



**NOVOGRADAC  
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**A MARKET FEASIBILITY STUDY OF:**  
**FAIRFIELD**  
**SENIOR VILLAGE**

## **A MARKET FEASIBILITY STUDY OF:**

# **FAIRFIELD SENIOR VILLAGE**

US 321 Bypass  
Winnsboro, Fairfield County, SC 29180

Effective Date: February 10, 2018  
Report Date: May 10, 2018

Prepared for:  
Mr. Josh Thomason  
Principal  
Piedmont Housing Group  
295 W Crossville Road  
Roswell, GA 30075

Assignment Code: PHP600.072

Prepared by:  
Novogradac & Company LLP  
2325 Lakeview Parkway, Suite 450  
Alpharetta, Georgia 30009  
678-867-2333



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May 10, 2018

Mr. Josh Thomason  
Principal  
Piedmont Housing Group  
295 W Crossville Road  
Roswell, GA 30075

Re: Market Study for Fairfield Senior Village, located in Winnsboro, Fairfield County, South Carolina

Dear Mr. Thomason:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Winnsboro, Fairfield County, South Carolina area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project known as Fairfield Senior Village, (the Subject).

The purpose of this market study is to assess the viability of Fairfield Senior Village, a proposed 32-unit senior (55+) LIHTC project. The property will be a newly constructed affordable senior (55+) LIHTC project, with 32 revenue generating units restricted to senior (55+) households earning 50 and 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the South Carolina State Housing Finance and Development Agency (SCSHFDA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed Subject's unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy levels for the market area.
- Investigating the health and conditions of the multifamily housing market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income-eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, both Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client.

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,  
Novogradac & Company LLP



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H. Blair Kincer, MAI, CRE  
LEED Green Associate  
Partner  
[Blair.Kincer@novoco.com](mailto:Blair.Kincer@novoco.com)



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Brian Neukam  
Manager  
[Brian.Neukam@novoco.com](mailto:Brian.Neukam@novoco.com)



---

Meg Southern  
Analyst  
[Meg.Southern@novoco.com](mailto:Meg.Southern@novoco.com)



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Travis Jorgenson  
Junior Analyst  
[Travis.Jorgenson@novoco.com](mailto:Travis.Jorgenson@novoco.com)

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# **EXECUTIVE SUMMARY**

**Property Summary of Subject**

**Subject Property Overview:** Fairfield Senior Village, the Subject, is a proposed 32-unit apartment community restricted to senior (55+) households earning 50 and 60 percent of the AMI or less. The Subject will be located along the east side of US 321 Highway Bypass. All units will have a one-story design. As proposed, the Subject will contain four, one-story residential buildings and one community building.

**Targeted Tenancy:** Elderly (55+).

**Proposed Rents, Unit Mix and Utility Allowance:** The following table details the Subject’s proposed rents, utility allowances, unit mix, and unit sizes.

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2017 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
				@50%			
2BR / 2BA	950	7	\$500	\$195	\$695	\$753	\$876
				@60%			
2BR / 2BA	950	<u>25</u>	\$525	\$195	\$720	\$904	\$876
		<b>32</b>					

Notes (1) Source of Utility Allowance provided by the Developer.

## Market Vacancy

The following tables illustrate the market vacancy at the comparable properties.

### OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Bridle Ridge Apartments*	LIHTC	Family	40	0	0.0%
Bridle Station*	LIHTC	Family	40	0	0.0%
Deerwood Apartments	LIHTC	Family	72	2	2.8%
Hallmark At Truesdell*	LIHTC	Family	64	10	15.6%
Melrose Lane	LIHTC	Family	24	0	0.0%
The Pointe At Blythewood	LIHTC	Family	56	0	0.0%
Ardmore Ballentine*	Market	Family	315	3	1.0%
Enclave Blythewood I	Market	Family	228	8	3.5%
Enclave Blythewood II	Market	Family	156	15	9.6%
Fox Run Apartments*	Market	Family	120	5	4.2%
Preserve At Spears Creek*	Market	Family	240	7	2.9%
<b>Overall Total</b>			<b>1,355</b>	<b>50</b>	<b>3.7%</b>
<b>Overall Total in PMA</b>			<b>536</b>	<b>25</b>	<b>4.7%</b>

\*These properties are located outside the PMA.

### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Bridle Ridge Apartments*	LIHTC	Family	40	0	0.0%
Bridle Station*	LIHTC	Family	40	0	0.0%
Deerwood Apartments	LIHTC	Family	72	2	2.8%
Hallmark At Truesdell*	LIHTC	Family	64	10	15.6%
Melrose Lane	LIHTC	Family	24	0	0.0%
The Pointe At Blythewood	LIHTC	Family	56	0	0.0%
<b>Total LIHTC</b>			<b>296</b>	<b>12</b>	<b>4.1%</b>
<b>Total LIHTC in PMA</b>			<b>152</b>	<b>2</b>	<b>1.3%</b>

### MARKET RATE VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ardmore Ballentine*	Market	Family	315	3	1.0%
Enclave Blythewood I	Market	Family	228	8	3.5%
Enclave Blythewood II	Market	Family	156	15	9.6%
Fox Run Apartments*	Market	Family	120	5	4.2%
Preserve At Spears Creek*	Market	Family	240	7	2.9%
<b>Total Market Rate</b>			<b>1,059</b>	<b>38</b>	<b>3.6%</b>
<b>Total Market Rate in PMA</b>			<b>384</b>	<b>23</b>	<b>6.0%</b>

Overall vacancy among the 11 comparables is low at 3.7 percent. The three surveyed comparable LIHTC properties from inside the PMA have a 1.3 percent vacancy rate, and all three maintain waiting lists, indicating demand for affordable housing. Our contact at the LIHTC property reporting the highest vacancy rate, Hallmark at Truesdell, reported that the property is typically more than 95 percent occupied but could not provide an explanation for the currently high vacancy here. Given the low vacancy at the other LIHTC comparables, we suspect the high vacancy at Hallmark at Truesdell is property specific and not reflective of the market as a whole. Excluding the vacancy rate at Hallmark at Truesdell, LIHTC vacancy is 0.6 percent.

Among the market rate properties, vacancy is also low at 3.6 percent, indicating strong support for conventional apartments. The majority of the market-rate comparable properties reported vacancy rates below 4.2 percent. Vacancy at the comparable reporting the highest vacancy rate, Enclave Blythewood II, is

reportedly typical. However, the low vacancy rates at the other market-rate comparables, including the first phase of the same development, suggest that elevated vacancy at Enclave Blythewood II is coincidental to the time of our survey. Overall, the local rental market appears to be healthy, and we believe that the Subject will be able to maintain a stabilized vacancy rate of seven percent or less following stabilization per state guideline standards. In fact, based upon the low vacancy at the majority of the LIHTC properties and the presence of waiting lists at four of those properties including the most proximate LIHTC property, we would also expect that after completion of absorption, the Subject will operate with a waiting list.

**Capture Rates**

The following table illustrates the capture rates for the Subject.

**CAPTURE RATE ANALYSIS CHART**

Bedrooms/AMI Level	Total Demand	Supply	Net Demand	Units Proposed	Capture Rate
2BR @50%	70	0	70	7	10.0%
2BR @60%	111	0	111	25	22.6%
@50% Overall	70	0	70	7	10.0%
@60% Overall	111	0	111	25	22.6%
Overall	118	0	118	32	27.2%

As the analysis illustrates, the Subject’s capture rates vary 10.0 to 22.6 percent with an overall capture rate of 27.2 percent. The Subject’s overall capture rates are within SCSHFDA guidelines and we believe that there is ample demand for the Subject’s units.

**Projected Absorption Period**

Only three of the comparable properties surveyed were able to provide absorption data. We have thus considered absorption data from recently-constructed LIHTC properties located in neighboring Richland County, South Carolina just beyond the PMA. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Enclave Blythewood II	Market	Family	2014	156	10
Ardmore Ballentine	Market	Family	2012	315	16
Regent Park Apartments	LIHTC	Family	2011	72	36
Hallmark At Truesdell	LIHTC	Family	2010	64	13
<b>Average</b>					<b>19</b>

On average, these properties reported an absorption rate of 19 units per month. With the stable demographic base of moderate income families in the PMA and the general limited supply of affordable multifamily housing, we believe the Subject should be able to experience an absorption rate at the higher end of this range. The LIHTC comparables report few vacancies and three maintain waiting lists. However, senior households tend to move more slowly than family households. Therefore, based upon the demand calculations presented within this report, which indicate good to excellent capture rates, an ample number income-qualified households, and the Subject's senior tenancy, we believe that the Subject could absorb approximately 13 units per month upon opening. This equals an absorption period of two to three months. expect the Subject to reach stabilized occupancy of 93 percent within three months.

## **Market Conclusions**

Overall vacancy in the local market is low at 3.6 percent among all 11 surveyed properties and 4.7 percent among the comparable properties surveyed in the PMA. The Winnsboro area appears underserved by affordable housing.

When compared to the current 50 and 60 percent rents at the LIHTC properties, the Subject's proposed rents appear reasonable, and they are more than 52 percent on average below our estimated achievable market rents. We do not believe the Subject's unit mix, which includes only two-bedroom units, will inhibit its performance, as vacancy is low in the two-bedroom units at the comparable properties. Furthermore, the low capture rates for two-bedroom units determined our demand calculations demonstrate ample demand for two-bedroom units in the market. Overall, we believe that the Subject will be successful in the local market as proposed.

## **Recommendations**

We believe there is ample demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's overall capture rate is 27.2 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 10.0 to 22.6 percent, which are all considered achievable in the PMA. The Subject site is located within two miles of most community services and facilities that tenants would utilize on a consistent basis.

There are only 12 vacancies among LIHTC comparables. The developer's LIHTC rents represent greater than a 52 percent overall advantage below achievable market rents. The proposed rents will also compete well with the LIHTC rents at the most similar LIHTC comparables we surveyed.

## **Long Term Impact on Existing LIHTC Properties in the PMA**

There are 12 total comparable vacant LIHTC units surveyed, and four of the six LIHTC comparables maintain waiting lists. There are six LIHTC properties we surveyed in the PMA, none of which are age-restricted. However, several of these properties have senior tenants. With a limited supply of affordable housing options in the market and a stable base of moderate-income seniors, we believe the Subject's opening and lease-up will have no long-term impact on the existing area LIHTC apartments. Since the Subject will not operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

**FAIRFIELD SENIOR VILLAGE – WINNSBORO, SC – APPLICATION MARKET STUDY**

<b>2018 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:</b>	
Development Name: Fairfield Senior Village	Total # Units: 32
Location: US 321 Bypass, Winnsboro, SC	# LIHTC Units: 32
PMA Boundary: North: Highway 121 and Highway 9; East: Highway 521 and the Fairfield County line; South: Camp Ground Road and Highway 215; West: Fairfield County line	
Development Type: <input type="checkbox"/> Family <input checked="" type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 30 miles

<b>RENTAL HOUSING STOCK (found on page 58)</b>				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	11	1,355	50	96.3%
Market-Rate Housing	5	1,059	38	96.4%
Assisted/Subsidized Housing not to include LIHTC	3	158	0	100.0%
<b>LIHTC (All that are stabilized)*</b>	6	296	2	99.3%
Stabilized Comps**	10	1,291	40	96.9%
Non-stabilized Comps	1	64	10	84.4%

\* 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.

<b>Subject Development</b>				<b>Adjusted Market Rent</b>			<b>Highest Unadjusted Comp Rent</b>		
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
7	2	2	950	\$500	\$1,100	\$1.16	54.5%	\$1,330	\$1.40
25	2	2	950	\$525	\$1,100	\$1.16	52.3%	\$1,330	\$1.40
<b>Gross Potential Rent Monthly*</b>				<b>\$16,625</b>	<b>\$35,200</b>		<b>52.8%</b>		

\*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.

<b>DEMOGRAPHIC DATA (found on page 46)</b>						
	2010		2017		2020	
Renter Households	2,411	18.6%	3,236	19.9%	3,403	19.7%
Income-Qualified Renter HHS (LIHTC)	N/A	N/A	427	13.2%	445	13.1%
Income-Qualified Renter HHS (MR)	N/A	N/A	N/A	N/A	N/A	N/A

<b>TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 55)</b>						
Type of Demand	50%	60%	Market- rate	Other:___	Other:___	Overall Affordable
Renter Household Growth	9	17				18
Existing Households (Overburd + Substand)	86	146				157
Homeowner conversion (Seniors)	24	24				24
Other:						
Less Comparable/Competitive Supply	0	0				0
<b>Net Income-qualified Renter HHS</b>	<b>118</b>	<b>187</b>				<b>199</b>

<b>CAPTURE RATES (found on page 56)</b>						
Targeted Population	50%	60%	Market- rate	Other:___	Other:___	Overall
Capture Rate	10.0%	22.6%				27.2%

<b>ABSORPTION RATE (found on page 56)</b>	
Absorption Period	2 - 3 months

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
7	2 BR	\$500	\$3,500	\$1,100	\$7,700	54.5%
25	2 BR	\$525	\$13,125	\$1,100	\$27,500	52.3%
<b>Totals</b>	<b>32</b>		<b>\$16,625</b>		<b>\$35,200</b>	<b>52.8%</b>

Source: SCSHFDA, Novogradac & Company LLP, February 2018

# **A. PROJECT DESCRIPTION**

**PROPERTY DESCRIPTION**

**Development Location:** The Subject will be located along the east side of US 321 Bypass in Winnsboro, Fairfield County, South Carolina.

**Construction Type:** The new construction Subject will be constructed in four, one-story residential buildings and one community building.

**Occupancy Type:** Elderly (55+).

**Target Income Group:** The Subject will be restricted to senior (55+) households earning 50 and 60 percent of the AMI or less. The minimum allowable household income for the Subject is \$20,850 based on affordability for the Subject’s least expensive rent (two-bedroom unit at 50 percent AMI) and the maximum allowable household income will be \$32,160 (the 60 percent AMI income for a two-person household).

**Special Population Target:** None.

**Number of Units by Unit Type:** The Subject will include 32 two-bedroom units.

**Number of Buildings and Stories:** The Subject will be constructed in four one-story buildings and a separate community building.

**Unit Mix:** All of the Subject’s units will be 950 square feet. The following table summarizes the Subject’s proposed unit sizes.

**UNIT MIX AND SQUARE FOOTAGE**

Unit Type	Number of Units	Unit Size (SF)	Gross Area
2BR / 2BA	32	950	30,400
<b>TOTAL</b>	<b>32</b>		<b>30,400</b>

**Structure Type/Design:** The Subject will offer four, one-story residential buildings and one community building.

**Proposed Rents and Utility Allowance:** The following table details the Subject’s proposed rents and utility allowances. The utility description is located in the property profile.

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2017 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
				@50%			
2BR / 2BA	950	7	\$500	\$195	\$695	\$753	\$876
				@60%			
2BR / 2BA	950	25	\$525	\$195	\$720	\$904	\$876
		<b>32</b>					

Notes (1) Source of Utility Allowance provided by the Developer.

**Utility Structure/Allowance:** The landlord will pay for trash expenses, while the tenant will be responsible for all electric expenses including heating, cooling,

water heating, cooking, and general electric usage, as well as water and sewer expenses. The developer-provided estimated utility allowances for the Subject are \$195 for all units.

<b>Existing or Proposed Project-Based Rental Assistance:</b>	The Subject is proposed and will not operate with project-based rental assistance subsidy.
<b>Community Amenities</b>	See following Subject Profile sheet.
<b>Unit Amenities</b>	See following Subject Profile sheet.
<b>Current Occupancy/Rent Levels:</b>	The Subject will be proposed new construction.
<b>Scope of Renovations:</b>	The Subject will be proposed new construction.

**FAIRFIELD SENIOR VILLAGE – WINNSBORO, SC – APPLICATION MARKET STUDY**

Fairfield Senior Village	
<b>Location</b>	US 321 Bypass Winnsboro, SC 29180 Fairfield County Intersection: W Moultrie Street (verified)
<b>Units</b>	32
<b>Type</b>	One-story (age-restricted)
<b>Year Built / Renovated</b>	Proposed 2020
<b>Tenant Characteristics</b>	Seniors age 55 and older
<b>Contact Name</b>	Josh Thomason
<b>Phone</b>	404-202-1357



Market			
<b>Program</b>	@50%, @60%	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	N/A	<b>Change in Rent (Past Year)</b>	n/a
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	
<b>Section 8 Tenants</b>	N/A		

Utilities			
<b>A/C</b>	not included – central	<b>Other Electric</b>	not included
<b>Cooking</b>	not included – electric	<b>Water</b>	not included
<b>Water Heat</b>	not included – electric	<b>Sewer</b>	not included
<b>Heat</b>	not included – electric	<b>Trash Collection</b>	included

Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
2	2	One-story	7	950	\$500	\$0	@50%	n/a	N/A	N/A	No	
2	2	One-story	25	950	\$525	\$0	@60%	n/a	N/A	N/A	No	

Amenities			
<b>In-Unit</b>	Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Refrigerator Washer/Dryer hookup	<b>Security</b>	none
<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	Library, craft room

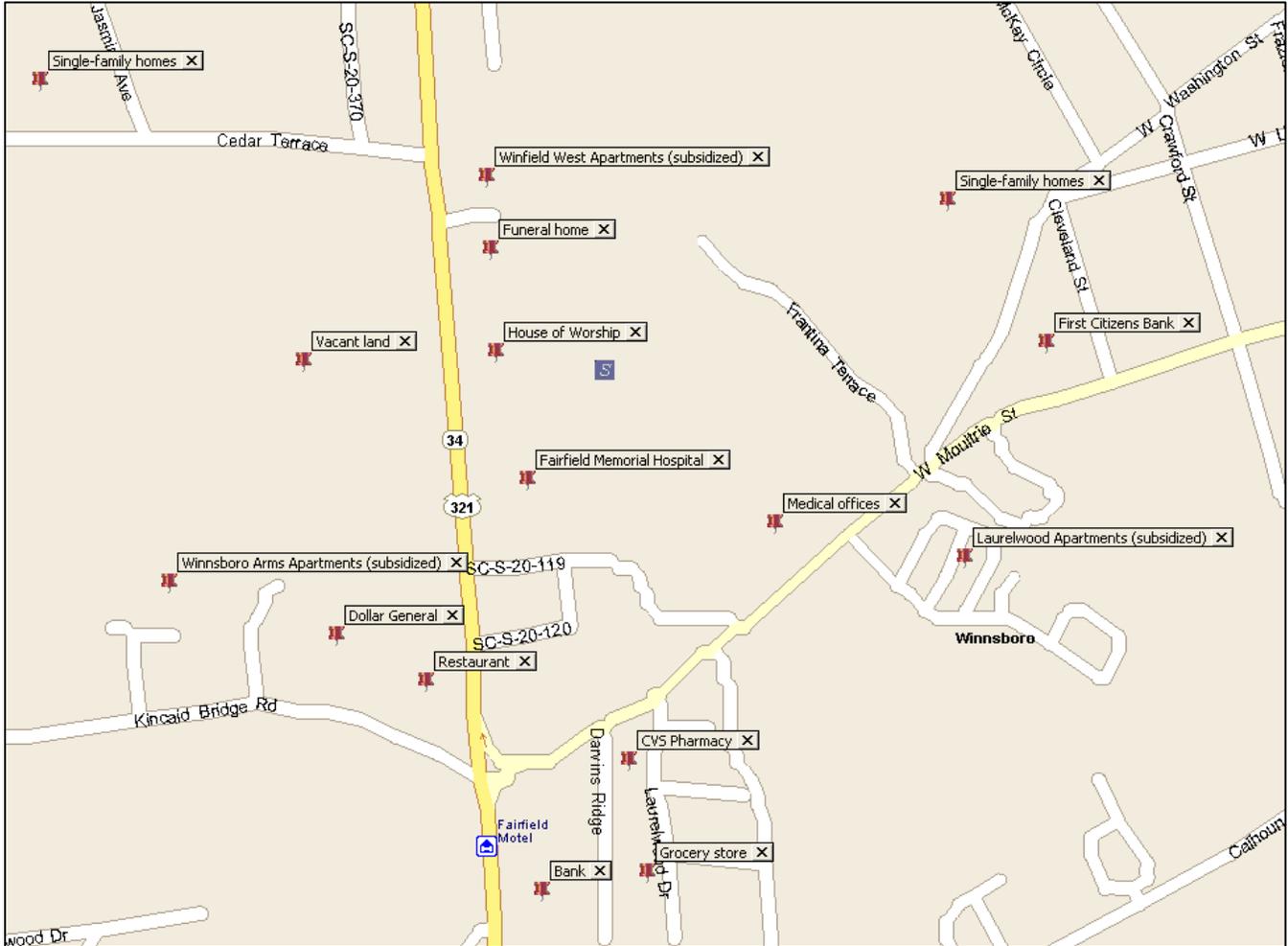
**Comments**  
This property will target seniors age 55 and older. The Subject will consist of four, one-story buildings and one, one-story community building. Utility allowance is \$195.

## **B. SITE DESCRIPTION**

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description discusses the physical features of the site, as well as the layout, access issues, and traffic flow.

**Date of Site Visit:** February 10, 2018.

**Surrounding Land Uses:** The following map and pictures illustrate the surrounding land uses.



**Physical Features of Site:** The Subject site is located in Winnsboro, South Carolina and is undeveloped forested land.

**Location/Surrounding Uses:** The Subject site is located in a mixed use neighborhood consisting of forested land, single family residential, and retail/commercial developments. Immediately south of the Subject site is Fairfield Memorial Hospital. Further south are commercial and retail uses including a pharmacy, grocery store, and bank. North of the Subject site is vacant land and a Section 8 multifamily property known as Winfield West Apartments. Immediately west of the Subject site is a house of worship and a funeral home. Further west across Highway 321 is vacant land. Immediately east of the Subject site is vacant

land. Further east are single-family homes in average to good condition. Overall, the Subject site is considered a desirable site for rental housing.

**Photographs of Subject Site and Surrounding Uses**



View of the Subject site



View of the Subject site



View north on US 321 Bypass



View south on US 321 Bypass



Commercial use north of the Subject site



Winnfield West Apartments north of the Subject site  
(subsidized)



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Retail use in the Subject's neighborhood



Retail use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Retail use in the Subject's neighborhood



Retail use in the Subject's neighborhood



Healthcare use south of the Subject site

**Visibility/Views:**

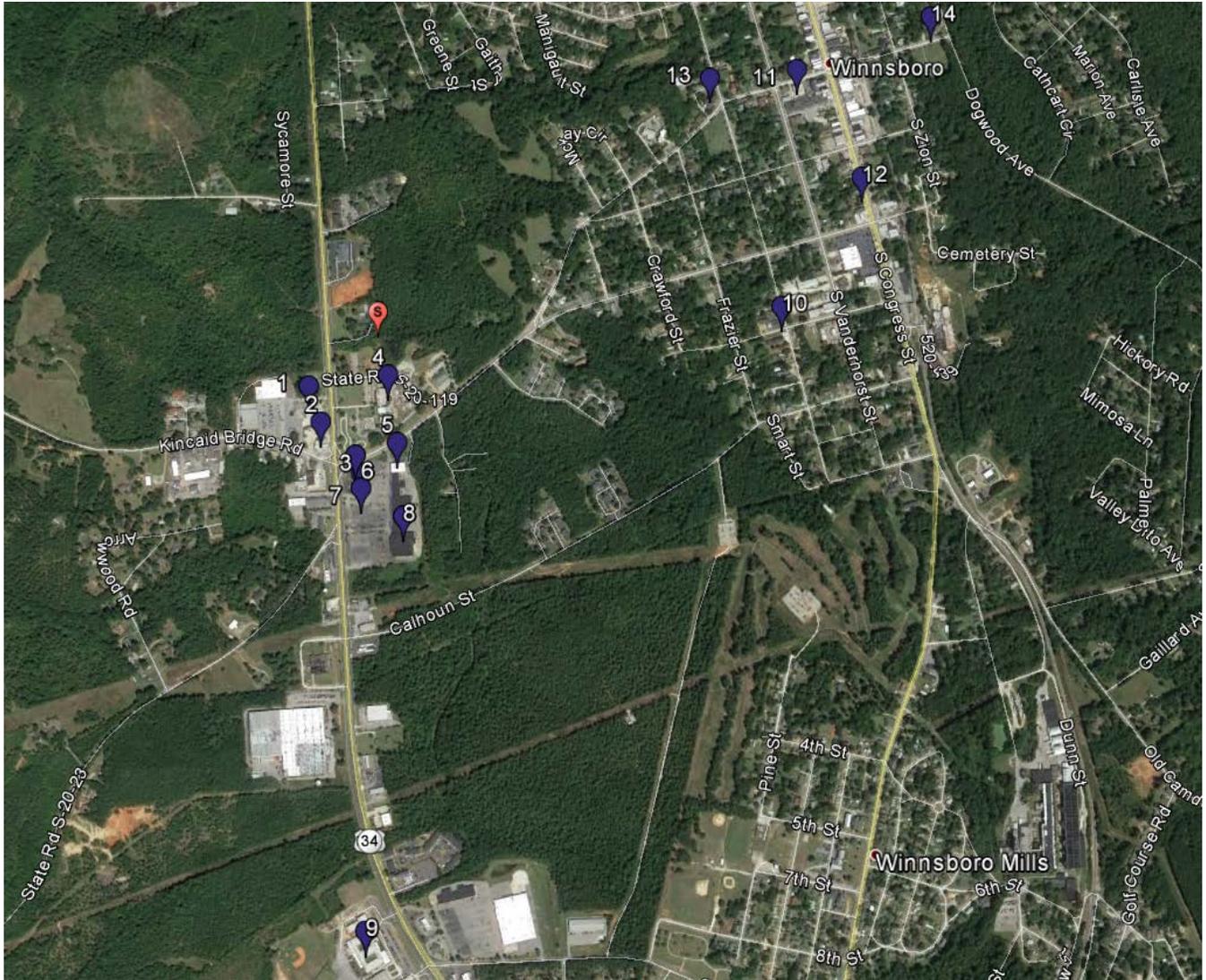
Views from the Subject site include commercial and retail uses and a subsidized multifamily property known as West Winnfield to the north; healthcare and retail and commercial uses to the south; wooded land to the east; and a house of worship and a funeral home to the west. Views from the site are considered average. The Subject will have good visibility from US 321 Bypass to the west. Overall visibility is considered average as the Subject site is set back from the US 321 Bypass. The Subject site is within a mixed-use neighborhood with good access and average visibility.

**Detrimental Influence:**

We did not observe any detrimental influences to the Subject site during our inspection.

**Proximity to Local Services:**

The Subject is located in reasonable proximity to local services including medical services and retail. The following table details the Subject's distance from key locational amenities. A *Locational Amenities Map*, corresponding to the following table is below.



Source: Google Earth, February 2018.

**LOCATIONAL AMENITIES**

Map #	Service or Amenity	Distance from Subject
1	Dollar General	0.2 miles
2	Shell gas station and convenience store	0.3 miles
3	McDonald's	0.3 miles
4	Fairfield Memorial Hospital	0.3 miles
5	CVS Pharmacy	0.4 miles
6	Wells Fargo	0.4 miles
7	Fairfield Square Shopping Center	0.4 miles
8	KJ's Market (grocery store)	0.5 miles
9	Fairfield Middle School	1.2 miles
10	Garden Street Park	1.2 miles
11	Winnsboro Fire Department	1.3 miles
12	Fairfield County Museum	1.3 miles
13	Fairfield County Library	1.3 miles
14	Winnsboro Senior Center	2.5 miles

**Availability of Public Transportation:** Fairfield County Transit System offers public transportation in the Subject’s neighborhood. This system operates a bus route throughout Winnsboro and wider Fairfield County. Bus service is available Monday through Friday from 8:30 to 10:30 am and from 11:30 am to 1:30 pm in Winnsboro. The express route to Columbia is available from 9 to 11 am and from 12 to 2 pm on Monday, Wednesday, and Friday. Local bus fare is \$0.75 each way, and two-mile deviation off of the regular local route can be arranged for an additional \$0.50. The local bus route services U.S. 321 Bypass and will be accessible from the Subject site.

**Road/Infrastructure Proposed Improvements:** We witnessed no current road improvements within the Subject’s immediate neighborhood.

**Crime Rates:** Based upon our site inspection, there appeared to be no crime issues in the Subject’s neighborhood and property managers did not report having issues with crime. The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

**2017 CRIME INDICES**

	PMA	Columbia, SC MSA
<b>Total Crime*</b>	<b>125</b>	<b>140</b>
<b>Personal Crime*</b>	<b>202</b>	<b>163</b>
Murder	178	145
Rape	130	135
Robbery	87	122
Assault	266	186
<b>Property Crime*</b>	<b>115</b>	<b>136</b>
Burglary	141	141
Larceny	107	136
Motor Vehicle Theft	107	131

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

\*Unweighted aggregations

The total crime risk index in the PMA and MSA are above the nation. Like the Subject, several comparable properties do not offer security features. The comparables that do not offer security features report low vacancy. Thus, a lack of security features does not appear to impact the marketability of multifamily properties in the area. We believe the Subject will be competitive without additional security features.

**Access and Traffic Flow:** The Subject site will have access along U.S. 321 Bypass. U.S. 321 Bypass is a moderately trafficked four-lane roadway, which connects Winnsboro north to Interstate 85 outside of Gastonia, NC and south to Interstate 20 outside of Columbia, SC. US 321 Bypass also provides access to Highway 34 approximately 2.5 miles south of the Subject site. Highway 34 provides access to Interstate 77 approximately 7.1 miles southeast of the Subject site. Interstate 77 connects the Winnsboro area to Columbia, SC to the south and to Charlotte, NC to the north. Locally, U.S. 321 Bypass provides access

to W Moultrie Street, a main route through Winnsboro, approximately 0.3 miles south of the Subject site. U.S. 321 Bypass also provides access north to Newberry Road/Highway 200 approximately 1.2 miles north of the Subject site. Overall, access and traffic flow are considered good.

**Positive/Negative Attributes:**

The Subject will have overall good access to area retail and community services in Winnsboro, most of which are within less than 1.0 mile of the Subject site. We did not observe any negative attributes pertaining to the Subject site during our site inspection.

## **C. MARKET AREA**

**PRIMARY MARKET AREA**

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

The Subject is a proposed 32-unit senior development to be constructed in Winnsboro, South Carolina. The PMA is defined as Highway 121 and Highway 9 to the north, Highway 521 and the Fairfield County line to the east, Camp Ground Road and Highway 215 to the south, and the Fairfield County line to the west. The Subject will one of few LIHTC properties in the Winnsboro area of Fairfield County, and as such will be able to draw from approximately a 15 to 20-minute drive time of the site. Based on interviews with local property managers, most of the tenants will originate from Winnsboro and several other communities in Fairfield County as well as some of the smaller communities in surrounding counties. Therefore, we anticipate that the majority of the Subject’s tenants will come from within the boundaries of the PMA. Approximate distances to the farthest boundaries of the PMA in each direction are as follows:

- North: 30 miles
- East: 17 miles
- South: 18 miles
- West: 24 miles

The PMA includes all or part of the following census tracts:

Census Tracts		
450230206.01	450399604.00	450570108.00
450230206.02	450399605.00	450570109.00
450230207.00	450559703.00	450570111.00
450230208.00	450570102.00	450790101.02
450230209.00	450570103.00	450790101.03
450230210.00	450570104.00	450790101.04
450399601.00	450570105.00	450790102.00
450399602.00	450570106.00	450790114.16
450399603.00	450570107.00	

The primary market area has been identified based upon conversations with management at market rate and LIHTC properties in the area as well as other market participants in addition to demographic characteristics of census tracts within the area. Although we believe that neighborhood characteristics and geographic/infrastructure barriers are typically the best indicators of PMA boundaries, we have also examined demographic characteristics of census tracts in and around the Winnsboro area in an effort to better identify the Subject’s PMA. It is important to note however that we do not base our PMA determinations on census tract information alone as these boundaries are rarely known to the average person.

As per SCSHFDA guidelines, we have provided a table that illustrates the racial characteristics of the PMA, as well as data for the MSA.

2010 POPULATION BY RACE

	PMA		SMA		USA	
<b>Total</b>	<b>82,897</b>	-	<b>767,598</b>	-	<b>308,745,538</b>	-
White	44,309	53.5%	463,516	60.4%	223,553,265	72.4%
Black	34,943	42.2%	255,104	33.2%	38,929,319	12.6%
American Indian	207	0.2%	2,746	0.4%	2,932,248	0.9%
Asian	560	0.7%	12,704	1.7%	14,674,252	4.8%
Pacific	22	0.0%	658	0.1%	540,013	0.2%
Other	1,632	2.0%	17,873	2.3%	19,107,368	6.2%
Two or More Races	1,224	1.5%	14,997	2.0%	9,009,073	2.9%
<b>Total Hispanic</b>	<b>2,963</b>	-	<b>39,153</b>	-	<b>50,477,594</b>	-
Hispanic: White	1,021	34.5%	15,589	39.8%	26,735,713	53.0%
Hispanic: Black	190	6.4%	2,775	7.1%	1,243,471	2.5%
Hispanic: American Indian	14	0.5%	487	1.2%	685,150	1.4%
Hispanic: Asian	12	0.4%	161	0.4%	209,128	0.4%
Hispanic: Pacific	7	0.2%	135	0.3%	58,437	0.1%
Hispanic: Other	1,518	51.2%	16,878	43.1%	18,503,103	36.7%
Hispanic: Two or More Races	201	6.8%	3,128	8.0%	3,042,592	6.0%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

Per SCSHFDA guidelines, we have not accounted for leakage and have assumed 100 percent of demand will come from within the PMA boundaries.

The following map outlines the PMA and identifies the census tracts included within these boundaries.

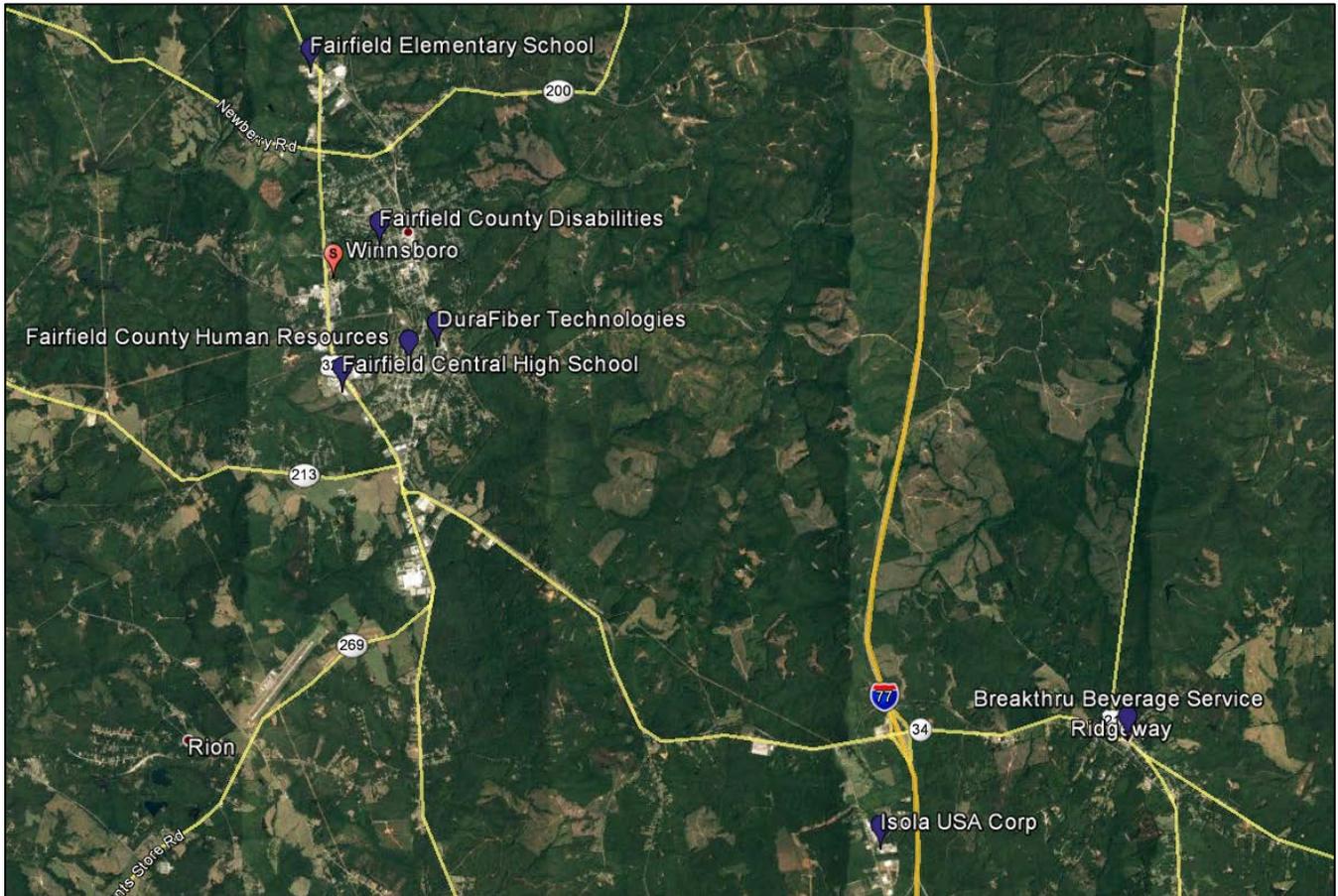


## **D. MARKET AREA ECONOMY**

## REGIONAL AND LOCAL ECONOMIC OVERVIEW

### Map of Employment Centers

The following map illustrates the Subject's location compared to major employment centers in the surrounding areas.



### Employment by Industry

The following table illustrates employment by industry for the PMA as of 2017.

#### 2017 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Manufacturing	6,086	15.9%	15,589,157	10.1%
Healthcare/Social Assistance	4,503	11.8%	21,941,435	14.2%
Retail Trade	4,094	10.7%	17,038,977	11.0%
Educational Services	3,517	9.2%	14,390,707	9.3%
Public Administration	2,764	7.2%	6,982,075	4.5%
Finance/Insurance	2,414	6.3%	7,200,593	4.6%
Admin/Support/Waste Mgmt Svcs	2,155	5.6%	6,968,170	4.5%
Construction	2,147	5.6%	9,872,629	6.4%
Accommodation/Food Services	2,090	5.5%	12,036,513	7.8%
Other Services (excl Publ Adm)	1,949	5.1%	7,493,272	4.8%
Prof/Scientific/Tech Services	1,462	3.8%	11,068,132	7.1%
Transportation/Warehousing	1,306	3.4%	6,498,777	4.2%
Utilities	959	2.5%	1,401,281	0.9%
Wholesale Trade	768	2.0%	4,064,621	2.6%
Real Estate/Rental/Leasing	753	2.0%	3,130,712	2.0%
Arts/Entertainment/Recreation	507	1.3%	3,448,696	2.2%
Agric/Forestry/Fishing/Hunting	382	1.0%	2,288,795	1.5%
Information	371	1.0%	2,741,630	1.8%
Mining	19	0.0%	609,828	0.4%
Mgmt of Companies/Enterprises	2	0.0%	86,740	0.1%
<b>Total Employment</b>	<b>38,248</b>	<b>100.0%</b>	<b>154,852,740</b>	<b>100.0%</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

The largest industries in the PMA are manufacturing, healthcare/social assistance, retail trade, and educational services. The percentage of manufacturing jobs in the PMA is significantly larger than that of the nation. The public administration industry is also over represented in the PMA; industries under-represented in the PMA include healthcare/social assistance, construction, and professional/scientific and tech services. As will be demonstrated in the employment discussion, the manufacturing and wholesale trade industries have been affected by numerous layoffs and employment decreases. Nationwide, these industries have also been affected by the recession.

The following table illustrates the changes in employment by industry from 2000 to 2017, in the Subject's PMA.

2000-2017 CHANGE IN EMPLOYMENT - PMA

Industry	2000		2017		2000-2017	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Manufacturing	9,312	28.5%	6,086	15.9%	-3,226	-2.0%
Healthcare/Social Assistance	3,129	9.6%	4,503	11.8%	1,374	2.6%
Retail Trade	3,382	10.4%	4,094	10.7%	712	1.2%
Educational Services	2,206	6.8%	3,517	9.2%	1,311	3.5%
Public Administration	1,645	5.0%	2,764	7.2%	1,119	4.0%
Finance/Insurance	1,213	3.7%	2,414	6.3%	1,201	5.8%
Admin/Support/Waste Mgmt Svcs	859	2.6%	2,155	5.6%	1,296	8.9%
Construction	2,687	8.2%	2,147	5.6%	-540	-1.2%
Accommodation/Food Services	1,489	4.6%	2,090	5.5%	601	2.4%
Other Services (excl Publ Adm)	1,420	4.4%	1,949	5.1%	529	2.2%
Prof/Scientific/Tech Services	792	2.4%	1,462	3.8%	670	5.0%
Transportation/Warehousing	1,022	3.1%	1,306	3.4%	284	1.6%
Utilities	464	1.4%	959	2.5%	495	6.3%
Wholesale Trade	1,320	4.0%	768	2.0%	-552	-2.5%
Real Estate/Rental/Leasing	357	1.1%	753	2.0%	396	6.5%
Arts/Entertainment/Recreation	311	1.0%	507	1.3%	196	3.7%
Agric/Forestry/Fishing/Hunting	437	1.3%	382	1.0%	-55	-0.7%
Information	472	1.4%	371	1.0%	-101	-1.3%
Mining	111	0.3%	19	0.0%	-92	-4.9%
Mgmt of Companies/Enterprises	9	0.0%	2	0.0%	-7	-4.6%
<b>Total Employment</b>	<b>32,637</b>	<b>100.0%</b>	<b>38,248</b>	<b>100.0%</b>	<b>5,611</b>	<b>1.0%</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

\*Industry data current as of 2010. Other projections current as of 2017.

\* Change in percentage is calculated as a rate of change by industry.

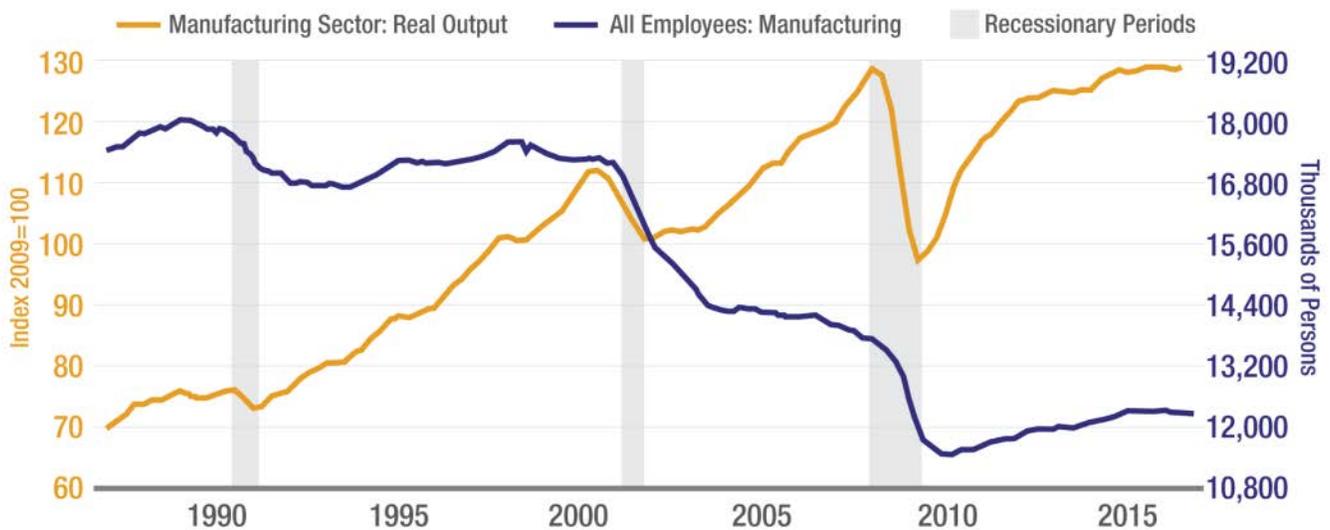
As illustrated, four of the industries in the table above experienced a decrease in employment from 2000 to 2017. The largest decreases were among the manufacturing and wholesale trade sectors. Job loss in the manufacturing sector is discussed below. The smallest decreases were in the mining and management of companies/enterprises industries. The healthcare/social assistance sector added the greatest number of employees in the last 16 years, adding 1,374 new employees to its workforce. Total employment in the PMA has increased each year since 2009, surpassing its pre-recession peak in 2013.

## Manufacturing

### Output over Employment

For the past 40 years, the U.S. contribution to global manufacturing output remained constant at approximately 21 percent of overall world manufacturing output. However, American manufacturing employment declined significantly over this same period. The divergence between output and employment is the result of advancements in robotics and materials science that increased productivity, transforming manufacturing from a relatively labor-intensive industry to a much more capital-intensive industry. Another factor that contributed to the decline in U.S. manufacturing employment is the outsourcing of production by American companies that shifted operations overseas, where labor costs are lower. The following graph illustrates the divergence between manufacturing output and employment. Note that shaded areas indicate recessionary periods.

### How Employment and Output Have Changed in the Manufacturing Sector



Source: Federal Reserve; Novogradac & Company LLP



After 2010, U.S. manufacturing employment began to increase for the first time in more than a decade, marking a new era. Labor economists pointed to the relatively balanced costs of labor across the world as a leading factor. Before the rapid expansion and refinement of technological capabilities in the late 1990s and the accelerated pace of globalization that accompanied it, foreign countries benefited from a comparative advantage in manufacturing by leveraging low labor costs. As global markets became more integrated over time, the foreign labor cost advantage eroded significantly. Furthermore, the United States enjoys relatively low costs for capital, raw materials and transportation. Significantly, the U.S. became the world's largest producer of oil in late 2014, surpassing Russia and Saudi Arabia and giving domestic manufacturers privileged access to this fundamental driver of growth.

### U.S. Moving Up in Competitiveness

While productivity enhancements dislocated many American workers, those enhancements also increased the competitiveness of American manufacturing exports in the global marketplace. The accounting firm Deloitte publishes a Global Manufacturing Competitiveness Index, which ranks 40 nations based on a number of factors including labor cost/productivity, education, infrastructure, supplier networks, intellectual property protections and regulatory/environmental requirements. In the 2016 version of this report, the U.S.

ranked second behind China and ahead of Germany. The same report projects that by 2020 the U.S. will overtake China to become the world’s most desirable country for manufacturing businesses. In particular, the increasingly vital role of proprietary and complex technology in production processes has raised the appeal of countries that provide strong intellectual property protection and educated work forces, rather than the lowest labor costs. This new dynamic tilted the advantage back toward developed nations, which tend to feature superior legal protections and skilled labor forces. The following tables illustrate the Deloitte rankings for 2016 and 2020 (projected).

## U.S. Moving Up in Competitiveness

Deloitte’s Global Manufacturing Competitiveness Index, ranking 40 nations on a number of factors.

2016 (Current)			2020 (Projected)		
Rank	Country	Index score (100=high, 10=low)	Change	Country	Index score (100=high, 10=low)
1	China	100.0	▲ +1	United States	100.0
2	United States	99.5	▼ -1	China	93.5
3	Germany	93.9	=	Germany	90.8
4	Japan	80.4	=	Japan	78.0
5	South Korea	76.7	▲ +6	India	77.5
6	United Kingdom	75.8	▼ -1	South Korea	77.0
7	Taiwan	72.9	▲ +1	Mexico	75.9
8	Mexico	69.5	▼ -2	United Kingdom	73.8
9	Canada	68.7	▼ -2	Taiwan	72.1
10	Singapore	68.4	▼ -1	Canada	68.1
11	India	67.2	▼ -1	Singapore	67.6
12	Switzerland	63.6	▲ +6	Vietnam	65.5
13	Sweden	62.1	▲ +4	Malaysia	62.1
14	Thailand	60.4	=	Thailand	62.0
15	Poland	59.1	▲ +4	Indonesia	61.9

Source: Deloitte; Novogradac & Company LLP



### Where the Jobs Go

For the purposes of analyzing impact upon multifamily housing, we focus more on job creation. The American manufacturing jobs lost over the preceding decades generally correlate with simple products such as clothing and toys. By contrast, most manufacturing employment gains have been in advanced industries such as telecommunications, pharmaceuticals, aircraft and heavy machinery. The factors influencing domestic investment patterns are similar to the drivers of international investment. In particular, American manufacturers are likely to invest in jurisdictions featuring educated labor forces, competitive tax rates, limited regulation and proximity to transportation networks. This is evident in areas such as Nevada and the American Southwest, where firms such as Tesla have invested hundreds of millions of dollars in new plant and production facilities. The following table details employment growth since 2001 in the manufacturing industry versus all industries.

## Comparing National Employment Trends

Year	Total Manufacturing Employment	Change	Total National Employment (All Industries)	Change
2001	16,440,000	-	136,939,000	-
2002	15,256,000	-7.2%	136,480,000	-0.3%
2003	14,508,000	-4.9%	137,729,000	0.9%
2004	14,314,000	-1.3%	139,239,000	1.1%
2005	14,225,000	-0.6%	141,730,000	1.8%
2006	14,156,500	-0.5%	144,427,000	1.9%
2007	13,877,833	-2.0%	146,047,000	1.1%
2008	13,403,417	-3.4%	145,363,000	-0.5%
2009	11,847,833	-11.6%	139,878,000	-3.8%
2010	11,528,667	-2.7%	139,064,000	-0.6%
2011	11,727,083	1.7%	139,896,000	0.6%
2012	11,927,250	1.7%	142,469,000	1.9%
2013	12,019,167	0.8%	143,929,000	1.0%
2014	12,184,167	1.4%	146,305,000	1.7%
2015	12,318,083	1.1%	148,833,000	1.7%
2016*	12,289,091	-0.2%	151,190,222	1.6%

\* YTD average, includes through Nov. 2016

Source: U.S. Bureau of Labor Statistics; Novogradac & Company LLP



As illustrated, employment in the manufacturing sector began to increase in 2011, marking a reversal in a decades-long trend of declines. However, the growth rate of manufacturing employment has trailed overall employment growth. The decline of manufacturing employment likely reflects a natural economic process experienced by many industries in previous eras.

Under President Trump, we can expect recent employment growth trends in manufacturing to continue. Whether it can increase to the point of being a “revitalization”—which likely requires job growth surpassing other industries—remains to be seen. The concentration of manufacturing employment in the MSA is expected to decline, a trend already visible in recent manufacturing plant closures within the PMA, including Dura Fiber Technologies and Isola USA Corp. However, the area’s diversification into more stable industries including health care bodes well for future economic growth. Growth of Winnsboro’s Fairfield Memorial Hospital and its recent partnership with Providence Health suggest area employment will become increasingly dependent on the healthcare/social assistance sector rather than manufacturing.

**Major Employers**

The following table details major employers in Fairfield County as of the second quarter 2017 (the most recent available).

**MAJOR EMPLOYERS  
FAIRFIELD COUNTY**

Employer Name	Industry	# Of Employees
Breakthru Beverage S Carolina	Retail trade	1,000 to 4,999
Dura Fiber Technologies	Manufacturing	250 to 499
Fairfield County Human Resources	Healthcare/Social Assistance	250 to 499
Isola USA Corp	Manufacturing	100 to 249
Fairfield Memorial Hospital	Healthcare/Social Assistance	100 to 249
Kennecott Ridgeway Mining Co.	Mining	100 to 249
Isola Laminate Systems	Manufacturing	100 to 249
Fairfield Central High School	Education	100 to 249
Fairfield Elementary School	Education	100 to 249
Fairfield County Disabilities	Healthcare/Social Assistance	100 to 249

Source: SC Works Online Services, 2Q2017

The major employers in Fairfield County are in sectors including retail trade, manufacturing, education, and healthcare/social assistance. Some of these sectors, such as healthcare and education, are less susceptible to economic cycles. Dura Fiber Technologies, a leading global supplier of polyester fibers, sewing threads, and advanced materials, employed approximately 800 workers between its Winnsboro, SC, Shelby, NC, and Salisbury, NC plants until October 2017, when it announced bankruptcy filings. This fomented closure of the three aforementioned plants and the loss of Fairfield’s second-largest employer and more than 250 jobs. Conversely, Fairfield Memorial Hospital announced in June 2017 plans to partner with Providence Health to build and operate a multi-million dollar 24-hour emergency room set to open in summer 2018. The new partnership will add imaging services, radiology, CT scans, and ultra sound services to the hospital’s existing portfolio.

**Expansions/Contractions**

The following table illustrates the contractions to the economy of the PMA provided by the South Carolina Department of Employment and Workforce between 2015 and January 2018. Jobs affected represent job losses.

**WARN LISTINGS  
FAIRFIELD COUNTY - 2015 - 2018**

Company	Industry	Employees Affected	Layoff Date
Cardinal Logistics Managements	Transportation/Warehousing	102	1/8/2018
SCANA	Utilities	617	9/30/2017
Dura Fiber	Manufacturing	240	9/11/2017
Westinghouse Electric	Utilities	561	8/31/2017
Bose	Manufacturing	300	9/18/2015
UTI	Manufacturing	120	8/24/2015
CB&I Shaw Contractors	Construction	176	1/29/2015

As the table depicts, there were 2,116 layoffs/closures in the PMA that took effect between 2015 and January 2018. The majority of these layoffs were in the manufacturing and utilities industries. As discussed above, the closure of the Dura Fiber manufacturing plant in Winnsboro significantly impacted area employment. Similarly, the cessation of construction of nuclear plants in Jenkinsville in late 2017 created

significant job losses with area utilities suppliers SCANA and Westinghouse Electric. However, as also discussed above, Fairfield Memorial Hospital’s new partnership with Providence Health and the resultant new construction of a 24-hour emergency room is expected to create job growth in the healthcare/social assistance sector in the coming year. Furthermore, it should be noted that employment contractions in the area are not anticipated to impact prospective tenants for the Subject as it targets seniors age 55 and older. Thus, many prospective tenants will be retirement age and are likely to remain in place even during economic downturns. We do not anticipate fluctuations in the area’s employment will impact the Subject’s target tenancy.

**Employment and Unemployment Trends**

According to the BLS, the Subject is located in the Columbia, SC MSA. As such, the following table details employment and unemployment trends for the Columbia, SC MSA from 2002 to 2017 (through October).

**EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

Year	Columbia, SC MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	317,281	-	4.6%	-	136,485,000	-	5.8%	-
2003	320,845	1.1%	5.7%	1.1%	137,736,000	0.9%	6.0%	0.2%
2004	327,761	2.2%	5.8%	0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	335,004	2.2%	5.7%	0.0%	141,730,000	1.8%	5.1%	-0.5%
2006	343,592	2.6%	5.6%	-0.1%	144,427,000	1.9%	4.6%	-0.5%
2007	349,536	1.7%	5.0%	-0.6%	146,047,000	1.1%	4.6%	0.0%
2008	348,019	-0.4%	5.9%	0.9%	145,363,000	-0.5%	5.8%	1.2%
2009	335,665	-3.5%	9.1%	3.3%	139,878,000	-3.8%	9.3%	3.5%
2010	337,592	0.6%	9.4%	0.2%	139,064,000	-0.6%	9.6%	0.3%
2011	341,036	1.0%	9.1%	-0.2%	139,869,000	0.6%	9.0%	-0.7%
2012	349,406	2.5%	8.1%	-1.1%	142,469,000	1.9%	8.1%	-0.9%
2013	356,569	2.1%	6.7%	-1.4%	143,929,000	1.0%	7.4%	-0.7%
2014	367,343	3.0%	5.8%	-0.9%	146,305,000	1.7%	6.2%	-1.2%
2015	377,113	2.7%	5.5%	-0.3%	148,833,000	1.7%	5.3%	-0.9%
2016	384,481	2.0%	4.5%	-1.0%	151,436,000	1.7%	4.9%	-0.4%
2017 YTD Average <sup>†</sup>	388,508	1.0%	4.0%	-0.5%	153,175,600	1.1%	4.5%	-0.4%
Dec-2016	383,973	-	3.9%	-	151,798,000	-	4.5%	-
Dec-2017	381,445	-0.7%	4.2%	0.3%	153,861,000	1.4%	4.1%	-0.4%

Source: U.S. Bureau of Labor Statistics May 2018

\*2017 data is through Jan

Between 2002 and 2007, total employment in the Columbia, SC MSA exhibited positive growth, reaching a peak in 2007. However, the MSA began experiencing the effects of the most recent national recession with declines in employment in 2008. Total employment in the MSA began to increase again in 2010, one year prior to the nation as a whole. Total employment in the 12-month period prior to December 2017 has indicated decrease in employment of 0.7 percent for the MSA. Total employment in the MSA surpassed the pre-recession peak in 2013.

In terms of unemployment rates, the rate in the MSA has historically similar to that of the nation. While the national unemployment rate increased sharply between 2009 and 2010, from 5.8 percent to 9.3 percent, the MSA saw unemployment rise during the same time period and reached a peak unemployment rate of 9.4 percent in 2010. The unemployment rate has trended downward over the past several years, and is now below the national average. The unemployment rate in the MSA as of October 2017 is approximately 0.2 percentage points below that of the nation.

## Housing and Economy

There are five LIHTC and subsidized properties in Winnsboro. The availability of housing for low to very low income renters is considered limited. The state of the economy has affected both the multifamily rental and the single-family home market in the PMA.

The most recent national recession has impacted Winnsboro’s single-family housing market. According to RealtyTrac’s January 2018 estimates, the town of Winnsboro experienced a low foreclosure rate of one in every 1,256 housing units. Fairfield County experienced a similar foreclosure rate compared to the town of Winnsboro, and experienced a foreclosure rate of one in every 1,257 housing units in January 2018. The state of South Carolina had a foreclosure rate of one in every 1,333 housing units, a rate lower than Winnsboro and Fairfield County.

## COMMUTING PATTERNS

The following table details travel time to work for residents within the PMA as of 2000. The average travel time is between 20 and 24 minutes. Approximately 51.2 percent of households within the PMA have commute times of less than 25 minutes.

COMMUTING PATTERNS		
ACS Commuting Time to	Number of Commuters	Percentage
Travel Time < 5 min	589	1.8%
Travel Time 5-9 min	3,079	9.3%
Travel Time 10-14 min	4,321	13.1%
Travel Time 15-19 min	3,743	11.4%
Travel Time 20-24 min	5,150	15.6%
Travel Time 25-29 min	2,355	7.1%
Travel Time 30-34 min	5,002	15.2%
Travel Time 35-39 min	1,158	3.5%
Travel Time 40-44 min	1,635	5.0%
Travel Time 45-59 min	3,428	10.4%
Travel Time 60-89 min	1,799	5.5%
Travel Time 90+ min	685	2.1%

Source: US Census 2010, Novogradac & Company, LLP May 2017

## CONCLUSION

Overall, it appears the area was impacted by the national recession, but has now recovered and is in an expansionary phase. As of 2013, the employment in the MSA had pushed above pre-recession levels. The MSA’s year-to-date unemployment rate as of December 2017 was 0.5 percentage points below the nation’s unemployment rate. Furthermore, the area’s strong employment growth overall took place even as employment in the manufacturing sector declined 1.1 percent annually. It should also be noted that employment contractions in the area are not anticipated to impact prospective tenants for the Subject as it targets seniors age 55 and older. Thus, many prospective tenants will be retirement age and are likely to remain in place even during economic downturns. We do not anticipate fluctuations in the area’s employment will impact the Subject’s target tenancy.

# **E. COMMUNITY DEMOGRAPHIC DATA**

## COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Columbia, SC MSA, which serves as the Secondary Market Area, are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA, SMA, and nation.

### Population Trends

The following tables illustrate (a) Total Population and (b) Population by Age Group, and (c) Population Growth Rate.

#### POPULATION

Year	PMA		Columbia, SC MSA		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	72,910	-	645,374	-	281,038,168	-
2010	82,898	1.4%	767,598	1.9%	308,745,538	1.0%
2017	87,787	0.6%	831,046	0.8%	327,514,334	0.6%
Projected Mkt Entry July 2020	90,365	1.0%	859,286	1.1%	335,799,890	0.8%
2022	92,084	1.0%	878,113	1.1%	341,323,594	0.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

#### SENIOR POPULATION, 55+

Year	PMA		Columbia, SC MSA		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	15,883	-	122,162	-	59,204,560	-
2010	21,933	3.8%	178,544	4.6%	76,750,713	3.0%
2017	26,665	2.1%	225,414	2.6%	93,482,000	2.1%
Projected Mkt Entry July 2020	28,861	2.7%	242,573	2.5%	99,349,546	2.1%
2022	30,325	2.7%	254,013	2.5%	103,261,244	2.1%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

POPULATION BY AGE GROUP

Age Cohort	PMA			Projected Mkt	
	2000	2010	2017	Entry July 2020	2022
0-4	4,895	5,666	5,524	5,537	5,546
5-9	5,566	5,618	5,744	5,772	5,791
10-14	5,664	5,845	5,676	5,935	6,108
15-19	5,155	5,903	5,248	5,478	5,632
20-24	4,182	4,647	5,069	4,702	4,458
25-29	4,752	4,605	5,627	5,411	5,267
30-34	5,084	4,692	5,352	5,710	5,949
35-39	5,708	5,569	5,341	5,646	5,849
40-44	5,791	5,774	5,469	5,535	5,579
45-49	5,352	6,448	5,815	5,655	5,548
50-54	4,873	6,198	6,256	6,122	6,032
55-59	3,795	5,836	6,505	6,484	6,470
60-64	3,009	5,122	6,091	6,445	6,681
65-69	2,678	3,723	5,275	5,671	5,935
70-74	2,379	2,692	3,649	4,322	4,770
75-79	1,878	1,972	2,361	2,861	3,194
80-84	1,227	1,386	1,450	1,679	1,832
85+	917	1,202	1,334	1,399	1,443
<b>Total</b>	<b>72,905</b>	<b>82,898</b>	<b>87,786</b>	<b>90,365</b>	<b>92,084</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

The total population in the PMA increased at an annual rate of 0.6 percent from 2010 to 2017, a rate slightly below the MSA and similar compared to the nation. The population in the PMA is expected to continue to increase through the projected market entry date and 2022 at 1.0 percent per annum, a rate that will slightly lag the SMA and outpace the nation. The total senior population in the PMA increased at an annual rate of 2.1 percent from 2010 to 2017, a rate below the SMA and similar to the nation. The total senior population in the PMA is expected to continue to increase through projected market entry date and 2022 at 2.7 percent per annum, a greater rate than the MSA and the nation.

The population in the PMA in 2017 was concentrated most heavily in the age groups of 55 to 59 and 50 to 54, combined these age groups represent 14.5 percent of the total population in the PMA. Through market entry these age groups will continue to have the highest representation in the PMA. Growth in these age cohorts bodes well for the Subject.

## HOUSEHOLD TRENDS

### Total Number of Households, Average Household Size, and Group Quarters

#### HOUSEHOLDS

Year	PMA		Columbia, SC MSA		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	27,605	-	245,239	-	105,403,008	-
2010	31,753	1.5%	294,823	2.0%	116,716,293	1.1%
2017	33,503	0.5%	319,442	0.8%	123,158,898	0.5%
Projected Mkt Entry July 2020	34,411	0.9%	330,004	1.1%	125,752,338	0.7%
2022	35,017	0.9%	337,046	1.1%	127,481,298	0.7%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

#### HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+

Year	PMA		Columbia, SC MSA		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	9,894	-	75,562	-	36,433,877	-
2010	12,967	3.1%	107,439	4.2%	45,892,692	2.6%
2017	16,293	2.5%	137,521	2.7%	54,968,045	1.9%
Projected Mkt Entry July 2020	17,299	2.1%	147,177	2.3%	57,985,956	1.8%
2022	17,969	2.1%	153,615	2.3%	59,997,897	1.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

#### AVERAGE HOUSEHOLD SIZE

Year	PMA		Columbia, SC MSA		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	2.60	-	2.51	-	2.59	-
2010	2.57	-0.1%	2.49	-0.1%	2.58	-0.1%
2017	2.60	0.1%	2.49	0.0%	2.59	0.1%
Projected Mkt Entry July 2020	2.61	0.1%	2.50	0.1%	2.61	0.2%
2022	2.61	0.1%	2.50	0.1%	2.61	0.2%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

#### POPULATION IN GROUP QUARTERS

Year	PMA		Columbia, SC MSA		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	1,269	-	30,751	-	7,596,362	-
2010	1,340	0.6%	34,533	1.2%	8,043,577	0.6%
2017	553	-5.7%	34,512	0.0%	8,081,594	0.0%
Projected Mkt Entry July 2020	553	0.0%	34,512	0.0%	8,081,594	0.0%
2022	553	0.0%	34,512	0.0%	8,081,594	0.0%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

The total number of households in the PMA increased at 0.5 percent per annum between 2010 and 2017, a lower rate compared to the SMA and similar rate compared to the nation over the same time period. Through market entry date and 2022, the total number of households in the PMA is expected to increase by 0.9 percent annually, which will slightly lag the SMA and exceed the nation. The senior households age

55 and older increased by 2.5 percent annually in the PMA between 2010 and 2017, and this growth in the PMA is expected to be 2.1 percent annually over the next five years. The average household sizes are expected to remain relatively stable for all areas of analysis. The number of persons in group quarters decreased in the PMA between 2000 and 2017. Note that forecasted data for the population in group quarters is not available as growth in this population is more often a result of changes to local facilities than macro demographic trends.

### Households by Tenure

The table below depicts household growth by tenure from 2000 through 2022.

#### TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	20,845	75.5%	6,760	24.5%
2017	24,054	71.8%	9,449	28.2%
Projected Mkt Entry July 2020	24,778	72.0%	9,633	28.0%
2022	25,261	72.1%	9,756	27.9%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

#### PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	8,357	84.5%	1,537	15.5%
2017	13,057	80.1%	3,236	19.9%
Projected Mkt Entry July 2020	13,895	80.3%	3,403	19.7%
2022	14,454	80.4%	3,515	19.6%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2017

The PMA is dominated by owner-occupied housing units. In 2017, there were approximately 9,449 renter-occupied households in the PMA, equaling 28.2 percent of households in the PMA. In 2017 approximately 80.1 percent of senior households were owner-occupied, while 19.9 percent were renter-occupied. Through market entry and 2022, the percentage of renter households is expected to decrease slightly among seniors and for households of all ages.

### Household Income Distribution

The following table depicts senior (55+) household income in the PMA from 2017 to 2022.

Income Cohort	HOUSEHOLD INCOME PMA 55+					
	2017		PMA 2022		Annual Change 2017 to 2022	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,671	10.3%	1,669	9.3%	0	0.0%
\$10,000-19,999	2,779	17.1%	2,764	15.4%	-3	-0.1%
\$20,000-29,999	2,280	14.0%	2,338	13.0%	12	0.5%
\$30,000-39,999	1,706	10.5%	1,929	10.7%	45	2.6%
\$40,000-49,999	1,435	8.8%	1,442	8.0%	1	0.1%
\$50,000-59,999	1,240	7.6%	1,434	8.0%	39	3.1%
\$60,000-74,999	1,439	8.8%	1,570	8.7%	26	1.8%
\$75,000-99,999	1,534	9.4%	1,737	9.7%	41	2.6%
\$100,000-	822	5.0%	1,048	5.8%	45	5.5%
\$125,000-	571	3.5%	793	4.4%	44	7.8%
\$150,000-	446	2.7%	625	3.5%	36	8.0%
\$200,000+	370	2.3%	620	3.5%	50	13.5%
<b>Total</b>	<b>16,293</b>	<b>100.0%</b>	<b>17,969</b>	<b>100.0%</b>		

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2017

The Subject will target senior (55+) households earning between \$20,850 and \$32,160. As the table above depicts, approximately 24.5 percent of households in the PMA earned between \$20,000 and \$39,999 in 2017. Some households within these income cohorts will provide support for the Subject.

### Renter Household Income Distribution

The following tables depict renter household incomes in the PMA in 2017, market entry, and 2022.

Income Cohort	RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+					
	2017		Projected Mkt Entry July 2020		2022	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	656	20.3%	654	19.2%	652	18.5%
\$10,000-19,999	701	21.7%	699	20.5%	698	19.9%
\$20,000-29,999	393	12.1%	408	12.0%	418	11.9%
\$30,000-39,999	314	9.7%	334	9.8%	347	9.9%
\$40,000-49,999	283	8.7%	289	8.5%	293	8.3%
\$50,000-59,999	193	6.0%	192	5.7%	192	5.5%
\$60,000-74,999	213	6.6%	238	7.0%	254	7.2%
\$75,000-99,999	176	5.4%	198	5.8%	212	6.0%
\$100,000-124,999	97	3.0%	118	3.5%	132	3.8%
\$125,000-149,999	90	2.8%	119	3.5%	139	4.0%
\$150,000-199,999	50	1.5%	65	1.9%	75	2.1%
\$200,000+	70	2.2%	90	2.6%	103	2.9%
<b>Total</b>	<b>3,236</b>	<b>100.0%</b>	<b>3,403</b>	<b>100.0%</b>	<b>3,515</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2017

Senior renter households with incomes between \$10,000 and \$39,999 represent 43.5 percent of the senior renter households in the PMA in 2017, and this share is expected to remain near this level through market entry.

## RENTER HOUSEHOLDS BY NUMBER OF PERSONS IN THE HOUSEHOLD

The following table illustrates household size for renter households in the PMA.

**RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA**

Household Size	Projected Mkt Entry July					
	2017		2020		2022	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	3,146	33.3%	3,229	33.5%	3,285	33.7%
2 Persons	2,476	26.2%	2,483	25.8%	2,487	25.5%
3 Persons	1,602	17.0%	1,649	17.1%	1,680	17.2%
4 Persons	1,256	13.3%	1,281	13.3%	1,297	13.3%
5+ Persons	969	10.3%	992	10.3%	1,007	10.3%
<b>Total Households</b>	<b>9,449</b>	<b>100%</b>	<b>9,633</b>	<b>100%</b>	<b>9,756</b>	<b>100%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2017

Approximately 59.5 percent of renter households resided in a one to two-person household in the PMA in 2017. Over the next five years, this percentage is projected to remain generally stable.

## CONCLUSION

The senior (55+) population in the PMA increased at an annual rate of 2.5 percent from 2010 to 2017 and is expected to continue increasing at 2.7 percent annually through 2022, a greater rate than the SMA and the nation. Between 2017 and market entry, the total number of senior (55+) households is expected to increase at a rate of 2.1 percent annually in the PMA. Senior renter households with incomes between \$10,000 and \$39,999 represent 43.5 percent of the senior renter households in the PMA in 2017, and this share is expected to remain near this level through market entry. Many of these households would income-qualify at the Subject.

# **F. PROJECT-SPECIFIC DEMAND ANALYSIS**

## PROJECT SPECIFIC DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by SCSHFDA.

### 1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (AMI), adjusted for household size and utilities. South Carolina State Housing Finance and Development Agency (SCSHFDA) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum gross rent a family household will pay is 35 percent of its household income at the appropriate AMI level and the maximum gross rent a senior household will pay is 40 percent of its household income at the appropriate AMI level.

According to SCSHFDA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, for one-bedroom units we assume the average income limits of a one- and two-person household and for three-bedroom units we assume the average income limits for a four- and five-person household. This applies to family projects. For elderly projects, we have used a maximum income based on two-person households.

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Business Information Solutions to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from Novogradac & Company’s website. The maximum income level for market-rate units is assumed to be the four-person area median income in Fairfield County.

### 2. Affordability

As discussed above, the maximum income for LIHTC units is set by SCSHFDA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. SCSHFDA guidelines utilize 35 for families and 40 percent for senior households, which we will use to set the minimum income levels for the demand analysis.

### 3. Minimum and Maximum Income Levels

The following tables illustrate the minimum and maximum allowable income levels for the Subject’s units.

**55+ INCOME LIMITS**

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%		Overall	
2BR	\$20,850	\$26,800	\$21,600	\$32,160	\$20,850	\$32,160

### 4. Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated on the attached table.

#### **4a. Demand from New Renter Households**

The number of new households entering the market is the first level of demand calculated. SCSHFDA has requested that we utilize 2017 as the base year for the analysis, with demographic projections to 2020. This is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure.

#### **4b. Demand from Existing Households**

Demand for existing households is estimated by summing three sources of potential tenants. (a) The first source is tenants who are rent overburdened. These are households who are paying over 35 percent of their income in housing costs for general occupancy housing or over 40 percent of their income in housing costs for elderly housing. This number is estimated using census 2010 or American Community Survey (ACS) data. (b) The second source is households living in substandard housing. This number is estimated using 2000 Census data. (c) The third source is those seniors likely to move from their own homes into rental housing. Data from the American Housing Survey and interviews with area senior apartment property managers regarding the number or share of current renters who originated from homeownership must be used to refine the analysis. The Subject is rural and generally not likely to attract homeowners seeking to downsize into a family rental unit. (d) The fourth potential “Other” source of demand is demand which may exist that is not captured by the above methods, which may be allowed if the factors used can be fully justified.

#### **4c. Additions to Supply**

SCSHFDA guidelines indicate that units in all competing projects that were allocated, under construction, placed in service, or funded in 2017 as well as those units at properties that have not reached a stabilized occupancy of 93 percent should be removed from the demand analysis. There are no such properties in the PMA.

### **5. Method – Capture Rates**

The above calculations and derived capture rates are illustrated in the following table.

**50% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%**

Minimum Income Limit		\$20,850		Maximum Income Limit		\$26,800	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry July 2020		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-2			-1.4%	\$0	0.0%
\$10,000-19,999	-2	-1.1%	\$0	0.0%	0		
\$20,000-29,999	15	9.0%	\$5,950	59.5%	9		
\$30,000-39,999	20	11.8%	\$0	0.0%	0		
\$40,000-49,999	6	3.6%	\$0	0.0%	0		
\$50,000-59,999	-1	-0.4%	\$0	0.0%	0		
\$60,000-74,999	25	14.7%	\$0	0.0%	0		
\$75,000-99,999	22	12.9%	\$0	0.0%	0		
\$100,000-124,999	21	12.5%	\$0	0.0%	0		
\$125,000-149,999	29	17.6%	\$0	0.0%	0		
\$150,000-199,999	15	9.0%	\$0	0.0%	0		
\$200,000+	20	11.8%	\$0	0.0%	0		
<b>Total</b>	<b>167</b>	<b>100.0%</b>		<b>5.3%</b>	<b>9</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%**

Minimum Income Limit		\$20,850		Maximum Income Limit		\$26,800	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	656			20.3%	\$0	0.0%
\$10,000-19,999	701	21.7%	\$0	0.0%	0		
\$20,000-29,999	393	12.1%	\$5,950	59.5%	234		
\$30,000-39,999	314	9.7%	\$0	0.0%	0		
\$40,000-49,999	283	8.7%	\$0	0.0%	0		
\$50,000-59,999	193	6.0%	\$0	0.0%	0		
\$60,000-74,999	213	6.6%	\$0	0.0%	0		
\$75,000-99,999	176	5.4%	\$0	0.0%	0		
\$100,000-124,999	97	3.0%	\$0	0.0%	0		
\$125,000-149,999	90	2.8%	\$0	0.0%	0		
\$150,000-199,999	50	1.5%	\$0	0.0%	0		
\$200,000+	70	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>3,236</b>	<b>100.0%</b>		<b>7.2%</b>	<b>234</b>		

**ASSUMPTIONS - @50%**

Tenancy		55+		% of Income towards Housing		40%	
Rural/Urban		Rural		Maximum # of Occupants		2	
Persons in Household	0BR	1BR	2BR	3BR	4BR+		
1	0%	40%	60%	0%	0%		
2	0%	10%	90%	0%	0%		
3	0%	0%	0%	60%	40%		
4	0%	0%	0%	70%	30%		
5+	0%	0%	0%	50%	50%		

**Demand from New Renter Households 2017 to July 2020**

Income Target Population	@50%
New Renter Households PMA	167
Percent Income Qualified	5.3%
<b>New Renter Income Qualified Households</b>	<b>9</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	@50%
Total Existing Demand	3,236
Income Qualified	7.2%
Income Qualified Renter Households	234
Percent Rent Overburdened Prj Mrkt Entry July 2020	35.7%
<b>Rent Overburdened Households</b>	<b>83</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	234
Percent Living in Substandard Housing	1.0%
<b>Households Living in Substandard Housing</b>	<b>2</b>

**Senior Households Converting from Homeownership**

Income Target Population	@50%
<b>Total Senior Homeowners</b>	<b>13,895</b>
Rural Versus Urban	0.2%
<b>Senior Demand Converting from Homeownership</b>	<b>24</b>

**Total Demand**

Total Demand from Existing Households	109
Total New Demand	9
<b>Total Demand (New Plus Existing Households)</b>	<b>118</b>

Demand from Seniors Who Convert from Homeownership	24
Percent of Total Demand From Homeownership Conversion	20.0%
Is this Demand Over 20 percent of Total Demand?	No

**By Bedroom Demand**

One Person	52.1%	62
Two Persons	31.1%	37
Three Persons	8.4%	10
Four Persons	5.0%	6
Five Persons	3.4%	4
<b>Total</b>	<b>100.0%</b>	<b>118</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	40%	25
Of two-person households in 1BR units	10%	4
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	60%	37
Of two-person households in 2BR units	90%	33
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	60%	6
Of four-person households in 3BR units	70%	4
Of five-person households in 3BR units	50%	2
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	40%	4
Of four-person households in 4BR units	30%	2
Of five-person households in 4BR units	50%	2
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>118</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	-	-	-	=	-
2 BR	70	-	0	=	70
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>70</b>		<b>0</b>		<b>70</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR		/	-	=	-
2 BR	7	/	70	=	10.0%
3 BR		/	-	=	-
4 BR		/	-	=	-
5 BR		/	-	=	-
<b>Total</b>	<b>7</b>		<b>70</b>		<b>10.0%</b>

**60% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$21,600		Maximum Income Limit		\$32,160	
Income Category	New Renter Households - Total		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Change in Households PMA 2017	to Prj Mrkt Entry July 2020					
\$0-9,999	-2	-1.4%	\$0	0.0%	0		
\$10,000-19,999	-2	-1.1%	\$0	0.0%	0		
\$20,000-29,999	15	9.0%	\$8,399	84.0%	13		
\$30,000-39,999	20	11.8%	\$2,160	21.6%	4		
\$40,000-49,999	6	3.6%	\$0	0.0%	0		
\$50,000-59,999	-1	-0.4%	\$0	0.0%	0		
\$60,000-74,999	25	14.7%	\$0	0.0%	0		
\$75,000-99,999	22	12.9%	\$0	0.0%	0		
\$100,000-124,999	21	12.5%	\$0	0.0%	0		
\$125,000-149,999	29	17.6%	\$0	0.0%	0		
\$150,000-199,999	15	9.0%	\$0	0.0%	0		
\$200,000+	20	11.8%	\$0	0.0%	0		
<b>Total</b>	<b>167</b>	<b>100.0%</b>		<b>10.1%</b>	<b>17</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$21,600		Maximum Income Limit		\$32,160	
Income Category	Total Renter Households PMA		Income Brackets	Percent within Cohort	Households within Bracket		
		2017					
\$0-9,999	656	20.3%	\$0	0.0%	0		
\$10,000-19,999	701	21.7%	\$0	0.0%	0		
\$20,000-29,999	393	12.1%	\$8,399	84.0%	330		
\$30,000-39,999	314	9.7%	\$2,160	21.6%	68		
\$40,000-49,999	283	8.7%	\$0	0.0%	0		
\$50,000-59,999	193	6.0%	\$0	0.0%	0		
\$60,000-74,999	213	6.6%	\$0	0.0%	0		
\$75,000-99,999	176	5.4%	\$0	0.0%	0		
\$100,000-124,999	97	3.0%	\$0	0.0%	0		
\$125,000-149,999	90	2.8%	\$0	0.0%	0		
\$150,000-199,999	50	1.5%	\$0	0.0%	0		
\$200,000+	70	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>3,236</b>	<b>100.0%</b>		<b>12.3%</b>	<b>398</b>		

**ASSUMPTIONS - @60%**

Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
<b>Persons in Household</b>	<b>OBR</b>	<b>1BR</b>	<b>2BR</b>	<b>3BR</b>	<b>4BR+</b>
1	0%	40%	60%	0%	0%
2	0%	10%	90%	0%	0%
3	0%	0%	0%	60%	40%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

**Demand from New Renter Households 2017 to July 2020**

Income Target Population	@60%
New Renter Households PMA	167
Percent Income Qualified	10.1%
<b>New Renter Income Qualified Households</b>	<b>17</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	@60%
Total Existing Demand	3,236
Income Qualified	12.3%
Income Qualified Renter Households	398
Percent Rent Overburdened Prj Mrkt Entry July 2020	35.7%
<b>Rent Overburdened Households</b>	<b>142</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	398
Percent Living in Substandard Housing	1.0%
<b>Households Living in Substandard Housing</b>	<b>4</b>

**Senior Households Converting from Homeownership**

Income Target Population	@60%
Total Senior Homeowners	13,895
Rural Versus Urban	0.2%
<b>Senior Demand Converting from Homeownership</b>	<b>24</b>

**Total Demand**

Total Demand from Existing Households	170
Total New Demand	17
<b>Total Demand (New Plus Existing Households)</b>	<b>187</b>

Demand from Seniors Who Convert from Homeownership	24
Percent of Total Demand From Homeownership Conversion	12.7%
Is this Demand Over 20 percent of Total Demand?	No

**By Bedroom Demand**

One Person	52.1%	97
Two Persons	31.1%	58
Three Persons	8.4%	16
Four Persons	5.0%	9
Five Persons	3.4%	6
<b>Total</b>	<b>100.0%</b>	<b>187</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	40%	39
Of two-person households in 1BR units	10%	6
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	60%	58
Of two-person households in 2BR units	90%	52
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	60%	9
Of four-person households in 3BR units	70%	7
Of five-person households in 3BR units	50%	3
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	40%	6
Of four-person households in 4BR units	30%	3
Of five-person households in 4BR units	50%	3
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>187</b>

	Total Demand (Subject Unit Types)		Additions to Supply		=	Net Demand
0 BR	-	-	-	-	=	-
1 BR	-	-	-	-	=	-
2 BR	111	-	0	-	=	111
3 BR	-	-	-	-	=	-
4 BR	-	-	-	-	=	-
5 BR	-	-	-	-	=	-
<b>Total</b>	<b>111</b>		<b>0</b>			<b>111</b>

	Developer's Unit Mix		Net Demand		=	Capture Rate
0 BR		/	-	-	=	-
1 BR		/	-	-	=	-
2 BR	25	/	111	-	=	22.6%
3 BR		/	-	-	=	-
4 BR		/	-	-	=	-
5 BR		/	-	-	=	-
<b>Total</b>	<b>25</b>		<b>111</b>			<b>22.6%</b>

**Overall**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$20,850		Maximum Income Limit		\$32,160	
Income Category	New Renter Households - Total		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Change in Households PMA 2017 to Prj Mrkt Entry July 2020						
\$0-9,999	-2	-1.4%	\$0	0.0%	0		
\$10,000-19,999	-2	-1.1%	\$0	0.0%	0		
\$20,000-29,999	15	9.0%	\$9,149	91.5%	14		
\$30,000-39,999	20	11.8%	\$2,160	21.6%	4		
\$40,000-49,999	6	3.6%	\$0	0.0%	0		
\$50,000-59,999	-1	-0.4%	\$0	0.0%	0		
\$60,000-74,999	25	14.7%	\$0	0.0%	0		
\$75,000-99,999	22	12.9%	\$0	0.0%	0		
\$100,000-124,999	21	12.5%	\$0	0.0%	0		
\$125,000-149,999	29	17.6%	\$0	0.0%	0		
\$150,000-199,999	15	9.0%	\$0	0.0%	0		
\$200,000+	20	11.8%	\$0	0.0%	0		
<b>Total</b>	<b>167</b>	<b>100.0%</b>		<b>10.8%</b>	<b>18</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$20,850		Maximum Income Limit		\$32,160	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	656	20.3%	\$0	0.0%	0		
\$10,000-19,999	701	21.7%	\$0	0.0%	0		
\$20,000-29,999	393	12.1%	\$9,149	91.5%	360		
\$30,000-39,999	314	9.7%	\$2,160	21.6%	68		
\$40,000-49,999	283	8.7%	\$0	0.0%	0		
\$50,000-59,999	193	6.0%	\$0	0.0%	0		
\$60,000-74,999	213	6.6%	\$0	0.0%	0		
\$75,000-99,999	176	5.4%	\$0	0.0%	0		
\$100,000-124,999	97	3.0%	\$0	0.0%	0		
\$125,000-149,999	90	2.8%	\$0	0.0%	0		
\$150,000-199,999	50	1.5%	\$0	0.0%	0		
\$200,000+	70	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>3,236</b>	<b>100.0%</b>		<b>13.2%</b>	<b>427</b>		

**ASSUMPTIONS - Overall**

Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	40%	60%	0%	0%
2	0%	10%	90%	0%	0%
3	0%	0%	0%	60%	40%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

**Demand from New Renter Households 2017 to July 2020**

Income Target Population	Overall
New Renter Households PMA	167
Percent Income Qualified	10.8%
<b>New Renter Income Qualified Households</b>	<b>18</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	3,236
Income Qualified	13.2%
Income Qualified Renter Households	427
Percent Rent Overburdened Prj Mrkt Entry July 2020	35.7%
<b>Rent Overburdened Households</b>	<b>152</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	427
Percent Living in Substandard Housing	1.0%
<b>Households Living in Substandard Housing</b>	<b>4</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall
Total Senior Homeowners	13,895
Rural Versus Urban	0.2%
<b>Senior Demand Converting from Homeownership</b>	<b>24</b>

**Total Demand**

Total Demand from Existing Households	181
Total New Demand	18
<b>Total Demand (New Plus Existing Households)</b>	<b>199</b>

Demand from Seniors Who Convert from Homeownership	24
Percent of Total Demand From Homeownership Conversion	11.9%
Is this Demand Over 20 percent of Total Demand?	No

**By Bedroom Demand**

One Person	52.1%	103
Two Persons	31.1%	62
Three Persons	8.4%	17
Four Persons	5.0%	10
Five Persons	3.4%	7
<b>Total</b>	<b>100.0%</b>	<b>199</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	40%	41
Of two-person households in 1BR units	10%	6
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	60%	62
Of two-person households in 2BR units	90%	56
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	60%	10
Of four-person households in 3BR units	70%	7
Of five-person households in 3BR units	50%	3
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	40%	7
Of four-person households in 4BR units	30%	3
Of five-person households in 4BR units	50%	3
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>199</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
0 BR	-	-	-	=	-	-
1 BR	-	-	-	=	-	-
2 BR	118	-	0	=	118	-
3 BR	-	-	-	=	-	-
4 BR	-	-	-	=	-	-
5 BR	-	-	-	=	-	-
<b>Total</b>	<b>118</b>		<b>0</b>		<b>118</b>	

	Developer's Unit Mix		Net Demand		Capture Rate	
0 BR	/	/	-	=	-	-
1 BR	/	/	-	=	-	-
2 BR	32	/	118	=	27.2%	-
3 BR	/	/	-	=	-	-
4 BR	/	/	-	=	-	-
5 BR	/	/	-	=	-	-
<b>Total</b>	<b>32</b>		<b>118</b>		<b>27.2%</b>	

**Conclusions**

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of senior (55+) households in the PMA is expected to increase 2.1 percent between 2017 and projected market entry 2020.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject’s units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

**DEMAND AND NET DEMAND**

	HH at @50% AMI (\$20,850 to \$26,800)	HH at @60% AMI (\$21,600 to \$32,160)	Overall Demand
Demand from New Households (age and income appropriate)	9	17	18
<b>PLUS</b>	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	83	142	152
<b>PLUS</b>	+	+	+
Demand from Existing Renter Households - Substandard Housing	2	4	4
=	=	=	=
<b>Sub Total</b>	<b>95</b>	<b>163</b>	<b>175</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	24	24	24
<b>Equals Total Demand</b>	<b>118</b>	<b>187</b>	<b>199</b>
<b>Less</b>	-	-	-
New Supply	0	0	0
<b>Equals Net Demand</b>	<b>118</b>	<b>187</b>	<b>199</b>

Note that the above *Demand and Net Demand* estimates include all income-eligible renter households. These estimates are then adjusted to reflect only the size-appropriate households by bedroom type in the following *Capture Rate Analysis*.

**CAPTURE RATE ANALYSIS CHART**

Bedrooms/AMI Level	Total Demand	Supply	Net Demand	Units Proposed	Capture Rate
2BR @50%	70	0	70	7	10.0%
2BR @60%	111	0	111	25	22.6%
@50% Overall	70	0	70	7	10.0%
@60% Overall	111	0	111	25	22.6%
Overall	118	0	118	32	27.2%

As the analysis illustrates, the Subject’s capture rates vary 10.0 to 22.6 percent with an overall capture rate of 27.2 percent. The Subject’s overall capture rates are within SCSHFDA guidelines and we believe that there is ample demand for the Subject’s units.

**Absorption Rate**

Only three of the comparable properties surveyed were able to provide absorption data. We have thus considered absorption data from recently-constructed LIHTC properties located in neighboring Richland County, South Carolina just beyond the PMA. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Enclave Blythewood II	Market	Family	2014	156	10
Ardmore Ballentine	Market	Family	2012	315	16
Regent Park Apartments	LIHTC	Family	2011	72	36
Hallmark At Truesdell	LIHTC	Family	2010	64	<u>13</u>
<b>Average</b>					<b>19</b>

On average, these properties reported an absorption rate of 19 units per month. With the stable demographic base of moderate income families in the PMA and the general limited supply of affordable multifamily housing, we believe the Subject should be able to experience an absorption rate at the higher end of this range. The LIHTC comparables report few vacancies and three maintain waiting lists. However, senior households tend to move more slowly than family households. Therefore, based upon the demand calculations presented within this report, which indicate good to excellent capture rates, an ample number income-qualified households, and the Subject's senior tenancy, we believe that the Subject could absorb approximately 13 units per month upon opening. This equals an absorption period of two to three months. expect the Subject to reach stabilized occupancy of 93 percent within three months.

## **G. SUPPLY ANALYSIS**

## **SURVEY OF COMPARABLE PROJECTS**

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. We surveyed many properties that we chose not to use in the survey because they were not as comparable to the Subject as others that were selected.

### **Description of Property Types Surveyed/Determination of Number of Tax Credit Units**

We interviewed numerous properties to determine which ones were considered “true” competition for the Subject. Several properties in the market area were interviewed and not included because of their dissimilarity or other factors. Fully subsidized properties were excluded due to differing rent structures from the Subject without a subsidy; however, it should be noted that subsidized properties in the market area were found to have stable occupancies.

The following table illustrates the excluded properties and the vacancy rates, where they were available, for the excluded properties.

**FAIRFIELD SENIOR VILLAGE – WINNSBORO, SC – APPLICATION MARKET STUDY**

**EXCLUDED LIST**

Property Name	Rent Structure	Tenancy	Reason for Exclusion	No. of Units	2018 Vacancy Rate
Chestnut Court Apartments	LIHTC	Family	Closer comparables	240	0.0%
Lakeside Apartments	Section 8	Senior	Subsidized	31	0.0%
Millers Ridge	LIHTC/ Market	Family	Closer comparables	110	N/A
Regent Park Apartments	LIHTC	Family	Closer comparables	72	2.0%
Sherwood Forest I And II	LIHTC	Family	Subsidized	72	0.0%
St. Andrews Pointe	LIHTC	Family	Closer comparables	96	N/A
The Falls Apartments	LIHTC/ Market	Family	Closer comparables	150	N/A
Woods Edge Apartments	LIHTC	Senior	Closer comparables, dissimilar size	10	0.0%
Wyndham Pointe	LIHTC	Family	Closer comparables	130	0.0%
622 Chestnut Street	Market	Family	Closer comparables	180	0.0%
9 Dawsons Pond Court	Market	Family	Dissimilar unit mix	27	44.4%
Carriage House Apartments	Section 8	Family	Subsidized	26	0.0%
Castlewood I	Rural Development	Family	Rural Development	124	0.0%
Castlewood II	Rural Development	Family	Rural Development	48	0.0%
Cobblestone Apartments	Market	Family	Closer comparables	48	0.0%
Dena Bank Apartments	Section 8	Family	Subsidized	12	0.0%
Fairfield Special Housing, Inc.	Section 8	Family	Subsidized	124	N/A
Frenwood Apartments	Rural Development	Family	Rural Development	16	N/A
J. William Pitts Apartments, Inc.	Section 8	Family	Subsidized	72	4.2%
Kenmore Apartments	Market	Family	Closer comparables	32	N/A
Kershaw Special Housing, Inc.	Section 8	Family	Subsidized	5	N/A
Laurelwood Apartements	Rural Development	Senior	Rural Development	16	N/A
Oakhaven Apartments	Market	Family	Closer comparables	64	0.0%
Palmer Place	Section 8	Family	Subsidized	68	0.0%
Pine Ridge Apartments	Market	Family	Closer comparables	30	N/A
Richland East, Inc.	Section 8	Family	Subsidized	76	0.0%
Riverwinds Apts	Rural Development	Family	Rural Development	16	N/A
Stratton Homes, Inc.	Section 8	Family	Subsidized	48	0.0%
The Heights At Lake Murray	Market	Family	Closer comparables	8	N/A
Trinity Methodist Church Apts. Inc	Section 8	Family	Subsidized	228	3.1%
Wateree Villas	Section 8	Family	Subsidized	50	0.0%
Winnfield West	Section 8	Family	Subsidized	80	0.0%
Winnsboro Arms, Lp	Section 8	Family	Subsidized	66	0.0%
Woodhaven Apartments	Market	Family	Closer comparables	60	N/A
Wylie Arms	Market	Family	Closer comparables	54	3.7%
Cedarbrook Apartments	LIHTC	Family	Closer comparables	60	0.0%
<b>Total LIHTC Only</b>				<b>868</b>	<b>0.5%</b>
<b>Total Assisted*</b>				<b>886</b>	<b>0.0%</b>
<b>Total All Affordable*</b>				<b>1,754</b>	<b>0.3%</b>

\*Vacancy rates calculated using only properties reporting vacancy information.

N/A - Not available.

### **LIHTC Competition**

We spoke to Bill Castles (803-635-6521), Building Inspector/Zoning Administrator and Parks, Street, and Sanitation Director with the Town of Winnsboro. Mr. Castles indicated that there are no multifamily properties currently proposed, planned, or under construction in the Winnsboro area. We also spoke with Timothy M. Roseborough (803-712-6596), Fairfield County’s Director of Planning, Building, and Zoning, who indicated that no other multifamily properties are currently proposed, planned, or under construction in the broader Fairfield County area. We also consulted South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered no new LIHTC properties in the area.

### **Pipeline Construction**

As detailed above, we spoke with officials in both the Town of Winnsboro and Fairfield County. Both offices indicated that there is no multifamily development currently under construction, proposed, or planned in the Winnsboro area. We further research pipeline construction in the area via CoStar and other internet sources. Our research revealed no plans for new multifamily construction in the area.

### **Comparable Properties**

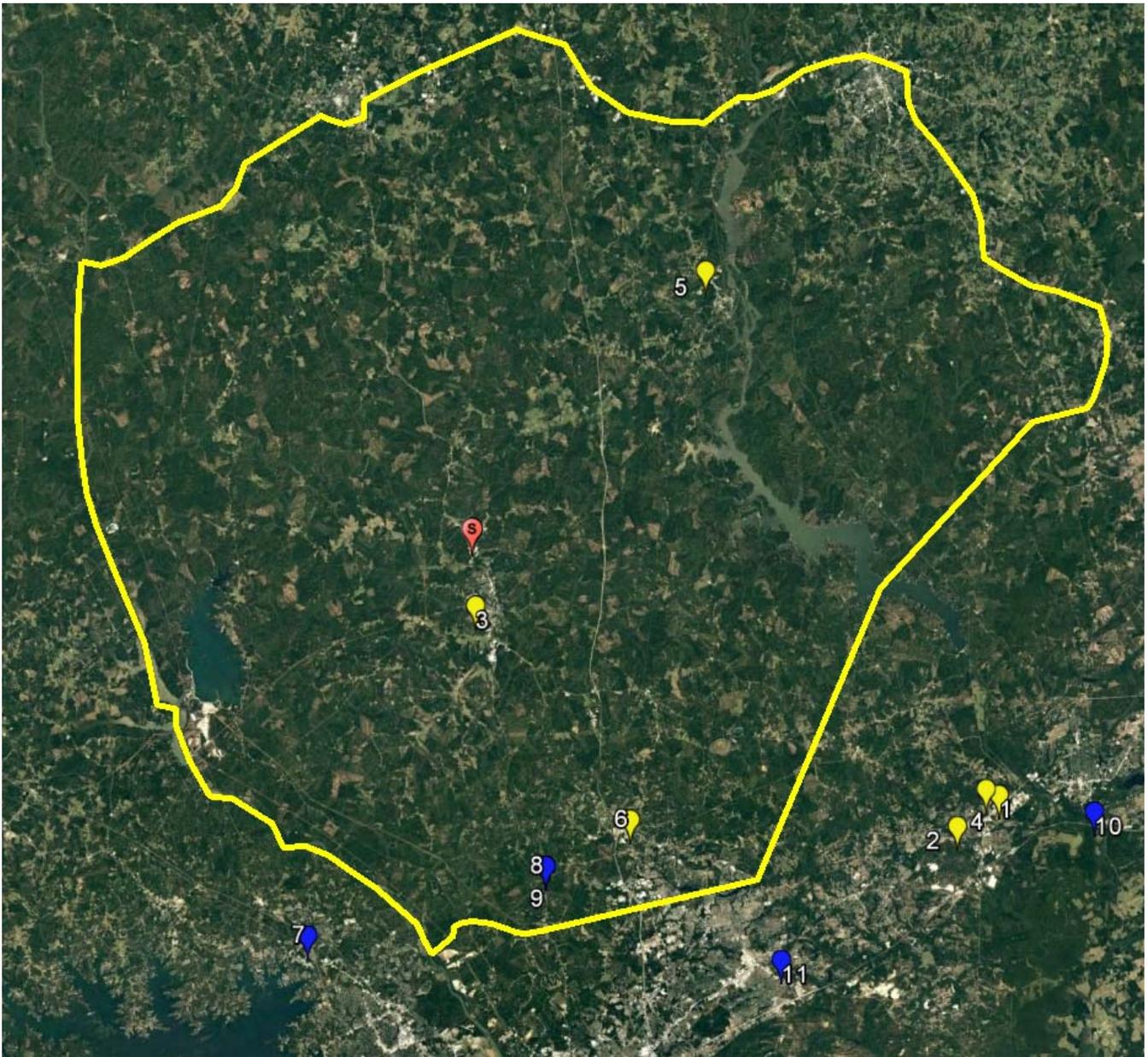
Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey includes 11 “true” comparable properties containing 1,355 units.

The availability of LIHTC data is considered average. All of the LIHTC comparables are located within the PMA, though only one is located in Winnsboro. The remaining LIHTC comparables are the most proximate to the Subject. Other LIHTC properties within the PMA have been excluded because they are also benefitting from subsidy programs such as Rural Development (RD) or Rural Rental Assistance Program (RRAP). The comparable LIHTC properties are all located between 0.9 and 26.3 miles of the proposed Subject. Note that all of the LIHTC comparables target family tenancies. The only senior LIHTC property within the PMA is Laurelwood Apartments, which is located less than 0.1 miles south of the Subject on Laurelwood Court in Winnsboro. However, this property is fully subsidized through the Rural Development (RD) program. Thus, it has been excluded as a comparable.

The availability of market-rate data is considered average. The Subject is located in Winnsboro, and there are few market-rate properties in the immediate area. We have included five conventional properties in our analysis of the competitive market. All but one of the market-rate properties are located in the PMA, and all are located between 13.4 and 30.7 miles from the Subject site in nearby Irmo, Blythewood, Camden, and Elgin and offer similar locations with respect to median household income, median home value, and median rent. These comparables were built or renovated between 2002 and 2014. There are a limited number of new construction market-rate properties in the area. Overall, we believe the market-rate properties we have used in our analysis are the most comparable. Other market-rate properties were excluded based on proximity and unit types.

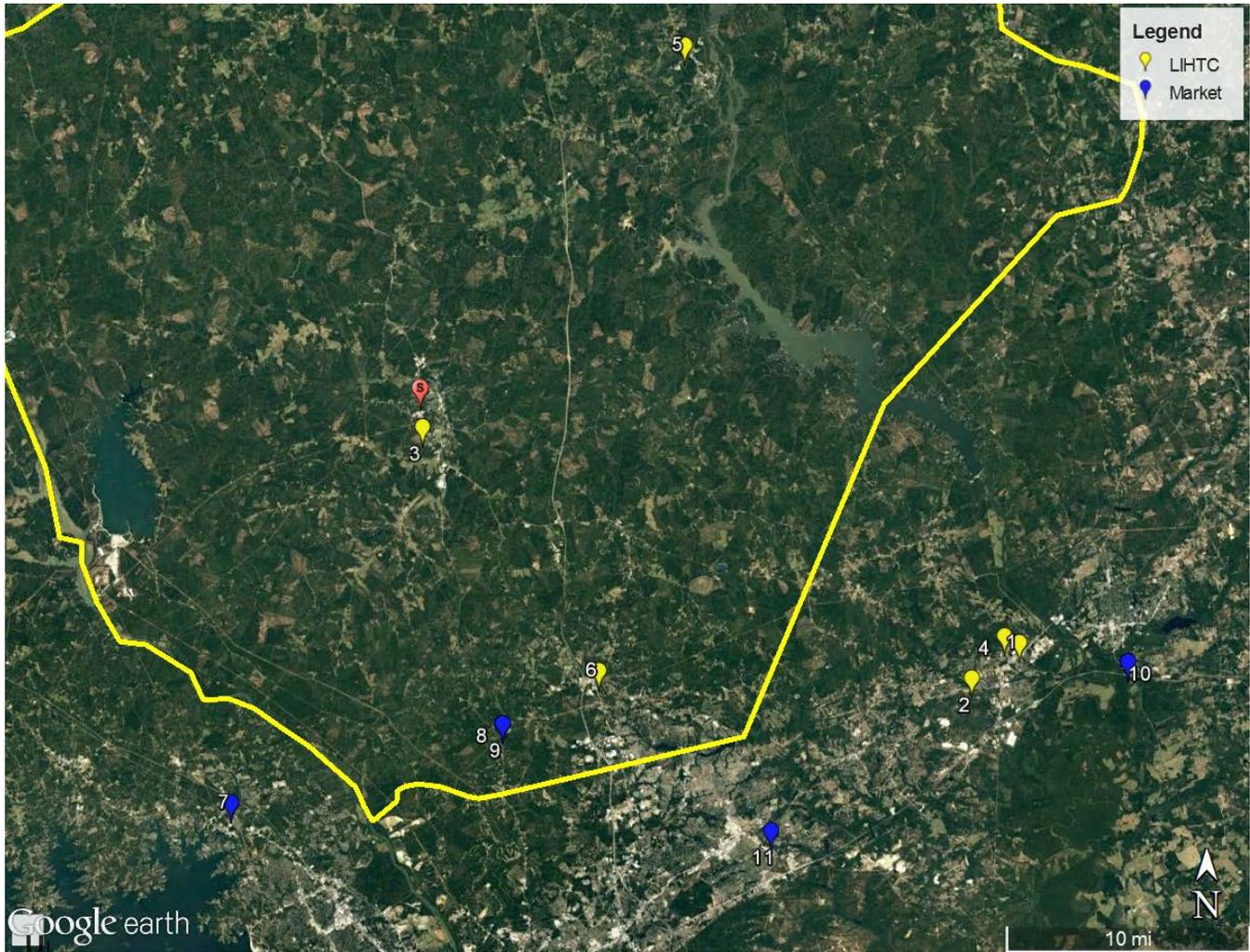
A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A Comparable Properties Map, illustrating the location of the Subject in relation to comparable properties is also provided on the following page. The properties are further profiled in the write-ups following. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available. Throughout the course of performing this analysis of the local rental market, many apartment managers, realtors, leasing agents, and owners were contacted in person, or through the telephone or email.

COMPARABLE RENTAL PROPERTY MAP - GENERAL



Source: Google Earth, January 2018.

**COMPARABLE RENTAL PROPERTY MAP - DETAILED**



Source: Google Earth, January 2018.

**COMPARABLE PROPERTIES**

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
<b>S</b>	<b>Farifield Senior Village</b>	<b>Winnsboro</b>	<b>LIHTC</b>	<b>Senior</b>	-
1	Bridle Ridge Apartments*	Lugoff	LIHTC	Family	26.3 miles
2	Bridle Station*	Lugoff	LIHTC	Family	25.1 miles
3	Deerwood Apartments	Winnsboro	LIHTC	Family	0.9 miles
4	Hallmark At Truesdell*	Lugoff	LIHTC	Family	25.6 miles
5	Melrose Lane	Great Falls	LIHTC	Family	18.2 miles
6	The Pointe At Blythewood	Blythewood	LIHTC	Family	13.1 miles
7	Ardmore Ballentine*	Irmo	Market	Family	18.0 miles
8	Enclave Blythewood I	Blythewood	Market	Family	13.4 miles
9	Enclave Blythewood II	Blythewood	Market	Family	13.4 miles
10	Fox Run Apartments*	Camden	Market	Family	30.7 miles
11	Preserve At Spears Creek*	Elgin	Market	Family	22.5 miles

\*These properties are located outside the PMA.

The following tables illustrate unit mix by bedroom type and income level, square footage by bedroom type, year built, common area and in-unit amenities, rent per square foot, monthly rents and utilities included, and vacancy information for the comparable properties and the Subject in a comparative framework.

**FAIRFIELD SENIOR VILLAGE – WINNSBORO, SC – APPLICATION MARKET STUDY**

**SUMMARY MATRIX**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Fairfield Senior Village US 321 Bypass Winnsboro, SC 29180 Fairfield County	-	One-story (1 stories) Proposed 2020 / n/a Senior	@50%, @60%	2BR / 2BA	7	21.9%	950	@50%	\$500	N/A		N/A	N/A
					2BR / 2BA	25	78.1%	950	@60%	\$525	N/A		N/A	N/A
					<b>32</b>		<b>100.0%</b>							
1	Bridle Ridge Apartments 40 Boulware Road Lugoff, SC 29078 Kershaw County	26.3 miles	Garden (2 stories) 1999 / n/a Family	@50%, @60%	2BR / 1BA	12	30.0%	811	@50%	\$461	Yes	No	0	0.0%
					2BR / 1BA	12	30.0%	811	@60%	\$586	Yes	No	0	0.0%
					3BR / 2BA	8	20.0%	1,096	@50%	\$481	No	No	0	0.0%
					3BR / 2BA	8	20.0%	1,096	@60%	\$626	No	No	0	0.0%
					<b>40</b>		<b>100.0%</b>							
2	Bridle Station 44 Boulware Road Lugoff, SC 29078 Kershaw County	25.1 miles	Garden (2 stories) 2013 / n/a Family	@50%, @60%	2BR / 2BA	6	15.0%	1,074	@50%	\$532	Yes	Yes	N/A	N/A
					2BR / 2BA	18	45.0%	1,157	@60%	\$626	No	Yes	N/A	N/A
					3BR / 2BA	4	10.0%	1,243	@50%	\$621	No	No	N/A	N/A
					3BR / 2BA	12	30.0%	1,325	@60%	\$633	No	No	N/A	N/A
					<b>40</b>		<b>100.0%</b>							
3	Deerwood Apartments 647 US Highway 321 Bypass Winnsboro, SC 29180 Fairfield County	0.9 miles	Garden (2 stories) 1997 / 2015 Family	@50%, @60%	1BR / 1BA	3	4.2%	675	@50%	\$380	No	Yes	N/A	N/A
					1BR / 1BA	9	12.5%	675	@60%	\$380	No	Yes	N/A	N/A
					2BR / 2BA	6	8.3%	890	@50%	\$416	No	Yes	N/A	N/A
					2BR / 2BA	18	25.0%	890	@60%	\$416	No	Yes	N/A	N/A
					3BR / 2BA	9	12.5%	1,081	@50%	\$446	No	Yes	N/A	N/A
					3BR / 2BA	27	37.5%	1,081	@60%	\$446	No	Yes	N/A	N/A
<b>72</b>		<b>100.0%</b>										2	2.8%	
4	Hallmark At Truesdell 186 Roy Truesdell Road Lugoff, SC 29078 Kershaw County	25.6 miles	Garden (3 stories) 2010 / n/a Family	@50%, @50% (HOME), @60%	2BR / 2BA	10	15.6%	1,060	@50%	\$406	No	No	N/A	N/A
					2BR / 2BA	6	9.4%	1,060	@50% (HOME)	\$406	No	No	N/A	N/A
					2BR / 2BA	16	25.0%	1,060	@60%	\$527	No	No	N/A	N/A
					3BR / 2BA	9	14.1%	1,178	@50%	\$445	No	No	N/A	N/A
					3BR / 2BA	7	10.9%	1,178	@50% (HOME)	\$445	No	No	N/A	N/A
					3BR / 2BA	16	25.0%	1,178	@60%	\$556	No	No	N/A	N/A
<b>64</b>		<b>100.0%</b>										10	15.6%	
5	Melrose Lane 300 Sunset Avenue Great Falls, SC 29055 Chester County	18.2 miles	Garden (1 stories) 1990 / n/a Family	@50%	1BR / 1BA	6	25.0%	600	@50%	\$407	No	Yes	0	0.0%
					2BR / 1BA	18	75.0%	900	@50%	\$462	No	Yes	0	0.0%
					<b>24</b>		<b>100.0%</b>							
6	The Pointe At Blythewood 425 Main Street Blythewood, SC 29016 Richland County	13.1 miles	Garden (2 stories) 2016 / n/a Family	@50%, @60%	1BR / 1BA	4	7.1%	753	@50%	\$435	No	Yes	0	0.0%
					1BR / 1BA	12	21.4%	753	@60%	\$450	No	Yes	0	0.0%
					2BR / 2BA	4	7.1%	965	@50%	\$492	No	Yes	0	0.0%
					2BR / 2BA	20	35.7%	965	@60%	\$526	N/A	Yes	0	0.0%
					3BR / 2BA	4	7.1%	1,125	@50%	\$547	No	Yes	0	0.0%
					3BR / 2BA	12	21.4%	1,125	@60%	\$606	No	Yes	0	0.0%
<b>56</b>		<b>100.0%</b>										0	0.0%	
7	Ardmore Ballentine 114 Ballentine Crossing Lane Irmo, SC 29063 Richland County	18.0 miles	Garden (3 stories) 2012 / n/a Family	Market	1BR / 1BA	90	28.6%	735	Market	\$799	N/A	No	N/A	N/A
					2BR / 2BA	180	57.1%	1,055	Market	\$899	N/A	No	N/A	N/A
					3BR / 2BA	45	14.3%	1,430	Market	\$1,350	N/A	No	N/A	N/A
					<b>315</b>		<b>100.0%</b>							
8	Enclave Blythewood I 2051 Blythewood Crossing Blythewood, SC 29016 Richland County	13.4 miles	Garden (3 stories) 2008 / n/a Family	Market	1BR / 1BA	48	21.1%	729	Market	\$914	N/A	No	N/A	N/A
					1BR / 1BA	48	21.1%	836	Market	\$934	N/A	No	N/A	N/A
					2BR / 2BA	48	21.1%	1,069	Market	\$1,105	N/A	No	N/A	N/A
					2BR / 2BA	2	0.7%	1,093	Market	\$1,135	N/A	No	N/A	N/A
					3BR / 2BA	1,306	Market	\$1,314	N/A	No	N/A	N/A		
<b>228</b>		<b>63.2%</b>										8	3.5%	
9	Enclave Blythewood II 2052 Blythewood Crossing Blythewood, SC 29016 Richland County	13.4 miles	Garden (3 stories) 2014 / n/a Family	Market	1BR / 1BA	39	25.0%	779	Market	\$944	N/A	No	N/A	N/A
					1BR / 1BA	39	25.0%	907	Market	\$974	N/A	No	N/A	N/A
					2BR / 2BA	27	17.3%	1,167	Market	\$1,205	N/A	No	N/A	N/A
					2BR / 2BA	27	17.3%	1,215	Market	\$1,330	N/A	No	N/A	N/A
					3BR / 2BA	24	15.4%	1,379	Market	\$1,384	N/A	No	N/A	N/A
<b>156</b>		<b>100.0%</b>										15	9.6%	
10	Fox Run Apartments 148 Wall Street Camden, SC 29020 Kershaw County	30.7 miles	Garden (3 stories) 2002 / n/a Family	Market	1BR / 1BA	16	13.3%	730	Market	\$862	N/A	No	0	0.0%
					1BR / 1BA	16	13.3%	823	Market	\$862	N/A	No	2	12.5%
					2BR / 2BA	16	13.3%	970	Market	\$930	N/A	No	1	6.3%
					2BR / 2BA	16	13.3%	1,057	Market	\$940	N/A	No	0	0.0%
					2BR / 2BA	16	13.3%	1,060	Market	\$930	N/A	No	0	0.0%
					2BR / 2BA	16	13.3%	1,150	Market	\$940	N/A	No	2	12.5%
					3BR / 2BA	16	13.3%	1,248	Market	\$1,052	N/A	No	0	0.0%
					3BR / 2BA	8	6.7%	1,341	Market	\$1,034	N/A	No	0	0.0%
<b>120</b>		<b>100.0%</b>										5	4.2%	
11	Preserve At Spears Creek 325 Spears Creek Church Road Elgin, SC 29045 Richland County	22.5 miles	Garden (3 stories) 2008 / n/a Family	Market	1BR / 1BA	39	16.3%	890	Market	\$822	N/A	No	1	2.6%
					1BR / 1BA	39	16.3%	890	Market	\$947	N/A	No	1	2.6%
					2BR / 2BA	33	13.8%	1,186	Market	\$1,041	N/A	No	1	3.0%
					2BR / 2BA	33	13.8%	1,186	Market	\$1,142	N/A	No	1	3.0%
					2BR / 2BA	33	13.8%	1,324	Market	\$1,277	N/A	No	0	0.0%
					2BR / 2BA	33	13.8%	1,332	Market	\$1,169	N/A	No	1	3.0%
					3BR / 2BA	15	6.3%	1,491	Market	\$1,139	N/A	No	1	6.7%
					3BR / 2BA	15	6.3%	1,540	Market	\$1,320	N/A	No	1	6.7%
<b>240</b>		<b>100.0%</b>										7	2.9%	

**FAIRFIELD SENIOR VILLAGE – WINNSBORO, SC – APPLICATION MARKET STUDY**

<b>RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.</b>		
	Units Surveyed:	1,355
	Market Rate	1,059
	Tax Credit	296
<b>Two-Bedroom Two Bath</b>		
	<b>Property</b>	<b>Average</b>
<b>RENT</b>	Enclave Blythewood II (Market)	\$1,330
	Preserve At Spears Creek (Market)	\$1,277
	Enclave Blythewood II (Market)	\$1,205
	Preserve At Spears Creek (Market)	\$1,169
	Preserve At Spears Creek (Market)	\$1,142
	Enclave Blythewood I (Market)	\$1,135
	Enclave Blythewood I (Market)	\$1,105
	Preserve At Spears Creek (Market)	\$1,041
	Fox Run Apartments (Market)	\$940
	Fox Run Apartments (Market)	\$940
	Fox Run Apartments (Market)	\$930
	Fox Run Apartments (Market)	\$930
	Ardmore Ballentine (Market)	\$899
	Bridle Station (@60%)	\$630
	Bridle Ridge Apartments (@60%) (1BA)	\$590
	Bridle Station (@50%)	\$536
	Hallmark At Truesdell (@60%)	\$531
	The Pointe At Blythewood (@60%)	\$530
	<b>Winnsboro Senior (@60%)</b>	\$525
	<b>Winnsboro Senior (@50%)</b>	\$500
The Pointe At Blythewood (@50%)	\$496	
Bridle Ridge Apartments (@50%) (1BA)	\$465	
Melrose Lane (@50%) (1BA)	\$462	
Deerwood Apartments (@50%)	\$420	
Deerwood Apartments (@60%)	\$420	
Hallmark At Truesdell (@50%)	\$410	
Hallmark At Truesdell (@50%)	\$410	
<b>SQUARE FOOTAGE</b>	Preserve At Spears Creek (Market)	1,332
	Preserve At Spears Creek (Market)	1,324
	Enclave Blythewood II (Market)	1,215
	Preserve At Spears Creek (Market)	1,186
	Preserve At Spears Creek (Market)	1,186
	Enclave Blythewood II (Market)	1,167
	Bridle Station (@60%)	1,157
	Fox Run Apartments (Market)	1,150
	Enclave Blythewood I (Market)	1,093
	Bridle Station (@50%)	1,074
	Enclave Blythewood I (Market)	1,069
	Fox Run Apartments (Market)	1,060
	Hallmark At Truesdell (@50%)	1,060
	Hallmark At Truesdell (@50%)	1,060
	Hallmark At Truesdell (@60%)	1,060
	Fox Run Apartments (Market)	1,057
	Ardmore Ballentine (Market)	1,055
	Fox Run Apartments (Market)	970
	The Pointe At Blythewood (@50%)	965
	The Pointe At Blythewood (@60%)	965
<b>Winnsboro Senior (@50%)</b>	950	
<b>Winnsboro Senior (@60%)</b>	950	
Melrose Lane (@50%) (1BA)	900	
Deerwood Apartments (@50%)	890	
Deerwood Apartments (@60%)	890	
Bridle Ridge Apartments (@50%) (1BA)	811	
Bridle Ridge Apartments (@60%) (1BA)	811	
<b>RENT PER SQUARE FOOT</b>	Enclave Blythewood II (Market)	\$1.08
	Enclave Blythewood I (Market)	\$1.02
	Enclave Blythewood II (Market)	\$1.02
	Enclave Blythewood I (Market)	\$1.02
	Preserve At Spears Creek (Market)	\$0.95
	Preserve At Spears Creek (Market)	\$0.95
	Fox Run Apartments (Market)	\$0.94
	Fox Run Apartments (Market)	\$0.87
	Preserve At Spears Creek (Market)	\$0.87
	Preserve At Spears Creek (Market)	\$0.86
	Fox Run Apartments (Market)	\$0.86
	Ardmore Ballentine (Market)	\$0.85
	Bridle Ridge Apartments (@60%) (1BA)	\$0.81
	Fox Run Apartments (Market)	\$0.80
	Bridle Ridge Apartments (@50%) (1BA)	\$0.66
	The Pointe At Blythewood (@60%)	\$0.62
	Bridle Station (@60%)	\$0.61
	The Pointe At Blythewood (@50%)	\$0.59
	Hallmark At Truesdell (@60%)	\$0.57
	Bridle Station (@50%)	\$0.56
<b>Winnsboro Senior (@60%)</b>	\$0.55	
Deerwood Apartments (@50%)	\$0.55	
Deerwood Apartments (@60%)	\$0.55	
<b>Winnsboro Senior (@50%)</b>	\$0.53	
Melrose Lane (@50%) (1BA)	\$0.51	
Hallmark At Truesdell (@50%)	\$0.45	
Hallmark At Truesdell (@50%)	\$0.45	

**FAIRFIELD SENIOR VILLAGE – WINNSBORO, SC – APPLICATION MARKET STUDY**

Subject	Bridle Ridge Apartments	Bridle Station	Deerwood Apartments	Hallmark At Truesdell	Melrose Lane	The Pointe At Blythewood	Ardmore Ballentine	Enclave Blythewood I	Enclave Blythewood II	Fox Run Apartments	Preserve At Spears Creek	
<b>Rent Structure</b>	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	
<b>Tenancy</b>	Senior	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	
<b>Building</b>												
<b>Property Type</b>	One-story	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	
<b># of Stories</b>	1-stories	2-stories	2-stories	2-stories	3-stories	1-stories	2-stories	3-stories	3-stories	3-stories	3-stories	
<b>Year Built</b>	Proposed	1999	2013	1997	2010	1990	2016	2012	2008	2014	2002	
<b>Year Renovated</b>	n/a	n/a	n/a	2015	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
<b>Courtyard</b>	no	no	yes	yes	yes	no	no	yes	no	yes	yes	
<b>Utility Structure</b>												
<b>Cooking</b>	no	no	no	no	no	no	no	no	no	no	no	
<b>Water Heat</b>	no	no	no	no	no	no	no	no	no	no	no	
<b>Heat</b>	no	no	no	no	no	no	no	no	no	no	no	
<b>Other Electric</b>	no	no	no	no	no	no	no	no	no	no	no	
<b>Water</b>	no	yes	yes	yes	yes	no	yes	no	no	no	no	
<b>Sewer</b>	no	yes	yes	yes	yes	no	yes	no	no	no	no	
<b>Trash</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	
<b>Accessibility</b>												
<b>Hand Rails</b>	no	no	yes	no	no	no	no	yes	no	no	no	
<b>Unit Amenities</b>												
<b>Balcony/Patio</b>	no	yes	yes	no	yes	no	yes	yes	yes	yes	yes	
<b>Blinds</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Carpeting</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Hardwood</b>	no	no	no	no	no	no	no	no	yes	no	no	
<b>Central A/C</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Ceiling Fan</b>	yes	no	no	no	yes	no	no	no	yes	yes	yes	
<b>Coat Closet</b>	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Exterior Storage</b>	no	no	no	no	no	no	no	no	yes	yes	yes	
<b>Vaulted Ceilings</b>	no	no	no	no	no	no	no	yes	no	yes	yes	
<b>Walk-In Closet</b>	no	yes	yes	yes	yes	no	no	yes	yes	yes	yes	
<b>Washer/Dryer</b>	no	no	no	no	no	no	no	no	no	yes	no	
<b>W/D Hookup</b>	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Kitchen</b>												
<b>Dishwasher</b>	yes	no	yes	no	yes	yes	yes	yes	yes	yes	yes	
<b>Disposal</b>	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	
<b>Microwave</b>	yes	no	yes	yes	yes	no	yes	yes	yes	no	yes	
<b>Oven</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Refrigerator</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Community</b>												
<b>Business Center</b>	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	
<b>Community Room</b>	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	
<b>Central Laundry</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	
<b>On-Site Mgmt</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Recreation</b>												
<b>Exercise Facility</b>	yes	no	no	no	no	no	yes	yes	yes	yes	yes	
<b>Playground</b>	no	yes	yes	yes	yes	yes	yes	yes	yes	no	no	
<b>Swimming Pool</b>	no	no	no	no	no	no	no	yes	yes	yes	yes	
<b>Picnic Area</b>	no	no	no	no	yes	no	no	yes	yes	yes	yes	
<b>Theatre</b>	no	no	no	no	no	no	no	no	no	no	yes	
<b>Recreational Area</b>	no	no	no	yes	no	no	yes	yes	yes	yes	no	
<b>Volleyball Court</b>	no	no	no	no	no	no	no	no	no	yes	no	
<b>WiFi</b>	no	no	no	no	no	no	no	yes	yes	yes	yes	
<b>Adult Education</b>	no	no	no	yes	no	no	no	no	no	no	no	
<b>Security</b>												
<b>In-Unit Alarm</b>	no	no	no	no	no	no	no	no	no	no	yes	
<b>Limited Access</b>	no	no	no	yes	no	no	no	yes	yes	yes	no	
<b>Patrol</b>	no	no	no	no	no	no	no	no	no	yes	yes	
<b>Perimeter Fencing</b>	no	no	no	yes	no	no	no	yes	yes	yes	no	
<b>Video Surveillance</b>	no	no	no	yes	no	no	no	no	yes	yes	yes	
<b>Parking</b>												
<b>Garage</b>	no	no	no	no	no	no	no	yes	yes	yes	yes	
<b>Garage Fee</b>	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$125	\$100	\$100	\$110	
<b>Off-Street Parking</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	

# PROPERTY PROFILE REPORT

## Bridle Ridge Apartments

Effective Rent Date 1/10/2018

Location 40 Boulware Road  
Lugoff, SC 29078  
Kershaw County  
Intersection: Benjamin Drive

Distance 26.3 miles

Units 40

Vacant Units 0

Vacancy Rate 0.0%

Type Garden (2 stories)

Year Built/Renovated 1999 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors None identified

Tenant Characteristics From Lugoff, Camden, and Elgin

Contact Name Barbara

Phone 803-408-6952



### Market Information

Program @50%, @60%

Annual Turnover Rate 15%

Units/Month Absorbed N/A

HCV Tenants 5%

Leasing Pace Two weeks

Annual Chg. in Rent Decreased 3% to Increased 6% Annually

Concession None

Waiting List None

### Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden (2 stories)	12	811	\$535	\$0	@50%	No	0	0.0%	yes	None
2	1	Garden (2 stories)	12	811	\$660	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	8	1,096	\$575	\$0	@50%	No	0	0.0%	no	None
3	2	Garden (2 stories)	8	1,096	\$720	\$0	@60%	No	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$535	\$0	\$535	-\$75	\$460	2BR / 1BA	\$660	\$0	\$660	-\$75	\$585
3BR / 2BA	\$575	\$0	\$575	-\$94	\$481	3BR / 2BA	\$720	\$0	\$720	-\$94	\$626

## Bridle Ridge Apartments, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Central Laundry	Off-Street Parking	None	None
On-Site Management	Playground		

### Comments

Tenants come from Lugoff, Camden, Elgin, and some come from Rembert. The manager stated that the property is typically 100 percent occupied.

# PROPERTY PROFILE REPORT

## Bridle Station

Effective Rent Date	1/02/2018
Location	44 Boulware Road Lugoff, SC 29078 Kershaw County
Distance	25.1 miles
Units	40
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Bridle Ridge, Hallmark at Truesdale
Tenant Characteristics	Majority are from Kershaw County; have had a few tenants move from the Columbia area.
Contact Name	Ashley
Phone	803-713-7137



### Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	50%
Leasing Pace	One to two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	6	1,074	\$606	\$0	@50%	Yes	N/A	N/A	yes	None
2	2	Garden (2 stories)	18	1,157	\$700	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden (2 stories)	4	1,243	\$715	\$0	@50%	No	N/A	N/A	no	None
3	2	Garden (2 stories)	12	1,325	\$727	\$0	@60%	No	N/A	N/A	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$606	\$0	\$606	-\$75	\$531	2BR / 2BA	\$700	\$0	\$700	-\$75	\$625
3BR / 2BA	\$715	\$0	\$715	-\$94	\$621	3BR / 2BA	\$727	\$0	\$727	-\$94	\$633

## Bridle Station, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Dishwasher	Garbage Disposal		
Hand Rails	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Central Laundry		
Off-Street Parking	On-Site Management		
Playground			

### Comments

This property maintains a waiting list that consists of three households. The contact was unable to provide a breakdown of vacancies by unit type. The contact stated that the property typically operates between 92 and 95 percent occupancy and current occupancy is strong.

Photos



# PROPERTY PROFILE REPORT

## Deerwood Apartments

Effective Rent Date 1/02/2018

Location 647 US Highway 321 Bypass  
Winnsboro, SC 29180  
Fairfield County

Distance 0.9 miles

Units 72

Vacant Units 2

Vacancy Rate 2.8%

Type Garden (2 stories)

Year Built/Renovated 1997 / 2015

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Wingfield West, Castlewood, Lamplighter

Tenant Characteristics Most are from Winnsboro and are employed in Columbia in positions including home health aides, call center workers, and manufacturing laborers.

Contact Name Shannon

Phone 803-712-9098



### Market Information

Program @50%, @60%

Annual Turnover Rate 33%

Units/Month Absorbed N/A

HCV Tenants N/A

Leasing Pace Seven to ten days

Annual Chg. in Rent N/A

Concession N/A

Waiting List None

### Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	3	675	\$430	\$0	@50%	Yes	N/A	N/A	no	None
1	1	Garden (2 stories)	9	675	\$430	\$0	@60%	Yes	N/A	N/A	no	None
2	2	Garden (2 stories)	6	890	\$490	\$0	@50%	Yes	N/A	N/A	no	None
2	2	Garden (2 stories)	18	890	\$490	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden (2 stories)	9	1,081	\$540	\$0	@50%	Yes	N/A	N/A	no	None
3	2	Garden (2 stories)	27	1,081	\$540	\$0	@60%	Yes	N/A	N/A	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$430	\$0	\$430	-\$50	\$380	1BR / 1BA	\$430	\$0	\$430	-\$50	\$380
2BR / 2BA	\$490	\$0	\$490	-\$75	\$415	2BR / 2BA	\$490	\$0	\$490	-\$75	\$415
3BR / 2BA	\$540	\$0	\$540	-\$94	\$446	3BR / 2BA	\$540	\$0	\$540	-\$94	\$446

## Deerwood Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Limited Access	Adult Education
Central A/C	Coat Closet	Perimeter Fencing	
Garbage Disposal	Microwave	Video Surveillance	
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Central Laundry		
Off-Street Parking	On-Site Management		
Playground	Recreation Areas		

### Comments

This property was purchased by Buckeye Community Hope Foundation, a nonprofit organization, in 2014 and received renovations with LIHTC equity. According to the contact the property has deliberately kept rents below maximum allowable levels although she believes they could be achieved in the local market. The contact was unable to provide a breakdown of vacancies by unit type or the percentage of tenants currently utilizing Housing Choice Vouchers. The contact stated occupancy is typically at or above 95 percent.

# PROPERTY PROFILE REPORT

## Hallmark At Truesdell

Effective Rent Date	12/29/2017
Location	186 Roy Truesdell Road Lugoff, SC 29078 Kershaw County
Distance	25.6 miles
Units	64
Vacant Units	10
Vacancy Rate	15.6%
Type	Garden (3 stories)
Year Built/Renovated	2010 / N/A
Marketing Began	N/A
Leasing Began	3/01/2010
Last Unit Leased	6/30/2010
Major Competitors	Bridle Ridge, Bridle Station
Tenant Characteristics	Majority are from Kershaw County; have had a few tenants move from the Columbia area.
Contact Name	Donna
Phone	803-272-0232



### Market Information

Program	@50%, @50% (HOME), @60%
Annual Turnover Rate	14%
Units/Month Absorbed	13
HCV Tenants	10%
Leasing Pace	One to two weeks
Annual Chg. in Rent	N/A
Concession	N/A
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	10	1,060	\$480	\$0	@50%	No	N/A	N/A	no	None
2	2	Garden (3 stories)	6	1,060	\$480	\$0	@50% (HOME)	No	N/A	N/A	no	None
2	2	Garden (3 stories)	16	1,060	\$601	\$0	@60%	No	N/A	N/A	no	None
3	2	Garden (3 stories)	9	1,178	\$539	\$0	@50%	No	N/A	N/A	no	None
3	2	Garden (3 stories)	7	1,178	\$539	\$0	@50% (HOME)	No	N/A	N/A	no	None
3	2	Garden (3 stories)	16	1,178	\$650	\$0	@60%	No	N/A	N/A	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$480	\$0	\$480	-\$75	\$405	2BR / 2BA	\$601	\$0	\$601	-\$75	\$526
3BR / 2BA	\$539	\$0	\$539	-\$94	\$445	3BR / 2BA	\$650	\$0	\$650	-\$94	\$556

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		

Comments

The contact stated the property typically maintains a higher occupancy rate but could not estimate typical occupancy or provide an explanation for the current rate.



Comments

The contact reported strong demand for affordable housing in the area and stated the property maintains a waiting list that consists of four households.

# PROPERTY PROFILE REPORT

## The Pointe At Blythewood

Effective Rent Date 2/21/2018

Location 425 Main Street  
Blythewood, SC 29016  
Richland County  
Intersection: McNulty Street

Distance 13.1 miles

Units 56

Vacant Units 0

Vacancy Rate 0.0%

Type Garden (2 stories)

Year Built/Renovated 2016 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors None provided

Tenant Characteristics Families, couples, single parents from Richland County

Contact Name Tameka

Phone 803-828-7740



### Market Information

Program @50%, @60%

Annual Turnover Rate N/A

Units/Month Absorbed N/A

HCV Tenants N/A

Leasing Pace N/A

Annual Chg. in Rent N/A

Concession N/A

Waiting List None

### Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	753	\$485	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	12	753	\$500	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	4	965	\$566	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	20	965	\$600	\$0	@60%	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	4	1,125	\$641	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	12	1,125	\$700	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$485	\$0	\$485	-\$50	\$435	1BR / 1BA	\$500	\$0	\$500	-\$50	\$450
2BR / 2BA	\$566	\$0	\$566	-\$75	\$491	2BR / 2BA	\$600	\$0	\$600	-\$75	\$525
3BR / 2BA	\$641	\$0	\$641	-\$94	\$547	3BR / 2BA	\$700	\$0	\$700	-\$94	\$606

## The Pointe At Blythewood, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Playground	Recreation Areas		

### Comments

This property was allocated in 2015. The contact reported that the property maintains a waiting list but could not provide the length of the waiting list. She reported that demand for affordable housing is high in the area. The contact could not provide the absorption period or pace for this property. She estimated the number of parking spaces. The property does not offer any security features.

Photos



# PROPERTY PROFILE REPORT

## Ardmore Ballentine

Effective Rent Date	12/29/2017
Location	114 Ballentine Crossing Lane Irmo, SC 29063 Richland County
Distance	18 miles
Units	315
Vacant Units	3
Vacancy Rate	1.0%
Type	Garden (3 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Vicki Winford
Phone	803-445-1023



### Market Information

Program	Market
Annual Turnover Rate	57%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	5-7 days
Annual Chg. in Rent	None
Concession	N/A
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	90	735	\$799	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	180	1,055	\$899	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	45	1,430	\$1,350	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$799	\$0	\$799	\$0	\$799
2BR / 2BA	\$899	\$0	\$899	\$0	\$899
3BR / 2BA	\$1,350	\$0	\$1,350	\$0	\$1,350

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Garbage Disposal	Hand Rails		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Car Wash	None	Dog park
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Garage		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool			

Comments

This property was formerly known as Ballentine Crossing and has recently come under new management. The contact reported a typical occupancy rate of at least 98 percent throughout 2017. This property does not accept Housing Choice Vouchers.

Photos



# PROPERTY PROFILE REPORT

## Enclave Blythewood I

Effective Rent Date	12/29/2017
Location	2051 Blythewood Crossing Blythewood, SC 29016 Richland County
Distance	13.4 miles
Units	228
Vacant Units	8
Vacancy Rate	3.5%
Type	Garden (3 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Curtis
Phone	803-786-4700



### Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	10 days
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	48	729	\$899	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	48	836	\$919	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	48	1,069	\$1,089	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	48	1,093	\$1,119	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	36	1,306	\$1,299	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$899 - \$919	\$0	\$899 - \$919	\$15	\$914 - \$934
2BR / 2BA	\$1,089 - \$1,119	\$0	\$1,089 - \$1,119	\$16	\$1,105 - \$1,135
3BR / 2BA	\$1,299	\$0	\$1,299	\$15	\$1,314

## Enclave Blythewood I, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Whirlpool Tub		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Dog park, putting green
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Wi-Fi			

### Comments

This property does not accept Housing Choice Vouchers. The contact stated demand for their units has been strong throughout 2017.

Photos



# PROPERTY PROFILE REPORT

## Enclave Blythewood II

Effective Rent Date	12/29/2017
Location	2052 Blythewood Crossing Blythewood, SC 29016 Richland County
Distance	13.4 miles
Units	156
Vacant Units	15
Vacancy Rate	9.6%
Type	Garden (3 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	8/01/2014
Last Unit Leased	N/A
Major Competitors	Town Center, Lake Carolina
Tenant Characteristics	Mixed tenancy
Contact Name	Mckenzie
Phone	803-708-5121



### Market Information

Program	Market
Annual Turnover Rate	38%
Units/Month Absorbed	10
HCV Tenants	0%
Leasing Pace	1 week-1 month
Annual Chg. in Rent	N/A
Concession	N/A
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	39	779	\$929	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	39	907	\$959	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	27	1,167	\$1,189	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	27	1,215	\$1,314	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	24	1,379	\$1,369	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$929 - \$959	\$0	\$929 - \$959	\$15	\$944 - \$974
2BR / 2BA	\$1,189 - \$1,314	\$0	\$1,189 - \$1,314	\$16	\$1,205 - \$1,330
3BR / 2BA	\$1,369	\$0	\$1,369	\$15	\$1,384

## Enclave Blythewood II, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Carpeting	Patrol	
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Exterior Storage	Video Surveillance	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Whirlpool Tub		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Dog park, billiards, tanning beds
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Garage		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Wi-Fi		

### Comments

This property does not accept Housing Choice Vouchers. The contact stated the current occupancy rate is currently slightly lower than usual for this property due to a number of unexpected moveouts.

# PROPERTY PROFILE REPORT

## Fox Run Apartments

Effective Rent Date	1/02/2018
Location	148 Wall Street Camden, SC 29020 Kershaw County Intersection: Broad Street
Distance	30.7 miles
Units	120
Vacant Units	5
Vacancy Rate	4.2%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Speers Creek
Tenant Characteristics	Mixed tenancy primarily from Camden
Contact Name	Heather
Phone	803-432-3997



### Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	16	730	\$847	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	16	823	\$847	\$0	Market	No	2	12.5%	N/A	None
2	2	Garden (3 stories)	16	970	\$914	\$0	Market	No	1	6.2%	N/A	None
2	2	Garden (3 stories)	16	1,057	\$924	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	16	1,060	\$914	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	16	1,150	\$924	\$0	Market	No	2	12.5%	N/A	None
3	2	Garden (3 stories)	16	1,248	\$1,037	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	8	1,341	\$1,019	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$847	\$0	\$847	\$15	\$862
2BR / 2BA	\$914 - \$924	\$0	\$914 - \$924	\$16	\$930 - \$940
3BR / 2BA	\$1,019 - \$1,037	\$0	\$1,019 - \$1,037	\$15	\$1,034 - \$1,052

## Fox Run Apartments, continued

### Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Garage		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Volleyball Court	Wi-Fi		

### Comments

This property does not accept Housing Choice Vouchers. The contact stated the property typically maintains a waiting list, although there are no households on the list at the moment.

# PROPERTY PROFILE REPORT

## Preserve At Spears Creek

Effective Rent Date	1/04/2018
Location	325 Spears Creek Church Road Elgin, SC 29045 Richland County
Distance	22.5 miles
Units	240
Vacant Units	7
Vacancy Rate	2.9%
Type	Garden (3 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Legacy-Sandhill, Woodcreek Farms, Carrington Place
Tenant Characteristics	Mixed tenancy
Contact Name	Priscilla
Phone	803-865-1100



### Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	1 week
Annual Chg. in Rent	N/A
Concession	N/A
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	39	890	\$807	\$0	Market	No	1	2.6%	N/A	None
1	1	Garden (3 stories)	39	890	\$932	\$0	Market	No	1	2.6%	N/A	None
2	2	Garden (3 stories)	33	1,186	\$1,025	\$0	Market	No	1	3.0%	N/A	None
2	2	Garden (3 stories)	33	1,186	\$1,126	\$0	Market	No	1	3.0%	N/A	None
2	2	Garden (3 stories)	33	1,324	\$1,261	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	33	1,332	\$1,153	\$0	Market	No	1	3.0%	N/A	None
3	2	Garden (3 stories)	15	1,491	\$1,124	\$0	Market	No	1	6.7%	N/A	None
3	2	Garden (3 stories)	15	1,540	\$1,305	\$0	Market	No	1	6.7%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$807 - \$932	\$0	\$807 - \$932	\$15	\$822 - \$947
2BR / 2BA	\$1,025 - \$1,261	\$0	\$1,025 - \$1,261	\$16	\$1,041 - \$1,277
3BR / 2BA	\$1,124 - \$1,305	\$0	\$1,124 - \$1,305	\$15	\$1,139 - \$1,320

## Preserve At Spears Creek, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Video Surveillance	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Game room
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Swimming Pool		
Theatre	Wi-Fi		

### Comments

This property does not accept Housing Choice Vouchers. The contact stated they do not maintain a waiting list but typically operate around 97 or 98 percent and have had no issues leasing vacant units quickly.

Photos



## Comparable Property Analysis

### Vacancy

The following tables illustrate the market vacancy at the comparable properties.

#### OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Bridle Ridge Apartments*	LIHTC	Family	40	0	0.0%
Bridle Station*	LIHTC	Family	40	0	0.0%
Deerwood Apartments	LIHTC	Family	72	2	2.8%
Hallmark At Truesdell*	LIHTC	Family	64	10	15.6%
Melrose Lane	LIHTC	Family	24	0	0.0%
The Pointe At Blythewood	LIHTC	Family	<u>56</u>	<u>0</u>	<u>0.0%</u>
Ardmore Ballentine*	Market	Family	315	3	1.0%
Enclave Blythewood I	Market	Family	228	8	3.5%
Enclave Blythewood II	Market	Family	156	15	9.6%
Fox Run Apartments*	Market	Family	120	5	4.2%
Preserve At Spears Creek*	Market	Family	<u>240</u>	<u>7</u>	<u>2.9%</u>
<b>Overall Total</b>			<b>1,355</b>	<b>50</b>	<b>3.7%</b>
<b>Overall Total in PMA</b>			<b>536</b>	<b>25</b>	<b>4.7%</b>

\*These properties are located outside the PMA.

#### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Bridle Ridge Apartments*	LIHTC	Family	40	0	0.0%
Bridle Station*	LIHTC	Family	40	0	0.0%
Deerwood Apartments	LIHTC	Family	72	2	2.8%
Hallmark At Truesdell*	LIHTC	Family	64	10	15.6%
Melrose Lane	LIHTC	Family	24	0	0.0%
The Pointe At Blythewood	LIHTC	Family	<u>56</u>	<u>0</u>	<u>0.0%</u>
<b>Total LIHTC</b>			<b>296</b>	<b>12</b>	<b>4.1%</b>
<b>Total LIHTC in PMA</b>			<b>152</b>	<b>2</b>	<b>1.3%</b>

#### MARKET RATE VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ardmore Ballentine*	Market	Family	315	3	1.0%
Enclave Blythewood I	Market	Family	228	8	3.5%
Enclave Blythewood II	Market	Family	156	15	9.6%
Fox Run Apartments*	Market	Family	120	5	4.2%
Preserve At Spears Creek*	Market	Family	<u>240</u>	<u>7</u>	<u>2.9%</u>
<b>Total Market Rate</b>			<b>1,059</b>	<b>38</b>	<b>3.6%</b>
<b>Total Market Rate in PMA</b>			<b>384</b>	<b>23</b>	<b>6.0%</b>

Overall vacancy among the 11 comparables is low at 3.7 percent. The three surveyed comparable LIHTC properties from inside the PMA have a 1.3 percent vacancy rate, and all three maintain waiting lists, indicating demand for affordable housing. Our contact at the LIHTC property reporting the highest vacancy rate, Hallmark at Truesdell, reported that the property is typically more than 95 percent occupied but could not provide an explanation for the currently high vacancy here. Given the low vacancy at the other LIHTC comparables, we suspect the high vacancy at Hallmark at Truesdell is property specific and not reflective of the market as a whole. Excluding the vacancy rate at Hallmark at Truesdell, LIHTC vacancy is 0.6 percent.

Among the market rate properties, vacancy is also low at 3.6 percent, indicating strong support for conventional apartments. The majority of the market-rate comparable properties reported vacancy rates below 4.2 percent. Vacancy at the comparable reporting the highest vacancy rate, Enclave Blythewood II, is reportedly typical. However, the low vacancy rates at the other market-rate comparables, including the first phase of the same development, suggest that elevated vacancy at Enclave Blythewood II is coincidental to the time of our survey. Overall, the local rental market appears to be healthy, and we believe that the Subject will be able to maintain a stabilized vacancy rate of seven percent or less following stabilization per state guideline standards. In fact, based upon the low vacancy at the majority of the LIHTC properties and the presence of waiting lists at four of those properties including the most proximate LIHTC property, we would also expect that after completion of absorption, the Subject will operate with a waiting list.

**LIHTC Vacancy – All LIHTC Properties in PMA**

There are 152 total LIHTC units in the PMA that we included in this comparable analysis. There are two vacancies among these units and all three of these properties maintain waiting lists. This indicates strong demand for affordable rental housing in the PMA.

**REASONABILITY OF RENTS**

This report is written to SCSHFDA guidelines. Therefore, the conclusions contained herein may not be replicated by a more stringent analysis. We recommend that the sponsor understand the guidelines of all those underwriting the Subject development to ensure the proposed rents are acceptable to all.

Rents provided by property managers at some properties may include all utilities while others may require tenants to pay all utilities. To make a fair comparison of the Subject rent levels to comparable properties, rents at comparable properties are typically adjusted to be consistent with the Subject. Adjustments are made using the SCSHFDA utility allowance for the Midlands Region, effective January 1, 2017, the most recent available. The rent analysis is based on net rents at the Subject as well as surveyed properties.

The following table summarizes the Subject’s proposed 50 percent AMI net rents compared to the maximum allowable 50 percent AMI rents in the MSA where comparables are located, the net rents at the comparables, and the averages of these comparable net rents.

**LIHTC RENT COMPARISON @50%**

Property Name	2BR
Farifield Senior Village	\$500
<b>LIHTC Maximum Rent (Net)</b>	<b>\$558</b>
<b>LIHTC Maximum Rent (Net) (Kershaw County)</b>	<b>\$411</b>
<b>LIHTC Maximum Rent (Net) (Chester County)</b>	<b>\$426</b>
Bridle Ridge Apartments (@50%)	\$461
Bridle Station (@50%)	\$532
Deerwood Apartments (@50%)	\$416
Hallmark At Truesdell (@50%)	\$406
Melrose Lane (@50%)	\$462
The Pointe At Blythewood (@50%)	\$492
<b>Average (excluding Subject)</b>	<b>\$461</b>
<b>Achievable LIHTC Rent</b>	<b>\$500</b>

The Subject’s proposed 50 percent AMI rents are set below the maximum allowable 2017 rents at this AMI level. The average 50 percent AMI rents at the comparables are below the proposed rents, as well as the maximum rents for 2017. Note that the comparables are held to differing maximum allowable rents according to their respective counties; this also explains discrepancies between rents reported at maximum and the respective county’s maximum allowable rents. The Subject is considered most similar to The Pointe at Blythewood and Deerwood Apartments as a LIHTC property. The Pointe at Blythewood is located in Blythewood in Richland County, 13.1 miles south of the Subject site. Blythewood is considered a superior location to Winnsboro with respect to median household income, median rent, and median home value. This property was constructed in 2016 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. The Pointe at Blythewood offers similar amenities to the proposed Subject, but slightly superior unit sizes. Overall, The Pointe at Blythewood is considered similar to the proposed Subject. This property reports achieving 50 percent AMI rents below the maximum allowable levels for its two-bedroom units. The Pointe at Blythewood reports full occupancy and maintains a waiting list of unreported length. Given the Subject’s similarity to The Pointe at Blythewood, we believe it can achieve rents similar to those being achieved at this property.

Deerwood Apartments is located in Winnsboro, approximately 0.9 miles from the Subject, and offers a similar location. This property was constructed in 1997 and renovated in 2015; it exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Deerwood Apartments offers similar in-unit amenities in comparison to the proposed Subject, but slightly superior property amenities, as it offers a playground, recreational areas, and adult education, which the Subject will not offer. Deerwood Apartments offers inferior unit sizes in comparison to the Subject, however. Overall, this property is considered slightly inferior to the Subject. Deerwood Apartments reports achieving rents below the Fairfield County maximum allowable levels for its two-bedroom units at 50 percent AMI. This property is owned and operated by a non-profit organization known as Buckeye Community Hope Foundation, which keeps rents artificially low. Deerwood Apartments reports vacancy of 2.8 percent but maintains a waiting list of undisclosed length. Given the Subject’s anticipated superiority to Deerwood Apartments, we believe it can achieve rents above those currently being achieved at Deerwood Apartments. Thus, we believe the Subject’s proposed rents at the 50 percent AMI level are achievable.

The following table summarizes the Subject’s proposed 60 percent AMI net rents compared to the maximum allowable 60 percent AMI rents in the MSA where comparables are located, the net rents at the comparables, and the averages of these comparable net rents.

**LIHTC RENT COMPARISON @60%**

Property Name	2BR
Fairfield Senior Village	\$525
<b>LIHTC Maximum Rent (Net)</b>	<b>\$709</b>
<b>LIHTC Maximum Rent (Net) (Kershaw County)</b>	<b>\$532</b>
<b>LIHTC Maximum Rent (Net) (Chester County)</b>	<b>\$550</b>
Bridle Ridge Apartments (@60%)	\$586
Bridle Station (@60%)	\$626
Deerwood Apartments (@60%)	\$416
Hallmark At Truesdell (@60%)	\$527
The Pointe At Blythewood (@60%)	\$526
<b>Average (excluding Subject)</b>	<b>\$536</b>
<b>Achievable LIHTC Rent</b>	<b>\$525</b>

The Subject’s proposed 60 percent AMI rents are set below the maximum allowable rent at this AMI level. Average 60 percent AMI rents in the market are slightly above the Subject’s proposed rents at this AMI level, and well below the Fairfield County LIHTC maximum allowable rents at the 60 percent AMI level. Note that the comparables are held to differing maximum allowable rents according to their respective counties; this also explains discrepancies between rents reported at maximum and the respective county’s maximum allowable rents. The Subject is considered most similar to The Pointe at Blythewood and Deerwood Apartments as a LIHTC property. The Pointe at Blythewood is located in Blythewood in Richland County, 13.1 miles south of the Subject site. Blythewood is considered a superior location to Winnsboro with respect to median household income, median rent, and median home value. This property was constructed in 2016 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. The Pointe at Blythewood offers similar amenities to the proposed Subject, but slightly superior unit sizes. Overall, The Pointe at Blythewood is considered similar to the proposed Subject. This property reports achieving 60 percent AMI rents below the maximum allowable levels for its two-bedroom units. The Pointe at Blythewood reports full occupancy and maintains a waiting list of unreported length. Given the Subject’s similarity to The Pointe at Blythewood, we believe it can achieve rents similar to those being achieved at this property.

Deerwood Apartments is located in Winnsboro, approximately 0.9 miles from the Subject, and offers a similar location. This property was constructed in 1997 and renovated in 2015; it exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Deerwood Apartments offers similar in-unit amenities in comparison to the proposed Subject, but slightly superior property amenities, as it offers a playground, recreational areas, and adult education, which the Subject will not offer. Deerwood Apartments offers inferior unit sizes in comparison to the Subject, however. Overall, this property is considered slightly inferior to the Subject. Deerwood Apartments reports achieving rents below the Fairfield County maximum allowable levels for its two-bedroom units at 60 percent AMI. This property is owned and operated by a non-profit organization known as Buckeye Community Hope Foundation, which keeps rents artificially low. Deerwood Apartments reports vacancy of 2.8 percent but maintains a waiting list of undisclosed length. Given the Subject’s anticipated superiority to Deerwood Apartments, we believe it can achieve rents above those currently being achieved at Deerwood Apartments. Thus, we believe the Subject’s proposed rents at the 60 percent AMI level are achievable.

**Achievable Market Rents**

Based on the quality of the surveyed comparable properties and the anticipated quality of the proposed Subject, we conclude that the Subject’s rental rates are well below the achievable market rates for the Subject’s area. The following table shows both market rent comparisons and achievable market rents.

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
2BR / 2BA	@50%	\$500	\$899	\$1,330	\$1,081	\$1,100	55%
2BR / 2BA	@60%	\$525	\$899	\$1,330	\$1,081	\$1,100	52%

All of the market rate properties were built between 2002 and 2014, and are located in nearby Irmo, Blythewood, Camden and Elgin, between 13.4 and 30.7 miles of the Subject. These comparables are the closest market rate comparables in the general area and are considered similar with respect to location in terms of median household income, median rent, and median home value. The Subject is considered most similar to the market rate properties Enclave Blythewood I and Enclave Blythewood II as a market rate property. These properties were constructed in 2008 and 2014, respectively, and exhibit good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Both properties offer superior property amenities in comparison to the Subject, as they offer swimming

pools, picnic areas, and recreational areas, which the Subject will not offer. Enclave at Blythewood I offers slightly superior in-unit amenities, as it offers balcony/patios, exterior storage, and walk-in closets, which the Subject will not offer. Enclave at Blythewood II offers superior in-unit amenities, as it offers balcony/patios, exterior storage, walk-in closets, hardwood floors, and washer/dryer units, which the Subject will not offer. Both properties offer superior unit sizes relative to those of the proposed Subject. Net two-bedroom rents at Enclave at Blythewood I are \$1,105 for the most similarly-sized units to the proposed Subject, while net two-bedroom rents at Enclave at Blythewood II are \$1,205 for the most similarly-sized units. These rents are above the surveyed average. Given the Subject's slight superiority to Enclave at Blythewood I and II with respect to age and condition, and its inferiority with respect to unit size and amenities, we expect the Subject can achieve market rents similar to those at The Enclave at Blythewood I and slightly lower than those at The Enclave at Blythewood II. Thus, we have concluded to achievable market rents of **\$1,100**. The Subject's proposed LIHTC rents will have advantages of 52 to 55 percent over our estimated achievable market rents.

### **Impact of Subject on Other Affordable Units in Market**

There are 12 total comparable vacant LIHTC units surveyed, and four of the six LIHTC comparables maintain waiting lists. There are three LIHTC properties we surveyed in the PMA, none of which are age-restricted. With a limited supply of affordable housing options in the market and a stable base of moderate-income seniors, we believe the Subject's opening and lease-up will have no long-term impact on the existing area LIHTC apartments. Since the Subject will not operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

### **Availability of Affordable Housing Options**

There are no senior LIHTC units without subsidies in the PMA. Therefore, the availability of senior LIHTC housing targeting moderate incomes is considered inadequate given the demographic stability of the PMA. The Subject would bring better balance to the supply of affordable senior rental housing in the PMA.

### **SUMMARY EVALUATION OF THE PROPOSED PROJECT**

Overall vacancy in the local market is performing well with a 4.7 percent vacancy rate in the PMA and a 3.7 percent vacancy rate among all 11 surveyed comparable projects. The six LIHTC properties reported 12 total vacancies and four of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Market rate comparables are also performing well, with an overall vacancy rate of 3.6 percent among all of the market-rate comparables and 6.0 among market-rate comparables in the PMA. When compared to the current 50 and 60 percent rents at the LIHTC properties, the Subject's proposed 50 and 60 percent AMI rents appear reasonable, and overall they are more than 52 percent below our estimated achievable market rents. We do not believe the Subject's unit mix, which includes only two-bedroom units, will inhibit its performance, as vacancy is low in the two-bedroom units at the comparable properties. Furthermore, the low capture rates for two-bedroom units determined our demand calculations demonstrate ample demand for two-bedroom units in the market. Overall, we believe that the Subject will be successful in the local market as proposed.

## **H. INTERVIEWS**

**INTERVIEWS**

The following section details interviews with local market participants regarding the housing market.

**Planning**

We spoke to Bill Castles (803-635-6521), Building Inspector/Zoning Administrator and Parks, Street, and Sanitation Director with the Town of Winnsboro. Mr. Castles indicated that there are no multifamily properties currently proposed, planned, or under construction in the Winnsboro area. We also spoke with Timothy M. Roseborough (803-712-6596), Fairfield County’s Director of Planning, Building, and Zoning, who indicated that no other multifamily properties are currently proposed, planned, or under construction in the broader Fairfield County area. We also consulted South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered no new LIHTC properties in the area.

**Section 8/Public Housing**

We attempted to contact the SC State Housing Finance and Development Authority for information regarding the Housing Choice voucher program in Winnsboro and wider Fairfield County. As of the date of this report, our calls have not been returned. However, we were able to obtain some information regarding the Housing Choice voucher program from the SC State Housing Finance and Development Authority’s website. The waiting list is currently closed and is approximately three to five years in length. The current payment standards are illustrated in the table below:

**PAYMENT STANDARDS**

Unit Type	Standard
Two-Bedroom	\$891

SCSHFDA, effective October 13, 2017

The Subject’s proposed rents are below the current payment standards, which indicates that voucher tenants would be able to reside at the Subject without paying out of pocket.

**Property Managers**

The results from our interviews with property managers are included in the comments section of the property profile reports.

# **I. RECOMMENDATIONS**

## Recommendations

We believe there is ample demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's overall capture rate is 27.2 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 10.0 to 22.6 percent, which are all considered achievable in the PMA, where moderate-income senior renter households are stable. In addition, the Subject is in a community (Winnsboro) that has few affordable senior housing alternatives. The Subject site is located within two miles of most community services and facilities that seniors would utilize on a consistent basis.

There are only 12 vacancies among LIHTC comparables, yielding a vacancy rate of 4.1 percent. Market rate properties are not performing as well, suggesting higher demand for affordable multifamily housing than for conventional multifamily housing. The developer's proposed rents represent greater than a 52 percent overall advantage compared to achievable market rents. The proposed rents will also compete well with the LIHTC rents at the most similar LIHTC comparables we surveyed.

# **J. SIGNED STATEMENT REQUIREMENTS**

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 new rental LIHTC units. I understand that any misrepresentation of this statement may result in 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.

Respectfully submitted,  
Novogradac & Company LLP

May 10, 2018  
Date



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H. Blair Kincer, MAI, CRE  
LEED Green Associate  
Partner  
[Blair.Kincer@novoco.com](mailto:Blair.Kincer@novoco.com)



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Meg Southern  
Analyst  
[Meg.Southern@novoco.com](mailto:Meg.Southern@novoco.com)



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Brian Neukam  
Manager  
SC State Certified Appraiser #7493  
[Brian.Neukam@novoco.com](mailto:Brian.Neukam@novoco.com)



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Travis Jorgenson  
Junior Analyst  
[Travis.Jorgenson@novoco.com](mailto:Travis.Jorgenson@novoco.com)

**ADDENDA**

**ADDENDUM A**  
**Qualifications of Consultants**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI, CRE

### I. Education

Duquesne University, Pittsburgh, Pennsylvania  
Masters in Business Administration  
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia  
Bachelor of Science in Business Administration  
Graduated Magna Cum Laude

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Member, The Counselors of Real Estate (CRE)  
LEED Green Associate  
Member, National Council of Housing Market Analysts (NCHMA)  
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut  
Certified General Real Estate Appraiser, No. GA12288 – District of Columbia  
Certified General Real Estate Appraiser, No. CG1694 – State of Maine  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. CGA.0020047 – State of Rhode Island  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

### III. Professional Experience

**Partner**, Novogradac & Company LLP  
**Vice President**, Capital Realty Advisors, Inc.  
**Vice President - Acquisitions**, The Community Partners Development Group, LLC  
**Commercial Loan Officer/Work-Out Specialist**, First Federal Savings Bank of Western MD  
**Manager** - Real Estate Valuation Services, Ernst & Young LLP  
**Senior Associate**, Joseph J. Blake and Associates, Inc.  
**Senior Appraiser**, Chevy Chase, F.S.B.  
**Senior Consultant**, Pannell Kerr Forster

#### **IV. Professional Training**

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

#### **V. Real Estate Assignments – Examples**

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as

if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
BRIAN NEUKAM**

**EDUCATION**

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

**State of Georgia Certified General Real Property Appraiser No. 329471**

**State of South Carolina Certified General Real Property Appraiser No. 7493**

**PROFESSIONAL TRAINING**

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

**EXPERIENCE**

**Novogradac & Company LLP, Manager, September 2015- Present**

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

**REAL ESTATE ASSIGNMENTS**

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

## STATEMENT OF PROFESSIONAL QUALIFICATIONS

Meg Southern

### I. Education

University of South Carolina – Columbia, SC  
Master of Arts, Public History

College of William and Mary – Williamsburg, VA  
Bachelor of Arts, Anthropology and History

### II. Professional Experience

Analyst, Novogradac & Company LLP, December 2017 - Present  
Junior Analyst, Novogradac & Company LLP, September 2016 – December 2017  
Researcher, Historic Columbia, May 2014 - September 2016

### III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information.
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## Travis Jorgenson

### I. Education

Georgia Institute of Technology- Atlanta, GA  
Bachelors of Business Administration and Management, General Management

### II. Professional Experience

Junior Analyst, Novogradac & Company LLP, July 2017 – Present  
Claims Analyst, Zelis Healthcare, May 2017-July 2017  
Automotive Research Intern, Hearst Autos, October 2016-May 2017

### III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.