139 | 78 | 65 | 1,098 |
| \$15,000 to \$24,999 | 364 | 238 | 110 | 59 | 50 | 821 |
| \$25,000 to \$34,999 | 192 | 185 | 84 | 43 | 37 | 542 |
| \$35,000 to \$49,999 | 169 | 181 | 82 | 42 | 36 | 509 |
| \$50,000 to \$74,999 | 161 | 176 | 79 | 40 | 35 | 492 |
| \$75,000 to \$99,999 | 68 | 69 | 31 | 16 | 13 | 196 |
| \$100,000 to \$149,999 | 58 | 55 | 25 | 13 | 11 | 162 |
| \$150,000 to \$199,999 | 7 | 5 | 2 | 1 | 1 | 17 |
| \$200,000 & Over | 8 | 7 | 3 | 2 | 1 | 22 |
| Total | 1,548 | 1,211 | 556 | 294 | 249 | 3,858 |

Source: ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Although demographic trends have been negative within the Bennettsville Site PMA since 2010, in terms of both total population and households, a trend which is projected to continue between 2017 and 2020, demographic trends among *seniors* have been positive. The targeted senior demographic (age 62 and older) at the subject project is projected to increase in population by 356 (6.3%) between 2017 and 2020. It is also of note that senior renter households (age 62 and older) are projected to increase by 31 households, or 4.5% during the same time period. A total of 721 senior renter households are projected to exist in the market in 2020, of which nearly 90.0% will earn below \$35,000. Based on the preceding factors, a large and expanding base of both age- and income-eligible renter support will continue to exist within the Site PMA for affordable senior-oriented rental product such as that proposed at the subject project.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

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

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

The subject site is within Marlboro County, South Carolina, which has a median four-person household income of \$35,700 for 2017. However, the project location is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$55,200 in 2017. The subject property will be restricted to senior (age 62 and older) households with incomes of up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI levels.

| Household Size | Maximum Allowable Income | |
|----------------|--------------------------|----------|
| | 50% | 60% |
| One-Person | \$19,300 | \$23,160 |
| Two-Person | \$22,100 | \$26,520 |

The subject project is comprised entirely of one-bedroom units which are expected to continue housing up to two-person senior (age 62 and older) households. As such, the maximum allowable income at the subject site is **\$26,520**.

2. AFFORDABILITY

Leasing industry standards typically require households to have rent-to-income ratios of 25% to 30%. Pursuant to SCSHFDA market study guidelines, the maximum rent-to-income ratio permitted for a family project is 35% and for a senior project is 40%.

Since 22 of the subject's 24 units operate with Rental Assistance (RA) that allows tenants to pay 30% of their adjusted gross income towards rent, some households could have little or no income and still reside at the subject project. Therefore, we have evaluated support for the subject's RD 515 units with RA using \$0 as the minimum income.

In the unlikely event the subject project did not retain RA and all units had to operate exclusively under the LIHTC guidelines, the proposed LIHTC units will have to lower its one-bedroom rents at 50% AMHI to at least \$517 (maximum allowable). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,204. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$15,510.

Based on the preceding analyses, the income-appropriate ranges required for residency at the subject project with units built to serve households at 50% and 60% of AMHI with and without RA are included in the following table:

| Unit Type | Income Range | |
|--|--------------|----------|
| | Minimum | Maximum |
| Tax Credit w/RA (Limited To 60% Of AMHI) | \$0 | \$26,520 |
| Tax Credit Only (Limited To 50% Of AMHI) | \$15,510 | \$22,100 |
| Tax Credit Only (Limited To 60% Of AMHI) | \$17,160 | \$26,520 |
| Tax Credit Only - Overall | \$15,510 | \$26,520 |

3. DEMAND COMPONENTS

The following are the demand components as outlined by the South Carolina State Housing Finance and Development Authority:

- a. **Demand from New Renter Households.** *New rental units required in the market area due to projected renter household growth. Determinations must be made using the current base year of 2017 and projecting forward to the anticipated placed-in-service date of 2019. The household projections must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

In instances where a significant number (more than 20%) of proposed rental units are comprised of three-bedroom units or larger, analysts must conduct the required capture rate analysis, followed by an additional refined large-household capture rate analysis for the proposed three-bedroom units or larger by considering the number of large households (three-persons and larger). A demand analysis which does not evaluate both the overall capture rate as well as the additional refined large-households (three-person and larger) analysis may not accurately illustrate the demographic support base.

- b. **Demand from Existing Households:** *The second source of demand should be determined using 2010 census data or the most current American Community Survey (ACS) data and projected from:*

- 1) **Rent overburdened households, if any, within the age group, income cohorts and tenure (renters) targeted for the subject development.** *In order to achieve consistency in methodology, all analysts should assume that the rent-overburdened analysis includes households paying greater than 35%, or in the case of elderly 40%, of their gross income toward gross rent rather than some greater percentage. If an analyst feels strongly that the rent-overburdened analysis should focus on a greater percentage, they must give an in-depth explanation why this assumption should be included. Any such additional indicators should be calculated separately and be easily added or subtracted from the required demand analysis.*

Based on Table B25074 of the American Community Survey (ACS) 2012-2016 5-year estimates, approximately 37.6% to 44.4% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on Table B25016 of the ACS 2012-2016 5-Year Estimates, 5.0% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

- 3) **Elderly Homeowners likely to convert to rentership:** *The Authority recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. A narrative of the steps taken to arrive at this demand figure should be included. The elderly homeowner conversion demand component shall not account for more than 20% of the total demand.*

The subject project is located in a rural area of South Carolina. As a result, we anticipate that 5.0% of senior homeowners will consider the subject project as a housing alternative. Therefore, we used a 5.0% homeowner conversion rate in our capture rate estimates.

- 4) **Other:** *Please note, the Authority does not, in general, consider household turnover rates other than those of elderly to be an accurate determination of market demand. However, if an analyst firmly believes that demand exists which is not being captured by the above methods, she/he may be allowed to consider this information in their analysis. The analyst may also use other indicators to estimate demand if they can be fully justified (e.g. an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

4. **METHODOLOGY**

Please note that the Authority's stabilized level of occupancy is 93.0%

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2017 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2017 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. **DEMAND/CAPTURE RATE CALCULATIONS**

Within the Site PMA, there are no affordable housing projects that were funded and/or built during the projection period (2017 to current). We did not identify any projects that were placed in service prior to 2017 that have not reached a stabilized occupancy. As such, no units were included in the following demand estimates.

The following is a summary of our demand calculations. *Note that under the RD 515 program, the subject project will be restricted to seniors age 62 and older. In the unlikely event the subsidy was lost and the project was to operate exclusively under the LIHTC guidelines, it would then be open to seniors age 55 and older. The following demand estimates consider these aforementioned age restrictions for each of these scenarios.*

| Demand Component | Percent of Median Household Income | | | |
|---|---|---|---|---|
| | Age 62+ | Age 55+ | | |
| | RD 515 60% AMHI with RA (\$0 - \$26,520) | Tax Credit 50% AMHI without RA (\$15,510 - \$22,100) | Tax Credit 60% AMHI without RA (\$17,160 - \$26,520) | Tax Credit Only Overall (\$15,510 - \$26,520) |
| Demand from New Renter Households (Age- And Income-Appropriate) | 595 - 586 = 9 | 178 - 180 = -2 | 224 - 227 = -3 | 269 - 272 = -3 |
| + | | | | |
| Demand from Existing Households (Rent Overburdened) | 586 X 44.4% = 260 | 180 X 41.4% = 75 | 227 X 37.6% = 85 | 272 X 38.7% = 105 |
| + | | | | |
| Demand from Existing Households (Renters in Substandard Housing) | 586 X 5.0% = 30 | 180 X 5.0% = 9 | 227 X 5.0% = 11 | 272 X 5.0% = 14 |
| + | | | | |
| Demand from Existing Households (Senior Homeowner Conversion) | 1,358 X 5.0% = 68 | 512 X 5.0% = 26 | 708 X 5.0% = 35 | 836 X 5.0% = 42 |
| = | | | | |
| Total Demand | 367 | 108 | 128 | 158 |
| - | | | | |
| Supply (Directly Comparable Units Built and/or Funded Since 2017) | 0 | 0 | 0 | 0 |
| = | | | | |
| Net Demand | 367 | 104* | 119* | 148* |
| Proposed Units | 24 | 19 | 5 | 24 |
| Proposed Units/ Net Demand | 24 / 367 | 5 / 104 | 19 / 119 | 24 / 148 |
| Capture Rate | = 6.5% | = 4.8% | = 16.0% | = 16.2% |

RA – Rental Assistance

*Adjusted to ensure that no more than 20.0% of demand is from senior homeowner conversion, per SCSHFDA guidelines

The subject project operates under the RD 515 program and will maintain RA on 22 of the 24 subject units. Under this scenario, the subject project has an overall capture rate of 6.5%. Typically, utilizing this methodology, capture rates below 30.0% are acceptable, while capture rates under 20% are ideal. As such, the 6.5% capture rate for the subject project is considered low and easily achievable within the Bennettsville Site PMA.

In the unlikely event that the subject project did not retain RA and had to operate exclusively under the LIHTC program, the overall capture rate would increase to 16.2%, which although higher, is considered achievable and below the 30.0% threshold. Also note that the subject capture rates by AMHI level are also considered achievable under this scenario, ranging from 4.8% to 16.0%. The preceding demand estimates demonstrate a sufficient base of age- and income-appropriate renter support within the Bennettsville Site PMA for the subject project to operate under either of the previously detailed scenarios. Regardless, it is important to reiterate that the subject project is existing and currently maintains a 100.0% occupancy rate. Assuming RA is retained on all 22 units currently

receiving this subsidy, most (if not all) current tenants of the property are expected to remain post renovations. Thus, the effective capture rate for the subject project is 0.0%.

Based on the distribution of persons per household and the share of rental units in the market, we estimate the share of demand by bedroom type within the Site PMA as follows:

| Estimated Demand by Bedroom | |
|-----------------------------|---------|
| Bedroom Type | Percent |
| One-Bedroom | 60.0% |
| Two-Bedroom | 40.0% |
| Total | 100.0% |

Applying the preceding shares to the income-qualified households yields demand and capture rates of the proposed units by bedroom type as illustrated in the following tables:

| Tax Credit w/RA - Units Targeting 50% & 60% of AMHI (367 Units of Demand) | | | | | |
|---|--------------|---------|----------------------------|------------------------|------------------------------|
| Bedroom Size (Share of Demand) | Total Demand | Supply* | Net Demand by Bedroom Type | Proposed Subject Units | Capture Rate by Bedroom Type |
| One-Bedroom (60%) | 220 | 0 | 220 | 24 | 10.9% |

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

| Tax Credit Only - Units Targeting 50% of AMHI (104 Units of Demand) | | | | | |
|---|--------------|---------|----------------------------|------------------------|------------------------------|
| Bedroom Size (Share of Demand) | Total Demand | Supply* | Net Demand by Bedroom Type | Proposed Subject Units | Capture Rate by Bedroom Type |
| One-Bedroom (60%) | 62 | 0 | 62 | 5 | 8.1% |

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

| Tax Credit Only - Units Targeting 60% of AMHI (119 Units of Demand) | | | | | |
|---|--------------|---------|----------------------------|------------------------|------------------------------|
| Bedroom Size (Share of Demand) | Total Demand | Supply* | Net Demand by Bedroom Type | Proposed Subject Units | Capture Rate by Bedroom Type |
| One-Bedroom (60%) | 71 | 0 | 71 | 19 | 26.8% |

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

Assuming the retention of RA, the subject units have a capture rate by bedroom type of 10.9%, demonstrating sufficient demographic support for the subject units within the Site PMA. In the unlikely event RA was lost and the subject units had to operate exclusively under the LIHTC guidelines, capture rates for the subject's one-bedroom units are 8.1% for those at 50% of AMHI and 26.8% for those at 60% of AMHI. These are both considered achievable and demonstrate sufficient support for each of the proposed unit types at the subject project under this unlikely scenario. Regardless, the subject project is existing and 100.0% occupied, as previously stated. Most, if not all, current tenants are expected to remain post renovations, assuming the retention of RA. Thus, the effective capture rate for the subject project is 0.0%, as previously detailed.

6. ABSORPTION PROJECTIONS

According to management, the subject project is currently 100.0% occupied and a two-household wait is maintained. It is anticipated that few, if any, of the current tenants will move from the project following renovations. Furthermore, it is important to note that the renovations at the subject site will not necessitate the displacement of current residents and the project will be renovated in such a way to minimize off-site relocation. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purpose of this analysis, we assume that all 24 subject units will be vacated and that all units will have to be re-rented simultaneously, assuming the retention of Rental Assistance (RA) on 22 of the 24 subject units. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy and that the initial renovated units at the site will be available for rent sometime in July of 2019. A different completion date may impact (positively or negatively) the absorption potential for the subject project.

It is our opinion that the 24 units at the subject site will reach a stabilized occupancy of 93.0% within three months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately seven to eight units per month. Our absorption projections assume that no other projects targeting a similar age or income group will be developed during the projection period and that the renovations will be completed as outlined in this report. Changes to the project's rents, amenities, scope of renovations, or other features may invalidate our findings. We assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Finally, these absorption projections also assume that RA will be retained following renovations. Should RA not be retained, the 24 LIHTC units at the subject site would likely have an extended absorption period as this would no longer allow the subject project to target households earning below \$15,510, assuming the project operates at the proposed LIHTC rent levels in this report. Based on the preceding analysis, along with other factors contained within this report, we would anticipate the rehabilitated units would reach a stabilized occupancy rate of 93.0% within six months. This assumes an average absorption rate of approximately four units per month.

In reality, however, the absorption period for this project will be less than one month as most, if not all, tenants are expected to remain at the project, with the majority continuing to pay up to 30% of their adjusted gross income towards housing costs.

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

Following renovations, the subject project will offer one-bedroom units targeting senior (age 62 and older) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. In addition to the LIHTC program, the subject project will also continue to operate under the Rural Development 515 (RD 515) program, with Rental Assistance (RA) retained on 22 of the 24 subject units.

Within the Site PMA, we identified and surveyed two properties which offer non-subsidized units under the LIHTC program. One of these properties, Bennettsville Lofts (Map ID 10), is a general-occupancy (family) property. However, since it offers one-bedroom garden-style units, it will offer a good base of comparison for the subject project, despite the age-restriction at the subject project. The remaining non-subsidized LIHTC property does not offer one-bedroom units, therefore this property has been excluded from our comparable analysis. In addition, we have included one Tax Credit property which also operates under the RD 515 program, with 42 of the 80 units also receiving RA, which means 38 of the tenants at this property are paying between the basic and note rents charged.

Given the limited supply of LIHTC product within the Site PMA, we also identified and surveyed two additional properties located outside the Site PMA which offer unit types similar to the subject project. These properties are located in the surrounding towns of Florence and Mullins, South Carolina. Since these properties are located outside of the Site PMA, they derive demographic support from different geographic areas as compared to the subject project and therefore are not considered directly competitive. It is also of note that the Mullins market is comparable to the Bennettsville market in terms of household income and rents charged. Thus, the rents reported among the project located in Mullins, Anderson Center, likely will translate to the subject market, which has been considered in our analysis. However, the Florence market is slightly larger and slightly superior to the Bennettsville market in terms of median incomes and achievable rents. Regardless, these are believed to be some of the nearest comparable non-subsidized LIHTC properties in the region, and thus they have been included in our comparable analysis for the purpose of evaluating the competitive position of the subject project in terms of unit design and amenities offered.

| Map I.D. | Project Name | Year Built/ Renovated | Total Units | Occ. Rate | Distance to Site | Waiting List | Target Market |
|-------------|------------------------|--------------------------|-------------|---------------|------------------|---------------|---|
| Site | Oakwood Manor | 1993 / 2019 | 24 | 100.0% | - | 2 H.H. | Seniors 62+; 50% & 60% AMHI & RD 515 |
| 10 | Bennettsville Lofts | 2003 | 22 | 100.0% | 2.0 Miles | 5 H.H. | Families; 50% & 60% AMHI |
| 13 | Glenfield Apts. I & II | 1985 / 2010 | 80 | 100.0% | 1.3 Miles | 2 H.H. | Families; 50% & 60% AMHI & RD 515 (42 units RA) |
| 901 | Lakota Crossing | 2004 | 72 | 100.0% | 41.6 Miles | 75 H.H. | Families; 50% & 60% AMHI |
| 906 | Anderson Center | 2001 | 22 | 100.0% | 44.6 Miles | 5 H.H. | Families; 50% & 60% AMHI |

900 Map IDs are located outside the Site PMA

OCC. – Occupancy

H.H. - Households

The four LIHTC projects have a combined occupancy rate of 100.0%, with all four properties maintaining waiting lists for their next available units. It is also important to reiterate that the subject project is an existing LIHTC project which is also 100.0% occupied with a waiting list. These are clear indications of pent-up demand for LIHTC product in the market and region.

The following table identifies the properties that accept Housing Choice Vouchers as well as the approximate number of units occupied by residents utilizing Housing Choice Vouchers:

| Map I.D. | Project Name | Total Units | Number of Vouchers | Share of Vouchers |
|----------|------------------------|-------------|--------------------|-------------------|
| 10 | Bennettsville Lofts | 22 | 4 | 18.2% |
| 13 | Glenfield Apts. I & II | 38* | 19 | 50.0% |
| 901 | Lakota Crossing | 72 | 23 | 31.9% |
| 906 | Anderson Center | 22 | 6 | 27.3% |
| Total | | 154 | 52 | 33.8% |

900 Map IDs are located outside the Site PMA

*Units without RA only

As the preceding table illustrates, there are a total of approximately 52 Voucher holders residing at the comparable properties within the market and region. This comprises 33.8% of the 154 total non-subsidized LIHTC units offered among these projects. As such, it can be concluded that the gross rents at these properties are achievable within the region.

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

| Map I.D. | Project Name | Gross Rent/Percent of AMHI (Number of Units/Vacancies) | | | Rent Special |
|-------------|------------------------|---|--|-------------------------------------|--------------|
| | | One-Br. | Two-Br. | Three-Br. | |
| Site | Oakwood Manor | \$517**/50% (5) \$572/60% (19) | - | - | - |
| 10 | Bennettsville Lofts | \$482/50% (4/0) \$493/60% (3/0) | \$504/50% (7/0) \$566/60% (7/0) | \$649/50% (1/0) | None |
| 13 | Glenfield Apts. I & II | \$561-\$696*/50% (8/0) \$562-\$711*/60% (24/0) | \$615-\$750*/50% (12/0) \$620-\$769*/60% (36/0) | - | None |
| 901 | Lakota Crossing | \$532/50% (4/0) | \$640/50% (37/0) \$666/60% (3/0) | \$738/50% (26/0) \$793/60% (2/0) | None |
| 906 | Anderson Center | \$498/50% (8/0) \$498/60% (8/0) | \$533/50% (3/0) \$549/60% (3/0) | - | None |

900 Map IDs are located outside the Site PMA

*Denotes basic and market rents under the RD 515 program

** 2017 Maximum allowable LIHTC gross rent

The proposed subject gross LIHTC one-bedroom rents of \$517 to \$572 will be within the range of the existing one-bedroom rents targeting similar income levels within the market and region. Note that the subject’s proposed rents are generally lower than Glenfield Apartments I and II (Map ID 13), an RD 515 property with only 42 units of RA, which illustrates that 38 households at this property are paying the rents being charged. This property was constructed in 1985 and renovated in 2010. As such, this property is considered very comparable to the subject development and represents a good baseline of achievable affordable rents in this market. Regardless, 22 of the 24 subject units will continue to operate with RA post LIHTC renovations, allowing residents to pay up to 30% of their gross adjusted incomes towards housing costs. Therefore, the subject project will continue to represent a substantial value to low-income senior households within the Bennettsville Site PMA.

One-page summary sheets, including property photographs of each comparable Tax Credit property, are included on the following pages.



10 **Bennettsville Lofts**

2.0 miles to site



| | | | |
|-----------------------|--|----------------------------|--------|
| Address | 101 Broad St. Bennettsville, SC 29512 | | |
| Phone | (843) 479-9882 | Contact | Jackie |
| Total Units | 22 | Vacancies | 0 |
| | | Percent Occupied | 100.0% |
| Project Type | Tax Credit | | |
| Year Open | 2003 | Floors | 2,3 |
| Concessions | No Rent Specials | | |
| Parking | Surface Parking | | |
| Waiting List | 5 households | | |
| Quality Rating | B | Neighborhood Rating | B |
| Remarks | 50% & 60% AMHI; HCV (4 units); Adaptive reuse, originally built in 1908; Square footage estimated by manager | | |

Features and Utilities

| | |
|--------------------------|---|
| Utilities | Landlord pays Water, Sewer, Trash |
| Unit Amenities | Refrigerator, Range, Dishwasher, Disposal, Central AC, Wood Flooring, Ceiling Fan, Intercom, Blinds |
| Project Amenities | On-site Management, Laundry Facility, Fitness Center, Computer Lab |

Unit Configuration

| BRs | BAs | TYPE | UNITS | VACANT | SQUARE FEET | \$/SQ FT | COLLECTED RENT | AMHI |
|-----|-----|------|-------|--------|-------------|-----------------|----------------|------|
| 1 | 1 | G | 3 | 0 | 500 to 700 | \$0.58 - \$0.82 | \$408 | 60% |
| 1 | 1 | G | 4 | 0 | 500 to 700 | \$0.57 - \$0.79 | \$397 | 50% |
| 2 | 1 | G | 7 | 0 | 700 to 900 | \$0.51 - \$0.66 | \$460 | 60% |
| 2 | 1 | G | 7 | 0 | 700 to 900 | \$0.44 - \$0.57 | \$398 | 50% |
| 3 | 1 | G | 1 | 0 | 1100 | \$0.47 | \$516 | 50% |

901 Lakota Crossing

41.6 miles to site



| | | | |
|-----------------------|---|----------------------------|--------|
| Address | 1741 Lakota Dr. Florence, SC 29501 | | |
| Phone | (843) 664-9030 | Contact | Blair |
| Total Units | 72 | Vacancies | 0 |
| | | Percent Occupied | 100.0% |
| Project Type | Tax Credit | | |
| Year Open | 2004 | Floors | 1 |
| Concessions | No Rent Specials | | |
| Parking | Surface Parking | | |
| Waiting List | 75 households | | |
| Quality Rating | A- | Neighborhood Rating | B |
| Remarks | 50% & 60% AMHI; HCV (23 units); HOME Funds (72 units) | | |

Features and Utilities

| | |
|--------------------------|--|
| Utilities | Landlord pays Water, Sewer, Trash |
| Unit Amenities | Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds |
| Project Amenities | On-site Management, Laundry Facility, Meeting Room, Fitness Center, Playground, Computer Lab, Gazebo |

Unit Configuration

| BRs | BAAs | TYPE | UNITS | VACANT | SQUARE FEET | \$ / SQ FT | COLLECTED RENT | AMHI |
|-----|------|------|-------|--------|-------------|------------|----------------|------|
| 1 | 1 | G | 4 | 0 | 750 | \$0.60 | \$447 | 50% |
| 2 | 1 | G | 3 | 0 | 950 | \$0.59 | \$560 | 60% |
| 2 | 1 | G | 37 | 0 | 950 | \$0.56 | \$534 | 50% |
| 3 | 2 | G | 2 | 0 | 1100 | \$0.60 | \$660 | 60% |
| 3 | 2 | G | 26 | 0 | 1100 | \$0.55 | \$605 | 50% |

906 Anderson Center

44.6 miles to site



| | | | |
|-----------------------|--|----------------------------|-------------|
| Address | 135-151 N. Main St. Mullins, SC 29574 | | |
| Phone | (843) 464-6789 | Contact | Christopher |
| Total Units | 22 | Vacancies | 0 |
| | | Percent Occupied | 100.0% |
| Project Type | Tax Credit | | |
| Year Open | 2001 | Floors | 2 |
| Concessions | No Rent Specials | | |
| Parking | Surface Parking | | |
| Waiting List | 5 households | | |
| Quality Rating | C+ | Neighborhood Rating | B |

Remarks 50% & 60% AMHI; HCV (6 units); Historic theater renovated into apartments; Square footage estimated

Features and Utilities

| | |
|--------------------------|--|
| Utilities | Landlord pays Water, Sewer, Trash |
| Unit Amenities | Refrigerator, Range, Central AC, Carpet, Ceiling Fan, Blinds |
| Project Amenities | On-site Management, Laundry Facility, Meeting Room, Fitness Center |

Unit Configuration

| BRs | BA's | TYPE | UNITS | VACANT | SQUARE FEET | \$/SQ FT | COLLECTED RENT | AMHI |
|-----|------|------|-------|--------|-------------|----------|----------------|------|
| 1 | 1 | G | 8 | 0 | 600 | \$0.69 | \$413 | 60% |
| 1 | 1 | G | 8 | 0 | 600 | \$0.69 | \$413 | 50% |
| 2 | 1 | G | 3 | 0 | 800 | \$0.55 | \$443 | 60% |
| 2 | 1 | G | 3 | 0 | 800 | \$0.53 | \$427 | 50% |

13 Glenfield Apts. I & II

1.3 miles to site



| | | | |
|-----------------------|--|----------------------------|--------|
| Address | 604 Center St. Bennettsville, SC 29512 | | |
| Phone | (843) 479-4968 | Contact | Kathy |
| Total Units | 80 | Vacancies | 0 |
| | | Percent Occupied | 100.0% |
| Project Type | Tax Credit & Government-Subsidized | | |
| Year Open | 1985 | Renovated | 2010 |
| | | Floors | 2 |
| Concessions | No Rent Specials | | |
| Parking | Surface Parking | | |
| Waiting List | 2 households | | |
| Quality Rating | B | Neighborhood Rating | B |
| Remarks | 50% & 60% AMHI; RD 515, has RA (42 units); HCV (19 units); HOME Funds (20 units at 50% AMHI); Phase II built in 1990 | | |

Features and Utilities

| | |
|--------------------------|--|
| Utilities | No landlord paid utilities |
| Unit Amenities | Refrigerator, Range, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds |
| Project Amenities | On-site Management, Laundry Facility, Playground, Picnic Area, Gazebo |

Unit Configuration

| BRs | BA's | TYPE | UNITS | VACANT | SQUARE FEET | \$/SQ FT | COLLECTED RENT | AMHI |
|-----|------|------|-------|--------|-------------|-----------------|----------------|------|
| 1 | 1 | G | 24 | 0 | 600 | \$0.67 - \$0.92 | \$403 to \$552 | 60% |
| 1 | 1 | G | 8 | 0 | 600 | \$0.67 - \$0.90 | \$402 to \$537 | 50% |
| 2 | 1 | G | 36 | 0 | 750 | \$0.57 - \$0.77 | \$429 to \$578 | 60% |
| 2 | 1 | G | 12 | 0 | 750 | \$0.57 - \$0.75 | \$424 to \$559 | 50% |

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

| Map I.D. | Project Name | Square Footage | | |
|-------------|------------------------|----------------|-----------|-----------|
| | | One-Br. | Two-Br. | Three-Br. |
| Site | Oakwood Manor | 659 | - | - |
| 10 | Bennettsville Lofts | 500 - 700 | 700 - 900 | 1,100 |
| 13 | Glenfield Apts. I & II | 600 | 750 | - |
| 901 | Lakota Crossing | 750 | 950 | 1,100 |
| 906 | Anderson Center | 600 | 800 | - |

900 Map IDs are located outside the Site PMA

| Map I.D. | Project Name | Number of Baths | | |
|-------------|------------------------|-----------------|---------|-----------|
| | | One-Br. | Two-Br. | Three-Br. |
| Site | Oakwood Manor | 1.0 | - | - |
| 10 | Bennettsville Lofts | 1.0 | 1.0 | 1.0 |
| 13 | Glenfield Apts. I & II | 1.0 | 1.0 | - |
| 901 | Lakota Crossing | 1.0 | 1.0 | 2.0 |
| 906 | Anderson Center | 1.0 | 1.0 | - |

900 Map IDs are located outside the Site PMA

The subject’s one-bedroom units are competitively positioned among those offered at the comparable LIHTC projects in terms of both unit size (square feet) and number of bathrooms offered. In fact, the subject units are within the range or larger than the only comparable LIHTC properties *within* the market. It is also of note that the subject project is an existing property which is 100.0% occupied, further demonstrating the marketability of the subject’s one-bedroom units in terms of square footage and bathrooms offered.

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

COMPARABLE PROPERTIES AMENITIES - BENNETTSVILLE, SC

| MAP ID | APPLIANCES | | | | | | UNIT AMENITIES | | | | | | | | | | | | | |
|-------------|------------|--------------|----------|------------|----------|-----------|----------------|-----------|----------------|------------------|------------|--------------------|-------------|----------|----------|----------|-------------------|----------------|---------|-------|
| | RANGE | REFRIGERATOR | ICEMAKER | DISHWASHER | DISPOSAL | MICROWAVE | CENTRAL AC | WINDOW AC | FLOOR COVERING | WASHER AND DRYER | W/D HOOKUP | PATIO/DECK/BALCONY | CEILING FAN | BASEMENT | INTERCOM | SECURITY | WINDOW TREATMENTS | E-CALL BUTTONS | PARKING | OTHER |
| SITE | X | X | | | | X | X | | C | | X | X | X | | | | B | X | S | |
| 10 | X | X | | X | X | | X | | W | | | | X | | X | | B | | S | |
| 901 | X | X | | X | | | X | | C | | X | X | X | | | | B | | S | |
| 906 | X | X | | | | | X | | C | | | X | | | | | B | | S | |
| 13 | X | X | | | | | X | | C | | X | X | X | | | | B | | S | |

| MAP ID | PROJECT AMENITIES | | | | | | | | | | | | | | | | OTHER | | |
|-------------|-------------------|--------------|---------|------------|-----------------|----------------|-----------------|------------|--------------|--------------|---------|----------|---------------|--------------|---------|-------------|-------|-----------------|-----------------|
| | POOL | ON-SITE MGMT | LAUNDRY | CLUB HOUSE | COMMUNITY SPACE | FITNESS CENTER | JACUZZI / SAUNA | PLAYGROUND | TENNIS COURT | SPORTS COURT | STORAGE | ELEVATOR | SECURITY GATE | COMPUTER LAB | LIBRARY | PICNIC AREA | | SOCIAL SERVICES | BUSINESS CENTER |
| SITE | | X | X | | X | X | | | | | | | | X | | X | | | |
| 10 | | X | X | | | X | | | | | | | | X | | | | | |
| 901 | | X | X | | X | X | | X | | | | | | X | | | | | Gazebo |
| 906 | | X | X | | X | X | | | | | | | | | | | | | Gazebo |
| 13 | | X | X | | | | | X | | | | | | | | X | | | Gazebo |

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

| |
|----------------|
| X - All Units |
| S - Some Units |
| O - Optional |

| |
|--------------------------|
| Window Treatments |
| B - Blinds |
| C - Curtains |
| D - Drapes |

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

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

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

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

The amenity packages included at the subject development are considered slightly superior to the comparable LIHTC communities in the market and region. The subject project does not lack any amenity that will have an adverse impact on its marketability, as evidenced by its 100.0% occupancy rate and wait list. In fact, the subject will be the only comparable LIHTC property that includes a microwave and one of few to include amenities such as picnic area, community space and patios.

Comparable/Competitive Tax Credit Summary

As stated throughout this report, there are no non-subsidized age-restricted LIHTC properties within the Bennettsville market. However, the two general-occupancy non-subsidized Tax Credit properties in the market are currently 100.0% occupied, both of which maintain waiting lists for their next available units. Due to the lack of non-subsidized age-restricted LIHTC properties in the market, we identified and surveyed one RD 515 property with units that do not receive RA, as well as two non-subsidized LIHTC properties outside the market, but within the region, for our comparable analysis. These properties have a combined occupancy rate of 100.0% and each property maintains a waiting list for its next available unit, the longest of which contains 75 households. This is a clear indication of pent-up demand for affordable housing in the Bennettsville region. Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing comparable LIHTC properties within the market and region, it is our opinion that the subject project will continue to be marketable within the Site PMA. It is also important to reiterate that the subject development will continue to offer RA to 22 of the subject's 24 units, which allows tenants of these units to pay up to 30% of their incomes towards rent. As such, the subject project will continue to be perceived as an even greater value. This has been considered in our absorption projections.

2. COMPARABLE TAX CREDIT PROPERTIES MAP

A map illustrating the location of the comparable properties we surveyed is on the following page.

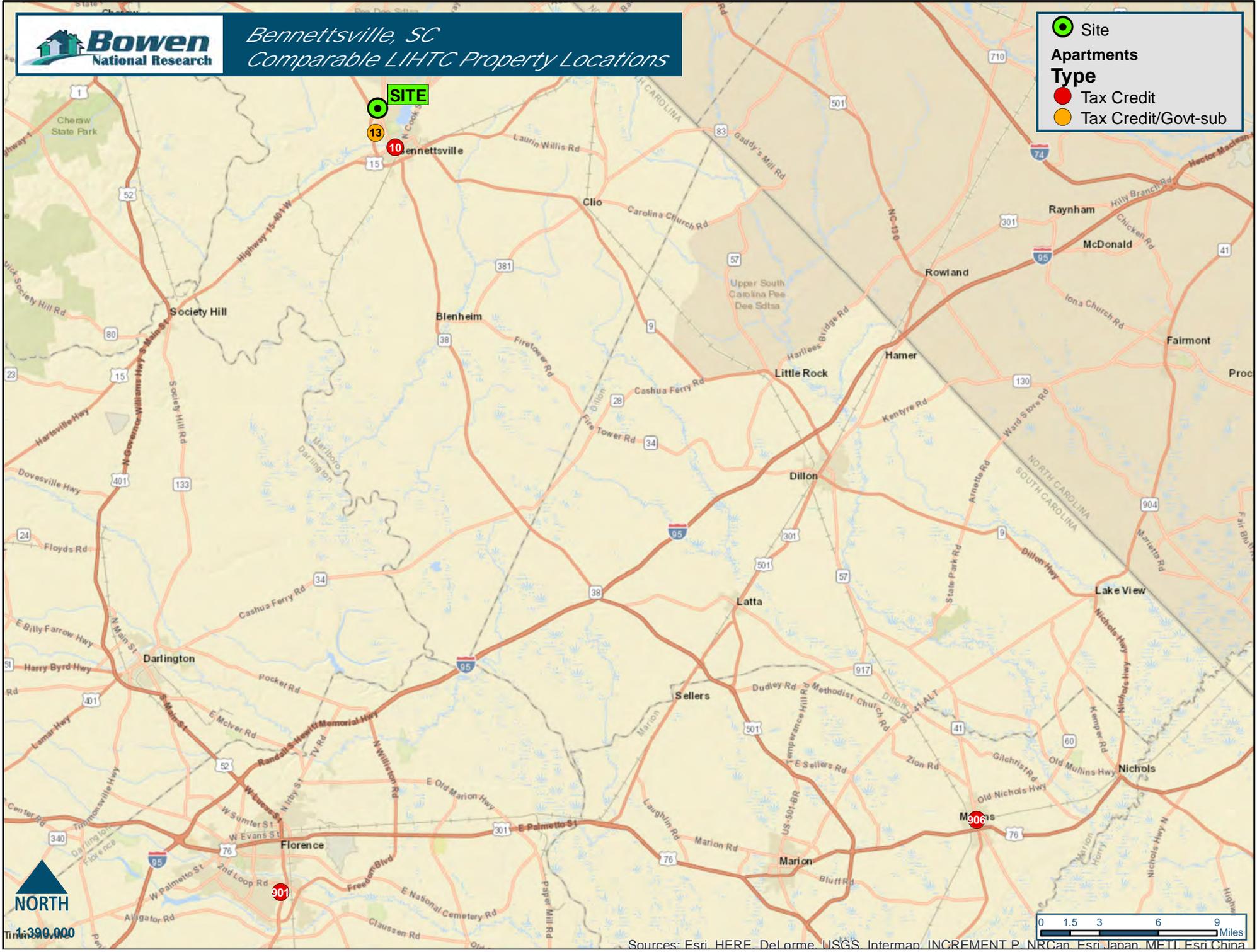


Bennettsville, SC

Comparable LIHTC Property Locations

Site
Apartments Type

- Tax Credit
- Tax Credit/Govt-sub



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri China

3. RENTAL HOUSING OVERVIEW

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

| Housing Status | 2010 (Census) | | 2017 (Estimated) | |
|-----------------|---------------|---------|------------------|---------|
| | Number | Percent | Number | Percent |
| Total-Occupied | 10,383 | 86.0% | 10,089 | 84.2% |
| Owner-Occupied | 6,797 | 65.5% | 6,604 | 65.5% |
| Renter-Occupied | 3,586 | 34.5% | 3,485 | 34.5% |
| Vacant | 1,689 | 14.0% | 1,893 | 15.8% |
| Total | 12,072 | 100.0% | 11,982 | 100.0% |

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

Based on a 2017 update of the 2010 Census, of the 11,982 total housing units in the market, 15.8% were vacant. In 2017, it was estimated that homeowners occupied 65.5% of all occupied housing units, while the remaining 34.5% were occupied by renters. The share of renters is considered typical for a rural market such as the Bennettsville Site PMA and the 3,485 renter households estimated for 2017 represents a sufficient base of support for the subject project.

Conventional Apartments

We identified and personally surveyed 21 conventional housing projects containing a total of 734 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 98.0%, an excellent rate for rental housing. The following table summarizes each rental housing segment:

| Project Type | Projects Surveyed | Total Units | Vacant Units | Occupancy Rate |
|----------------------------------|-------------------|-------------|--------------|----------------|
| Market-rate | 4 | 142 | 15 | 89.4% |
| Tax Credit | 2 | 62 | 0 | 100.0% |
| Tax Credit/Government-Subsidized | 5 | 184 | 0 | 100.0% |
| Government-Subsidized | 10 | 346 | 0 | 100.0% |
| Total | 21 | 734 | 15 | 98.0% |

Overall, the rental housing market is performing well, with a 98.0% overall occupancy rate. It should be noted that the market-rate segment is currently operating with a less than stable occupancy rate; however, the affordable housing segments are performing extremely well, all of which are 100.0% occupied. This illustrates that pent-up demand exists for additional affordable housing within the market. The subject project will be able to continue to accommodate a portion of this unmet demand.

It should be noted that, despite numerous attempts, we were unable to survey one existing LIHTC property within the Site PMA. This property is summarized as follows:

- Ashlyn Park Apartments is located at 419 Arcadia Street in McColl. This general-occupancy (family) project offers 64 one-, two- and three-bedroom units, built in 1977 and renovated in 2000, and currently operates under both the RD 515 and LIHTC programs. Note that 54 of the 64 units receive RA directly from Rural Development.

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

| Market-Rate | | | | | | |
|----------------------------|-------|------------|---------------|-----------|--------------|-------------------|
| Bedroom | Baths | Units | Distribution | Vacancy | % Vacant | Median Gross Rent |
| One-Bedroom | 1.0 | 21 | 14.8% | 4 | 19.0% | \$535 |
| Two-Bedroom | 1.0 | 49 | 34.5% | 7 | 14.3% | \$681 |
| Two-Bedroom | 1.5 | 64 | 45.1% | 4 | 6.3% | \$766 |
| Three-Bedroom | 1.5 | 8 | 5.6% | 0 | 0.0% | \$758 |
| Total Market-Rate | | 142 | 100.0% | 15 | 10.6% | - |
| Tax Credit, Non-Subsidized | | | | | | |
| Bedroom | Baths | Units | Distribution | Vacancy | % Vacant | Median Gross Rent |
| One-Bedroom | 1.0 | 7 | 11.3% | 0 | 0.0% | \$482 |
| Two-Bedroom | 1.0 | 42 | 67.7% | 0 | 0.0% | \$574 |
| Three-Bedroom | 1.0 | 1 | 1.6% | 0 | 0.0% | \$649 |
| Three-Bedroom | 2.0 | 12 | 19.4% | 0 | 0.0% | \$640 |
| Total Tax Credit | | 62 | 100.0% | 0 | 0.0% | - |

As the preceding table illustrates, the median gross Tax Credit rents are slightly lower than their median gross market-rate rents. Typically, Tax Credit rents are set 10% below market rents in order to represent a value to low-income renters and to ensure a steady flow of tenants. It is important to note, however, that all market-rate properties surveyed were built in or before 1985, whereas the two non-subsidized Tax Credit projects were built in 2003 and 2010, as illustrated in Addendum A - *Field Survey of Conventional Rentals*. These relatively newer Tax Credit projects offer a more comprehensive amenities package than the surveyed market-rate properties, which enable these affordable developments to charge higher rents. This is further evidenced by the 100.0% occupancy among all non-subsidized Tax Credit units within the market.

The following is a distribution of non-subsidized units surveyed by year built for the Site PMA:

| Year Built | Projects | Units | Vacancy Rate |
|--------------|----------|-------|--------------|
| Before 1970 | 1 | 7 | 42.9% |
| 1970 to 1979 | 0 | 0 | 0.0% |
| 1980 to 1989 | 3 | 135 | 8.9% |
| 1990 to 1999 | 0 | 0 | 0.0% |
| 2000 to 2005 | 1 | 22 | 0.0% |
| 2006 to 2010 | 1 | 40 | 0.0% |
| 2011 | 0 | 0 | 0.0% |
| 2012 | 0 | 0 | 0.0% |
| 2013 | 0 | 0 | 0.0% |
| 2014 | 0 | 0 | 0.0% |
| 2015 | 0 | 0 | 0.0% |
| 2016 | 0 | 0 | 0.0% |
| 2017 | 0 | 0 | 0.0% |
| 2018* | 0 | 0 | 0.0% |

*As of January

As stated throughout this report, the only vacancies in the Bennettsville market are among the older market-rate properties surveyed, whereas all affordable (Tax Credit/government-subsidized) product is currently 100.0% occupied. Regardless, the bulk of the existing rental housing stock is considered to be old and it can be concluded that age has had an impact on vacancies.

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

| Market-Rate | | | |
|---------------------------|----------|-------------|--------------|
| Quality Rating | Projects | Total Units | Vacancy Rate |
| B | 1 | 7 | 42.9% |
| B- | 2 | 78 | 6.4% |
| C | 1 | 57 | 12.3% |
| Non-Subsidized Tax Credit | | | |
| Quality Rating | Projects | Total Units | Vacancy Rate |
| B | 2 | 62 | 0.0% |

Vacancies only exist among the four surveyed market-rate properties, which are older properties and were assigned quality ratings of a "B, B- and C". Regardless, the proposed renovations at the subject project are anticipated to enhance its overall quality and appeal, which will have a positive impact on its continued marketability.

A complete list of all properties surveyed is included in Addendum A, *Field Survey of Conventional Rentals*.

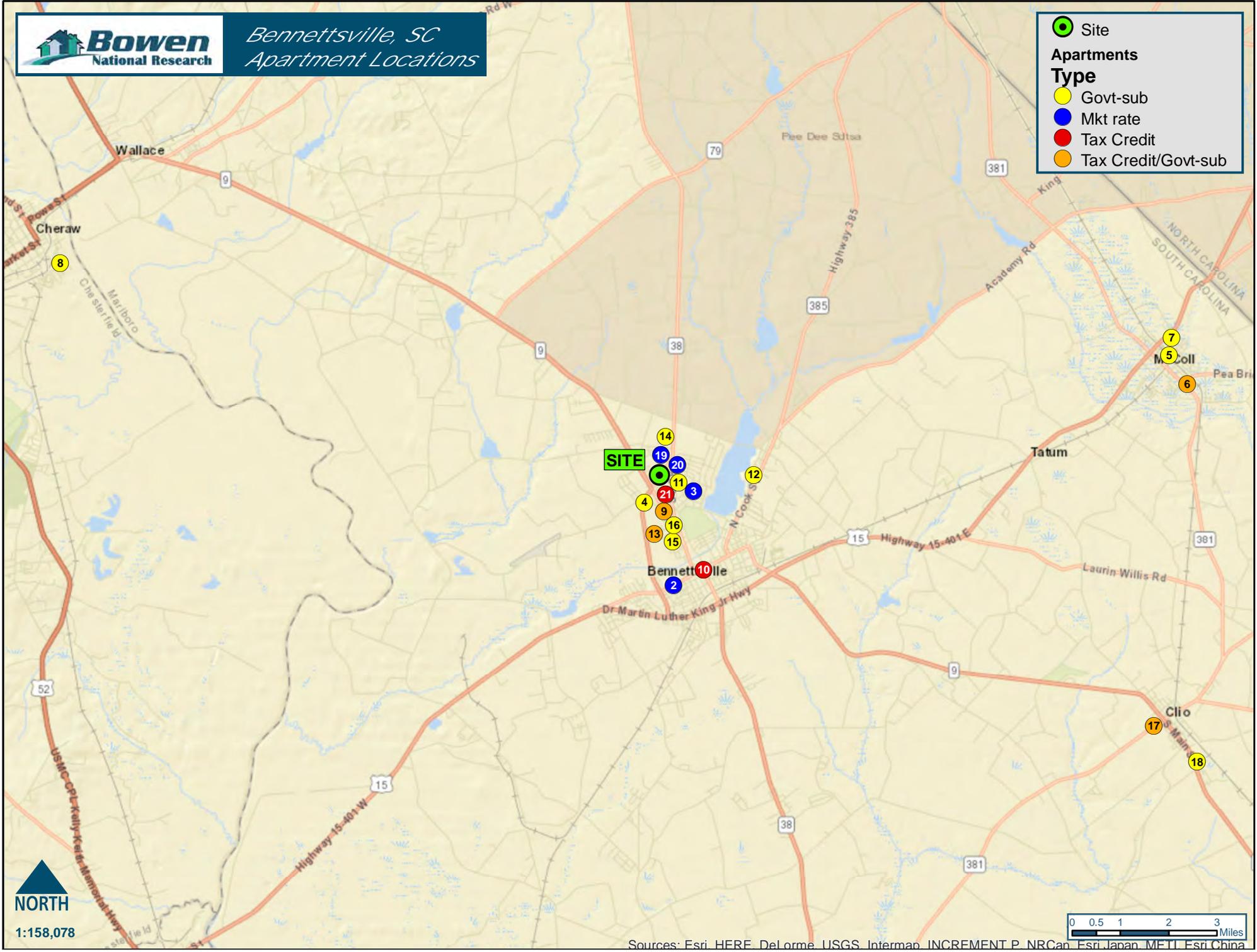
4. **RENTAL HOUSING INVENTORY MAP**

A map identifying the location of all properties surveyed within the Bennettsville Site PMA is on the following page.



*Bennettsville, SC
Apartment Locations*

● Site
Apartments Type
● Govt-sub
● Mkt rate
● Tax Credit
● Tax Credit/Govt-sub



NORTH
1:158,078



5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on our interviews with local building and planning representatives, it was determined that there are no rental projects in the development pipeline in the Site PMA.

7. MARKET RENT ADVANTAGE

We identified three market-rate properties within the Bennettsville Site PMA that we consider comparable to the subject development based on the bedroom types offered. It should be noted that there is a limited supply of conventional market-rate rentals available within the market area. As such, older and less desirable apartment communities within the market area have been selected. However, these less desirable apartments have been adjusted appropriately to determine the appropriate market rent. In addition, it was necessary to survey two additional developments located within the nearby city of Dillon that we consider comparable to the subject development based on their design and age. Combined, these five selected properties are used to derive market rents for a project with characteristics similar to the subject development. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units with maximum income and rent restrictions.

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

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

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

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

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

| Map I.D. | Project Name | Year Built/ Renovated | Total Units | Occ. Rate | Unit Mix (Occupancy Rate) | | |
|----------|--------------------|--------------------------|-------------|-----------|------------------------------|----------------|----------------|
| | | | | | One-Br. | Two-Br. | Three-Br. |
| Site | Oakwood Manor | 1993 / 2019 | 24 | 100.0% | 24 (100.0%) | - | - |
| 3 | Lakeside Apts. | 1985 | 64 | 93.8% | - | 64 (93.8%) | - |
| 19 | Marlboro Manor (1) | 1985 | 57 | 87.7% | 14 (92.9%) | 35 (82.9%) | 8 (100.0%) |
| 20 | Marlboro Manor (2) | 1985 | 14 | 92.9% | - | 14 (92.9%) | - |
| 902 | Rosewood Manor | 1980 / 2012 | 44 | 100.0% | 6 (100.0%) | 32 (100.0%) | 6 (100.0%) |
| 903 | Dover Village | 1997 | 32* | 100.0% | - | 20 (100.0%) | 12 (100.0%) |

900 Map IDs are located outside the Site PMA

Occ. – Occupancy

*Market-rate units only

The five selected market-rate projects have a combined total of 211 units with an overall occupancy rate of 94.3%. These occupancy rates indicate that each selected project is well-received within the region. Therefore, these projects will serve as an accurate benchmark with which to compare to the subject development.

The Rent Comparability Grid on the following page shows the collected rents for each of the selected properties and illustrates the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist between the selected properties and the subject development.



Rent Comparability Grid

Unit Type →

ONE BEDROOM

| Subject | | Comp #1 | | Comp #2 | | Comp #3 | | Comp #4 | | Comp #5 | |
|---------------------------------------|-------------------------------|-------------------|---------------|--------------------|---------------|-------------------------------|---------------|------------------|---------------|-----------------------|---------------|
| Oakwood Manor | | Lakeside Apts. | | Marlboro Manor (1) | | Marlboro Manor (2) | | Rosewood Manor | | Dover Village | |
| 904 Oakwood Street | | 503 Sewanee St. | | 800 Oakwood St. | | 901 Oakwood St. | | 701 Garden Ct. | | 414 S. Longstreet Rd. | |
| Bennettsville, SC | | Bennettsville, SC | | Bennettsville, SC | | Bennettsville, SC | | Dillon, SC | | Dillon, SC | |
| A. Rents Charged | Data on Subject | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj |
| 1 | \$ Last Rent / Restricted? | \$575 | | \$450 | | \$595 | | \$340 | | \$475 | |
| 2 | Date Surveyed | Jan-18 | | Feb-18 | | Feb-18 | | Jan-18 | | Jan-18 | |
| 3 | Rent Concessions | None | | None | | None | | None | | None | |
| 4 | Occupancy for Unit Type | 94% | | 93% | | 93% | | 100% | | 100% | |
| 5 | Effective Rent & Rent/ sq. ft | \$575 | 0.59 | \$450 | 0.56 | \$595 | 0.52 | \$340 | 0.49 | \$475 | 0.61 |
| B. Design, Location, Condition | | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj |
| 6 | Structure / Stories | R/1 | | TH/2 | | WU/2 | | TH/2 | | WU/2 | |
| 7 | Yr. Built/Yr. Renovated | 1993/2019 | | 1985 | \$21 | 1985 | \$21 | 1985 | \$21 | 1980/2012 | \$10 |
| 8 | Condition/Street Appeal | E | | G | \$15 | F | \$30 | G | \$15 | G | \$15 |
| 9 | Neighborhood | G | | G | | G | | G | | F | \$10 |
| 10 | Same Market? | | | Yes | | Yes | | Yes | | No | |
| C. Unit Equipment/ Amenities | | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj |
| 11 | # Bedrooms | 1 | (\$50) | 2 | | 1 | | 2 | (\$50) | 1 | |
| 12 | # Baths | 1 | (\$15) | 1.5 | | 1 | | 1 | | 1 | |
| 13 | Unit Interior Sq. Ft. | 659 | (\$44) | 980 | | 800 | (\$20) | 1150 | (\$68) | 689 | (\$4) |
| 14 | Balcony/Patio | Y | | Y | | Y | | Y | | N | \$5 |
| 15 | AC: Central/Wall | C | | C | | C | | C | | W | \$5 |
| 16 | Range/Refrigerator | R/F | | R/F | | R/F | | R/F | | R/F | |
| 17 | Microwave/Dishwasher | Y/N | (\$5) | N/Y | | N/N | \$5 | N/N | \$5 | N/N | \$5 |
| 18 | Washer/Dryer | HU/L | \$5 | HU | \$5 | L | \$10 | HU/L | \$10 | L | \$10 |
| 19 | Floor Coverings | VCT | | C | | C | | C | | C | |
| 20 | Window Coverings | B | | B | | B | | B | \$5 | N | |
| 21 | Secured Entry | N | | N | | N | | N | | N | |
| 22 | Garbage Disposal | N | | N | | N | | N | | N | |
| 23 | Ceiling Fans/E-Call System | Y/Y | \$10 | N/N | \$10 | N/N | \$10 | N/N | \$10 | N/N | \$10 |
| D Site Equipment/ Amenities | | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj |
| 24 | Parking (\$ Fee) | LOT/\$0 | | LOT/\$0 | | LOT/\$0 | | LOT/\$0 | | LOT/\$0 | |
| 25 | On-Site Management | Y | | Y | | Y | | Y | | N | \$5 |
| 26 | Security Features | N | | N | | N | | N | | N | |
| 27 | Community Space | Y | \$7 | N | \$7 | N | \$7 | N | \$7 | N | \$7 |
| 28 | Pool/Recreation Areas | F | (\$5) | P | | N | \$5 | N | \$5 | N | \$5 |
| 29 | Computer/Business Center | Y | \$5 | N | \$5 | N | \$5 | N | \$5 | N | \$5 |
| 30 | Picnic Area/Storage | Y/N | \$3 | N/N | \$3 | N/N | \$3 | N/N | \$3 | N/N | \$3 |
| 31 | Library | N | | N | | N | | N | | N | |
| 32 | Social Services | N | | N | | N | | N | | N | |
| E. Utilities | | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj | Data | \$ Adj |
| 33 | Heat (in rent?/ type) | N/E | | N/E | | N/E | | N/E | | N/E | |
| 34 | Cooling (in rent?/ type) | N/E | | N/E | | N/E | | N/E | | N/E | |
| 35 | Cooking (in rent?/ type) | N/E | | N/E | | N/E | | N/E | | N/E | |
| 36 | Hot Water (in rent?/ type) | N/E | | N/E | | N/E | | N/E | | N/E | |
| 37 | Other Electric | N | | N | | N | | N | | N | |
| 38 | Cold Water/Sewer | N/N | | N/N | | Y/Y | (\$51) | Y/Y | (\$51) | Y/Y | (\$51) |
| 39 | Trash/Recycling | N/N | | N/N | | Y/N | (\$23) | Y/N | (\$23) | Y/N | (\$23) |
| F. Adjustments Recap | | Pos | Neg | Pos | Neg | Pos | Neg | Pos | Neg | Pos | Neg |
| 40 | # Adjustments B to D | 7 | 5 | 9 | 1 | 8 | 2 | 14 | 1 | 7 | 4 |
| 41 | Sum Adjustments B to D | \$66 | (\$119) | \$96 | (\$20) | \$71 | (\$118) | \$100 | (\$4) | \$59 | (\$73) |
| 42 | Sum Utility Adjustments | | | | (\$74) | | (\$74) | | (\$74) | | |
| | | Net | Gross | Net | Gross | Net | Gross | Net | Gross | Net | Gross |
| 43 | Net/ Gross Adjmts B to E | (\$53) | \$185 | \$2 | \$190 | (\$121) | \$263 | \$22 | \$178 | (\$14) | \$132 |
| G. Adjusted & Market Rents | | Adj. Rent | | Adj. Rent | | Adj. Rent | | Adj. Rent | | Adj. Rent | |
| 44 | Adjusted Rent (5+ 43) | \$522 | | \$452 | | \$474 | | \$362 | | \$461 | |
| 45 | Adj Rent/Last rent | | 91% | | 101% | | 80% | | 106% | | 97% |
| 46 | Estimated Market Rent | \$520 | | \$0.79 | | Estimated Market Rent/ Sq. Ft | | | | | |

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

Based on the preceding Rent Comparability Grid, it was determined that the current achievable market rent for a one-bedroom unit similar to those offered at the subject project is \$520. Note that we have provided two market-rent advantage analyses for the purposes of this report. The first analysis compares the achievable market rent with the *average current tenant-paid rent*, assuming that RA is retained on the majority of the subject units as proposed and that all current tenants continue to reside at the project post LIHTC renovations. The second analysis compares the achievable market rent with the proposed/programmatic Tax Credit rents in the unlikely event the subject project lost its subsidy and solely operated as a LIHTC development.

Market Rent Advantage – Current Rents

Per SCSHFDA methodology, for existing projects that offer a project-based subsidy, the subject’s market rent advantage should be calculated utilizing current tenant-paid rents to represent the “true” value the subsidy represents to low-income households, relative to comparable unrestricted market-rate product. Based on the project’s current rent roll, as illustrated in *Addendum D* of this report, the average tenant rent paid is \$125. The following table illustrates the subject project’s overall market-rent advantage with the retention of the subsidy:

| Bedroom Type | Average Current Tenant-Paid Rent | Achievable Market Rent | Market Rent Advantage |
|--------------|----------------------------------|------------------------|-----------------------|
| One-Bedroom | \$125 | \$520 | 75.96% |

As the preceding illustrates, the subject’s market rent advantage as proposed with RA being retained on 22 of the 24 subject units is 75.96%, which is well above the SCSHFDA threshold of 35.0%. This demonstrates that the subject project represents a significant value within the Bennettsville market, which is further evident by its 100.0% occupancy rate and waiting list currently reported at the property. The preceding market rent advantage has been included in Exhibit S-2 per SCSHFDA requirements.

Market Rent Advantage - Proposed/Programmatic Tax Credit Rents

As previously discussed, the majority of the proposed LIHTC rents evaluated throughout this report are only effective in the unlikely event the project-based subsidy was lost. Regardless, the market rent advantages for the proposed LIHTC rents evaluated throughout this report are illustrated in the following table.



| Bedroom Type | Proposed Collected Rent (AMHI) | Achievable Market Rent | Market Rent Advantage |
|-------------------------|--------------------------------|------------------------|-----------------------|
| One-Bedroom | \$402 (50%) | \$520 | 22.69% |
| One-Bedroom | \$457 (60%) | \$520 | 12.12% |
| Weighted Average | | | 14.32% |

The proposed/programmatic collected Tax Credit rents represent market-rent advantages ranging from 12.12% to 22.69%. Note that the weighted average market rent advantage is 14.32%. According to SCSHFA, LIHTC rents should represent a market rent advantage of 35.0% to be perceived as a value. However, the subject's rents are very competitive with the comparable LIHTC developments and will likely be perceived as a value in the market and region, especially when considering the low overall quality of the existing market-rate developments in the region. In addition, the market-rate properties in the market are all considered old as compared to a newly renovated property, as the market-rate properties were all constructed in 1985 or earlier and have never been renovated. Regardless, the subject project will continue to operate with a subsidy on the majority of units, allowing tenants to pay up to 30% of their gross adjusted incomes towards housing costs. As such, the subject project will continue to represent a substantial value to low-income households.

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

1. Rents for each property are reported as collected rents. This is the actual rent paid by tenants and does not consider tenant-paid utilities. The rent reported is typical and does not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
7. Upon completion of renovations, the subject project will have an effective year build of 2006. The selected properties were built between 1980 and 1997. As such, we have adjusted the rents at the selected properties by \$1 per year of (effective) age difference to reflect the age of these properties.
8. It is anticipated that the subject project will have a quality finished look and an attractive aesthetic appeal. We have made adjustments for those properties that we consider to have an inferior quality to the subject development.

11. All of the selected properties have two-bedroom units. For those projects lacking one-bedroom units, we have used the two-bedroom units and made adjustments to reflect the difference in the number of bedrooms offered.
12. The number of bathrooms offered at each of the selected properties varies. We have made adjustments to reflect the difference in the number of bathrooms offered at the site and the number offered by the competitive properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar bases, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package slightly superior to the selected properties. We have, however, made adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The subject project will also offer a project amenity package slightly superior to the selected properties. We have, however, made adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 33.-39. We have made adjustments to reflect the differences between the subject project's and the selected properties' utility responsibility. The utility adjustments were based on the local housing authority's utility cost estimates.

8. AFFORDABLE HOUSING IMPACT

As discussed throughout this section of the report, there are only two existing non-subsidized LIHTC projects in the Site PMA. These properties are general-occupancy (family) projects and offer larger unit sizes, as compared to the age-restricted subject project which is comprised entirely of one-bedroom units. Based on the preceding factors, the aforementioned properties are not considered directly competitive with the subject project. These properties are also both 100.0% occupied and maintain waiting lists. Likewise, the subject project is also 100.0% occupied with a waitlist, and the proposed renovations will not involve the introduction of any new LIHTC units to the Bennettsville market. Based on the preceding analysis, we do not anticipate the renovations of the subject project will have any adverse impact on future occupancy rates at the two existing non-subsidized LIHTC projects in the market. In fact, we expect the aforementioned properties, as well as the existing subject project, to maintain their 100.0% occupancy levels following renovations at the subject project.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value within the Site PMA was \$67,603. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$67,603 home is \$407, including estimated taxes and insurance.

| Buy Versus Rent Analysis | |
|--|----------|
| Median Home Price - ESRI | \$67,603 |
| Mortgaged Value = 95% of Median Home Price | \$64,223 |
| Interest Rate - Bankrate.com | 4.5% |
| Term | 30 |
| Monthly Principal & Interest | \$325 |
| Estimated Taxes and Insurance* | \$81 |
| Estimated Monthly Mortgage Payment | \$407 |

*Estimated at 25% of principal and interest

In comparison, the Rental Assistance in place at the subject project will allow most tenants to pay up to 30% of their adjusted gross household income towards housing costs. As such, the estimated monthly mortgage payment of \$407 is likely considerably higher than most prospective tenants would be able or willing to afford. In the unlikely event the subject project was to lose its project-based Rental Assistance and operate solely under Tax Credit guidelines, the estimated monthly mortgage payment would be similar to the cost of renting at the subject project. While some residents may be able to afford the cost of a typical home in this scenario, the number of tenants who would also be able to afford the down payment, monthly utility expenses and/or routine maintenance costs associated with such a home in the market is considered minimal. Based

on the preceding analysis, we do not anticipate any competitive impact on or from the homebuyer market. In fact, since the subject project is restricted to seniors (age 62 and older), we anticipate the subject project will receive some support from senior homeowners seeking a smaller, maintenance-free, housing alternative.

10. HOUSING VOIDS

As detailed throughout this section of the report, the Bennettsville market is rural in nature and offers a supply of conventional rental product primarily comprised of affordable properties. Most of the properties surveyed offer affordable (Tax Credit and/or government-subsidized) rental units and are performing well, as there are no vacant units in the affordable segment. This is a clear indication of pent-up demand for affordable rental product within the Site PMA. The market-rate segment is operating at a generally stable level, with a combined occupancy rate of 89.4%, reflective of 15 vacant units among the four market-rate properties surveyed. Demographic projections for the Bennettsville Site PMA indicate that the targeted senior demographic (age 62 and older) will experience household growth between 2017 and 2020, including senior renter household growth. This is a good indication that demand for affordable senior-oriented rental product such as that offered at the subject project, will remain high within the Site PMA for the foreseeable future. The subject project will continue to meet a portion of demand for such product in the Bennettsville Site PMA, following renovations.

I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals:

- Holly Swann, Planning & Zoning Manager for the City of Bennettsville, stated that she feels there is a need for more affordable housing in the area. Ms. Swann added that there is currently a lack of affordable housing in the region and the existing affordable housing is in substandard condition.
(843) 479-9001 (Extension 304)
- Cathy Coddington, Site Manager at Oakwood Manor Apartments (subject site), stated that there is a need for affordable housing in Bennettsville and that the most need is for age-restricted housing. Ms. Coddington added that it is difficult for seniors to maintain larger homes and that some are looking to downsize, which is why additional age-restricted rental product would be beneficial. She added that she always keeps a waiting list and that the only way tenants leave her property is if they are moving into a nursing home or if they have passed away.
(843) 454-0629

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the subject project, which is comprised of 24 existing age-restricted units, assuming it is renovated and operated as detailed in this report. Changes in the project's scope of renovations, rents, amenities or renovation completion date may alter these findings.

The subject project will continue to be marketable in terms of age, unit mix, location, amenities and unit sizes. This is further evidenced by the subject's 100.0% occupancy and two-household waiting list. Additionally, the average rent that tenants are currently paying due to the presence of RA available to 22 of the 24 units represents a market rent advantage of 75.96%, indicating that it will likely represent an excellent value to low-income senior households within the market. However, the subject's proposed/programmatic LIHTC rents represent market-rent advantages of 22.69% and 12.12% for the units targeting households at 50% and 60% of AMHI, respectively, which are below the 35.0% market rent advantage recommended by SCSHFDA. Although the proposed/programmatic rents in this unlikely scenario would not represent a market rent advantage of 35.0%, LIHTC rents and market-rate rents in this market appear to be very similar due to the low overall quality of market-rate product in the Site PMA. Regardless, the subject project is expected to retain Rental Assistance on 22 of the 24 total units, allowing residents to continue to pay up to 30% of their income towards housing costs. As such, nearly all of the subject units are expected to remain a significant value in the market.

Given that all affordable developments (Tax Credit/government-subsidized) surveyed within the Site PMA are operating with zero vacant units, the subject project will continue to offer a housing alternative to low-income senior households that is not readily available in the area. As shown in the Project Specific Demand Analysis section of this report, with an overall capture rate of 6.5% of income-qualified senior households in the market, there is significant support for the subject development assuming it retains Rental Assistance on most units. Therefore, it is our opinion that the subject project will have minimal, if any, impact on the existing Tax Credit developments in the Site PMA.

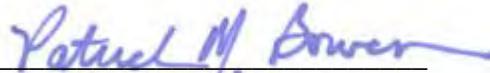
In the unlikely event the subject project was completely vacated and all units had to be re-rented, the subject project should reach a stabilized occupancy of 93% within approximately three months, assuming it operated with its current subsidy. If the subject project lost its subsidy and had to operate exclusively under the LIHTC program, it would likely have a lease-up period of approximately six months.

We do not have any recommendations for the proposed subject project.

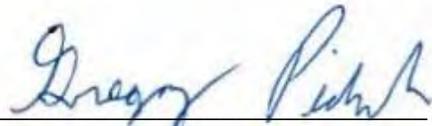
K. Signed Statement Requirement

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 LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina State 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.

Certified:



Patrick M. Bowen
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patrickb@bowennational.com
Date: February 14, 2018



Gregory Piduch
Market Analyst
gregp@bowennational.com
Date: February 14, 2018



Jeff Peters
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Date: February 14, 2018

L. Qualifications

The Company

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

Company Leadership

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

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Christopher T. Bunch, Market Analyst has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

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

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

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country since 2014. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

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

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

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

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

Chris Leahy, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Leahy has a Bachelor of Science degree in Financial Management and Business Administration from Franklin University.

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

This market feasibility analysis complies with the requirements established by the South Carolina State Housing Finance and Development Authority (SCSHFDA) and conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the acceptable definitions of key terms used in market studies for affordable housing projects and model standards for the content of market studies for affordable housing projects. The standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
 - A drive-time analysis for the site
 - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the proposed property.
- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the proposed development. An in-depth evaluation of these two property types provides an indication of the potential of the proposed development.

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

Please note that non-numbered items in this report are not required by SCSHFDA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the development potential of proposed projects.

2. REPORT LIMITATIONS

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

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

Any reproduction or duplication of this report without the express approval of Bowen National Research is strictly prohibited.

3. SOURCES

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

- The 2000 and 2010 Census on Housing
- American Community Survey
- ESRI
- Urban Decision Group (UDG)
- Applied Geographic Solutions
- Area Chamber of Commerce
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- South Carolina State Housing Finance and Development Authority

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

BENNETTSVILLE, SOUTH CAROLINA

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

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

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

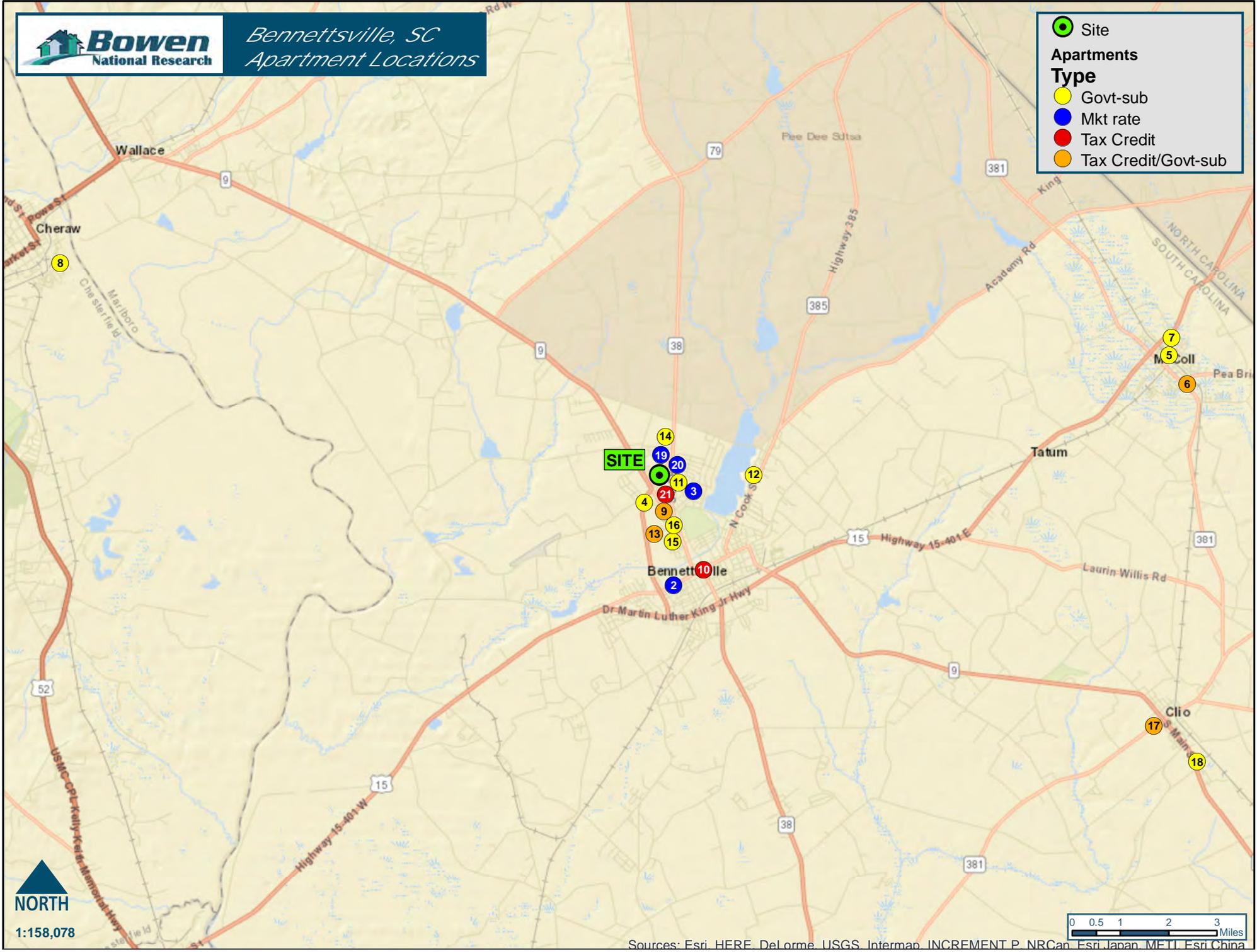
- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

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



Bennettsville, SC Apartment Locations

● Site
Apartments Type
● Govt-sub
● Mkt rate
● Tax Credit
● Tax Credit/Govt-sub



NORTH
1:158,078



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri China

MAP IDENTIFICATION LIST - BENNETTSVILLE, SOUTH CAROLINA

| MAP ID | PROJECT NAME | PROJ. TYPE | QUALITY RATING | YEAR BUILT | TOTAL UNITS | VACANT | OCC. RATE | DISTANCE TO SITE* |
|--------|-------------------------------|------------|----------------|------------|-------------|--------|-----------|-------------------|
| 1 | Oakwood Manor (Site) | TGS | B+ | 1993 | 24 | 0 | 100.0% | - |
| 2 | Heritage Gardens | MRR | B | 1962 | 7 | 3 | 57.1% | 2.3 |
| 3 | Lakeside Apts. | MRR | B- | 1985 | 64 | 4 | 93.8% | 1.0 |
| 4 | Cedar Creek Apts. | GSS | A | 2008 | 30 | 0 | 100.0% | 0.6 |
| 5 | Bellinger Square | GSS | B | 1994 | 24 | 0 | 100.0% | 11.4 |
| 6 | Breckenridge Apts. | TGS | B+ | 1991 | 24 | 0 | 100.0% | 11.8 |
| 7 | Eastcrest Apts. | GSS | C- | 1980 | 34 | 0 | 100.0% | 11.6 |
| 8 | William Fred Harris Community | GSS | C | 1985 | 30 | 0 | 100.0% | 14.1 |
| 9 | Bennetts Pointe | TGS | B | 1994 | 32 | 0 | 100.0% | 0.7 |
| 10 | Bennettsville Lofts | TAX | B | 2003 | 22 | 0 | 100.0% | 2.0 |
| 11 | Crepe Myrtle Place | GSS | B | 1999 | 8 | 0 | 100.0% | 0.3 |
| 12 | Eastwood Apts. | GSS | C | 1979 | 62 | 0 | 100.0% | 2.6 |
| 13 | Glenfield Apts. I & II | TGS | B | 1985 | 80 | 0 | 100.0% | 1.3 |
| 14 | Marlboro Court | GSS | B | 1981 | 56 | 0 | 100.0% | 0.1 |
| 15 | Marlboro Place I | GSS | B | 1990 | 24 | 0 | 100.0% | 0.9 |
| 16 | Marlboro Place II | GSS | B | 1992 | 24 | 0 | 100.0% | 0.9 |
| 17 | Briarwood Apts. | TGS | A- | 1993 | 24 | 0 | 100.0% | 10.9 |
| 18 | Clio East Apts. | GSS | C+ | 1982 | 54 | 0 | 100.0% | 11.7 |
| 19 | Marlboro Manor (1) | MRR | C | 1985 | 57 | 7 | 87.7% | 0.1 |
| 20 | Marlboro Manor (2) | MRR | B- | 1985 | 14 | 1 | 92.9% | 0.6 |
| 21 | Bennettsville Green | TAX | B | 2010 | 40 | 0 | 100.0% | 0.5 |

| PROJECT TYPE | PROJECTS SURVEYED | TOTAL UNITS | VACANT | OCCUPANCY RATE | U/C |
|--------------|-------------------|-------------|--------|----------------|-----|
| MRR | 4 | 142 | 15 | 89.4% | 0 |
| TAX | 2 | 62 | 0 | 100.0% | 0 |
| TGS | 5 | 184 | 0 | 100.0% | 0 |
| GSS | 10 | 346 | 0 | 100.0% | 4 |

Total units does not include units under construction.

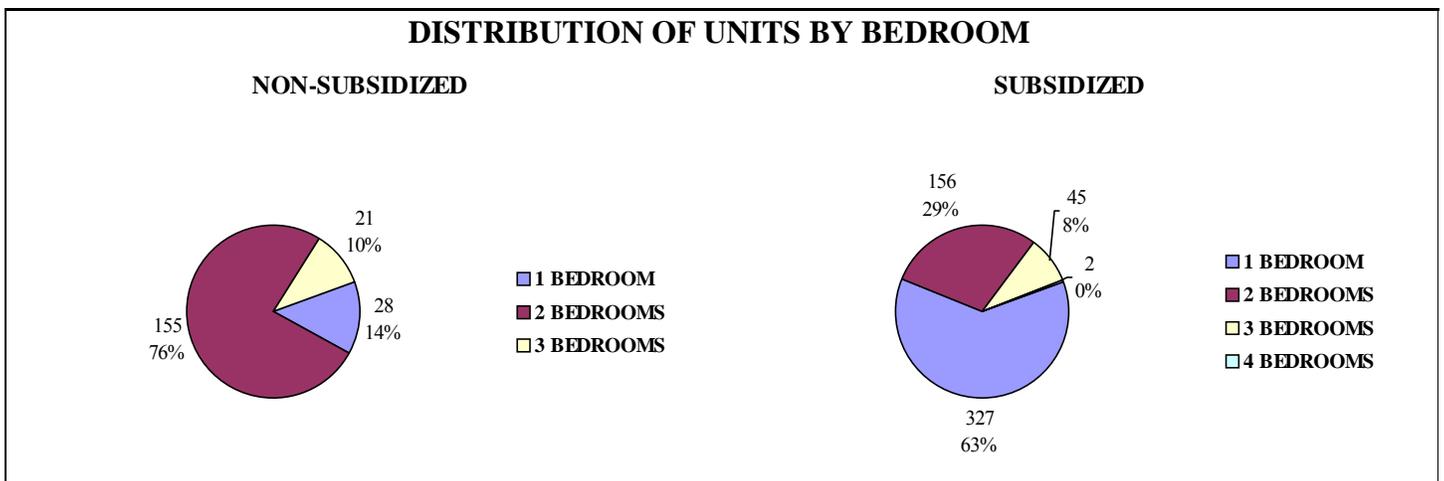
| | |
|---|--|
| ◆ | Senior Restricted |
| ■ | Market-rate |
| ■ | Market-rate/Tax Credit |
| ■ | Market-rate/Government-subsidized |
| ■ | Market-rate/Tax Credit/Government-subsidized |
| ■ | Tax Credit |
| ■ | Tax Credit/Government-subsidized |
| ■ | Government-subsidized |

* - Drive Distance (Miles)

Survey Date: January 2018

DISTRIBUTION OF UNITS - BENNETTSVILLE, SOUTH CAROLINA

| MARKET-RATE | | | | | | |
|-----------------------------------|-------|------------|---------------|-----------|--------------|-------------------|
| BEDROOMS | BATHS | UNITS | DISTRIBUTION | VACANT | %VACANT | MEDIAN GROSS RENT |
| 1 | 1 | 21 | 14.8% | 4 | 19.0% | \$535 |
| 2 | 1 | 49 | 34.5% | 7 | 14.3% | \$681 |
| 2 | 1.5 | 64 | 45.1% | 4 | 6.3% | \$766 |
| 3 | 1.5 | 8 | 5.6% | 0 | 0.0% | \$758 |
| TOTAL | | 142 | 100.0% | 15 | 10.6% | |
| TAX CREDIT, NON-SUBSIDIZED | | | | | | |
| BEDROOMS | BATHS | UNITS | DISTRIBUTION | VACANT | %VACANT | MEDIAN GROSS RENT |
| 1 | 1 | 7 | 11.3% | 0 | 0.0% | \$482 |
| 2 | 1 | 42 | 67.7% | 0 | 0.0% | \$574 |
| 3 | 1 | 1 | 1.6% | 0 | 0.0% | \$649 |
| 3 | 2 | 12 | 19.4% | 0 | 0.0% | \$640 |
| TOTAL | | 62 | 100.0% | 0 | 0.0% | |
| TAX CREDIT, GOVERNMENT-SUBSIDIZED | | | | | | |
| BEDROOMS | BATHS | UNITS | DISTRIBUTION | VACANT | %VACANT | MEDIAN GROSS RENT |
| 1 | 1 | 136 | 73.9% | 0 | 0.0% | N.A. |
| 2 | 1 | 48 | 26.1% | 0 | 0.0% | N.A. |
| TOTAL | | 184 | 100.0% | 0 | 0.0% | |
| GOVERNMENT-SUBSIDIZED | | | | | | |
| BEDROOMS | BATHS | UNITS | DISTRIBUTION | VACANT | %VACANT | |
| 1 | 1 | 191 | 55.2% | 0 | 0.0% | N.A. |
| 2 | 1 | 108 | 31.2% | 0 | 0.0% | N.A. |
| 3 | 1 | 45 | 13.0% | 0 | 0.0% | N.A. |
| 4 | 1 | 2 | 0.6% | 0 | 0.0% | N.A. |
| TOTAL | | 346 | 100.0% | 0 | 0.0% | |
| 4 UNITS UNDER CONSTRUCTION | | | | | | |
| GRAND TOTAL | | 734 | - | 15 | 2.0% | |



SURVEY OF PROPERTIES - BENNETTSVILLE, SOUTH CAROLINA

| 1 Oakwood Manor (Site) | | | |
|--|--|--|--|
|  | Address 904 Oakwood St Bennettsville, SC 29512 | Phone (843) 454-0629 (Contact in person) | Total Units 24 |
| | Year Built 1993 Comments 60% AMHI; RD 515, has RA (22 units); HCV (2 units); Two handicap units | Contact Cathy | Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B+ Senior Restricted (62+) Waiting List 2 households |
| 2 Heritage Gardens | | | |
|  | Address 703 W. Main St. Bennettsville, SC 29512 | Phone (843) 479-6821 (Contact in person) | Total Units 7 |
| | Year Built 1962 Renovated 2008 Comments HCV (1 unit); Select units have washer/dryer hookups; Year built & square footage estimated | Contact Charles Jr. | Vacancies 3 Occupied 57.1% Floors 2 Quality Rating B Waiting List None |
| Rent Special Deposit fee waived | | | |
| 3 Lakeside Apts. | | | |
|  | Address 503 Sewanee St. Bennettsville, SC 29512 | Phone (843) 479-2452 (Contact in person) | Total Units 64 |
| | Year Built 1985 Comments Does not accept HCV; Phase II built in 1994 | Contact Emily | Vacancies 4 Occupied 93.8% Floors 2 Quality Rating B- Waiting List None |
| 4 Cedar Creek Apts. | | | |
|  | Address 1003 Cheraw St. Bennettsville, SC 29512 | Phone (843) 454-0309 (Contact in person) | Total Units 30 |
| | Year Built 2008 Comments HUD Section 8 | Contact Karen | Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A Senior Restricted (62+) Waiting List 9 households |
| 5 Bellinger Square | | | |
|  | Address 212 High St. McColl, SC 29570 | Phone (843) 523-9596 (Contact in person) | Total Units 24 |
| | Year Built 1994 Comments RD 515, has RA (24 units) | Contact Mary | Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B Senior Restricted (62+) Waiting List 4 households |

Project Type

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

Survey Date: January 2018

SURVEY OF PROPERTIES - BENNETTSVILLE, SOUTH CAROLINA

| 6 Breckenridge Apts. | | | |
|--|--|--|--------------------------------|
|  | Address 510 S. Main St. McCull, SC 29570 | Phone (843) 523-9195 (Contact in person) | Total Units 24 |
| | Year Built 1991 Renovated 2009 | Contact Vonda | Vacancies 0 |
| | Comments 60% AMHI; RD 515, has RA (24 units) | | Occupied 100.0% |
| | | | Floors 1 |
| | | | Quality Rating B+ |
| | | | Senior Restricted (62+) |
| | | | Waiting List |
| | | | 3 households |
| 7 Eastcrest Apts. | | | |
|  | Address 200 Gilchrist Ave. McCull, SC 29570 | Phone (843) 586-2674 (Contact in person) | Total Units 34 |
| | Year Built 1980 | Contact Cindy | Vacancies 0 |
| | Comments Public Housing; Year built & square footage estimated | | Occupied 100.0% |
| | | | Floors 1 |
| | | | Quality Rating C- |
| | | | Waiting List |
| | | | 6-36 months |
| 8 William Fred Harris Community | | | |
|  | Address 100 Fred Harris Dr. Cheraw, SC 29520 | Phone (843) 537-7222 (Contact in person) | Total Units 30 |
| | Year Built 1985 | Contact Melinda | Vacancies 0 |
| | Comments Public Housing; Townhomes have washer hookup only; Waitlist maintained by housing authority; Square footage estimated by contact | | Occupied 100.0% |
| | | | Floors 2 |
| | | | Quality Rating C |
| | | | Waiting List |
| | | | 1-br: 1-2 years |
| 9 Bennetts Pointe | | | |
|  | Address 907 Cheraw St. Bennettsville, SC 29512 | Phone (843) 479-2202 (Contact in person) | Total Units 32 |
| | Year Built 1994 | Contact Shyenta | Vacancies 0 |
| | Comments 60% AMHI; RD 515, has RA (32 units) | | Occupied 100.0% |
| | | | Floors 1 |
| | | | Quality Rating B |
| | | | Senior Restricted (62+) |
| | | | Waiting List |
| | | | 30 households |
| 10 Bennettsville Lofts | | | |
|  | Address 101 Broad St. Bennettsville, SC 29512 | Phone (843) 479-9882 (Contact in person) | Total Units 22 |
| | Year Built 2003 | Contact Jackie | Vacancies 0 |
| | Comments 50% & 60% AMHI; HCV (4 units); Adaptive reuse, originally built in 1908; Square footage estimated by manager | | Occupied 100.0% |
| | | | Floors 2,3 |
| | | | Quality Rating B |
| | | | Waiting List |
| | | | 5 households |

Project Type

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

Survey Date: January 2018

SURVEY OF PROPERTIES - BENNETTSVILLE, SOUTH CAROLINA

| 11 Crepe Myrtle Place | | | |
|--|--|--|---|
|  | Address 1197 Hamlet Hwy. Bennettsville, SC 29512 | Phone (843) 454-0800 (Contact in person) | Total Units 8 |
| | Year Built 1999 | Contact Jennifer | Vacancies 0 |
| | Comments HUD Section 811; Serves 100% mentally disabled; Four units not in service pending major repairs, no timeline for repairs | | Occupied 100.0% |
| | | | Floors 1 |
| | | | Quality Rating B |
| | | | Waiting List 2 households |
| 12 Eastwood Apts. | | | |
|  | Address 112 Wallace Cir. Bennettsville, SC 29512 | Phone (843) 479-2311 (Contact in person) | Total Units 62 |
| | Year Built 1979 | Contact Rebecca | Vacancies 0 |
| | Comments RD 515, no RA; HUD Section 8; Washer hookups only; Square footage esitimated | | Occupied 100.0% |
| | | | Floors 1 |
| | | | Quality Rating C |
| | | | Waiting List 40 households |
| 13 Glenfield Apts. I & II | | | |
|  | Address 604 Center St. Bennettsville, SC 29512 | Phone (843) 479-4968 (Contact in person) | Total Units 80 |
| | Year Built 1985 Renovated 2010 | Contact Kathy | Vacancies 0 |
| | Comments 50% & 60% AMHI; RD 515, has RA (42 units); HCV (19 units); HOME Funds (20 units at 50% AMHI); Phase II built in 1990 | | Occupied 100.0% |
| | | | Floors 2 |
| | | | Quality Rating B |
| | | | Waiting List 2 households |
| 14 Marlboro Court | | | |
|  | Address 801 Oakwood St. Bennettsville, SC 29512 | Phone (843) 479-4265 (Contact in person) | Total Units 56 |
| | Year Built 1981 Renovated 2015 | Contact Angie | Vacancies 0 |
| | Comments RD 515, has RA (55 units); Accepts HCV (0 currently); Square footage esitimated | | Occupied 100.0% |
| | | | Floors 2 |
| | | | Quality Rating B |
| | | | Waiting List 13 households |
| 15 Marlboro Place I | | | |
|  | Address 813 Cheraw St. Bennettsville, SC 29512 | Phone (843) 479-0177 (Contact in person) | Total Units 24 |
| | Year Built 1990 | Contact Brenda | Vacancies 0 |
| | Comments RD 515, has RA (24 units); Former Tax Credit property; Square footage estimated | | Occupied 100.0% |
| | | | Floors 1 |
| | | | Quality Rating B |
| | | | Senior Restricted (55+) Waiting List 8 households |

Project Type

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

Survey Date: January 2018

SURVEY OF PROPERTIES - BENNETTSVILLE, SOUTH CAROLINA

| | | | |
|--|---|---|---|
| 16 | Marlboro Place II | | |
|  | Address 813 Cheraw St. Bennettsville, SC 29512 Year Built 1992 Comments RD 515, has RA (24 units); Former Tax Credit property; Square footage estimated | Phone (843) 479-0177 (Contact in person) Contact Lindsay | Total Units 24 Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B Senior Restricted (55+) Waiting List 8 households |
| 17 | Briarwood Apts. | | |
|  | Address 106 Bundy St. Clio, SC 29525 Year Built 1993 Renovated 2015 Comments 60% AMHI; RD 515, has RA (24 units) | Phone (843) 586-9797 (Contact in person) Contact Yolanda | Total Units 24 Vacancies 0 Occupied 100.0% Floors 1 Quality Rating A- Senior Restricted (62+) Waiting List 2 households |
| 18 | Clio East Apts. | | |
|  | Address 100 Woods Ave. Clio, SC 29525 Year Built 1982 Comments Public Housing; Year built & square footage estimated by manager | Phone (843) 586-2674 (Contact in person) Contact Cindy | Total Units 54 Vacancies 0 Occupied 100.0% Floors 1 Quality Rating C+ Waiting List 2-3 years |
| 19 | Marlboro Manor (1) | | |
|  | Address 800 Oakwood St. Bennettsville, SC 29512 Year Built 1985 Comments HCV (12 units); 2 & 3-br units have washer/dryer hookups; Two 2-br used for storage not included in total; Vacancies due to lack of jobs in the area | Phone (843) 535-0522 (Contact in person) Contact Name not given | Total Units 57 Vacancies 7 Occupied 87.7% Floors 2 Quality Rating C Waiting List None |
| 20 | Marlboro Manor (2) | | |
|  | Address 901 Oakwood St. Bennettsville, SC 29512 Year Built 1985 Comments | Phone (843) 535-0522 (Contact in person) Contact Name not given | Total Units 14 Vacancies 1 Occupied 92.9% Floors 2 Quality Rating B- Waiting List None |

Project Type

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

Survey Date: January 2018

SURVEY OF PROPERTIES - BENNETTSVILLE, SOUTH CAROLINA

| 21 | | Bennettsville Green | |
|--|--|--|---|
|  | Address 501 Center St. Bennettsville, SC 29512 | Phone (843) 454-9500 (Contact in person) | Total Units 40 Vacancies 0 Occupied 100.0% |
| | Year Built 2010 | Contact Debra | Floors 2 Quality Rating B |
| | Comments 50% & 60% AMHI; HCV (18 units) | | Waiting List 7 households |

Project Type

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

Survey Date: January 2018

COLLECTED RENTS - BENNETTSVILLE, SOUTH CAROLINA

| MAP ID | GARDEN UNITS | | | | | TOWNHOUSE UNITS | | | |
|--------|--------------|----------------|----------------|----------------|-------|-----------------|-------|------|-------|
| | STUDIO | 1-BR | 2-BR | 3-BR | 4+ BR | 1-BR | 2-BR | 3-BR | 4+ BR |
| 2 | | \$300 | | | | | | | |
| 3 | | | | | | | \$575 | | |
| 10 | | \$397 to \$408 | \$398 to \$460 | \$516 | | | | | |
| 19 | | \$450 | \$575 | \$625 | | | | | |
| 20 | | | | | | | \$595 | | |
| 21 | | | \$406 to \$510 | \$434 to \$550 | | | | | |

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

Survey Date: January 2018

PRICE PER SQUARE FOOT - BENNETTSVILLE, SOUTH CAROLINA

| ONE-BEDROOM UNITS | | | | | |
|---------------------|---------------------|-------|------------|----------------|------------------|
| MAP ID | PROJECT NAME | BATHS | UNIT SIZE | GROSS RENT | \$ / SQ. FT. |
| 2 | Heritage Gardens | 1 | 400 to 500 | \$459 | \$0.92 to \$1.15 |
| 19 | Marlboro Manor (1) | 1 | 800 | \$535 | \$0.67 |
| 10 | Bennettsville Lofts | 1 | 500 to 700 | \$482 to \$493 | \$0.70 to \$0.96 |
| TWO-BEDROOM UNITS | | | | | |
| MAP ID | PROJECT NAME | BATHS | UNIT SIZE | GROSS RENT | \$ / SQ. FT. |
| 3 | Lakeside Apts. | 1.5 | 980 | \$766 | \$0.78 |
| 19 | Marlboro Manor (1) | 1 | 950 | \$681 | \$0.72 |
| 20 | Marlboro Manor (2) | 1 | 1150 | \$701 | \$0.61 |
| 10 | Bennettsville Lofts | 1 | 700 to 900 | \$504 to \$566 | \$0.63 to \$0.72 |
| 21 | Bennettsville Green | 1 | 857 | \$574 to \$678 | \$0.67 to \$0.79 |
| THREE-BEDROOM UNITS | | | | | |
| MAP ID | PROJECT NAME | BATHS | UNIT SIZE | GROSS RENT | \$ / SQ. FT. |
| 19 | Marlboro Manor (1) | 1.5 | 1150 | \$758 | \$0.66 |
| 10 | Bennettsville Lofts | 1 | 1100 | \$649 | \$0.59 |
| 21 | Bennettsville Green | 2 | 1094 | \$640 to \$756 | \$0.59 to \$0.69 |

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

Survey Date: January 2018

AVERAGE GROSS RENT PER SQUARE FOOT - BENNETTSVILLE, SOUTH CAROLINA

| MARKET-RATE | | | |
|--------------------|---------------|---------------|-----------------|
| UNIT TYPE | ONE-BR | TWO-BR | THREE-BR |
| GARDEN | \$0.80 | \$0.72 | \$0.66 |
| TOWNHOUSE | \$0.00 | \$0.75 | \$0.00 |

| TAX CREDIT (NON-SUBSIDIZED) | | | |
|------------------------------------|---------------|---------------|-----------------|
| UNIT TYPE | ONE-BR | TWO-BR | THREE-BR |
| GARDEN | \$0.85 | \$0.71 | \$0.63 |
| TOWNHOUSE | \$0.00 | \$0.00 | \$0.00 |

| COMBINED | | | |
|------------------|---------------|---------------|-----------------|
| UNIT TYPE | ONE-BR | TWO-BR | THREE-BR |
| GARDEN | \$0.81 | \$0.71 | \$0.64 |
| TOWNHOUSE | \$0.00 | \$0.75 | \$0.00 |

TAX CREDIT UNITS - BENNETTSVILLE, SOUTH CAROLINA

| ONE-BEDROOM UNITS | | | | | | |
|---------------------|------------------------|-------|-------------|------------|--------|----------------|
| MAP ID | PROJECT NAME | UNITS | SQUARE FEET | # OF BATHS | % AMHI | COLLECTED RENT |
| 10 | Bennettsville Lofts | 4 | 500 - 700 | 1 | 50% | \$397 |
| 13 | Glenfield Apts. I & II | 8 | 600 | 1 | 50% | \$402 - \$537 |
| 13 | Glenfield Apts. I & II | 24 | 600 | 1 | 60% | \$403 - \$552 |
| 10 | Bennettsville Lofts | 3 | 500 - 700 | 1 | 60% | \$408 |
| ◆ 1 | Oakwood Manor (Site) | 24 | 659 | 1 | 60% | \$437 - \$589 |
| ◆ 6 | Breckenridge Apts. | 24 | 663 | 1 | 60% | \$498 - \$539 |
| ◆ 17 | Briarwood Apts. | 24 | 628 | 1 | 60% | \$535 - \$671 |
| ◆ 9 | Bennetts Pointe | 32 | 650 | 1 | 60% | \$551 - \$725 |
| TWO-BEDROOM UNITS | | | | | | |
| MAP ID | PROJECT NAME | UNITS | SQUARE FEET | # OF BATHS | % AMHI | COLLECTED RENT |
| 10 | Bennettsville Lofts | 7 | 700 - 900 | 1 | 50% | \$398 |
| 21 | Bennettsville Green | 16 | 857 | 1 | 50% | \$406 |
| 13 | Glenfield Apts. I & II | 12 | 750 | 1 | 50% | \$424 - \$559 |
| 13 | Glenfield Apts. I & II | 36 | 750 | 1 | 60% | \$429 - \$578 |
| 10 | Bennettsville Lofts | 7 | 700 - 900 | 1 | 60% | \$460 |
| 21 | Bennettsville Green | 12 | 857 | 1 | 60% | \$510 |
| THREE-BEDROOM UNITS | | | | | | |
| MAP ID | PROJECT NAME | UNITS | SQUARE FEET | # OF BATHS | % AMHI | COLLECTED RENT |
| 21 | Bennettsville Green | 6 | 1094 | 2 | 50% | \$434 |
| 10 | Bennettsville Lofts | 1 | 1100 | 1 | 50% | \$516 |
| 21 | Bennettsville Green | 6 | 1094 | 2 | 60% | \$550 |

◆ - Senior Restricted

QUALITY RATING - BENNETTSVILLE, SOUTH CAROLINA

MARKET-RATE PROJECTS AND UNITS

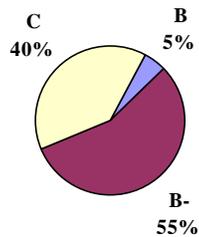
| QUALITY RATING | PROJECTS | TOTAL UNITS | VACANCY RATE | MEDIAN GROSS RENT | | | | |
|----------------|----------|-------------|--------------|-------------------|--------|--------|----------|---------|
| | | | | STUDIOS | ONE-BR | TWO-BR | THREE-BR | FOUR-BR |
| B | 1 | 7 | 42.9% | | \$459 | | | |
| B- | 2 | 78 | 6.4% | | | \$766 | | |
| C | 1 | 57 | 12.3% | | \$535 | \$681 | \$758 | |

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

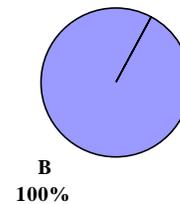
| QUALITY RATING | PROJECTS | TOTAL UNITS | VACANCY RATE | MEDIAN GROSS RENT | | | | |
|----------------|----------|-------------|--------------|-------------------|--------|--------|----------|---------|
| | | | | STUDIOS | ONE-BR | TWO-BR | THREE-BR | FOUR-BR |
| B | 2 | 62 | 0.0% | | \$482 | \$574 | \$649 | |

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - BENNETTSVILLE, SOUTH CAROLINA *

| YEAR RANGE | PROJECTS | UNITS | VACANT | % VACANT | TOTAL UNITS | DISTRIBUTION |
|--------------|----------|------------|-----------|-------------|-------------|----------------|
| Before 1970 | 1 | 7 | 3 | 42.9% | 7 | 3.4% |
| 1970 to 1979 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 1980 to 1989 | 3 | 135 | 12 | 8.9% | 142 | 66.2% |
| 1990 to 1999 | 0 | 0 | 0 | 0.0% | 142 | 0.0% |
| 2000 to 2005 | 1 | 22 | 0 | 0.0% | 164 | 10.8% |
| 2006 to 2010 | 1 | 40 | 0 | 0.0% | 204 | 19.6% |
| 2011 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2012 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2013 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2014 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2015 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2016 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2017 | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| 2018** | 0 | 0 | 0 | 0.0% | 204 | 0.0% |
| TOTAL | 6 | 204 | 15 | 7.4% | 204 | 100.0 % |

YEAR RENOVATED - BENNETTSVILLE, SOUTH CAROLINA *

| YEAR RANGE | PROJECTS | UNITS | VACANT | % VACANT | TOTAL UNITS | DISTRIBUTION |
|--------------|----------|----------|----------|--------------|-------------|----------------|
| Before 1970 | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| 1970 to 1979 | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| 1980 to 1989 | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| 1990 to 1999 | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| 2000 to 2005 | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| 2006 to 2010 | 1 | 7 | 3 | 42.9% | 7 | 100.0% |
| 2011 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2012 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2013 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2014 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2015 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2016 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2017 | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| 2018** | 0 | 0 | 0 | 0.0% | 7 | 0.0% |
| TOTAL | 1 | 7 | 3 | 42.9% | 7 | 100.0 % |

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

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

** As of January 2018

APPLIANCES AND UNIT AMENITIES - BENNETTSVILLE, SOUTH CAROLINA

| APPLIANCES | | | |
|-----------------------|-----------------|----------------|---------------|
| APPLIANCE | PROJECTS | PERCENT | UNITS* |
| RANGE | 6 | 100.0% | 204 |
| REFRIGERATOR | 6 | 100.0% | 204 |
| ICEMAKER | 0 | 0.0% | |
| DISHWASHER | 3 | 50.0% | 126 |
| DISPOSAL | 2 | 33.3% | 62 |
| MICROWAVE | 0 | 0.0% | |
| UNIT AMENITIES | | | |
| AMENITY | PROJECTS | PERCENT | UNITS* |
| AC - CENTRAL | 5 | 83.3% | 197 |
| AC - WINDOW | 1 | 16.7% | 7 |
| FLOOR COVERING | 6 | 100.0% | 204 |
| WASHER/DRYER | 0 | 0.0% | |
| WASHER/DRYER HOOK-UP | 5 | 83.3% | 182 |
| PATIO/DECK/BALCONY | 4 | 66.7% | 175 |
| CEILING FAN | 3 | 50.0% | 69 |
| FIREPLACE | 0 | 0.0% | |
| BASEMENT | 0 | 0.0% | |
| INTERCOM SYSTEM | 1 | 16.7% | 22 |
| SECURITY SYSTEM | 0 | 0.0% | |
| WINDOW TREATMENTS | 6 | 100.0% | 204 |
| FURNISHED UNITS | 0 | 0.0% | |
| E-CALL BUTTON | 0 | 0.0% | |

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

PROJECT AMENITIES - BENNETTSVILLE, SOUTH CAROLINA

| PROJECT AMENITIES | | | |
|------------------------|----------|---------|-------|
| AMENITY | PROJECTS | PERCENT | UNITS |
| POOL | 1 | 16.7% | 64 |
| ON-SITE MANAGEMENT | 5 | 83.3% | 197 |
| LAUNDRY | 4 | 66.7% | 133 |
| CLUB HOUSE | 0 | 0.0% | |
| MEETING ROOM | 0 | 0.0% | |
| FITNESS CENTER | 1 | 16.7% | 22 |
| JACUZZI/SAUNA | 0 | 0.0% | |
| PLAYGROUND | 2 | 33.3% | 104 |
| COMPUTER LAB | 2 | 33.3% | 62 |
| SPORTS COURT | 0 | 0.0% | |
| STORAGE | 0 | 0.0% | |
| LAKE | 0 | 0.0% | |
| ELEVATOR | 0 | 0.0% | |
| SECURITY GATE | 0 | 0.0% | |
| BUSINESS CENTER | 0 | 0.0% | |
| CAR WASH AREA | 0 | 0.0% | |
| PICNIC AREA | 0 | 0.0% | |
| CONCIERGE SERVICE | 0 | 0.0% | |
| SOCIAL SERVICE PACKAGE | 0 | 0.0% | |

DISTRIBUTION OF UTILITIES - BENNETTSVILLE, SOUTH CAROLINA

| UTILITY (RESPONSIBILITY) | NUMBER OF PROJECTS | NUMBER OF UNITS | DISTRIBUTION OF UNITS |
|--------------------------|--------------------|-----------------|-----------------------|
| HEAT | | | |
| TENANT | | | |
| ELECTRIC | 19 | 642 | 87.5% |
| GAS | 2 | 92 | 12.5% |
| | | | 100.0% |
| COOKING FUEL | | | |
| TENANT | | | |
| ELECTRIC | 19 | 642 | 87.5% |
| GAS | 2 | 92 | 12.5% |
| | | | 100.0% |
| HOT WATER | | | |
| TENANT | | | |
| ELECTRIC | 19 | 642 | 87.5% |
| GAS | 2 | 92 | 12.5% |
| | | | 100.0% |
| ELECTRIC | | | |
| TENANT | 21 | 734 | 100.0% |
| | | | 100.0% |
| WATER | | | |
| LANDLORD | 7 | 187 | 25.5% |
| TENANT | 14 | 547 | 74.5% |
| | | | 100.0% |
| SEWER | | | |
| LANDLORD | 7 | 187 | 25.5% |
| TENANT | 14 | 547 | 74.5% |
| TRASH PICK-UP | | | |
| LANDLORD | 11 | 305 | 41.6% |
| TENANT | 10 | 429 | 58.4% |
| | | | 100.0% |

UTILITY ALLOWANCE - BENNETTSVILLE, SOUTH CAROLINA

| BR | UNIT TYPE | HEATING | | | | HOT WATER | | COOKING | | ELEC | WATER | SEWER | TRASH | CABLE |
|----|-----------|---------|------|-------|-------|-----------|------|---------|------|------|-------|-------|-------|-------|
| | | GAS | ELEC | STEAM | OTHER | GAS | ELEC | GAS | ELEC | | | | | |
| 0 | GARDEN | \$23 | \$18 | | \$9 | \$13 | \$18 | \$3 | \$6 | \$43 | \$21 | \$30 | \$23 | \$20 |
| 1 | GARDEN | \$23 | \$18 | | \$9 | \$13 | \$18 | \$3 | \$6 | \$43 | \$21 | \$30 | \$23 | \$20 |
| 1 | TOWNHOUSE | \$23 | \$18 | | \$9 | \$13 | \$18 | \$3 | \$6 | \$43 | \$21 | \$30 | \$23 | \$20 |
| 2 | GARDEN | \$25 | \$23 | | \$11 | \$16 | \$24 | \$5 | \$8 | \$51 | \$26 | \$36 | \$23 | \$20 |
| 2 | TOWNHOUSE | \$25 | \$23 | | \$11 | \$16 | \$24 | \$5 | \$8 | \$51 | \$26 | \$36 | \$23 | \$20 |
| 3 | GARDEN | \$27 | \$27 | | \$13 | \$22 | \$37 | \$5 | \$9 | \$60 | \$30 | \$43 | \$23 | \$20 |
| 3 | TOWNHOUSE | \$27 | \$27 | | \$13 | \$22 | \$37 | \$5 | \$9 | \$60 | \$30 | \$43 | \$23 | \$20 |
| 4 | GARDEN | \$30 | \$33 | | \$16 | \$29 | \$50 | \$6 | \$11 | \$68 | \$34 | \$49 | \$23 | \$20 |
| 4 | TOWNHOUSE | \$30 | \$33 | | \$16 | \$29 | \$50 | \$6 | \$11 | \$68 | \$34 | \$49 | \$23 | \$20 |

SC-Marlboro County (10/2017)

Survey Date: January 2018

A-20

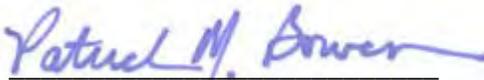


Addendum B – Member Certification & Checklist

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

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

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Date: February 14, 2018

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

| OTHER REQUIREMENTS | | Section (s) |
|---------------------------|--|--------------------|
| 54. | Preparation date of report | Title Page |
| 55. | Date of Field Work | C |
| 56. | Certifications | K |
| 57. | Statement of qualifications | L |
| 58. | Sources of data not otherwise identified | D |
| 59. | Utility allowance schedule | Addendum A |

ADDENDUM C:
SCOPE OF RENOVATIONS

South Carolina 2018 9%

Oakwood Manor

1/25/18

| Construction Cost Estimate | TOTAL | Contract per Unit Cost | Final Contract Detail | Final Contract Total | FINAL CONTRACT | Management Responsibility |
|--|-------|------------------------|-----------------------|----------------------|----------------|---------------------------|
| EARTHWORK | | | | 3,000 | 3,000 | |
| Drainage/Erosion (Allowance) | 1 | 3,000.00 | 3,000.00 | | | |
| Retention/Detention Ponds | | | | | | |
| Termite Bond | | | | | | |
| SITE IMPROVEMENTS | | | | 65,645 | 65,645 | |
| Mailbox Cover | 1 | 3,500.00 | 3,500.00 | | | |
| Fitness Center | | | | | | |
| Picnic Area Covered w/ Table/Grill | 1 | 7,500.00 | 7,500.00 | | | |
| Park Bench | 3 | 450.00 | 1,350.00 | | | |
| Playground (Allowance) | | | | | | |
| Fence - Playground | | | | | | |
| Fence - Decorative Fence | | | | | | |
| Fence - Dumpster Fence | 1 | 1,700.00 | 1,700.00 | | | |
| Dumpsters/Recycling Center(Allow) | 1 | 2,000.00 | 2,000.00 | | | |
| Fence - Perimeter | 1 | 49,284.00 | 49,284.00 | | | |
| HC Parking Signage | 4 | 77.65 | 310.60 | | | |
| Other | | | | | | |
| LANDSCAPING | | | | 21,300 | 21,300 | |
| Landscape (Allowance) | 24 | 300.00 | 7,200.00 | | | |
| Irrigation (Allowance) | 24 | 483.33 | 11,600.00 | | | |
| Tree Stump Removal (Allowance) | 1 | 2,500.00 | 2,500.00 | | | |
| Retaining Wall (Allowance) | | | | | | |
| Exterior Site Lighting | | | | | | |
| PAVING | | | | 30,586 | 30,586 | |
| Parking Lot - Paving | 1801 | 15.50 | 27,915.50 | | | |
| Parking Lot - Seal Parking Lot | | | | | | |
| Parking Lot Repairs (Allowance) | 1 | 1,500.00 | 1,500.00 | | | |
| Parking Lot - Stripe Parking Lot | 486 | 0.35 | 170.10 | | | |
| Parking Lot - Stripe for Accessibility | 4 | 250.00 | 1,000.00 | | | |
| SITE UTILITIES | | | | 3,500 | 3,500 | |
| Storm Drains | 1 | 3,500.00 | 3,500.00 | | | |
| CONCRETE | | | | 100,050 | 100,050 | |
| Concrete Repairs/Trip and Falls | | | | | | |
| Concrete Accessibility (Allowance) | 1 | 100,050.00 | 100,050.00 | | | |
| Dumpster Pads | | | | | | |
| Mailbox Pad | | | | | | |
| Picnic Area/Gazebo Pads | | | | | | |
| Sidewalk/Curbing (Allowance) | | | | | | |
| Concrete Stairs(Allowance) | | | | | | |
| Other | | | | | | |
| MASONRY | | | | 0 | 0 | |
| Brick Repairs | | | | | | |
| Other | | | | | | |
| METALS | | | | 700 | 700 | |
| Dumpster Bollards | 2 | 350.00 | 700.00 | | | |
| Stair Railing/Handrail Replacement | | | | | | |

South Carolina 2018 9%

Oakwood Manor

1/25/18

| Construction Cost Estimate | TOTAL | Contract per Unit Cost | Final Contract Detail | Final Contract Total | FINAL CONTRACT | Management Responsibility |
|--|-------|------------------------|-----------------------|----------------------|----------------|---------------------------|
| Stair Railing/Picket Replacement | | | | | | |
| Stair Wood Treads Replacement | | | | | | |
| Breezeway Stair Railing Repair | | | | | | |
| Breezeway Stair Repair | | | | | | |
| Cane Detection | | | | | | |
| Other | | | | | | |
| ROUGH CARPENTRY | | | | 78,733 | 78,733 | |
| Siding - End Bldgs. Replace Fake Brick | 2972 | 2.60 | 7,727.20 | | | |
| Siding | 14933 | 2.45 | 36,585.85 | | | |
| Soffit | 1254 | 5.00 | 6,270.00 | | | |
| Fascia | 916 | 6.50 | 5,954.00 | | | |
| Porch Ceilings | 2320 | 2.50 | 5,800.00 | | | |
| Beam Wrap | 704 | 5.00 | 3,520.00 | | | |
| Tyvek | 14933 | 0.15 | 2,239.95 | | | |
| J Blocks for Porch Lights | 25 | 15.00 | 375.00 | | | |
| Dryer Vents | 27 | 18.00 | 486.00 | | | |
| Gable Vents | 6 | 250.00 | 1,500.00 | | | |
| Gable Vents - Large Custom Vent | 16 | 450.00 | 7,200.00 | | | |
| Column Replacement | 5 | 125.00 | 625.00 | | | |
| Railing Replacement | 10 | 45.00 | 450.00 | | | |
| FINISH CARPENTRY | | | | 0 | 0 | |
| Handrails - Interior | | | | | | |
| Mechanical Closet Enlargement | | | | | | |
| Floor Decking Repairs | | | | | | |
| INSULATION | | | | 6,040 | 6,040 | |
| Insulation - Attic | 15816 | 0.35 | 5,535.60 | | | |
| Insulation - Attic Community Area | 1441 | 0.35 | 504.35 | | | |
| ROOFING/SHEETMETAL | | | | 65,748 | 65,748 | |
| Roofs | 299 | 200.00 | 59,800.00 | | | |
| Roof Sheathing Replacement | 10 | 40.00 | 400.00 | | | |
| Gutters | 568 | 4.75 | 2,698.00 | | | |
| Downspouts/Splashblocks | 380 | 7.50 | 2,850.00 | | | |
| DOORS | | | | 47,939 | 47,939 | |
| Exterior Door - Unit Entry | 24 | 315.00 | 7,560.00 | | | |
| Exterior Door - Rear Single | 0 | | | | | |
| Exterior Door - Rear Sliding | 0 | | | | | |
| Exterior Door - Storm | 24 | 300.00 | 7,200.00 | | | |
| Exterior Door- Storage Room | 0 | | | | | |
| Exterior Door - Office/Laundry/Comm | 3 | 335.00 | 1,005.00 | | | |
| Exterior Door - Comm Double Door | 2 | 650.00 | 1,300.00 | | | |
| Exterior Door - Comm Fitness Center | 1 | 850.00 | 850.00 | | | |
| Exterior Door - Office Storm Door | 1 | 300.00 | 300.00 | | | |
| Exterior Hardware - Units | 24 | 78.76 | 1,890.24 | | | |
| Exterior Hardware - Common | 6 | 78.76 | 472.56 | | | |
| Interior Doors - Units | 92 | 130.00 | 11,960.00 | | | |
| Interior Louver Mechanical - Units | 24 | 218.00 | 5,232.00 | | | |

South Carolina 2018 9%

Oakwood Manor

1/25/18

| Construction Cost Estimate | TOTAL | Contract per Unit Cost | Final Contract Detail | Final Contract Total | FINAL CONTRACT | Management Responsibility |
|--|-------|------------------------|-----------------------|----------------------|----------------|---------------------------|
| Interior Double Door - Units | 22 | 190.00 | 4,180.00 | | | |
| Interior Doors - Office | 6 | 231.93 | 1,391.60 | | | |
| Interior Hardware - Units | 22 | 191.60 | 4,215.20 | | | |
| Interior Hardware - Office | 9 | 24.80 | 223.20 | | | |
| Bumpers/Door Stops | 120 | 1.33 | 159.60 | | | |
| WINDOWS | | | | 34,935 | 34,935 | |
| Shutters | 54 | 70.00 | 3,780.00 | | | |
| Windows - Units | 72 | 400.00 | 28,800.00 | | | |
| Attics/Fire Walls | | | | | | |
| Windows - Community Building | 5 | 471.00 | 2,355.00 | | | |
| DRYWALL | | | | 13,700 | 13,700 | |
| Drywall Repairs (Allowance) | 24 | 350.00 | 8,400.00 | | | |
| Drywall Repairs - Tubs (Allowance) | 24 | 150.00 | 3,600.00 | | | |
| Drywall Repairs - Ceilings (Allowance) | 24 | 50.00 | 1,200.00 | | | |
| Drywall Repairs - Common (Allowance) | 1 | 500.00 | 500.00 | | | |
| RESILIENT FLOORING | | | | 53,422 | 53,422 | |
| LVT - 1(All Except Bedroom) | 22 | 1,816.00 | 39,952.00 | | | |
| LVT - 2(All Except Bedroom) | | | | | | |
| LVT - 3(All Except Bedroom) | | | | | | |
| LVT - 1 (Kitchen & Bath Only) | | | | | | |
| LVT - 2 (Kitchen & Bath Only) | | | | | | |
| LVT - 3 (Kitchen & Bath Only) | | | | | | |
| LVT - 1 (Entire Unit) | 2 | 2,320.00 | 4,640.00 | | | |
| LVT - 2 (Entire Unit) | | | | | | |
| LVT - 3 (Entire Unit) | | | | | | |
| Cove Base (Tub only) | 24 | 6.50 | 156.00 | | | |
| Shoe Molding (1/4 Round) - Units | 22 | 106.91 | 2,352.00 | | | |
| Baseboard | | | | | | |
| Move Appliances - Units | | | | | | |
| Office - Floor Covering | 1 | 5,972.00 | 5,972.00 | | | |
| Laundry - Floor Covering | | | | | | |
| Community Room/Business Center | | | | | | |
| Community Room/Fitness Center | | | | | | |
| Shoe Molding (1/4 Round) - Common | 1 | 350.00 | 350.00 | | | |
| CARPET | | | | 5,984 | 5,984 | |
| Carpet - 1 Bdrm | 22 | 272.00 | 5,984.00 | | | |
| Carpet - 2 Bdrm | | | | | | |
| Carpet - 3 Bdrm | | | | | | |
| Office - Floor Covering | | | | | | |
| Common | | | | | | |
| Heavy Furniture | | | | | | |
| Crawl Space | | | | | | |
| Other | | | | | | |
| PAINT | | | | 37,611 | 37,611 | |
| Interior Unit - Full 1 Bdrm | 24 | 889.65 | 21,351.60 | | | |
| Interior Unit - Full 2 Bdrm | | | | | | |

South Carolina 2018 9%

Oakwood Manor

1/25/18

| Construction Cost Estimate | TOTAL | Contract per Unit Cost | Final Contract Detail | Final Contract Total | FINAL CONTRACT | Management Responsibility |
|---|-------|------------------------|-----------------------|----------------------|----------------|---------------------------|
| Interior Unit - Full 3 Bdrm | | | | | | |
| Interior Doors - Units | 120 | 60.00 | 7,200.00 | | | |
| Interior Double Doors - Units | 24 | 120.00 | 2,880.00 | | | |
| Office/Laundry /Community Room | 1 | 1,904.85 | 1,904.85 | | | |
| Exterior Doors | 29 | 75.00 | 2,175.00 | | | |
| Exterior Double Doors | 1 | 120.00 | 120.00 | | | |
| Interior Doors - Common | 8 | 60.00 | 480.00 | | | |
| Pressure Wash Sidewalks | 1 | 1,500.00 | 1,500.00 | | | |
| SPECIALTIES | | | | 12,555 | 12,555 | |
| Fire Extinguishers | | | | | | Mgt |
| Grab Bars | 44 | 89.34 | 3,930.96 | | | |
| Mailboxes | 24 | 125.90 | 3,021.60 | | | |
| Bath Accessories | 24 | 143.09 | 3,434.13 | | | |
| Property Entrance Signage | | | | | | |
| Building Signage | 6 | 150.00 | 900.00 | | | |
| Unit Signage | 24 | 34.10 | 818.40 | | | |
| Office / Common Areas | 3 | 150.00 | 450.00 | | | |
| SPECIAL EQUIPMENT - Appliances | | | | 27,484 | 27,484 | |
| Dishwasher | 0 | | | | | |
| Refrigerator | 19 | 456.04 | 8,664.76 | | | |
| Stove | 18 | 510.20 | 9,183.60 | | | |
| Back Splash | 24 | 22.28 | 534.72 | | | |
| Range Hood - Micro Hood | 22 | 234.12 | 5,150.64 | | | |
| Range Queens | 44 | 43.34 | 1,906.96 | | | |
| Garbage Disposal | 0 | | | | | |
| Disposal Fee & Freight | 37 | 11.00 | 407.00 | | | |
| Community Appliances/FFE | | | | | | \$ 4,000 |
| Laundry Equipment | | | | | | |
| Ice Maker | 24 | 68.20 | 1,636.80 | | | |
| CABINETS | | | | 78,860 | 78,860 | |
| Cabinets - Kitchen (Units) | 22 | 3,005.00 | 66,110.00 | | | |
| Counter Tops - Kitchen (Units) | 22 | | | | | |
| Cabinets - Laundry Room (Units) | 22 | 545.45 | 12,000.00 | | | |
| Vanities - Bath (Units) | 22 | | | | | |
| Cabinets - Community Business Center | 1 | 750.00 | 750.00 | | | |
| Other | | | | | | |
| FURNISHINGS | | | | 3,865 | 3,865 | |
| Blinds - Units | 24 | 140.00 | 3,360.00 | | | |
| Blinds - French Door Community Room | 5 | 49.00 | 245.00 | | | |
| Blinds - Office/Community Room | 5 | 52.00 | 260.00 | | | |
| SPECIAL CONSTRUCTION-Accessibility | | | | 44,151 | 44,151 | |
| Unit # 5 | 1 | 11,893.06 | 11,893.06 | | | |
| Unit # 6 | 1 | 11,872.46 | 11,872.46 | | | |
| Unit # | | | | | | |
| Audio / Visual Unit # 2 | 1 | 1,000.00 | 1,000.00 | | | |
| Standard One Bedroom Units | | | | | | |
| Community Room | 1 | 10,755.12 | 10,755.12 | | | \$ 10,000 |

South Carolina 2018 9%

Oakwood Manor

1/25/18

| Construction Cost Estimate | TOTAL | Contract per Unit Cost | Final Contract Detail | Final Contract Total | FINAL CONTRACT | Management Responsibility |
|---|-------|------------------------|-----------------------|----------------------|----------------|---------------------------|
| Laundry Room | | | | | | \$ 300 |
| Community Room - Business Center | | | | | | \$ 3,500 |
| Community Room - Fitness Center | | | | | | \$ 10,000 |
| Maintenance Shop | 1 | 6,500.00 | 6,500.00 | | | |
| Elevator | | | | | | |
| Security Camera System | | | | | | \$ 17,000 |
| Other | 1 | 2,130.08 | 2,130.08 | | | |
| PLUMBING | | | | 63,431 | 63,431 | |
| Plumbing Pipe | 0 | | | | | |
| Hot Water Heater - Units | 21 | 675.00 | 14,175.00 | | | |
| Water Heater Drain to Exterior - Units | 21 | 25.00 | 525.00 | | | |
| Water Heater Platform - Units | 21 | 41.60 | 873.60 | | | |
| Washer Box Connection - Units | 24 | 110.00 | 2,640.00 | | | |
| Kitchen - Sinks - Units | 22 | 303.00 | 6,666.00 | | | |
| Kitchen - Faucet (included w/ sink) | 22 | | | | | |
| Dishwasher Installation - Units | 0 | | | | | |
| Kitchen - Refrig Ice Maker Hook-Up | 25 | 125.00 | 3,125.00 | | | |
| Tubs(stems/valves) - Units | 22 | 990.00 | 21,780.00 | | | |
| Shower Heads/Faucets/Valves | 22 | | | | | |
| Tub Blocking | 22 | 100.00 | 2,200.00 | | | |
| Tile Repair @ Tub (Allowance) | 0 | | | | | |
| Bath - Sink - Units | 22 | 203.00 | 4,466.00 | | | |
| Bath - Faucet (included w/ sink) | 22 | | | | | |
| Toilets - Units | 22 | 185.00 | 4,070.00 | | | |
| Toilet Flange - Units (Allowance) | 8 | 60.00 | 480.00 | | | |
| Water Cut Offs/Stops - Units | 24 | 50.00 | 1,200.00 | | | |
| Water Shut off Valves - Units | 0 | | | | | |
| Hot Water Heater - Community Laundry | 1 | 900.00 | 900.00 | | | |
| W/D Boxes - Community Laundry | 3 | 110.00 | 330.00 | | | |
| Other | | | | | | |
| HVAC | | | | 89,360 | 89,360 | |
| HVAC - Units | 24 | 3,110.00 | 74,640.00 | | | |
| HVAC - Line Sets - Units | 24 | 250.00 | 6,000.00 | | | |
| HVAC - Office/Community Room | 1 | 5,470.00 | 5,470.00 | | | |
| HVAC - Fitness Room HVAC Add | 1 | 3,100.00 | 3,100.00 | | | |
| HVAC - Business Center Duct Drop | 1 | 150.00 | 150.00 | | | |
| ELECTRICAL | | | | 68,468 | 68,468 | |
| Interior/Exterior Light Fixtures - Units | 24 | 479.90 | 11,517.55 | | | |
| Interior/Exterior Light Fixtures - Common | 1 | 1,354.97 | 1,354.97 | | | |
| Interior Lighting Labor - Units | 24 | 150.00 | 3,600.00 | | | |
| Ceiling Fans - Units | 72 | 125.00 | 9,000.00 | | | |
| Exterior Lighting Labor - Units | 24 | 75.00 | 1,800.00 | | | |
| Smoke Detectors - Units | 24 | 125.00 | 3,000.00 | | | |
| GFI Outlets - Kitchen/Bath - Units | 24 | 100.00 | 2,400.00 | | | |
| Bath Exhaust - Units | 24 | 135.00 | 3,240.00 | | | |
| Electrical - Plate Covers - Units | 24 | 35.00 | 840.00 | | | |
| Electrical - Outlet/Switch Replacement | 24 | 150.00 | 3,600.00 | | | |

South Carolina 2018 9%

Oakwood Manor

1/25/18

| Construction Cost Estimate | TOTAL | Contract per Unit Cost | Final Contract Detail | Final Contract Total | FINAL CONTRACT | Management Responsibility |
|---|-------|------------------------|-----------------------|----------------------|----------------|---------------------------|
| Electrical - Wire fan/outlet one switch | | | | | | |
| Electrical - Relocate Vanity Bath Light | 24 | 25.00 | 600.00 | | | |
| Electrical - Micro Hood Circuit | 22 | 125.00 | 2,750.00 | | | |
| Electrical - Wiring Range Hood | 22 | 50.00 | 1,100.00 | | | |
| Electrical - Wiring HWH | 21 | 85.71 | 1,800.00 | | | |
| Electrical - Wiring HVAC | 24 | 50.00 | 1,200.00 | | | |
| Electrical - Dishwasher | 0 | | | | | |
| Electrical - Emergency Call System | 22 | 350.00 | 7,700.00 | | | |
| Electrical - Cable/WIFI | 24 | 150.00 | 3,600.00 | | | |
| Electrical Panel - Upgrade Breaker | 24 | 25.00 | 600.00 | | | |
| Electrical Panel - Panel Replacement | 0 | | | | | |
| Electrical - Ceiling Light Circuit (LR) | 0 | | | | | |
| Electrical - Ceiling Light Circuit (BR) | 0 | | | | | |
| Electrical - Comm Room - Other | 1 | 1,335.00 | 1,335.00 | | | |
| Electrical - Maintenance Shop | 1 | 1,300.00 | 1,300.00 | | | |
| Electrical - Picnic Shelter | 1 | 250.00 | 250.00 | | | |
| Electrical - Comm Room - Fitness Room | 1 | 500.00 | 500.00 | | | |
| Electrical - Comm Room - Bus Center | 1 | 125.00 | 125.00 | | | |
| Community/Office - Cable | 2 | 110.00 | 220.00 | | | |
| Electrical - Comm Room - Bath Exhaust | 1 | 135.00 | 135.00 | | | |
| Community RM - Outlet/Switch Replace | 1 | 200.00 | 200.00 | | | |
| Community RM - Electrical Panel | 1 | 700.00 | 700.00 | | | |
| Community - Meters for Cameras | 1 | 4,000.00 | 4,000.00 | | | |
| Other | | | | | | |

957,066 957,066 \$ 957,067 \$ 44,800

39,878 39,878 39,878 \$ 1,867

- FCC Summary: \$ 957,066 \$ 957,066 \$ 957,066

| | |
|---------------------------------|-----------|
| Total FCC Contract | 957,066 |
| Total Management Responsibility | 44,800 |
| Total Hard Cost | 1,001,866 |
| Total per Unit Cost | 41,744 |

\$ 0 \$ - \$ (1)

| | |
|----------------------------------|--------|
| Total Management Responsibility | |
| Community Room FF&E | 10,000 |
| Laundry Room FF&E | 4,300 |
| Community Computer Ctr Equipment | 3,500 |
| Community Fitness Ctr Equipment | 10,000 |
| Community Camera System | 17,000 |
| | 44,800 |

ADDENDUM D:
RENT ROLL

NOTICE OF PAYMENT DUE REPORT

| | | | | |
|----------------------|-----------------|----------------|--------------|-------------------|
| 1. BORROWER NAME | | 2. CASE NUMBER | | 3. PROJECT NO. |
| 4. AUDIT RECEIVABLES | 5. LATE FEES | 6. COST ITEMS | 7. OVG/SURG | 8. LOAN PAYMENT |
| 9. PAST DUE | 10. UNITS ON RA | 11. TOTAL RA | 12. RA CHECK | 13. TOTAL PAYMENT |

ONLY FOR SECTION 8 PROJECTS WHERE HUD RENT EXCEEDS THE RHS NOTE RATE RENT

14. No. of Section 8 units _____ x 15. HUD Rent _____ = 16. _____
 17. No. of Section 8 units _____ x 18. RHS Note Rate Rent _____ = 19. _____
 ADDITIONAL PAYMENT TO THE RESERVE ACCOUNT 20. _____

In accordance with Rural Housing Service's (RHS) formula and procedures, all rental units are occupied by households who have executed Form RD 3560-8 "Tenant Certification," and for labor housing projects, farmworkers, or for rental housing projects, have incomes within the limits set in Agency regulations or the project has written permission from RHS to rent to ineligible occupants on a temporary basis.

I certify that the statements made above and per attached Multi-Family Information System Notice of Payment Due Report are true to the best of my knowledge and belief and are made in good faith.

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

21. _____
(Date)

22. _____
(Borrower or Borrower's Representative)

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0575-0189. The time required to complete this information collection is estimated to average 15 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

