



**A RENTAL HOUSING  
MARKET FEASIBILITY ANALYSIS  
FOR  
BEAUFORT, SOUTH CAROLINA  
(*Beaufort County*)**

***Kingsridge Apartments***

*Bowling Lane/Firehouse Lane  
Beaufort, South Carolina 29902*

**March 1, 2018**

***Prepared for:***

**Kingsridge Apartments, LLC**  
106 Broad Street  
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**CERTIFICATE OF ACCURACY AND RELIABILITY**

I hereby attest that this market study has been completed by an independent third-party market consultant with no fees received contingent upon the funding of this proposal. Furthermore, information contained within the following report obtained through other sources is considered to be trustworthy and reliable. As such, Shaw Research and Consulting does not guarantee the data nor assume any liability for any errors in fact, analysis, or judgment resulting from the use of this data.



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Steven R. Shaw  
**SHAW RESEARCH & CONSULTING, LLC**

Date: March 1, 2018

## **INTRODUCTION**

Shaw Research & Consulting, LLC has prepared the following rental housing study to examine and analyze the Beaufort area as it pertains to the market feasibility of Kingsridge Apartments, a proposed 46-unit affordable rental housing development targeting low-income family households. The subject proposal is to be located within the southcentral portion of the city of Beaufort along the west side of Bowling Lane at the intersection with Firehouse Lane, approximately one block west of Ribaut Road and 2½ miles southwest of downtown Beaufort. The site is situated within a predominantly residential area, with most homes ranging in fair to good condition.

The purpose of this report is to analyze the market feasibility of the subject proposal based on the project specifications and site location presented in the following section. Findings and conclusions will be based through an analytic evaluation of demographic trends, recent economic patterns, existing rental housing conditions, detailed fieldwork and site visit, and a demand forecast for rental housing within the Beaufort market area. Fieldwork and community data collection was conducted on February 17, 2018 by Steven Shaw. A phone survey of existing rental developments identified within the PMA, as well as site visits to those properties deemed most comparable to the subject, was also reviewed to further measure the potential market depth for the subject proposal.

This study assumes Low Income Housing Tax Credits (LIHTC) will be utilized in the development of the subject rental facility, along with the associated rent and income restrictions obtained from the South Carolina State Housing Finance and Development Authority (SCSHFDA). As a result, the proposed Kingsridge Apartments will feature a total of 46 units (34 two-bedroom and 12 three-bedroom units) restricted to households at 50 percent and 60 percent of the area median income (AMI). Furthermore, there are no unrestricted (market rate) or project-based rental assistance (PBRA) units proposed within the subject development.

## EXECUTIVE SUMMARY

Based on the information collected and presented within this report, sufficient evidence has been introduced for the successful introduction and absorption of the subject proposal, as described in the following project description, within the Beaufort market area. As such, the following summary highlights the key findings and conclusions reached from this information:

- 1) The subject proposal is a 46-unit rental development targeting low-income family households. The facility will consist of a mix of two and three-bedroom units restricted to households at or below 50 percent and 60 percent of AMI.
- 2) Demand estimates for the proposed development show sufficient statistical support for the introduction and absorption of additional rental units within the Beaufort PMA. As such, capture rates as presented in Exhibit S-2 (following the executive summary) are clearly reflective of the need for additional affordable rental housing, even when considering only larger renter households (three or more persons).
- 3) Occupancy rates for affordable rental housing are quite positive throughout the market area at the current time. As such, an overall occupancy rate of 95.8 percent was calculated from a February 2018 survey of 21 family-oriented rental developments identified and contacted within the PMA.
- 4) Considering only the six tax credit developments within the survey, a combined occupancy rate of 98.6 percent was calculated, with each property reporting a waiting list – providing a clear indication of the acceptance and overall demand for affordable rental options locally.
- 5) Two family LIHTC properties opened in 2016 and were rapidly absorbed. Ashley Pointe was 100 percent pre-leased, while Sea Pointe was 75 percent pre-leased and fully occupied in two months – providing additional evidence of the need for affordable housing.
- 6) It should be noted that a similar tax credit development received an allocation in 2016 – Marsh Pointe is a 48-unit property (consisting of two and three-bedroom units targeted at 50 percent and 60 percent AMI) currently under construction in Port Royal. Even when taking these new units into account, demand estimates demonstrate sufficient market depth for the development of the subject proposal.
- 7) Based on U.S. Census figures and ESRI forecasts, demographic patterns throughout the Beaufort area have been extremely positive since 2000. As such, the overall population within the PMA is estimated to have increased by 15 percent between 2010 and 2017, representing a gain of roughly 6,150 additional residents during this time. Furthermore, future projections indicate these gains will continue, with an additional increase of ten percent (nearly 4,900 persons) anticipated between 2017 and 2022.

- 8) Considering the subject's proposed unit mix, income targeting, affordable rental rates, and competitive unit sizes and development features, the introduction of Kingsridge Apartments should prove successful. Based on extremely positive demographic patterns and continued strong occupancy levels throughout the local rental stock (especially within tax credit properties, coupled with the rapid absorption of recent LIHTC units), a newly constructed affordable rental option should be successful within the Beaufort PMA. As such, evidence presented within the market study suggests a normal absorption period (between six and seven months) should be anticipated based on project characteristics as proposed. Furthermore, the development of the subject proposal will not have any adverse effect on any other existing rental property or those under development – either affordable or market rate.

**2018 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:**

Development Name:	<b>KINGSRIDGE APARTMENTS</b>	Total # Units:	46
Location:	Bowling Lane/Firehouse Lane, Beaufort, South Carolina SC	# LIHTC Units:	46
PMA Boundary:	North = 4 miles; South = 2.5 miles; East = 4.5 miles; West = 5 miles		
Development Type:	<u>XX</u> Family	Older Persons	Farthest Boundary Distance to Subject: 5 miles

**RENTAL HOUSING STOCK (found on page 52)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	21	2,406	102	95.8%
Market-Rate Housing	7	1,524	88	94.2%
Assisted/Subsidized Housing not to include LIHTC	8	458	8	98.3%
<b>LIHTC (All that are stabilized)*</b>	<b>6</b>	<b>424</b>	<b>6</b>	<b>98.6%</b>
Stabilized Comps**	6	424	6	98.6%
Non-stabilized Comps	1	48	48	U/C

\*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
7	2 BR	2.0	1,070	<b>\$592</b>	\$1,054	\$0.97	43.8%	\$1,200	\$1.37
27	2 BR	2.0	1,070	<b>\$630</b>	\$1,054	\$0.97	40.2%	\$1,200	\$1.37
3	3 BR	2.0	1,240	<b>\$700</b>	\$1,170	\$0.90	40.2%	\$1,450	\$1.13
9	3 BR	2.0	1,240	<b>\$800</b>	\$1,170	\$0.90	31.6%	\$1,450	\$1.13
<b>Gross Potential Rent Monthly*</b>				<b>\$30,454</b>	<b>\$49,875</b>		<b>38.94%</b>		

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

**DEMOGRAPHIC DATA (found on page 34)**

	2010		2017		2020	
Renter Households	6,665	39.3%	7,744	40.1%	8,199	40.0%
Income-Qualified Renter HHs (LIHTC)	2,070	31.1%	2,405	31.1%	2,546	31.1%
Income-Qualified Renter HHs (MR)	0	0.0%	0	0.0%	0	0.0%

**TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 46)**

Type of Demand	50%	60%	Market Rate	Other: _____	Other: _____	Overall
Renter Household Growth	39	53	--			57
Existing Households (Overburd + Substand)	209	287	--			308
Homeowner Conversion (Seniors)	--	--	--			--
Other:	--	--	--			--
Less Comparable/Competitive Supply	10	38	--			48
<b>Net Income-Qualified Renter HHs</b>	<b>238</b>	<b>302</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>316</b>

**CAPTURE RATES (found on page 48)**

Targeted Population	50%	60%	Market Rate	Other: _____	Other: _____	Overall
Capture Rate	4.2%	11.9%	--			14.5%

**ABSORPTION RATE (found on page 48)**

Absorption Period:	<u>6 - 7</u> months
--------------------	---------------------

2018 S-2 RENT CALCULATION WORKSHEET							
	# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Potential Tenant Rent	Adjusted Market Rent	Gross Potential Market Rent	Tax Credit Gross Rent Advantage
40%	--	0 BR	--	--	--	--	
50%	--	0 BR	--	--	--	--	
60%	--	0 BR	--	--	--	--	
40%	--	1 BR	--	--	--	--	
50%	--	1 BR	--	--	--	--	
60%	--	1 BR	--	--	--	--	
40%	--	2 BR	--	--	--	--	
50%	7	2 BR	\$592	\$4,144	\$1,041	\$7,290	
60%	27	2 BR	\$630	\$17,010	\$1,041	\$28,118	
40%	--	3 BR	--	--	--	--	
50%	3	3 BR	\$700	\$2,100	\$1,158	\$3,475	
60%	9	3 BR	\$800	\$7,200	\$1,158	\$10,424	
40%	--	4 BR	--	--	--	--	
50%	--	4 BR	--	--	--	--	
60%	--	4 BR	--	--	--	--	
	<b>Totals</b>	<b>46</b>		<b>\$30,454</b>		<b>\$49,305</b>	<b>38.23%</b>

**A. PROJECT DESCRIPTION**

According to project information supplied by the sponsor of the subject proposal, the analysis presented within this report is based on the following development configuration and assumptions:

<b>Project Name:</b>	<b>KINGSRIDGE APARTMENTS</b>
<b>Project Address:</b>	<b>Bowling Lane/Firehouse Lane</b>
<b>Project City:</b>	<b>Beaufort, South Carolina</b>
<b>County:</b>	<b>Beaufort County</b>
<b>Total Units:</b>	<b>46</b>
<b>Occupancy Type:</b>	<b>Family</b>
<b>Construction Type:</b>	<b>New Construction</b>

Targeting/Mix	Number of Units	Unit Type	Number of Baths	Square Feet	Contract Rent	Utility Allow.	Gross Rent	Max. LIHTC Rent*	Incl. PBRA
<b>Two-Bedroom Units</b>									
50% of Area Median Income	7	Apt	2.0	1,070	<b>\$592</b>	\$99	\$691	\$791	No
60% of Area Median Income	27	Apt	2.0	1,070	<b>\$630</b>	\$99	\$729	\$949	No
<b>Three-Bedroom Units</b>									
50% of Area Median Income	3	Apt	2.0	1,240	<b>\$700</b>	\$125	\$825	\$914	No
60% of Area Median Income	9	Apt	2.0	1,240	<b>\$800</b>	\$125	\$925	\$1,097	No

\*Maximum LIHTC Rents and Income Limits are based on 2017 Income & Rent Limits (effective 4/14/2017) obtained from SCSHFDA website (www.schousing.com).

**Project Description:**

Development Location.....	Beaufort, South Carolina
Construction Type.....	New construction
Occupancy Type .....	Family ( <i>open</i> )
Target Income Group.....	100% LIHTC (50% and 60% AMI)
Special Population Group .....	N/A
Number of Units by Unit Type .....	See previous page
Unit Sizes .....	See previous page
Rents and Utility Information .....	See previous page
Proposed Rental Assistance (PBRA) .....	None

**Project Size:**

Total Development Size.....	46 units
Number of Affordable Units.....	46 units
Number of Market Rate Units.....	0 units
Number of PBRA Units .....	0 units
Number of Employee Units .....	0 unit

**Development Characteristics:**

Number of Total Units .....	46 units
Number of Garden Apartments.....	46 units
Number of Townhouses .....	0 units
Number of Residential Buildings.....	2 ( <i>maximum three story</i> )
Number of Community Buildings .....	0

**Unit Amenities:**

- |  |                                 |
|--|---------------------------------|
| ➤ Frost Free Refrigerator w/ Ice Maker | ➤ Washer/Dryer Hook-Up          |
| ➤ Oven/Range                           | ➤ Mini-Blinds/Vertical Blinds   |
| ➤ Dishwasher                           | ➤ Central Heat/Air Conditioning |
| ➤ Microwave                            | ➤ Walk-In Closet                |
| ➤ Ceiling Fans                         | ➤ Patio/Balcony                 |

**Development Amenities:**

- |  |                            |
|--|----------------------------|
| ➤ Multi-Purpose Room w/ Kitchenette    | ➤ On-Site Laundry Facility |
| ➤ Equipped Computer Center w/ Internet | ➤ Playground               |
| ➤ On-Site Management Office            | ➤ Gazebo                   |
| ➤ Security Cameras                     | ➤ Outdoor Walking Path     |

**Additional Assumptions:**

- Water, sewer, and trash removal will be included in the rent. Electricity (including electric heat pump), cable television, internet access, and telephone charges will be paid by the tenant; and
- Market entry is scheduled for late 2019/early 2020.

## B. SITE DESCRIPTION

### 1. Site Visit Date

All fieldwork and community data collection was conducted on February 17, 2018 by Steven Shaw.

### 2. Site Neighborhood and Overview

The subject property is located within the southcentral portion of the city of Beaufort at the intersection of Bowling Lane and Firehouse Lane, approximately one block west of Ribaut Road and less than ½ mile west of the Beaufort River. Characteristics of the immediate neighborhood are predominantly residential, consisting of mobile homes (in fair condition) to the south, for-sale townhomes (in fair to good condition) to the north, and single-family homes to the west (in fair to good condition). Additionally, a newer fire department can be found adjacent to the east of the site, along with a bowling alley and vacant undeveloped property.

The subject's location is presently undeveloped, and consists of approximately 2.62 acres of generally flat and partially wooded property. Situated within Census Tract 7 of Beaufort County, the site is currently zoned as T4-N (T4-Neighborhood District), which allows for the development of multi-family units. Based on adjacent and nearby usages, current zoning throughout the neighborhood should not impede or negatively affect the viability of the subject proposal. As such, adjacent land usage is as follows:

- North:** For-sale townhomes (*in fair to good condition*)
- South:** Mobile homes (*in fair condition*)
- East:** Fire Departments/Bowling Alley/Vacant property
- West:** Electrical lines/Single-family homes (*in fair to good condition*)

Access to the site will be from Bowling Lane to the east, representing a lightly-traveled two-lane secondary residential street (approximately one-eighth mile in length and will dead-end at the site) which consists of a number of mobile homes, older multi-family buildings, and a church. In addition, Firehouse Lane is directly across Bowling Lane to the east, providing direct access to Ribaut Road – which is one of Beaufort's foremost thoroughfares. Although the subject will have only limited visibility from a well-traveled roadway, the property's location in a seemingly quiet residential setting just one block from Ribaut Road provides a generally

positive curb appeal, with no significant visible traffic congestion and most nearby properties (residential or otherwise) in fair to good condition. Furthermore, the site's close proximity to Ribaut Road provides access to much of the PMA, and should be considered a positive attribute and suitable for multi-family housing - offering convenient access to most of the area's retail, medical, educational, and employment locales.

### **3. Nearby Retail**

Although limited opportunities can be found within walking distance of the site (including a Dollar General and Sunoco Convenience Mart less than ¼ mile away), the subject property is just a short drive to much of the area's various retail opportunities. As such, a Piggly Wiggly grocery, Rite Aid pharmacy, CVS/Pharmacy, and Family Dollar are all located within one mile of the site. Larger retail concentrations are a little further away – including a Walmart Supercenter and the Cross Creek Plaza shopping center (with a Belk, JC Penney, Best Buy, TJ Maxx, and much more) located approximately five miles to the west along Robert Smalls Parkway, and the Bi-Lo shopping center situated roughly 2½ miles north along Boundary Street. Additional retail can be found scattered along Ribaut Road, as well as within downtown Beaufort (approximately 2½ miles away).

### **4. Medical Offices and Hospitals**

Numerous medical services and physician offices can be found throughout the immediate area as well. As such, the nearest full-service hospital is Beaufort Memorial Hospital which is situated approximately ½ mile north of the site along Ribaut Road. Additionally, the Beaufort Memorial Medical Plaza, Beaufort Memorial LifeFit Wellness Center, and several other medical plazas are adjacent to the hospital, offering various medical services and specialty offices. Closer to the site, a group of medical offices can be found at the northwest corner of Ribaut Road and Pine Court Lane (less than one-eighth mile north), as well as several additional medical opportunities along Ribaut Road less than one ½ mile away – including AccessHealth Lowcountry, which assists residents to secure free or reduced cost medical care.

### **5. Other PMA Services**

Additional services of note within the market area include a library, YMCA, and several parks and recreational facilities. The Beaufort County YMCA can be found roughly 1¾ miles

south of the site, providing activities for residents of all ages. Bus/transit services are provided locally through Palmetto Breeze Transit, which offers fixed-route and dial-a-ride services throughout Allendale, Beaufort, Colleton, Hampton, and Jasper Counties. As such, a fixed route runs just east of the site along Ribaut Road, with several bus stops within walking distance.

The following identifies pertinent locations and features within the immediate area, and can be found on the following map by the number next to the corresponding description. Please note that this list is not all-inclusive and only represents those locations closest to the subject property. Further, all distances are estimated.

***Retail***

- 1. Piggly Wiggly/Sears Home Store .....0.6 miles south
- 2. Bi-Lo grocery .....2.6 miles north
- 3. Walmart Supercenter .....5.0 miles west
- 4. Rite Aid Pharmacy .....0.5 miles south
- 5. CVS/Pharmacy .....1.0 mile south
- 6. Sunoco Convenience Mart .....0.2 miles southeast
- 7. Dollar General .....adjacent to east
- 8. Family Dollar .....0.4 miles south

***Education***

- 9. Mossy Oaks Elementary School .....0.8 miles southwest
- 10. Beaufort Middle School .....0.5 miles southwest
- 11. Beaufort High School .....3.5 miles east
- 12. Technical College of the Lowcountry – Beaufort Campus .....0.8 miles north

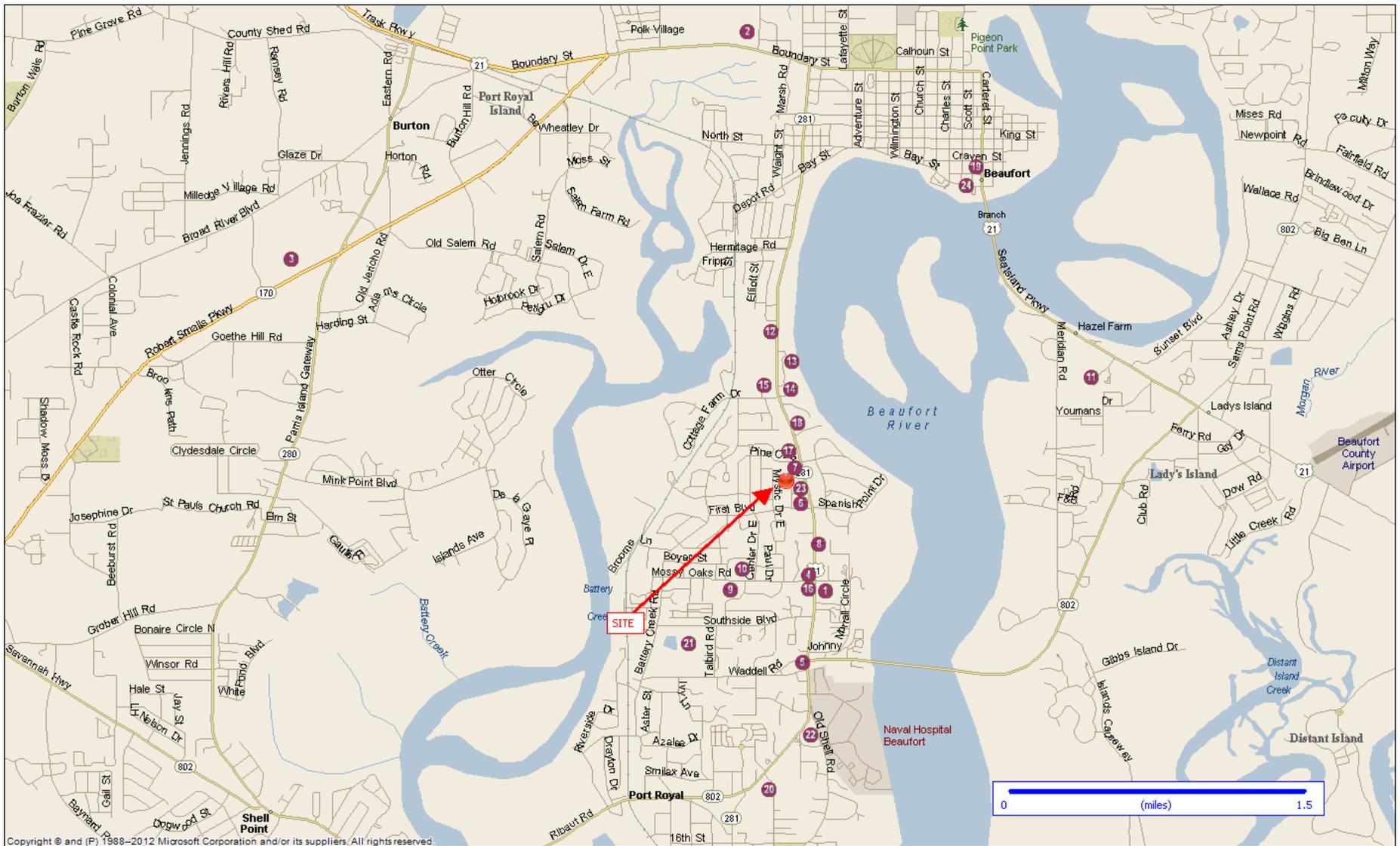
***Medical***

- 13. Beaufort Memorial Hospital .....0.6 miles north
- 14. Beaufort Memorial Medical Park .....0.5 miles north
- 15. Beaufort Memorial LifeFit Wellness Center .....0.5 miles north
- 16. Port Royal Medical Clinic .....0.6 miles south
- 17. Various medical offices .....0.2 miles north
- 18. AccessHealth Lowcountry .....0.3 miles north

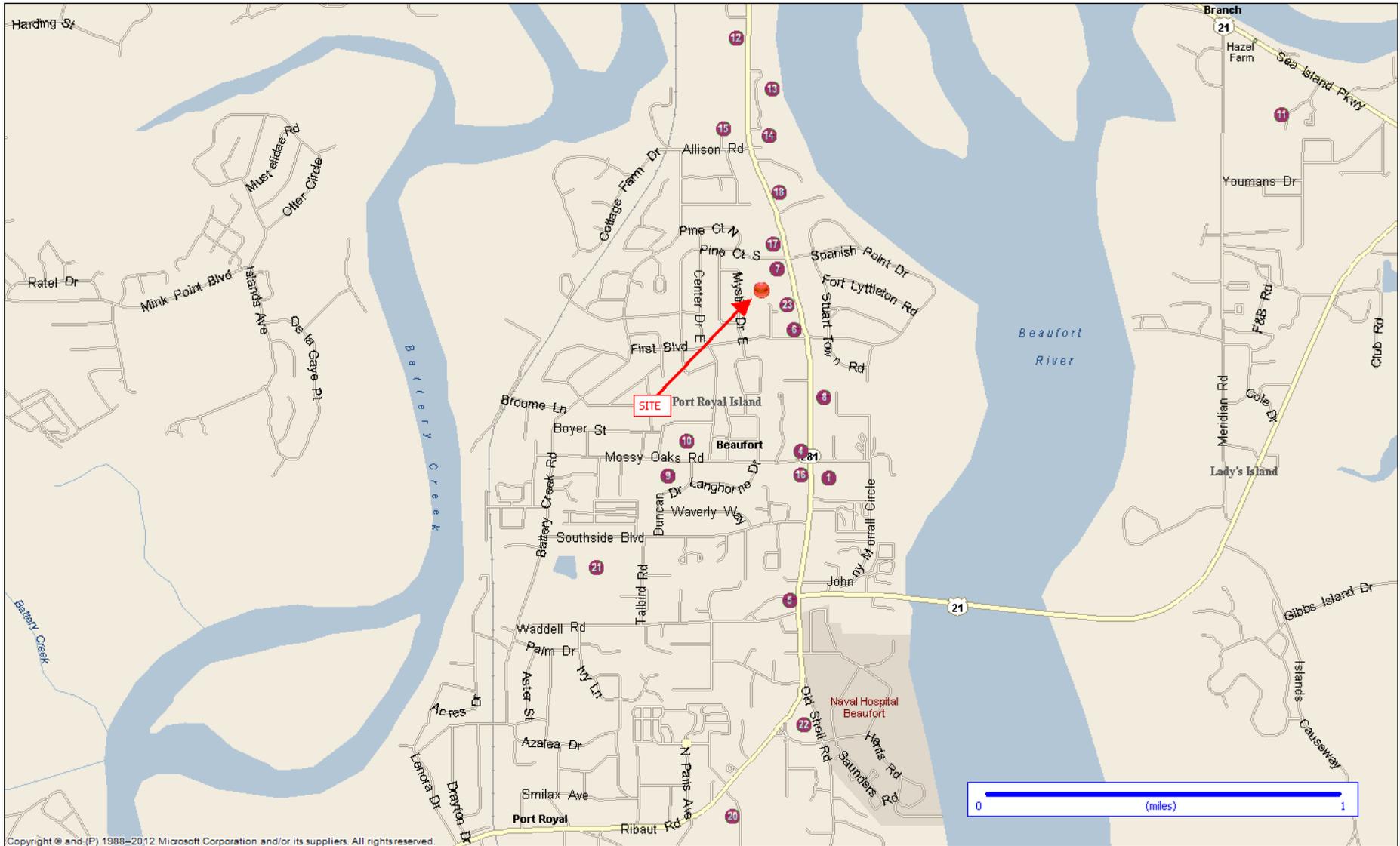
***Recreation/Other***

- 19. Beaufort County Library .....2.7 miles northeast
- 20. Beaufort County YMCA .....1.7 miles south
- 21. Southside Park .....1.3 miles southwest
- 22. Naval Heritage Park w/ Farmers Market and Skate Park .....1.4 miles south
- 23. House Community Bowling Center .....adjacent to east
- 24. Downtown Beaufort .....2.5 miles northeast

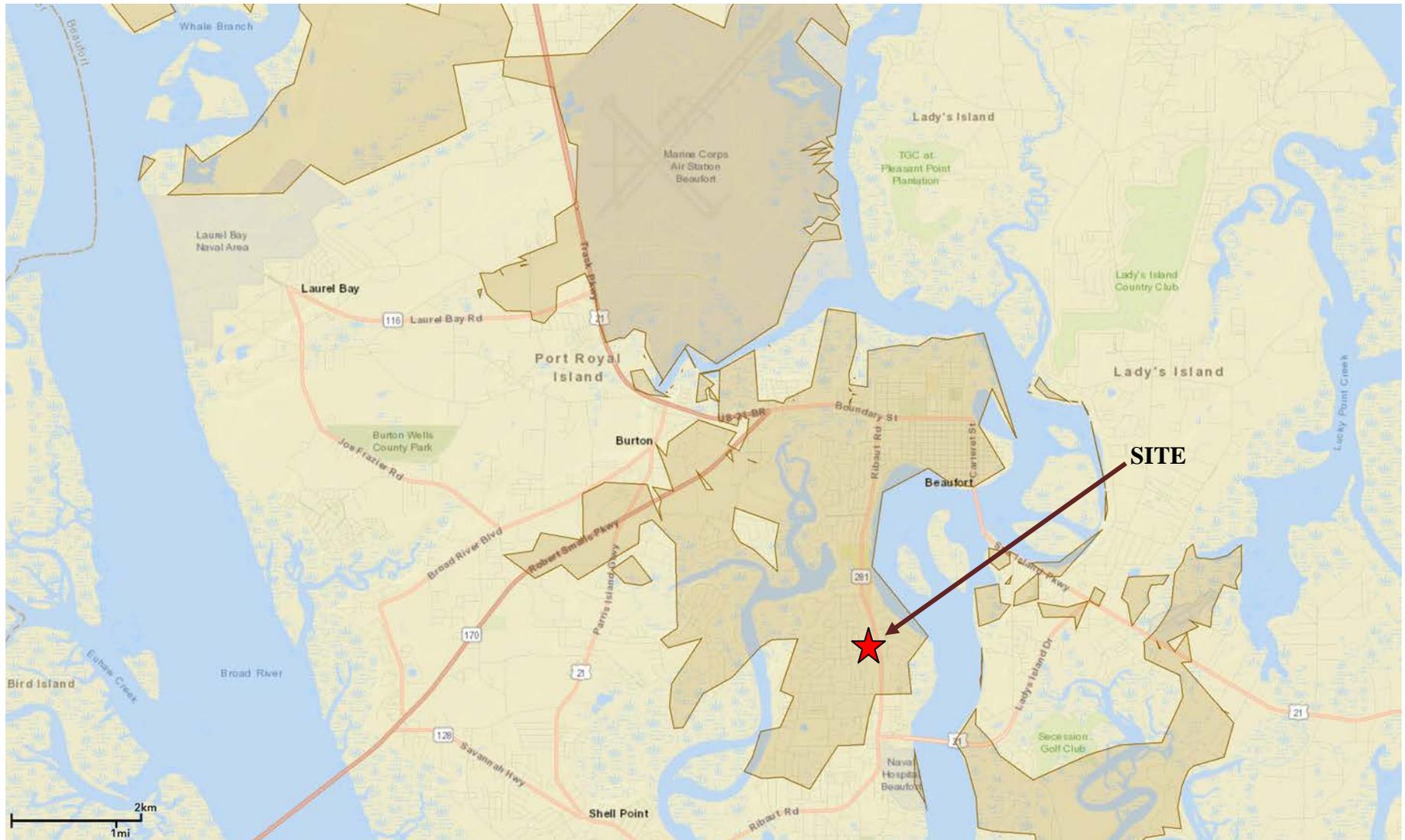
Map 1: Local Features/Amenities – Beaufort Area



Map 2: Local Features/Amenities – Close View



Map 3: Site Location – City of Beaufort



NOTE: Shaded area is city of Beaufort

Map 4: Site Location - Aerial Photo



Map 5: Affordable Rental Housing – Beaufort Area



**Site/Neighborhood Photos**



**SITE – Kingsridge Apartments  
Beaufort, SC  
Facing west from end of Firehouse Lane**



**SITE – Kingsridge Apartments  
Beaufort, SC  
Facing west from Bowling Lane**



**SITE – Kingsridge Apartments  
Beaufort, SC  
Facing south from interior of site**



**SITE – Kingsridge Apartments  
Beaufort, SC  
Facing southwest from interior of site**



**Townhome adjacent to north of site  
Facing northeast from interior or site**



**Townhome adjacent to north of site**



**Trailer home adjacent to south of site  
Facing west from Bowling Lane  
Site is to right**



**Brush/Wooded property adjacent to south of site  
Facing west from Bowling Lane  
Site is to right  
Trailer homes are to left**



**Fire department adjacent to east of site  
Facing east from site/Bowling Lane  
Firehouse Lane is to right of building**



**Bowling Alley adjacent to east of site  
Facing southeast from Bowling Lane  
Firehouse Lane is to left of building (out of view)**



**Undeveloped, wooded property adjacent to west of site  
Facing west from interior of site**



**Single-family homes adjacent to west of site  
Facing east from Mystic Drive  
Site is behind home**



**Facing east along Firehouse Lane  
Photo taken from Bowling Lane  
Fire department is on left  
Bowling alley is on right**



**Facing west along Firehouse Lane  
Photo taken from Ribaut Road  
Site is left of home property at end of street  
Fire department is to right, bowling alley is to left**



**Facing south along Bowling Lane  
Photo taken from Firehouse Lane  
Site is on right  
Bowling alley is on left**



**Bowling Alley adjacent to east of site  
Facing west from Ribaut Road  
Firehouse Lane is to right  
Site is behind building**



**Fire Department adjacent to east of site  
Facing west from Ribaut Road  
Firehouse Lane is left of building  
Site is behind building**



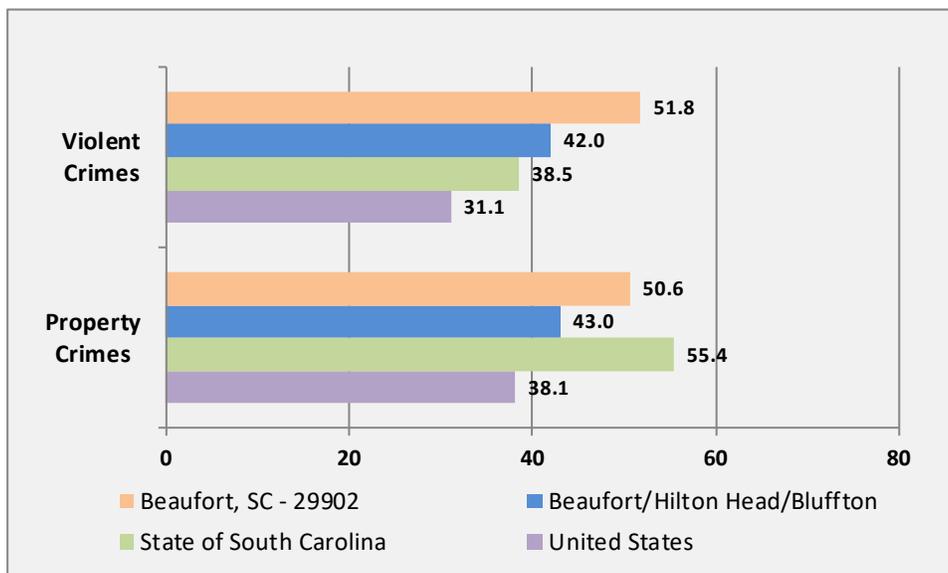
**Undeveloped, wooded property adjacent to east of site  
Facing west from Ribaut Road  
Fire department is to left  
Commercial property is to right**

**6. Crime Assessment**

Based on crime information by zip code, the crime rates for the site neighborhood are somewhat mixed. As such, on a scale from one (indicating low crime) to 100 (high crime), the area in which the subject property is situated (zip code 29902) had a violent crime (murder, non-negligent manslaughter, rape, robbery, and aggravated assault) score of 51.8, which was above region, state, and national averages. Additionally, the property crime (burglary, larceny-theft, motor vehicle theft, and arson) score was 50.6, which was above region and national figures, but below state norms.

Although first hand observations from a recent site visit did not indicate a notable crime risk at the subject property or surrounding neighborhood, the elevated crime statistics for the immediate area need to be taken into consideration. As such, extra security precautions should be deemed as a necessary measure to provide a safe environment for potential residents of the subject property (such as extra lighting, surveillance cameras, and/or in-unit alarm systems). Considering these factors as well as information gathered during the site visit, there does not appear to be any noticeable security concerns within the immediate neighborhood surrounding the site.

**Table 1: Crime Risk Index**



**7. Road/Infrastructure Improvements**

Based on the site visit and evaluation of the local market area, no significant road work and/or infrastructure improvements were observed near the site that would have any impact (positive or negative) on the marketability or absorption of the subject proposal.

**8. Overall Site Conclusions**

Overall, the majority of necessary services are situated within a short distance of the site, with several schools, retail centers, medical offices, parks, and other various services all located within the immediate area (much of which are within one mile). Based on a site visit conducted February 17, 2018, overall site characteristics can be viewed as mostly positive, with no significant visible nuances that can have a potentially negative effect on the marketability or absorption of the subject property. In addition, the subject property's location roughly one block west of Ribaut Road offers easy access to most local retail/commercial areas throughout Beaufort. Further, the location along a lightly-traveled street in a seemingly quiet residential neighborhood provides positive ingress and egress to the property, as well as a generally positive curb appeal - with no visible traffic congestion and most nearby properties (commercial, residential, or otherwise) in fair to good condition.

### C. PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is defined as the geographic area from which the subject property (either proposed or existing) is expected to draw the *majority* of its residents. For the purpose of this report, the Beaufort PMA consists of the city of Beaufort and the immediate surrounding area, including the community of Port Royal. More specifically, the PMA is comprised of a total of nine census tracts within central Beaufort County, reaching approximately four miles to the north of the site, 2½ miles to the south, five miles to the west, and roughly 4¼ miles to the east. As such, the aforementioned primary market area delineation can be considered as a realistic indication of the potential draw of the subject proposal based on the characteristics of the Beaufort area as well as the site’s location just west of Ribaut Road, providing relatively convenient transportation throughout the Beaufort region.

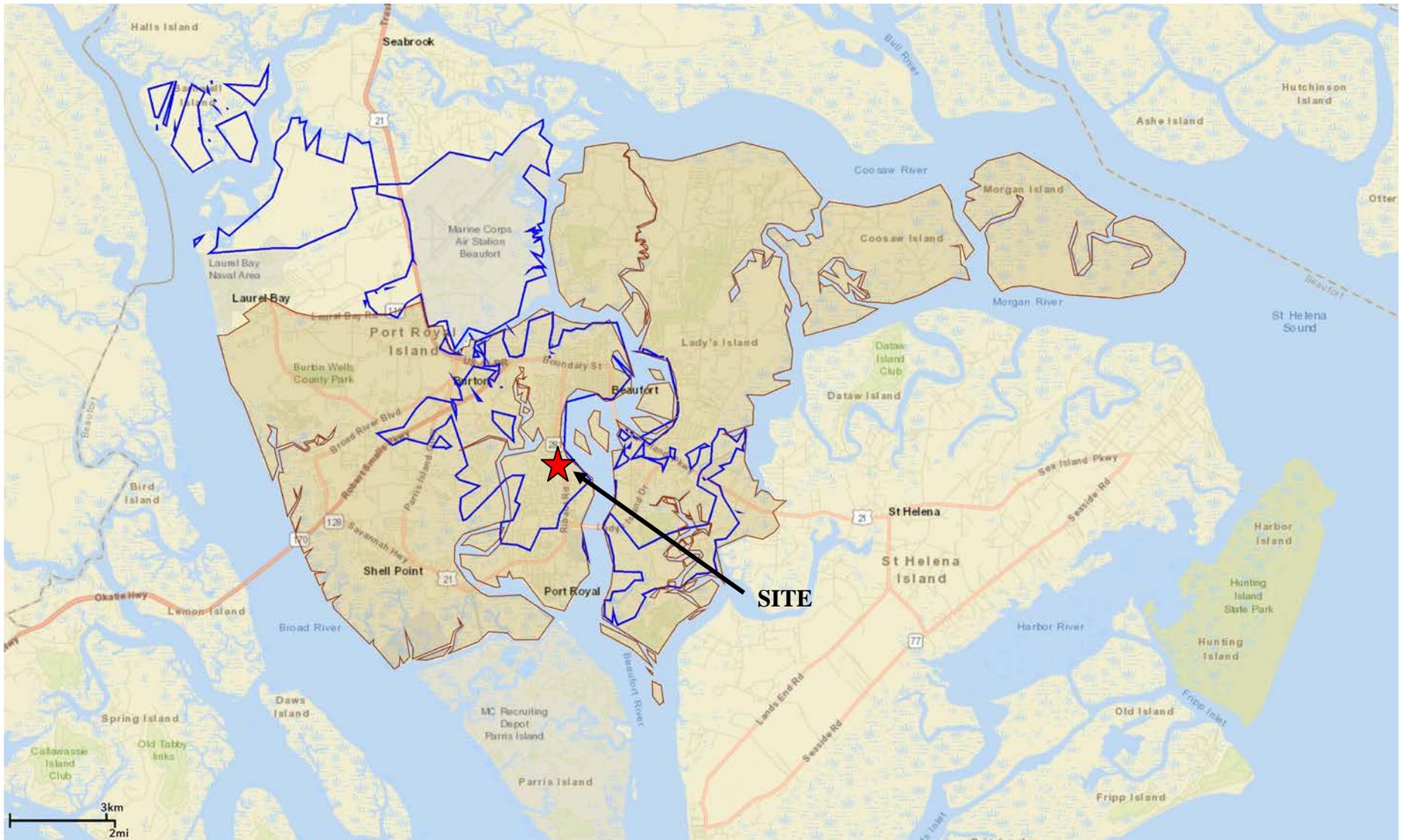
Factors such as socio-economic conditions and patterns, local roadway infrastructure, commuting patterns, physical boundaries, and personal experience were utilized when defining the primary market area. As such, the PMA is comprised of the following census tracts (*all are in Beaufort County*):

- Tract 5.01
- Tract 5.02
- Tract 5.03
- Tract 6.00
- Tract 7.00\*
- Tract 8.00
- Tract 9.01
- Tract 9.02
- Tract 9.03

\* Site is located in Census Tract 7.00



Map 7: Beaufort PMA



NOTE: Shaded area is PMA; Blue outline is city of Beaufort



**Table 2: Race Distribution (2010)**

<b>Census Tract 7 - Beaufort County, SC</b>		
	<u>Number</u>	<u>Percent</u>
<b>Total Population (all races)</b>	<b>6,284</b>	<b>100.0%</b>
White*	4,505	71.7%
Black or African American*	1,549	24.6%
American Indian/Alaska Native*	53	0.8%
Asian*	123	2.0%
Native Hawaiian/Pacific Islander*	19	0.3%
Other Race*	179	2.8%

\*NOTE: Race figures are "alone or in combination" - which allows persons to report their racial makeup as more than one race. As such, the sum of individual races may add up to more than the total population.

SOURCE: U.S. Census - 2010 - Table QT-P6

## D. MARKET AREA ECONOMY

### 1. Employment by Industry

According to information from the South Carolina Department of Employment and Workforce, the largest individual employment industry within Beaufort County was accommodation/food services (19 percent of all jobs), followed by persons employed in retail trade (16 percent), and health care/social assistance (15 percent). Based on a comparison of employment by industry from 2011, the majority of industries experienced a net gain over the past five years. Health care/social assistance had the largest growth (1,539 new jobs), followed by accommodation/food services and retail trade (both increasing by more than 1,100 jobs). In contrast, industries experiencing the greatest declines include information, manufacturing, and agricultural sectors - each declining by more than 100 jobs between 2011 and 2016.

**Table 3: Employment by Industry – Beaufort County**

<u>Industry</u>	<u>Annual 2016</u>		<u>Annual 2011</u>		<u>Change (2011-2016)</u>	
	<u>Number Employed</u>	<u>Percent</u>	<u>Number Employed</u>	<u>Percent</u>	<u>Number Employed</u>	<u>Percent</u>
<b>Total, All Industries</b>	<b>63,252</b>	<b>100.0%</b>	<b>56,453</b>	<b>100.0%</b>	<b>6,799</b>	<b>12%</b>
Agriculture, forestry, fishing and hunting	400	0.6%	508	0.9%	(108)	(21%)
Mining	*	*	*	*	*	*
Utilities	349	0.6%	332	0.6%	17	5%
Construction	3,526	5.6%	2,868	5.1%	658	23%
Manufacturing	621	1.0%	738	1.3%	(117)	(16%)
Wholesale trade	580	0.9%	578	1.0%	2	0%
Retail trade	10,157	16.1%	9,052	16.2%	1,105	12%
Transportation and warehousing	970	1.5%	791	1.4%	179	23%
Information	429	0.7%	740	1.3%	(311)	(42%)
Finance and insurance	1,558	2.5%	1,444	2.6%	114	8%
Real estate and rental and leasing	2,188	3.5%	2,079	3.7%	109	5%
Professional and technical services	2,613	4.1%	2,126	3.8%	487	23%
Management of companies and enterprises	895	1.4%	*	*	*	*
Administrative and waste services	4,073	6.4%	3,730	6.7%	343	9%
Educational services	4,257	6.7%	3,974	7.1%	283	7%
Health care and social assistance	9,254	14.6%	7,715	13.8%	1,539	20%
Arts, entertainment, and recreation	2,553	4.0%	1,923	3.4%	630	33%
Accommodation and food services	12,071	19.1%	10,538	18.8%	1,533	15%
Other services, exc. public administration	3,444	5.4%	3,533	6.3%	(89)	(3%)
Public administration	3,318	5.2%	3,344	6.0%	(26)	(1%)

\* - Data Not Available  
Source: South Carolina Department of Employment & Workforce - Beaufort County

**2. Commuting Patterns**

Based on an economy dependent largely on the tourism industry, far more workers commute to Beaufort County than commute away from the county for employment, according to U.S. Census information. Overall, the vast majority of PMA residents stay within the county to work. Based on place of employment (using 2016 American Community Survey data), 92 percent of PMA residents are employed within Beaufort County, while just eight percent work outside of the county (most of which commute to Jasper and Chatham Counties).

An overwhelming majority of workers throughout Beaufort County traveled alone to their place of employment, whether it was within the county or commuting outside of the area. According to ACS data, approximately 83 percent of workers within the PMA drove alone to their place of employment, while nine percent carpooled in some manner. Only a very small number (four percent) utilized public transportation, walked, or used some other means to get to work.

**Table 4: Place of Work/ Means of Transportation (2016)**

EMPLOYMENT BY PLACE OF WORK						
	City of Beaufort		Beaufort PMA		Beaufort County	
<b>Total</b>	<b>6,438</b>	<b>100.0%</b>	<b>21,760</b>	<b>100.0%</b>	<b>76,566</b>	<b>100.0%</b>
<b>Worked in State of Residence</b>	6,242	97.0%	21,049	96.7%	72,673	94.9%
<b>Worked in County of Residence</b>	5,893	91.5%	20,071	92.2%	68,945	90.0%
<b>Worked Outside County of Residence</b>	349	5.4%	978	4.5%	3,728	4.9%
<b>Worked Outside State of Residence</b>	196	3.0%	711	3.3%	3,893	5.1%
MEANS OF TRANSPORTATION TO WORK						
	City of Beaufort		Beaufort PMA		Beaufort County	
<b>Total</b>	<b>6,438</b>	<b>100.0%</b>	<b>21,760</b>	<b>100.0%</b>	<b>73,200</b>	<b>100.0%</b>
<b>Drove Alone - Car, Truck, or Van</b>	5,229	81.2%	18,146	83.4%	55,741	76.1%
<b>Carpooled - Car, Truck, or Van</b>	663	10.3%	2,016	9.3%	8,208	11.2%
<b>Public Transportation</b>	0	0.0%	82	0.4%	357	0.5%
<b>Walked</b>	257	4.0%	446	2.0%	1,809	2.5%
<b>Other Means</b>	55	0.9%	382	1.8%	1,892	2.6%
<b>Worked at Home</b>	234	3.6%	688	3.2%	5,193	7.1%
Source: U.S. Census Bureau; American Community Survey						

**Table 5: Employment Commuting Patterns (2010)**

Top Places Residents Are Commuting TO		Top Places Residents Are Commuting FROM	
	<u>Number</u>		<u>Number</u>
Jasper County, SC	1,756	Jasper County, SC	3,787
Chatham County, GA	1,608	Hampton County, SC	1,398
Charleston County, SC	194	Chatham County, GA	1,373
Hampton County, SC	186	Colleton County, SC	734
Richland County, SC	175	Effingham County, GA	323
Lexington County, SC	110	Liberty County, GA	177
Source: U.S. Census Bureau - 2010			

**3. Largest Employers**

Below is a chart depicting the largest employers within Beaufort County, according to information obtained through the South Carolina Department of Employment and Workforce:

<b>Beaufort County Top Employers (Listed Alphabetically)</b>	
Atlantic Personnel Inc.	Beaufort County School District
Beaufort Memorial Hospital	Carecore National LLC
County of Beaufort	Cypress Club, Inc.
Department of Defense	Hargray Communications Group Inc.
LFC Agricultural Services Inc.	Lowes Home Centers, Inc.
Marine Corps Community Services	Marriott Resorts Hospitality Corp.
Montage Hotels and Resorts LLC	Publix Supermarkets, Inc.
Sea Pines Resort LLC	Technical College of the Lowcountry
Tenet Physician Services of Hilton Head	The Greenery Inc.
University of South Carolina	Wal-Mart Associates, Inc.
Source: SC Department of Employment & Workforce – 2017 Q2	

**4. Employment and Unemployment Trends**

The overall economy throughout Beaufort County has been generally positive over the past decade, with employment increases in each of the last seven years and an unemployment rate typically below both state and national averages. As such, Beaufort County recorded an increase of more than 9,650 jobs between 2010 and 2016, representing an increase of 16 percent (an annual increase of 2.7 percent). In addition, the average annual unemployment rate for 2016 was calculated at 4.6 percent, representing the county’s lowest rate since 2007. In comparison, the state and national unemployment rates for 2016 were 4.8 and 4.9 percent, respectively.

More recently, an increase of roughly 375 jobs was recorded between November 2016 and November 2017. As such, the unemployment rate subsequently decreased from 3.9 percent to 3.8 percent during this time – remaining slightly below state and national averages (at 4.0 and 3.9 percent, respectively).

**Table 6: Historical Employment Trends**

Year	Beaufort County				Employment Annual Change			Unemployment Rate		
	Labor Force	Number Employed	Annual Change	Percent Change	Beaufort County	South Carolina	United States	Beaufort County	South Carolina	United States
2005	61,574	58,579	--	--	--	--	--	4.9%	6.7%	5.1%
2006	62,868	59,859	1,280	2.2%	2.2%	2.3%	1.9%	4.8%	6.4%	4.6%
2007	63,906	61,117	1,258	2.1%	2.1%	1.6%	1.1%	4.4%	5.7%	4.6%
2008	63,741	60,361	(756)	-1.2%	-1.2%	-0.5%	-0.5%	5.3%	6.8%	5.8%
2009	62,884	57,398	(2,963)	-4.9%	-4.9%	-4.3%	-3.8%	8.7%	11.2%	9.3%
2010	65,336	59,684	2,286	4.0%	4.0%	0.2%	-0.6%	8.7%	11.2%	9.6%
2011	65,469	59,777	93	0.2%	0.2%	1.6%	0.6%	8.7%	10.6%	8.9%
2012	65,919	60,939	1,162	1.9%	1.9%	2.0%	1.9%	7.6%	9.2%	8.1%
2013	67,339	63,040	2,101	3.4%	3.4%	2.1%	1.0%	6.4%	7.6%	7.4%
2014	69,490	65,555	2,515	4.0%	4.0%	2.7%	1.7%	5.7%	6.4%	6.2%
2015	71,691	67,760	2,205	3.4%	3.4%	2.6%	1.7%	5.5%	6.0%	5.3%
2016	72,683	69,348	1,588	2.3%	2.3%	2.4%	1.7%	4.6%	4.8%	4.9%
Nov 2016*	71,396	68,642	---	---	---	---	---	3.9%	4.0%	4.4%
Nov 2017*	71,744	69,020	378	0.6%	0.6%	0.8%	1.2%	3.8%	4.0%	3.9%

Beaufort County				South Carolina		
	Number	Percent	Ann. Avg.		Percent	Ann. Avg.
Change (2005-Present):	10,441	17.8%	1.5%	Change (2005-Present):	14.6%	1.2%
Change (2010-Present):	9,336	15.6%	2.2%	Change (2010-Present):	15.4%	2.2%
Change (2015-Present):	1,260	1.9%	0.9%	Change (2015-Present):	3.6%	1.8%
Change (2005-2010):	1,105	1.9%	0.4%	Change (2005-2010):	-0.7%	-0.1%
Change (2010-2015):	8,076	13.5%	2.7%	Change (2010-2015):	11.5%	2.3%

\*Monthly data not seasonally adjusted

Figure 1: Employment Growth

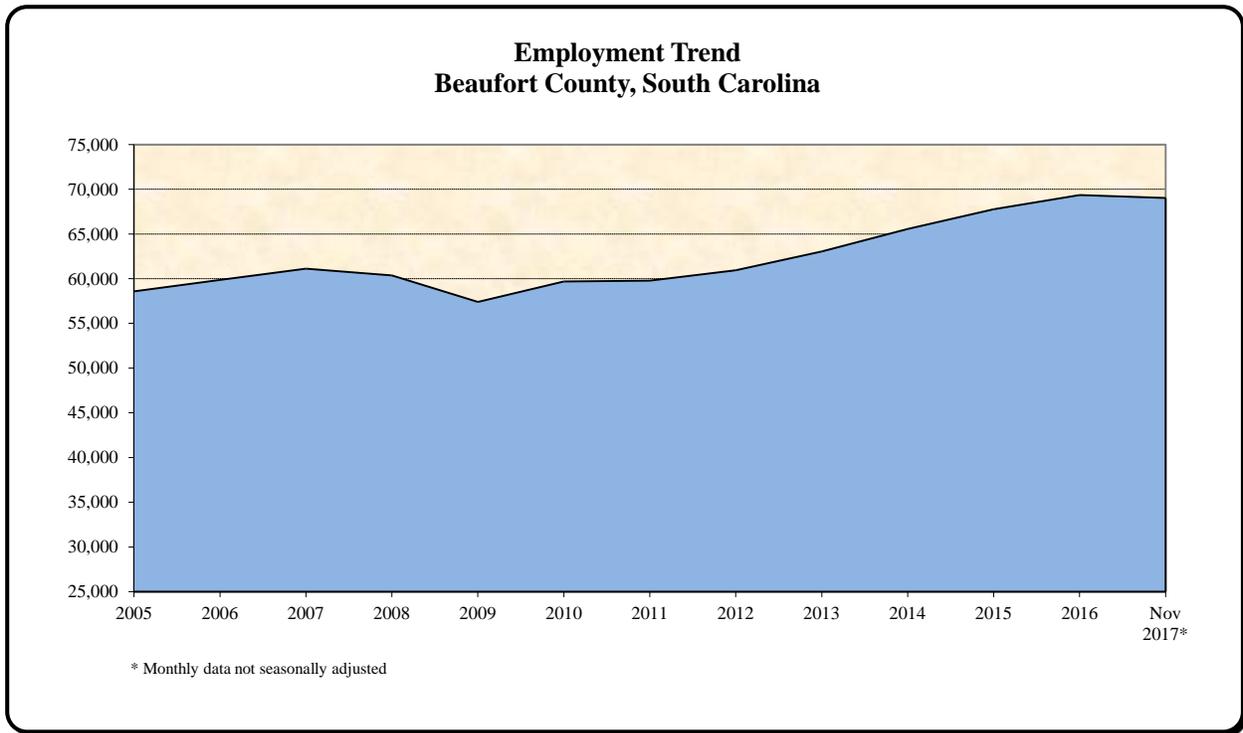
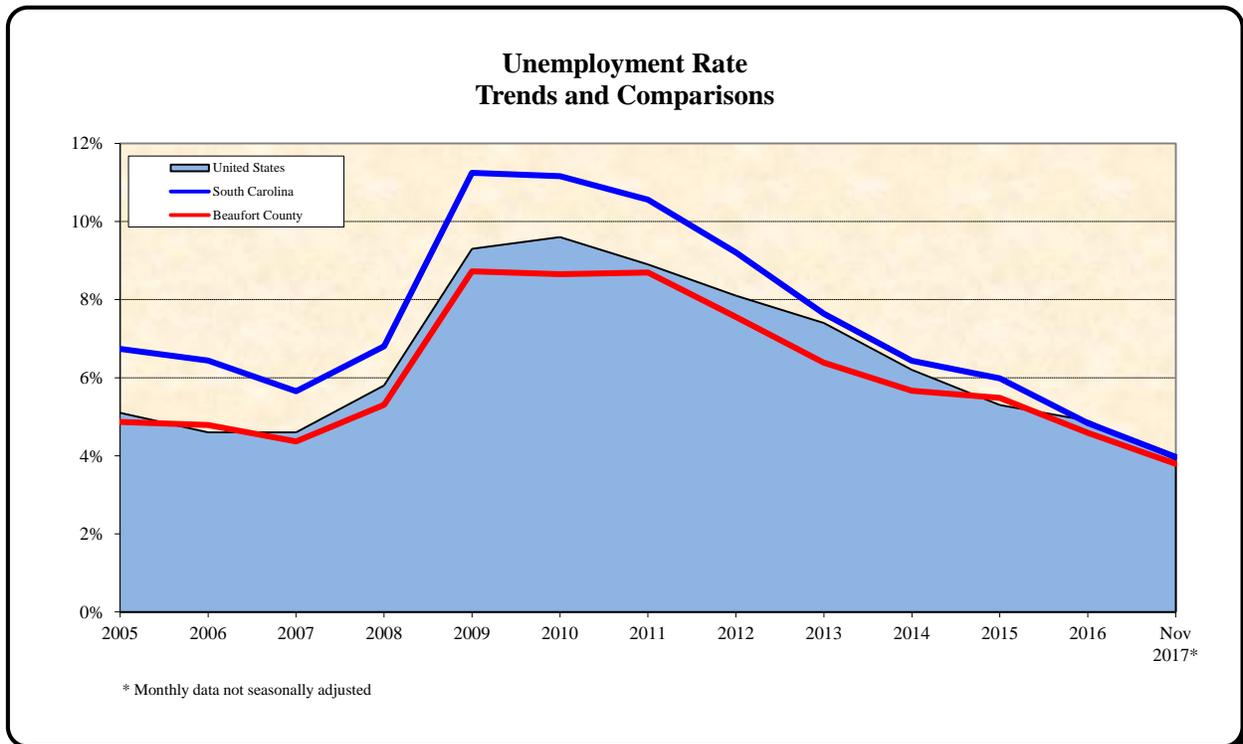
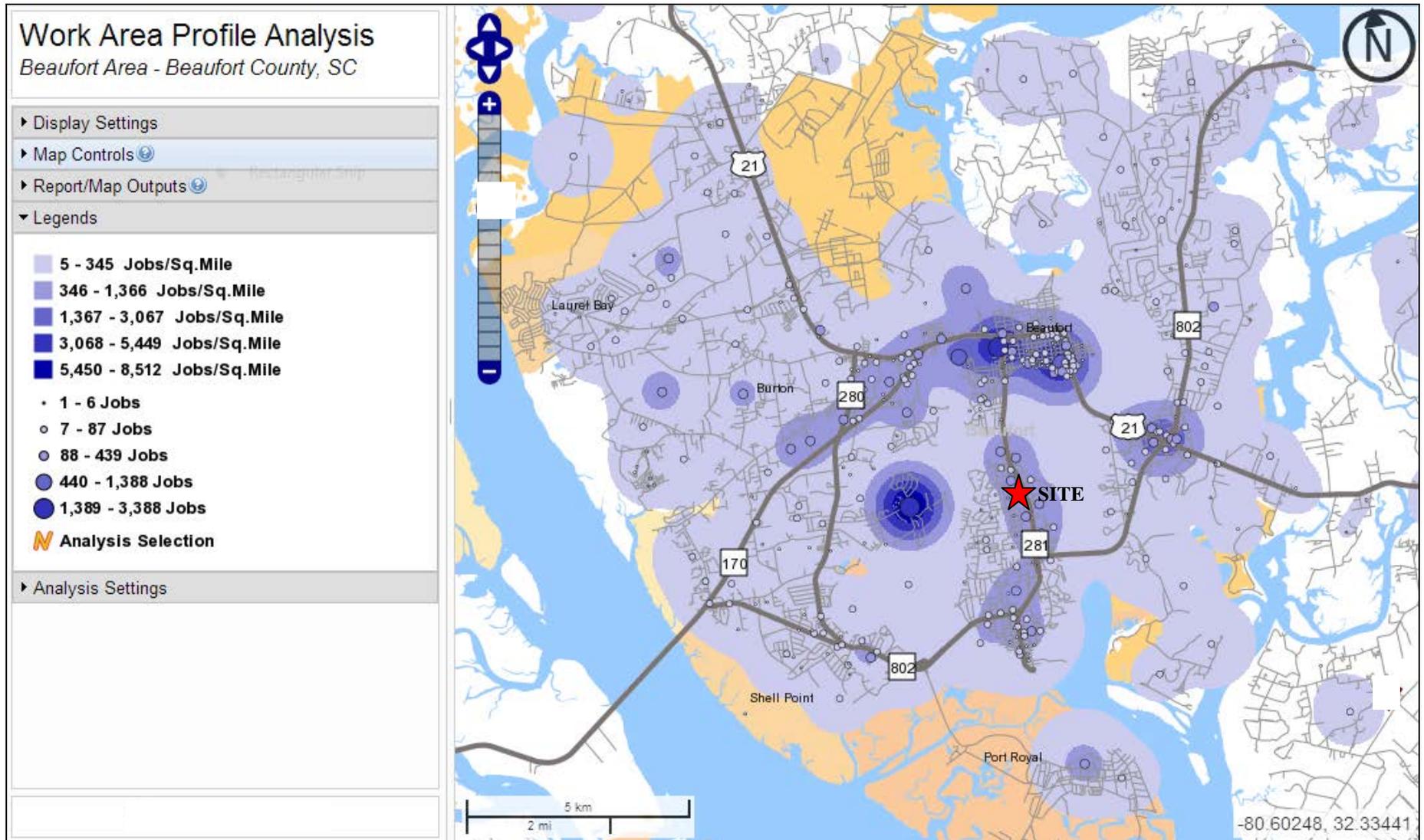


Figure 2: Historical Unemployment Rate



Map 9: Largest Employment Concentrations – Beaufort/Beaufort Area



**E. COMMUNITY DEMOGRAPHIC DATA**

***1. Population Trends***

Based on U.S. Census data and ESRI forecasts, much of Beaufort County has experienced extremely positive demographic gains since 2000, including Beaufort and the market area. Overall, the PMA had an estimated population of 48,547 persons in 2017, representing an increase of 15 percent from 2010 (a gain of roughly 6,150 persons). Additionally, Beaufort proper increased by 12 percent during this time, while the county increased by a similar 16 percent between 2010 and 2017.

Future projections indicate continued steady growth with an estimated increase of ten percent anticipated within the PMA between 2017 and 2022 (nearly 4,900 additional persons), and by a nine percent gain for Beaufort itself. In comparison, the overall population within Beaufort County is expected to also increase by ten percent during this same time frame.

**Table 7: Population Trends (2000 to 2022)**

	<u>2000</u>	<u>2010</u>	<u>2017</u>	<u>2020</u>	<u>2022</u>
<b>City of Beaufort</b>	13,696	12,361	13,869	14,589	15,069
<b>Beaufort PMA</b>	36,266	42,396	48,547	51,477	53,430
<b>Beaufort County</b>	120,937	162,233	187,450	198,825	206,408
		<u>2000-2010</u>	<u>2010-2017</u>	<u>2017-2020</u>	<u>2017-2022</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
<b>City of Beaufort</b>		-9.7%	12.2%	5.2%	8.7%
<b>Beaufort PMA</b>		16.9%	14.5%	6.0%	10.1%
<b>Beaufort County</b>		34.1%	15.5%	6.1%	10.1%
		<u>2000-2010</u>	<u>2010-2017</u>	<u>2017-2020</u>	<u>2017-2022</u>
		<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>
<b>City of Beaufort</b>		-1.0%	1.7%	1.7%	1.7%
<b>Beaufort PMA</b>		1.6%	2.0%	2.0%	1.9%
<b>Beaufort County</b>		3.0%	2.1%	2.0%	1.9%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

The largest population group for the PMA in 2010 consisted of persons between the ages of 20 and 44 years, accounting for 34 percent of all persons. In comparison, this age cohort represented a notably slightly larger 36 percent of persons within Beaufort, and a somewhat lower 31 percent of the county. Younger persons also accounted for a relatively large portion of the population within the PMA. As such, 28 percent of the total PMA population was under the age of 20 years.

When reviewing distribution patterns between 2000 and 2022, the aging of the population is clearly evident for the PMA and Beaufort County as a whole. The proportion of persons under the age of 45 has steadily declined since 2000, and is expected to decrease further through 2022. In contrast, the fastest growing portion of the population base is the older age segments. Within the PMA, persons over the age of 55 years, which represented 19 percent of the population in 2000, is expected to increase to account for 29 percent of all persons by 2022 – while in part this aging trend can be explained by the aging of the baby boom generation, another cause is the substantial influx of retirement communities and resorts within the area.

Although decreasing somewhat, the steady percentage of population below the age of 45 seen throughout Beaufort and the PMA (58 percent and 60 percent of all persons in 2022, respectively) signifies positive trends for the subject proposal by continuing to provide a solid base of potential tenants for the subject development.

**Table 8: Age Distribution (2000 to 2022)**

	City of Beaufort				Beaufort PMA				Beaufort County			
	<u>2010 Number</u>	<u>2000 Percent</u>	<u>2010 Percent</u>	<u>2022 Percent</u>	<u>2010 Number</u>	<u>2000 Percent</u>	<u>2010 Percent</u>	<u>2022 Percent</u>	<u>2010 Number</u>	<u>2000 Percent</u>	<u>2010 Percent</u>	<u>2022 Percent</u>
<b>Under 20 years</b>	<b>3,061</b>	25.2%	24.8%	23.3%	<b>11,675</b>	29.9%	27.5%	27.1%	<b>39,035</b>	27.0%	24.1%	23.0%
<b>20 to 24 years</b>	<b>1,478</b>	15.9%	12.0%	10.5%	<b>3,327</b>	7.9%	7.8%	6.0%	<b>11,756</b>	8.3%	7.2%	6.1%
<b>25 to 34 years</b>	<b>1,744</b>	15.7%	14.1%	13.6%	<b>6,128</b>	15.3%	14.5%	14.2%	<b>20,137</b>	13.6%	12.4%	12.1%
<b>35 to 44 years</b>	<b>1,255</b>	13.2%	10.2%	11.0%	<b>4,995</b>	15.5%	11.8%	13.2%	<b>17,534</b>	13.6%	10.8%	10.8%
<b>45 to 54 years</b>	<b>1,454</b>	10.6%	11.8%	9.7%	<b>5,547</b>	12.4%	13.1%	10.6%	<b>18,580</b>	11.6%	11.5%	9.5%
<b>55 to 64 years</b>	<b>1,458</b>	7.2%	11.8%	11.8%	<b>5,220</b>	8.0%	12.3%	11.4%	<b>22,159</b>	10.5%	13.7%	11.8%
<b>65 to 74 years</b>	<b>971</b>	5.9%	7.9%	11.3%	<b>3,192</b>	5.8%	7.5%	10.4%	<b>20,137</b>	9.4%	12.4%	15.5%
<b>75 to 84 years</b>	<b>640</b>	4.7%	5.2%	6.3%	<b>1,657</b>	3.9%	3.9%	5.5%	<b>9,698</b>	4.9%	6.0%	8.8%
<b>85 years and older</b>	<b>300</b>	1.6%	2.4%	2.6%	<b>655</b>	1.2%	1.5%	1.8%	<b>3,197</b>	1.3%	2.0%	2.3%
<b>Under 20 years</b>	<b>3,061</b>	25.2%	24.8%	23.3%	<b>11,675</b>	29.9%	27.5%	27.1%	<b>39,035</b>	27.0%	24.1%	23.0%
<b>20 to 44 years</b>	<b>4,477</b>	44.8%	36.2%	35.1%	<b>14,450</b>	38.8%	34.1%	33.3%	<b>49,427</b>	35.4%	30.5%	29.0%
<b>45 to 64 years</b>	<b>2,912</b>	17.8%	23.6%	21.4%	<b>10,767</b>	20.4%	25.4%	21.9%	<b>40,739</b>	22.1%	25.1%	21.3%
<b>65 years and older</b>	<b>1,911</b>	12.2%	15.5%	20.1%	<b>5,504</b>	10.9%	13.0%	17.6%	<b>33,032</b>	15.5%	20.4%	26.7%
<b>55 years and older</b>	<b>3,369</b>	19.4%	27.3%	31.9%	<b>10,724</b>	18.9%	25.3%	29.0%	<b>55,191</b>	26.0%	34.0%	38.5%
<b>75 years and older</b>	<b>940</b>	6.3%	7.6%	8.8%	<b>2,312</b>	5.1%	5.5%	7.2%	<b>12,895</b>	6.1%	7.9%	11.2%
<b>Non-Elderly (&lt;65)</b>	<b>10,450</b>	87.8%	84.5%	79.9%	<b>36,892</b>	89.1%	87.0%	82.4%	<b>129,201</b>	84.5%	79.6%	73.3%
<b>Elderly (65+)</b>	<b>1,911</b>	12.2%	15.5%	20.1%	<b>5,504</b>	10.9%	13.0%	17.6%	<b>33,032</b>	15.5%	20.4%	26.7%

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

**2. Household Trends**

Similar to population patterns, the Beaufort area has experienced positive household creation since 2000. As such, occupied households within the PMA numbered 19,332 units in 2017, representing an increase of 14 percent from 2010 (a gain of more than 2,350 households). ESRI forecasts for 2022 indicate this number will continue to increase at a steady rate, with forecasted growth of ten percent (nearly 2,000 additional households) anticipated between 2017 and 2022. In comparison, the number of households grew at a similar rate within Beaufort and Beaufort County overall between 2010 and 2017, demonstrating relatively strong demographic patterns throughout the region.

**Table 9: Household Trends (2000 to 2022)**

	<u>2000</u>	<u>2010</u>	<u>2017</u>	<u>2020</u>	<u>2022</u>
<b>City of Beaufort</b>	4,881	4,883	5,518	5,831	6,040
<b>Beaufort PMA</b>	13,927	16,971	19,332	20,522	21,316
<b>Beaufort County</b>	45,532	64,945	74,490	79,104	82,180
		<b>2000-2010</b>	<b>2010-2017</b>	<b>2017-2020</b>	<b>2017-2022</b>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
<b>City of Beaufort</b>		0.0%	13.0%	5.7%	9.5%
<b>Beaufort PMA</b>		21.9%	13.9%	6.2%	10.3%
<b>Beaufort County</b>		42.6%	14.7%	6.2%	10.3%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

**Table 10: Average Household Size (2000 to 2022)**

	<u>2000</u>	<u>2010</u>	<u>2017</u>	<u>2020</u>	<u>2022</u>
<b>City of Beaufort</b>	2.39	2.28	2.31	2.31	2.31
<b>Beaufort PMA</b>	2.56	2.46	2.48	2.48	2.48
<b>Beaufort County</b>	2.51	2.42	2.45	2.45	2.45
		<b>2000-2010</b>	<b>2010-2017</b>	<b>2017-2020</b>	<b>2017-2022</b>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
<b>City of Beaufort</b>		-4.4%	1.0%	0.0%	0.0%
<b>Beaufort PMA</b>		-3.6%	0.8%	0.0%	-0.1%
<b>Beaufort County</b>		-3.7%	1.3%	0.0%	0.1%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

Renter-occupied households throughout the market area have also exhibited quite positive gains, increasing at rates somewhat stronger than overall household creation. According to U.S. Census figures and ESRI estimates, a total of 7,744 renter-occupied households are estimated within the PMA for 2017, representing an increase of 16 percent from 2010 figures (a gain of nearly 1,100 additional rental units). In addition, relatively strong gains are anticipated into the future as well, with a projected increase of ten percent (approximately 750 rental units) between 2017 and 2022.

Overall, a relatively sizeable ratio of renter households exists throughout the local market area. For the PMA, the renter household percentage was calculated at 40 percent in 2017, slightly lower than the city’s renter representation (46 percent), but notably larger than the county as a whole (30 percent). Furthermore, it should also be noted that renter propensities within the PMA have increased consistently since 2000, increasing by approximately six percentage points between 2000 and 2017.

**Table 11: Renter Household Trends (2000 to 2022)**

	<u>2000</u>	<u>2010</u>	<u>2017</u>	<u>2020</u>	<u>2022</u>
<b>City of Beaufort</b>	2,137	2,254	2,535	2,687	2,788
<b>Beaufort PMA</b>	4,748	6,665	7,744	8,199	8,502
<b>Beaufort County</b>	12,194	19,077	22,244	23,622	24,540
		<u>2000-2010</u>	<u>2010-2017</u>	<u>2017-2020</u>	<u>2017-2022</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
<b>City of Beaufort</b>		5.5%	12.5%	6.0%	10.0%
<b>Beaufort PMA</b>		40.4%	16.2%	5.9%	9.8%
<b>Beaufort County</b>		56.4%	16.6%	6.2%	10.3%
	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>
	<u>2000</u>	<u>2010</u>	<u>2017</u>	<u>2020</u>	<u>2022</u>
<b>City of Beaufort</b>	43.8%	46.2%	45.9%	46.1%	46.2%
<b>Beaufort PMA</b>	34.1%	39.3%	40.1%	40.0%	39.9%
<b>Beaufort County</b>	26.8%	29.4%	29.9%	29.9%	29.9%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

Similar to overall households, renter household sizes for the PMA were generally larger than those reported for Beaufort proper, on average. In addition, renter sizes increased slightly over the past decade in the PMA (from 2.47 persons per unit in 2000 to 2.51 persons per unit in 2010), similar to gains exhibited for overall households (2.46 persons to 2.48 persons). Despite the increase in average size, the majority of rental units locally contained just one or two persons (60 percent), with three persons occupying 18 percent of units, and 22 percent of units with four or more persons.

**Table 12: Rental Units by Size (2010)**

	<u>One</u>	<u>Two</u>	<u>Three</u>	<u>Four</u>	<u>5 or More</u>	<b>Median Persons Per Rental Unit</b>	
	<u>Person</u>	<u>Persons</u>	<u>Persons</u>	<u>Persons</u>	<u>Persons</u>	<u>2000</u>	<u>2010</u>
<b>City of Beaufort</b>	820	630	392	248	164	2.33	2.30
<b>Beaufort PMA</b>	2,134	1,849	1,197	848	637	2.47	2.51
<b>Beaufort County</b>	5,421	5,108	3,417	2,656	2,475	2.71	2.66
	<u>1 Person</u>	<u>2 Person</u>	<u>3 Person</u>	<u>4 Person</u>	<u>5+ Person</u>	<b>Median Change</b>	
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>		
<b>City of Beaufort</b>	36.4%	28.0%	17.4%	11.0%	7.3%	-1.3%	
<b>Beaufort PMA</b>	32.0%	27.7%	18.0%	12.7%	9.6%	1.8%	
<b>Beaufort County</b>	28.4%	26.8%	17.9%	13.9%	13.0%	-1.8%	

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

**3. Household Income Trends**

Income levels throughout the Beaufort area have experienced somewhat sluggish gains over the past decade, with the PMA experiencing median income increases of less than one percent annually between 2010 and 2017. Overall, the median household income for the PMA was estimated at \$56,659 for 2017, which was roughly 13 percent higher than that estimated for Beaufort proper (\$50,008), but five percent lower than that recorded for the county as a whole (\$59,876). Furthermore, the PMA figure represents an annual increase of just 0.6 percent from 2010.

According to ESRI data, income appreciation is forecast to improve somewhat for the Beaufort PMA through 2022. As such, it is projected that the median income within the PMA will increase by 2.0 percent annually between 2017 and 2022.

**Table 13: Median Household Incomes (1999 to 2022)**

	<u>1999</u>	<u>2010</u>	<u>2017</u>	<u>2020</u>	<u>2022</u>
City of Beaufort	\$36,858	\$49,063	\$50,008	\$53,988	\$56,641
Beaufort PMA	\$41,073	\$54,297	\$56,659	\$59,908	\$62,241
Beaufort County	\$46,886	\$55,286	\$59,876	\$64,511	\$67,601
		<u>1999-2010</u>	<u>2010-2017</u>	<u>2017-2020</u>	<u>2017-2022</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
City of Beaufort		33.1%	1.9%	8.0%	13.3%
Beaufort PMA		32.2%	4.4%	5.7%	9.9%
Beaufort County		17.9%	8.3%	7.7%	12.9%
		<u>1999-2010</u>	<u>2010-2017</u>	<u>2017-2020</u>	<u>2017-2022</u>
		<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>
City of Beaufort		3.0%	0.3%	2.7%	2.7%
Beaufort PMA		2.9%	0.6%	1.9%	2.0%
Beaufort County		1.6%	1.2%	2.6%	2.6%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

According to the U.S. Census Bureau, approximately 33 percent of all households within the Beaufort PMA had an annual income of less than \$35,000 in 2016 – the portion of the population with the greatest need for affordable housing options. In comparison, a slightly greater 38 percent of city households also had incomes within this range, while a lesser 29 percent of county households had incomes less than \$35,000. As such, with approximately one out of every three households within the market area earning less than \$35,000 per year, additional affordable housing options will likely be well received.

**Table 14: Overall Household Income Distribution (2016)**

Income Range	City of Beaufort		Beaufort PMA		Beaufort County	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Less than \$10,000	340	7.3%	1,109	6.5%	3,716	5.5%
\$10,000 to \$14,999	263	5.7%	871	5.1%	2,395	3.6%
\$15,000 to \$19,999	221	4.8%	822	4.8%	2,650	3.9%
\$20,000 to \$24,999	274	5.9%	831	4.9%	3,122	4.6%
\$25,000 to \$29,999	331	7.1%	960	5.6%	3,471	5.2%
\$30,000 to \$34,999	313	6.8%	1,115	6.5%	3,811	5.7%
\$35,000 to \$39,999	233	5.0%	747	4.4%	3,482	5.2%
\$40,000 to \$44,999	235	5.1%	908	5.3%	3,214	4.8%
\$45,000 to \$49,999	244	5.3%	859	5.0%	2,432	3.6%
\$50,000 to \$59,999	572	12.3%	1,639	9.6%	5,722	8.5%
\$60,000 to \$74,999	453	9.8%	1,773	10.4%	7,674	11.4%
\$75,000 to \$99,999	385	8.3%	2,193	12.8%	8,496	12.6%
\$100,000 to \$124,999	356	7.7%	1,431	8.4%	6,157	9.1%
\$125,000 to \$149,999	120	2.6%	574	3.4%	3,192	4.7%
\$150,000 to \$199,999	143	3.1%	653	3.8%	3,627	5.4%
\$200,000 and Over	<u>150</u>	<u>3.2%</u>	<u>629</u>	<u>3.7%</u>	<u>4,184</u>	<u>6.2%</u>
<b>TOTAL</b>	<b>4,633</b>	<b>100.0%</b>	<b>17,114</b>	<b>100.0%</b>	<b>67,345</b>	<b>100.0%</b>
<b>Less than \$34,999</b>	1,742	37.6%	5,708	33.4%	19,165	28.5%
<b>\$35,000 to \$49,999</b>	712	15.4%	2,514	14.7%	9,128	13.6%
<b>\$50,000 to \$74,999</b>	1,025	22.1%	3,412	19.9%	13,396	19.9%
<b>\$75,000 to \$99,999</b>	385	8.3%	2,193	12.8%	8,496	12.6%
<b>\$100,000 and Over</b>	769	16.6%	3,287	19.2%	17,160	25.5%

Source: American Community Survey

Based on the proposed income targeting and rent levels, the key income range for the subject proposal is \$23,691 to \$45,600 (in current dollars). Utilizing Census information available on household income by tenure, dollar values were inflated to current dollars using the Consumer Price Index calculator from the Bureau of Labor Statistic’s website. Based on this data, the targeted income range accounts for a sizeable number of low-income households throughout the area. As such, roughly 19 percent of the PMA's owner-occupied household number, and 31 percent of the renter-occupied household figure are within the income-qualified range. Overall, this income range accounted for 24 percent of all households within the PMA. Considering the relative density of the PMA, this equates to nearly 4,900 potential income-qualified households for the proposed development, including more than 2,300 income-qualified renter households.

**Table 15: Household Income by Tenure – Beaufort PMA (2020)**

Income Range	Number of 2020 Households			Percent of 2020 Households		
	<u>Total</u>	<u>Owner</u>	<u>Renter</u>	<u>Total</u>	<u>Owner</u>	<u>Renter</u>
Less than \$5,000	620	236	384	3.0%	1.9%	4.7%
\$5,001 - \$9,999	711	388	324	3.5%	3.1%	3.9%
\$10,000 - \$14,999	1,045	463	582	5.1%	3.8%	7.1%
\$15,000 - \$19,999	986	514	472	4.8%	4.2%	5.8%
\$20,000 - \$24,999	998	339	659	4.9%	2.7%	8.0%
\$25,000 - \$34,999	2,490	1,254	1,236	12.1%	10.2%	15.1%
\$35,000 - \$49,999	3,017	1,407	1,610	14.7%	11.4%	19.6%
\$50,000 - \$74,999	4,091	2,583	1,508	19.9%	21.0%	18.4%
\$75,000 or More	<u>6,564</u>	<u>5,141</u>	<u>1,424</u>	<u>32.0%</u>	<u>41.7%</u>	<u>17.4%</u>
<b>Total</b>	<b>20,522</b>	<b>12,324</b>	<b>8,199</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: U.S. Census of Population and Housing; BLS CPI Calculator; Shaw Research & Consulting

The 2016 American Community Survey shows that approximately 32 percent of all renter households within the PMA are rent-overburdened; that is, they pay more than 35 percent of their incomes on rent and other housing expenses. As such, this data demonstrates that the need for affordable housing is quite apparent in the PMA, and the income-targeting plan proposed for the subject would clearly help to alleviate this issue.

**Table 16: Renter Overburdened Households (2016)**

Gross Rent as a % of Household Income	City of Beaufort		Beaufort PMA		Beaufort County	
	Number	Percent	Number	Percent	Number	Percent
<b>Total Rental Units</b>	<b>2,068</b>	<b>100.0%</b>	<b>6,813</b>	<b>100.0%</b>	<b>19,862</b>	<b>100.0%</b>
Less than 10.0 Percent	15	0.8%	98	1.5%	466	2.5%
10.0 to 14.9 Percent	165	8.3%	564	8.8%	1,424	7.7%
15.0 to 19.9 Percent	369	18.5%	988	15.4%	2,479	13.4%
20.0 to 24.9 Percent	191	9.6%	817	12.8%	2,571	13.9%
25.0 to 29.9 Percent	283	14.2%	841	13.1%	2,306	12.5%
30.0 to 34.9 Percent	290	14.6%	1,074	16.8%	2,425	13.1%
35.0 to 39.9 Percent	78	3.9%	341	5.3%	1,407	7.6%
40.0 to 49.9 Percent	144	7.2%	662	10.4%	1,838	9.9%
50 Percent or More	456	22.9%	1,011	15.8%	3,584	19.4%
Not Computed	77	--	417	--	1,362	--
<b>35 Percent or More</b>	<b>678</b>	<b>34.1%</b>	<b>2,014</b>	<b>31.5%</b>	<b>6,829</b>	<b>36.9%</b>
<b>40 Percent or More</b>	<b>600</b>	<b>30.1%</b>	<b>1,673</b>	<b>26.2%</b>	<b>5,422</b>	<b>29.3%</b>
Source: U.S. Census Bureau; American Community Survey						

**F. DEMAND ANALYSIS**

**1. Demand for Tax Credit Rental Units**

Demand calculations for each targeted income level of the subject proposal are illustrated in the following tables. Utilizing SCSHFDA guidelines, demand estimates will be measured from three key sources: household growth, substandard housing, and rent-overburdened households. All demand sources will be income-qualified, based on the targeting plan of the subject proposal and current LIHTC income restrictions as published by SCSHFDA. Demand estimates will be calculated for units designated at each income level targeted in the subject proposal – in this case, at 50 percent and 60 percent of AMI. As such, calculations will be based on the starting rental rate, a 35 percent rent-to-income ratio, and a maximum income of \$45,600 (the 5-person income limit at 60 percent AMI for Beaufort County). The resulting overall income-eligibility range (expressed in current-year dollars) for each targeted income level is as follows:

	<u>Minimum</u>	<u>Maximum</u>
<b>50 percent of AMI</b> .....	\$23,691 .....	\$38,000
<b>60 percent of AMI</b> .....	\$24,994 .....	\$45,600
<b>Overall</b> .....	<b>\$23,691</b> .....	<b>\$45,600</b>

By applying the income-qualified range and 2020 household forecasts to the current-year household income distribution by tenure (adjusted from 2010 data based on the Labor Statistics’ Consumer Price Index), the number of income-qualified households can be calculated. As a result, 31 percent of all renter households within the PMA are estimated to fall within the stated LIHTC qualified income range. More specifically, 21 percent of all renter households are income-qualified for units at 50 percent of AMI, while 29 percent of renters are income-eligible for units restricted at 60 percent of AMI. In addition, it should also be noted that only larger renter households (those with three persons or more) were utilized within the demand calculations.

Based on U.S. Census data and projections from ESRI, approximately 455 additional renter households are anticipated between 2017 and 2020. By applying the income-qualified percentage to the overall eligible figure, a demand for 57 tax credit rental units can be calculated as a result of new rental household growth.

Using U.S. Census data on substandard rental housing, it is estimated that approximately five percent of all renter households within the Beaufort PMA could be considered substandard, either by overcrowding (a greater than 1-to-1 ratio of persons to rooms) or incomplete plumbing facilities (a unit that lacks at least a sink, bathtub, or toilet). Applying this figure, along with the renter propensity and income-qualified percentage, to the number of households currently present in 2010 (the base year utilized within the demand calculations), the tax credit demand resulting from substandard units is calculated at 45 units within the PMA.

And lastly, potential demand for the subject proposal may also arise from those households experiencing rent-overburden, defined by households paying greater than 35 percent of monthly income for rent. Excluding owner-occupied units, an estimate of market potential for the subject proposal based on American Community Survey data on rent-overburdened households paying more than 35 percent of monthly income for rent is calculated. Using information contained within the 2016 ACS, the percentage of renter households within this overburdened range is reported at approximately 32 percent. Applying this rate to the number of renter households yields a total demand of 262 additional units as a result of rent overburden.

Although there has been no comparable LIHTC multi-family rental developments placed in service since 2017 within the Beaufort PMA, one property is currently under construction. Therefore, units from Marsh Pointe Apartments (a 48-unit family proposal in Port Royal allocated tax credits in 2016) need to be deducted from the three sources of demand listed previously. It should be noted that 123 Club Apartments also received an allocation in 2017 – however, units are not required to be deducted since it is an existing occupied property. As such, combining all above factors results in an overall demand of 316 LIHTC units for 2020.

Calculations by individual bedroom size are also provided utilizing the same methodology. As such, it is clear that sufficient demand exists for the project and each unit type proposed, even when considering the addition of Marsh Pointe. Therefore, a new rental housing option for low-income households should receive a positive response due to the strong demographic growth within the Beaufort area, as well as strong occupancy levels within existing local affordable rental developments.

**Table 17: Demand Calculation – by Income Targeting (2020)**

<b>2010 Total Occupied Households</b>	<b>16,971</b>		
<b>2010 Owner-Occupied Households</b>	<b>10,306</b>		
<b>2010 Renter-Occupied Households</b>	<b>6,665</b>		
		<b>Income Targeting</b>	
		<b>50%</b>	<b>60%</b>
		<b>AMI</b>	<b>AMI</b>
<b>QUALIFIED-INCOME RANGE</b>			<b>Total</b>
Minimum Annual Income		\$23,691	\$24,994
Maximum Annual Income		\$38,000	\$45,600
			<b>LIHTC</b>
			<b>\$23,691</b>
			<b>\$45,600</b>
<b>DEMAND FROM NEW HOUSEHOLD GROWTH</b>			
Renter Household Growth, 2017-2020	455	455	455
Percent Income Qualified Renter Households	21.1%	29.0%	31.1%
Percentage of large renter households (3+ persons)	40.2%	40.2%	40.2%
<b>Total Demand From New Households</b>	<b>39</b>	<b>53</b>	<b>57</b>
<b>DEMAND FROM EXISTING HOUSEHOLDS</b>			
Percent of Renters in Substandard Housing	5.4%	5.4%	5.4%
Percent Income Qualified Renter Households	21.1%	29.0%	31.1%
Percentage of large renter households (3+ persons)	40.2%	40.2%	40.2%
<b>Total Demand From Substandard Renter HHs</b>	<b>31</b>	<b>42</b>	<b>45</b>
Percent of Renters Rent-Overburdened	31.5%	31.5%	31.5%
Percent Income Qualified Renter Households	21.1%	29.0%	31.1%
Percentage of large renter households (3+ persons)	40.2%	40.2%	40.2%
<b>Total Demand From Overburdened Renter HHs</b>	<b>178</b>	<b>245</b>	<b>262</b>
<b>Total Demand From Existing Households</b>	<b>209</b>	<b>287</b>	<b>308</b>
<b>TOTAL DEMAND</b>	<b>248</b>	<b>340</b>	<b>364</b>
<b>LESS: Total Comparable Activity Since 2017</b>	<b>10</b>	<b>38</b>	<b>48</b>
<b>TOTAL NET DEMAND</b>	<b>238</b>	<b>302</b>	<b>316</b>
<b>PROPOSED NUMBER OF UNITS</b>	<b>10</b>	<b>36</b>	<b>46</b>
<b>CAPTURE RATE</b>	<b>4.2%</b>	<b>11.9%</b>	<b>14.5%</b>
Note: Totals may not sum due to rounding			

**Table 18: Demand Calculation – by Bedroom Size (2020)**

<b>2010 Total Occupied Households</b>	<b>16,971</b>					
<b>2010 Owner-Occupied Households</b>	<b>10,306</b>					
<b>2010 Renter-Occupied Households</b>	<b>6,665</b>					
	<b>Two-Bedroom Units</b>			<b>Three-Bedroom Units</b>		
	<b>50%</b>	<b>60%</b>	<b>Total</b>	<b>50%</b>	<b>60%</b>	<b>Total</b>
	<b>AMI</b>	<b>AMI</b>	<b>LIHTC</b>	<b>AMI</b>	<b>AMI</b>	<b>LIHTC</b>
<b>QUALIFIED-INCOME RANGE</b>						
Minimum Annual Income	\$23,691	\$24,994	\$23,691	\$28,286	\$31,714	\$28,286
Maximum Annual Income	\$31,650	\$37,980	\$37,980	\$38,000	\$45,600	\$45,600
<b>DEMAND FROM NEW HOUSEHOLD GROWTH</b>						
Renter Household Growth, 2017-2020	455	455	455	455	455	455
Percent Income Qualified Renter Households	12%	19%	21%	14%	19%	24%
Percentage of large renter households (3+ persons)	40%	40%	40%	40%	40%	40%
<b>Total Demand From New Households</b>	<b>22</b>	<b>35</b>	<b>39</b>	<b>26</b>	<b>34</b>	<b>44</b>
<b>DEMAND FROM EXISTING HOUSEHOLDS</b>						
Percent of Renters in Substandard Housing	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%
Percent Income Qualified Renter Households	12%	19%	21%	14%	19%	24%
Percentage of large renter households (3+ persons)	40%	40%	40%	40%	40%	40%
<b>Total Demand From Substandard Renter HHs</b>	<b>18</b>	<b>28</b>	<b>31</b>	<b>21</b>	<b>28</b>	<b>35</b>
Percent of Renters Rent-Overburdened	31.5%	31.5%	31.5%	31.5%	31.5%	31.5%
Percent Income Qualified Renter Households	12%	19%	21%	14%	19%	24%
Percentage of large renter households (3+ persons)	40%	40%	40%	40%	40%	40%
<b>Total Demand From Overburdened Renter HHs</b>	<b>102</b>	<b>160</b>	<b>178</b>	<b>119</b>	<b>159</b>	<b>203</b>
<b>Total Demand From Existing Households</b>	<b>120</b>	<b>188</b>	<b>209</b>	<b>139</b>	<b>187</b>	<b>238</b>
<b>TOTAL DEMAND</b>	<b>142</b>	<b>223</b>	<b>247</b>	<b>165</b>	<b>221</b>	<b>282</b>
<b>LESS: Total Comparable Activity Since 2017</b>	<b>5</b>	<b>19</b>	<b>24</b>	<b>5</b>	<b>19</b>	<b>24</b>
<b>TOTAL NET DEMAND</b>	<b>137</b>	<b>204</b>	<b>223</b>	<b>160</b>	<b>202</b>	<b>258</b>
<b>PROPOSED NUMBER OF UNITS</b>	<b>7</b>	<b>27</b>	<b>34</b>	<b>3</b>	<b>9</b>	<b>12</b>
<b>CAPTURE RATE</b>	<b>5.1%</b>	<b>13.2%</b>	<b>15.2%</b>	<b>1.9%</b>	<b>4.5%</b>	<b>4.7%</b>
Note: Totals may not sum due to rounding						

**2. Capture and Absorption Rates**

Utilizing information from the demand forecast calculations, capture rates provide an indication of the percentage of annual income-qualified demand necessary for the successful absorption of the subject property. An overall capture rate of 14.5 percent was determined based on the demand calculation (including renter household growth, substandard and/or overburdened units among existing renter households, utilizing larger renter households, and excluding any comparable activity since 2017), providing an indication of the overall general market depth for the subject proposal. More specifically, the capture rate for units restricted at 50 percent AMI was calculated at 4.2 percent, while the 60 percent AMI capture rate was at 11.9 percent. As such, these capture rates provide a relatively positive indication of the need for affordable rental options locally and are well within acceptable industry thresholds.

Taking into consideration the overall occupancy rates for the Beaufort PMA (most importantly the success of existing LIHTC developments) as well as the extremely rapid lease-up of the two most recent family tax credit properties, the overall absorption period to reach 93 percent occupancy is estimated at six to seven months. This is a relatively conservative estimate as compared to the actual absorption of Ashley Pointe Apartments (56 units which opened in January 2016, and were 100 pre-leased) and Sea Pointe Apartments (56 units which opened in February 2016, and was fully occupied within two months of opening). This determination also takes into consideration a market entry in late 2019/early 2020; a minimum of 20 percent of units pre-leased; and assumes all units will enter the market at approximately the same time. Based on this information, no market-related concerns are present.

## G. SUPPLY/COMPARABLE RENTAL ANALYSIS

### 1. Beaufort PMA Rental Market Characteristics

As part of the rental analysis for the Beaufort PMA, a survey of existing rental projects within the Beaufort primary market area was completed by Shaw Research & Consulting in February 2018. As such, a total of 21 apartment properties were identified and questioned for information such as current rental rates, amenities, and vacancy levels. Results from the survey provide an indication of overall market conditions throughout the Beaufort area, and are discussed below and illustrated on the following pages.

Considering the developments responding to our survey, a total of 2,406 units were reported, with the majority of units containing two bedrooms. Among the properties providing a specific unit breakdown, 24 percent of all units had one bedroom, 58 percent had two bedrooms, and 18 percent of units contained three bedrooms. There were no efficiency and relatively few four-bedroom units reported in the survey. The average age of the rental properties was 15 years old (an average build date of 2003), with eight properties built or rehabbed since 2010. In addition, 14 facilities reported to have some sort of income eligibility requirements – with six tax credit developments, three Rural Development projects, and five subsidized properties.

Overall conditions for the Beaufort rental market appear to be relatively positive at the current time. Among the properties included in the survey, the overall occupancy rate was calculated at 95.8 percent – with 13 of the 21 developments at 97 percent occupancy or better. When breaking down occupancy rates by financing type, the seven market rate developments were a combined 94.2 percent occupied, six LIHTC properties averaged 98.6 percent, three Rural Development projects were 97.6 percent, and five HUD projects were a combined 98.6 percent occupied – clearly demonstrating quite positive conditions throughout the local market for affordable rental housing.

Only three developments reported an occupancy rate below 95 percent, and each were market rate properties with extremely high rents (two-bedroom units started at \$1,100). As such, the subject proposal will not compete with these properties, and therefore these occupancy levels are not a concern.

## 2. Comparable Rental Market Characteristics

Considering the subject property will be developed utilizing tax credits, Shaw Research has identified six tax credit facilities within the PMA as being most comparable. According to survey results, the combined occupancy rate for these developments was calculated at 98.6 percent, with each reporting a waiting list. Detailed results on rent levels and unit sizes are also illustrated in the tables on the following pages - the average LIHTC rent for a one-bedroom unit was calculated at \$666 per month with an average size of 750 square feet – the resulting average rent per square foot ratio is \$0.89. Further, the average tax credit rent for a two-bedroom unit was \$749 with an average size of 1,044 square feet (an average rent per square foot ratio of \$0.72), while three-bedroom units averaged \$855 and 1,210 square feet (\$0.71 per square foot). In comparison to tax credit averages, the subject proposal's rental rates are very competitive with generally comparable unit sizes.

The two most recent family LIHTC developments in the PMA opened in 2016, and both were rapidly absorbed: **Ashley Pointe Apartments** (consisting of 56 two and three-bedroom units) was 100 pre-leased, and now reports a waiting list of 138 names; and **Sea Pointe Apartments** (56 two and three bedroom units) was fully leased within two months, and currently has ten persons on a waiting list. The strong absorption of both these properties clearly demonstrates the strong demand for affordable rental housing locally.

In comparison to other tax credit properties and taking into account utilities (the subject will include water/sewer, whereas some LIHTC projects do not), the subject proposal's rental rates are overall quite affordable. Further considering unit sizes and rent-per-square foot averages, the proposal is competitive with other tax credit options – the proposed rents can also be considered as extremely affordable in relation to overall market-rate averages.

From a market standpoint, it is evident that sufficient demand is present for the development of additional affordable tax credit units targeting low-income family households. However, based on prevailing rental rates and income levels, the rent structure is crucial for the long-term viability of any new rental development. As such, considering unit sizes, amenity levels, and rent-per-square foot ratios, the proposed rental rates within the subject are appropriate for the local rental market, and should be considered a positive factor.

**3. Comparable Pipeline Units**

According to SCSHFDA information and local government officials, there are two comparable LIHTC rental developments under development within the Beaufort PMA at the current time. Marsh Pointe Apartments received an allocation in 2016 (consisting of 48 two and three-bedroom units targeting to households at or below 50 percent and 60 percent AMI) and is under construction in Port Royal; and 123 Club Apartments received a 2017 allocation for the rehabilitation of 40 existing two and three-bedroom units targeted at 60 percent AMI in Beaufort.

**4. Impact on Existing Tax Credit Properties**

Based on the strong occupancy rates among all LIHTC developments included in the survey (at 98.6 percent), and especially taking into account the rapid absorption of the two most recent family tax credit projects (Ashley Pointe and Sea Pointe), the construction of the proposal will not have any adverse impact on existing rental properties or those presently under construction – either affordable or market rate. Considering future demographic growth anticipated for the PMA, as well as the positive characteristics of the immediate area, affordable housing will undoubtedly continue to be in demand locally.

**5. Competitive Environment**

According to Realtor.com, price points are relatively affordable within the immediate area as compared to previous years. However, considering current economic conditions throughout the state and region, home-ownership (especially those homes needing monetary improvement) is not a viable alternative to a large percentage of households in the PMA, especially among the target market for the subject development who have generally lower incomes and a greater likelihood of having credit issues and/or require some level of assistance for housing expenses. As such, the subject will have limited competition with home-ownership options.

Table 19: Rental Housing Survey - Overall

Project Name	Year Built/Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Type	Location
123 Club Carriage Apartments	1996	40	0	0	16	24	0	No	Yes	No	95%	Open	Beaufort
Ashley Pointe Apts	2016	56	0	0	40	16	0	No	Yes	No	100%	Open	Beaufort
Ashton Pointe Apts	2009	240	0	88	152	0	0	No	No	No	99%	Open	Beaufort
Bay South Apt Homes	2011	132	0	48	84	0	0	No	No	No	95%	Open	Beaufort
Cross Creek Apts	2009	144	0	24	60	60	0	No	Yes	No	100%	Open	Beaufort
Harbor One Apts	2017	160	0	0	80	80	0	No	Yes	No	85%	Open	Beaufort
Lady's Pointe Apts I/II	1988	92	0	30	62	0	0	No	No	No	98%	Open	Beaufort
Magnolia Park	2001	56	0	0	NA	NA	0	No	Yes	No	96%	Open	Beaufort
Mossy Oaks Village - Family	2013	48	0	0	40	8	0	Yes	No	Yes	100%	Open	Beaufort
Oak Hill Terrace	1980	38	0	NA	NA	NA	NA	No	Yes	No	100%	Open	Port Royal
Parc at Broad River Apartments	2016	246	0	NA	NA	NA	0	No	No	No	94%	Open	Beaufort
Parkview Apts	1970	60	0	0	40	20	0	No	Yes	No	97%	Open	Beaufort
Port Royal Apts	2012	60	0	0	36	24	0	No	Yes	No	97%	Open	Beaufort
Preserve at Port Royal	2008	400	0	160	240	0	0	No	No	No	95%	Open	Port Royal
Sea Pointe Apts	2016	56	0	0	28	28	0	No	No	No	98%	Open	Beaufort
Shell Pointe Apts	2005	72	0	0	NA	NA	0	No	Yes	No	99%	Open	Beaufort
Spanish Trace Apts	2006	88	0	36	32	16	4	No	Yes	No	100%	Open	Beaufort
Stuart Towne Apts	1983	98	0	NA	NA	NA	0	No	No	No	97%	Open	Port Royal
The Oaks at Broad River Landing	2001	248	0	72	120	56	0	No	No	No	93%	Open	Beaufort
Wilderness Cove	2004	48	0	0	48	0	0	No	Yes	No	98%	Open	Beaufort
Wilderness Too	2010	24	0	0	24	0	0	No	Yes	No	96%	Open	Beaufort
<b>Totals and Averages</b>	<b>2003</b>	<b>2,406</b>	<b>0</b>	<b>458</b>	<b>1,102</b>	<b>332</b>	<b>4</b>				<b>95.8%</b>		
<i>Unit Distribution</i>			<b>0%</b>	<b>24%</b>	<b>58%</b>	<b>18%</b>	<b>0%</b>						
<b>SUBJECT PROJECT</b>													
<b>KINGSRIDGE APARTMENTS</b>	<b>2020</b>	<b>46</b>	<b>0</b>	<b>0</b>	<b>34</b>	<b>12</b>	<b>0</b>	<b>No</b>	<b>Yes</b>	<b>No</b>		<b>Open</b>	<b>Beaufort</b>

Note: Shaded Properties are LIHTC

**Table 20: Rental Housing Summary - Overall**

Project Name	Year Built/Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Type	Location
<b>Totals and Averages</b> <i>Unit Distribution</i>	2003	2,406	0 0%	458 24%	1,102 58%	332 18%	4 0%				95.8%		
<b>SUBJECT PROJECT</b>													
KINGSRIDGE APARTMENTS	2020	46	0	0	34	12	0	No	Yes	No		Open	Beaufort
<b>SUMMARY</b>													
	Number of Dev.	Year Built/Rehab	Total Units	Studio/ Eff.	1BR	2BR	3BR	4BR	Average Occup.				
Total Developments	21	2003	2,406	0	458	1,102	332	4	95.8%				
Market Rate Only	7	2006	1,524	0	368	676	136	0	94.2%				
LIHTC Only	6	2007	424	0	24	144	128	0	98.6%				
Other Affordable (Non-LIHTC)	3	2001	164	0	30	134	0	0	97.6%				
Subsidized Only	5	1996	294	0	36	148	68	4	98.6%				

Table 21: Rent Range for 1 &amp; 2 Bedrooms - Overall

Project Name	Program	PBRA Units	1BR Rent		1BR Square Feet		Rent per Square Foot Range		2BR Rent		2BR Square Feet		Rent per Square Foot Range	
			LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
123 Club Carriage Apartments	LIHTC	0							\$750		890		\$0.84	\$0.84
Ashley Pointe Apts	LIHTC	0							\$680	\$838	1,100		\$0.62	\$0.76
Ashton Pointe Apts	Market	0	\$1,003	\$1,008	699	777	\$1.29	\$1.44	\$1,138	\$1,280	931	1,136	\$1.00	\$1.37
Bay South Apt Homes	Market	0	\$860	\$950	668		\$1.29	\$1.42	\$905	\$988	960		\$0.94	\$1.03
Cross Creek Apts	LIHTC/Mrkt	0	\$666	\$790	750		\$0.89	\$1.05	\$795	\$930	950		\$0.84	\$0.98
Harbor One Apts	Market	0							\$1,180		990		\$1.19	\$1.19
Lady's Pointe Apts I/II	RD	0	\$525	\$670	689		\$0.76	\$0.97	\$558	\$717	789		\$0.71	\$0.91
Magnolia Park	LIHTC	0							\$696	\$858	1,090		\$0.64	\$0.79
Mossy Oaks Village - Family	LIHTC/BOI	48									777			
Oak Hill Terrace	BOI-PHA	38												
Parc at Broad River Apartments	Market	0	\$1,180	\$1,240	792	802	\$1.47	\$1.57	\$1,260	\$1,300	1,197		\$1.05	\$1.09
Parkview Apts	BOI-HUD	60									567			
Port Royal Apts	RD/LIHTC	60									1,039			
Preserve at Port Royal	Market	0	\$995	\$1,030	693	850	\$1.17	\$1.49	\$1,140	\$1,225	1,017	1,151	\$0.99	\$1.20
Sea Pointe Apts	LIHTC	0							\$602	\$714	1,079		\$0.56	\$0.66
Shell Pointe Apts	LIHTC	0							\$699	\$861	1,153		\$0.61	\$0.75
Spanish Trace Apts	LIHTC/BOI	88			628						797			
Stuart Towne Apts	Market	0	\$750		850		\$0.88	\$0.88	\$900	\$1,200	1,100	1,200	\$0.75	\$1.09
The Oaks at Broad River Landing	Market	0	\$960	\$1,200	660	934	\$1.03	\$1.82	\$1,100	\$1,300	1,070	1,192	\$0.92	\$1.21
Wilderness Cove	RD/LIHTC	0							\$583	\$657	700		\$0.83	\$0.94
Wilderness Too	RD/LIHTC	0							\$599	\$749	700		\$0.86	\$1.07
<b>Totals and Averages</b>		<b>294</b>		<b>\$922</b>		<b>753</b>		<b>\$1.22</b>		<b>\$907</b>		<b>982</b>		<b>\$0.92</b>
<b>SUBJECT PROPERTY</b>														
<b>KINGSRIDGE APARTMENTS</b>	<b>LIHTC</b>	<b>0</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>	<b>\$592</b>	<b>\$630</b>		<b>1,070</b>	<b>\$0.55</b>	<b>\$0.59</b>
<b>SUMMARY</b>														
<b>Overall</b>				<b>\$922</b>		<b>753</b>		<b>\$1.22</b>		<b>\$907</b>		<b>982</b>		<b>\$0.92</b>
Market Rate Only				<b>\$997</b>		<b>773</b>		<b>\$1.29</b>		<b>\$1,132</b>		<b>1,086</b>		<b>\$1.04</b>
LIHTC Only				<b>\$666</b>		<b>750</b>		<b>\$0.89</b>		<b>\$749</b>		<b>1,044</b>		<b>\$0.72</b>
Other Affordable (Non-LIHTC)				<b>\$598</b>		<b>689</b>		<b>\$0.87</b>		<b>\$644</b>		<b>730</b>		<b>\$0.88</b>
Subsidized Only				<b>NA</b>		<b>628</b>		<b>NA</b>		<b>NA</b>		<b>795</b>		<b>NA</b>

Note: Shaded Properties are LIHTC

**Table 22: Rent Range for 3 & 4 Bedrooms - Overall**

Project Name	Program	3BR Rent		3BR Square Feet		Rent per Square Foot Range		4BR Rent		4BR Square Feet		Rent per Square Foot Range	
		LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
123 Club Carriage Apartments	LIHTC	\$850		1,100		\$0.77	\$0.77						
Ashley Pointe Apts	LIHTC	\$778	\$961	1,250		\$0.62	\$0.77						
Ashton Pointe Apts	Market												
Bay South Apt Homes	Market												
Cross Creek Apts	LIHTC/Mrkt	\$906	\$1,010	1,150		\$0.79	\$0.88						
Harbor One Apts	Market	\$1,340		1,190		\$1.13	\$1.13						
Lady's Pointe Apts I/II	RD												
Magnolia Park	LIHTC	\$796	\$983	1,189		\$0.67	\$0.83						
Mossy Oaks Village - Family	LIHTC/BOI			1,102									
Oak Hill Terrace	BOI-PHA												
Parc at Broad River Apartments	Market	\$1,555	\$1,600	1,362		\$1.14	\$1.17						
Parkview Apts	BOI-HUD			696									
Port Royal Apts	RD/LIHTC			1,211									
Preserve at Port Royal	Market												
Sea Pointe Apts	LIHTC	\$687	\$804	1,220		\$0.56	\$0.66						
Shell Pointe Apts	LIHTC	\$800	\$987	1,348		\$0.59	\$0.73						
Spanish Trace Apts	LIHTC/BOI			1,004						1,230			
Stuart Towne Apts	Market	\$1,200	\$1,300	1,200	1,300	\$0.92	\$1.08						
The Oaks at Broad River Landing	Market	\$1,250	\$1,450	1,414		\$0.88	\$1.03						
Wilderness Cove	RD/LIHTC												
Wilderness Too	RD/LIHTC												
<b>Totals and Averages</b>			<b>\$1,070</b>		<b>1,182</b>		<b>\$0.90</b>		<b>NA</b>		<b>1,230</b>		<b>NA</b>
<b>SUBJECT PROPERTY</b>													
<b>KINGSRIDGE APARTMENTS</b>	<b>LIHTC</b>	<b>\$700</b>	<b>\$800</b>		<b>1,240</b>	<b>\$0.56</b>	<b>\$0.65</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>
<b>SUMMARY</b>													
<b>Overall</b>			<b>\$1,070</b>		<b>1,182</b>		<b>\$0.90</b>		<b>NA</b>		<b>1,230</b>		<b>NA</b>
<b>Market Rate Only</b>			<b>\$1,338</b>		<b>1,293</b>		<b>\$1.03</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>
<b>LIHTC Only</b>			<b>\$855</b>		<b>1,210</b>		<b>\$0.71</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>
<b>Other Affordable (Non-LIHTC)</b>			<b>NA</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>
<b>Subsidized Only</b>			<b>NA</b>		<b>1,003</b>		<b>NA</b>		<b>NA</b>		<b>1,230</b>		<b>NA</b>

Note: Shaded Properties are LIHTC

Table 23a: Project Amenities - Overall

Project Name	Heat Type	Central Air	Wall A/C	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/Balcony	Club/Comm. Room	Computer Center	Exercise Room
123 Club Carriage Apartments	Gas	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	No
Ashley Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Ashton Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Bay South Apt Homes	ELE	Yes	No	Yes	Yes	No	No	No	Yes	Yes	Yes	No	No
Cross Creek Apts	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	No	Yes
Harbor One Apts	ELE	Yes	No	Yes	Yes	No	No	Yes	Yes	No	Yes	No	Yes
Lady's Pointe Apts I/II	ELE	Yes	No	No	No	No	No	No	Yes	No	No	No	No
Magnolia Park	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	No	Yes	No	No
Mossy Oaks Village - Family	Gas	Yes	No	No	Yes	No	Yes	No	Yes	Yes	Yes	Yes	No
Oak Hill Terrace	Gas	Yes	No	No	No	No	Yes	No	Yes	No	Yes	Yes	No
Parc at Broad River Apartments	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Parkview Apts	ELE	No	No	Yes	No	No	No	No	Yes	No	No	No	No
Port Royal Apts	ELE	Yes	No	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Preserve at Port Royal	ELE	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Sea Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	No
Shell Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No
Spanish Trace Apts	Gas	Yes	No	No	No	No	Yes	No	Yes	No	Yes	No	No
Stuart Towne Apts	ELE	Yes	No	Yes	Yes	No	No	No	Yes	Yes	No	No	No
The Oaks at Broad River Landing	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Wilderness Cove	ELE	Yes	No	No	No	No	No	No	Yes	No	No	No	No
Wilderness Too	ELE	Yes	No	No	No	Yes	No	No	Yes	Yes	No	No	No
Totals and Averages	--	95%	0%	71%	67%	33%	57%	52%	100%	57%	76%	48%	38%
<b>SUBJECT PROJECT</b>													
KINGSRIDGE APARTMENTS	ELE	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
<b>SUMMARY</b>													
Overall	--	95%	0%	71%	67%	33%	57%	52%	100%	57%	76%	48%	38%
Market Rate Only	--	100%	0%	100%	100%	43%	43%	71%	100%	86%	86%	57%	71%
LIHTC Only	--	100%	0%	100%	100%	50%	83%	83%	100%	50%	100%	50%	33%
Other Affordable (non-LIHTC)	--	100%	0%	0%	0%	33%	0%	0%	100%	33%	0%	0%	0%
Subsidized Only	--	80%	0%	40%	20%	0%	80%	20%	100%	40%	80%	60%	20%

Note: Shaded Properties are LIHTC

**Table 23b: Project Amenities - Overall**

Project Name	Pool	Playground	Gazebo	Exterior Storage	Sports Courts	On-Site Mgt	Security Gate	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carport	Garage
123 Club Carriage Apartments	No	Yes	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
Ashley Pointe Apts	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No
Ashton Pointe Apts	Yes	No	No	No	No	Yes	No	No	No	No	Yes	No	Yes
Bay South Apt Homes	Yes	No	No	No	Yes	Yes	No	No	No	Yes	No	No	No
Cross Creek Apts	No	Yes	No	Yes	No	Yes	No	No	No	No	Yes	No	No
Harbor One Apts	Yes	No	No	No	No	Yes	No	No	Yes	No	No	No	No
Lady's Pointe Apts I/II	No	Yes	No	No	No	Yes	No	No	Yes	Yes	No	No	No
Magnolia Park	Yes	Yes	No	No	No	Yes	No	No	Yes	No	No	No	No
Mossy Oaks Village - Family	No	Yes	No	No	No	Yes	No	Yes	Yes	No	Yes	No	No
Oak Hill Terrace	No	Yes	No	No	No	No	No	No	No	Yes	No	No	No
Parc at Broad River Apartments	Yes	No	No	No	No	Yes	Yes	No	No	No	Yes	No	Yes
Parkview Apts	No	Yes	No	No	No	Yes	No	No	No	No	No	No	No
Port Royal Apts	No	Yes	Yes	Yes	No	Yes	No	No	Yes	No	No	No	No
Preserve at Port Royal	Yes	Yes	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
Sea Pointe Apts	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No
Shell Pointe Apts	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No
Spanish Trace Apts	No	Yes	No	No	No	Yes	No	No	Yes	No	No	No	No
Stuart Towne Apts	Yes	No	No	No	No	Yes	No	No	Yes	Yes	No	No	No
The Oaks at Broad River Landing	Yes	Yes	No	Yes	Yes	Yes	No	No	Yes	Yes	No	No	Yes
Wilderness Cove	No	Yes	No	No	No	Yes	No	No	Yes	Yes	No	No	No
Wilderness Too	No	Yes	No	No	No	Yes	No	No	No	No	Yes	No	No
<b>Totals and Averages</b>	<b>38%</b>	<b>76%</b>	<b>19%</b>	<b>24%</b>	<b>10%</b>	<b>95%</b>	<b>5%</b>	<b>5%</b>	<b>67%</b>	<b>52%</b>	<b>24%</b>	<b>0%</b>	<b>14%</b>
<b>SUBJECT PROJECT</b>													
<b>KINGSRIDGE APARTMENTS</b>	<b>No</b>	<b>Yes</b>	<b>Yes</b>	<b>No</b>	<b>No</b>	<b>Yes</b>	<b>No</b>	<b>No</b>	<b>Yes</b>	<b>Yes</b>	<b>No</b>	<b>No</b>	<b>No</b>
<b>SUMMARY</b>													
Overall	38%	76%	19%	24%	10%	95%	5%	5%	67%	52%	24%	0%	14%
Market Rate Only	100%	29%	0%	29%	29%	100%	14%	0%	57%	57%	29%	0%	43%
LIHTC Only	17%	100%	50%	33%	0%	100%	0%	0%	83%	67%	17%	0%	0%
Other Affordable (non-LIHTC)	0%	100%	0%	0%	0%	100%	0%	0%	67%	67%	33%	0%	0%
Subsidized Only	0%	100%	20%	20%	0%	80%	0%	20%	60%	20%	20%	0%	0%

Note: Shaded Properties are LIHTC

Table 24: Other Information - Comparable

Project Name	Address	City	Telephone Number	Contact	On-Site Mgt	Waiting List	Concessions	Survey Date
123 Club Carriage Apartments	123 Old Salem Rd	Beaufort	(843) 982-0101	Kiesha	Yes	3 Names	None	19-Feb-18
Ashley Pointe Apts	2105 Carolina Wren Dr.	Beaufort	(843) 379-9746	Maria	Yes	138 Names	None	22-Feb-18
Ashton Pointe Apts	100 Ashton Pointe Blvd	Beaufort	843-476-4844	Callie	Yes	No	\$250 off 1st month	14-Feb-18
Bay South Apt Homes	2201 Mossy Oaks Rd	Beaufort	(843) 521-0041	Linda	Yes	No	None	14-Feb-18
Cross Creek Apts	325 Ambrose Run	Beaufort	(843) 982-6381	Denise	Yes	7 Names	None	19-Feb-18
Harbor One Apts	22 Colony Gardens Rd	Beaufort	(843) 770-0380	Ally	Yes	No	1st month free/new ownership	19-Feb-18
Lady's Pointe Apts I/II	1800 Salem Road	Beaufort	(843) 525-6797	Jasmine	Yes	8 Names	None	22-Feb-18
Magnolia Park	314 Laurel Bay Road	Beaufort	(843) 846-1138	Ally	Yes	5 Names	None	20-Feb-18
Mossy Oaks Village - Family	27 Johnny Morrall Circle	Beaufort	(843) 524-2922	Cindy	Yes	3+ Years	None	14-Feb-18
Oak Hill Terrace	1650 Ribaut Road	Port Royal	(843) 525-7059	Julie	No	6-12 Months	None	14-Feb-18
Parc at Broad River Apartments	337 Savannah Hwy	Beaufort	843-371-3771	Joslyn	Yes	No	None	14-Feb-18
Parkview Apts	2500 Duke St	Beaufort	(843) 524-7815	John	Yes	15 Names	None	20-Feb-18
Port Royal Apts	11 Grober Hill Rd	Beaufort	(843) 379-0315	Susan	Yes	18+ Months	None	14-Feb-18
Preserve at Port Royal	1 Perserve Avenue West	Port Royal	(843) 525-9999	Tracy	Yes	No	None	14-Feb-18
Sea Pointe Apts	61 Hazel Farm Road	Beaufort	(843) 379-8400	Jeanette	Yes	10 Names	None	19-Feb-18
Shell Pointe Apts	297 Midtown Drive	Beaufort	(843) 379-8400	Jeanette	Yes	10 Names	None	19-Feb-18
Spanish Trace Apts	2400 Southside Blvd	Beaufort	(843) 524-1629	Margaret	Yes	6-8 Months	None	14-Feb-18
Stuart Towne Apts	6d Stuart Towne Ln	Port Royal	(843) 524-6000	Dawn	Yes	No	None	19-Feb-18
The Oaks at Broad River Landing	100 River Chase Blvd	Beaufort	(843) 470-9090	Rhonda	Yes	No	None	14-Feb-18
Wilderness Cove	1305 Tailbird Road	Beaufort	(843) 522-9500	Monica	Yes	Yes	None	14-Feb-18
Wilderness Too	1305 Tailbird Road	Beaufort	(843) 522-9500	Monica	Yes	Yes	None	14-Feb-18

Note: Shaded Properties are LIHTC

**Table 25: Rental Housing Survey - Comparable**

Project Name	Year Built/Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Type	Location
123 Club Carriage Apartments	1996	40	0	0	16	24	0	No	Yes	No	95%	Open	Beaufort
Ashley Pointe Apts	2016	56	0	0	40	16	0	No	Yes	No	100%	Open	Beaufort
Cross Creek Apts	2009	144	0	24	60	60	0	No	Yes	No	100%	Open	Beaufort
Magnolia Park	2001	56	0	0	NA	NA	0	No	Yes	No	96%	Open	Beaufort
Sea Pointe Apts	2016	56	0	0	28	28	0	No	No	No	98%	Open	Beaufort
Shell Pointe Apts	2005	72	0	0	NA	NA	0	No	Yes	No	99%	Open	Beaufort
<b>Totals and Averages</b>	<b>2007</b>	<b>424</b>	<b>0</b>	<b>24</b>	<b>144</b>	<b>128</b>	<b>0</b>				<b>98.6%</b>		
<i>Unit Distribution</i>			<b>0%</b>	<b>8%</b>	<b>49%</b>	<b>43%</b>	<b>0%</b>						
<b>SUBJECT PROJECT</b>													
<b>KINGSRIDGE APARTMENTS</b>	<b>2020</b>	<b>46</b>	<b>0</b>	<b>0</b>	<b>34</b>	<b>12</b>	<b>0</b>	<b>No</b>	<b>Yes</b>	<b>No</b>		<b>Open</b>	<b>Beaufort</b>

**Table 26: Rent Range for 1 & 2 Bedrooms - Comparable**

Project Name	Program	PBRA Units	1BR Rent		1BR Square Feet		Rent per Square Foot Range		2BR Rent		2BR Square Feet		Rent per Square Foot Range	
			LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
123 Club Carriage Apartments	LIHTC	0							\$750		890		\$0.84	\$0.84
Ashley Pointe Apts	LIHTC	0							\$680	\$838	1,100		\$0.62	\$0.76
Cross Creek Apts	LIHTC/Mrkt	0	\$666		750		\$0.89		\$795		950			\$0.84
Magnolia Park	LIHTC	0							\$696	\$858	1,090		\$0.64	\$0.79
Sea Pointe Apts	LIHTC	0							\$602	\$714	1,079		\$0.56	\$0.66
Shell Pointe Apts	LIHTC	0							\$699	\$861	1,153		\$0.61	\$0.75
<b>Totals and Averages</b>		<b>0</b>		<b>\$666</b>		<b>750</b>		<b>\$0.89</b>		<b>\$749</b>		<b>1,044</b>		<b>\$0.72</b>
<b>SUBJECT PROPERTY</b>														
<b>KINGSRIDGE APARTMENTS</b>	<b>LIHTC</b>	<b>0</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>	<b>\$592</b>	<b>\$630</b>		<b>1,070</b>		<b>\$0.55 \$0.59</b>

**Table 27: Rent Range for 3 & 4 Bedrooms - Comparable**

Project Name	Program	3BR Rent		3BR Square Feet		Rent per Square Foot Range		4BR Rent		4BR Square Feet		Rent per Square Foot Range	
		LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
123 Club Carriage Apartments	LIHTC	\$850		1,100		\$0.77	\$0.77						
Ashley Pointe Apts	LIHTC	\$778	\$961	1,250		\$0.62	\$0.77						
Cross Creek Apts	LIHTC/Mrkt	\$906		1,150		\$0.79	\$0.79						
Magnolia Park	LIHTC	\$796	\$983	1,189		\$0.67	\$0.83						
Sea Pointe Apts	LIHTC	\$687	\$804	1,220		\$0.56	\$0.66						
Shell Pointe Apts	LIHTC	\$800	\$987	1,348		\$0.59	\$0.73						
<b>Totals and Averages</b>			<b>\$855</b>		<b>1,210</b>		<b>\$0.71</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>
<b>SUBJECT PROPERTY</b>													
<b>KINGSRIDGE APARTMENTS</b>	<b>LIHTC</b>	<b>\$700</b>	<b>\$800</b>		<b>1,240</b>	<b>\$0.56</b>	<b>\$0.65</b>		<b>NA</b>		<b>NA</b>		<b>NA</b>

**Table 28a: Project Amenities - Comparable**

Project Name	Heat Type	Central Air	Wall A/C	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/Balcony	Club/Comm. Room	Computer Center	Exercise Room
123 Club Carriage Apartments	Gas	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	No
Ashley Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Cross Creek Apts	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	No	Yes
Magnolia Park	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	No	Yes	No	No
Sea Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	No
Shell Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No
Totals and Averages	--	100%	0%	100%	100%	50%	83%	83%	100%	50%	100%	50%	33%
<b>SUBJECT PROJECT</b>													
KINGSRIDGE APARTMENTS	ELE	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No

**Table 28b: Project Amenities - Comparable**

Project Name	Pool	Playground	Gazebo	Exterior Storage	Sports Courts	On-Site Mgt	Security Gate	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carport	Garage
123 Club Carriage Apartments	No	Yes	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
Ashley Pointe Apts	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No
Cross Creek Apts	No	Yes	No	Yes	No	Yes	No	No	No	No	Yes	No	No
Magnolia Park	Yes	Yes	No	No	No	Yes	No	No	Yes	No	No	No	No
Sea Pointe Apts	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No
Shell Pointe Apts	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No
Totals and Averages	17%	100%	50%	33%	0%	100%	0%	0%	83%	67%	17%	0%	0%
<b>SUBJECT PROJECT</b>													
KINGSRIDGE APARTMENTS	No	Yes	Yes	No	No	Yes	No	No	Yes	Yes	No	No	No

Map 10: Family LIHTC Rental Developments



COMPARABLE PROJECT INFORMATION										
<b>Project Name:</b> Ashley Pointe Apts <b>Address:</b> 2105 Carolina Wren Dr. <b>City:</b> Beaufort <b>State:</b> SC <b>Zip Code:</b> 29902  <b>Phone Number:</b> (843) 379-9746 <b>Contact Name:</b> Maria <b>Contact Date:</b> 02/22/18 <b>Current Occup:</b> 100.0%										
DEVELOPMENT CHARACTERISTICS										
<b>Total Units:</b> 56		<b>Year Built:</b> 2016		<b>Project Type:</b> Open		<b>Floors:</b> 3		<b>Program:</b> LIHTC		<b>Accept Vouchers:</b> Yes
<b>PBRA Units*:</b> 0		<b>Voucher #:</b> 11,								
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy										
UNIT CONFIGURATION/RENTAL RATES										
BR	Bath	Target	Type	# Units	Square Feet Low High	Contract Rent Low High	Vacant	Occup. Rate	Wait List	
<b>TOTAL 2-BEDROOM UNITS</b>				<b>40</b>			<b>0</b>	<b>100.0%</b>		
2	2.0	50	Apt	6	1,100	\$680	0	100.0%	Yes	
2	2.0	60	Apt	34	1,100	\$838	0	100.0%	Yes	
<b>TOTAL 3-BEDROOM UNITS</b>				<b>16</b>			<b>0</b>	<b>100.0%</b>		
3	2.0	50	Apt	8	1,250	\$778	0	100.0%	Yes	
3	2.0	60	Apt	8	1,250	\$961	0	100.0%	Yes	
<b>TOTAL DEVELOPMENT</b>				<b>56</b>			<b>0</b>	<b>100.0%</b>	<b>138 Names</b>	
AMENITIES										
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>		
<input checked="" type="checkbox"/>	- Central A/C			<input type="checkbox"/>	- Clubhouse			<input checked="" type="checkbox"/>	- Coin-Operated Laundry	
<input type="checkbox"/>	- Wall A/C Unit			<input checked="" type="checkbox"/>	- Community Room			<input checked="" type="checkbox"/>	- In-Unit Hook-Up	
<input checked="" type="checkbox"/>	- Garbage Disposal			<input checked="" type="checkbox"/>	- Computer Center			<input type="checkbox"/>	- In-Unit Washer/Dryer	
<input checked="" type="checkbox"/>	- Dishwasher			<input checked="" type="checkbox"/>	- Exercise/Fitness Room			<u>Parking Type</u>		
<input checked="" type="checkbox"/>	- Microwave			<input checked="" type="checkbox"/>	- Community Kitchen			<input checked="" type="checkbox"/>	- Surface Lot	
<input checked="" type="checkbox"/>	- Ceiling Fan			<input type="checkbox"/>	- Swimming Pool			<input type="checkbox"/>	- Carport	\$0
<input checked="" type="checkbox"/>	- Walk-In Closet			<input checked="" type="checkbox"/>	- Playground			<input type="checkbox"/>	- Garage (att)	\$0
<input checked="" type="checkbox"/>	- Mini-Blinds			<input checked="" type="checkbox"/>	- Gazebo			<input type="checkbox"/>	- Garage (det)	\$0
<input type="checkbox"/>	- Draperies			<input type="checkbox"/>	- Elevator			<u>Utilities Included</u>		
<input checked="" type="checkbox"/>	- Patio/Balcony			<input type="checkbox"/>	- Storage			<input type="checkbox"/>	- Heat	
<input type="checkbox"/>	- Basement			<input type="checkbox"/>	- Sports Courts			<input type="checkbox"/>	- Electricity	
<input type="checkbox"/>	- Fireplace			<input checked="" type="checkbox"/>	- On-Site Management			<input checked="" type="checkbox"/>	- Trash Removal	
<input checked="" type="checkbox"/>	- High-Speed Internet			<input type="checkbox"/>	- Security - Access Gate			<input checked="" type="checkbox"/>	- Water/Sewer	
<input type="checkbox"/>				<input type="checkbox"/>	- Security - Intercom					

COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> Cross Creek Apts <b>Address:</b> 325 Ambrose Run <b>City:</b> Beaufort <b>State:</b> SC <b>Zip Code:</b> 29906  <b>Phone Number:</b> (843) 982-6381 <b>Contact Name:</b> Denise <b>Contact Date:</b> 02/19/18 <b>Current Occup:</b> 100.0%											
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b>		144		<b>Year Built:</b>		2009					
<b>Project Type:</b>		Open		<b>Floors:</b>		3					
<b>Program:</b>		LIHTC/Mrkt		<b>Accept Vouchers:</b>		Yes					
<b>PBRA Units*:</b>		0		<b>Voucher #:</b>		NA					
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List
					Low	High	Low	High			
<b>TOTAL 1-BEDROOM UNITS</b>				<b>24</b>					<b>0</b>	<b>100.0%</b>	
1	1.0	60	Apt	19	750			\$666	0	100.0%	Yes
1	1.0	Mrkt	Apt	5	750			\$790	0	100.0%	No
<b>TOTAL 2-BEDROOM UNITS</b>				<b>60</b>					<b>0</b>	<b>100.0%</b>	
2	2.0	60	Apt	36	950			\$795	0	100.0%	Yes
2	2.0	Mrkt	Apt	24	950			\$930	0	100.0%	No
<b>TOTAL 3-BEDROOM UNITS</b>				<b>60</b>					<b>0</b>	<b>100.0%</b>	
3	2.0	60	Apt	33	1,150			\$906	0	100.0%	Yes
3	2.0	Mrkt	Apt	27	1,150			\$1,010	0	100.0%	No
<b>TOTAL DEVELOPMENT</b>				<b>144</b>					<b>0</b>	<b>100.0%</b>	<b>7 Names</b>
AMENITIES											
<u>Unit Amenities</u> <input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input checked="" type="checkbox"/> - Garbage Disposal <input checked="" type="checkbox"/> - Dishwasher <input type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input checked="" type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input checked="" type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input checked="" type="checkbox"/> - High-Speed Internet				<u>Development Amenities</u> <input checked="" type="checkbox"/> - Clubhouse <input type="checkbox"/> - Community Room <input type="checkbox"/> - Computer Center <input checked="" type="checkbox"/> - Exercise/Fitness Room <input type="checkbox"/> - Community Kitchen <input type="checkbox"/> - Swimming Pool <input checked="" type="checkbox"/> - Playground <input type="checkbox"/> - Gazebo <input type="checkbox"/> - Elevator <input checked="" type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input type="checkbox"/> - Security - Intercom				<u>Laundry Type</u> <input type="checkbox"/> - Coin-Operated Laundry <input type="checkbox"/> - In-Unit Hook-Up <input checked="" type="checkbox"/> - In-Unit Washer/Dryer  <u>Parking Type</u> <input checked="" type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport                      \$0 <input type="checkbox"/> - Garage (att)                      \$0 <input type="checkbox"/> - Garage (det)                      \$0  <u>Utilities Included</u> <input type="checkbox"/> - Heat                      ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input checked="" type="checkbox"/> - Water/Sewer			

COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> Magnolia Park <b>Address:</b> 314 Laurel Bay Road <b>City:</b> Beaufort <b>State:</b> SC <b>Zip Code:</b> 29906  <b>Phone Number:</b> (843) 846-1138 <b>Contact Name:</b> Ally <b>Contact Date:</b> 02/20/18 <b>Current Occup:</b> 96.4%											
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b> 56		<b>Year Built:</b> 2001		<b>Project Type:</b> Open		<b>Floors:</b> 2		<b>Program:</b> LIHTC		<b>Accept Vouchers:</b> Yes	
<b>PBRA Units*:</b> 0		<b>Voucher #:</b> NA									
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet Low	Square Feet High	Contract Rent Low	Contract Rent High	Vacant	Occup. Rate	Wait List
<b>TOTAL 2-BEDROOM UNITS</b>				NA					1	NA	
2	2.0	50	Apt	NA	1,090		\$696		1	NA	Yes
2	2.0	60	Apt	NA	1,090		\$858		0	NA	Yes
<b>TOTAL 3-BEDROOM UNITS</b>				NA					1	NA	
3	2.0	50	Apt	NA	1,189		\$796		1	NA	Yes
3	2.0	60	Apt	NA	1,189		\$983		0	NA	Yes
<b>TOTAL DEVELOPMENT</b>				<b>56</b>					<b>2</b>	<b>96.4%</b>	<b>5 Names</b>
AMENITIES											
<u>Unit Amenities</u> <input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input checked="" type="checkbox"/> - Garbage Disposal <input checked="" type="checkbox"/> - Dishwasher <input type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input checked="" type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input checked="" type="checkbox"/> - High-Speed Internet				<u>Development Amenities</u> <input checked="" type="checkbox"/> - Clubhouse <input type="checkbox"/> - Community Room <input type="checkbox"/> - Computer Center <input type="checkbox"/> - Exercise/Fitness Room <input type="checkbox"/> - Community Kitchen <input checked="" type="checkbox"/> - Swimming Pool <input checked="" type="checkbox"/> - Playground <input type="checkbox"/> - Gazebo <input type="checkbox"/> - Elevator <input type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input type="checkbox"/> - Security - Intercom				<u>Laundry Type</u> <input checked="" type="checkbox"/> - Coin-Operated Laundry <input type="checkbox"/> - In-Unit Hook-Up <input type="checkbox"/> - In-Unit Washer/Dryer  <u>Parking Type</u> <input checked="" type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport                      \$0 <input type="checkbox"/> - Garage (att)                      \$0 <input type="checkbox"/> - Garage (det)                      \$0  <u>Utilities Included</u> <input type="checkbox"/> - Heat                      ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input checked="" type="checkbox"/> - Water/Sewer			

COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> Sea Pointe Apts <b>Address:</b> 61 Hazel Farm Road <b>City:</b> Beaufort <b>State:</b> SC <b>Zip Code:</b> 29907  <b>Phone Number:</b> (843) 379-8400 <b>Contact Name:</b> Jeanette <b>Contact Date:</b> 02/19/18 <b>Current Occup:</b> 98.2%											
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b>		56		<b>Year Built:</b>		2016					
<b>Project Type:</b>		Open		<b>Floors:</b>		2 and 3					
<b>Program:</b>		LIHTC		<b>Accept Vouchers:</b>		Yes					
<b>PBRA Units*:</b>		0		<b>Voucher #:</b>		NA					
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet Low	High	Contract Rent Low	High	Vacant	Occup. Rate	Wait List
<b>TOTAL 2-BEDROOM UNITS</b>				<b>28</b>					<b>1</b>	<b>96.4%</b>	
2	2.0	50	Apt	7	1,079		\$602		0	100.0%	Yes
2	2.0	60	Apt	21	1,079		\$714		1	95.2%	Yes
<b>TOTAL 3-BEDROOM UNITS</b>				<b>28</b>					<b>0</b>	<b>100.0%</b>	
3	2.0	50	Apt	7	1,220		\$687		0	100.0%	Yes
3	2.0	60	Apt	21	1,220		\$804		0	100.0%	Yes
<b>TOTAL DEVELOPMENT</b>				<b>56</b>					<b>1</b>	<b>98.2%</b>	<b>10 Names</b>
AMENITIES											
<u>Unit Amenities</u> <input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input checked="" type="checkbox"/> - Garbage Disposal <input checked="" type="checkbox"/> - Dishwasher <input checked="" type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input checked="" type="checkbox"/> - High-Speed Internet				<u>Development Amenities</u> <input checked="" type="checkbox"/> - Clubhouse <input checked="" type="checkbox"/> - Community Room <input checked="" type="checkbox"/> - Computer Center <input type="checkbox"/> - Exercise/Fitness Room <input checked="" type="checkbox"/> - Community Kitchen <input type="checkbox"/> - Swimming Pool <input checked="" type="checkbox"/> - Playground <input checked="" type="checkbox"/> - Gazebo <input type="checkbox"/> - Elevator <input type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input type="checkbox"/> - Security - Intercom				<u>Laundry Type</u> <input checked="" type="checkbox"/> - Coin-Operated Laundry <input checked="" type="checkbox"/> - In-Unit Hook-Up <input type="checkbox"/> - In-Unit Washer/Dryer  <u>Parking Type</u> <input checked="" type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport                      \$0 <input type="checkbox"/> - Garage (att)                      \$0 <input type="checkbox"/> - Garage (det)                      \$0  <u>Utilities Included</u> <input type="checkbox"/> - Heat                      ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input type="checkbox"/> - Water/Sewer			

COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> Shell Pointe Apts <b>Address:</b> 297 Midtown Drive <b>City:</b> Beaufort <b>State:</b> SC <b>Zip Code:</b> 29906  <b>Phone Number:</b> (843) 379-8400 <b>Contact Name:</b> Jeanette <b>Contact Date:</b> 02/19/18 <b>Current Occup:</b> 98.6%											
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b> 72		<b>Year Built:</b> 2005		<b>Project Type:</b> Open		<b>Floors:</b> 3		<b>Program:</b> LIHTC		<b>Accept Vouchers:</b> Yes	
<b>PBRA Units*:</b> 0		<b>Voucher #:</b> NA									
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List
					Low	High	Low	High			
<b>TOTAL 2-BEDROOM UNITS</b>				NA					<b>0</b>	<b>NA</b>	
2	2.0	50	Apt	NA	1,153			\$699	0	NA	Yes
2	2.0	60	Apt	NA	1,153			\$861	0	NA	Yes
<b>TOTAL 3-BEDROOM UNITS</b>				NA					<b>1</b>	<b>NA</b>	
3	2.0	50	Apt	NA	1,348			\$800	0	NA	Yes
3	2.0	60	Apt	NA	1,348			\$987	1	NA	Yes
<b>TOTAL DEVELOPMENT</b>				<b>72</b>					<b>1</b>	<b>98.6%</b>	<b>10 Names</b>
AMENITIES											
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>			
<input checked="" type="checkbox"/>	- Central A/C			<input checked="" type="checkbox"/>	- Clubhouse			<input checked="" type="checkbox"/>	- Coin-Operated Laundry		
<input type="checkbox"/>	- Wall A/C Unit			<input checked="" type="checkbox"/>	- Community Room			<input checked="" type="checkbox"/>	- In-Unit Hook-Up		
<input checked="" type="checkbox"/>	- Garbage Disposal			<input checked="" type="checkbox"/>	- Computer Center			<input type="checkbox"/>	- In-Unit Washer/Dryer		
<input checked="" type="checkbox"/>	- Dishwasher			<input type="checkbox"/>	- Exercise/Fitness Room			<u>Parking Type</u>			
<input checked="" type="checkbox"/>	- Microwave			<input type="checkbox"/>	- Community Kitchen			<input checked="" type="checkbox"/>	- Surface Lot		
<input checked="" type="checkbox"/>	- Ceiling Fan			<input type="checkbox"/>	- Swimming Pool			<input type="checkbox"/>	- Carport	\$0	
<input checked="" type="checkbox"/>	- Walk-In Closet			<input checked="" type="checkbox"/>	- Playground			<input type="checkbox"/>	- Garage (att)	\$0	
<input checked="" type="checkbox"/>	- Mini-Blinds			<input checked="" type="checkbox"/>	- Gazebo			<input type="checkbox"/>	- Garage (det)	\$0	
<input type="checkbox"/>	- Draperies			<input type="checkbox"/>	- Elevator			<u>Utilities Included</u>			
<input type="checkbox"/>	- Patio/Balcony			<input type="checkbox"/>	- Storage			<input type="checkbox"/>	- Heat		
<input type="checkbox"/>	- Basement			<input type="checkbox"/>	- Sports Courts			<input type="checkbox"/>	- Electricity		
<input type="checkbox"/>	- Fireplace			<input checked="" type="checkbox"/>	- On-Site Management			<input checked="" type="checkbox"/>	- Trash Removal		
<input checked="" type="checkbox"/>	- High-Speed Internet			<input type="checkbox"/>	- Security - Access Gate			<input checked="" type="checkbox"/>	- Water/Sewer		
<input type="checkbox"/>				<input type="checkbox"/>	- Security - Intercom						

COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> Marsh Pointe (U/C) <b>Address:</b> Ribaut Road <b>City:</b> Port Royal <b>State:</b> SC <b>Zip Code:</b> Enter  <b>Phone Number:</b> NA <b>Contact Name:</b> NA <b>Contact Date:</b> NA <b>Current Occup:</b> NA (Under Construction)						<h2 style="margin: 0;">PROJECT UNDER CONSTRUCTION</h2>					
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b>		48		<b>Year Built:</b>		2018					
<b>Project Type:</b>		Open		<b>Floors:</b>		2					
<b>Program:</b>		LIHTC		<b>Accept Vouchers:</b>		Yes					
<b>PBRA Units*:</b>		0		<b>Voucher #:</b>		NA					
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List
					Low	High	Low	High			
<b>TOTAL 2-BEDROOM UNITS</b>				<b>24</b>					<b>Under Construction</b>		
2	Enter	50	Apt	5	1,077		\$600				
2	Enter	60	Apt	19	1,077		\$700				
<b>TOTAL 3-BEDROOM UNITS</b>				<b>24</b>					<b>Under Construction</b>		
3	Enter	50	Apt	5	1,225		\$650				
3	Enter	60	Apt	19	1,225		\$750				
<b>TOTAL DEVELOPMENT</b>				<b>48</b>					<b>Under Construction</b>		
AMENITIES											
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>			
<input checked="" type="checkbox"/> - Central A/C				<input checked="" type="checkbox"/> - Clubhouse				<input checked="" type="checkbox"/> - Coin-Operated Laundry			
<input type="checkbox"/> - Wall A/C Unit				<input checked="" type="checkbox"/> - Community Room				<input checked="" type="checkbox"/> - In-Unit Hook-Up			
<input checked="" type="checkbox"/> - Garbage Disposal				<input checked="" type="checkbox"/> - Computer Center				<input type="checkbox"/> - In-Unit Washer/Dryer			
<input checked="" type="checkbox"/> - Dishwasher				<input type="checkbox"/> - Exercise/Fitness Room							
<input checked="" type="checkbox"/> - Microwave				<input checked="" type="checkbox"/> - Community Kitchen				<u>Parking Type</u>			
<input checked="" type="checkbox"/> - Ceiling Fan				<input type="checkbox"/> - Swimming Pool				<input checked="" type="checkbox"/> - Surface Lot			
<input type="checkbox"/> - Walk-In Closet				<input checked="" type="checkbox"/> - Playground				<input type="checkbox"/> - Carport			
<input checked="" type="checkbox"/> - Mini-Blinds				<input checked="" type="checkbox"/> - Gazebo				<input type="checkbox"/> - Garage (att)      \$0			
<input type="checkbox"/> - Draperies				<input type="checkbox"/> - Elevator				<input type="checkbox"/> - Garage (det)      \$0			
<input type="checkbox"/> - Patio/Balcony				<input type="checkbox"/> - Storage							
<input type="checkbox"/> - Basement				<input type="checkbox"/> - Sports Courts				<u>Utilities Included</u>			
<input type="checkbox"/> - Fireplace				<input checked="" type="checkbox"/> - On-Site Management				<input type="checkbox"/> - Heat      ELE			
<input type="checkbox"/> - High-Speed Internet				<input type="checkbox"/> - Security - Access Gate				<input type="checkbox"/> - Electricity			
				<input type="checkbox"/> - Security - Intercom				<input checked="" type="checkbox"/> - Trash Removal			
								<input type="checkbox"/> - Water/Sewer			

**6. Market Rent Calculations**

Estimated market rents are utilized to determine the approximate rental rates that can be achieved within the local PMA assuming no income restrictions. Based on existing market rate properties that can be considered as most comparable to the subject proposal (based on but not limited to location, target market, building type, and age), rental rates are adjusted according to specific factors as compared to the subject. Adjustment factors include design, location, and condition of the property, construction date, unit and site amenities, unit sizes, and utilities included.

Five properties were selected to determine the estimated market rate, based largely on construction date, location, and building type – these projects include Ashton Pointe, Preserve at Beaufort, The Oaks at Broad River Landing, Harbor One Apartments, and Cross Creek (market rate units only). Using the Rent Comparability Grid on the following pages, the following is a summary of the estimated market rents by bedroom size along with the subject property’s corresponding market advantage:

	<b>Proposed Net Rent</b>	<b>Estimated Market Rent</b>	<b>Market Advantage</b>
<b>Two-Bedroom Units</b>			
50% AMI	\$592	\$1,054	<b>44%</b>
60% AMI	\$630	\$1,054	<b>40%</b>
<b>Three-Bedroom Units</b>			
50% AMI	\$700	\$1,170	<b>40%</b>
60% AMI	\$800	\$1,170	<b>32%</b>

Rent Comparability Grid

Subject Property		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Project Name		Ashton Pointe Apts		Cross Creek Apts		Preserve at Port Royal		The Oaks at Broad River Landing		Harbor One Apts	
Project City	Subject	Beaufort		Beaufort		Port Royal		Beaufort		Beaufort	
Date Surveyed	Data	2/14/18		2/19/18		2/14/18		2/14/18		2/19/18	
A. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Structure Type	Apt	Apt		Apt		Apt		Apt		Apt	
Yr. Built/Yr. Renovated	2020	2009	\$8	2009	\$8	2008	\$9	2001	\$14	2017	\$2
Condition /Street Appeal	Good	Good	(\$50)	Good		Good	(\$50)	Good	(\$50)	Good	
B. Unit Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Central A/C	Yes	Yes		Yes		Yes		Yes		Yes	
Garbage Disposal	No	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)
Dishwasher	Yes	Yes		Yes		Yes		Yes		Yes	
Microwave	Yes	Yes		No	\$3	No	\$3	Yes		Yes	
Walk-In Closet	Yes	Yes		Yes		Yes		Yes		Yes	
Mini-Blinds	Yes	Yes		Yes		Yes		Yes		Yes	
Patio/Balcony	Yes	Yes		Yes		Yes		Yes		No	\$3
Basement	No	No		No		No		No		No	
Fireplace	No	No		No		No		No		No	
C. Site Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Clubhouse	No	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)
Community Room	Yes	No	\$3	No	\$3	Yes		Yes		Yes	
Computer Center	Yes	Yes		No	\$3	Yes		Yes		Yes	
Exercise Room	No	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)
Swimming Pool	No	Yes	(\$3)	No		Yes	(\$3)	Yes	(\$3)	Yes	(\$3)
Playground	Yes	No	\$3	Yes		Yes		Yes		Yes	
Sports Courts	No	No		No		No		Yes	(\$3)	No	
On-Site Management	Yes	Yes		Yes		Yes		Yes		Yes	
Security - Access Gate	No	No		No		No		No		No	
Security - Intercom	No	No		No		No		No		No	
D. Other Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Coin-Operated Laundry	Yes	No	\$5	No	\$5	Yes		Yes		Yes	
In-Unit Hook-Up	Yes	No	\$5	No	\$5	Yes		Yes		Yes	
In-Unit Washer/Dryer	No	Yes	(\$25)	Yes	(\$25)	No		No		No	
Carport	No	No		No		No		No		No	
Garage (attached)	No	No		No		No		No		No	
Garage (detached)	No	Yes	(\$20)	No		Yes	(\$20)	Yes	(\$20)	No	
E. Utilities Included		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Heat	No	No		No		No		No		No	
Electric	No	No		No		No		No		No	
Trash Removal	Yes	Yes		Yes		Yes		Yes		Yes	
Water/Sewer	Yes	No	XX	Yes		No	XX	No	XX	Yes	
Heat Type	ELE	ELE		ELE		ELE		ELE		ELE	
Utility Adjustments											
Two-Bedroom Units											
Three-Bedroom Units											

<i>Subject Property</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>	
Project Name		Ashton Pointe Apts		Cross Creek Apts		Preserve at Port Royal		The Oaks at Broad River Landing		Harbor One Apts	
Project City	<b>Subject Data</b>	Beaufort		Beaufort		Port Royal		Beaufort		Beaufort	
Date Surveyed		43145		43150		43145		43145		43150	
<b>F. Average Unit Sizes</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Two-Bedroom Units	<b>1,070</b>	1,034	\$5	950	\$18	1,084	(\$2)	1,131	(\$9)	990	\$12
Three-Bedroom Units	<b>1,240</b>			1,150	\$14			1,414	(\$26)	1,190	\$8
<b>G. Number of Bathrooms</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Two-Bedroom Units	<b>2.0</b>	2.0	\$0	2.0	\$0	2.0	\$0	2.0	\$0	2.0	\$0
Three-Bedroom Units	<b>2.0</b>			2.0	\$0			2.0	\$0	2.0	\$0
<b>G. Total Adjustments Recap</b>											
Two-Bedroom Units			(\$77)		\$11		(\$72)		(\$80)		\$5
Three-Bedroom Units					\$7				(\$97)		\$1

		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>	
Project Name		Ashton Pointe Apts		Cross Creek Apts		Preserve at Port Royal		The Oaks at Broad River Landing		Harbor One Apts	
Project City	<b>Subject Data</b>	Beaufort		Beaufort		Port Royal		Beaufort		Beaufort	
Date Surveyed		43145		43150		43145		43145		43150	
<b>H. Rent/Adjustment Summary</b>		<b>Unadju</b>	<b>Adjuste</b>	<b>Unadju</b>	<b>Adjuste</b>	<b>Unadju</b>	<b>Adjuste</b>	<b>Unadju</b>	<b>Adjuste</b>	<b>Unadju</b>	<b>Adjuste</b>
		<b>sted</b>	<b>d</b>	<b>sted</b>	<b>d</b>	<b>sted</b>	<b>d</b>	<b>sted</b>	<b>d</b>	<b>sted</b>	<b>d</b>
		<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>	<b>Rent</b>
<b>Market Rate Units</b>											
Two-Bedroom Units	<b>\$1,054</b>	\$1,138	\$1,061	\$930	\$941	\$1,140	\$1,068	\$1,100	\$1,020	\$1,180	\$1,185
Three-Bedroom Units	<b>\$1,170</b>			\$1,010	\$1,017			\$1,250	\$1,153	\$1,340	\$1,341

## H. INTERVIEWS

Throughout the course of performing this analysis of the Beaufort rental market, many individuals were contacted. Based on discussions with local government officials, the following multi-family rental activity was reported within the PMA:

- Marsh Pointe Apartments – 1630 Ribaut Road, Port Royal
  - 48 Family units - LIHTC
  - Under construction
- Name not available - Miranda Circle and Savannah Highway, Port Royal
  - 300 Family units – Market rate
  - Proposed (permitting stage)
- Name not available – 669 Paris Island Gateway, Port Royal
  - 218 Family units – Market rate
  - Proposed (design review)
- Pine Court Apartments – Pine Court Street, Beaufort
  - 60 Family units – Market rate
  - Proposed
- Name not available – Whitehall area, Beaufort
  - 55-75 Family units – Market rate
  - Proposed (conceptual stage)

The following planning departments were contacted:

- 1. Beaufort, SC -**  
Contact: Julie Bachety, Administrative Assistant  
Phone: 843-525-7011  
Date: 2/22/2018
- 2. Port Royal, SC -**  
Contact: Linda Bridges, Planning Administrator  
Phone: 843-986-2207  
Date: 2/16/2018

Additional information was collected during property visits and informal interviews with leasing agents and resident managers throughout the Beaufort rental market as part of our survey of existing rental housing to collect more specific data. The results of these interviews are presented within the supply section of the market study. Based on these interviews, no widespread specials/concessions were reported throughout the local rental market.

## I. CONCLUSIONS/RECOMMENDATIONS

Based on the information collected and reported within this study, sufficient evidence has been presented for the successful introduction and absorption of the subject property, as proposed, within the Beaufort PMA. Factors supporting the introduction of a newly constructed rental alternative targeted for low-income family households include the following:

1. Extremely positive demographic patterns have been exhibited throughout the PMA since 2010 – the overall population is estimated to have increased by 15 percent between 2010 and 2017, representing roughly 6,150 additional persons;
2. Overall strong occupancy levels throughout the market area, with an overall occupancy rate of 95.8 percent calculated among 21 properties surveyed;
3. Extremely positive occupancy rates within the area’s family LIHTC properties, as well. Of the six tax credit properties within the survey, a combined occupancy rate of 98.6 percent was calculated. Furthermore, each one reported a waiting list was being maintained;
4. Two family LIHTC properties opened in 2016 within Beaufort and both were rapidly absorbed. Ashley Pointe was 100 percent pre-leased, while Sea Pointe was 75 percent pre-leased and fully occupied in two months – providing additional evidence of the need for affordable housing;
5. The location of the subject property can also be considered a positive factor. The site is situated within walking distance of a Dollar General and roughly one block from Ribaut Road, providing generally convenient access to most retail, education, medical, and employment centers throughout the area;
6. The proposal represents a modern product with numerous amenities and features at an affordable rental level. As such, coupled with the proposed unit sizes, the rental rates within the subject are extremely competitive to other local LIHTC properties, and can be considered a positive factor;
7. A sufficient statistical demand calculation, with an absorption period conservatively estimated at approximately six to seven months.

As such, the proposed facility should maintain at least a 93 percent occupancy rate into the foreseeable future with no long-term adverse effects on existing local rental facilities – either affordable or market rate. Assuming the subject proposal is developed as described within this analysis, Shaw Research & Consulting can provide a positive recommendation for the proposed development with no reservations or conditions.

**J. SIGNED STATEMENT REQUIREMENTS**

I affirm that I have made a physical inspection of the market and surrounding area and that 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.



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Steven R. Shaw  
**SHAW RESEARCH AND CONSULTING, LLC**

Date: March 1, 2018

**K. SOURCES**

2000 U.S. Census of Population and Housing - U.S. Census Bureau

2010 U.S. Census of Population and Housing – U.S. Census Bureau

2012-2016 American Community Survey – 5-Year Estimates – U.S. Census Bureau

2017/2022 Demographic Forecasts, ESRI Business Analyst Online

Apartment Listings – LIHTC – low-income-housing.credio.com

Apartment Listings – www.socialserve.com

Apartment Listings – Yahoo! Local – local.yahoo.com

Apartment Listings – Yellowbook – www.yellowbook.com

Community Profile – Beaufort County – SC Department of Employment & Workforce

CPI Inflation Calculator – Bureau of Labor Statistics – U.S. Department of Labor

Crime Data – Sperling’s Best Places – www.bestplaces.net/crime/

ESRI Business Analyst Online

Income & Rent Limits 2017 – South Carolina State Housing Finance & Development Authority

Interviews with community planning officials

Interviews with managers and leasing specialists at local rental developments

South Carolina Industry Data – SC Works Online Services

South Carolina Labor Market Information – SC Works Online Services

South Carolina LIHTC Allocations – SC State Housing Finance & Development Authority

Microsoft Streets and Trips 2013

**L. RESUME****STEVEN R. SHAW  
SHAW RESEARCH & CONSULTING, LLC**

Mr. Shaw is a principal at Shaw Research and Consulting, LLC. With over twenty-seven years of experience in market research, he has assisted a broad range of clients with the development of various types of housing alternatives throughout the United States, including multi-family rental properties, single-family rental developments, for-sale condominiums, and senior housing options. Clients include developers, federal and state government agencies, non-profit organizations, and financial institutions. Areas of expertise include market study preparation, pre-feasibility analysis, strategic targeting and market identification, customized survey and focus group research, and demographic and economic analysis. Since 2000, Mr. Shaw has reviewed and analyzed housing conditions in nearly 400 markets across 24 states.

Previous to forming Shaw Research in January 2007, he most recently served as partner and Director of Market Research at Community Research Services (2004-2006). In addition, Mr. Shaw also was a partner for Community Research Group (1999-2004), and worked as a market consultant at Community Targeting Associates (1997-1999). Each of these firms provided the same types of services as Shaw Research and Consulting.

Additional market research experience includes serving as manager of automotive analysis for J.D. Power and Associates (1992-1997), a global automotive market research firm based in Troy, Michigan. While serving in this capacity, Mr. Shaw was responsible for identifying market trends and analyzing the automotive sector through proprietary and syndicated analytic reports. During his five-year tenure at J.D. Power, Mr. Shaw developed a strong background in quantitative and qualitative research measurement techniques through the use of mail and phone surveys, focus group interviews, and demographic and psychographic analysis. Previous to J.D. Power, Mr. Shaw was employed as a Senior Market Research Analyst with Target Market Systems (the market research branch of First Centrum Corporation) in East Lansing, Michigan (1990-1992). At TMS, his activities consisted largely of market study preparation for housing projects financed through RHS and MSHDA programs. Other key duties included the strategic targeting and identification of new areas for multi-family and single-family housing development throughout the Midwest.

A 1990 graduate of Michigan State University, Mr. Shaw earned a Bachelor of Arts degree in Marketing with an emphasis in Market Research, while also earning an additional major in Psychology.