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**AN APARTMENT ANALYSIS
IN THE
CITY OF
MANNING, SOUTH CAROLINA
FOR A PROPOSED SENIOR
DEVELOPMENT
UNDER THE
LOW-INCOME HOUSING TAX CREDIT PROGRAM
(Harlee Crossing Apartments)**

PREPARED FOR:

SOUTH CAROLINA STATE HOUSING FINANCE
AND DEVELOPMENT AUTHORITY &

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I. INTRODUCTION

A. OBJECTIVES

This study analyzes the market feasibility for the new construction of a senior rental development, Harlee Crossing Apartments, in the City of Manning, Clarendon County, South Carolina in association with the South Carolina State Housing Finance and Development Authority's Low-Income Housing Tax Credit program. After fully discussing the scope and area of the survey with Mr. Jeffrey Woda, President of The Woda Group, Inc.; National Land Advisory Group undertook the analysis.

B. METHODOLOGY & LIMITATIONS

The methodology we use in our studies is centered on three analytical principles: the Primary Market Area (PMA), a field survey of the modern apartments and rental housing in the primary and secondary (if necessary) market areas, and the application and analysis generated for demographic and economic purposes.

A complete analysis for rehabilitation or new construction within the rental market requires five considerations: a field survey of modern apartments; an analysis of area housing; an analysis of the area economy; a demographic analysis; and recommendations for development. Information is gathered from many internal and external sources, including, but not limited to: real estate owners, property managers, state and local government officials, public records, real estate professionals, U.S. Census Bureau, major employers, local chamber or development organizations and secondary demographic services. National Land Advisory Group accepts the materials and data from these sources as correct information, and assumes no liability for inaccurate data or analysis.

An important consideration in identifying support (supply and demand characteristics) is to determine the Primary Market Area (PMA). The establishment of a Primary Market Area is typically the smallest geographic area from which the proposed development is expected to draw a majority of its potential residents. The market area generally relates to the natural, socioeconomic and/or manmade characteristics and boundaries of the subject site area.

Additionally, input into defining the PMA includes interviews with area government officials; transportation alternatives; and the evaluation of existing housing, demographic and socioeconomic trends and patterns. Of course, personal site visits and the interaction with nearby neighborhoods or communities are strongly applied. When defining the specific development opportunities, National Land Advisory Group will not comprise any market or sub-market area larger than the subject site area defined by this report. No radius analysis is used in the compilation of data.

Every effort has been made to insure the accuracy of the data contained within this analysis. Demographic and economic estimates and projections have been obtained from government agencies at national, state and county levels, as well as third party suppliers. Market information has been obtained from sources presumed to be reliable, including developers, owners and representatives. However, this information cannot be warranted by National Land Advisory Group. While the methodology employed in this analysis allows for a margin of error in base data, it is assumed that the market data and government estimates and projections are substantially accurate.

The data in this report is derived from several sources: the U.S. Census Bureau, the American Community Survey, Applied Geographic Solutions/FBI UCR, Nielsen Claritas, Ribbon Demographics, Esri and Urban Decision Group. The data is apportioned to the various geographies using a Geospatial Information System (GIS). The GIS allocates data points such as population, households, and housing units, using Census block group apportionment or Census tract apportionment - depending on the availability of data. The GIS will apportion the data based on the location of Census block points as they relate to

the geography that the data is being apportioned for. In other words, the GIS will examine the data associated with the block points that lie within a geographical boundary (PMA, place, county, or state) and will then proportionally allocate associated data from a block group or census tract, to the principal geographical boundary that is receiving the data. Official geographic boundaries are provided by the U.S. Census Bureau and reflect the official boundaries as of July, 2010. The data in this report that utilizes Census and American Community Survey data may differ slightly from data that is aggregated using the American Factfinder tool. The potential differences in the data can be attributed to rounding, apportioning, and access to masked data that is not provided to the general public. The differences, if any, are generally less than 1%. However, smaller geographies such as places with less than 2,000 people are susceptible to greater variations between data points.

The U.S. Census no longer collects detailed housing and demographic information - data that was formerly collected by the long form of the Decennial Census. This data is now collected by the American Community Survey (ACS). The ACS is conducted more frequently (quarterly) but utilizes a much smaller sample size; therefore there can be high margins of error in some instances. The margins of error will decrease proportionally as the population base increases and the size of the geography increases. This report utilizes data from the 2006-2010 ACS, (when available 2012-2016 ACS), which is an average of estimates taken over a five-year period and eventually weighted back to the official 2010 Census. The ACS recommends that its data only be compared to other, non-overlapping ACS datasets. Please use caution when examining any data derived from the ACS, especially in less populated areas.

The objective of this report is to gather, analyze, and present as many market components as reasonably possible within the time constraints agreed upon. The conclusions contained in this report are based on the best judgments of the analysts; we make no guarantees or assurances that the projections or conclusions will be realized as stated. It is our function to provide our best effort in data collection, and to express opinions based on our evaluations. National Land Advisory Group, at all times, has remained an unbiased, third party

principal. This analysis has been conducted with direct consideration of the client's development objectives. For these reasons, the conclusions and recommendations in this study are applicable only to the purposes identified herein, and only for the potential uses as described to us by our client. Use of the conclusions and recommendations in this study by any other party or for any other purpose is strictly prohibited, unless otherwise specified in writing by National Land Advisory Group, LLC.

C. SOUTH CAROLINA STATE HOUSING FINANCE AND DEVELOPMENT AUTHORITY’S REQUIREMENTS

According to the South Carolina State Housing Finance and Development Authority's 2018 Low-Income Housing Tax Credit Program, specific requirements needed for analysis of market viability have been completed and incorporated into the market feasibility study prepared by National Land Advisory Group, in the sections as follows:

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D. CONSULTANT'S STATEMENT & MARKET STUDY CERTIFICATION

CONSULTANT'S STATEMENT & LIMITATIONS

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

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

While the document specifies National Land Advisory Group the certification is always signed by the individual completing the study and attesting to the certification.

MARKET STUDY CERTIFICATION

The undersigned, a recognized firm of independent market analysts knowledgeable and experienced in the development of affordable rental properties, completed this Market Study of Harlee Crossing Apartments (project name) for Mr. Jeffrey Woda of The Woda Group, Inc. (developer/owner name).

The market analyst does hereby state, in our best judgment that a market exists for the proposed project as of March 1, 2018. The market analyst makes no guarantees or assurances that projections or conclusions in the study will be realized as stated.

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina State Housing Finance & 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.

By: National Land Advisory Group
(Market Analyst Company/Firm)

By:  / President
(Authorized Representative)

By:  / Field Analyst
(Authorized Representative)

Date: March 1, 2018

II. EXECUTIVE SUMMARY

A. DEVELOPMENT RECOMMENDATIONS

- ◆ This study has established that a market exists for the new construction of a 32-unit senior rental housing project, Harlee Crossing Apartments, to be built within the criteria set forth by the South Carolina State Housing Finance and Development Authority's Low Income Housing Tax Credit Program.
- ◆ With the proposed plans to develop 7-units (28.9%) available to households with incomes at or below the 50% of the area income and 25-units (78.1%) available to households with incomes at or below the 60% of the area income, the subject site located in the City of Manning, South Carolina is proposed as follows:

UNIT BY TYPE AND BEDROOM

BEDROOM	ONE	TWO
BATHROOMS	1.0	1.0
NUMBER OF UNITS		
50%	3	4
60%	14	11
SQUARE FEET (approx.)	757	967
GROSS RENT	\$431-\$514-\$517-\$549	\$517-\$616-\$621-\$656
UTILITY ALLOWANCE *	\$89	\$116
NET RENT	\$342-\$425-\$428-\$460	\$401-\$500-\$505-\$540

* estimated by developer and local housing agency

- ◆ The proposed new development will be a development for senior occupancy. The development will be located on approximately 2.67 acres. The proposed 32-unit senior development is estimated to begin construction in the Spring 2019, to be completed in the Spring 2020. Pre-leasing will start two months prior to opening. The development consists of 32-units in 1 two-story building with elevator. Parking, for a total of 68 surface spaces will be in the adjacent open spaces within the development.
- ◆ The development's new construction will follow the mandatory design criteria set forth by SCSHFDA. However, there have been proposed additional development design criteria which will be included in the development process. **We recommend no changes to the proposed development.**

- ◆ Each unit in the proposed new construction would contain energy star appliances, including a self-cleaning range, refrigerator, dishwasher, disposal, microwave, air conditioning, carpeting, blinds, ceiling fans, extra storage, patio, washer/dryer hook-ups and one full bathroom. Additionally, the units will be pre-wired for high speed internet.
- ◆ Project amenities associated with a senior-orientated development are important to the success of the proposed facility, including: on-site rental management office, community room with kitchen, computer room, security and a park setting. Additional senior services should be made available on an optional basis, including transportation, moderate care and housekeeping by total non-profit agencies.
- ◆ The units will include the following utilities: electric, water/sewer services and trash removal. The tenants will be responsible for electric; however a utility allowance of \$89 for a one-bedroom unit and \$116 for a two-bedroom unit is estimated. The units will be cable-ready.
- ◆ The development will maintain a consistent and effective landscaping plan throughout the site, especially maintaining a good front door image. From a marketing point of view, it would be beneficial if the proposed sites would be able to use some natural settings, if possible, to develop an environment within this development. The City of Manning area apartment developments have not done a good job in creating a complete development theme or environment.
- ◆ The development and unit plans were reviewed. The family rental units are appropriate for the City of Manning. The unit amenities are adequate for the targeted market, while the unit styles, specifically the design and square footage, will positively influence the absorption, offering a flexibility of living style for senior occupants.
- ◆ The subject site is adequately located within one mile of all essential resident services, including but not limited to: government, educational, shopping, employment and medical facilities. There is no transportation available in the subject site area through SWRTA.
- ◆ The proposed rents combined with the current rental market absorption pattern would result in an overall vacancy rate of less than 3.0% for the proposed development. Within the overall LIHTC market, the vacancy rate would result in a rate of 3.0% or less.
- ◆ The absorption potential for tenants in the Manning rental market, based on the proposed net rent is excellent. It is anticipated, because of the criteria set forth by the income and household size for units for the Low Income Tax Credit Program, the depth of the market demand for units, assumption of renovated product, as well as the design associated with this product, absorption is expected to be equal to the area average of 5 to 7 units per month, resulting in a 4.6 to 6.4 month absorption period for the 32-unit LIHTC development. The absorption rate may be higher in the initial months of rent-up.

B. HOUSING MARKET SUMMARY

- ◆ At the time of this study, in the Manning market area, a comparable survey of senior and family LIHTC, government subsidized and market-rate units was conducted in the market area. There is one market-rate development in the immediate area. This development contains 60-units and has 3 vacancies for a 95% occupancy rate. There are three low income housing tax credit (LIHTC), without additional government subsidies, two family developments and one senior development. The LIHTC contain 119-units that were surveyed with no vacancies for a 100.0% occupancy rate. An additional 452 government subsidized development units in eleven developments (including five developments with LIHTC units) with a low vacancy rate, were located and surveyed in the Manning market area. Vacancies for secondary market rate units are low. When vacancies are available, it is due to natural turnover in the market area. Reviewing the LIHTC units, the market still appears limited by supply rather than demand.
- ◆ The Manning market-rate apartment base contains a well balanced ratio of units in the market area.
- ◆ Median rents are low to moderate; being based only on a few developments in the Manning market area. There are 24 one-bedroom units with a median rent of \$360, with 33.3% in the upper rent range of \$460. Two-bedroom units have a median rent of \$526, with 54.5% of the two-bedroom units in the upper-rent range of \$525-\$534. Three-bedroom units have a median rent of \$482, with 33.3% in the upper range of \$603-\$675. Market rate rents have been able to increase at a yearly rate of less than 1.0%, because of the lack of new construction of market-rate and LIHTC rental units, having an impact on both the area rental market and rents and the strong market conditions.
- ◆ Under the SCSHFDA guidelines, eight developments have received LIHTC allocations in the Manning area since 2000. There are three senior developments and five family developments, including the subject site, in the market area. The developments offers 50% and 60% rents of AMI's. Additionally, 5 of the 8 developments have additional government financing associated with the development.
- ◆ Overall, the five family developments contain 221 LIHTC units, of which 2 are vacant or a 99.1% occupancy rate. Additionally, within the family developments, three developments have additional government subsidies associated with thee rents. Overall, the three senior developments contain 96 LIHTC units, of which there is one vacant units or a 99.0% occupancy rate. Two of these developments have additional government subsidies.
- ◆ In a review of comparable properties and achievable rent adjustments in the Manning Primary Market Area, it was noted that there is only one family development, with some senior tenant base, that would be considered as most comparable to the product. Therefore, we expanded our comparable properties search to include nearby communities. We located two family products that have a good percentage of senior households in the City of Sumter, South Carolina.

- ◆ All of these developments are market-rate family developments with some market segment associated to the senior product and tenant base. As noted, within the three competitive developments, a total of 456-units exist with 11 vacant units or an overall 97.6% occupancy rate.
- ◆ It should be noted that the average of the achievable comparable net one-bedroom unit is \$772, somewhat higher than the adjusted proposed \$452 (60% AMI) average net rent. The proposed one-bedroom rent represents 58.5% of the average comparable one-bedroom rent in the market area. It should be noted that the average of the achievable comparable net two-bedroom unit is \$835, somewhat higher than the adjusted proposed \$530 (60% AMI) average net rent. The proposed two-bedroom rent represents 63.5% of the average comparable two-bedroom rent in the market area.
- ◆ When reviewing the comparable developments, the proposed rents are within the appropriate rent differentials. Therefore, based on the current existing rental market, the proposed development would be a value in the market area.

C. DEMAND ANALYSIS AND CAPTURE RATE

- ◆ The following demand estimates are based on any applicable income restrictions and requirements set forth by the South Carolina State Housing Finance and Development Authority, current senior households, proposed senior households, turnover ratios of units in the market area and the percent of renter qualified senior households within the Primary Market Area.
- ◆ Overall (excluding any overlap of income ranges), the adjusted annual income range specified appropriate by the tax credit program for low to moderate-income households is \$12,690 (lower end of one-person senior household moderate-income) to \$26,520 (two-person senior household moderate-income) for the Manning Primary Market Area. In 2017, there are 290 senior households in the Manning Primary Market Area of the proposed site was within this income range.
- ◆ Within these competitive rent ranges, the market can support the proposed 32-unit tax credit development for senior occupancy under the 50% and 60% programs. In 2017, based on the proposed and competitive product in the Manning market area, the proposed 32-unit senior development of LIHTC units represents an overall 26.7% capture rate within the market area. When including any surveyed existing senior LIHTC units within the Manning PMA, the penetration factor is 42.1%.
- ◆ All of these calculations are appropriate capture and penetration factors, especially with the factor of the development being rehabilitation construction. Combined with sensitivity to market rents and a quality construction, these renter households' percentages represent a good base of appropriate income senior households.

D. MARKET STUDY CRITERIA ANALYSIS

- ◆ Based on the SCSHFDA QAP Market Criteria, the subject property needs to be measured on four levels: Capture Rate, Market Advantage, Overall Vacancy Rate and the Absorption/Lease-Up Periods. The following are charts evaluating the desired criteria:

a) Capture Rate

The capture rate for income qualified households in the market area for the project is at or below 30.0%.

✓ The proposed development capture rate is 26.7%.

b) Market Advantage

The developments must have a minimal market advantage of 35%.

2018 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Gross Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
1	0 BR	\$342	\$342	\$772	\$772	
2	1 BR	\$425	\$850	\$772	\$1,544	
4	1 BR	\$428	\$1,712	\$772	\$3,088	
10	1 BR	\$460	\$4,600	\$772	\$7,720	
1	2 BR	\$401	\$401	\$835	\$835	
3	2 BR	\$500	\$1,500	\$835	\$2,505	
3	2 BR	\$505	\$1,515	\$835	\$2,505	
2	2 BR	\$540	\$1,080	\$835	\$1,670	
6	2 BR	\$540	\$3,240	\$835	\$5,010	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	32		\$15,240		\$25,649	40.58%

✓ The proposed market advantage is 40.58%.

c) Overall Occupancy Rate

The overall existing vacancy rate for stabilized LIHTC developments is less than 10.0%.

- ✓ The LIHTC vacancy rate in the market area is non-existent.

d) Absorption/Lease Up Periods

Estimated lease-up time for the project is less than one year.

- ✓ The estimated absorption period for the proposed development is **4.6 – 6.4 months.**

2018 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:

Development Name:	Harlee Crossing	Total # Units:	32
Location:	Manning, SC	# LIHTC Units:	32
PMA Boundary:	See Section III-B		
Development Type:	Family <input checked="" type="checkbox"/> Older Persons <input type="checkbox"/>	Farthest Boundary Distance to Subject:	19.6 miles

RENTAL HOUSING STOCK (found on page VI)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	15	631	6	99.0%
Market-Rate Housing	1	60	3	95.0%
Assisted/Subsidized Housing not to include LIHTC	11	452	3	99.3%
LIHTC (All that are stabilized)*	3	119	0	100%
Stabilized Comps**	3	456	11	97.6%
Non-stabilized Comps				%

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
1	1	1	757	\$342	\$772	\$1.03	55.6%	\$839	\$1.00
2	1	1	757	\$425	\$772	\$1.03	44.9%	\$839	\$1.00
4	1	1	757	\$428	\$772	\$1.03	44.6%	\$839	\$1.00
10	1	1	757	\$460	\$772	\$1.03	40.4%	\$839	\$1.00
1	2	1	967	\$401	\$835	\$0.88	52.0%	\$889	\$0.88
3	2	1	967	\$500	\$835	\$0.88	40.1%	\$889	\$0.88
3	2	1	967	\$505	\$835	\$0.88	39.5%	\$889	\$0.88
8	2	1	967	\$540	\$835	\$0.88	35.3%	\$899	\$0.88
Gross Potential Rent Monthly*				\$15,240	\$25,649		40.58%		

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

DEMOGRAPHIC DATA (found on page IV)

	2010	2017	2020
Renter Households	% 2976	26.0%	2941 26.0%
Income-Qualified Renter HHs (LIHTC)	% 290	9.7%	308 10.5%
Income-Qualified Renter HHs (MR)	%	%	%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page VIII-D)

Type of Demand	50%	60%	Market	Other: __	Other: __	Overall
Renter Household Growth	7	10				17
Existing Households (Overburd + Substand)	53	55				108
Homeowner conversion (Seniors)	11	16				27
Other:						
Less Comparable/Competitive Supply	6	26				32
Net Income-qualified Renter HHs	65	55				120

CAPTURE RATES (found on page VII-D)

Targeted Population	50%	60%	Market	Other: __	Other: __	Overall
Capture Rate	10.8%	45.5%				26.7%

ABSORPTION RATE (found on page VII-E)

Absorption Period	4.6-6.4	months
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III. SITE

A. DESCRIPTION

The proposed subject site and the surrounding community of the City of Manning, South Carolina in Clarendon County were visited on February 19th – 22nd, 2018. The proposed subject site is in the west/central area of City of Manning, South Carolina. The subject site is located approximately one-tenth mile northwest of the North Boundary Street and Kennedy Lane intersection. The site is mostly vacant with some area of trees and brush and a vacant residence. The subject site is situated just west of the Manning Central Business District. The site is in an established residential neighborhood with commercial/retail facilities nearby.

NORTH

The site is bordered on the north by the Manning Primary School. Immediately north of the Manning Primary School is an established residential neighborhood. This neighborhood is comprised of established single-family residences, the 24-unit Walnut Villas apartments and scattered commercial facilities. This established residential area, along with several athletic fields, extends north nearly one-quarter mile. Farther north are several commercial facilities including a motel and a restaurant. Beyond and extending north over one-half-mile are woodlands, the Pocotaligo River and the Central Carolina Technical College. Beyond are additional woodlands, widely scattered single-family residences, Interstate 95 and agricultural land. Interstate 95 is a major north/south artery for the area. Located farther north, approximately 18 miles is the City of Sumter, South Carolina.

EAST

The site is bordered on the east by a small parcel of partially wooded land. Just beyond, located within one-tenth mile is North Boundary Street, a lightly trafficked street serving the local residents and merchants. Farther east are various commercial/office facilities, several churches and retail facilities on the western edge of the Manning Central Business District. Farther east is the Manning Central Business District. Within this area are

numerous office buildings, retail shops, government offices and churches. Beyond and within one-half mile are established residential neighborhoods comprised of both single-family dwellings and several multi-family apartment complexes. Farther east and extending east over one mile are scattered residences, woodlands and agricultural land.

SOUTH

The site is bordered on the south by woodlands and Kennedy Lane. Farther south are several commercial/retail facilities. These facilities include a NBSC bank branch and a CVS drug store. Immediately south of these is West Boyce Street, a main east/west thoroughfare serving the City of Manning. South of West Boyce Street are various commercial facilities which are located on West Boyce Street in both the east and west directions. South of these commercial facilities is an established residential district. Within this residential neighborhood are established single-family residences and several multi-family apartment communities. Additional facilities of the Manning Central Business District are located within one-quarter mile south and east of the site. Beyond are woodlands, farmland and widely scattered residences.

WEST

The site is bordered on the west by a tree line. Just beyond is the Manning Elementary school. Located within one-quarter mile is a commercial/retail district. The main retail store in this district is a Walmart Supercenter. Additionally, there are several fast-food restaurants in this area. West of the site, located on the south side of West Boyce Street is the Manning High School. Farther west located within one mile is a hospitality district which includes additional fast-food restaurants and multiple hotels. Farther west, located within one and three-quarter miles is Interstate 95, the major north/south highway serving the greater Manning area. Accessibility to Interstate 75 is available from West Boyce Street. Located on the west side of Interstate 75 are additional traveler service facilities, scattered residences and woodlands.

GENERAL

The subject site is in the west/central area of the City of Manning. The subject site is situated immediately northwest of the Kennedy Lane and North Boundary Street intersection. The subject site is in a mixed-use neighborhood of single and multi-family residences, education facilities, churches and commercial/retail facilities. The site has good visibility and accessibility. All residential services are within one mile of the subject site.

B. PRIMARY MARKET AREA

The Primary Market Area (PMA) is defined by and includes the immediate population base and part of the surrounding urban populations. An important consideration in identifying support (supply and demand characteristics) is to determine the Primary Market Area (PMA). The establishment of a PMA is typically the smallest geographic area from which the proposed development is expected to draw a majority of its potential residents. The market area generally relates to the natural, socioeconomic and/or manmade characteristics and boundaries of the subject site area.

Additionally, input into defining the PMA includes interviews with area government officials; transportation alternatives; and the evaluation of existing housing, demographic and socioeconomic trends and patterns. Of course, personal site visits and the interaction with nearby neighborhoods or communities are strongly applied. When defining the specific development opportunities, National Land Advisory Group will not comprise any market or sub-market area larger than the subject site area defined by this report. No radius analysis was used in the compilation of data.

The Manning PMA consists of all of the City of Manning, as well as portions of the surrounding townships in Clarendon County. The Primary Market Area is roughly bounded by State Route 627 to the north, Lake Marion to the south, the Clarendon County boundary and State Route 52 to the west and the Clarendon County boundary line to the east. The Manning PMA includes all or part of the following census tracts:

Clarendon County		Sumter County
9602.01	9607.01	19.01
9603.00	9607.02	19.02
9604.00	9607.03	
9605.00	9608.01	McPherson County
9606.00	9608.02	9707.00

The City of Manning, which is located near the center of Clarendon County, has excellent access to major arteries including: Interstate 75, U.S. Routes 301 and 521, and State Routes 260 and 261. State and Federal branch offices are in the City of Columbia, approximately 58 miles northwest of the subject site.

C. SITE AND LOCATION ANALYSIS

Community Amenities	Name	Driving Distance from Site (Miles)
Convenience Store	Fuel 24 Corner Pantry	0.3 East 0.6 West
Grocery	Piggly Wiggly Walmart Supercenter	0.6 Southeast 0.8 West
Discount Department Store	Citi Trends Goody's Dollar General Walmart Supercenter	0.2 East 0.3 East 0.7 West 0.8 West
<u>Schools:</u> Elementary Middle/Junior High Senior High	Manning Primary School Manning Elementary School Manning Junior High School Manning High School	0.1 Northeast 0.3 West 0.9 West 0.9 West
Hospital	Clarendon Memorial Hospital	0.8 South
Police	Manning Police Department	0.3 East
Fire	Manning City Fire Department	0.3 East
Post Office	US Post Office	0.4 Southeast
Bank	National Bank-South Carolina First Palmetto Savings Bank FME Federal Credit Union	0.2 Southeast 0.3 East 0.4 Southeast

Gas Station	Fuel 24 Corner Pantry	0.3 East 0.6 West
Pharmacy	CVS Pharmacy Brunson's Pharmacy Super Rx Pharmacy Walmart Pharmacy	0.2 South 0.3 East 0.6 Southeast 0.8 West
Restaurant	Domino's Pizza Sub Station Calla Lily Cafe	0.3 East 0.3 East 0.3 East
Day Care	Caring & Sharing Daycare	0.6 North
Library	Harvin Clarendon County Library	0.5 Northeast
Park	Rex Josey Park Memorial Street Park	0.6 North 0.8 Northeast
Church	Trinity AME Church First Baptist Church-Manning	0.2 East 0.3 Southeast

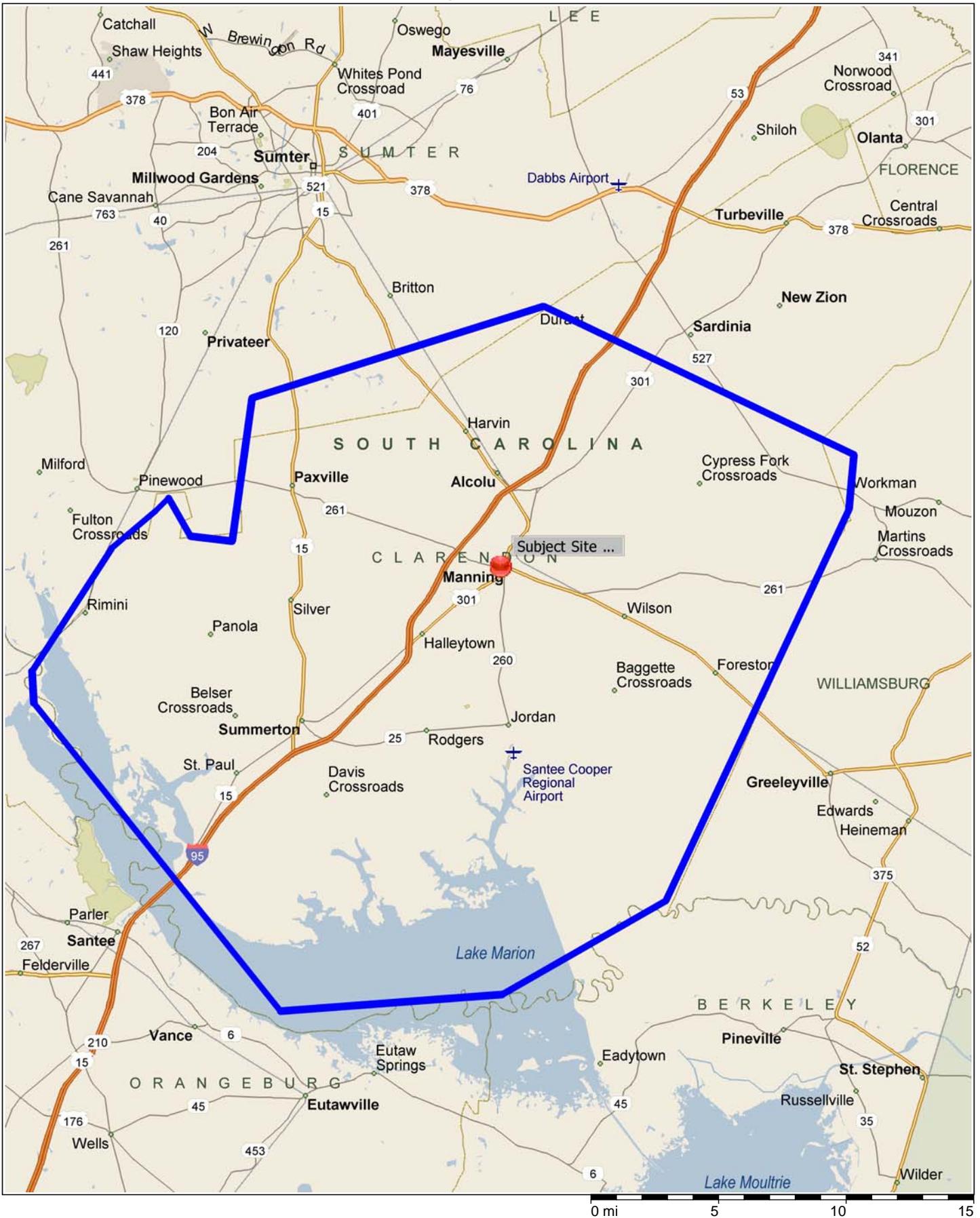


**SUBJECT SITE
MANNING, SC**



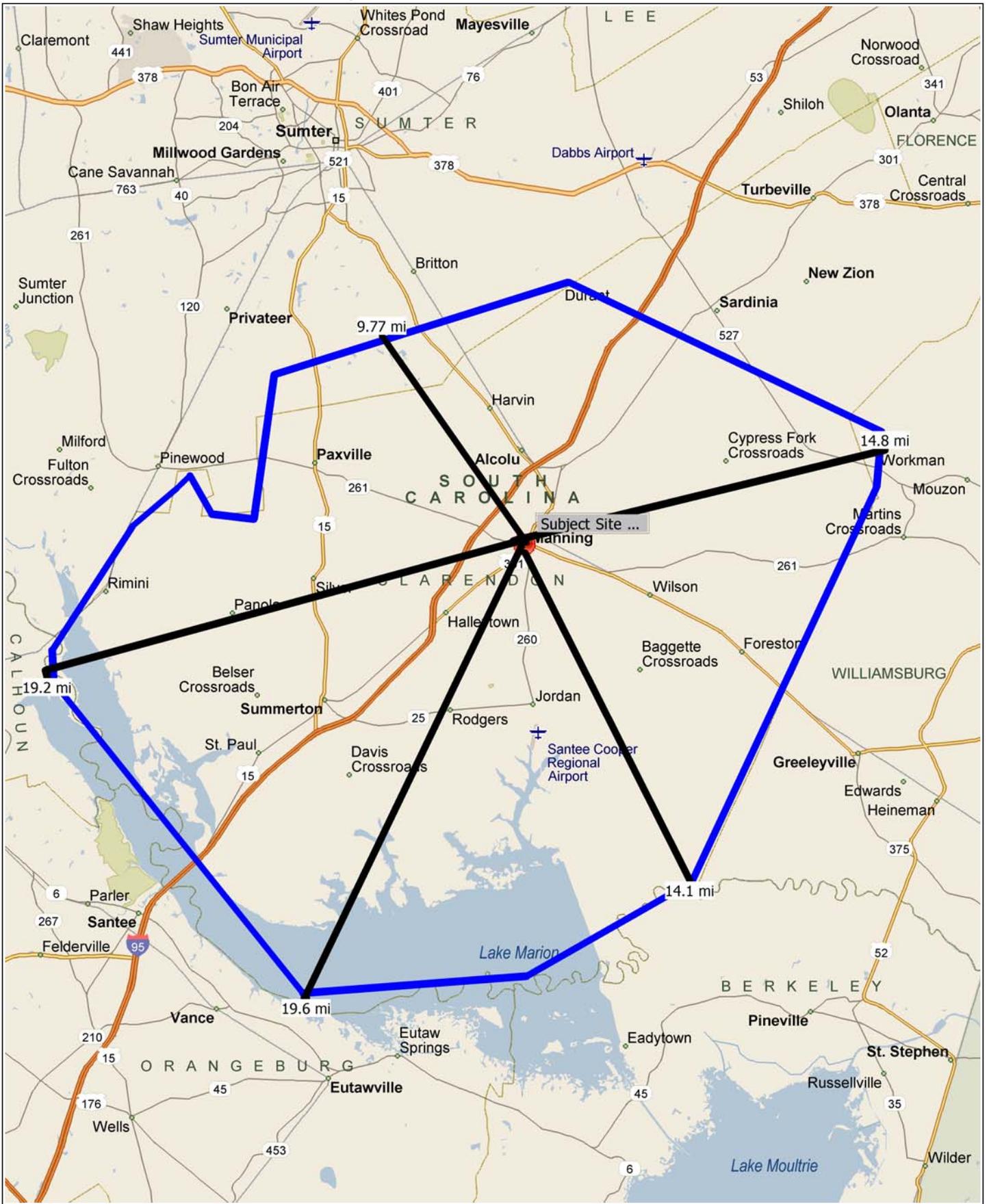
**NORTH - SOUTH
EAST - WEST**

Primary Market Area



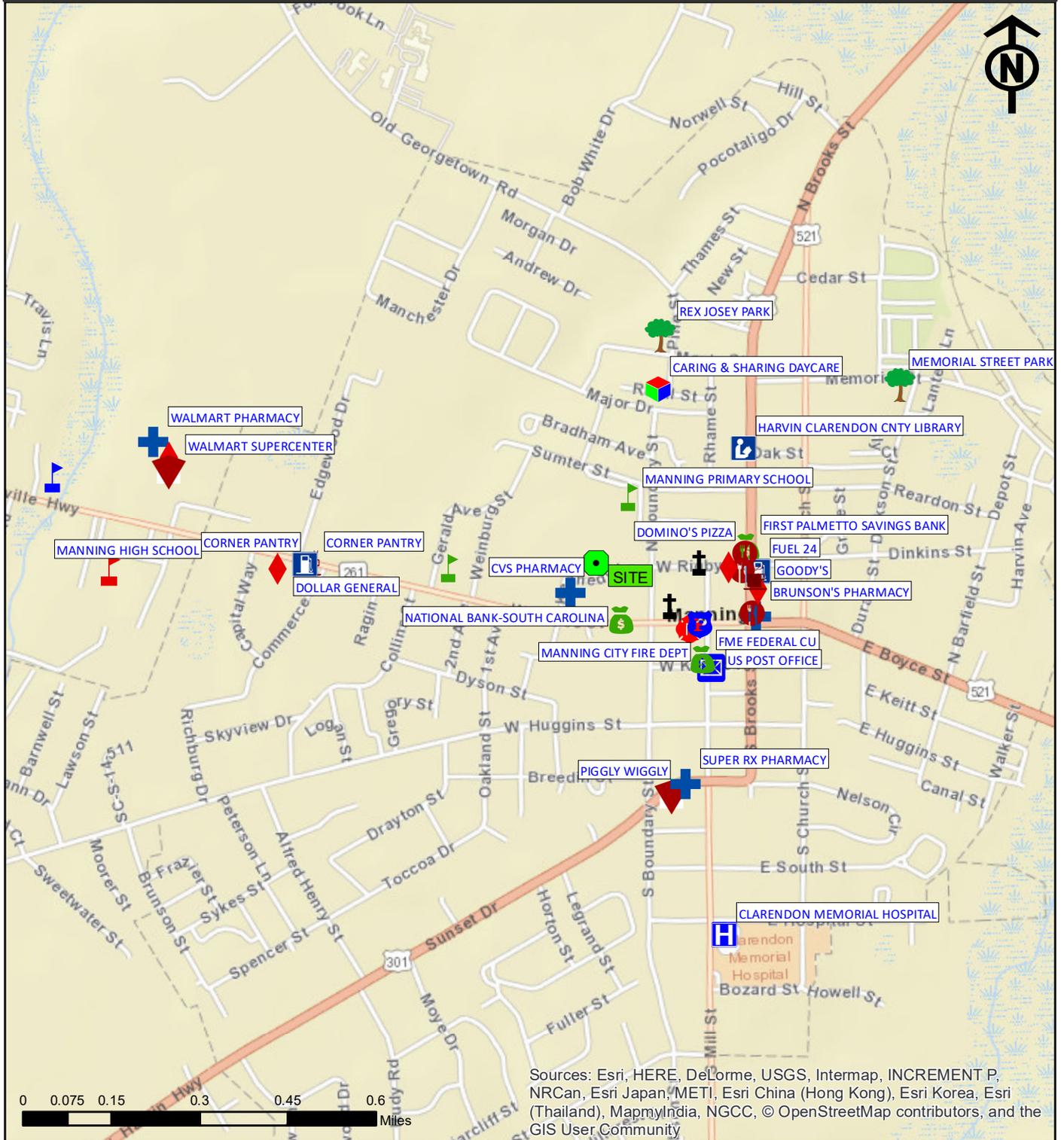
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Primary Market Area w/ Measurements



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Manning, SC: Map of Neighborhood Services



- | | | | |
|-------------------|-------------------|---------------|-------------|
| Site | Elementary School | Hospital | Police |
| Bank | Fire | Library | Post Office |
| Child Care | Gas | Middle School | Restaurant |
| Church | Grocery | Park | Shopping |
| Convenience Store | High School | Pharmacy | |

IV. DEMOGRAPHIC & ECONOMIC INFORMATION

The following is a summary of the demographics and economic situation in the City of Manning, South Carolina. Information on population, area income analysis, crime, employment, unemployment and existing housing conditions was compiled for the City of Manning, Manning Primary Market Area (PMA) and Clarendon County. This information will show past, current, and future trends.

A. LOCATION

The City of Manning is located in the east/central area of Clarendon County in the east/central part of South Carolina at the crossroads of U.S. Route 301 and 521 and Interstate 95. Interstate 95 connects the Manning area to the Florence, South Carolina area to the north and the Savannah, Georgia area to the south. The City of Summerton, South Carolina is located approximately ten miles north of the City of Manning area, while the City of Columbia, South Carolina is located approximately 58 miles northwest of the subject area. The subject site area is located in the near west/central portion of the City of Manning.

B. UTILITIES

Electric service is provided by Santee Electric Co-operative and by Duke Energy. Natural gas service is provided by Duke Energy. Water, storm and sewer services are provided by the City of Manning. Telephone service is provided by Verizon and Frontier Communications.

C. FINANCIAL SOURCES

There are three banking institutions and several Credit Unions in the City of Manning area. Additional financial and banking services can be obtained in nearby communities, including the Summerton area.

D. MEDIA

Manning receives television stations from the Columbia area, as well as several regional outlets within the greater area. Radio service is provided by Columbia area stations; other service outlets are provided from additional communities including, Florence and Charleston. Cable TV is available for the Manning area.

The Manning Times newspaper is published weekly and is updated online daily. Other newspapers are distributed from the Columbia area. Several smaller weekly and local newspapers are also available and distributed in the area.

E. EDUCATION

The education system serving the proposed site area is the Clarendon School District #2 consisting of one primary, one elementary, one junior high and one high school. There are several private elementary and secondary schools in the area. Several institutions of higher education are located within the immediate area, including the F.E. DuBose Campus of Central Carolina Technical College and the DuBose Career Center.

F. POPULATION & HOUSEHOLDS

The City of Manning population numbered 4,108 in 2010 and decreased 4.7% to 3,915 in 2017. Population is expected to number 3,836 by 2020, decreasing 2.0% from 2017. The City of Manning households numbered 1,684 in 2010 and decreased 3.9% to 1,619 in 2017. Households are projected to number 1,588 by 2020, decreasing 1.9% from 2017.

The Manning PMA population numbered 29,006 in 2010 and decreased 0.6% to 28,834 in 2017. Population is expected to number 28,502 by 2020, decreasing 1.2% from 2017. Manning PMA households numbered 11,431 in 2010 and increased 0.1% to 11,448 in 2017. Households are projected to number 11,332 by 2020 decreasing 1.0% from 2017.

Clarendon County population numbered 34,971 in 2010 and decreased 0.4% to 34,844 in 2017. Population is expected to number 34,512 by 2020, decreasing 1.0% from 2017.

Clarendon County households numbered 13,132 in 2010 and increased 0.8% to 13,242 in 2017. Households are projected to number 13,130 by 2020, decreasing 0.8% from 2017.

The population per household in 2020 is projected to be 2.42 for the City of Manning, compared to 2.52 in the Manning PMA and 2.63 for Clarendon County. The 2017 population per household in the City of Manning was 2.42, compared to 2.52 for the Manning PMA and 2.63 in Clarendon County. For 2010, the population per household was 2.44 in the City of Manning, 2.54 in the Manning PMA and 2.66 in Clarendon County.

TABLE 1
POPULATION AND HOUSEHOLDS
City of Manning – Manning PMA – Clarendon County, South Carolina
2000 – 2010 – 2017 – 2020 (Projected)

POPULATION	Manning	Manning PMA	Clarendon County
2000	4,025	27,100	32,502
2010	4,108	29,006	34,971
Change 2000-2010	2.1%	7.0%	7.6%
2017	3,915	28,834	34,844
Change 2010-2017	-4.7%	-0.6%	-0.4%
2020	3,836	28,502	34,512
Change 2017-2020	-2.0%	-1.2%	-1.0%
HOUSEHOLDS	Manning	Manning PMA	Clarendon County
2000	1,550	10,262	11,812
2010	1,684	11,431	13,132
Change 2000-2010	8.6%	11.4%	11.2%
2017	1,619	11,448	13,242
Change 2010-2017	-3.9%	0.1%	0.8%
2020	1,588	11,332	13,130
Change 2017-2020	-1.9%	-1.0%	-0.8%

Sources: U.S. Census Bureau; Esri

Based on 2010 Census data, a small percentage of the population lives in group quarters, with the City of Manning at 2.7% and 4.7% for Clarendon County. A majority of the households in the City of Manning and Clarendon County are in traditional family households. The average household size for the City of Manning is 2.37 compared to 2.54 for Clarendon County.

TABLE 2
GROUP QUARTERS AND HOUSEHOLDS
City of Manning – Clarendon County, South Carolina
Census 2010

	Manning		Clarendon County	
	Number	Percent	Number	Percent
Total Population	4,108	100.0%	34,971	100.0%
In Group Quarters	112	2.7%	1,661	4.7%
Institutionalized	92	2.2%	1,608	4.6%
Noninstitutionalized	20	0.5%	53	0.2%
In Households	3,996	97.3%	33,310	95.3%
Family	3,332	81.1%	28,842	82.5%
Nonfamily	664	16.2%	4,468	12.8%
Total Households	1,684		13,132	
Average Household Size	2.37		2.54	

Source: U.S. Census Bureau, 2010 Census Summary File 1

In the Manning Primary Market Area, family households (under the age of 55) decreased 6.6% for renter households and 13.2% for owner households from 2010 to 2017. Between 2017 and 2020, family renter households (under the age of 55) are projected to decrease 4.2%, while owner households are estimated to decrease 5.9%.

In the Manning Primary Market Area, households (aged 55 to 64) decreased 3.6% for renter households and increased 0.3% for owner households from 2010 to 2017. Between 2017 and 2020, renter households (aged 55 to 64) are projected to decrease 11.1%, while owner households are estimated to decrease 3.4%.

In the Manning Primary Market Area, senior households (aged 62 years and older) increased 29.4% for renter households and 11.2% for owner households from 2010 to 2017. Between 2017 and 2020, senior renter households (aged 62 years and older) are projected to increase 8.9%, while owner households are estimated to increase 3.4%.

In the Manning Primary Market Area, senior households (aged 65 years and older) increased 38.8% for renter households and 13.5% for owner households from 2010 to 2017. Between 2017 and 2020, senior renter households (aged 65 years and older) are projected to increase 12.8%, while owner households are estimated to increase 4.9%.

TABLE 3
RENTER & OWNER HOUSEHOLD TRENDS
Manning PMA
2010 (Census) – 2017 (Estimated) – 2020 (Projected)

RENTER HOUSEHOLDS	Under 55 Years	55-64 Years	62+ Years	65+ Years
2010	1,936	469	657	516
2017	1,808	452	850	716
Change 2010-2017	-6.6%	-3.6%	29.4%	38.8%
2020	1,732	402	925	807
Change 2017-2020	-4.2%	-11.1%	8.9%	12.8%
OWNER HOUSEHOLDS	Under 55 Years	55-64 Years	62+ Years	65+ Years
2010	3,367	2,182	3,615	2,960
2017	2,924	2,188	4,019	3,360
Change 2010-2017	-13.2%	0.3%	11.2%	13.5%
2020	2,751	2,114	4,157	3,525
Change 2017-2020	-5.9%	-3.4%	3.4%	4.9%

Sources: U.S. Census Bureau; Esri

In 2010 the median age for Manning PMA residents was 43.7 years. An analysis of age groups determined that 26.8% were under the age of 21; 55.3% were 21 to 64 years old; and 17.9% were 65 years or older.

In 2017 the median age for Manning PMA residents was 45.6 years. An analysis of age groups determined that 23.8% were under the age of 21; 54.3% were 21 to 64 years old; and 21.9% were 65 years or older.

In 2020 the median age for Manning PMA residents is projected to be 47.0 years. An analysis of age groups determined that 23.5% will be under the age of 21; 51.3% will be 21 to 64 years old; and 25.2% will be 65 years or older.

For reference, the average age for the Manning PMA was 41.3 in 2010 and increased to 43.1 in 2017. The average age is expected to be 44.4 by 2020.

**TABLE 4
POPULATION BY AGE & SEX
Manning PMA**

<i>Census 2010</i>				<i>Current Year Estimates - 2017</i>				<i>Three-Year Projections - 2020</i>			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	834	901	1,735	0 to 4 Years	772	831	1,603	0 to 4 Years	732	777	1,509
5 to 9 Years	883	887	1,770	5 to 9 Years	783	853	1,636	5 to 9 Years	740	801	1,541
10 to 14 Years	936	900	1,836	10 to 14 Years	830	868	1,698	10 to 14 Years	830	869	1,699
15 to 17 Years	599	649	1,248	15 to 17 Years	473	483	956	15 to 17 Years	500	518	1,018
18 to 20 Years	599	574	1,173	18 to 20 Years	487	471	958	18 to 20 Years	470	463	933
21 to 24 Years	608	668	1,276	21 to 24 Years	592	611	1,203	21 to 24 Years	481	499	980
25 to 34 Years	1,330	1,448	2,778	25 to 34 Years	1,584	1,705	3,289	25 to 34 Years	1,427	1,504	2,931
35 to 44 Years	1,441	1,687	3,128	35 to 44 Years	1,391	1,493	2,884	35 to 44 Years	1,450	1,593	3,043
45 to 54 Years	1,997	2,355	4,352	45 to 54 Years	1,651	1,978	3,629	45 to 54 Years	1,516	1,714	3,230
55 to 64 Years	2,080	2,432	4,512	55 to 64 Years	2,174	2,485	4,659	55 to 64 Years	2,080	2,355	4,435
65 to 74 Years	1,553	1,667	3,220	65 to 74 Years	1,969	2,201	4,170	65 to 74 Years	2,162	2,410	4,572
75 to 84 Years	678	811	1,489	75 to 84 Years	778	877	1,655	75 to 84 Years	972	1,116	2,088
85 Years and Up	<u>148</u>	<u>341</u>	<u>489</u>	85 Years and Up	<u>165</u>	<u>332</u>	<u>497</u>	85 Years and Up	<u>194</u>	<u>333</u>	<u>527</u>
Total	13,686	15,320	29,006	Total	13,649	15,188	28,837	Total	13,554	14,952	28,506
Median Age	42.4	44.7	43.7	Median Age	44.4	46.6	45.6	Median Age	46.0	48.0	47.0
Average Age	40.5	42.0	41.3	Average Age	42.5	43.7	43.1	Average Age	43.8	44.9	44.4

Source: Census 2010; Esri

PERCENT POPULATION BY AGE & SEX

Manning PMA

<i>Census 2010</i>				<i>Current Year Estimates - 2017</i>				<i>Three-Year Projections - 2020</i>			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	2.9%	3.1%	6.0%	0 to 4 Years	2.7%	2.9%	5.6%	0 to 4 Years	2.6%	2.7%	5.3%
5 to 9 Years	3.0%	3.1%	6.1%	5 to 9 Years	2.7%	3.0%	5.7%	5 to 9 Years	2.6%	2.8%	5.4%
10 to 14 Years	3.2%	3.1%	6.3%	10 to 14 Years	2.9%	3.0%	5.9%	10 to 14 Years	2.9%	3.0%	6.0%
15 to 17 Years	2.1%	2.2%	4.3%	15 to 17 Years	1.6%	1.7%	3.3%	15 to 17 Years	1.8%	1.8%	3.6%
18 to 20 Years	2.1%	2.0%	4.0%	18 to 20 Years	1.7%	1.6%	3.3%	18 to 20 Years	1.6%	1.6%	3.3%
21 to 24 Years	2.1%	2.3%	4.4%	21 to 24 Years	2.1%	2.1%	4.2%	21 to 24 Years	1.7%	1.8%	3.4%
25 to 34 Years	4.6%	5.0%	9.6%	25 to 34 Years	5.5%	5.9%	11.4%	25 to 34 Years	5.0%	5.3%	10.3%
35 to 44 Years	5.0%	5.8%	10.8%	35 to 44 Years	4.8%	5.2%	10.0%	35 to 44 Years	5.1%	5.6%	10.7%
45 to 54 Years	6.9%	8.1%	15.0%	45 to 54 Years	5.7%	6.9%	12.6%	45 to 54 Years	5.3%	6.0%	11.3%
55 to 64 Years	7.2%	8.4%	15.6%	55 to 64 Years	7.5%	8.6%	16.2%	55 to 64 Years	7.3%	8.3%	15.6%
65 to 74 Years	5.4%	5.7%	11.1%	65 to 74 Years	6.8%	7.6%	14.5%	65 to 74 Years	7.6%	8.5%	16.0%
75 to 84 Years	2.3%	2.8%	5.1%	75 to 84 Years	2.7%	3.0%	5.7%	75 to 84 Years	3.4%	3.9%	7.3%
85 Years and Up	<u>0.5%</u>	<u>1.2%</u>	1.7%	85 Years and Up	<u>0.6%</u>	<u>1.2%</u>	1.7%	85 Years and Up	<u>0.7%</u>	<u>1.2%</u>	1.8%
Total	47.2%	52.8%	100.0%	Total	47.3%	52.7%	100.0%	Total	47.5%	52.5%	100.0%

Source: Census 2010; Esri

TABLE 5
POPULATION
BY RACE AND HISPANIC OR LATINO ORIGIN
Census Tract 9605, Clarendon County, South Carolina – South Carolina
 Census 2010

	9605	
	<u>Number</u>	<u>Percent</u>
Race		
One Race	5,219	99.1%
White	1,247	23.7%
Black or African American	3,785	71.9%
American Indian & Alaska Native	11	0.2%
American Indian, specified ¹	4	0.1%
Alaska Native, specified ¹	0	0.0%
Both American Indian & Alaska Native, specified ¹	0	0.0%
American Indian or Alaska Native, not specified	7	0.1%
Asian	56	1.1%
Native Hawaiian & Other Pacific Islander	0	0.0%
Some Other Race	120	2.3%
Two or More Races	46	0.9%
Two races with Some Other Race	8	0.2%
Two races without Some Other Race	35	0.7%
Three or more races with Some Other Race	0	0.0%
Three or more races without Some Other Race	<u>3</u>	0.1%
TOTAL POPULATION	5,265	100.0%
Hispanic or Latino		
Hispanic or Latino (of any race)	224	4.3%
Mexican	165	3.1%
Puerto Rican	25	0.5%
Cuban	0	0.0%
Other Hispanic or Latino ²	34	0.6%
Not Hispanic or Latino	<u>5,041</u>	95.7%
TOTAL POPULATION	5,265	100.0%
Race & Hispanic or Latino		
One Race	5,219	99.1%
Hispanic or Latino	211	4.0%
Not Hispanic or Latino	5,008	95.1%
Two or More Races	46	0.9%
Hispanic or Latino	13	0.2%
Not Hispanic or Latino	<u>33</u>	0.6%
TOTAL POPULATION	5,265	100.0%

¹ "American Indian, specified" includes people who provided a specific American Indian tribe, such as Navajo or Blackfeet. "Alaska Native, specified" includes people who provided a specific Alaska Native group, such as Inupiat or Yup'ik.

² This category is comprised of people whose origins are from the Dominican Republic, Spain, and Spanish-speaking Central or South American countries. It also includes general origin responses such as "Latino" or "Hispanic."

Source: U.S. Census Bureau, 2010 Census Summary File 1 (Table QT-P3)

In a 2010 analysis of household composition for the City of Manning and Clarendon County, there were 1,684 and 13,132 total households respectively. A distribution of family makeup, compared with each other is as follows:

	Manning				Clarendon County			
	<u>Owner-Occupied</u>		<u>Renter-Occupied</u>		<u>Owner-Occupied</u>		<u>Renter-Occupied</u>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Households								
Married Couples	426	47.1%	122	15.6%	5,215	53.2%	701	21.1%
Families w/ Male Head Only	33	3.7%	33	4.2%	409	4.2%	214	6.4%
Families w/ Female Head Only	180	19.9%	288	36.9%	1,559	15.9%	1,140	34.2%
Non-Family Households								
Living Alone	253	28.0%	299	38.3%	2,338	23.9%	1,088	32.7%
Not Living Alone	<u>12</u>	<u>1.3%</u>	<u>38</u>	<u>4.9%</u>	<u>281</u>	<u>2.9%</u>	<u>187</u>	<u>5.6%</u>
TOTAL Households	904	100.0%	780	100.0%	9,802	100.0%	3,330	100.0%
Householders 65 Years & Older								
Married Couples	145	42.6%	19	11.2%	1,649	49.6%	108	18.0%
Families w/ Male Head Only	8	2.4%	4	2.4%	109	3.3%	21	3.5%
Families w/ Female Head Only	64	18.8%	29	17.2%	426	12.8%	87	14.5%
Non-Family Households								
Living Alone	120	35.3%	112	66.3%	1,074	32.3%	361	60.1%
Not Living Alone	<u>3</u>	<u>0.9%</u>	<u>5</u>	<u>3.0%</u>	<u>69</u>	<u>2.1%</u>	<u>24</u>	<u>4.0%</u>
TOTAL Households 65+	340	100.0%	169	100.0%	3,327	100.0%	601	100.0%
	Manning PMA		2010		2017		2020	
	Households		<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
	Owner-Occupied		8,509	74.4%	8,472	74.0%	8,390	74.0%
	Renter-Occupied		2,921	25.6%	2,976	26.0%	2,941	26.0%

Sources: U.S. Census Bureau, 2010 Census Summary File 1; Esri

G. INCOME

In the City of Manning, median household income was \$27,621 for 2017 and is projected to increase to \$28,133 by 2020. The median household income in the Manning PMA was \$31,787 for 2017 and is projected to increase to \$32,473 by 2020. The median household income in Clarendon County was \$31,915 for 2017 and is projected to increase to \$32,615 by 2020.

MEDIAN HOUSEHOLD INCOME	Manning	Manning PMA	Clarendon County
2000	\$22,433	\$29,420	\$26,842
2017	\$27,621	\$31,787	\$31,915
Change 2000 - 2017	23.1%	8.0%	18.9%
2020	\$28,133	\$32,473	\$32,615
Change 2017 - 2020	1.9%	2.2%	2.2%

Sources: U.S. Census Bureau; Esri

By age group, the 2017 income for Manning PMA households was highest in the 55 to 64 age range. For 2020, household income is projected to be highest in the 65 to 74 age range. Between 2017 and 2020, the largest percent change is expected to be in the 75 and older age group and the \$100,000 to \$149,999 income range.

TABLE 8
**DISTRIBUTION OF INCOME
 BY HOUSEHOLD SIZE, TENURE AND AGE**
Manning PMA

Base Year: 2006 - 2010 Estimates

Renter Households						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	202	139	53	68	10	472
\$10,000 - 20,000	102	153	57	9	44	365
\$20,000 - 30,000	14	59	34	85	34	226
\$30,000 - 40,000	18	44	151	12	8	233
\$40,000 - 50,000	3	29	30	29	3	94
\$50,000 - 60,000	21	52	4	33	4	114
\$60,000+	<u>29</u>	<u>31</u>	<u>42</u>	<u>98</u>	<u>66</u>	266
Total	389	507	371	334	169	1,770
Renter Households						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	95	4	3	0	2	104
\$10,000 - 20,000	26	49	4	8	2	89
\$20,000 - 30,000	9	30	0	0	1	40
\$30,000 - 40,000	1	14	35	11	8	69
\$40,000 - 50,000	37	2	3	1	0	43
\$50,000 - 60,000	6	3	10	9	3	31
\$60,000+	<u>28</u>	<u>23</u>	<u>9</u>	<u>4</u>	<u>13</u>	77
Total	202	125	64	33	29	453
Renter Households						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	69	20	11	10	8	118
\$10,000 - 20,000	155	23	4	1	2	185
\$20,000 - 30,000	61	1	1	1	3	67
\$30,000 - 40,000	21	8	1	5	4	39
\$40,000 - 50,000	34	3	10	8	4	59
\$50,000 - 60,000	17	3	2	0	5	27
\$60,000+	<u>21</u>	<u>9</u>	<u>9</u>	<u>11</u>	<u>11</u>	61
Total	378	67	38	36	37	556

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

**DISTRIBUTION OF INCOME
BY HOUSEHOLD SIZE, TENURE AND AGE**

Manning PMA

Base Year: 2006 - 2010 Estimates

Owner Households						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	37	60	79	63	55	294
\$10,000 - 20,000	150	141	107	48	100	546
\$20,000 - 30,000	98	129	72	90	112	501
\$30,000 - 40,000	127	69	146	149	72	563
\$40,000 - 50,000	66	190	80	42	71	449
\$50,000 - 60,000	99	111	35	21	87	353
\$60,000+	<u>103</u>	<u>255</u>	<u>251</u>	<u>371</u>	<u>274</u>	1,254
Total	680	955	770	784	771	3,960
Owner Households						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	38	60	2	4	5	109
\$10,000 - 20,000	82	123	6	4	1	216
\$20,000 - 30,000	43	54	55	9	1	162
\$30,000 - 40,000	12	100	1	3	37	153
\$40,000 - 50,000	42	99	7	8	0	156
\$50,000 - 60,000	5	108	2	4	3	122
\$60,000+	<u>42</u>	<u>236</u>	<u>45</u>	<u>8</u>	<u>16</u>	347
Total	264	780	118	40	63	1,265
Owner Households						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	228	47	28	7	2	312
\$10,000 - 20,000	349	289	60	6	8	712
\$20,000 - 30,000	147	193	68	26	6	440
\$30,000 - 40,000	62	197	50	3	6	318
\$40,000 - 50,000	89	324	61	0	2	476
\$50,000 - 60,000	27	118	35	14	7	201
\$60,000+	<u>118</u>	<u>390</u>	<u>92</u>	<u>8</u>	<u>15</u>	623
Total	1,020	1,558	394	64	46	3,082

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

TABLE 9
DISTRIBUTION OF INCOME
BY HOUSEHOLD SIZE, TENURE AND AGE
Manning PMA
Current Year Estimates - 2017

Renter Households							
Under Age 55 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	162	198	177	90	46	19	693
\$15,000 - 25,000	70	86	77	39	20	8	299
\$25,000 - 35,000	90	110	99	50	26	10	385
\$35,000 - 50,000	49	60	53	27	14	6	209
\$50,000 - 75,000	31	38	34	17	9	4	132
\$75,000 - 100,000	12	14	13	7	3	1	51
\$100,000 - 150,000	7	9	8	4	2	1	32
\$150,000+	2	2	2	1	0	0	7
Total	424	517	462	236	120	49	1,808
Renter Households							
Aged 55-64 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	148	37	34	17	9	4	249
\$15,000 - 25,000	41	9	4	2	2	1	59
\$25,000 - 35,000	50	13	11	6	3	1	84
\$35,000 - 50,000	19	5	4	2	1	0	31
\$50,000 - 75,000	9	2	2	1	1	0	15
\$75,000 - 100,000	4	1	1	0	0	0	6
\$100,000 - 150,000	4	1	1	0	0	0	6
\$150,000+	0	0	0	0	0	0	0
Total	275	68	57	28	16	6	452
Renter Households							
Aged 62+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	279	57	51	26	14	5	433
\$15,000 - 25,000	121	25	22	11	6	2	186
\$25,000 - 35,000	92	20	17	9	5	1	143
\$35,000 - 50,000	34	7	6	4	1	1	53
\$50,000 - 75,000	13	3	3	1	0	0	21
\$75,000 - 100,000	5	1	1	0	0	0	7
\$100,000 - 150,000	5	1	1	0	0	0	7
\$150,000+	0	0	0	0	0	0	1
Total	548	113	100	52	27	10	850
Renter Households							
Aged 65+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	234	46	41	21	11	4	357
\$15,000 - 25,000	120	27	10	5	5	2	169
\$25,000 - 35,000	77	16	14	7	4	1	119
\$35,000 - 50,000	28	6	5	3	1	1	44
\$50,000 - 75,000	10	2	2	1	0	0	15
\$75,000 - 100,000	4	1	1	0	0	0	6
\$100,000 - 150,000	4	1	1	0	0	0	6
\$150,000+	0	0	0	0	0	0	0
Total	477	99	74	37	21	8	716

Sources: U.S. Bureau of the Census; Esri; Urban Decision Group

**DISTRIBUTION OF INCOME
BY HOUSEHOLD SIZE, TENURE AND AGE
Manning PMA**

Current Year Estimates - 2017

Owner Households							
Under Age 55 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	56	121	37	32	13	9	268
\$15,000 - 25,000	54	116	35	31	12	9	258
\$25,000 - 35,000	79	169	51	45	18	13	375
\$35,000 - 50,000	111	239	72	64	25	18	529
\$50,000 - 75,000	159	343	104	92	37	25	760
\$75,000 - 100,000	63	135	41	36	14	10	299
\$100,000 - 150,000	58	126	38	34	13	9	278
\$150,000+	<u>33</u>	<u>71</u>	<u>21</u>	<u>19</u>	<u>8</u>	<u>5</u>	<u>157</u>
Total	613	1,320	399	354	141	98	2,924
Owner Households							
Aged 55-64 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	107	159	48	43	17	12	385
\$15,000 - 25,000	63	94	28	25	10	7	228
\$25,000 - 35,000	97	143	43	38	15	11	347
\$35,000 - 50,000	102	152	46	41	16	11	367
\$50,000 - 75,000	109	162	49	43	17	12	392
\$75,000 - 100,000	42	63	19	17	7	5	152
\$100,000 - 150,000	68	101	30	27	11	7	244
\$150,000+	<u>20</u>	<u>29</u>	<u>9</u>	<u>8</u>	<u>3</u>	<u>2</u>	<u>71</u>
Total	608	903	272	242	96	67	2,188
Owner Households							
Aged 62+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	237	294	88	79	31	22	751
\$15,000 - 25,000	258	316	96	85	34	23	811
\$25,000 - 35,000	202	257	78	69	28	19	653
\$35,000 - 50,000	203	263	80	70	28	19	662
\$50,000 - 75,000	173	224	68	60	24	17	566
\$75,000 - 100,000	63	82	25	22	9	6	206
\$100,000 - 150,000	86	118	36	32	12	9	292
\$150,000+	<u>23</u>	<u>31</u>	<u>10</u>	<u>8</u>	<u>3</u>	<u>3</u>	<u>77</u>
Total	1,244	1,584	479	425	169	118	4,019
Owner Households							
Aged 65+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	205	246	74	66	26	18	635
\$15,000 - 25,000	239	288	87	77	31	21	742
\$25,000 - 35,000	173	214	65	57	23	16	548
\$35,000 - 50,000	172	218	66	58	23	16	552
\$50,000 - 75,000	140	175	53	47	19	13	447
\$75,000 - 100,000	50	63	19	17	7	5	160
\$100,000 - 150,000	66	88	27	24	9	7	220
\$150,000+	<u>17</u>	<u>22</u>	<u>7</u>	<u>6</u>	<u>2</u>	<u>2</u>	<u>55</u>
Total	1,061	1,313	396	352	140	98	3,360

Sources: U.S. Bureau of the Census; Esri; Urban Decision Group

TABLE 10
**DISTRIBUTION OF INCOME
 BY HOUSEHOLD SIZE, TENURE AND AGE**
Manning PMA

Three-Year Projections - 2020

Renter Households							
Under Age 55 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	170	168	175	83	38	18	652
\$15,000 - 25,000	69	69	72	34	16	7	267
\$25,000 - 35,000	105	102	108	50	23	11	399
\$35,000 - 50,000	55	54	57	27	12	6	210
\$50,000 - 75,000	29	29	30	14	7	3	113
\$75,000 - 100,000	12	12	13	6	3	1	47
\$100,000 - 150,000	10	9	10	5	2	1	37
\$150,000+	2	2	2	1	0	0	6
Total	453	445	466	219	102	47	1,732
Renter Households							
Aged 55-64 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	151	24	25	12	6	3	221
\$15,000 - 25,000	44	5	3	1	1	1	55
\$25,000 - 35,000	57	9	9	4	2	1	82
\$35,000 - 50,000	12	3	3	1	1	0	20
\$50,000 - 75,000	6	1	1	1	0	0	9
\$75,000 - 100,000	3	1	1	0	0	0	5
\$100,000 - 150,000	5	1	1	0	0	0	7
\$150,000+	0	0	0	0	0	0	0
Total	278	44	43	19	10	5	402
Renter Households							
Aged 62+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	303	57	61	29	13	6	469
\$15,000 - 25,000	119	23	24	11	5	2	184
\$25,000 - 35,000	113	21	23	10	5	2	175
\$35,000 - 50,000	39	7	8	3	1	1	59
\$50,000 - 75,000	14	2	2	1	0	0	20
\$75,000 - 100,000	5	1	1	0	0	0	8
\$100,000 - 150,000	7	1	1	1	0	0	10
\$150,000+	0	0	0	0	0	0	1
Total	600	113	120	56	26	12	925
Renter Households							
Aged 65+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	258	50	54	25	11	5	403
\$15,000 - 25,000	131	28	12	5	5	2	183
\$25,000 - 35,000	96	18	20	9	4	2	149
\$35,000 - 50,000	23	4	7	3	1	1	39
\$50,000 - 75,000	10	2	2	1	0	0	15
\$75,000 - 100,000	4	1	1	0	0	0	6
\$100,000 - 150,000	6	1	1	1	0	0	9
\$150,000+	0	0	0	0	0	0	0
Total	528	104	97	44	21	10	807

Sources: U.S. Bureau of the Census; Esri; Urban Decision Group

**DISTRIBUTION OF INCOME
BY HOUSEHOLD SIZE, TENURE AND AGE
Manning PMA**

Three-Year Projections - 2020

Owner Households							
Under Age 55 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	49	101	30	26	10	11	228
\$15,000 - 25,000	50	104	31	27	10	11	233
\$25,000 - 35,000	74	153	45	39	15	17	344
\$35,000 - 50,000	112	230	68	59	23	26	517
\$50,000 - 75,000	158	325	96	83	33	37	732
\$75,000 - 100,000	62	128	38	33	13	14	289
\$100,000 - 150,000	56	115	34	30	12	13	260
\$150,000+	<u>32</u>	<u>66</u>	<u>19</u>	<u>17</u>	<u>7</u>	<u>7</u>	<u>148</u>
Total	594	1,222	362	314	123	136	2,751
Owner Households							
Aged 55-64 Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	110	145	43	37	15	16	366
\$15,000 - 25,000	64	84	25	22	8	9	213
\$25,000 - 35,000	105	137	40	35	14	15	346
\$35,000 - 50,000	107	140	41	36	14	16	354
\$50,000 - 75,000	115	151	45	39	15	17	381
\$75,000 - 100,000	45	59	17	15	6	7	150
\$100,000 - 150,000	71	93	28	24	9	10	235
\$150,000+	<u>21</u>	<u>27</u>	<u>8</u>	<u>7</u>	<u>3</u>	<u>3</u>	<u>69</u>
Total	637	837	247	215	84	93	2,114
Owner Households							
Aged 62+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	226	275	82	71	27	31	712
\$15,000 - 25,000	240	294	86	75	30	33	759
\$25,000 - 35,000	206	258	76	67	26	30	662
\$35,000 - 50,000	216	275	81	71	27	32	701
\$50,000 - 75,000	202	257	76	66	26	30	657
\$75,000 - 100,000	74	94	28	24	10	11	241
\$100,000 - 150,000	100	134	39	34	14	16	337
\$150,000+	<u>26</u>	<u>35</u>	<u>10</u>	<u>9</u>	<u>4</u>	<u>4</u>	<u>89</u>
Total	1,291	1,623	477	416	163	187	4,157
Owner Households							
Aged 65+ Years							
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5-Person Household	6+-Person Household	Total
\$0 - 15,000	193	232	69	60	23	26	603
\$15,000 - 25,000	221	269	79	69	27	30	696
\$25,000 - 35,000	175	217	64	56	22	25	558
\$35,000 - 50,000	184	233	69	60	23	27	595
\$50,000 - 75,000	168	212	63	54	21	25	543
\$75,000 - 100,000	60	76	23	19	8	9	195
\$100,000 - 150,000	79	106	31	27	11	13	267
\$150,000+	<u>20</u>	<u>27</u>	<u>8</u>	<u>7</u>	<u>3</u>	<u>3</u>	<u>69</u>
Total	1,101	1,373	405	351	137	158	3,525

Sources: U.S. Bureau of the Census; Esri; Urban Decision Group

TABLE 11
HOUSEHOLDS BY INCOME AND AGE
Manning PMA

Census 2000

Income	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75+ Years		
Less than \$15,000	153	335	431	579	475	653	533	3,159	30.8%
\$15,000 - 24,999	52	234	414	188	205	330	255	1,678	16.4%
\$25,000 - 34,999	55	211	267	276	242	184	65	1,300	12.7%
\$35,000 - 49,999	83	229	366	301	338	181	114	1,612	15.7%
\$50,000 - 74,999	10	206	257	464	289	130	115	1,471	14.3%
\$75,000 - 99,999	0	57	125	216	88	53	26	565	5.5%
\$100,000 - 149,999	0	20	56	59	102	38	4	279	2.7%
\$150,000 - 199,999	0	9	28	52	19	12	9	129	1.3%
\$200,000 and up	<u>0</u>	<u>4</u>	<u>0</u>	<u>37</u>	<u>16</u>	<u>12</u>	<u>0</u>	69	0.7%
Total	353	1,305	1,944	2,172	1,774	1,593	1,121	10,262	100.0%
Percent	3.4%	12.7%	18.9%	21.2%	17.3%	15.5%	10.9%	100.0%	

Source: U.S. Census Bureau

HOUSEHOLDS BY INCOME AND AGE
Manning PMA

Current Year Estimates - 2017

Income	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75+ Years		
Less than \$15,000	64	222	261	414	634	566	427	2,588	22.6%
\$15,000 - 24,999	60	135	178	184	287	524	386	1,754	15.3%
\$25,000 - 34,999	35	222	231	272	431	438	228	1,857	16.2%
\$35,000 - 49,999	41	208	204	285	399	428	168	1,733	15.1%
\$50,000 - 74,999	27	222	251	392	408	309	154	1,763	15.4%
\$75,000 - 99,999	12	82	111	145	158	118	48	674	5.9%
\$100,000 - 149,999	2	77	99	132	251	198	28	787	6.9%
\$150,000 - 199,999	1	14	22	39	32	25	6	139	1.2%
\$200,000 and up	<u>1</u>	<u>17</u>	<u>21</u>	<u>49</u>	<u>40</u>	<u>24</u>	<u>1</u>	153	1.3%
Total	243	1,199	1,378	1,912	2,640	2,630	1,446	11,448	100.0%
Percent	2.1%	10.5%	12.0%	16.7%	23.1%	23.0%	12.6%	100.0%	

Source: Esri

HOUSEHOLDS BY INCOME AND AGE
Manning PMA

Three-Year Projections - 2020

Income	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75+ Years		
Less than \$15,000	62	195	254	368	585	528	478	2,470	21.8%
\$15,000 - 24,999	54	116	168	162	260	479	386	1,626	14.3%
\$25,000 - 34,999	32	208	241	262	429	443	264	1,880	16.6%
\$35,000 - 49,999	37	203	209	278	382	452	194	1,756	15.5%
\$50,000 - 74,999	25	208	261	351	393	383	179	1,800	15.9%
\$75,000 - 99,999	13	77	116	130	154	144	58	693	6.1%
\$100,000 - 149,999	2	70	104	120	242	242	34	814	7.2%
\$150,000 - 199,999	1	13	23	35	31	31	7	141	1.2%
\$200,000 and up	<u>1</u>	<u>16</u>	<u>22</u>	<u>44</u>	<u>38</u>	<u>30</u>	<u>2</u>	152	1.3%
Total	227	1,105	1,399	1,751	2,516	2,732	1,601	11,332	100.0%
Percent	2.0%	9.8%	12.3%	15.5%	22.2%	24.1%	14.1%		

Source: Esri

HOUSEHOLDS BY INCOME AND AGE
Manning PMA

Projected Change - 2017 to 2020

Income	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75+ Years		
Less than \$15,000	-2	-27	-7	-46	-49	-38	51	-118	-4.5%
\$15,000 - 24,999	-6	-19	-10	-22	-27	-45	0	-128	-7.3%
\$25,000 - 34,999	-3	-14	10	-10	-2	5	36	23	1.2%
\$35,000 - 49,999	-4	-5	5	-7	-17	24	26	23	1.4%
\$50,000 - 74,999	-2	-14	10	-41	-15	74	25	37	2.1%
\$75,000 - 99,999	1	-5	5	-15	-4	26	10	19	2.8%
\$100,000 - 149,999	0	-7	5	-12	-9	44	6	27	3.4%
\$150,000 - 199,999	0	-1	1	-4	-1	6	1	2	1.3%
\$200,000 and up	<u>0</u>	<u>-1</u>	<u>1</u>	<u>-5</u>	<u>-2</u>	<u>6</u>	<u>1</u>	-1	-0.4%
Total	-16	-94	21	-161	-124	102	155	-116	-1.0%
Percent Change	-6.4%	-7.8%	1.5%	-8.4%	-4.7%	3.9%	10.7%		

Source: Esri

H. EMPLOYMENT

Total employment in Clarendon County averaged 11,580 people in 2007 and 12,144 in 2016, an increase of 4.6%. The annual unemployment rate for 2016 was 6.3% and 4.8%, in Clarendon County and the State of South Carolina, respectively. The unemployment rate has fluctuated over the past ten years, and the rate has typically been higher than the average for the State of South Carolina. The annual unemployment rate for Clarendon County peaked at 15.0% in 2009 and dropped to its lowest level of 5.6% in 2000. The December 2017 unemployment rate of 5.7% is one of the lowest rates reported for Clarendon County in the past ten years.

Year	Average Unemployment Rate				Employment
	Clarendon County	Santee-Lynches WIR	South Carolina	USA	Clarendon County
1995	8.8%	6.7%	5.2%	5.6%	10,673
1996	9.0%	6.9%	5.8%	5.4%	10,937
1997	8.5%	6.3%	4.6%	4.9%	11,349
1998	6.5%	5.3%	3.8%	4.5%	11,623
1999	7.3%	5.7%	4.3%	4.2%	12,182
2000	5.6%	4.5%	3.8%	4.0%	12,457
2001	7.6%	6.3%	5.2%	4.7%	11,718
2002	7.6%	6.8%	5.8%	5.8%	11,647
2003	8.9%	7.6%	6.9%	6.0%	11,683
2004	8.9%	7.6%	6.8%	5.5%	11,509
2005	9.7%	8.1%	6.7%	5.1%	11,508
2006	9.2%	7.7%	6.4%	4.6%	11,738
2007	8.4%	6.8%	5.7%	4.6%	11,580
2008	9.8%	8.0%	6.8%	5.8%	11,290
2009	15.0%	12.3%	11.2%	9.3%	10,840
2010	14.0%	12.7%	11.2%	9.6%	11,937
2011	14.5%	12.4%	10.6%	8.9%	11,661
2012	12.8%	10.9%	9.2%	8.1%	11,578
2013	10.3%	8.8%	7.6%	7.4%	11,660
2014	8.3%	7.3%	6.4%	6.2%	11,911
2015	7.7%	6.8%	6.0%	5.3%	12,064
2016	6.3%	5.7%	4.8%	4.9%	12,144
2017*	5.7%	5.1%	4.3%	3.9%	12,490
Clarendon County Employment				Percent Change 2007 - 2016	4.6%

*December 2017
Source: Labor Market Information - State of South Carolina; Not seasonally adjusted

TABLE 13
EMPLOYMENT TRENDS
 1995-2017

Clarendon County, South Carolina							Santee-Lynches WIR, South Carolina						
Year	Civilian Labor Force		Employment		Unemployment		Year	Civilian Labor Force		Employment		Unemployment	
	Average	% change	Average	% change	Average	% change		Average	% change	Average	% change	Average	% change
1995	11,699	-	10,673	-	1,026	-	1995	87,864	-	81,981	-	5,883	-
1996	12,016	2.7%	10,937	2.5%	1,079	5.2%	1996	89,678	2.1%	83,479	1.8%	6,199	5.4%
1997	12,405	3.2%	11,349	3.8%	1,056	-2.1%	1997	90,311	0.7%	84,639	1.4%	5,672	-8.5%
1998	12,428	0.2%	11,623	2.4%	805	-23.8%	1998	90,595	0.3%	85,831	1.4%	4,764	-16.0%
1999	13,136	5.7%	12,182	4.8%	954	18.5%	1999	92,357	1.9%	87,101	1.5%	5,256	10.3%
2000	13,189	0.4%	12,457	2.3%	732	-23.3%	2000	94,238	2.0%	89,975	3.3%	4,263	-18.9%
2001	12,678	-3.9%	11,718	-5.9%	960	31.1%	2001	91,203	-3.2%	85,422	-5.1%	5,781	35.6%
2002	12,600	-0.6%	11,647	-0.6%	953	-0.7%	2002	90,445	-0.8%	84,271	-1.3%	6,174	6.8%
2003	12,821	1.8%	11,683	0.3%	1,138	19.4%	2003	93,580	3.5%	86,457	2.6%	7,123	15.4%
2004	12,639	-1.4%	11,509	-1.5%	1,130	-0.7%	2004	94,682	1.2%	87,516	1.2%	7,166	0.6%
2005	12,742	0.8%	11,508	0.0%	1,234	9.2%	2005	96,485	1.9%	88,627	1.3%	7,858	9.7%
2006	12,929	1.5%	11,738	2.0%	1,191	-3.5%	2006	96,712	0.2%	89,283	0.7%	7,429	-5.5%
2007	12,641	-2.2%	11,580	-1.3%	1,061	-10.9%	2007	95,010	-1.8%	88,567	-0.8%	6,443	-13.3%
2008	12,511	-1.0%	11,290	-2.5%	1,221	15.1%	2008	94,142	-0.9%	86,596	-2.2%	7,546	17.1%
2009	12,756	2.0%	10,840	-4.0%	1,916	56.9%	2009	95,944	1.9%	84,149	-2.8%	11,795	56.3%
2010	13,881	8.8%	11,937	10.1%	1,944	1.5%	2010	93,388	-2.7%	81,548	-3.1%	11,840	0.4%
2011	13,640	-1.7%	11,661	-2.3%	1,979	1.8%	2011	93,514	0.1%	81,905	0.4%	11,609	-2.0%
2012	13,282	-2.6%	11,578	-0.7%	1,704	-13.9%	2012	92,866	-0.7%	82,772	1.1%	10,094	-13.1%
2013	13,001	-2.1%	11,660	0.7%	1,341	-21.3%	2013	91,809	-1.1%	83,688	1.1%	8,121	-19.5%
2014	12,996	0.0%	11,911	2.2%	1,085	-19.1%	2014	92,340	0.6%	85,609	2.3%	6,731	-17.1%
2015	13,073	0.6%	12,064	1.3%	1,009	-7.0%	2015	92,894	0.6%	86,566	1.1%	6,328	-6.0%
2016	12,967	-0.8%	12,144	0.7%	823	-18.4%	2016	93,009	0.1%	87,714	1.3%	5,295	-16.3%
2017*	13,245	2.1%	12,490	2.8%	755	-8.3%	2017*	92,157	-0.9%	87,445	-0.3%	4,712	-11.0%

*December 2017

Source: Labor Market Information - State of South Carolina; Not Seasonally Adjusted

In a distribution of employment for Clarendon County in Second Quarter 2017 there were three prominent industries; the largest category was Health Care and Social Assistance which accounted for 20.0% of the employment base. The second largest category was Retail Trade at 17.8%, followed by Educational Services at 12.0%. The Government categories combined (31.3%) contribute to a large share of employment as well. When reviewing the immediate site area, the healthcare and manufacturing categories comprise a high percentage of the employment base.

TABLE 14
DISTRIBUTION OF EMPLOYMENT
Clarendon County – South Carolina
2nd Quarter 2017

Category	Clarendon County		South Carolina	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	346	5.2%	11,435	0.6%
Mining, Quarrying, & Oil & Gas Extraction	-	-	1,695	0.1%
Utilities	-	-	17,692	0.9%
Construction	147	2.2%	102,585	5.0%
Manufacturing	468	7.0%	239,899	11.7%
Wholesale Trade	46	0.7%	72,516	3.5%
Retail Trade	1,186	17.8%	247,838	12.1%
Transportation & Warehousing	118	1.8%	71,556	3.5%
Information	23	0.3%	29,720	1.5%
Finance & Insurance	166	2.5%	69,110	3.4%
Real Estate & Rental & Leasing	13	0.2%	30,455	1.5%
Professional, Scientific, & Technical Services	85	1.3%	97,638	4.8%
Management of Companies & Enterprises	-	-	19,985	1.0%
Administrative & Support & Waste Mgmt Services	122	1.8%	161,513	7.9%
Educational Services	800	12.0%	170,952	8.4%
Health Care & Social Assistance	1,335	20.0%	266,209	13.0%
Arts, Entertainment, & Recreation	48	0.7%	35,430	1.7%
Accommodation & Food Services	749	11.2%	230,125	11.3%
Other Services (except Public Administration)	236	3.5%	52,450	2.6%
Public Administration	<u>769</u>	<u>11.5%</u>	<u>114,602</u>	<u>5.6%</u>
TOTAL, All Industries	6,659	100.0%	2,043,447	100.0%
Federal Government - Total, All Industries	61	0.9%	33,498	1.6%
State Government - Total, All Industries	373	5.6%	92,024	4.5%
Local Government - Total, All Industries	1,653	24.8%	224,338	11.0%
Private - Total, All Industries	4,573	68.7%	1,693,586	82.9%

Source: Labor Market Information - State of South Carolina

Several major employers exist within the greater City of Manning area, as follows:

Employer	# of Employees	Industry
McLeod Health Clarendon	800	Healthcare
Advanta Southeast	45	Manufacturing
Trimaco LLC	150	Manufacturing
Meritor	140	Manufacturing
Georgia Pacific	138	Manufacturing
Kent International Inc	100	Manufacturing
Edwards Wood Products	100	Manufacturing
Treleoni Group	54	Manufacturing
Select Laboratories	52	Research
Starflo Values	50	Manufacturing
Bank of Clarendon	50	Banking
City of Manning	n/a	Government
Clarendon County School District	n/a	Education
Piggly Wiggly of Manning Inc	n/a	Retail Trade
SC Department of Corrections	n/a	Government
Wal-Mart Associates Inc	n/a	Retail Trade

Sources: SC Department of Employment & Workforce, Central South Carolina Alliance

Additionally, the City of Manning and Clarendon County area development officials are trying to secure new employment opportunities for the area, specifically for the area industrial parks. Especially within the progressive nature of the City of Manning and Clarendon County officials, working with the private and public sectors to facilitate retention or expansion of jobs for the area. There are several active industrial parks within the immediate area of the proposed site.

As noted by the major employers, the employment bases and suppliers associated with government, manufacturing and medical services have a tremendous impact on the employment within the City of Manning market area. Interviews with local company officials and area governmental officials indicated that slight increases to the base employment will continue through last year. Several companies saw a turnaround with the nation's economic condition in 2017 improving the economy.

Within the immediate Manning area there has been only one company with any substantial change, while the stability of the economy and companies have been good. Most recently, ProBrass Inc., a startup firm specializing in the manufacturing and remanufacturing of rifle brass cartridge cases, has establishing operations in Clarendon County. The company has acquired a 144,000-square-foot facility located on 47 acres. The company is investing \$40 million in the facility, machinery and equipment, creating more than 70 new jobs in Summerton and Manning area. With machine designs for both the new manufacturing and remanufacturing of brass cartridge cases for small arms ammunition, ProBrass provides military standard, Sporting Arms and Ammunition Manufacturers Institute quality products. The company plans to sell its products through distributors specializing in consumer ammunition.

The majority of the Clarendon County area employment base is a combination of government, resort and medical businesses, as in the above-mentioned employers. The diversity within its employment base is enough to maintain the employment base. In fact, according to the 2012-2016 American Community Survey data, 52.4% of the county employment base worked outside the county, a high percentage. This is typical in communities with strong metropolitan areas having a diverse employment base offering competitive opportunities, including the City of Sumter. Additionally, the area transportation system combined with the location of nearby suburban communities is a function that will help maintain additional employment opportunities in other areas, while maintaining the City of Manning area as a viable housing alternative.

TABLE 15

**ANALYSIS OF
PLACE OF WORK**

Residents of Clarendon and Adjacent Counties in South Carolina

American Community Survey 2012-2016

County	Total Workforce Number	% Employed In County of Residence	% Employed Outside County of Residence	Mean Travel Time (in Minutes)
Berkeley	91,953	43.0%	57.0%	26.7
Calhoun	6,220	27.9%	72.1%	28.9
Clarendon*	10,996	47.6%	52.4%	29.8
Florence	58,222	83.3%	16.7%	22.9
Orangeburg	33,882	75.2%	24.8%	27.8
Sumter	43,422	79.8%	20.2%	22.4
Williamsburg	11,548	54.6%	45.4%	31.0

*SITE County

Source: U.S. Census Bureau, 2012-2016 American Community Survey 5-Year Estimates (Table S0801)

Second Quarter average weekly earnings for Clarendon County had a good increase of 5.2%; from \$562 per week in 2013 to \$591 per week in 2017. The largest gain in earnings was seen in the Arts, Entertainment and Recreation category, increasing 32.1% and averaging \$387 per week in Second Quarter 2017.

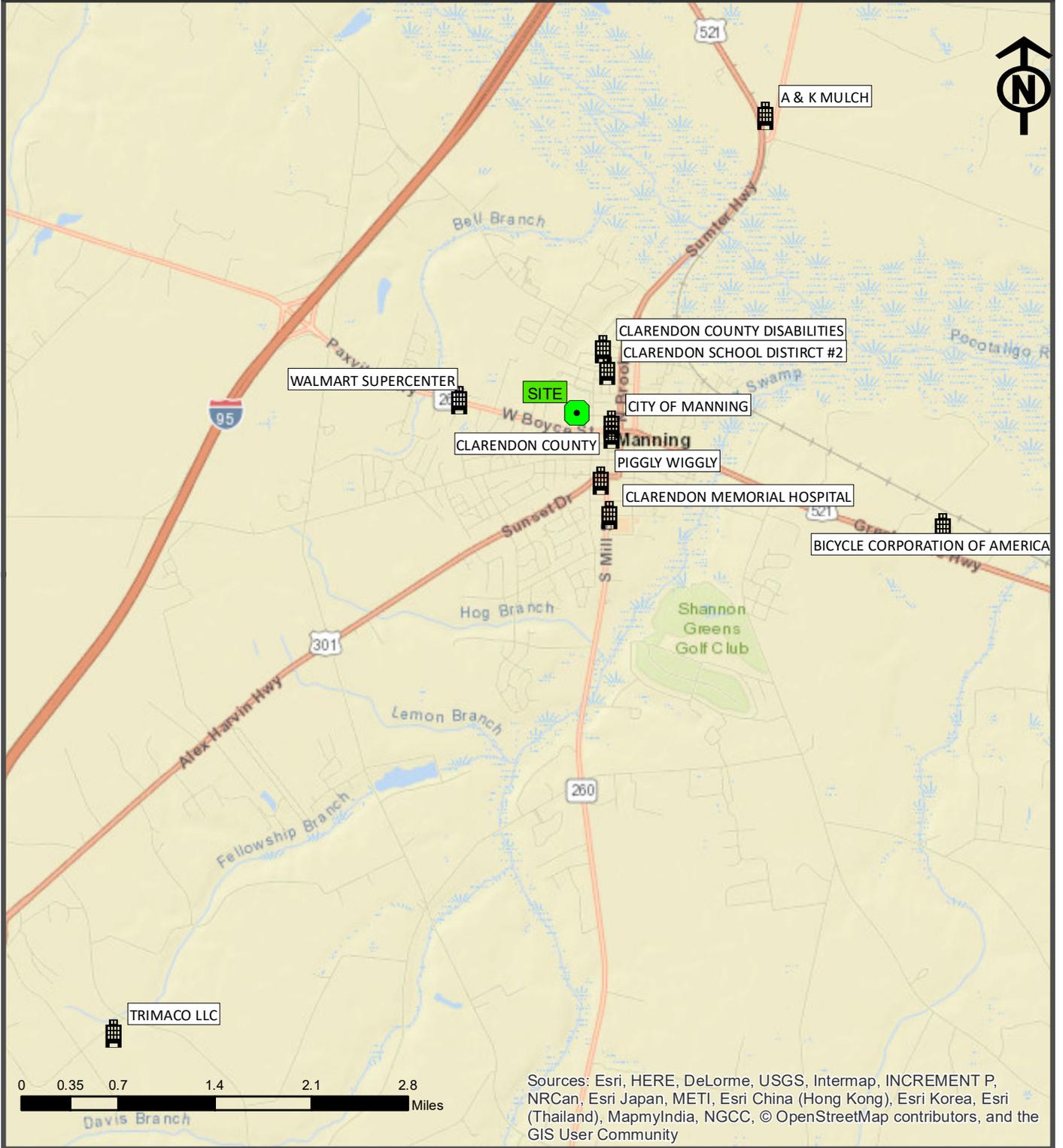
TABLE 16

AVERAGE WEEKLY EARNINGS
Clarendon County – South Carolina
2nd Quarter 2013 – 2nd Quarter 2017

Category	Clarendon County		% Change 2013-2017	South Carolina
	Average Wage 2013	Average Wage 2017		Average Wage 2017
Agriculture, Forestry, Fishing & Hunting	\$554	\$599	8.1%	\$669
Mining, Quarrying, & Oil & Gas Extraction	-	-	-	\$1,129
Utilities	\$337	-	-	\$1,503
Construction	\$658	\$752	14.3%	\$1,014
Manufacturing	\$564	\$584	3.5%	\$1,131
Wholesale Trade	\$506	\$636	25.7%	\$1,249
Retail Trade	\$446	\$497	11.4%	\$520
Transportation & Warehousing	\$774	\$964	24.5%	\$833
Information	\$552	\$597	8.2%	\$1,104
Finance & Insurance	\$694	\$710	2.3%	\$1,184
Real Estate & Rental & Leasing	\$550	\$475	-13.6%	\$823
Professional, Scientific, & Technical Services	\$1,224	\$1,245	1.7%	\$1,283
Management of Companies & Enterprises	-	-	-	\$1,469
Administrative & Support & Waste Mgmt Services	\$690	\$750	8.7%	\$652
Educational Services	\$717	\$836	16.6%	\$842
Health Care & Social Assistance	\$587	\$609	3.7%	\$933
Arts, Entertainment, & Recreation	\$293	\$387	32.1%	\$376
Accommodation & Food Services	\$225	\$242	7.6%	\$341
Other Services (except Public Administration)	\$323	\$354	9.6%	\$623
Public Administration	\$631	\$663	5.1%	\$857
TOTAL, All Industries - Average Weekly Wage	\$562	\$591	5.2%	\$834
Federal Government - Total, All Industries	\$847	\$1,082	27.7%	\$1,331
State Government - Total, All Industries	\$651	\$752	15.5%	\$910
Local Government - Total, All Industries	\$751	\$825	9.9%	\$844
Private - Total, All Industries	\$472	\$486	3.0%	\$819

Source: Labor Market Information - State of South Carolina

Manning, SC: Map of Major Employers



-  Site
-  Major Employers

I. CRIME ISSUES

The source for crime data is the FBI Uniform Crime Report (UCR). The FBI collects data from over 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The FBI's Uniform Crime Reporting (UCR) Program collects offenses that come to the attention of law enforcement for violent crime and property crime, as well as data regarding clearances of these offenses. In addition, the FBI collects auxiliary data about these offenses (e.g., time of day of burglaries). The expanded offense data also include trends in both crime volume and crime rate per 100,000 inhabitants. Finally, the UCR Program collects expanded homicide data which includes information about homicide victims and offenders, weapons used, the circumstances surrounding the offenses, and justifiable homicides.

The following information is the most current, as reported to the FBI:

2017 CRIME RISK

	ZIP Code 29102	Clarendon County	South Carolina
	<u>Number</u>	<u>Number</u>	<u>Number</u>
Personal Crime			
Murder	324	330	148
Rape	108	96	123
Robbery	140	122	80
Assault	301	260	161
TOTAL PERSONAL CRIME	238	207	134
Property Crime			
Burglary	212	190	140
Larceny	150	117	130
Motor Vehicle	148	125	120
TOTAL PROPERTY CRIME	163	133	131
Overall Crime Risk	172	142	131

Source: Applied Geographic Solutions; FBI Uniform Crime Report

Crime Risk is a block group and higher level geographic database consisting of a series of standardized indexes for a range of serious crimes against both persons and property. It is derived from an extensive analysis of several years of crime reports from the vast majority of law enforcement jurisdictions nationwide. The crimes include murder, rape, robbery, assault, burglary, larceny, and motor vehicle theft. These categories are the primary reporting categories used by the FBI in its Uniform Crime Report (UCR), with the exception of Arson, for which data is very inconsistently reported at the jurisdictional level.

In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately, as well as a total index. While this provides a useful measure of the relative “overall” crime rate in an area, it must be recognized that these are unweighted indexes, in that a murder is weighted no more heavily than a purse snatching in the computation. For this reason, caution is advised when using any of the aggregate index values.

V. HOUSING ANALYSIS

Information on building permits for Clarendon County has been reported back to 1990; however no single-family or multi-family starts have been reported for the City of Manning since 1994. In an analysis of multi-family housing starts by building permits since 2007, there has been sporadic multi-family construction permitted for Clarendon County. Between 2007 and 2016, there were 68 multi-family units authorized in Clarendon County, an average of 16.4 starts over the past ten years. Recent years have indicated non-existent growth activity in multi-family units to the City of Manning and minimal growth to the Clarendon County base.

Single-family housing starts accounted for a majority of the overall starts in Clarendon County. Since 2007, there have been single-family permits issued representing an average of 66.3 residences per year in Clarendon County. Between 2014 and 2016, single-family starts in the Clarendon County area have averaged 36.7 single-family units per year, a 44.7% decrease in activity.

Interviews with local building and zoning government officials indicated that many areas, within the City of Manning, have limited availability of zoned land appropriate for multi-family housing. The density range in the area has been from 6 to 12 units per acre, as prescribed in the zoning regulations. However, it should be noted, that while this land is vacant and zoned, not all the land is available for building.

Recent studies have indicated a net deficit of housing in Clarendon County, of which a portion would apply towards the City of Manning. However, because of the current lack of activity in building, both the single-family and multi-family permit activity, for the City of Manning, deficits have increased slightly in recent years in comparison to the previous ten-year period. Preliminary 2017 totals indicate a decrease in activity of building permits for multi-family residences in Clarendon County.

The following section has a summary of building permit activity for City of Manning and Clarendon County.

TABLE 17
HOUSING UNITS AUTHORIZED
City of Manning – Clarendon County – South Carolina
1990 - 2017

Year	City of Manning			Clarendon County		
	Total	Single-Family	Multi-Family	Total	Single-Family	Multi-Family
1990	17	17	0	142	142	0
1991	6	6	0	99	99	0
1992	7	7	0	133	101	32
1993	53	5	48	141	93	48
1994	5	5	0	166	97	69
1995	0	0	0	74	74	0
1996	0	0	0	84	84	0
1997	0	0	0	101	101	0
1998	0	0	0	205	165	40
1999	0	0	0	128	128	0
2000	0	0	0	109	109	0
2001	0	0	0	114	114	0
2002	0	0	0	117	117	0
2003	0	0	0	103	103	0
2004	0	0	0	126	122	4
2005	0	0	0	228	228	0
2006	0	0	0	167	167	0
2007	0	0	0	240	156	84
2008	0	0	0	111	105	6
2009	0	0	0	79	77	2
2010	0	0	0	70	68	2
2011	0	0	0	44	44	0
2012	0	0	0	51	49	2
2013	0	0	0	54	54	0
2014	0	0	0	97	41	56
2015	0	0	0	37	37	0
2016	0	0	0	44	32	12
2017*	0	0	0	0	0	0

*Preliminary through December 2017

Source: U.S. Department of Commerce, C-40 Const. Reports

Based on 2010 Census decennial data, the vacancy rate for rental units, regardless of age or condition, was 5.3% in the City of Manning and 10.4% in Clarendon County. The rental units surveyed included all rentals available whether in multi-family, single-family or mobile home structures, while the vacancies included the seasonal fluctuation of the market area. The vacancy rate for owned, non-rental units, again regardless of age or condition, was 4.2% in the City of Manning and 3.9% in Clarendon County.

TABLE 18
**VACANCY RATES
 AND
 HOUSING CONDITIONS**
City of Manning – Clarendon County – South Carolina
 Census 2010

	Manning		Clarendon County		South Carolina	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Total Housing Units	1,902	100.0%	17,467	100.0%	2,137,683	100.0%
Occupied Housing	1,684	88.5%	13,132	75.2%	1,801,181	84.3%
Owner Occupied	904	53.7%	9,802	74.6%	1,248,805	69.3%
Vacant for Sale	38	4.2%	383	3.9%	36,523	2.9%
Vacant Sold, Not Occupied	11	1.2%	72	0.7%	8,519	0.7%
Renter Occupied	780	46.3%	3,330	25.4%	552,376	30.7%
Vacant for Rent	41	5.3%	345	10.4%	92,758	16.8%
Rented, Not Occupied	1	0.1%	45	1.4%	3,957	0.7%
For Seasonal/Recreational/Occasional Use	19	1.0%	2,261	12.9%	112,531	5.3%
For Migrant Workers	0	0.0%	16	0.1%	370	0.017%
Other Vacant	108	5.7%	1,213	6.9%	81,844	3.8%
Total Vacancy Rate	11.5%		24.8%		15.7%	

**"Other Vacant" category includes those neither for sale nor for rent, usually unrentable or dilapidated.

Source: U.S. Census Bureau, 2010 Census Summary File 1

According to the 2012-2016 American Community Survey data approximately 95.4% of the owner-occupied housing units in the City of Manning are single-family detached or attached housing, compared to 59.8% in Clarendon County. Within the renter-occupied housing, the City of Manning has approximately 14.1% in 2 to 4 unit structures and 5.5% in structures of 20 units or more. The City of Manning has a total of 53.6% in renter-occupied detached units, somewhat more than Clarendon County at 43.7%.

TABLE 19
**HOUSING UNITS
 BY TYPE OF STRUCTURE**
City of Manning – Clarendon County – South Carolina
 American Community Survey 2012-2016

	Manning		Clarendon County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied Housing Units						
1 Unit, Detached	816	95.4%	5,840	59.2%	1,001,558	79.6%
1, Unit Attached	0	0.0%	62	0.6%	33,543	2.7%
2 Units	0	0.0%	0	0.0%	2,964	0.2%
3-4 Units	0	0.0%	0	0.0%	5,057	0.4%
5-9 Units	0	0.0%	12	0.1%	7,547	0.6%
10-19 Units	0	0.0%	28	0.3%	4,141	0.3%
20-49 Units	0	0.0%	28	0.3%	3,071	0.2%
50 or More Units	0	0.0%	0	0.0%	2,404	0.2%
Mobile Home	39	4.6%	3,898	39.5%	197,652	15.7%
Other	0	0.0%	0	0.0%	724	0.1%
TOTAL	855	100.0%	9,868	100.0%	1,258,661	100.0%
Renter-Occupied Housing Units						
1 Unit, Detached	392	53.6%	1,493	43.7%	199,205	34.3%
1, Unit Attached	32	4.4%	58	1.7%	22,498	3.9%
2 Units	17	2.3%	56	1.6%	35,560	6.1%
3-4 Units	86	11.8%	268	7.9%	44,278	7.6%
5-9 Units	144	19.7%	321	9.4%	71,159	12.3%
10-19 Units	20	2.7%	27	0.8%	53,796	9.3%
20-49 Units	40	5.5%	61	1.8%	32,246	5.6%
50 or More Units	0	0.0%	0	0.0%	21,917	3.8%
Mobile Home	0	0.0%	1,130	33.1%	99,109	17.1%
Other	0	0.0%	0	0.0%	612	0.1%
TOTAL	731	100.0%	3,414	100.0%	580,380	100.0%

Source: U.S. Census Bureau, American Community Survey 2012-2016 (Table B25032)

In 2016, the median gross rent for specified renter-occupied housing units was \$572 in the City of Manning, compared to \$584 in Clarendon County and \$811 for the State of South Carolina. The median gross rents for the City of Manning and Clarendon County increased 44.8% and 82.5%, respectively, from the median 2000 gross rents. It's interesting to note that approximately one-quarter (23.3%) of the units in the City of Manning are in the \$150 to \$299 price range, while Clarendon County has approximately one-fifth (18.4%) in the gross rent range of \$550 to \$699.

TABLE 20
**DISTRIBUTION OF
 GROSS RENT**
City of Manning – Clarendon County – South Carolina
 American Community Survey 2012-2016

GROSS RENT	Manning		Clarendon County		South Carolina	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Less than \$100	0	0.0%	0	0.0%	1,162	0.2%
\$100-\$149	0	0.0%	29	0.8%	2,320	0.4%
\$150-\$199	57	7.8%	124	3.6%	4,714	0.8%
\$200-\$249	72	9.8%	117	3.4%	8,924	1.5%
\$250-\$299	41	5.6%	129	3.8%	8,652	1.5%
\$300-\$349	28	3.8%	154	4.5%	9,352	1.6%
\$350-\$399	34	4.7%	188	5.5%	9,991	1.7%
\$400-\$449	27	3.7%	171	5.0%	12,938	2.2%
\$450-\$499	15	2.1%	171	5.0%	16,268	2.8%
\$500-\$549	4	0.5%	126	3.7%	23,081	4.0%
\$550-\$599	79	10.8%	175	5.1%	25,517	4.4%
\$600-\$649	53	7.3%	251	7.4%	31,115	5.4%
\$650-\$699	0	0.0%	201	5.9%	33,847	5.8%
\$700-\$749	44	6.0%	171	5.0%	35,105	6.0%
\$750-\$799	43	5.9%	127	3.7%	33,595	5.8%
\$800-\$899	25	3.4%	139	4.1%	65,528	11.3%
\$900-\$999	20	2.7%	170	5.0%	55,361	9.5%
\$1,000-\$1,249	23	3.1%	126	3.7%	79,724	13.7%
\$1,250-\$1,499	38	5.2%	54	1.6%	32,915	5.7%
\$1,500-\$1,999	24	3.3%	24	0.7%	25,236	4.3%
\$2,000 or More	0	0.0%	8	0.2%	11,778	2.0%
No Cash Rent	104	14.2%	759	22.2%	53,257	9.2%
TOTAL	731	100.0%	3,414	100.0%	580,380	100.0%
Median Rent - 2000	\$395		\$320		\$510	
Median Rent - 2012-2016	\$572		\$584		\$811	
Percent Change 2000 - 2016	44.8%		82.5%		59.0%	

Source: U.S. Census Bureau, Census 2000, American Community Survey 2012-2016 (Tables B25063, B25064)

In reference to the number of rent-overburdened households in 2016, the City of Manning had 213 households or 29.2% contributing 35% or more of their household income to gross rent. Therefore, approximately one-third of the income-qualified households in the City of Manning would be considered overburdened. In reference to the number of rent-overburdened households in Clarendon County, there were 994 households or 29.1% contributing 35% or more of their household income to gross rent. Therefore, approximately one-third of the income-qualified households in Clarendon County would be considered over-burdened.

TABLE 21
**DISTRIBUTION OF GROSS RENT
AS A PERCENTAGE OF
HOUSEHOLD INCOME**
City of Manning – Clarendon County – South Carolina
American Community Survey 2012-2016

	Manning		Clarendon County		South Carolina	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Less Than 10 Percent	22	3.0%	81	2.4%	19,394	3.3%
10 to 14 Percent	19	2.6%	286	8.4%	44,435	7.7%
15 to 19 Percent	25	3.4%	230	6.7%	66,504	11.5%
20 to 24 Percent	139	19.0%	411	12.0%	64,270	11.1%
25 to 29 Percent	97	13.3%	290	8.5%	56,742	9.8%
30 to 34 Percent	64	8.7%	253	7.4%	47,054	8.1%
35 to 39 Percent	18	2.5%	186	5.4%	34,991	6.0%
40 to 49 Percent	105	14.4%	172	5.0%	48,393	8.3%
50 Percent or More	150	20.5%	666	19.5%	130,387	22.5%
Not Computed	<u>92</u>	<u>12.6%</u>	<u>839</u>	<u>24.6%</u>	<u>68,210</u>	<u>11.8%</u>
TOTAL	731	100.0%	3,414	100.0%	580,380	100.0%

Source: U.S. Census Bureau, American Community Survey 2012-2016 (Table B25070)

According to the 2012-2016 American Community Survey data, none of the renter-occupied housing units within the City of Manning lack complete plumbing and/or kitchen facilities. In Clarendon County, 2.9% of the renter-occupied housing units lack complete plumbing facilities, while 0.4% lack kitchen facilities. The median number of rooms for the City of Manning and Clarendon County ranges from 5.8 to 5.9, approximately four bedrooms in owner-occupied units; and from 4.4 to 4.7 median rooms, or approximately two bedrooms in renter-occupied units.

TABLE 22
HOUSING QUALITY
City of Manning – Clarendon County – South Carolina
 American Community Survey 2012-2016

	Manning		Clarendon County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied Housing Units						
Lacking Plumbing Facilities	32	3.7%	61	0.6%	3,358	0.3%
Lacking Kitchen Facilities	0	0.0%	27	0.3%	3,827	0.3%
Number of Rooms						
Three or less	20	2.3%	390	4.0%	24,141	1.9%
Four	58	6.8%	1,022	10.4%	100,796	8.0%
Five	281	32.9%	2,536	25.7%	272,445	21.6%
Six or more	496	58.0%	5,920	60.0%	861,279	68.4%
TOTAL	855	100.0%	9,868	100.0%	1,258,661	100.0%
Median Rooms	5.8		5.9		6.3	
Renter-Occupied Housing Units						
Lacking Plumbing Facilities	0	0.0%	98	2.9%	3,364	0.6%
Lacking Kitchen Facilities	0	0.0%	12	0.4%	9,203	1.6%
Number of Rooms						
Three or less	169	23.1%	632	18.5%	108,152	18.6%
Four	229	31.3%	857	25.1%	168,633	29.1%
Five	247	33.8%	948	27.8%	153,572	26.5%
Six or more	86	11.8%	977	28.6%	150,023	25.8%
TOTAL	731	100.0%	3,414	100.0%	580,380	100.0%
Median Rooms	4.4		4.7		4.6	

* Rooms excluding bathrooms, porches, balconies, foyers, hallways or half-rooms

† Three rooms = 1 or less bedroom, Four rooms - 2 bedrooms, Five rooms - 3 bedrooms, etc.

Source: U.S. Census Bureau, American Community Survey 2012-2016

Mobility patterns from the 2012-2016 American Community Survey revealed that within the City of Manning area, 23.7% of the occupants in owner-occupied housing and 64.3% of the occupants in renter-occupied units have moved since 2010. For Clarendon County, the numbers were slightly lower with 18.1% of the occupants in owner-occupied units and 54.8% of the occupants in renter-occupied units having moved since 2010. In the City of Manning, the average occupancy period for renter-occupied housing was 7.4 years, as compared to 9.9 years in Clarendon County. The average occupancy period for owner-occupied housing was 22.2 years in the City of Manning and slightly shorter in Clarendon County at 19.1 years.

TABLE 23
**MOBILITY PATTERNS
 BY HOUSING UNIT**
 City of Manning – Clarendon County – South Carolina
 American Community Survey 2012-2016

	Manning		Clarendon County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied Housing Units						
Moved in 2015 or Later	9	1.1%	139	1.4%	30,546	2.4%
Moved in 2010-2014	193	22.6%	1,645	16.7%	226,990	18.0%
Moved in 2000-2009	192	22.5%	3,349	33.9%	471,743	37.5%
Moved in 1990-1999	135	15.8%	2,453	24.9%	249,397	19.8%
Moved in 1980-1989	138	16.1%	1,019	10.3%	122,192	9.7%
Moved in 1979 or earlier	<u>188</u>	<u>22.0%</u>	<u>1,263</u>	<u>12.8%</u>	<u>157,793</u>	<u>12.5%</u>
TOTAL	855	100.0%	9,868	100.0%	1,258,661	100.0%
Average Years	22.2		19.1		18.2	
Renter-Occupied Housing Units						
Moved in 2015 or Later	31	4.2%	220	6.4%	61,777	10.6%
Moved in 2010-2014	439	60.1%	1,654	48.4%	347,835	59.9%
Moved in 2000-2009	227	31.1%	1,077	31.5%	128,461	22.1%
Moved in 1990-1999	7	1.0%	194	5.7%	23,003	4.0%
Moved in 1980-1989	27	3.7%	135	4.0%	9,553	1.6%
Moved in 1979 or earlier	<u>0</u>	<u>0.0%</u>	<u>134</u>	<u>3.9%</u>	<u>9,751</u>	<u>1.7%</u>
TOTAL	731	100.0%	3,414	100.0%	580,380	100.0%
Average Years	7.4		9.9		7.2	

Source: U.S. Census Bureau, American Community Survey 2012-2016 (Table B25038)

The average age of householders in 2010 was 50.1 years for renter-occupied housing in the City of Manning, with 23.6% of the renter base below the age of 35. In Clarendon County, the average age of householders for renter-occupied housing was 48.4 years.

TABLE 24
**HOUSING UNITS
 BY AGE OF HOUSEHOLDER**
 City of Manning – Clarendon County – South Carolina
 Census 2010

	Manning		Clarendon County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied Housing Units						
Under 25 Years	11	1.2%	111	1.1%	17,132	1.4%
25 to 34 Years	78	8.6%	684	7.0%	127,978	10.2%
35 to 44 Years	88	9.7%	1,265	12.9%	208,648	16.7%
45 to 54 Years	173	19.1%	1,973	20.1%	271,475	21.7%
55 to 59 Years	100	11.1%	1,171	11.9%	138,407	11.1%
60 to 64 Years	114	12.6%	1,271	13.0%	139,143	11.1%
65 to 74 Years	188	20.8%	2,008	20.5%	200,422	16.0%
75 to 84 Years	108	11.9%	1,022	10.4%	111,323	8.9%
85 Years and Older	<u>44</u>	<u>4.9%</u>	<u>297</u>	<u>3.0%</u>	<u>34,277</u>	<u>2.7%</u>
TOTAL	904	100.0%	9,802	100.0%	1,248,805	100.0%
Average Age	58.8		57.7		54.9	
Renter-Occupied Housing Units						
Under 25 Years	47	6.0%	237	7.1%	71,339	12.9%
25 to 34 Years	137	17.6%	597	17.9%	139,948	25.3%
35 to 44 Years	120	15.4%	620	18.6%	107,375	19.4%
45 to 54 Years	189	24.2%	732	22.0%	96,611	17.5%
55 to 59 Years	58	7.4%	291	8.7%	37,837	6.8%
60 to 64 Years	60	7.7%	252	7.6%	29,875	5.4%
65 to 74 Years	95	12.2%	369	11.1%	35,816	6.5%
75 to 84 Years	50	6.4%	157	4.7%	21,381	3.9%
85 Years and Older	<u>24</u>	<u>3.1%</u>	<u>75</u>	<u>2.3%</u>	<u>12,194</u>	<u>2.2%</u>
TOTAL	780	100.0%	3,330	100.0%	552,376	100.0%
Average Age	50.1		48.4		43.5	

Source: U.S. Census Bureau, 2010 Census Summary File 1

In 2010, households with one or two people totaled 64.3% for owner-occupied units and 62.1% for renter-occupied units in the City of Manning. Clarendon County households with one or two people totaled 62.3% for units occupied by owners and 57.3% for units occupied by renters. The average number of persons per household in renter-occupied housing was 2.36 and 2.59 for the City of Manning and Clarendon County, respectively. For owner-occupied units, the average household size of 2.39 in the City of Manning is slightly larger compared to 2.52 in Clarendon County.

TABLE 25
**HOUSING UNITS
 BY PER PERSON**
 City of Manning – Clarendon County – South Carolina
 Census 2010

	Manning		Clarendon County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied Housing Units						
1-Person Household	253	28.0%	2,338	23.9%	289,689	23.2%
2-Person Household	328	36.3%	3,765	38.4%	477,169	38.2%
3-Person Household	154	17.0%	1,579	16.1%	210,222	16.8%
4-Person Household	104	11.5%	1,184	12.1%	164,774	13.2%
5-Person Household	36	4.0%	550	5.6%	69,110	5.5%
6-Person Household	16	1.8%	227	2.3%	24,016	1.9%
7-Person Household	<u>13</u>	<u>1.4%</u>	<u>159</u>	<u>1.6%</u>	<u>13,825</u>	<u>1.1%</u>
TOTAL	904	100.0%	9,802	100.0%	1,248,805	100.0%
AVERAGE	2.39		2.52		2.51	
Renter-Occupied Housing Units						
1-Person Household	299	38.3%	1,088	32.7%	188,205	34.1%
2-Person Household	186	23.8%	819	24.6%	146,250	26.5%
3-Person Household	132	16.9%	561	16.8%	93,876	17.0%
4-Person Household	85	10.9%	425	12.8%	67,129	12.2%
5-Person Household	54	6.9%	249	7.5%	33,904	6.1%
6-Person Household	14	1.8%	118	3.5%	13,817	2.5%
7-Person Household	<u>10</u>	<u>1.3%</u>	<u>70</u>	<u>2.1%</u>	<u>9,195</u>	<u>1.7%</u>
TOTAL	780	100.0%	3,330	100.0%	552,376	100.0%
AVERAGE	2.36		2.59		2.45	

Source: U.S. Census Bureau, 2010 Census Summary File 1

A review of the cost burden analysis for the City of Manning and Clarendon County indicates a majority of the households have cost burdens of less than 30% in both owner-occupied and renter-occupied households. However, it should be noted that approximately 14.7% of the renter households in the City of Manning and 18.7% in Clarendon County have cost burdens exceeding 50%. Cost burden is the ratio of housing costs to household income. For renters, housing cost is gross rent (contract rent plus utilities). For owners, housing cost is "select monthly owner costs", which includes mortgage payment, utilities, association fees, insurance, and real estate taxes.

TABLE 26
**HOUSING COST BURDEN
 BY PERCENTAGE**
City of Manning – Clarendon County – South Carolina
 CHAS 2009-2013 American Community Survey

	Manning		Clarendon County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied Housing Units						
Cost Burden <=30%	585	65.4%	6,950	75.1%	926,950	75.4%
Cost Burden >30% to <=50%	145	16.2%	1,190	12.9%	170,075	13.8%
Cost Burden >50%	150	16.8%	1,010	10.9%	119,900	9.7%
Cost Burden not available	<u>15</u>	<u>1.7%</u>	<u>105</u>	<u>1.1%</u>	<u>13,265</u>	<u>1.1%</u>
TOTAL	895	100.0%	9,255	100.0%	1,230,190	100.0%
Renter-Occupied Housing Units						
Cost Burden <=30%	300	46.5%	1,940	56.3%	287,940	52.3%
Cost Burden >30% to <=50%	125	19.4%	540	15.7%	117,045	21.3%
Cost Burden >50%	95	14.7%	645	18.7%	126,835	23.1%
Cost Burden not available	<u>125</u>	<u>19.4%</u>	<u>320</u>	<u>9.3%</u>	<u>18,260</u>	<u>3.3%</u>
TOTAL	645	100.0%	3,445	100.0%	550,080	100.0%

Source: huduser.gov - Comprehensive Housing Affordability Strategy data, 2009-2013 ACS

VI. MODERN APARTMENT SURVEY

A. RENTAL MARKET

The following information and analysis is data collected from a field survey of the modern apartments in the Manning Primary Market Area in February 2018 by David Meier, a field analyst with National Land Advisory Group. Every family and senior, market-rate and LIHTC apartment development with 12-units (+/-) or more were surveyed by age, unit amenities, square feet (when available), vacancies, rents, utilities, deposits, project amenities and tenant mix. The collected data includes the following:

- ◆ A distribution of both market rate and government subsidized developments by unit mix and vacancy.
- ◆ An analysis of apartment building trends, which includes the number of units, percent distribution, cumulative units, and vacancy rate by year built.
- ◆ A rent and vacancy analysis for studio, 1, 2, 3 and 4 bedroom units, which contains a distribution of units and vacancies by net rent ranges, when available.
- ◆ A project information analysis on each project, listed individually.
- ◆ There are some duplexes in the market area that have not been included in this survey analysis.
- ◆ The project rating given to each apartment development surveyed is a direct relationship between the physical characteristics and three common variables found at each development: unit amenities, development amenities and physical appearance (subjective in nature). For reference, the analysis will summarize these factors to a total of 1 to 10, with 1 being low quality and 10 being an excellent quality rating.

- ◆ The following is a breakdown of the surveyed developments:

TABLE 27

**DISTRIBUTION OF
MARKET RATE, TAX CREDIT AND GOVERNMENT SUBSIDIZED
APARTMENT UNITS AND VACANCIES
Manning, South Carolina PMA
February 2018**

<u>MARKET RATE</u>	<u>UNITS</u>		<u>VACANCIES</u>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Studio	-	-	-	-
One-Bedroom	8	13.3%	1	12.5%
Two-Bedroom	40	66.7%	1	2.5%
Three-Bedroom	8	13.3%	1	12.5%
Four-Bedroom	<u>4</u>	<u>6.7%</u>	<u>0</u>	0.0%
TOTAL	60	100.0%	3	5.0%

<u>TAX CREDIT</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Studio	-	-	-	-
One-Bedroom	16	13.4%	0	0.0%
Two-Bedroom	59	49.6%	0	0.0%
Three-Bedroom	40	33.6%	0	0.0%
Four-Bedroom	<u>4</u>	<u>3.4%</u>	<u>0</u>	0.0%
TOTAL	119	100.0%	0	0.0%

<u>GOVERNMENT SUBSIDIZED</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Studio	8	1.8%	0	0.0%
One-Bedroom	186	41.2%	3	1.6%
Two-Bedroom	178	39.4%	0	0.0%
Three-Bedroom	72	15.9%	0	0.0%
Four-Bedroom	<u>8</u>	<u>1.8%</u>	<u>0</u>	0.0%
TOTAL	452	100.0%	3	0.7%

- ◆ The Manning market area consists of market-rate, LIHTC and government subsidized rental housing units. Approximately 9.5% of the units are market-rate with a low vacancy rate of 5.0%. Approximately 18.9% of the units are under the LIHTC program and 71.6% are under a government subsidized program, both with a vacancy rates of 1.0% or less.

- ◆ The Manning area had minimal construction of units built before 1980, representing approximately 15.8%. The majority of the units were built between 1980 and 1999. The most recent units were built in 2015, representing 7.6% of the rental unit base surveyed.
- ◆ The Manning area has had an average annual release of 4.8 units over the past ten years.

TABLE 28

MULTI-FAMILY CONSTRUCTION TRENDS
Manning, South Carolina PMA
1970-2018

<u>YEAR OF PROJECT OPENING</u>	<u>NUMBER OF UNITS</u>	<u>PERCENT DISTRIBUTION</u>	<u>CUMULATIVE UNITS</u>
Before 1970	-	-	-
1970 – 1974	52	8.2%	52
1975 – 1979	48	7.6%	100
1980 – 1984	144	22.8%	244
1985 – 1989	-	-	244
1990 – 1994	154	24.4%	398
1995 – 1999	114	18.1%	512
2000 – 2004	39	6.2%	551
2005	-	-	551
2006	32	5.1%	583
2007	-	-	583
2008	-	-	583
2009	-	-	583
2010	-	-	583
2011	-	-	583
2012	-	-	583
2013	-	-	583
2014	-	-	583
2015	48	7.6%	631
2016	-	-	631
2017	-	-	631
<u>2018</u>	<u>-</u>	<u>-</u>	<u>631</u>
TOTAL	631	100.0%	

AVERAGE ANNUAL RELEASE OF UNITS: 2009-2018

4.8

- ◆ The following is a distribution of market-rate and LIHTC unit net rents. Net rents for market rate units include water, sewer, and trash removal. The adjusted net rent is determined by subtracting the owner-paid utilities such as gas, electric, heat and cable TV from the quoted rents, as well as adding tenant-paid water, sewer, and trash removal.

TABLE 29

**RENT AND VACANCY ANALYSIS
ONE-BEDROOM MARKET RATE & LIHTC UNITS
Manning, South Carolina PMA
February 2018**

<u>Net Rent</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
\$460	8	33.3%	1	12.5%
\$360	16	66.7%	0	0.0%
TOTAL	24	100.0%	1	4.2%

MEDIAN RENT: \$360

TABLE 30

**RENT AND VACANCY ANALYSIS
TWO-BEDROOM MARKET RATE & LIHTC UNITS
Manning, South Carolina PMA
February 2018**

<u>Net Rent</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
\$525 - \$534	54	54.5%	1	1.9%
\$409 - \$438	35	35.4%	0	0.0%
\$347	10	10.1%	0	0.0%
TOTAL	99	100.0%	1	1.0%

MEDIAN RENT: \$526

TABLE 31

**RENT AND VACANCY ANALYSIS
THREE-BEDROOM MARKET RATE & LIHTC UNITS
Manning, South Carolina PMA
February 2018**

Net Rent	TOTAL UNITS		VACANCIES	
	Number	Percent	Number	Percent
\$603 - \$675	16	33.3%	1	6.3%
\$465 - \$494	20	41.7%	0	0.0%
\$375	<u>12</u>	<u>25.0%</u>	<u>0</u>	<u>0.0%</u>
TOTAL	48	100.0%	1	2.1%

MEDIAN RENT: \$482

TABLE 32

**RENT AND VACANCY ANALYSIS
FOUR-BEDROOM MARKET RATE & LIHTC UNITS
Manning, South Carolina PMA
February 2018**

Net Rent	TOTAL UNITS		VACANCIES	
	Number	Percent	Number	Percent
\$675	4	50.0%	0	0.0%
\$545	<u>4</u>	<u>50.0%</u>	<u>0</u>	<u>0.0%</u>
TOTAL	8	100.0%	0	0.0%

MEDIAN RENT: \$545

- ◆ The Manning area median rents are \$360 for a one-bedroom unit, \$526 for a two-bedroom unit, \$482 for a three-bedroom unit and \$545 for a four-bedroom unit.
- ◆ The Manning area has no specific market-rate senior-orientated developments. However, several of the area developments have a senior base of tenants in the units, including four government developments and one LIHTC development. The other surveyed government subsidized, LIHTC and market-rate developments are family-orientated.

- ◆ The vacancies for senior and family-orientated units are somewhat low in the market area, with a majority of the developments having a 97% or greater occupancy rate.
- ◆ Interviews were conducted with apartment community managers, Realtors and property owners regarding the rent ranges of rental units scattered throughout the Manning area. There are some rental units located in the Manning area which are not part of the traditional apartment communities. In a review of these housing alternatives within the Manning market area, it was noted that there are several alternative rentals, including duplexes, triplexes, units above commercial store fronts and single-family residences.
- ◆ The following is an estimation of the rents for these types of facilities:

Studio	\$250 - \$350
One-Bedroom	\$300 - \$500
Two-Bedroom	\$450 - \$675
Three-Bedroom	\$600 - \$800

- ◆ The following is the modern apartment survey; a summary of this survey has been included in the conclusion section of this report.

B. LOW-INCOME HOUSING TAX CREDIT PROJECTS

- ◆ Under the South Carolina SHFDA guidelines, eight developments within the Manning market area have received LIHTC allocations since 2000 and have been included in this analysis, if within our market area. The following are the LIHTC developments:

DEVELOPMENT	YEAR	TYPE	UNITS
Clarendon Court (#2) *	1994	Family	40
Kensington Pointe (#3)	2015	Family	48
Lakebrook (#4)	2002	Family	39
Manning Gardens (#5) *	1972	Family	52
Manning Place (#6) *	1994	Senior	40
Manning Lane (#8) *	1993	Family	42
Walnut Village (#10) *	1997	Senior	24
Ashton Trace (13)	2006	Senior	32

* Additional government subsidies

- ◆ All of these senior and family LIHTC developments, which have been included within our field survey section; are inside the Manning PMA.
- ◆ Overall, the five family developments contain 221 LIHTC units, of which there are 2 vacant or a 99.1% occupancy rate. Several of the LIHTC developments contain additional government subsidies in either RDA or HUD subsidy. The three senior developments consist of 96 units and 1 vacancy for 99.0% occupancy.

C. PUBLIC HOUSING AGENCY SURVEY

- ◆ Interviews were conducted with staff members at the South Carolina State Housing Finance Authority area which covers the HUD programs for the counties of Clarendon, Colleton, Dorchester, Fairfield, Kershaw, Lee and Lexington. The SCSHFA oversees the subject county (Clarendon County) and the City of Manning.
- ◆ An interview with Ron Phillips and staff at the South Carolina Housing Finance Agency #3 office indicated that they have allocated over 167 households in the Section 8 Certificate and Voucher programs for Clarendon County, of which a

majority are leased. Additionally, an interview with the SCHFA office staff indicated that there are over 90 family and senior (one-bedroom) participants on a waiting list for housing. The list has been screened to include only qualified individuals and families.

- ◆ The general consensus is the demand for affordable senior housing is great in Clarendon County. When told this proposed development will be for senior housing, the authority was receptive to the idea, noting such a development might fill a specific demand for the waiting list in the market.

D. PLANNED OR PROPOSED DEVELOPMENT

According to local governmental officials, no other rental developments have submitted formal plans for development for the subject site area of the City of Manning.

E. AREA INTERVIEWS

In conducting the field analysis of the rental housing market in the City of Manning, South Carolina, interviews were conducted with an array of government officials, the Chamber of Commerce, several realtors, the Housing Authority and some of the apartment managers. Telephone interviews were conducted and updated over a period of time from February 1, 2018 thru March 5, 2018. A visit to the site and to the comparable rental properties was made during the week of February 19, 2018.

Stella, the manager of Wisteria Way Apartments (803-258-3403), a senior development, was interviewed. Stella indicated a further need for affordable housing, especially for the senior population. She noted her waiting list has twelve people on it and has had twelve for "quite a while", even after purging. When asked for apartments that might have availability, she said all the ones she could think of all had extensive waiting lists. She noted she receives weekly calls from senior individuals searching for rental housing, like the Wisteria Way Apartments.

Carolyn Allen, the manager of Westwood Apartments (803-435-8592) was interviewed February 11th. When asked about the potential for additional senior affordable rental housing in Manning, she got very excited and said Manning was certainly in need of more senior housing. She mentioned that the development's wait list indicates a need for additional housing. She also noted that almost every day she gets calls from seniors looking for one-bedroom units. She estimates over 90% of phone inquiries are from senior individuals. She thinks new senior-oriented apartments would be easily absorbed into the Manning/Clarendon County market. She would like to see a complex built that would keep a resident manager to maintain a "hands on" management style. According to Ms. Allen, many apartment communities have absentee managers or are managed from afar and let the property slip into disrepair and attract less than honorable tenants. Westwood Apartments is a HUD property and very well maintained by Ms. Allen. At first glance this appears to be a market-rate community filled with greenery, a pothole-free parking lot and driveway, and was very clean – a testament to Ms. Allen's hands-on approach to management style. She would like to see the same in a new complex.

Tammy, the manager of Manning Gardens Apartments (803-435-2717) was asked for her assessment on the condition of the rental housing market in Clarendon County. Tammy agrees with the previous remarks and added that the City of Manning is not a town of transient residents. Most residents grew up there and do not plan on leaving. Many seniors are looking for a stable, safe and clean community in which to live, and that to them is Manning. They want to live in apartments offering the same amenities and safety.

During the visit to Manning, no signs of any new infrastructure, repairs or additions were noted. This would include new roads and or water/sewer lines, landscaping or any other beautification projects. However, because of the minimal major transportation routes, traffic is always congested.

Contact was made with Mr. Ron Phillips (803-896-8888) of the South Carolina Housing Finance Agency office. The general consensus is the demand for affordable senior and family housing is great for Clarendon County. When told this proposed development will

be new construction for senior housing, the authority was receptive to the idea noting such a development will continue to fill a specific demand for the waiting list in the market. Additionally he noted the convenience of the location to amenities as a positive for this housing type.

F. COMPARABLE PROPERTIES AND ACHIEVABLE RENTS

In a review of comparable properties and achievable rent adjustments in the Manning Primary Market Area, it was noted that there is only one family development, with some senior tenant base, that would be considered as most comparable to the product. Therefore, we expanded our comparable properties search to include nearby communities. We located two family products that have a good percentage of senior households in the City of Sumter, South Carolina. The following is a review of this development and rent adjustments to the proposed subject site.

Project #	Name	# Units	Occupancy	Type	Year
1.	Cambridge Court	60	95.0%	MR	1999
Sumter	Piedmont Plantation	252	99.0%	MR	2007
Sumter	Companion at Carter Mill	144	98.0%	MR	2001

As noted, within the three competitive developments, a total of 456 market-rate units exist with 11 vacant units or an overall 97.6% occupancy rate.

The rent comparisons for the competitive analysis were based on the following: building structure, year built or renovated, overall quality rating, area/neighborhood rating, square footage, number of bathrooms, appliances, unit amenities, project amenities, utilities, on-site management, furnished units, etc. (see Rent Comparison Chart):

RENT ADJUSTMENTS			
Project #	Name	One-Bedroom	Two-Bedroom
1.	Cambridge Court	\$664	\$734
Sumter	Piedmont Plantation	\$839	\$881
Sumter	Companion at Carter Mill	\$812	\$889
Average (Net)		\$772	\$835
Subject Site (60%)		\$452	\$530

It should be noted that the average of the achievable comparable net one-bedroom unit is \$772, somewhat higher than the adjusted proposed \$452 (60% AMI) average net rent. The proposed one-bedroom rent represents 58.5% of the average comparable one-bedroom rent in the market area. It should be noted that the average of the achievable comparable net two-bedroom unit is \$835, somewhat higher than the adjusted proposed \$530 (60% AMI) average net rent. The proposed two-bedroom rent represents 63.5% of the average comparable two-bedroom rent in the market area. When reviewing the comparable developments, the proposed rents are within the appropriate rent differentials. Therefore, based on the current existing rental market, the proposed development would be a value in the market area.

Rent Comparability Grid

Unit Type →

ONE

Subject		Comp #1		Comp #2		Comp #3	
Project Name		Cambridge Court		Piedmont Plantation		Companion at Carter Mill	
Street Address		211 Dickson Street		3250 Carter Road		1375 Companion Court	
City County		Manning		Sumter		Sumter	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$460		\$779		\$735	
2	Date Last Leased (mo/yr)						
3	Rent Concessions						
4	Occupancy for Unit Type	88%		97%		99%	
5	Effective Rent & Rent/ sq. ft	\$460	0.68	\$779	0.81	\$735	1.06
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>							
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	2		3		3	
7	Yr. Built/Yr. Renovated	2020	\$42	2007	\$26	2001	\$38
8	Condition /Street Appeal	E	\$10	G		G	
9	Neighborhood	E	\$5	G		G	
10	Same Market? Miles to Subj	G		G		G	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	Adj	Data	\$ Adj
11	# Bedrooms	1		1		1	
12	# Baths	1		1		1	
13	Unit Interior Sq. Ft.	757	\$8	838	(\$9)	695	\$6
14	Balcony/ Patio	X	\$5	X		X	
15	AC: Central/ Wall	X		X		X	
16	Range/ refrigerator	XX		XX		XX	
17	Microwave/ Dishwasher	X	\$7	XX	(\$5)	X	
18	Washer/Dryer Hook-up	X	\$10	X		X	
19	Washer/Dryer						
20	Floor Coverings	X	\$10	X		X	
21	Window Coverings	X	\$10	X		X	
22	Cable/ Satellite/Internet						
23	Special Features	X	\$10		\$10		\$10
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)					S-G	
25	Extra Storage	X	\$5		\$5		\$5
26	Security	X	\$10		\$10		\$10
27	Clubhouse/ Meeting Rooms	XXX	\$18	XXX		XXX	
28	Pool/ Recreation Areas	XX	\$14	XXX	(\$7)	XXX	(\$7)
29	Laundry Room	X		X	\$15	X	
30	On Site Mgmt Office	X	\$15	X		X	
31	Other	X	\$10		\$10		\$10
32	Neighborhood Networks	X	\$5		\$5		\$5
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	T-E		T-E		T-E	
34	Cooling (in rent?/ type)	T-E		T-E		T-E	
35	Cooking (in rent?/ type)	T-E		T-E		T-E	
36	Hot Water (in rent?/ type)	T-E		T-E		T-E	
37	Other Electric						
38	Cold Water/ Sewer	L	\$10	L		L	
39	Trash /Recycling	L		L		L	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	17		7	3	7	1
41	Sum Adjustments B to D	\$194		\$81	(\$21)	\$84	(\$7)
42	Sum Utility Adjustments	\$10					
		Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$204	\$204	\$60	\$102	\$77	\$91
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$664		\$839		\$812	
45	Adj Rent/Last rent		144%		108%		110%
46	Estimated Market Rent	\$772	\$1.02 ←	Estimated Market Rent/ Sq. Ft			

Appraiser's Signature

Date

Attached are explanations of :

a. why & how each adjustment was made
b. how market rent was

Rent Comparability Grid

Unit Type →

TWO

Subject		Comp #1		Comp #2		Comp #3	
Project Name		Cambridge Court		Piedmont Plantation		Companion at Carter Mill	
Street Address		211 Dickson Street		3250 Carter Road		1375 Companion Court	
City County		Manning		Sumter		Sumter	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$525		\$829		\$835	
2	Date Last Leased (mo/yr)						
3	Rent Concessions						
4	Occupancy for Unit Type	98%		99%		99%	
5	Effective Rent & Rent/ sq. ft	\$525	0.6	\$829	0.81	\$835	0.82
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>							
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	2		3		3	
7	Yr. Built/Yr. Renovated	2020	\$42	2007	\$26	2001	\$38
8	Condition /Street Appeal	E	\$10	G		G	
9	Neighborhood	E	\$5	G		G	
10	Same Market? Miles to Subj			G		G	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	Adj	Data	\$ Adj
11	# Bedrooms	2		2		2	
12	# Baths	1		2	(\$10)	2	(\$10)
13	Unit Interior Sq. Ft.	967	\$8	1023	(\$7)	1015	(\$7)
14	Balcony/ Patio	X	\$5	X		X	
15	AC: Central/ Wall	X		X		X	
16	Range/ refrigerator	XX		XX		XX	
17	Microwave/ Dishwasher	X	\$7	XX	(\$5)	X	
18	Washer/Dryer Hook-up	X	\$10	X		X	
19	Washer/Dryer						
20	Floor Coverings	X	\$10	X		X	
21	Window Coverings	X	\$10	X		X	
22	Cable/ Satellite/Internet						
23	Special Features	X	\$10		\$10		\$10
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)					S-G	
25	Extra Storage	X	\$5		\$5		\$5
26	Security	X	\$10		\$10		\$10
27	Clubhouse/ Meeting Rooms	XXX	\$18	XXX		XXX	
28	Pool/ Recreation Areas	XX	\$14	XXX	(\$7)	XXX	(\$7)
29	Laundry Room	X		X	\$15	X	
30	On Site Mgmt Office	X	\$15	X		X	
31	Other	X	\$10		\$10		\$10
32	Neighborhood Networks	X	\$5		\$5		\$5
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	T-E		T-E		T-E	
34	Cooling (in rent?/ type)	T-E		T-E		T-E	
35	Cooking (in rent?/ type)	T-E		T-E		T-E	
36	Hot Water (in rent?/ type)	T-E		T-E		T-E	
37	Other Electric						
38	Cold Water/ Sewer	L	\$15	L		L	
39	Trash /Recycling	L		L		L	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	17		7	4	6	3
41	Sum Adjustments B to D	\$194		\$81	(\$29)	\$78	(\$24)
42	Sum Utility Adjustments	\$15					
		Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$209	\$209	\$52	\$110	\$54	\$102
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$734		\$881		\$889	
45	Adj Rent/Last rent		140%		106%		106%
46	Estimated Market Rent	\$835	\$0.86 ←	Estimated Market Rent/ Sq. Ft			

Appraiser's Signature

Date

Attached are explanations of :

a. why & how each adjustment was made
b. how market rent was



NATIONAL LAND ADVISORY GROUP

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APARTMENT FIELD SURVEY

INDIVIDUAL SUMMARY

PROJECT DESCRIPTION AND INFORMATION
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Address	City, State	Phone Number	Contact	Year Built	Project Type	Quality Rating	Total Units	Total Vacant	Percent Occupied
1	Cambridge Court	211 Dickson St	Manning, SC	(803) 435-8786	Nikia	1999	MR	7.0	60	3	95.0%
2	Clarendon Court	12 Annie Tindal Rd	Summerton, SC	(803) 485-2318	Felicia	1994	LIHTC / Gov't	7.5	40	2	95.0%
3	Kensington Pointe	201 Kensington Circle	Manning, SC	(803) 435-9580	Bobbi	2015	LIHTC	8.5	48	0	100.0%
4	Lakebrook	3020 Raccoon Rd	Manning, SC	(803) 473-9355	Terry	2002	LIHTC	7.0	39	0	100.0%
5	Manning Gardens	214 Alfred Henry St	Manning, SC	(803) 435-2717	Tammy	1972	LIHTC / Gov't	7.0	52	0	100.0%
6	Mannington Place	625 S. Mill St	Manning, SC	(803) 435-2751	Albertha (RDA)	1994	LIHTC / Gov't	7.5	40	1	97.5%
7	Village St. Claire	201 Hospital St	Manning, SC	(803) 435-4081	Albertha (RDA)	1984	Gov't	6.5	48	0	100.0%
8	Manning Lane	300 E. South St	Manning, SC	(803) 435-4492	Miss Singletary	1993	LIHTC / Gov't	6.5	42	0	100.0%
9	Westwood	1028 Westwood Dr	Manning, SC	(803) 435-8592	Carolyn Allen	1978	Gov't	7.0	48	0	100.0%
10	Walnut Village	220 Bradham Ave	Manning, SC	(803) 435-2897	Boyd Mgmt (Sarah)	1997	LIHTC / Gov't	7.0	24	0	100.0%
11	Meadowfield Apartments	400 Parson St	Summerton, SC	(803) 788-3800	Albertha (RDA)	1981	Gov't	7.0	48	0	100.0%
12	Harvin Manor	53 Church St	Summerton, SC	(803) 788-3800	Boyd Mgmt (Sarah)	1991	Gov't	6.5	32	0	100.0%
13	Ashton Trace	1013 Ashton Trace Dr	Manning, SC	(803) 435-9580	Bobbi	2006	LIHTC	6.5	32	0	100.0%
14	Wisteria Way Apartments	204 Hospital St	Manning, SC	(844) 258-3403	Stella	1998	Gov't	7.0	30	0	100.0%
15	Forest Villa Apartments	50 Fleming Circle	Manning, SC	(803) 435-4633	Rene	1980	Gov't	6.0	48	0	100.0%

RENT AND VACANCY ANALYSIS by STUDIO UNITS
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Style	Number	Vacant	Rent	Sq. Ft.
1	Cambridge Court					
2	Clarendon Court					
3	Kensington Pointe					
4	Lakebrook					
5	Manning Gardens					
6	Mannington Place					
7	Village St. Claire					
8	Manning Lane					
9	Westwood					
10	Walnut Village					
11	Meadowfield Apartments					
12	Harvin Manor					
13	Ashton Trace					
14	Wisteria Way Apartments	G	8	0	*	650
15	Forest Villa Apartments					

RENT AND VACANCY ANALYSIS by ONE-BEDROOM UNITS
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Sq. Ft.
1	Cambridge Court	G	8	1	\$460		672
2	Clarendon Court	G	16	2	\$498-703*		718
3	Kensington Pointe						
4	Lakebrook						
5	Manning Gardens	G	16	0	*		700
6	Mannington Place	G	40	1	\$501-674*		515
7	Village St. Claire	G	16	0	\$494-522*		
8	Manning Lane	G	8	0	\$417-477*		600
9	Westwood	G	12	0	*		682
10	Walnut Village	G	20	0	\$547-699*		
11	Meadowfield Apartments	G	4	0	\$716-717*		
12	Harvin Manor	G	32	0	\$490-629*		750
13	Ashton Trace	G	16	0	\$360		750
14	Wisteria Way Apartments	G	22	0	*		750
15	Forest Villa Apartments						

RENT AND VACANCY ANALYSIS by TWO-BEDROOM UNITS
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Rent 2.0+ Bath	Sq. Ft.
1	Cambridge Court	G	40	1	\$525			868
2	Clarendon Court	G	24	0	\$543-773*			976
3	Kensington Pointe	G	20	0			\$347-438	1100
4	Lakebrook	G	23	0	\$423-534			850
5	Manning Gardens	G	20	0	*			900
6	Mannington Place							
7	Village St. Claire	G	24	0	\$585-613*			
8	Manning Lane	TH	30	0		\$508-670*		800
9	Westwood	G	24	0	*			852
10	Walnut Village	G	4	0	\$585-794*			
11	Meadowfield Apartments	TH	28	0	\$741-742*			
12	Harvin Manor							
13	Ashton Trace	G	16	0	\$409			950
14	Wisteria Way Apartments							
15	Forest Villa Apartments	G	24	0	*			

RENT AND VACANCY ANALYSIS by THREE-BEDROOM UNITS
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Rent 2.0+ Bath	Sq. Ft.
1	Cambridge Court	G	8	1	\$675			968
2	Clarendon Court							
3	Kensington Pointe	G	24	0			\$375-494	1250
4	Lakebrook	G	16	0			\$465-603	1100
5	Manning Gardens	TH	8	0		*		1100
6	Mannington Place							
7	Village St. Claire	G	8	0	\$620-647*			
8	Manning Lane	TH	4	0			\$571-896*	1000
9	Westwood	G	12	0	*			1035
10	Walnut Village							
11	Meadowfield Apartments	TH	16	0	\$835-836			
12	Harvin Manor							
13	Ashton Trace							
14	Wisteria Way Apartments							
15	Forest Villa Apartments	G	24	0	*			

RENT AND VACANCY ANALYSIS by FOUR-BEDROOM UNITS
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Rent 2.0+ Bath	Sq. Ft.
1	Cambridge Court	G	4	0		\$675		1120
2	Clarendon Court							
3	Kensington Pointe	G	4	0			\$545	1400
4	Lakebrook							
5	Manning Gardens	TH	8	0			*	1300
6	Mannington Place							
7	Village St. Claire							
8	Manning Lane							
9	Westwood							
10	Walnut Village							
11	Meadowfield Apartments							
12	Harvin Manor							
13	Ashton Trace							
14	Wisteria Way Apartments							
15	Forest Villa Apartments							

UNIT AMENITIES
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Range / Stove	Refrigerator	Dishwasher	Garbage Disposal	Microwave	Breakfast Bar	Other		Air Conditioning	Drapes / Blinds	Carpeting	Fireplace	Washer / Dryer	Washer / Dryer Hookups	Patio or Balcony	Ceiling Fans	Security Alarm	Walk-in Closet(s)	Handicapped Design	Other	
		Kitchen Appliances								Unit Amenities												
1	Cambridge Court	X	X							X												
2	Clarendon Court	X	X							X					X	X						
3	Kensington Pointe	X	X	X	X	X				X	X	X			X		X					
4	Lakebrook	X	X	X	X					X	X	X										
5	Manning Gardens	X	X							X					X	X						
6	Mannington Place	X	X							X		X				X						
7	Village St. Claire	X	X							X	X	X										
8	Manning Lane	X	X							X					X		X					
9	Westwood	X	X							X		X				X						
10	Walnut Village	X	X							X						X					S	
11	Meadowfield Apartments	X	X							X						X						
12	Harvin Manor	X	X							X		X				X					S	
13	Ashton Trace	X	X	X	X					X	X	X			X	X						
14	Wisteria Way Apartments	X	X							X						X					X	
15	Forest Villa Apartments	X	X		X					X		X										

PROJECT AMENITIES
Manning, South Carolina PMA
February 2018

Apartment Project #	Project Name	Garages	Carports	Club House	Rental Office / Management	Activity / Community Room	Laundry Room	Playground	Sauna / Jacuzzi	Tennis Court	Basketball / Volleyball Court	Computer / Office Room	Swimming Pool	Exercise Room	Security Guardhouse / Gate	Elevator	Storage Areas	Picnic Area	Lake / Water Feature	Other
1	Cambridge Court					X														
2	Clarendon Court					X	X													
3	Kensington Pointe			-	X	X	X					X		X						
4	Lakebrook					X														
5	Manning Gardens					X	X													
6	Mannington Place				X	X	X													
7	Village St. Claire				X	X	X	X												
8	Manning Lane						X													
9	Westwood				X		X													
10	Walnut Village				X	X	X													
11	Meadowfield Apartments				X	X	X	X												
12	Harvin Manor				X	X	X													
13	Ashton Trace			-	X	X	X					X		X						
14	Wisteria Way Apartments				X	X	X													
15	Forest Villa Apartments				X	X	X	X												

UTILITY ANALYSIS
Manning, South Carolina PMA
February 2018

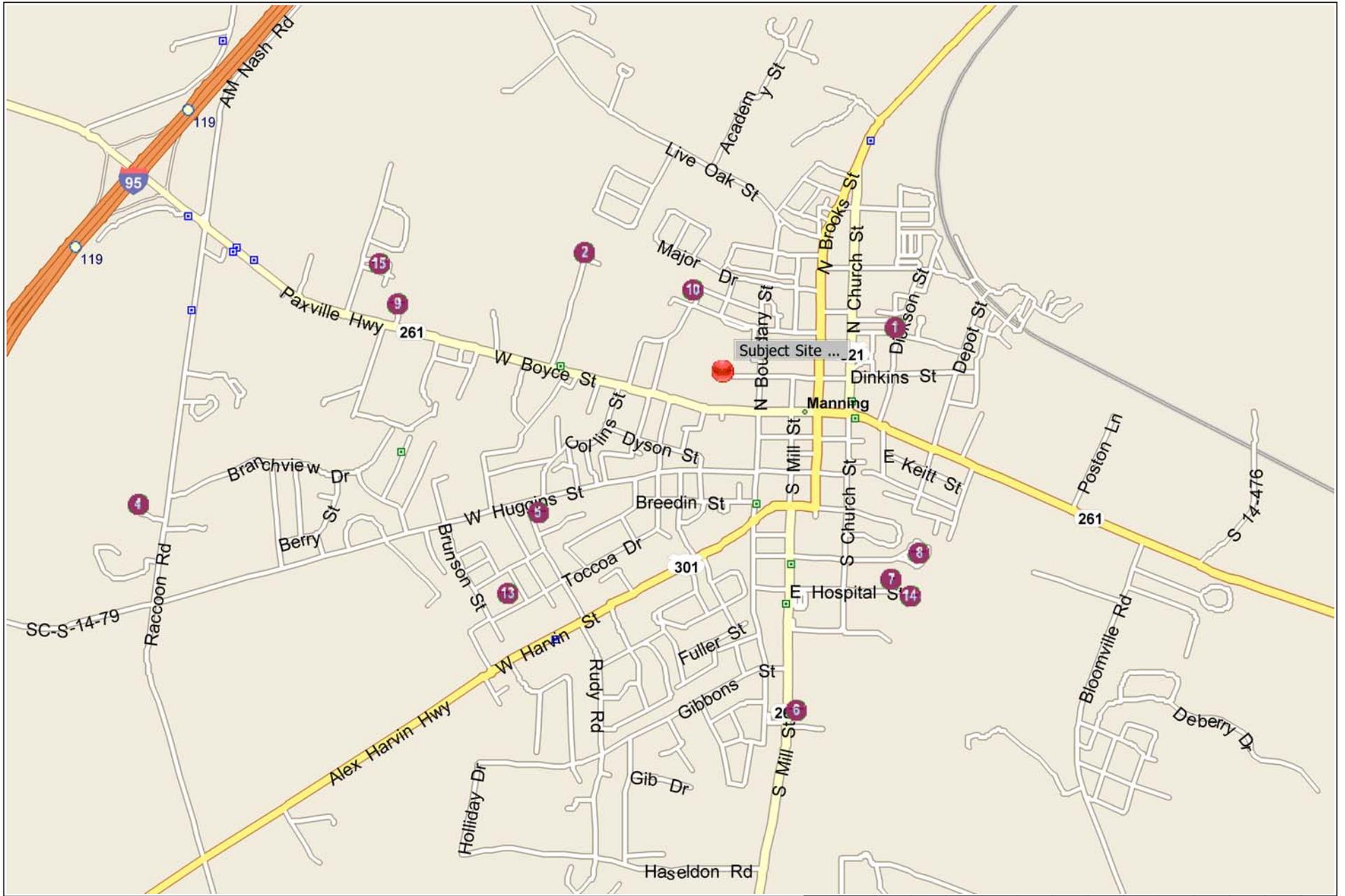
Apartment Project #	Project Name	Electric	Heat			Water	Sewer	Trash	Cable	Internet Wired
			Gas	Electric	Hot Water					
1	Cambridge Court	T		T		T	T	L		
2	Clarendon Court	T		T		L	L	L		
3	Kensington Pointe	T		T		T	T	L		
4	Lakebrook	T		T		L	L	L		
5	Manning Gardens	T		T		L	L	L		
6	Mannington Place	T		L		L	L	L		
7	Village St. Claire	T		T		L	L	L		
8	Manning Lane	T		T		L	L	L		
9	Westwood	T		T		L	L	L		
10	Walnut Village	T		T		L	L	L		
11	Meadowfield Apartments	T		T		L	L	L		
12	Harvin Manor	T		T		L	L	L		
13	Ashton Trace	T		T		T	T	L		
14	Wisteria Way Apartments	T		L		L	L	L		
15	Forest Villa Apartments	T		T		L	L	L		

T=Tenant
L=Landlord

PROJECT FEES AND COMMENTS
Manning, South Carolina PMA
February 2018

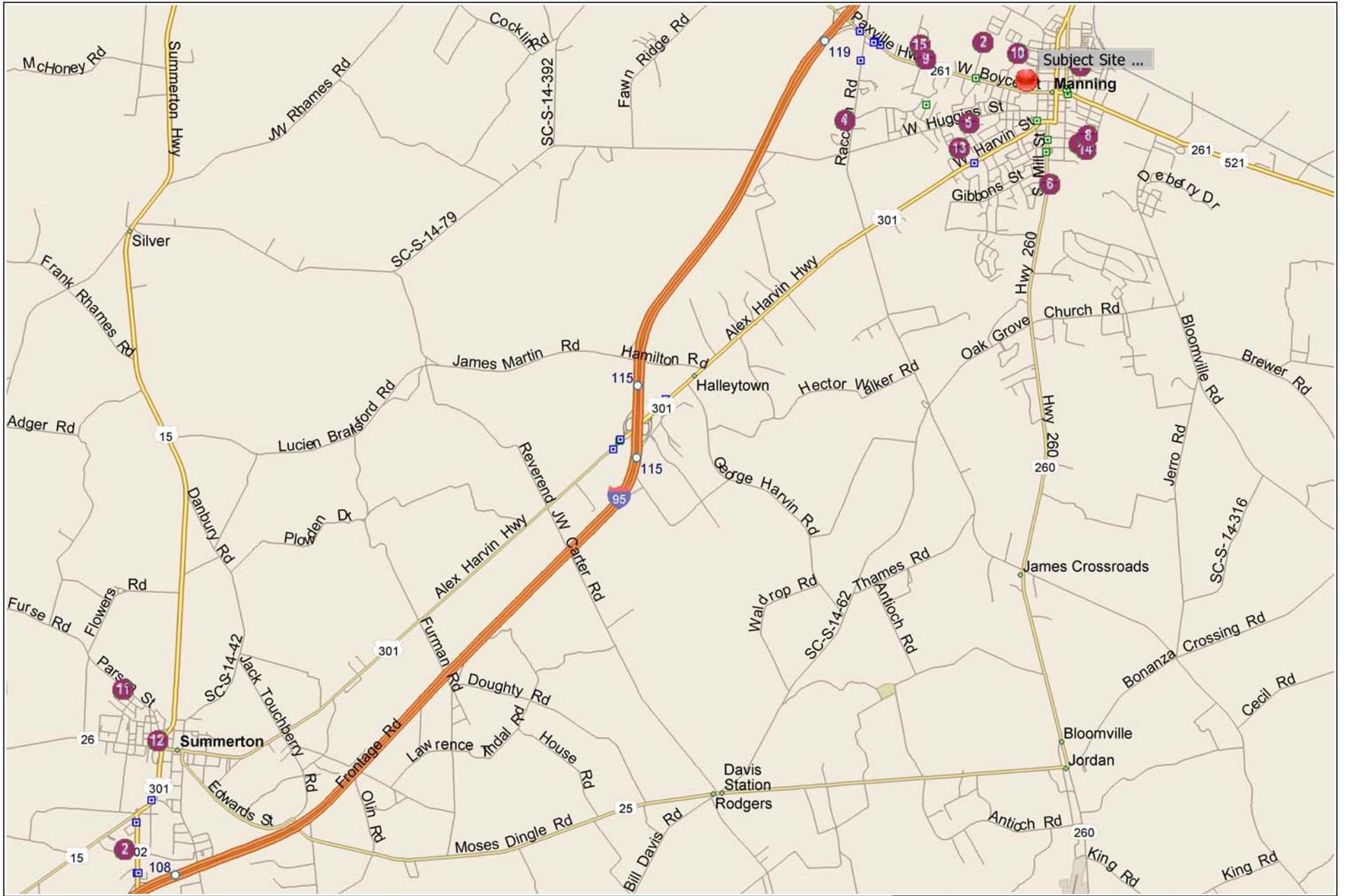
Apartment Project #	Project Name	Pets	Security	Application Fee	Comments
1	Cambridge Court	n/a	1 month	\$40	
2	Clarendon Court		1 month		*Government Subsidized - RDA & LIHTC - Family - Short waiting list
3	Kensington Pointe		\$250-1 month		LIHTC Property - Family
4	Lakebrook		\$200	\$35	LIHTC Property - Waiting list (14 people)
5	Manning Gardens		1 month		*Government Subsidized - HUD Section 8 & LIHTC - Waiting list is open
6	Mannington Place		1 month		*Government Subsidized - RDA & LIHTC - Seniors - Waiting list - RDA 843.481.4079
7	Village St. Claire		1 month		*Government Subsidized - RDA - Family - Waiting list - RDA 843.481.4079
8	Manning Lane		1 month		*Government Subsidized - RDA & LIHTC - Family - Waiting list
9	Westwood		1 month		*Government Subsidized - HUD Section 8 - Waiting list
10	Walnut Village		1 month		*Government Subsidized - RDA & LIHTC - Seniors - Waiting list - Boyd Mgmt 803.788.3800
11	Meadowfield Apartments		1 month		*Government Subsidized - RDA - Family - Waiting list - RDA 843.481.4079
12	Harvin Manor		1 month		*Government Subsidized - RDA - Seniors - Waiting list - Boyd Mgmt 803.788.3800
13	Ashton Trace		\$150-1 month		LIHTC Property - Senior - Short waiting list
14	Wisteria Way Apartments		1 month		*Government Subsidized - HUD - Seniors & Disabled - Waiting list
15	Forest Villa Apartments		1 month		*Government Subsidized - HUD Section 8 - Family - Waiting list (over 2 years)

Apartment Map



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Apartment Map



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**APARTMENT
FIELD SURVEY**

**PHOTOGRAPHS
(SELECTED)**



NATIONAL LAND ADVISORY GROUP

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1. Cambridge Court



2. Clarendon Court



3. Kensington Pointe



4. Lakebrook



5. Mannington Place



6. Manning Lane



7. Village St. Claire



8. Manning Lane



9. Westwood



10. Walnut Village



11. Meadowfield Apartments



12. Harvin Manor
VI-29



13. Ashton Trace



14. Wisteria Way Apartments



15. Forest Villa Apartments

VII. CONCLUSIONS

A. INTRODUCTION

These conclusions are based upon the income qualification standards of the South Carolina State Housing Finance and Development Authority's Low Income Tax Credit Program; economic and demographic statistics; area perception and growth; an analysis of supply and demand characteristics, absorption trends of residential construction; survey of the multi-family rental market in the City of Manning, South Carolina. The tax credit program, for rental housing, is a function of household size and income limitations based on area median incomes. In addition, previous experience, based on analysis of existing rental housing developments, aided in identifying senior trends which enabled us to develop support criteria for the recommendations.

B. MARKET SUMMARY

The following is a summary of the demographic, economic and housing criteria that affect the level of support for the proposed tax credit senior rental development.

Total households are an important housing indicator. The population of the Manning Primary Market Area was 29,006 in 2010 and decreased 0.6% to number 28,834 in 2017. Population is expected to number 28,502 by 2020, decreasing 1.2% from 2017. The Manning PMA households numbered 11,431 in 2010 and increased 0.1% to number 11,448 in 2017. Households are expected to number 11,332 by 2020, decreasing 1.0% from 2017.

In the Manning Primary Market Area, family households (under the age of 55) decreased 6.6% for renter households and 13.2% for owner households from 2010 to 2017. Between 2017 and 2020, family renter households (under the age of 55) are projected to decrease 4.2%, while owner households are estimated to decrease 5.9%.

In the Manning Primary Market Area, households (aged 55 to 64) decreased 3.6% for renter households and increased 0.3% for owner households from 2010 to 2017. Between 2017 and 2020, renter households (aged 55 to 64) are projected to decrease 11.1%, while owner households are estimated to decrease 3.4%.

In the Manning Primary Market Area, senior households (aged 62 years and older) increased 29.4% for renter households and 11.2% for owner households from 2010 to 2017. Between 2017 and 2020, senior renter households (aged 62 years and older) are projected to increase 8.9%, while owner households are estimated to increase 3.4%.

In the Manning Primary Market Area, senior households (aged 65 years and older) increased 38.8% for renter households and 13.5% for owner households from 2010 to 2017. Between 2017 and 2020, senior renter households (aged 65 years and older) are projected to increase 12.8%, while owner households are estimated to increase 4.9%.

The median per household income in the Manning Primary Market Area is \$31,787 in 2017 and is projected to increase to \$32,473 in 2020.

Employment in Clarendon County increased 4.6%, from 11,580 in 2007 to 12,144 in 2016. In recent years, the employment levels in Clarendon County and the City of Manning has been stable, around the 12,000 number, which is an attribute for today's economy. Total overall employment in 2017 has increased in the Clarendon County area. The employment base of Clarendon County is dominated by the following industries or categories: manufacturing, health care and education as reflected by the area's largest employers.

At the end of 2017, the unemployment rate of Clarendon County was 5.7%, somewhat lower than previous year of analysis. Between 2012 and 2017, the unemployment rate has ranged from 5.7% to 12.8%. The unemployment rate for Clarendon County has typically been higher than the state average. The unemployment rate is estimated to decrease for 2018.

Manning has always been a center for manufacturing, healthcare and government offices; this is especially true within the immediate subject site area. The area's larger employers consist of: McLeod Health Clarendon, Trimaco LLC, Meritor, Georgia Pacific, SC Department of Corrections and Clarendon County School District.

Additionally, the Manning employment base has had some recent small employment gains, with the improvement of the economy in the immediate area. The immediate Manning area is heavily influenced by the manufacturing. The proximity to the employment base of Sumter, as well as several smaller communities (within 30 minutes) is a big advantage for the area. The Manning area is currently poised for expansion at any of the area's industrial parks, some in the immediate site area. Within the immediate Manning area there has been only one company with any substantial change, while the stability of the economy and companies have been good. Most recently, ProBrass Inc., a startup firm specializing in the manufacturing and remanufacturing of rifle brass cartridge cases, has establishing operations in Clarendon County. The company has acquired a 144,000-square-foot facility located on 47 acres. The company is investing \$40 million in the facility, machinery and equipment, creating more than 70 new jobs in Summerton and Manning area.

Of the seven area counties, Clarendon County ranks second in the percentage of persons employed outside their county of residence, 52.4%. This is a very high percentage which can be contributed to the accessibility and proximity of solid and diverse employment opportunities offered outside the immediate area. Additionally, because of the strong bases of several employment sections in these areas, any increase or decrease in the immediate employment center would have limited effect on mobility patterns of residents within this market area. The accessibility to other employment areas can help maintain Manning as a viable housing option and alternative.

Housing activity has been active in the City of Manning and Clarendon County in the ten-year period surveyed, with some growth in both the single-family and multi-family markets. The City of Manning has had no reported activity over the past ten years. Over the past ten years, the overall housing units authorized in Clarendon County have averaged 82.7 units per year,

averaging 16.4 for multi-family units and 66.3 for single-family units per year. However, within recent years, construction has been weighted heavily towards single-family permits, with a three year average of 36.7 for single-family permits in Clarendon County, a decrease from recent activity for Clarendon County.

In 2010, nearly one-half (43.2%) of the total housing units in Manning were rental units, offering an established base of rental units. The reported vacancy rate was 5.3% for all the rental units. In Clarendon County, multi-family units represented 21.3% of all the housing units in 2010. The reported vacancy rate was 10.4%, again for all rental unit types. The rental units surveyed include all rentals available whether in multi-family, single-family or mobile home structures, while the vacancies included the seasonal fluctuation of the market area.

The median number of occupants in renter-occupied living units in Manning was 2.36 in 2010, somewhat lower than the 2.59 for renter-occupied units only in Clarendon County.

The 2012-2016 American Community Survey reports a total of 731 specified renter-occupied housing units in the City of Manning and 3,414 in Clarendon County. The median rent in 2016 for the City of Manning was \$572, somewhat lower than Clarendon County at \$584. All rents in the City of Manning ranged from less than \$200 to \$1,500 or more. The largest percentage of units was in the \$200 - \$349 range, representing 27.0% of the units. Median gross rents in both the City of Manning and Clarendon County are estimated to increase approximately 44.8% and 82.5% in 2015 from 2000.

At the time of this study, in the Manning market area, a comparable survey of senior and family LIHTC, government subsidized and market-rate units was conducted in the market area. There is one market-rate development in the immediate area. This development contains 60-units and has 3 vacancies for a 95% occupancy rate. There are three low income housing tax credit (LIHTC), without additional government subsidies, two family developments and one senior development. The LIHTC contain 119-units that were surveyed with no vacancies for a 100.0% occupancy rate. An additional 452 government subsidized development units in eleven developments (including five developments with LIHTC units) with a low vacancy rate, were located and

surveyed in the Manning market area. Vacancies for secondary market rate units are low. When vacancies are available, it is due to natural turnover in the market area. Reviewing the LIHTC units, the market still appears limited by supply rather than demand. The Manning market-rate apartment base contains a well balanced ratio of units in the market area.

It should be noted that the Manning rental market has been experiencing limited apartment growth in the past several years. Between 2010 and 2017, there have been 48 LIHTC or government units added to the Manning rental market. The Manning area has several smaller sized developments. Management indicated that the vacancies, when existing, are typically being higher in the fall/winter season.

Median rents are low to moderate; being based only on a few developments in the Manning market area. There are 24 one-bedroom units with a median rent of \$360, with 33.3% in the upper rent range of \$460. Two-bedroom units have a median rent of \$526, with 54.5% of the two-bedroom units in the upper-rent range of \$525-\$534. Three-bedroom units have a median rent of \$482, with 33.3% in the upper range of \$603-\$675. Market rate rents have been able to increase at a yearly rate of less than 1.0%, because of the lack of new construction of market-rate and LIHTC rental units, having an impact on both the area rental market and rents and the strong market conditions. The median rents for units are driven somewhat lower, because of the large base of older multi-family units in the market area that typically obtain lower rents per unit. Approximately 38.6% of the units were built before 1985.

Under the SCSHFDA guidelines, eight developments have received LIHTC allocations in the Manning area since 2000. There are three senior developments and five family developments, including the subject site, in the market area. The developments offers 50% and 60% rents of AMI's. Additionally, 5 of the 8 developments have additional government financing associated with the development.

Overall, the five family developments contain 221 LIHTC units, of which 2 are vacant or a 99.1% occupancy rate. Additionally, within the family developments, three developments have additional government subsidies associated with the rents. Overall, the three senior

developments contain 96 LIHTC units, of which there is one vacant units or a 99.0% occupancy rate. Two of these developments have additional government subsidies

In a review of comparable properties and achievable rent adjustments in the Manning Primary Market Area, it was noted that there is only one family development, with some senior tenant base, that would be considered as most comparable to the product. Therefore, we expanded our comparable properties search to include nearby communities. We located two family products that have a good percentage of senior households in the City of Sumter, South Carolina. .

All of these developments are market-rate family developments with some market segment associated to the senior product and tenant base. As noted, within the three competitive developments, a total of 456-units exist with 11 vacant units or an overall 97.6% occupancy rate.

It should be noted that the average of the achievable comparable net one-bedroom unit is \$772, somewhat higher than the adjusted proposed \$452 (60% AMI) average net rent. The proposed one-bedroom rent represents 58.5% of the average comparable one-bedroom rent in the market area. It should be noted that the average of the achievable comparable net two-bedroom unit is \$835, somewhat higher than the adjusted proposed \$530 (60% AMI) average net rent. The proposed two-bedroom rent represents 63.5% of the average comparable two-bedroom rent in the market area. When reviewing the comparable developments, the proposed rents are within the appropriate rent differentials. Therefore, based on the current existing rental market, the proposed development would be a value in the market area.

In a review of the government subsidized rental units in the immediate market area, it was noted that vacancies are very low at less than 1.0%. An interview with the South Carolina State Housing Finance Authority office, which services the Clarendon and City of Manning area, indicated that they have over 167 families (elderly and family) under the Section 8 Certificate and Voucher program for the immediate area. Additionally, there are over 90 individuals on a waiting list. As in previous experiences with local housing authorities, it is expected that additional support for the proposed development could be generated from these prospective tenants, as well as the tenants currently on area developments waiting lists.

C. TAX CREDIT PROGRAM INCOME QUALIFICATIONS

The City of Manning/Clarendon County support for the Low-Income Tax Credit Housing Program units is based upon the household size and the appropriate income limits supported by a proposed base rent. However, rent restrictions are based on the number of bedrooms per unit rather than the actual family size as follows:

<u>BEDROOM PER UNIT</u>	<u>PERSONS PER BEDROOM (BASIS)</u>
STUDIO	1.0
ONE-BEDROOM	1.5
TWO-BEDROOM	3.0
THREE-BEDROOM	4.5
FOUR-BEDROOM	6.0

The development, in order to be a qualified tax credit rental project, must meet the needs of one of the following occupancy and rent restrictions:

- ◆ At least 20.0% of the rental units must be reserved for tenants at 50.0% or less of the area median income adjusted for family size **or**
- ◆ At least 40.0% of the rental units must be reserved for tenants at 60.0% or less of the area median income adjusted for family size **or**
- ◆ Deep Rent skewing option.

Based on the United States Department of Housing and Urban Development estimates, the median income for the Manning, South Carolina (Clarendon County) area, the following is a distribution by person, of the maximum allowable income and rent available under the 50% and 60% program (non-metro), proposed for this development:

**50% AND 60% PROGRAM OPTION
MAXIMUM INCOME/RENT LEVEL**

	50%	60%
ONE-PERSON	\$19,300	\$23,160
TWO-PERSON	\$22,100	\$26,520
THREE-PERSON	\$24,850	\$29,820
FOUR-PERSON	\$27,600	\$33,120
FIVE-PERSON	\$29,800	\$35,760
SIX-PERSON	\$32,000	\$38,400

The following is the adjusted annual income range specified appropriate by the tax credit 50% and 60% program for low to moderate-income senior households (age 55 years and older) for the Manning PMA. The income range is calculated using the SCSHFDA guidelines and the proposed gross rents by unit type, **excluding any income overlap on the overall range**. The following is a summary of **renter-occupied and owner-occupied senior** households in the PMA of the proposed site within this income range for 2017:

Senior Households Manning, South Carolina PMA					
	Income Range	Persons	2017 Renter-Occupied	2020 Renter-Occupied	Change 2017-2020
50%	\$12,930-\$18,805	1 – 2	140	147	7
60%	\$18,806-\$26,520	1 – 2	156	156	10
Overall	\$12,930-\$26,520	1 – 2	286	303	17

Overall (excluding any overlap of income ranges), the adjusted annual income range specified appropriate by the tax credit program for low to moderate-income households is \$12,930 (lower end of one-person senior household moderate-income) to \$26,520 (two-person senior household moderate-income) for the Manning Primary Market Area. In 2017, there are 286 senior households in the Manning Primary Market Area of the proposed site was within this income range.

The following chart is derived by following the tax credit program's guidelines for calculating gross and net rents, by the number of bedrooms in each rental unit, for the Manning, South Carolina area:

TYPE OF UNIT	AMI	GROSS RENT PER MONTH	UTILITY COST	NET RENT
ONE-BEDROOM	50%	\$517	\$89	\$428
	60%	\$621	\$89	\$532

TYPE OF UNIT	AMI	GROSS RENT PER MONTH	UTILITY COST	NET RENT
TWO-BEDROOM	50%	\$621	\$116	\$505
	60%	\$745	\$116	\$629

These rents are the maximum allowable gross rents for the LIHTC Program. It should be noted that utility calculations are estimates provided by the local housing agency and developer, and are based on the current statistics available for one and two story units with similar utility rates.

D. DEMAND ANALYSIS

The following demand estimates are based on any applicable income restrictions and requirements set forth by the South Carolina State Housing Finance and Development Authority, current senior households, proposed senior households, turnover ratios of units in the market area and the percent of renter qualified households within the Primary Market Area. Additionally, when needed, previous experiences and/or proprietary research completed by our organization was used in the calculation of appropriate Primary Market Area demand analysis percentages.

The projected number of new rental senior households is the difference of household growth in the Primary Market Area from 2017 to the estimated 2020 households statistics as follows: 303 (2020) – 286 (2017) = 17 total senior households.

PRIMARY MARKET AREA DEMAND
FROM EXISTING AND PROJECTED SENIOR HOUSEHOLDS:

	50%	60%	Overall
New Projected Senior HH (2017-2020)	7	10	17
Demand of Projected Renter HH (2017-2020)	7	10	17
Total Qualified Senior Rental HH	140	146	286
Rent Overburdened Senior Households (%)	34.9%	34.9%	34.9%
Total Qualified Senior Renter HH	49	51	100
Total Qualified Senior Rental HH	140	146	286
Substandard Housing (%)	2.5%	2.5%	2.5%
Total Qualified Senior Renter HH	4	4	8
Existing Owners Senior Households	360	518	878
Senior Ownership Conversion (%)	3.0%	3.0%	3.0%
Total Qualified Senior Owner HH	11	16	27
<i>Estimated Annual Senior Demand</i>	71	81	152
<i>Supply</i> (comparable, u/c or proposed units)	6	26	32
<i>Net Demand</i>	65	55	120

The rent burden is estimated from the analysis of Table 21 - Distribution of Gross Rent of Household Income. We take a conservation approach and use the number of the City of Manning only, not the Primary Market Area, which typically would be higher (noted by the Clarendon County) statistic. The most recent ACS 2012-2016 reported 37.4% of the renter households at 35% or more of rent cost burden. When evaluating the senior rent burden at 40% or more the figure would be approximately 34.9%. Additionally, substandard housing is combination of the previous analysis acceptability, the housing quality on Table 22 and the type of housing on Table 18. In reference to the senior ownership conversion, it was noted on Table 3 that the age groups for renter households are increasing faster than the owner households. Our interviews also noted a high senior demand from existing housing. In fact, a recent analysis of 6 active developments of our clients, we noted that in senior developments, the renter tenant percentages from owner-occupied housing ranged from 24% to 46%, with an average of 32%. Additionally approximately 5.0% (Table 23) of the owner household are turning over each year. In our demand calculations we were conservative at only 3.0%.

Because of the many factors required in the Demand and Affordability Analyses the information is combined from several sources throughout the entire analysis, followed-up by Section IX - Market Study Terminology.

Based on the above analysis for 2017, the annual net demand for the 50% and 60% median income households in the Primary Market Area is estimated at 71 and 81 units per year, respectively. Within the above analysis for 2017, the annual net demand for the overall development based on the median income households in the Primary Market Area is estimated at 152 units per year.

The Manning Primary Market Area penetration factor for tax credit units is based on the number of renter households in the appropriate income ranges supporting the proposed rents. The capture rate factor, calculated by dividing the number of proposed units within a specific program and the number of net demand of households in the appropriate income ranges.

Bedroom & % AMI	Total Demand	<u>Supply</u>		Net Demand	Proposed Units	Capture Rate
		Existing	Pipeline			
One-Bedroom						
50%	35	4	-	31	3	9.6%
60%	41	12	-	29	14	48.3%
Two-Bedroom						
50%	36	2	-	34	4	11.8%
60%	40	14	-	26	11	42.3%
Overall	152	32	-	120	32	26.7%

* Excluding any overlap of incomes.

Penetration Factor: Proposed & Existing LIHTC Units/Age & Income Qualified

$$32 + 32 / 152 = 42.1\%$$

Within these competitive rent ranges, the market can support the proposed 32-unit tax credit development for senior occupancy under the 50% and 60% programs. In 2017, based on the proposed and competitive product in the Manning market area, the proposed 32-unit senior development of LIHTC units represents an overall 26.7% capture rate within the market area. When including any surveyed existing senior LIHTC units within the Manning PMA, the penetration factor is 42.1%.

All of these calculations are appropriate capture and penetration factors, especially with the factor of the development being new construction. Combined with sensitivity to market rents and a quality construction, these renter households' percentages represent a good base of appropriate income family households. Because of the regional nature of the subject site area and the proposed product and targeted market, the actual market area could be larger than the proposed Primary Market Area.

E. RECOMMENDATIONS

This study has established that a market exists for the new construction of a 32-unit senior rental housing project, Harlee Crossing Apartments, to be built within the criteria set forth by the South Carolina State Housing Finance and Development Authority's Low Income Housing Tax Credit Program.

With the proposed plans to develop 7-units (21.9%) available to households with incomes at or below the 50% of the area income and 25-units (78.1%) available to households with incomes at or below the 60% of the area income, the subject site located in the City of Manning, South Carolina is proposed as follows:

UNIT BY TYPE AND BEDROOM

BEDROOM	ONE	TWO
BATHROOMS	1.0	1.0
NUMBER OF UNITS		
50%	3	4
60%	14	11
SQUARE FEET (approx.)	757	976
GROSS RENT	\$431-\$514-\$517-\$549	\$517-\$616-\$621-\$656
UTILITY ALLOWANCE *	\$89	\$116
NET RENT	\$342-\$425-\$428-\$460	\$401-\$500-\$505-\$540

* estimated by developer and local housing agency

The proposed new development will be a development for senior occupancy. The development will be located on approximately 2.67 acres. The proposed 32-unit senior development is estimated to begin construction in the Spring 2019, to be completed in the Spring 2020. Pre-leasing will start two months prior to opening. The development consists of 32-units in 1 two-story building with elevator. Parking, for a total of 68 surface spaces will be in the adjacent open spaces within the development.

The development's new construction will follow the mandatory design criteria set forth by SCSHFDA. However, there have been proposed additional development design criteria which will be included in the development process.

Each unit in the proposed new construction would contain energy star appliances, including a self-cleaning range, refrigerator, dishwasher, disposal, microwave, air conditioning, carpeting, blinds, ceiling fans, extra storage, patio, washer/dryer hook-ups and one full bathroom. Additionally, the units will be pre-wired for high speed internet.

Project amenities associated with a senior-orientated development are important to the success of the proposed facility, including: on-site rental management office, community room with kitchen, computer room, security and a park setting. Additional senior services should be made available on an optional basis, including transportation, moderate care and housekeeping by total non-profit agencies.

The units will include the following utilities: electric, water/sewer services and trash removal. The tenants will be responsible for electric; however a utility allowance of \$89 for a one-bedroom unit and \$116 for a two-bedroom unit is estimated. The units will be cable-ready.

The development will maintain a consistent and effective landscaping plan throughout the site, especially maintaining a good front door image. From a marketing point of view, it would be beneficial if the proposed sites would be able to use some natural settings, if possible, to develop an environment within this development. The City of Manning area apartment developments have not done a good job in creating a complete development theme or environment.

The development and unit plans were reviewed. The proposed rental units are appropriate for the Manning market area. The unit and project amenities are adequate for the targeted senior market, while the unit styles, specifically the design and square footage, will positively influence the absorption, offering a flexibility of living style for senior occupants. Additional upgrades will be made to the exterior and landscaping. Additionally, extensive landscaping should take place between any other existing developments, when appropriate.

Because of the high percentage of senior units, a strong marketing plan and development layout should focus on senior needs. The area has excellent accessibility to the entire area, as well as having good visibility. Because of the existing apartment and rental base located in the City of Manning area and specifically the subject site, this rental base will help create a synergism effect of established renters. Because of the good accessibility to major arteries in the City of Manning area, detail should be given to marketing the development and the procedure for transportation routes to the proposed site. Superior signage and advertising will be an advantage, because of the amount of traffic associated with the proposed site.

Additionally, the proposed net rents need to be viewed as competitive or a value within the Manning rental market area in order to achieve an appropriate market penetration. The proposed gross rents are within the guidelines established for the low-income tax credit program as summarized as below:

One-Bedroom						
AMI	Proposed Gross Rent	Max. LIHTC Gross Rent	Median Market Rent*	Achievable Rent*	Fair Market Rent (FMR)	90% of FMR
50%	\$431	\$517	\$449	\$861	\$584	\$526
	Percent (%)	83.4%	96.0%	50.1%	73.8%	82.0%
50%	\$514	\$517	\$449	\$861	\$584	\$526
	Percent (%)	99.4%	114.5%	59.7%	88.0%	97.8%
60%	\$517	\$621	\$449	\$861	\$584	\$526
	Percent (%)	83.3%	115.1%	60.0%	88.5%	98.3%
60%	\$549	\$621	\$449	\$861	\$584	\$526
	Percent (%)	88.4%	122.3%	63.8%	94.0%	104.4%
Two-Bedroom						
AMI	Proposed Gross Rent	Max. LIHTC Gross Rent	Median Market Rent*	Achievable Rent*	Fair Market Rent (FMR)	90% of FMR
50%	\$517	\$621	\$642	\$951	\$674	\$607
	Percent (%)	83.3%	80.5%	54.4%	76.7%	85.2%
50%	\$616	\$621	\$642	\$951	\$674	\$607
	Percent (%)	99.2%	96.0%	64.8%	91.4%	101.5%
60%	\$621	\$745	\$642	\$951	\$674	\$607
	Percent (%)	83.4%	96.7%	65.3%	92.1%	102.3%
60%	\$656	\$745	\$642	\$951	\$674	\$607
	Percent (%)	88.1%	102.2%	69.0%	97.3%	108.1%

Based on the current rental market conditions, and the proposed gross rent of \$431-\$549 for a one-bedroom unit and \$517-\$656 for a two-bedroom unit, combined with a development of quality construction, the proposed development will be perceived as a value in the Manning market area. Additionally, the minimal market-rate and LIHTC product in the market area will be an added rental value. We anticipate that a good portion (95.0%) of the support for the units will be generated from the existing rental base.

The step-up opportunity for tenants in the City of Manning area secondary rental market, based on the proposed net rent for a one-bedroom and two-bedroom is minimal with the lack of market-rate units in the immediate area. The proposed rents are in the middle quartile of the existing LIHTC area rents.

The design features, specifically the style and square footage, will create a potential product value in the rental market. More specifically, the area competition is not as much as a concern, because of the lack of quality units in the area. Additionally, previous experiences of rental developments in the City of Manning area indicate that the one-bedroom and two-bedroom proposed rents are in line with the alternative rental markets. Therefore, the proposed rents are targeted properly for not only immediate step-up opportunities, but market acceptability.

The absorption potential for tenants in the Manning rental market, based on the proposed net rent is excellent. Additionally, in the past, existing and newer product in the Manning area has had positive acceptability and absorption patterns, with a product at a higher market rent. The proposed 32-unit senior rental development will create a strong pre-leasing activity program based on the current tenant characteristics. Absorption, while traditionally viewed as a function of the market-rate housing market, must also consider the impact of income and household size criteria set forth by the tax credit competitive rental developments within the Manning market area.

The rental market in the Manning area has historically been more a function of demand rather than supply, thereby affecting absorption. Factors, other than the existing rental market that affect absorption, would include: demographic characteristics, employment opportunities, area growth and proposed product acceptability. The Manning market area has successfully absorbed

on average 6 to 10 units per month at selected comparable developments. It is anticipated, because of the criteria set forth by the income and household size for units for the Low-Income Tax Credit Program, the depth of the market demand for units, assumption of renovated product, as well as the design associated with this product, absorption is expected to be equal to the area average of 5 to 7 units per month, resulting in a 4.6 to 6.4 month absorption period for the 32-unit LIHTC development.

VIII. COMPANY PROFILE

NATIONAL LAND ADVISORY GROUP

National Land Advisory Group is a multi-faceted corporation engaged in the market research and consulting of various real estate activities. National Land Advisory Group supplies consulting services to real estate and finance professionals and state housing agencies through conducting market feasibility studies. Areas of concentration include residential housing and commercial developments. Research activity has been conducted on a national basis.

The National Land Advisory Group has researched residential and commercial markets for growth potential and investment opportunities, prepared feasibility studies for conventional and assisted housing developments, and determined feasibility for both family and elderly facilities. Recent income-assisted housing analyses have been conducted for Low Income Housing Tax Credit (LIHTC) program, as well as developments associated with the Housing and Urban Development and Rural Housing Development Programs. The associates of National Land Advisory Group have performed market feasibility analyses for rental, condominium, and single-family subdivision developments, as well as, commercial, recreational, hotel/motel and industrial developments in numerous communities throughout the United States.

Additionally, National Land Advisory Group evaluates land acquisitions, specializing in helping developers capitalize on residential and commercial opportunities. National Land's investment methodology has resulted in the successful acquisition of numerous parcels of undeveloped land which are either completed or under development by an associated developer or client. National Land's acquisition task includes market research, formal development planning, working with professional planning consultants and local government planning officials.

An independent market analyst, Richard Barnett, President of National Land Advisory Group specializes in both the residential and commercial sectors. Combining over twenty years of professional experience in the housing field with a degree in Real Estate and Urban Development from The Ohio State University, Mr. Barnett brings a wealth of information and insight into his analyses of housing markets. Between 1978 and 1987, Mr. Barnett served as a real estate consultant and market analyst, in the capacity of vice-president of a national real estate research firm. Since 1987, with the establishment of National Land Advisory Group, Mr. Barnett has been associated with hundreds of market studies for housing and commercial developments throughout the United States.

Richard Barnett of the National Land Advisory Group was a charter member of the National Council of Housing Market Analysts, as well as members or speakers of the Multi-Family World Conference, Ohio Housing Capital Corporation's Annual Housing Conference, Ohio Housing Council, Ohio Housing Finance Agency's Advisory Committee, Council of Rural Housing and Development and the National Housing Rehabilitation Association. Mr. Barnett is also a graduate of the Wexner Heritage Foundation Leadership Program.

Recently, real estate market analysis studies have been completed in the following states:

Alabama	Arkansas	California	Colorado
Florida	Georgia	Idaho	Illinois
Indiana	Iowa	Kentucky	Louisiana
Michigan	Minnesota	Mississippi	Missouri
Nebraska	Nevada	New Jersey	New Mexico
New York	North Carolina	Ohio	Pennsylvania
South Carolina	Tennessee	Texas	Utah
Virginia	Washington DC	West Virginia	Wisconsin

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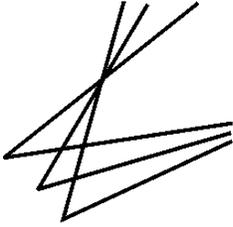
IX. MARKET STUDY INDEX

NCHMA Market Study Index

Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing built with low income housing tax credits. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. Components reported in the market study are indicated by a page number.

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3. Utilities (and utility sources) included in rent.	VII – E
4. Project design description	VII – E
5. Unit and project amenities; parking	VII – E
6. Public programs included	VII – E
7. Target population description	VII – E
8. Date of construction/preliminary completion	VII – E
9. If rehabilitation, existing unit breakdown and rents.	VII – E
10. Reference to review/status of project plans	VII – E
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11. Market area/secondary market area description	III – B
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13. Description of site characteristics	III – A
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16. Visibility and accessibility evaluation	III – A
17. Crime information (if applicable)	IV – I
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22. Typical wages by occupation	IV – H
23. Discussion of commuting patterns of area workers	IV – H
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24. Population and household estimates and projections	IV – F
25. Area building permits	V
26. Distribution of income	IV – G
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Competitive Environment	
28. Comparable property profiles	VI – E
29. Map of comparable properties	VI – E
30. Comparable property photos	VI – E
31. Existing rental housing evaluation	VI
32. Comparable property discussion	VI
33. Area vacancy rates, including rates for Tax Credit and Government-Subsidized	VI
34. Comparison of subject property to comparable properties	VI – E
35. Availability of Housing Choice Vouchers	VI – C
36. Identification of waiting lists	VI
37. Description of overall rental market including share of Market-Rate and affordable properties	VI
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47. Precise statement of key conclusions	II, VII – E
48. Market strengths and weaknesses impacting project	VII
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50. Discussion of subject property's impact on existing housing	II
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57. Statement of qualifications	I – D
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NATIONAL LAND ADVISORY GROUP

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ADDENDUM



SUBJECT SITE - MANNING, SC

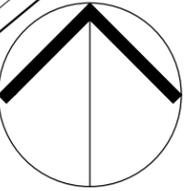
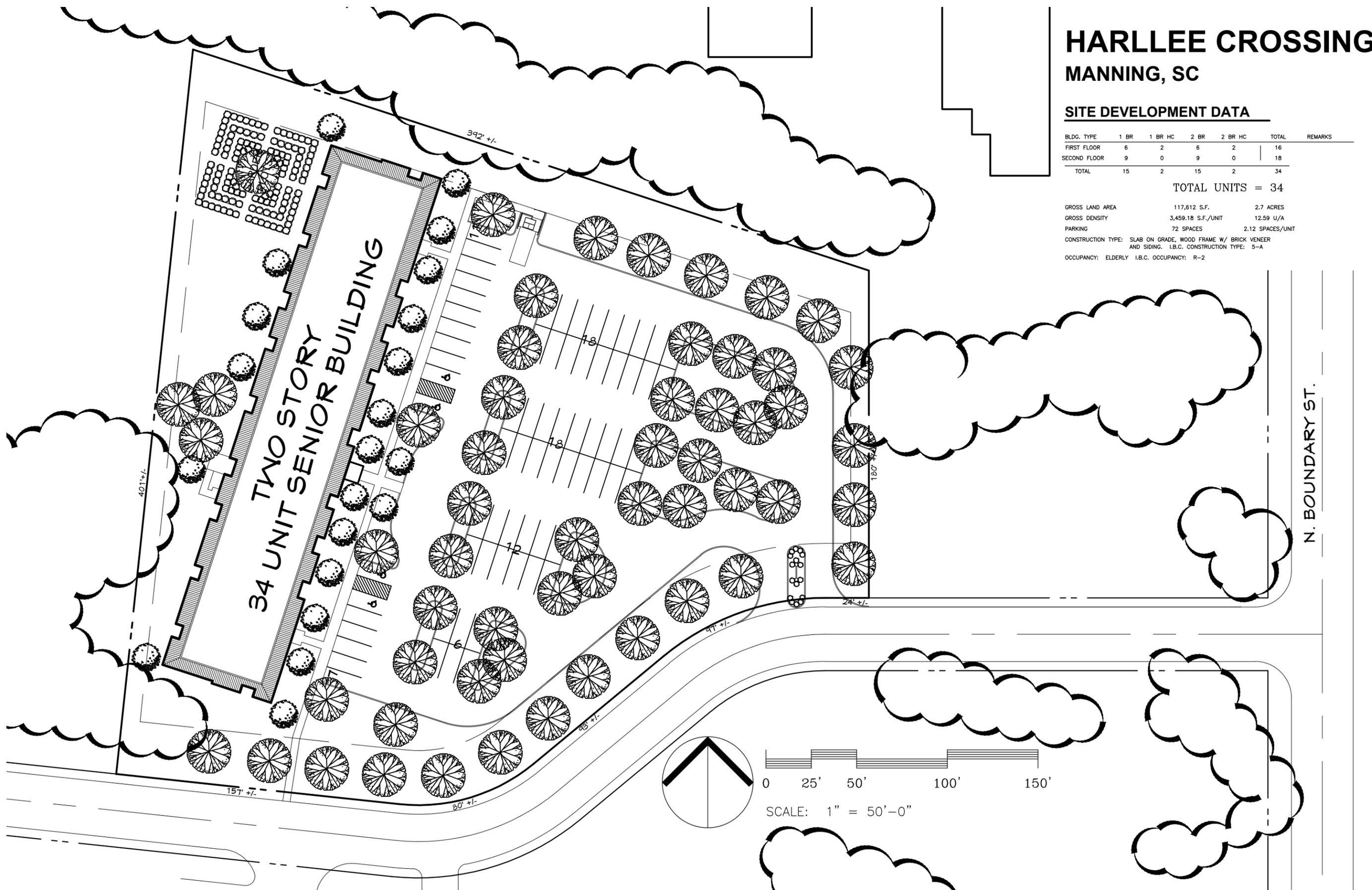
HARLLEE CROSSING MANNING, SC

SITE DEVELOPMENT DATA

BLDG. TYPE	1 BR	1 BR HC	2 BR	2 BR HC	TOTAL	REMARKS
FIRST FLOOR	6	2	6	2	16	
SECOND FLOOR	9	0	9	0	18	
TOTAL	15	2	15	2	34	

TOTAL UNITS = 34

GROSS LAND AREA: 117,612 S.F. 2.7 ACRES
 GROSS DENSITY: 3,459.18 S.F./UNIT 12.59 U/A
 PARKING: 72 SPACES 2.12 SPACES/UNIT
 CONSTRUCTION TYPE: SLAB ON GRADE, WOOD FRAME W/ BRICK VENEER AND SIDING. I.B.C. CONSTRUCTION TYPE: 5-A
 OCCUPANCY: ELDERLY I.B.C. OCCUPANCY: R-2



SCALE: 1" = 50'-0"



D.E. WEATHERBY & ASSOC.
 4716 KNOTTY KNOLLS DRIVE
 GAHANNA, OHIO 43230

PROJECT TYPE:
SENIOR HOUSING

SHEET NAME:
SITE PLAN

DATE:
 02-08-2018

PROJECT NAME:
HARLLEE CROSSING
 MANNING, SOUTH CAROLINA

SUBMITTAL:

SHEET:
S1.1

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