

**NEED AND DEMAND ANALYSIS
FOR THE MAULDIN CENTER APARTMENTS
IN
MAULDIN, SOUTH CAROLINA**

**Prepared for
Mercy Housing
for submission to
the South Carolina State Housing Finance and Development Authority**

February, 2018

T Ronald Brown: Research & Analysis

P.O. Box 1294
Cary, NC 27512-1294

TABLE OF CONTENTS

INTRODUCTION..... Page 1
PURPOSE..... Page 1
ASSUMPTIONS AND CONDITIONS. Page 1

EXECUTIVE SUMMARY. Page 3

A. PROJECT DESCRIPTION..... Page 5

B. SITE DESCRIPTION..... Page 9

C. MARKET AREA..... Page 17

D. MARKET AREA ECONOMY. Page 21
EMPLOYMENT BY INDUSTRY..... Page 21
MAJOR EMPLOYERS..... Page 22
LABOR FORCE AND EMPLOYMENT..... Page 24
COMMUTING. Page 26

E. COMMUNITY DEMOGRAPHIC DATA. Page 28
POPULATION TRENDS AND PROJECTIONS..... Page 28
AGE. Page 29
HOUSEHOLD TRENDS AND PROJECTIONS. Page 30
TENURE..... Page 31
HOUSEHOLD SIZE..... Page 32
HOUSEHOLD INCOME. Page 33
RENTER HOUSEHOLD INCOME..... Page 34
RESIDENTIAL CONSTRUCTION SINCE 2000..... Page 35

F. PROJECT SPECIFIC DEMAND ANALYSIS. Page 36
ABSORPTION RATES..... Page 43

G. EXISTING RENTAL UNITS. Page 44

H. INTERVIEWS. Page 77

I. RECOMMENDATIONS. Page 78

SIGNED STATEMENT..... Page 79

ANALYST QUALIFICATIONS..... Page 80

MARKET STUDY TERMINOLOGY..... Page 81

LIST OF TABLES

Table 1 - Statistics on Race, Tract 29.03.	Page 19
Table 2 - Employment by Industry, Market Area.	Page 21
Table 3 - Major Employers.	Page 22
Table 4 - Greenville County Labor Force and Employment.	Page 24
Table 5 - Commuting Data.	Page 26
Table 6 - Commuting Patterns.	Page 27
Table 7 - Population.	Page 28
Table 8 - Age Distribution.	Page 29
Table 9 - Household Trends.	Page 30
Table 10 - Tenure.	Page 31
Table 11 - Household Size, by Tenure.	Page 32
Table 12 - Household Income.	Page 33
Table 13 - Household Income, Renter Households.	Page 34
Table 14 - Residential Construction Since 2000.	Page 35
Table 15 - Income Limits.	Page 36
Table 16 - Rents and Income Targeting.	Page 37
Table 17 - Qualifying Income Ranges.	Page 38
Table 18 - Household Income, Renter Households.	Page 39
Table 19 - Demand Calculations.	Page 41
Table 20 - Capture Rates.	Page 42
Table 21 - Market Rate Properties.	Page 50

INTRODUCTION

PURPOSE

The purpose of this report is to present the findings of an analysis of the need and demand for the rehabilitation of the Mauldin Center Apartments in Mauldin, South Carolina. A total of 45 units are to be developed: 17 one-bedroom units, 22 two-bedroom units, and six three-bedroom units. The apartments will rent to households whose incomes qualify their apartments for tax credit status.

ASSUMPTIONS AND CONDITIONS

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

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

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

It is important to stress that coverage from the 2010 Census does not equate with the coverage provided in previous decennial Censuses. Thus, other sources - notably the Census Bureau's American Community Survey - is necessarily to be relied upon. The latter is based on a relatively small sample (compared with earlier sample-based Census reports) and therefore is subject to large statistical margins of error. Thus, use of these data is subject to the *caveat* that those data may not be as rigorous or as reliable as Census data prior to 2010. In this regard, if the data suggest outcomes at variance with our observations from other sources, these will be highlighted in our findings. Additionally, given that some Census data are yet to be published (and are less comprehensive than before) third parties - such as State data centers and others - have not had the opportunity to derive projections utilizing those more recent data at this time. Here, we will employ established, reliable, and conservative methods and assumptions in our analysis.

The site of the proposed apartments was visited (on April 21, 2017 and September 25, 2017). In addition, interviews are held with persons with particular knowledge pertinent to the study.

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

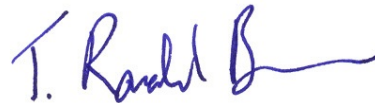
It is stated that we have no responsibility for opinions requiring expertise in other fields of expertise - these would include, for example, legal, environmental, architectural, and engineering matters.

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

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

Submitted, and attested to, by:

T. Ronald Brown, President
T. Ronald Brown: Research & Analysis
P.O. Box 1294
Cary, North Carolina 27512-1294
(919) 233.0670



Date:: February 23, 2018

EXECUTIVE SUMMARY

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

The proposed development will comprise the development of 45 units of low income tax credit financed housing. The apartments will rent to households whose incomes qualify their apartments for tax credit status, with units to be targeted to households at 50 and 60 percent of the local area median income.

The Mauldin Center Apartments are to be located on the north side of East Butler Road in east-central Mauldin.

The market area for the proposed apartments is portions of southern Greenville County.

Labor force and employment figures in Greenville County have shown significant increases over the last decade or so, with employment falling significantly between 2008 and 2010. Since then, labor force and employment have increased - resulting in unemployment rates falling from a high of almost 10 percent in 2009 and 2010, to only 4.1 percent in 2016.

The population of the Mauldin market area is projected to increase from 72,528 in 2010, to 84,250 in 2017, to 89,424 in 2020. The number of households is projected to increase from 28,308 in 2010 to 33,701 in 2017, to 36,147 in 2020. There were 8,010 renter households in the market area in 2010: which is projected to increase to 9,902 by 2017 and to 10,794 by 2020.

There are many apartment complexes located in the Mauldin area as defined. These include two subsidized tax credit properties, two unsubsidized tax credit financed properties, one (non tax credit) HUD property, and a variety of market rate properties.

The total potential need for tax credit units such as is proposed in the Mauldin area by 2020 is calculated to be for 872 units. The corresponding figure for one-, two-, and three- units is seen to be 838 units. Given the calculated need, the proposed 45-unit development amounts to 5.2 percent of the total net need. The proposed 45-unit development equates to 5.4 percent of the net need for the 838 one-, two-, and three-bedroom units). The capture rate for the nine units targeted at 50 percent of the median is 2.1 percent (or 2.2 percent for one-, two-, and three-bedroom units only), with that for the 36 units targeted at 60 percent of the median determined to be 6.2 percent (or 6.4 percent for one-, two-, and three-bedroom units only).

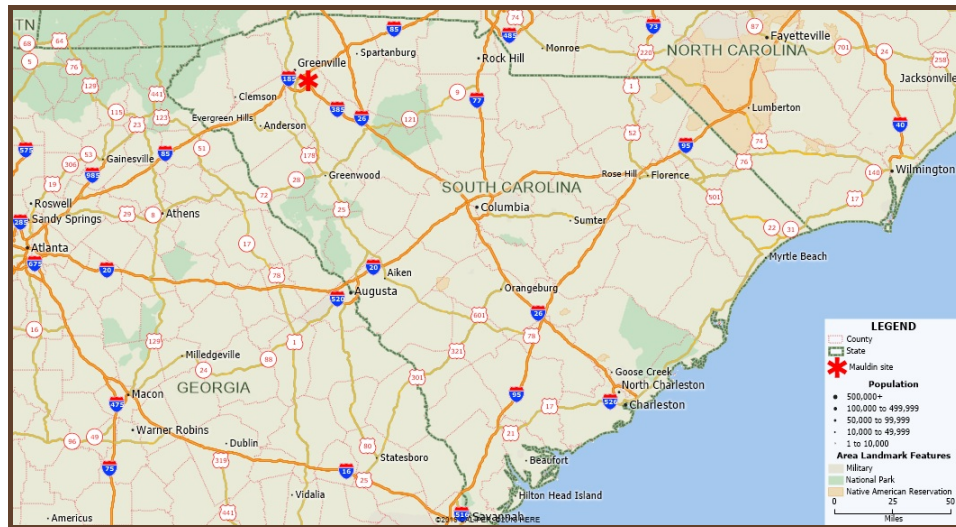
Based on the above, the project could expect to lease-up over a period of three- to four months, or less.

2018 EXHIBIT S - 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:									
Development Name:		MAULDIN CENTER						Total # Units: 45	
Location:		East Butler Road, Mauldin, SC						LIHTC Units: 45	
PMA Boundary:		Portion of southern Greenville County							
Development Type:		Family X Older Persons		Farthest Boundary Distance to Subject:				9 miles	
RENTAL HOUSING STOCK (found on pages 30-75)									
Type	# Properties	Total Units	Vacant Units	Average Occupancy					
All Rental Housing	23	4,562	461 (inc. lease-up)	89.8% (inc. lease-up)					
Market-Rate Housing	18	4,171	450 (inc. lease-up)	89.2% (inc. lease-up)					
Assisted/Subsidized Housing not to include LIHTC	1	70	1	95.8%					
LIHTC (All that are stabilized)*	3	321	16	95.0%					
Stabilized Comps**	2	257	5	94.2%					
Non-stabilized Comps				%					
* Stabilized occupancy of at least 93% (Excludes projects still in initial lease-up).									
** Comps are those comparable to the subject and those that compete at nearby 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
4	1	1	752	\$520	\$863	\$1.15	39.77%	\$949	\$1.08
13	1	1	752	\$590	\$863	\$1.15	31.66%	\$949	\$1.08
3	2	2	1,013	\$620	\$1,063	\$1.05	41.63%	\$1,155	\$1.03
19	2	2	1,013	\$690	\$1,063	\$1.05	35.04%	\$1,155	\$1.03
2	3	2	1,197	\$715	\$1,201	\$1.00	40.04%	\$1,571	\$1.17
4	3	2	1,197	\$790	\$1,201	\$1.00	34.20%	\$1,571	\$1.17
Gross Potential Rent Monthly*				\$29,310	\$44,065		35.23%		
*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 30,38)									
	2010		2017		2020				
Renter Households	8,010	28.3%	9,902	29.4%	10,794	29.9%			
Income-Qualified Renter HHs (LIHTC)	n/a	n/a	1,347	13.6	1,442	13.6%			
Income-Qualified Renter HHs (MR)	(if applicable)	%		%		%			
TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 40)									
Type of Demand	50%	60%	Market-rate	Other: __	Other: __	Overall			
Renter Household Growth	50	87				119			
Existing Households (Overburd + Substand)	376	497				727			
Homeowner conversion (Seniors)									
Other:									
Less Comparable/Competitive Supply	0	0				0			
Net Income-qualified Renter HHs	427	584				872			
CAPTURE RATES (found on page 41,42)									
Targeted Population	50%	60%	Market-rate	Other: __	Other: __	Overall			
Capture Rate	2.2	6.4				5.4			
ABSORPTION RATE (found on page 42)									
Three- to four months, or less									

A. PROJECT DESCRIPTION

Project Location

The proposed development is located on East Butler Road in Mauldin, in Greenville County, in upstate South Carolina.



Construction type: New construction

The property comprises one three-story building that houses the residential units, and the site office, laundry, and common areas.

Occupancy type :Family

Target income group: 50 and 60 percent of the local area median income

Special population target: not applicable

Proposed unit mix, etc

	<u>Units</u>	<u>sq. ft</u>	<u>Rent</u>	<u>Targeting*</u>
1 bedroom/1 bath	4	752	\$520	less than 50 percent
1 bedroom/1 bath	13	752	\$590	less than 60 percent
2 bedroom/2 bath	3	1,013	\$620	less than 50 percent
2 bedroom/2 bath	19	1,013	\$690	less than 60 percent
3 bedroom/2 bath	2	1,197	\$715	less than 50 percent
3 bedroom/2 bath	4	1,197	\$790	less than 60 percent
* percentage of area median income				

Rental Assistance: none

With respect to utilities, the units will be all-electric. Each tenant will be responsible for water, sewer, heating, cooling and other electricity. The owner will responsible for trash collection. The utility allowance is \$58 for a one-bedroom unit, \$73 for a two-bedroom unit, and is \$88 for a three-bedroom unit.

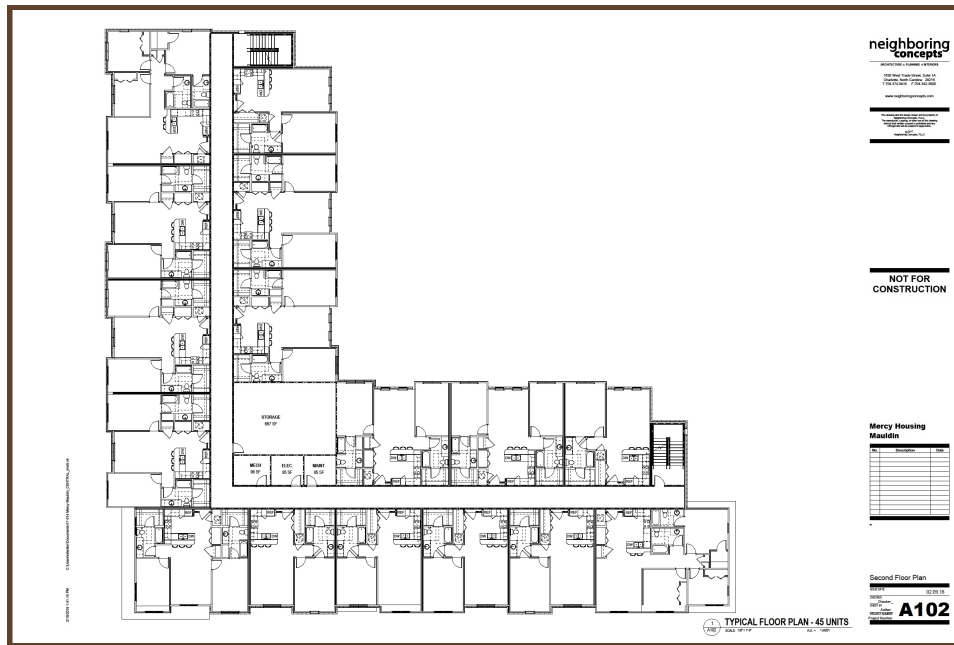
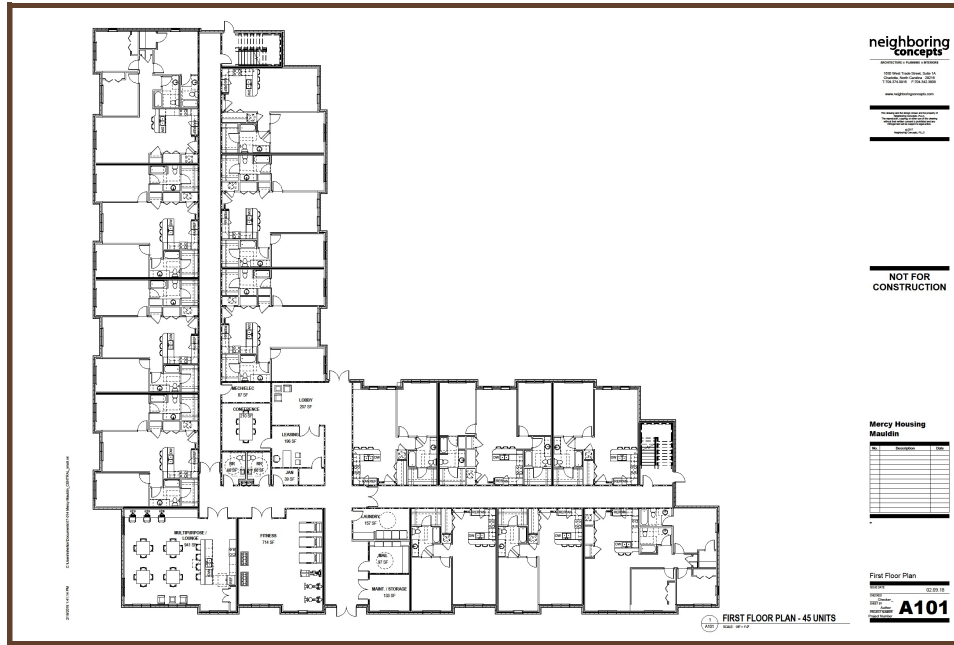
Project amenities include a site office, laundry, and community space - which includes an exercise room and a computer room. There will be a secure entry system to the property, with video security. There will be a picnic area on the property.

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

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

Rehabilitation information: n/a

Floor plans



Elevations



B. SITE DESCRIPTION

The Mauldin Center Apartments are located on the north side of East Butler Road, in east-central Mauldin. Adjacent properties include various businesses, single family homes, and undeveloped land.



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

Site plan





View onto property



View onto property



View onto property (east side)



View on property



View on property



View on property



View east on Butler Road, at site



View west/across Butler Road, at site

Access from the site to major thoroughfares, shopping, and other local services is very good - with a very significant number of the community's amenities being within very easy reach of the site.

The distances from the site to various local services and amenities are set out below.

<u>Category</u>	<u>Neighborhood/Community Amenity</u>	<u>Distance (miles)</u>
Highways	US 276	0.8
	Interstate 385	2.0
	Interstate 85	3.8
Public Transportation	Green Link route 14	0.9
Retail - Grocery	Publix	0.8
	Ingles	0.9
	Bi-Lo	1.0
Retail - Other	Family Dollar	0.8
	K Mart	0.9
Gas/convenience	Xpressway	<0.1
Pharmacies	CVS	0.1
	Walgreens	0.8
Schools	Bethel Elementary	2.1
	Mauldin Middle	3.3
	Mauldin High	0.9
Post Office	Mauldin Post Office	3.3
Police Department	Mauldin Police Department	0.8
Fire Department	Mauldin Fire Department	0.8
Library	Mauldin Library	1.8
Medical	Peace Medical Center	0.1
Hospital	St Francis Downtown Hospital	9.6
	Greenville Memorial Hospital	8.8
	Patewood Memorial Hospital	6.9

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

The site is within three-fourths of a mile or so of the intersection of Butler Road and Main Street (US 276) - a major north-south thoroughfare serving Greenville County. The site is within two miles of Interstate 385 and within three- and four- miles of Interstate highways 185 and 85, respectively.

The site is within one mile of a bus stop on the Greenville Greenlink transit system.

North Main Street (US 276) at Butler Road is the primary focus for much of the community's retail and other commercial development. The shopping centers in this area are anchored by Publix, Bi-Lo, and Ingles stores - all of which are within one mile of the site. Other retailers in this area include K Mart and Family Dollar. A Walgreens drugstore is located in this area - however, a CVS store is located on East Butler Road at Old Mill Road and Bethel Road - one tenth of a mile from the site.

Medical services are available at the Peace Medical Center which is located about one-fourth of a mile from the site to the west, on Butler Road. The site is within seven miles of the Patewood Memorial Hospital and is within ten miles of both the Greenville Memorial Hospital and the St. Francis Downtown Hospital.

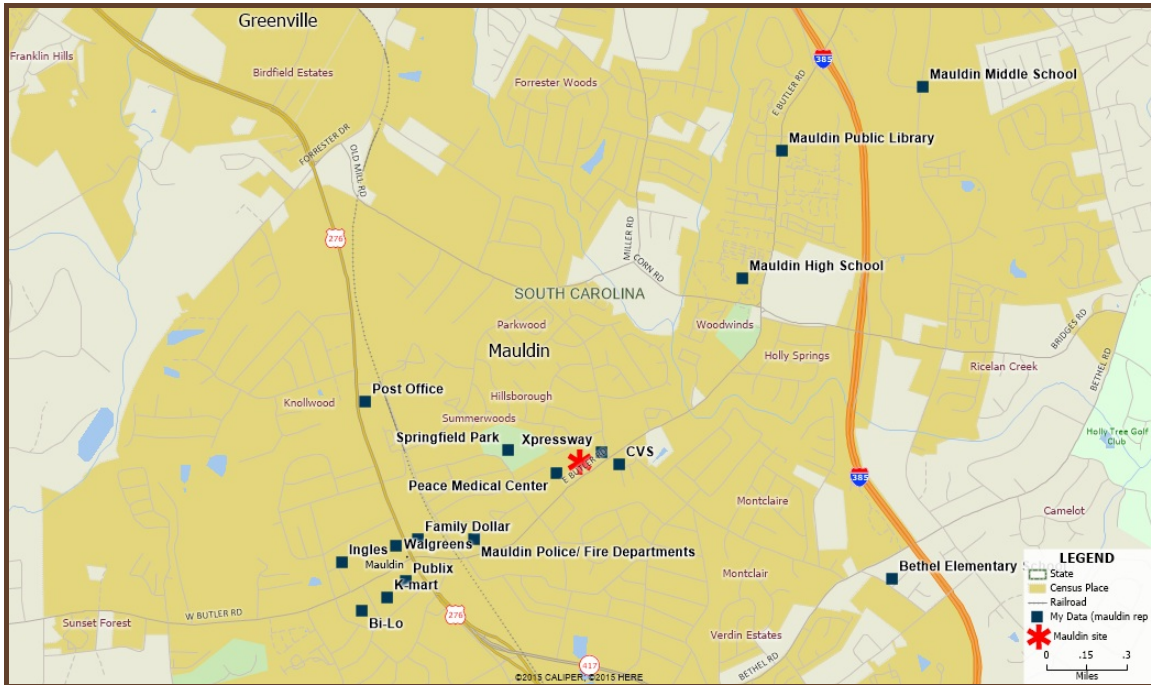
The site of the proposed Mauldin Center Apartments is within one mile of the Mauldin High School, and the Bethel Elementary School and Mauldin Middle Schools are within two and one-fourth and three and one-half miles of the property, respectively.

The site is within of one mile of the various municipal services (including police and fire department and sports and cultural centers) located off East Butler Road, near Murray Drive, west of the North Main Street business district.

The most significant road or other infrastructure projects under way or planned in this area would be the plans to ease congestion and improve safety along East Butler Road.

Based on our observations during our site visits, it is not expected that crime or the perception of crime in the area, would impact the project's marketability - nonetheless, as is prudent, security should be considered in the design and marketing of the project.

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



C. MARKET AREA

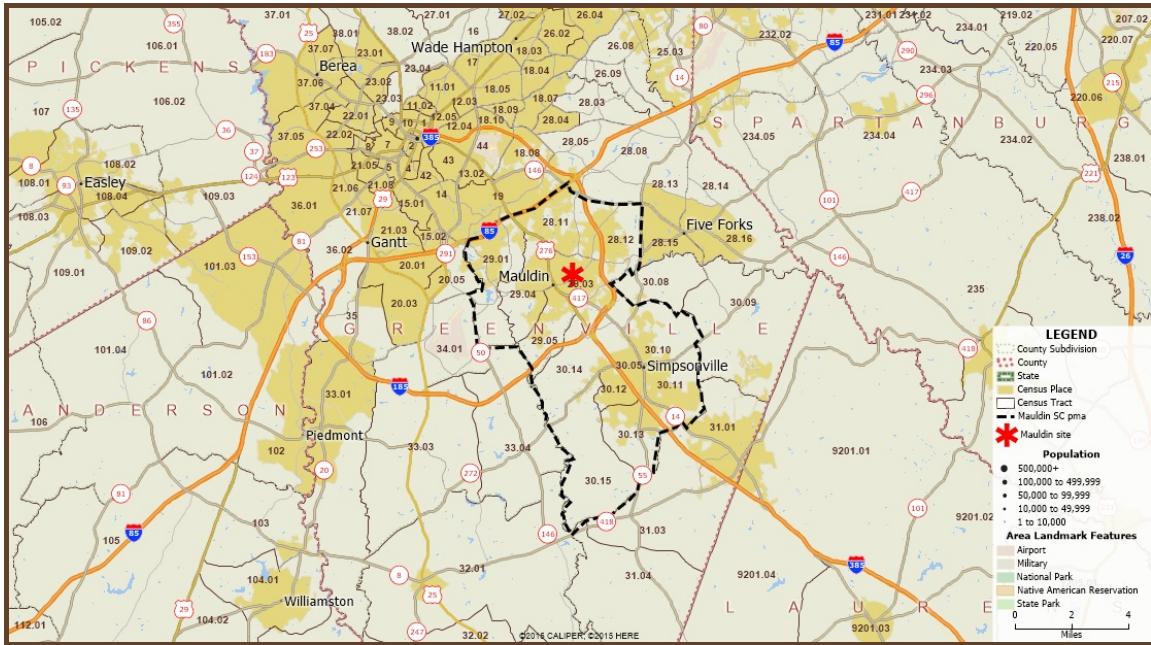
Market areas are defined on the basis of the consideration of many inter-related factors. These include consideration of the site location, consideration of socio-demographic characteristics of the area (tenure, income, rent-levels, etc.), local commuting patterns, physical (or other) boundaries, census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

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

Mauldin is located in south-central Greenville County, in Upstate South Carolina. The market area for the proposed development is that part of southern Greenville County that is focused on the US 276 corridor, south of Interstate 85, as defined by several census tracts. This area is centered on the site of the proposed development and extends up to an approximately three-to-eight mile hinterland.

The market area is irregularly-shaped, with a portion of Interstate 85 forming the northern boundary (three or so miles north of the site.) The eastern edge of the market area includes portions of Woodruff Road, Highway 14, Harts Lane, League Road, and Howard Road. The southern edge of the market area - about eight miles from the site - includes portions of Jenkins Bridge Road, Payne Branch creek, and Harrison Bridge Road. The western edge of the market area is focused on Reedy Creek River.

The area is focused on the community of Mauldin and includes the northern portion of Simpsonville. The area excludes neighboring and potentially competing communities such as Greenville, in particular. The area constitutes the geographic area immediately adjacent to the site and extends to all locations of relatively similar character, and with residents, or potential residents, likely to be interested in the project.



STATISTICS ON RACE

The site is located in census tract 29.03. Market study guidelines require provision of the most recent (decennial Census) statistics on race available for the census tract in which the project is located. This information is set out in Table 1, below.

Table 1 - Statistics on Race, Tract 29.03

		<u>number</u>	<u>percent</u>
	Total	6,925	100.0
Race	One race	6,782	97.9
	White	4,566	65.9
	Black or African American	1,820	26.3
	American Indian and Alaska Native	20	0.3
	Asian	123	1.8
	Native Hawaiian/other Pacific	0	0.0
	Some other race	241	3.5
	Two or more races	143	2.1
	Two races, with some other race	46	0.7
	Two races without some other race	95	1.4
	Three races, with some other race	1	0.0
	Three races without some other race	1	0.0
Hispanic or Latino	Total population	6,925	100.0
	Hispanic or Latino (any race)	526	7.6
	Mexican	246	3.6
	Puerto Rican	80	1.2
	Cuban	16	0.2
	Other Hispanic or Latino	184	2.7
	Not Hispanic or Latino	6,399	92.4
Race and Hispanic or Latino	Total population	6,925	100.0
	One race	6,782	97.9
	Hispanic or Latino	491	7.1
	Not Hispanic or Latino	6,291	90.8
	Two or more races	143	2.1
	Hispanic or Latino	35	0.5
	Not Hispanic or Latino	108	1.6

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

D. MARKET AREA ECONOMY

EMPLOYMENT BY INDUSTRY

This distribution of employment, by industry, for the Mauldin market area is set out in Table 2, below. This information is from the 2012 to 2016 American Community Survey (and as such is subject to the limitations of those data). Based on those data, the largest source of employment is manufacturing which accounts for as much as 20.1 percent of the total. Other important sectors include retail trade, professional jobs, and health care - each of which employ 11 to 12 percent of the total.

Table 2 - Employment by Industry, Market Area

	number	percent
Agriculture, etc	49	0.1
Construction	1,447	3.5
Manufacturing	8,226	20.1
Wholesale Trade	1,354	3.3
Retail Trade	4,516	11.0
Transp, Warehousing	1,634	4.0
Utilities	183	0.4
Information	918	2.2
Finance, Insurance, Real Estate	2,259	5.5
Professional, scientific, management	5,052	12.3
Educational Services	3,314	8.1
Health care	4,814	11.7
Arts, entertainment, recreation	807	2.0
Accommodation and food services	2,914	7.1
Other services	2,044	5.0
Public Administration	1,465	3.6

Source: 2012 to 2016 American Community Survey; T Ronald Brown: Research & Analysis

MAJOR EMPLOYERS

The major (manufacturing) employers in Mauldin County are listed in Table 3, below. From this table it is seen that the largest, and most significant, employers include the Greenville Health System and the local school system. The most significant manufacturing employer in the area is Michelin.

Table 3 - Major Employers

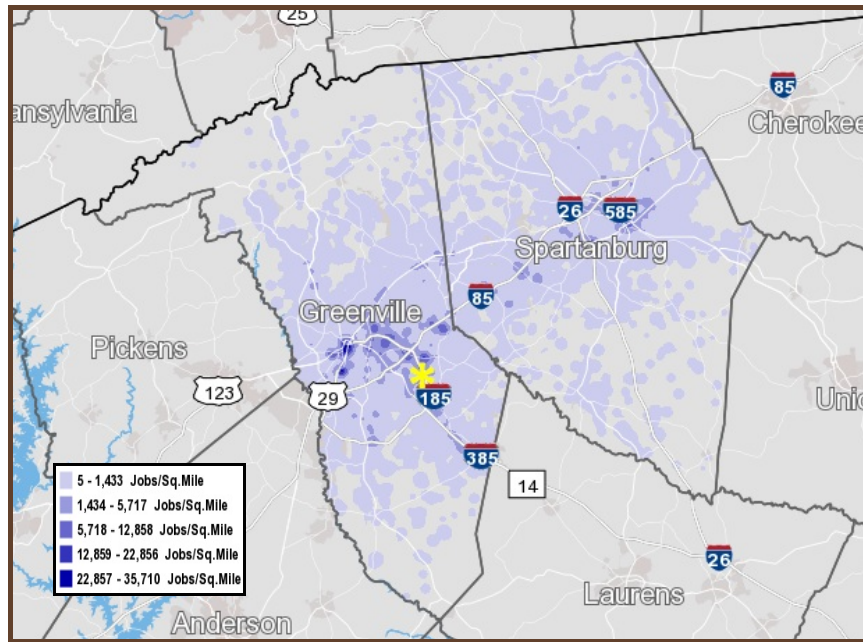
<u>Employer Name</u>	<u>Product/Service</u>	<u>Employees</u>
Greenville Health System	Health services	14,787
School District of Greenville County	Public education	9,800
Bon Secours St. Francis Health System	Health services	5,047
Michelin North America	Radial tires	4,100
GE Power and Water	Turbines, generators	3,400
State of South Carolina	State government	3,036
Fluor Corporation	Engineering/construction services	2,400
Bi-Lo Supermarkets	Retail	2,089
County of Greenville	County government	2,085
U.S. Government	Federal government	1,835
TD Bank	Financial services	1,600
Concentrix	Business services	1,500
Greenville Technical College	Higher education	1,435
Verizon Wireless	Telecommunications	1,360
Charter Communications	Telecommunications	1,345
Sealed Air Corporation	Packaging	1,300
Bob Jones University	Higher education	1,204
Synnex Corporrauion	Technology solutions	1,055
Windstream	Telecommunications	1,000
City of Greenville	Municipal government	973
Magna/Drive Automotive	Motor vehicle bodies and parts	950
Furman University	Higher education	850

Source: Greenville Area Development Corporation

There are ongoing announcements of new and expanding industries in Greenville County - most recently, for example, Bonafide Kayaks announced plans to add 76 new jobs over the next three years. With regard to Mauldin specifically, it should be noted BB & T have opened a 140,000 -square-foot mortgage servicing center at 825 East Butler Road (less than one mile from the site of the proposed apartments) that is reported to accommodate more than 600 employees.

With respect to job losses it is understand that over the 2016 to 2017 period, there have been a total of 357 losses at Amarak, Sealed Air, and Spartan Foods.

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



LABOR FORCE AND EMPLOYMENT

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. In 2016, the most recent year for which annualized data are available, the Greenville County labor force comprised an estimated 245,768 persons. Of this total, 235,675 were employed and 10,093 or 4.1 percent were unemployed.

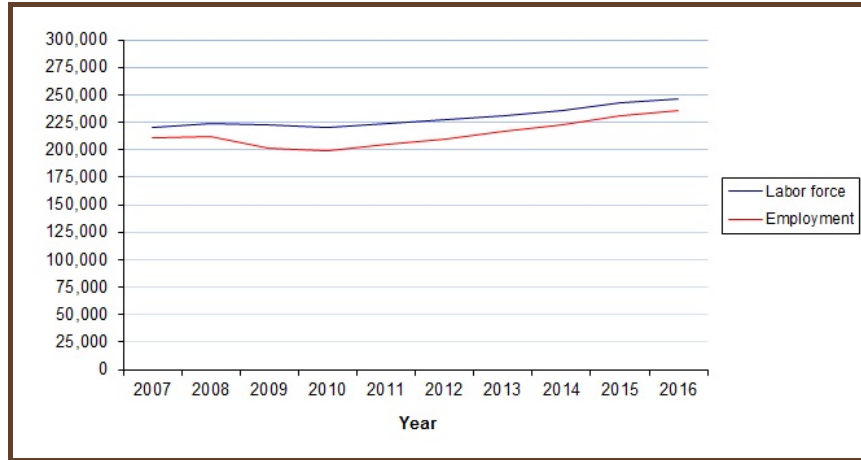
Labor force and employment figures shown significant increases over the last decade or so, with employment falling significantly between 2008 and 2010. Since then, labor force and employment have increased - resulting in unemployment rates falling from a high of almost 10 percent in 2009 and 2010, to only 4.1 percent in 2016. Under these circumstances it is difficult to predict labor force and employment levels in the short-term.

Between 2007 and 2016, the labor force showed a net increase of 24,942, or 2,771, annually, on average. Employment grew by an average of 2,799 jobs annually.

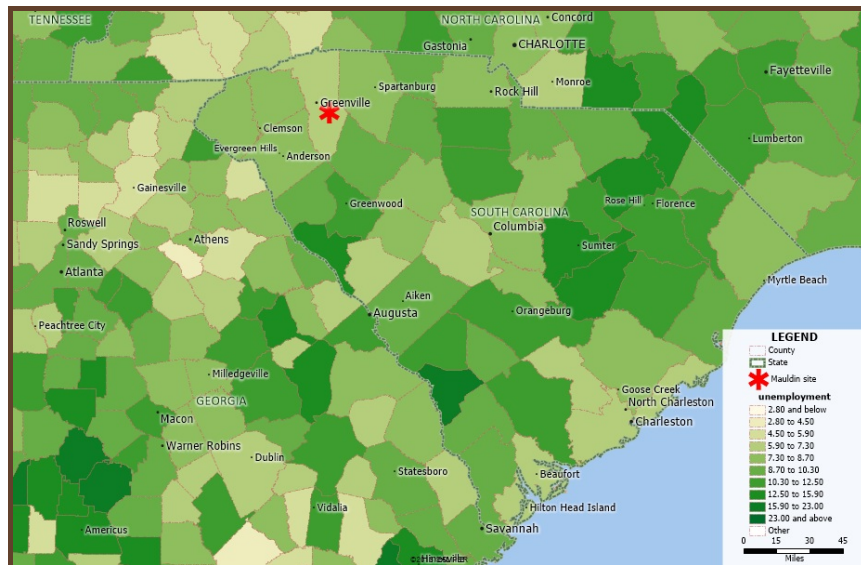
Table 4 - Greenville County Labor Force and Employment

	<u>Labor Force</u>	<u>Employment</u>	<u>Unemployment</u>	
			<u>Total</u>	<u>Rate (%)</u>
2007	220,826	210,480	10,346	4.7
2008	223,956	211,534	12,422	5.5
2009	223,171	201,358	21,813	9.8
2010	220,209	199,005	21,204	9.6
2011	224,175	204,795	19,380	8.6
2012	226,950	210,086	16,864	7.4
2013	231,098	216,991	14,107	6.1
2014	235,755	223,212	12,543	5.3
2015	243,079	231,029	12,050	5.0
2016	245,768	235,675	10,093	4.1

Source: US Department of Labor



Recent levels of unemployment throughout South Carolina are illustrated, below



COMMUTING

Based on data from the American Community Survey, 13.6 percent of workers resident in Mauldin were employed in Mauldin, with 83.9 percent employed in Greenville County as a whole. The average driving time to work for residents of Mauldin was 20.5 minutes.

Table 5 - Commuting Data

	<u>number</u>	<u>percent</u>
Total Workers	12,933	100.0
Worked in Place of residence	1,759	13.6
Worked in County of residence	10,851	83.9
Worked outside Place of residence	11,174	86.4
Worked outside County of residence	2,082	16.1
Mean travel time to work (minutes)	20.5	

Source: 2012 to 2016 American Community Survey; T Ronald Brown: Research & Analysis

Census data for commuting patterns for persons who live and/or work in Greenville County area are illustrated, below.

Here it is seen that many persons who work in Greenville County commute into the County from adjacent counties - such as Anderson County, Pickens County and Spartanburg County. Many residents of Greenville County commute to work in neighboring counties - and to Spartanburg County, in particular.

Table 6 - Commuting Patterns

<u>Place of work</u>	<u>Place of Residence</u>	<u>Workers</u>
Greenville County	Greenville County	174,874
Greenville County	Anderson County	15,022
Greenville County	Laurens County	6,665
Greenville County	Oconee County	1,018
Greenville County	Pickens County	12,505
Greenville County	Spartanburg County	18,197
Anderson County	Greenville County	3,973
Laurens County	Greenville County	2,691
Pickens County	Greenville County	3,275
Spartanburg County	Greenville County	14,570

Source: US County to County Commuting Flows; T.Ronald Brown: Research & Analysis

E. COMMUNITY DEMOGRAPHIC DATA

POPULATION TRENDS AND PROJECTIONS

In 2000, the population of Greenville County was 379,616, and in 2010 the population was recorded as 451,225. Population projections for Greenville County are based on South Carolina State Data Center projections. Based on these data, the population of the county is projected to be 482,019 by 2017, and to be 495,400 by 2020.

Population projections for the project market area are based on the average of several small area population projection techniques using census tract level trends for 2000 to 2010, corrected for the county projections. The projection is that in 2017 the project market area will have a population of around 84,250 and around 89,424 in 2020.

Information on population trends and changes between 2000 and 2020 are set out in Table 7, below.

Table 7 - Population Trends

	Mauldin	Market Area	Greenville County
2000	15,324	51,798	379,616
2010	22,889	72,528	451,225
2017	n/a	84,250	482,019
2020	n/a	89,424	495,400
absolute change			
2000-2010	7,565	20,730	71,609
2010-2017	n/a	11,722	30,794
2017-2020	n/a	5,174	13,381
annual change			
2000-2010	757	2,073	7,161
2010-2017	n/a	1,675	4,399
2017-2020	n/a	1,725	4,460

Source: 2000 Census and 2010 Census; SC State Data Center; T Ronald Brown: Research & Analysis

AGE

The distribution of the population, by age, for Mauldin, the Mauldin market area, and for Greenville County are set out in Table 8, below. These data are from the 2010 Census. Here it is seen that the median age of the population of Mauldin was recorded as 37.1 years, with that for Greenville County being 37.2 years.

Table 8 - Age Distribution

	Mauldin		Market Area		Greenville County	
	number	percent	number	percent	number	percent
Under 5 years	1,559	6.8	5,244	7.2	31,164	6.9
5 to 9 years	1,515	6.6	5,206	7.2	29,892	6.6
10 to 14 years	1,600	7.0	5,353	7.4	30,072	6.7
15 to 19 years	1,445	6.3	4,728	6.5	30,722	6.8
20 to 24 years	1,263	5.5	3,626	5.0	29,967	6.6
25 to 29 years	1,619	7.1	4,775	6.6	30,572	6.8
30 to 34 years	1,741	7.6	5,277	7.3	30,012	6.7
35 to 39 years	1,853	8.1	5,714	7.9	31,355	6.9
40 to 44 years	1,840	8.0	5,866	8.1	31,635	7.0
45 to 49 years	1,639	7.2	5,563	7.7	33,257	7.4
50 to 54 years	1,563	6.8	5,026	6.9	31,891	7.1
55 to 59 years	1,395	6.1	4,310	5.9	28,200	6.2
60 to 64 years	1,157	5.1	3,738	5.2	24,905	5.5
65 to 69 years	901	3.9	2,843	3.9	19,064	4.2
70 to 74 years	684	3.0	1,946	2.7	13,563	3.0
75 to 79 years	449	2.0	1,399	1.9	10,268	2.3
80 to 84 years	342	1.5	966	1.3	7,536	1.7
85 years and over	324	1.4	948	1.3	7,150	1.6
55 and older	5,252	22.9	16,150	22.3	110,686	24.5
65 and older	2,700	11.8	8,102	11.2	57,581	12.8
median	37.1		n/a		37.2	

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

HOUSEHOLD TRENDS AND PROJECTIONS

Projections of the number of households for Mauldin, the project market area, and for Greenville County set out in Table 9, below. These projections are based on the population projections set out, above.

The projection is that in 2017 the project market area will have around 33,701 households, and around 36,147 in 2020. In 2000, there were 28,308 households in the market area.

Table 9 - Household Trends

	Mauldin	Market Area	Greenville County
2000	6,131	19,883	144,034
2010	9,358	28,308	176,531
2017	n/a	33,701	192,686
2020	n/a	36,147	199,861
absolute change			
2000-2010	3,227	8,425	32,497
2010-2017	n/a	5,393	16,155
2017-2020	n/a	2,446	7,175
annual change			
2000-2010	323	843	3,250
2010-2017	n/a	770	2,308
2017-2020	n/a	815	2,392

Source: 2000 Census and 2010 Census; T Ronald Brown: Research & Analysis

TENURE

Table 10, below, sets out the number and proportion of owner and renter households for Mauldin, the project market area, and for Greenville County. In the years beyond 2010, the tenure proportions are based on 2000 to 2010 trends. In 2010, 28.3 percent of households in the market area were renters, compared with 32.4 percent for Mauldin, and 32.6 percent for Greenville County.

Table 10 - Tenure

Mauldin		persons per		Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
2000	15,324	6,131	2.50	3,957	64.5	2,174	35.5
2010	22,889	9,358	2.45	6,326	67.6	3,032	32.4
2017	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2020	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Market Area		persons per		Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
2000	51,798	19,883	2.61	14,552	73.2	5,331	26.8
2010	72,528	28,308	2.56	20,298	71.7	8,010	28.3
2017	84,250	33,701	2.50	23,799	70.6	9,902	29.4
2020	89,424	36,147	2.47	25,353	70.1	10,794	29.9
Greenville County		persons per		Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
2000	379,616	144,034	2.64	96,455	67.0	47,579	33.0
2010	451,225	176,531	2.56	119,039	67.4	57,492	32.6
2017	482,019	192,686	2.50	130,553	67.8	62,133	32.2
2020	495,400	199,861	2.48	135,688	67.9	64,173	32.1

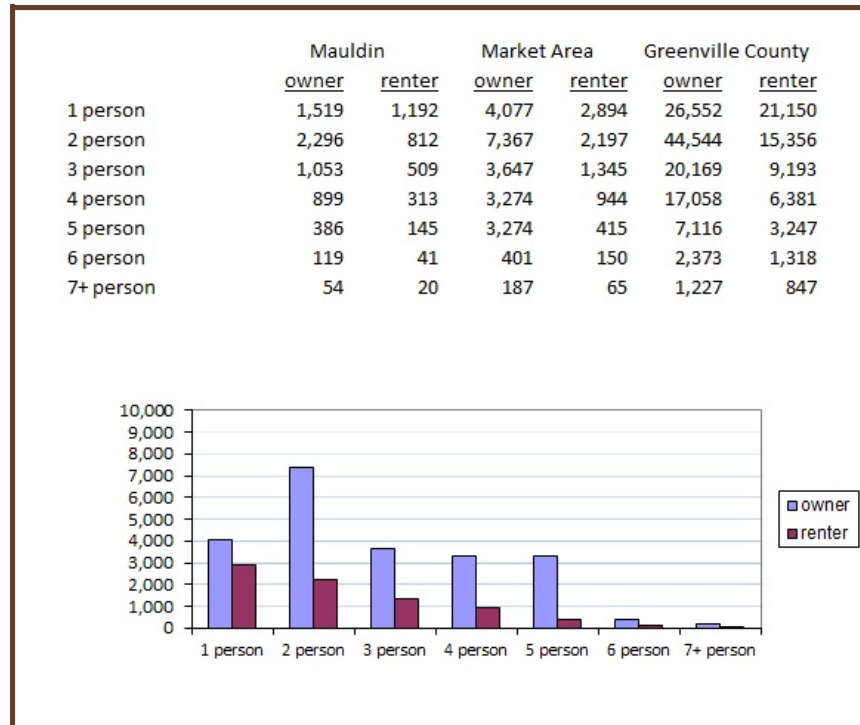
Source: 2000 Census and 2010 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD SIZE

Table 11 below, sets out household size, by tenure, for households in Mauldin, the project market area, and Greenville County.

The distribution of household sizes, by tenure, for the market area is also illustrated.

Table 11 - Household Size, by Tenure



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

HOUSEHOLD INCOME

The distribution of household incomes for Mauldin, the market area, and for Greenville County are set out in Table 12, below. These figures are taken from the 2012 to 2016 American Community Survey, and as such are subject to the limitations imposed by this source.

Here, it is seen that the median household income in Mauldin was \$63,071, and that for Greenville County as a whole was seen to be \$51,545.

Table 12 - Household Income

	Mauldin		Market area		Greenville County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
less than \$10,000	268	2.8	1041	3.4	12,558	6.9
\$10,000 to \$14,999	262	2.7	691	2.3	10,189	5.6
\$15,000 to \$19,999	387	4.0	1,264	4.2	10,369	5.7
\$20,000 to \$24,999	485	5.1	1,337	4.4	10,947	6.0
\$25,000 to \$29,999	526	5.5	1,374	4.5	10,947	6.0
\$30,000 to \$34,999	410	4.3	1,296	4.3	9,313	5.1
\$35,000 to \$39,999	471	4.9	1,451	4.8	7,808	4.3
\$40,000 to \$44,999	579	6.0	1,805	6.0	9,320	5.1
\$45,000 to \$49,999	369	3.9	1,107	3.7	7,174	3.9
\$50,000 to \$59,999	817	8.5	2,934	9.7	14,862	8.1
\$60,000 to \$74,999	1,246	13.0	3,601	11.9	18,784	10.3
\$75,000 to \$99,999	1,508	15.7	4,917	16.2	21,931	12.0
\$100,000 to \$124,999	1,000	10.4	2,971	9.8	13,608	7.4
\$125,000 to \$149,999	469	4.9	1,714	5.7	8,767	4.8
\$150,000 to \$199,999	606	6.3	1,997	6.6	8,795	4.8
\$200,000 or more	180	1.9	785	2.6	7,825	4.3
median income	\$ 63,071		n/a		\$ 51,595	

Source: 2012 to 2016 American Community Survey; T Ronald Brown: Research & Analysis

RENTER HOUSEHOLD INCOME

The distribution of household incomes for renter households for Mauldin, the market area, and Greenville County set out in Table 13, below. These figures are also taken from the 2012 to 2016 American Community Survey.

Table 13 - Household Income, Renter Households

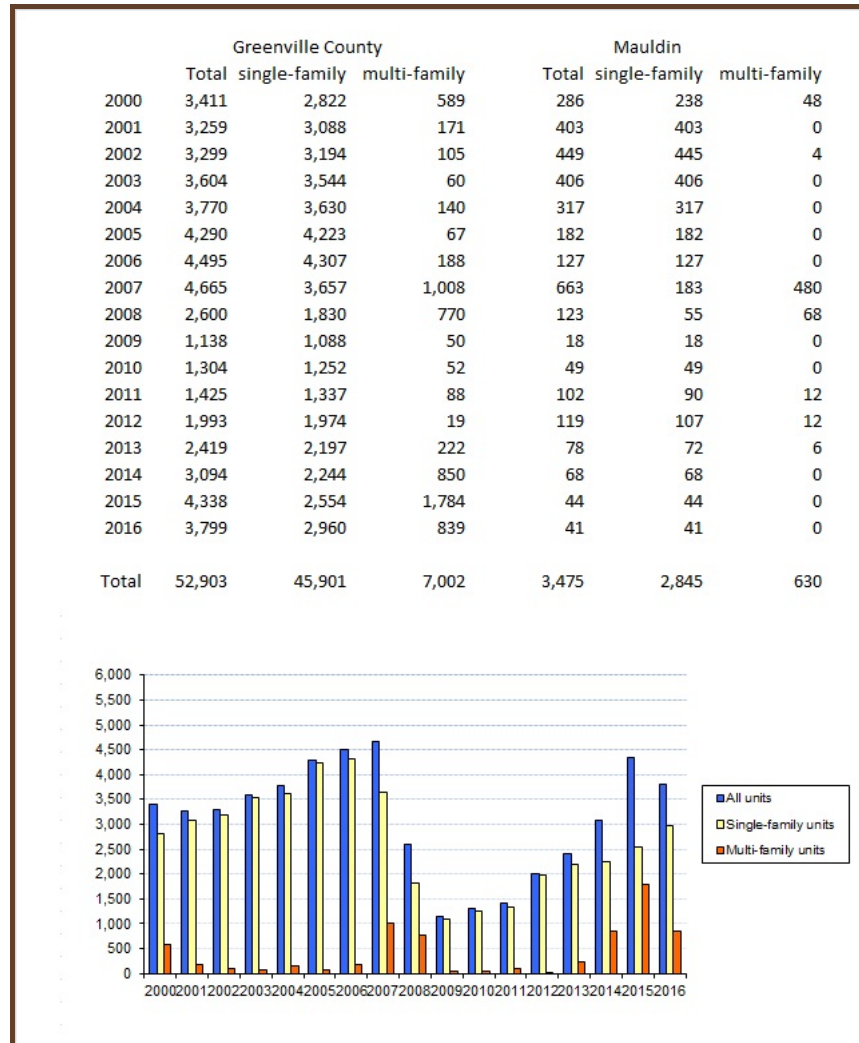
	Mauldin		Market area		Greenville County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
less than \$10,000	211	13.1	656	7.7	8,576	23.3
\$10,000 to \$19,999	317	19.7	1,009	11.9	11,672	31.7
\$20,000 to \$34,999	219	13.6	1,546	18.2	6,254	17.0
\$35,000 to \$49,999	140	8.7	1,751	20.6	2,321	6.3
\$50,000 to \$74,999	203	12.6	1,743	20.5	2,576	7.0
\$75,000 to \$99,999	412	25.6	818	9.6	5,082	13.8
\$100,000 or more	105	6.5	973	11.5	389	1.1

Source: 2012 to 2016 American Community Survey; T Ronald Brown: Research & Analysis

RESIDENTIAL CONSTRUCTION SINCE 2000

Table 14 below gives details of residential construction in Greenville County since 2000. Where the data exist, it can be seen that a total of 52,903 units were added in Greenville County, with 3,475 added in Mauldin. No data are available for the market area.

Table 14 - Residential Construction Since 2000



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

F. PROJECT SPECIFIC DEMAND ANALYSIS

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

Income is a key variable in the analysis of housing markets. Of the 45 units proposed, nine will be targeted to households with incomes up to 50 percent of the median, with 36 targeted at 60 percent of the median, and therefore qualify the apartments for low income housing tax credit status.

The income limits for Greenville County (Greenville-Mauldin-Easley Metro Area) are set out in the following table. The maximum housing expenses for the proposed units are based on these income limits and assume an average 1.5 persons per household and that renters will pay no more than 30 percent of their incomes on housing expenses (rent plus utilities).

Table 15 - Income Limits and Maximum Housing Costs

Income Limits		
	<u>50 percent</u>	<u>60 percent</u>
1 person	\$21,750	\$26,100
2 person	\$24,850	\$29,820
3 person	\$27,950	\$33,540
4 person	\$31,050	\$37,260
5 person	\$33,550	\$40,260
6 person	\$36,050	\$43,260
Maximum Housing Costs		
	<u>50 percent</u>	<u>60 percent</u>
1 bedroom	\$583	\$699
2 bedroom	\$699	\$839
3 bedroom	\$808	\$969

Source: HUD

Information as to rents and income targeting, and qualifying income ranges are set out in Table 16, below

Table 16 - Rents and Income Targeting

income targeting			
	<u>50 percent</u>	<u>60 percent</u>	<u>Total</u>
1 bedroom	4	13	17
2 bedroom	3	19	22
3 bedroom	2	4	6
total	9	36	45
proposed rents			
	<u>50 percent</u>	<u>60 percent</u>	
1 bedroom	\$520	\$590	
2 bedroom	\$620	\$690	
3 bedroom	\$715	\$790	
proposed rents as a proportion (%) of maximum			
	<u>50 percent</u>	<u>60 percent</u>	
1 bedroom	99.1	92.0	
2 bedroom	99.1	90.1	
3 bedroom	99.4	89.7	

Source: Applicant; T Ronald Brown: Research & Analysis

The utility allowances for the proposed development are \$58, \$73, and \$88 for one-, two-, and three-bedroom units, respectively

From the table above, it can be seen that housing expenses at the proposed apartments fall effectively at the maximum allowable for the units targeted at 50 percent of the median, and between 90 and 92 percent of the maximum for the units targeted at 60 percent. The latter are set to comply with the mandated 35 percent market rent advantage threshold.

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

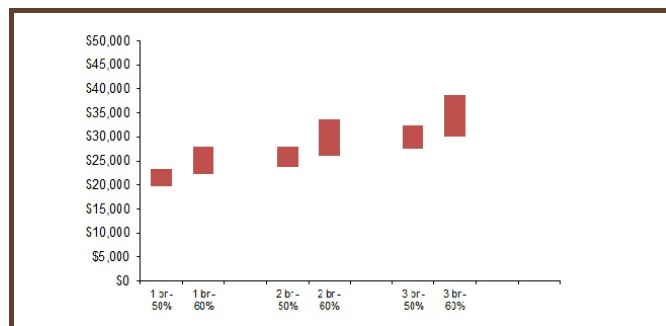
Table 17 - Qualifying Income Ranges

qualifying income ranges		
<u>50 percent</u>		
	lower	upper
1 bedroom	\$19,817	\$23,300
2 bedroom	\$23,760	\$27,950
3 bedroom	\$27,531	\$32,300
<u>60 percent</u>		
	lower	upper
1 bedroom	\$22,217	\$27,960
2 bedroom	\$26,160	\$33,540
3 bedroom	\$30,103	\$38,760

Source: Applicant; T Ronald Brown: Research & Analysis

Incomes for households qualifying for the proposed project are seen to range from \$19,817 to \$38,760.

The table and the graph below show that the qualifying income ranges are quite narrow, particularly for the units at 50 percent of the median, where rents are at the maximum allowable. Further, it is seen that there is a small amount of an overlap between the qualifying income ranges. This will be taken into consideration in our calculations.



The major variables to be examined are age, tenure, and income. These data are no longer available from the Decennial Census. Nonetheless, data can be extrapolated from the most recent American Community Survey - again, subject the limitations of those data. These data, for the market area for the proposed complex, are set out below.

Table 18 - Household Income, Renter Households

Income	All Renters		Overburdened Renters	
	<u>Number</u>	<u>Percentage</u>	<u>Number</u>	<u>Percentage</u>
Up to \$10,000	656	7.7	438	17.7
\$10,000 - \$19,999	1,009	11.9	763	30.8
\$20,000 - \$34,999	1,546	18.2	954	38.5
\$35,000 - \$50,000	1,751	20.6	296	11.9
\$50,000 - \$75,000	1,743	20.5	27	1.1
\$75,000 - \$100,000	818	9.6	0	0.0
\$100,000 and over	973	11.5	0	0.0

Source: 2012 to 2016 American Community Survey; T.Ronald Brown: Research & Analysis

As noted, these data are necessarily from the American Community Survey and are based on the 5-year average for the period from 2012 to 2016 - and not for a specific year.

From this table it can be seen that 7.7 percent of the market area renter households have incomes less than \$10,000 and a further 11.9 percent have incomes between \$10,000 and \$20,000. Around 18.2 percent of renters are seen to be in the \$25,000 to \$35,000 income range. Around 29 percent of all renters are rent-overburdened. This table also illustrates how rent-overburdened households are concentrated in the lower income groups.

Based on the income ranges set out in Table 15 and the income distribution set out in Table 16, it is found that around 5.7 percent of market area renter households qualify for units at 50 percent of the median, the corresponding figure for the units at 60 percent is 9.8 percent (and is 13.4 percent, overall).

Projections of need and demand are based upon a 2017 to 2020 projection period and the resulting calculations are corrected to account for any construction of comparable projects and/or planned comparable units.

Based on the projections set out in Table 10, a total of 892 new rental units are needed between 2017 and 2020. A total of 119 units will be for households eligible for the proposed project: 50 households at the 50 percent level, and 87 households at the 60 percent level.

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

Our calculations show that there will be a total of 1,442 renter households in the qualifying income ranges in the project market area - 611 for units at the 60 percent level and 1,054 for units at 60 percent of the median. These figures have to be adjusted to reflect the proportion that are likely to move to a new complex. With respect to existing households in the project market area it is found that, based on the most recent American Community Survey data, 59.8 percent of renters qualifying for units at the 50 percent level are rent overburdened and 45.3 percent of those at the 60 percent level are rent overburdened. Here, these proportions are applied to the number of income eligible existing renter households to estimate how many of those households are likely to consider moving to the proposed apartments.

State Agency market study guidelines allow for the replacement of rental units due to demolition, abandonment, obsolescence and the like. This substandard housing component is based on an annual average rate of 0.9 percent of the rental housing stock. This rate is based on data from the HUD American Housing Survey publication "Components of Inventory Change:2007-2009" published in May 2011. Based on the number of rental units in the project market area, this translates to a need for an additional 26 units, total.

Total demand is therefore seen to amount to 872 units: 427 qualifying for units at 50 percent, and 584 qualifying at and 60 percent of the median.

These figures are based on a 2017 to 2020 projection period and therefore have been corrected to account for the funding and/or construction of any directly comparable projects in the market area. No directly comparable projects have been added in the project market area over the projection period, nor have any been funded or are under construction. The net need is therefore for 872 units

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

Table 19 - Demand Calculations

	<u>50 percent</u>	<u>60 percent</u>	<u>Total</u> *
(i) income eligible new renter households	50	87	119
(ii) income eligible existing renter households	611	1,054	1,442
(iii) existing households, likely to move	365	478	727
(iv) need from obsolete housing	11	19	26
 Total demand (i)+(iii)+(iv)	 427	 584	 872
Supply	0	0	0
Net demand	427	584	872
* Excluding gap/overlap note: totals may not add due to rounding			

Source: T. Ronald Brown: Research & Analysis

Demand has to be segmented to determine demand by number of bedrooms per unit. Based on the distribution of household size in the market area and given data from the American Housing Survey correlating typical household size and number of bedrooms, we have determined that one-bedroom units should account for 30 percent of the total, two-bedroom units should account for 43 percent of the total, and three-bedroom units should account for 23 percent of the total with four- or more bedroom units accounting for 4 percent.

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

Table 20 - Capture Rates

	<u>50 percent</u>	<u>60 percent</u>	<u>Total *</u>
Total demand			
1 bedroom	127	174	260
2 bedroom	184	252	377
3 bedroom	98	135	201
4 bedroom	16	23	34
Total	427	584	872
Supply			
1 bedroom	0	0	0
2 bedroom	0	0	0
3 bedroom	0	0	0
4 bedroom	0	0	0
Total	0	0	0
Net demand			
1 bedroom	127	174	260
2 bedroom	184	252	377
3 bedroom	98	135	201
4 bedroom	16	23	34
Total	427	584	872
Units proposed			
1 bedroom	4	13	17
2 bedroom	3	19	22
3 bedroom	2	4	6
4 bedroom	0	0	0
Total	9	36	45
Capture rates			
1 bedroom	3.1%	7.5%	6.5%
2 bedroom	1.6%	7.5%	5.8%
3 bedroom	2.0%	3.0%	4.5%
4 bedroom	0.0%	0.0%	0.0%
Total	2.1%	6.2%	5.2%
<i>* Excluding gap/overlap</i>			

Source: T. Ronald Brown: Research & Analysis

Given the calculated need, the proposed 45-unit development amounts to 5.2 percent of the total net need. The proposed 45-unit development equates to 5.4 percent of the net need for 838 one-, two-, and three-bedroom units.

The capture rate for the nine units targeted at 50 percent of the median is 2.1 percent (or 2.2 percent for one-, two, and three-bedroom units only), with that for the 36 units targeted at 60 percent of the median determined to be 6.2 percent (or 6.4 percent for one-, two- and three-bedroom units only).

The capture rates, by bedroom, are determined to be 6.5 percent for the 17 one-bedroom units, 5.8 percent for the 22 two-bedroom units, and 4.5 percent for the six three-bedroom units.

These capture rates are considered to be realistic.

ABSORPTION RATES

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

G. EXISTING RENTAL UNITS

There is a significant number of apartment complexes located in the Mauldin area as defined. These include two subsidized tax credit properties, two unsubsidized tax credit financed properties, one (non tax credit) HUD property, and a variety of market rate properties.

The Berkley Pointe Apartments comprise 188 units, originally built in 1983, but rehabilitated with tax credits in 2005. There are a mix of one-, two-, and three-bedroom units. Rents range from \$651 for a one-bedroom unit, to \$769 to \$779 for a two-bedroom (one and one-half bath) model, to \$897 for a three-bedroom unit. The complex is reported to have 14 vacancies at percent (93percent occupied), and is reported to typically ve around 95 percent. The Avalon Apartments have 72 tax credit units - built in 2005 at a site adjacent to Berkley Pointe. This complex has 36 two-bedroom (two bath) units renting for \$556 to \$700, and 36 three-bedroom units which rent for \$627 to \$794. Currently, this property has one vacancy, with a typical occupancy of 100 percent - with a waiting list.

The Berkley Pointe and Avalon properties are considered the most comparable to the proposed development.

The closest complexes to the site of the proposed development tend to be more established properties - such as Ravenwood, Mauldin Gardens, Lions Gate, and Windmill. Windmill, for example, was developed in 1983 and offers a total of 128 units. There are 48 one-bedroom units that rent for \$625 and 80 two-bedroom (one bath) units that rent for \$725. There are four vacant units at this location at present (97 percent occupied), with typical occupancy reported to be around that level.

There are several complexes located on East Butler Road. These - Bell Brookfield, Arbors at Brookfield, and Terrace at Butler - are located further east of the site at locations closer to Interstate 385 (in the vicinity of the new BB and T facility). These comprise a total of just over 1,000 units (the 702-unit Arbors property being the amalgamation of three properties), built between 1989 and 2008. Occupancy across these three sites amounts to just under 91 percent.

The newest property in the market area is the 272-unit Springs at Laurens Road - which is on Laurens Road in southeastern Greenville in the northern portion of the Mauldin market area, as defined. This complex opened in August of 2017 and reports 105 occupied units. The property offers studio units for \$826 to \$1,153, with one-bedroom units available in the \$941 to \$1,415 range. Two-bedroom units are being offered from \$1,222 to \$1,698, and the three-bedroom units rent for \$1,506 to \$2,139. With regard to rent per square foot, this project ranges from around \$1.72 for a studio unit, to \$1.41 for a one-bedroom unit, to \$1.30 for a two-bedroom unit, to \$1.32 for the three-bedroom units. The addition of this relatively large property, and the addition of the 336-unit Innovation property before that, has contributed to depressed occupancy rates in conjunction with the impact of normal seasonal effects.

Of the total number of apartments in complexes for which current occupancy was reported to us, it is seen that occupancy is 89.8 percent. This includes 167 vacant units at the new Springs at Laurens Road property which is currently in lease-up. Excluding the latter yields a 93.0 percent occupancy level. The occupancy rate for the 257 units at the two unsubsidized tax credit properties in the area is seen to be 94.2 percent. The occupancy at stabilized market rate complexes is seen to be 94.2 percent.

The South Carolina State Housing Finance and Development Authority published occupancy levels in the tax credit inventory for June and December of each calendar year, up to 2016. These data, from June 2006 for tax credit financed complexes is set out, below. Here it is seen that average occupancy for these properties has been reported to vary between 96 to 98 percent level over this period.

	Avalon 72 units		Berkley Pointe 185 units		Mauldin Gardens 64 units		Woodcreek 48 units	
	occupied	occupancy	occupied	occupancy	occupied	occupancy	occupied	occupancy
June 2006	66	91.7%	168	90.8%				
December 2006	70	97.2%	181	97.8%				
June 2007	71	98.6%	182	98.4%				
December 2007	72	100.0%	176	95.1%				
June 2008	70	97.2%	179	96.8%	53	82.8%		
December 2008	69	95.8%	171	92.4%	62	96.9%		
June 2009	69	95.8%	174	94.1%	63	98.4%	46	95.8%
December 2009	63	87.5%	161	87.0%	64	100.0%	48	100.0%
June 2010	68	94.4%	180	97.3%	62	96.9%	46	95.8%
December 2010	69	95.8%	178	96.2%	63	98.4%	47	97.9%
June 2011	71	98.6%	174	94.1%	64	100.0%	48	100.0%
December 2011	71	98.6%	180	97.3%	64	100.0%	48	100.0%
June 2012	69	95.8%	174	94.1%	63	98.4%	47	97.9%
December 2012	67	93.1%	183	98.9%	64	100.0%	48	100.0%
June 2013	71	98.6%	182	98.4%	64	100.0%	48	100.0%
December 2013	71	98.6%	181	97.8%	64	100.0%	48	100.0%
June 2014	70	97.2%	183	98.9%	64	100.0%	47	97.9%
December 2014	69	95.8%	180	97.3%	64	100.0%	46	95.8%
June 2015	70	97.2%	183	98.9%	64	100.0%	47	97.9%
December 2015	70	97.2%	180	97.3%	64	100.0%	46	95.8%

The potentially comparable developments are summarized as follows:

Complex name	Location	Financing	Year built	Total units	Vacant units	Occupancy (%)
535 Brookwood	Simpsonville	conventional	2008	256	4	98.4
Arbors at Brookfield	Mauldin	conventional	1989-1995	702	76	89.2
Ashmore Bridge Estates	Mauldin	conventional	1989 1997	246	17	93.1
Avalon	Greenville	LIHTC	2005	72	1	98.6
Bell Brookfield	Greenville	conventional	2008	224	16	92.9
Berkley Pointe	Greenville	LIHTC	1983/2005	185	14	92.4
Gateway Village	Simpsonville	HUD § 8	1979	70	1	98.6
Gleneagle	Greenville	conventional	1989	192	8	95.8
Hawthorne Willowbrook	Simpsonville	conventional	2000	144	8	94.4
Innovation	Greenville	conventional	2015	336	18	94.6
Laurel Woods	Greenville	conventional	1983	192	0	100.0
Lions Gate	Mauldin	conventional	1984	144	1	99.3
Mauldin Gardens	Mauldin	HUD § 8	1979/2007	64	1	98.4
Mauldin Heights	Mauldin	conventional	1970's	80	n/a	n/a
Millenium	Greenville	conventional	2008	305	33	89.2
Oak Pointe	Simpsonville	conventional	1997	116	n/a	n/a
Ravenwood	Mauldin	conventional	1987	82	0	100.0
Reserve at Cavalier	Greenville	conventional	1978/1994	152	12	92.1
Springs at Laurens Road	Greenville	conventional	2017	272	167	38.6
Stillwater at Grandview	Simpsonville	conventional	1989	240	72	70.0
Terrace at Butler	Mauldin	conventional	1997-2003	132	5	96.2
Village Park	Simpsonville	conventional	1976	132	2	98.5
Vinings at Laurel Creek	Greenville	conventional	2013	244	7	97.1
Windmill	Mauldin	conventional	1983	128	4	96.9
Woodcreek	Simpsonville	USDA/RD	1988/2010	48	0	100.0

Subject	0 br/1ba			1 br/1ba		
	number	size (sq. ft.)	rent	number	size (sq. ft.)	rent
535 Brookwood				120	786-832	\$793-813
Arbors at Brookfield				256	800-950	\$841-949
Ashmore Bridge Estates						
Avalon						
Bell Brookfield				70	774-848	\$765-829
Berkley Pointe				47	650	\$651
Gateway Village				18	n/a	boi
Gleneagle				84	804	\$739
Hawthorne Willowbrook				36	687-728	\$820-900
Innovation				n/a	741-895	\$903-1,118+
Laurel Woods				96	750	\$655-690
Lions Gate				56	632	\$700
Mauldin Gardens				24	540	boi
Mauldin Heights				2	742	
Millenium				n/a	525-772	\$848-955
Oak Pointe				20	760	
Ravenwood	19	300	\$530	58	700	\$605
Reserve at Cavalier				32	636	\$725
Springs at Laurens Road	26	525-623	\$826-1,153	104	760-909	\$941-1,415
Stillwater at Grandview				96	780	\$699
Terrace at Butler				12	708	\$805-864
Village Park				n/a	700	\$699
Vinings at Laurel Creek				100	828	\$850-985
Windmill				48	662	\$625
Woodcreek				16	789	boi

Subject	2 br/1-1½ ba			2 br/2 ba		
	number	size (sq. ft.)	rent	number	size (sq. ft.)	rent
535 Brookwood				120	1,071-1,153	\$1,043-1,093
Arbors at Brookfield				342	1,000-1,250	\$943-1,155
Ashmore Bridge Estates	100	1,075-1,120	\$896-955	58	1,200	\$1,170
Avalon				36	1,082	\$556-700
Bell Brookfield				112	1,036-1,156	\$850-975
Berkley Pointe	122	852	\$769-779			
Gateway Village	44	n/a	boi			
Gleneagle				108	1,106	\$839
Hawthorne Willowbrook				84	922-970	875-975
Innovation				n/a	1,121-1,362	\$1,183-1,373+
Laurel Woods	96	900	\$750-775			
Lions Gate	88	840	\$780			
Mauldin Gardens	24	851	boi			
Mauldin Heights	40	865				
Millenium				n/a	1,070-1,244	\$1,080-1,185
Oak Pointe				76	1,000	
Ravenwood	5	900	\$770			
Reserve at Cavalier	92	884	\$780			
Springs at Laurens Road				106	1,062-1,185	\$1,222-1,698
Stillwater at Grandview				112	1,055-1,060	\$899-940
Terrace at Butler				120	981-1,000	\$840-1,017
Village Park				n/a	1,000	\$799
Vinings at Laurel Creek				116	1,170	1,050-1,150
Windmill	80	862	\$725			
Woodcreek	32	949	boi			

Subject	3 br/1-1½ ba			3 br/2+ ba		
	number	size (sq. ft.)	rent	number	size (sq. ft.)	rent
535 Brookwood				16	1,307	\$1,148
Arbors at Brookfield				104	1,295-1,400	\$1,209-1,571
Ashmore Bridge Estates				92	1,230-1,550	\$1,020- 1,160
Avalon				36	1,304	\$627
Bell Brookfield				42	1,250-1,351	\$1,108-1,233
Berkley Pointe				16	1,102	\$897
Gateway Village				8	n/a	boi
Gleneagle						
Hawthorne Willowbrook				24	1,093	\$1,088-1,288
Innovation				n/a	1,380	\$1,183-1,373
Laurel Woods						
Lions Gate						
Mauldin Gardens	16	1,050	boi			
Mauldin Heights	20	1,027				
Millenium				n/a	1,309-1,354	1,390+
Oak Pointe				20	1,200	
Ravenwood						
Reserve at Cavalier				28	1,144	\$915
Springs at Laurens Road				36	1,334-1,430	\$1,506-2,139
Stillwater at Grandview				32	1,277	\$999
Terrace at Butler						
Village Park						
Vinings at Laurel Creek				28	1,345	\$1,295-1,350
Windmill						
Woodcreek						

Several market rate apartment developments in the Mauldin market area can be used in the determination of market rents. These developments include developments located on Butler Road. Information for the one-, two-, and three bedroom units at these properties are summarized below.

Table 21 - Market Rate Properties

<u>Property</u>	<u>Year built</u>	<u>One-bedroom rents</u>	<u>Two-bedroom rents</u>	<u>Three-bedroom rents</u>
535 Brookwood	2008	\$793-813	\$1,043-1,093	\$1,148
Arbors at Brookfield	1992	\$841-949	\$943-1,155	\$1,209-1,571
Bell Brookfield	2008	\$765-829	\$850-975	\$1,108-1,233
Hawthorne Willowbrook	2000	\$820-900	\$875-975	\$1,088-1,288
Terrace at Butler	1997	\$805-864	\$945-1,107	\$840-974

Source: Apartment Managers; T Ronald Brown: Research & Analysis

The location, rent levels, unit size, age, features, and amenities were analyzed in order to try to establish an estimate of market rent levels for the subject property. Following this approach we have determined that, all things being equal, these market properties suggest a rent of around \$863 for a one-bedroom unit, \$1,062 for a two-bedroom unit, and \$1,201 for a three-bedroom unit.

Based on the proposed rents at the proposed development, this rent is found to be significantly below the gross adjusted market rent (35.23 percent less). It should be noted that, in consultation with the developer/applicant, the rents for the proposed development were set to comply with the 35 percent market rent advantage threshold.





535 Brookwood

Location: 535 Brookwood Point Place, Simpsonville Total units: 256
 Year built: 2008 Typical occupancy: 97%

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	60	60	24	96	16
Unit size (sq. ft.):	786	832	1,071	1,153	1,307
Rent:	\$793	\$813	\$1,043	\$1,093	\$1,148
Rent/sq. ft.:	\$1.01	\$0.98	\$0.97	\$0.95	\$0.88
Vacant units: 4, overall					

Management: MAA (Krista - 864.228.2028 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Arbors at Brookfield

Location: 782 East Butler Road, Mauldin
 Year built: 1989-1995

Total units: 702
 Typical occupancy: 93-95%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	256	342	104
Unit size (sq. ft.):	800-950	1,000-1,250	1,295-1,400
Rent:	\$841-949	\$943-1,155	\$1,209-1,571
Rent/sq. ft.:	\$1.02	\$0.93	\$1.03
Vacant units: 76, overall			

Management: Steadfast Management (Preston - 864.458.8363 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages (\$) Storage (\$) Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Ashmore Bridge Estates/Mauldin Farms

Location: 423 West Butler Rd/100 Daniel Ct., Mauldin Total units: 246
 Year built: 1989-1997 Typical occupancy: 96-97%

	<u>2 br/1½ ba</u>	<u>2 br/1½ ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>	<u>3 br/2½ ba</u>	<u>3 br/2 ba</u>
Units:	26	74	58	28	60	4
Unit size (sq. ft.):	1,075	1,120	1,200	1,250	1,550	1,230
Rent:	\$896	\$955	\$1,170	\$1,020	\$1,050	\$1,160
Rent/sq. ft.:	\$0.83	\$0.85	\$0.98	\$0.82	\$0.67	\$0.94

Vacant units: 17, overall

Management: Pinnacle Management (Brandon - 864.277.2888 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Avalon

Location: 490 Wenwood Road, Greenville
 Year built: 2005

Total units: 72
 Typical occupancy: 100% (waiting list - 40)

	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	36	36
Unit size (sq. ft.):	1,082	1,304
Rent:	\$556-700*	\$627-794*
Rent/sq. ft.:	\$0.51*	\$0.48-0.60*
Vacant units: 1		

Management: Intermark Management (Jasmine - 864.297.8979 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies

* Tax credit



Bell Brookfield

Location: 815 East Butler Road, Mauldin
 Year built: 2008

Total units: 224
 Typical occupancy: 98%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	70	112	42
Unit size (sq. ft.):	774-858	1,036-1,156	1,250-1,351
Rent:	\$765-829	\$850-975	\$1,108-1,233
Rent/sq. ft.:	\$0.98	\$0.83	\$0.90
Vacant units: 16, overall			

Management: Bell Partners (Kathy - 864.297.1840 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Berkley Pointe

Location: 500 Wenwood Road, Greenville
 Year built: 1983, rehabilitated in 2005

Total units: 188
 Typical occupancy: 95%

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>3 br/2 ba</u>
Units:	47	122	16
Unit size (sq. ft.):	650	852	1,102
Rent:	\$651*	\$769-779*	\$897*
Rent/sq. ft.:	\$1.00*	\$0.91*	\$0.81*
Vacant units: 14, overall			

Management: Intermark Management (Shelly - 864.297.1410 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies

* tax credit



Gateway Village

Location: 501 Boyd Avenue, Simpsonville
 Financing: HUD § 8
 Year built: 1979

Total units: 70
 Rental assistance
 Typical occupancy: 100%

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/2 ba</u>
Units:	18	44	8
Unit size (sq. ft.):	n/a	n/a	n/a
Contract rent:	\$653	\$786	\$930
Vacant units: 1, overall			

Management: Westminster Company (Jane -866.887.0149 [2/24])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Gleneagle

Location: 1011 West Butler Road, Greenville
 Year built: 1989

Total units: 192
 Typical occupancy: 93%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>
Units:	84	108
Unit size (sq. ft.):	804	1,016
Rent:	\$739	\$839
Rent/sq. ft.:	\$0.92	\$0.83
Vacant units: 8, overall		

Management: Bridge Real Estate Group (Kimberley - 864.299.1000 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash (\$27) Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Hawthorne Willow Brook

Location: 130 Willow Forks Drive, Simpsonville
 Year built: 2000

Total units: 144
 Typical occupancy: 97-98%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	36	84	24
Unit size (sq. ft.):	687-728	922-970	1,093
Rent:	\$820-900	\$875-975	\$1,088-1,288
Rent/sq. ft.:	\$1.21	\$1.02	\$1.09
Vacant units: 8, overall			

Management: Hawthorne Management (Regina - 864.963.4663 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash (\$7) Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Innovation

Location: 75 Innovation Drive, Greenville
 Year built: late 2015

Total units: 336
 Typical occupancy: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	n/a	n/a	n/a
Unit size (sq. ft.):	741-895	1,121-1,362	1,380
Rent:	\$903-1,118+	\$1,183-1,373+	\$1,183-1,373+
Rent/sq. ft.:	\$1.24	\$1.03	\$0.93
Vacant units: 18, overall			

Management: MAA (Amanda - 864.675.1531 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Laurel Woods

Location: 350 Fairforest Way, Greenville
 Year built: 1983

Total units: 192
 Typical occupancy: 100% (waiting list)

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>
Units:	96	96
Unit size (sq. ft.):	750	900
Rent:	\$655-690	\$750-775
Rent/sq. ft.:	\$0.90	\$0.85
Vacant units: 0, overall		

Management: Edward Rose and Sons (Rhonda - 864.288.7073 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Lions Gate

Location: 288 Old Mill Road, Mauldin
 Year built: 1984

Total units: 144
 Typical occupancy: 99%

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>
Units:	56	88
Unit size (sq. ft.):	632	840
Rent:	\$700	\$780
Rent/sq. ft.:	\$1.11	\$0.93
Vacant units: 1, overall		

Management: Covenant Property Services (Shamaria - 864.297.6837 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Mauldin Gardens

Location: 300 Miller Road, Mauldin
 Financing: HUD § 8
 Year built: 1979, rehabilitated in 2007

Total units: 64
 Rental assistance
 Typical occupancy: 100% (waiting list)

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/1½ ba</u>
Units:	24	24	16
Unit size (sq. ft.):	540	851	1,050
Contract rent:	\$633-660	\$696	\$949
Vacant units:	1, overall		

Management: Ambling Management (Ms. Johnston - 864.288.6674 [8/15])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Mauldin Heights

Location: 901 North Main Street, Mauldin
 Year built: 1970's

Total units: 80
 Typical occupancy: n/a

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/1½ ba</u>
Units:	20	40	20
Unit size (sq. ft.):	742	865	1,027
Rent:	n/a	n/a	n/a
Rent/sq. ft.:	n/a	n/a	n/a
Vacant units: n/a			

Management: Owner Managed - (864.658.3557)
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Millenium

Location: 501 Boyd Avenue, Simpsonville
 Year built: 2008

Total units: 305
 Typical occupancy: 95%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	n/a	n/a	n/a
Unit size (sq. ft.):	525-772	1,070-1,244	1,309-1,354
Rent:	\$848-955	\$1,080-1,185	\$1,390+
Rent/sq. ft.:	\$1.39	\$0.98	\$1.04
Vacant units: 33, overall			

Management: Hawthorne Residential (Denetra - 865.675.1515 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Oak Pointe

Location: 112 Davenport Road, Simpsonville
 Year built: 1997

Total units: 116
 Typical occupancy: n/a

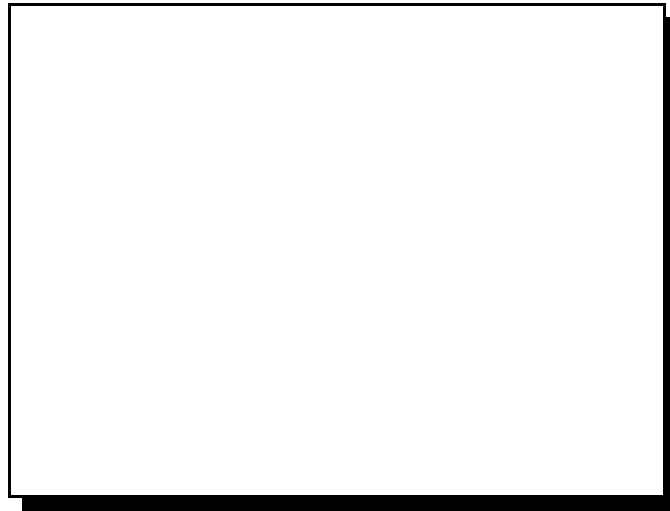
	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	20	76	20
Unit size (sq. ft.):	760	1,000	1,200
Rent:	n/a	n/a	n/a
Rent/sq. ft.:	n/a	n/a	n/a
Vacant units: n/a			

Management: DAK Management (864.228.2686)
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Ravenwood

Location: 735 North Main Street, Mauldin
 Year built: 1987

Total units: 82
 Typical occupancy: 100% (waiting list)

	<u>0 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>
Units:	19	58	5
Unit size (sq. ft.):	300	700	900
Rent:	\$530	\$605	\$770
Rent/sq. ft.:	\$1.77	\$0.86	\$0.86
Vacant units:	0		

Management: Eastern Management (Derita - 864.288.2309 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer (\$20/30/35) Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Reserve at Cavalier

Location: 105 Cavalier Drive, Greenville
 Year built: 1978, rehabilitated 2008

Total units: 152
 Typical occupancy: 95-96%

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>3 br/2 ba</u>
Units:	32	92	28
Unit size (sq. ft.):	636	884	1,144
Rent:	\$725	\$780	\$915
Rent/sq. ft.:	\$1.14	\$0.88	\$0.80
Vacant units: 12, overall			

Management: Monument Real Estate Services (Sheena - 864.299.0026 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Springs at Laurens Road

Location: 3409 Laurens Road, Greenville
 Year built: 2017

Total units: 272
 Typical occupancy: n/a

	<u>0 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	26	104	106	36
Unit size (sq. ft.):	525-623	760-909	1,062-1,185	1,334-1,430
Rent:	\$826-1,153	\$941-1,415	\$1,222-1,698	\$1,506-2,139
Rent/sq. ft.:	\$1.72	\$1.41	\$1.30	\$1.32

Vacant units: 105 units occupied, to date

Management: Continental Properties (Alissa - 864.351.0170 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Stillwater at Grandview

Location: 3714 Grandview Drive, Simpsonville
 Year built: 1989

Total units: 240
 Typical occupancy: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	96	64	48	32
Unit size (sq. ft.):	780	1,055	1,060	1,277
Rent:	\$699(s)	\$940	\$899 (s)	\$999 (s)
Rent/sq. ft.:	\$0.90 (s)	\$0.89	\$0.85(s)	\$0.78(s)
Vacant units: 72, overall				

Management: Arlington Property Management (Nikki - 864.967.2010 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies

(s) special



Terrace at Butler

Location: 771 East Butler Road, Mauldin
 Year built: 1997-2003

Total units: 132
 Typical occupancy: 95%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>
Units:	12	36	84
Unit size (sq. ft.):	708	981	1,000
Rent:	\$805-864	\$945-1,107	\$840-974
Rent/sq. ft.:	\$1.18	\$1.00	\$0.91
Vacant units: 5, overall			

Management: Engel Management (Candy - 864.329.0091 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer (\$52) Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Village Park

Location: 110 Village Park Drive, Simpsonville
 Year built: 1976

Total units: 132
 Typical occupancy: 100% (waiting list)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>
Units:	n/a	n/a
Unit size (sq. ft.):	700	1,000
Rent:	\$699	\$799
Rent/sq. ft.:	\$1.00	\$0.80
Vacant units: 2, overall		

Management: Easlan Management (Doris - 864.963.9268 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Vinings at Laurel Creek

Location: 3434 Laurens Road, Greenville
 Year built: 2013

Total units: 244
 Typical occupancy: 95-98%

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	100	116	28
Unit size (sq. ft.):	828	1,170	1,345
Rent:	\$850-985	\$1,050-1,150	\$1,295-1,350
Rent/sq. ft.:	\$1.11	\$0.94	\$0.98
Vacant units: 7, overall			

Management: Easlan Management (Rebecca - 864.234.9292 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Windmill

Location: 299 Miller Road, Mauldin
 Year built: 1983

Total units: 128
 Typical occupancy: 97%

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>
Units:	48	80
Unit size (sq. ft.):	662	862
Rent:	\$625	\$725
Rent/sq. ft.:	\$0.94	\$0.84
Vacant units: 4		

Management: Saber Matrix Group (Aleisha - 864.288.6539 [2/22])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies



Woodcreek

Location: 1216 East Georgia Road, Simpsonville Total units: 48
 Financing: USDA/RD Rental assistance: 0
 Year built: 1988, rehabilitated 2010 Typical occupancy: 100% (waiting list)

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>
Units:	16	32
Unit size (sq. ft.):	789	969
Basic rent:	\$435	\$470
Market rent:	\$507	\$542
Vacant units: 0, overall		

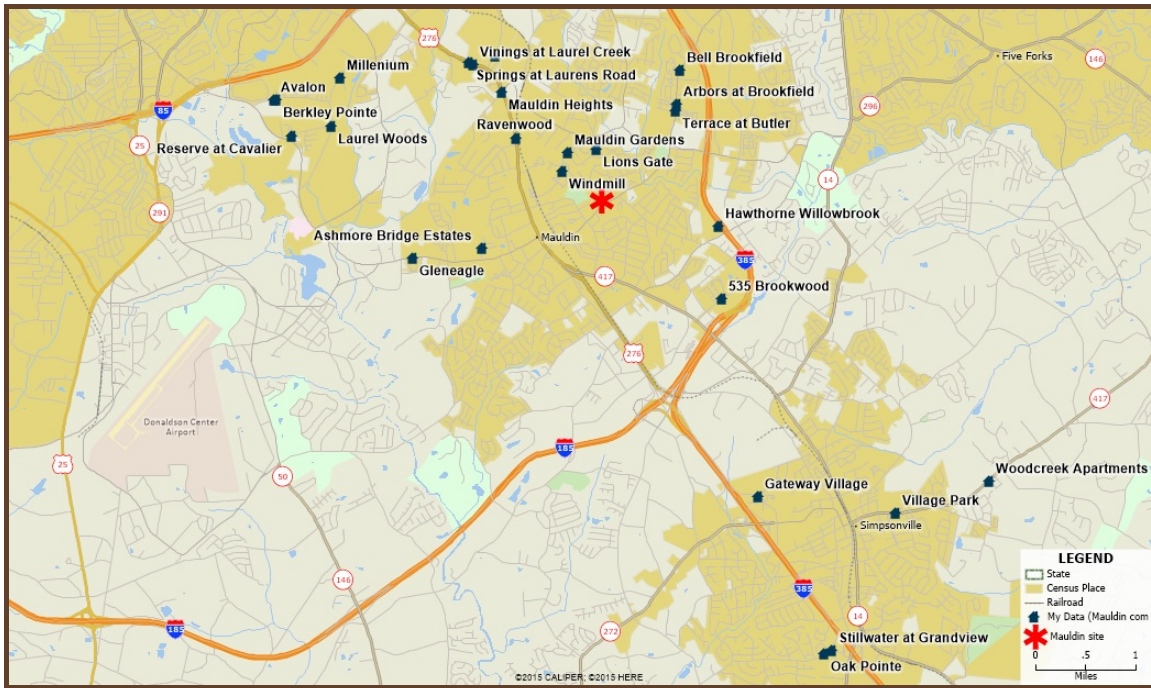
Management: Boyd Management (Danielle -864.967.3516 [2/19])
 Telephone: on site / management site visit other

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Security/ gate Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings Washer/Dryer Washer/Dryer Hook-up
 Wood floor Fireplaces Patios/balconies

The locations of existing rental units in Mauldin area are mapped, below.



H. INTERVIEWS

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

As noted, property managers are a major source of information for a project such as that proposed (their contact details are provided as part of the rental survey set out in the previous pages). Here, two properties were identified as being comparable by virtue of their being housing provided under the low income tax credit housing program. Shelly at Berkely Pointe believes that a new tax credit development in Mauldin would possibly be well-received, as there are not too many tax credit projects in the area at present. Jasmine, at Avalon, believes that the Mauldin area could absorb more tax credit units. She notes that she has a 40-person waiting list.

The Greenville Housing Authority administers 2,780 Housing Choice Vouchers. Ms. Bishop from the Authority reports that the waiting list is closed, and has more than 3,500 persons on that list.

I. RECOMMENDATIONS

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

J. SIGNED STATEMENT

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

A red rectangular box with the text "Image Not Available" written in white, serif font.

Market Analyst

Date: February 23, 2018

ANALYST QUALIFICATIONS

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

The President of the Cary firm is T. Ronald Brown. He has 30 years experience in the provision of market studies for subsidized and unsubsidized apartment developments and for-sale housing. Over the last two decades or so, Mr. Brown has produced more than 2,500 studies in at least 20 states, predominantly in the Southeast.

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

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

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

MARKET STUDY TERMINOLOGY

Absorption period	The period of time necessary for a newly constructed or renovated property to achieve the <i>stabilized level of occupancy</i> . The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the <i>stabilized level of occupancy</i> has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.
Absorption rate	The average number of units rented each month during the <i>absorption period</i> .
Acceptable <i>rent burden</i>	The rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.
Achievable Rents	See <i>Market Rent, Achievable Restricted Rent</i> .
Affordable housing	Housing affordable to low or very low-income tenants.
Amenity	Tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs, services and activities.
Annual demand	The total estimated demand present to the market in any one year for the type of units proposed.
Assisted housing	Housing where federal, state or other programs <i>subsidize</i> the monthly costs to the tenants.
Bias	A proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.
Capture rate	The percentage of age, size, and income qualified renter households in the <i>primary market area</i> that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The <i>Capture Rate</i> is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the <i>primary market area</i> . See also: penetration rate.

Comparable property	A property that is representative of the rental housing choices of the subject's <i>primary market area</i> and that is similar in construction, size, amenities, location, and/or age. Comparable and <i>competitive</i> properties are generally used to derive market rent and to evaluate the subject's position in the market.
Competitive property	A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.
Comprehensive Market Study	NCAHMA defines a comprehensive market study for the purposes of IRC Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCAHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRC Section 42 request for completion of a market study by a 'disinterested party.'
Concession	Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).
Demand	The total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.
Effective rents	Contract rent less concessions.
Household trends	Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g. at marriage or separation), changes in average household size, and net <i>migration</i> .
Income band	The range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined <i>acceptable rent burden</i> percentage and the maximum typically is pre-defined by specific program requirements or by general market parameters.
Infrastructure	Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Market advantage	The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. $(\text{market rent} - \text{proposed rent}) / \text{market rent} * 100$
Market analysis	A study of real estate market conditions for a specific type of property.
Market area	See <i>primary market area</i> .
Market demand	<p>The total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand.</p> <p>A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.</p>
Market rent	The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the <i>primary market area</i> considering its location, features and amenities. Market rent should be adjusted for <i>concessions</i> and owner paid utilities included in the rent.
Market study	A comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography.
Marketability	The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.
Market economic vacancy rate	Percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.
Market physical vacancy rate	Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.
Migration	The movement of households into or out of an area, especially a <i>primary market area</i> .

Mixed income property	An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50% and 60%).
Mobility	The ease with which people move from one location to another.
Move-up demand	An estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to newer tax credit properties.
Multi-family	Structures that contain more than two housing units.
Neighborhood	An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.
Net rent (also referred to as contract rent or lease rent)	Gross rent less <i>tenant paid utilities</i> .
Penetration rate	The percentage of age and income qualified renter households in the <i>primary market area</i> that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the <i>stabilized level of occupancy</i> . Funding agencies may require restrictions to the qualified Households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors. Units in all proposals / households in market * 100 See also: capture rate.
Pent-up demand	A market in which there is a scarcity of supply and vacancy rates are very low.
Population trends	Changes in population levels for a particular area over a specific period of time — which is a function of the level of births, deaths, and net <i>migration</i> .
Primary market area	A geographic area from which a property is expected to draw the majority of its residents.
Programmatic rents	See <i>restricted rents</i> .
Project based rent assistance	Rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.
Redevelopment	The redesign or rehabilitation of existing properties.

Rent burden	gross rent divided by adjusted monthly household income.
Rent burdened households	Households with <i>rent burden</i> above the level determined by the lender, investor, or public program to be an acceptable rent-to-income ratio.
Restricted rent	The rent charged under the restrictions of a specific housing program or subsidy.
Restricted rent, Achievable	The rents that the project can attain taking into account both market conditions and rent in the <i>primary market area</i> and income restrictions.
Saturation	The point at which there is no longer demand to support additional unit. Saturation usually refers to a particular segment of a specific market.
Secondary market area	The portion of a market that supplies additional support to an apartment property beyond that provided by the primary market area.
Special needs population	Specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs populations include: substance abusers, visually impaired person or persons with mobility limitations.
Stabilized level of occupancy	The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.
Subsidy	Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's <i>contract rent</i> and the amount paid by the tenant toward rent.
Substandard conditions	Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.
Target income band	The <i>income band</i> from which the subject property will draw tenants.
Target population	The market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.
Tenant paid utilities	The cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.
Turnover period	1. An estimate of the number of housing units in a market areas as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units * 100 2. The percent of occupants in a given apartment complex that move in one year.

Unmet housing need	New units required in the market area to accommodate household growth, homeless people, and housing in substandard conditions.
Unrestricted rents	Rents that are not subject to <i>restriction</i> .
Unrestricted units	Units that are not subject to any income or rent restrictions.
Vacancy period	The amount of time that an apartment remains vacant and available for rent.
Vacancy rate-economic vacancy rate - physical	Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

Other Terms

Area Median Income (AMI)	100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.
Attached housing	Two or more dwelling units connected with party walls (e.g. townhouses or flats).
Basic Rent	The maximum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.
Below Market Interest Rate Program (BMIR)	Program targeted to renters with income not exceeding 80% of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Census Tract	A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.
Central Business District (CBD)	The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.
Community Development Corporation (CDC)	Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.
Condominium	A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.
Contract Rent	1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).
Difficult Development Area (DDA)	an area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.
Detached Housing	A freestanding dwelling unit, typically single-family, situated on its own lot.
Elderly or Senior Housing	Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 805 of the units in each building are restricted for occupancy by Households where at least one Household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.
Extremely Low Income	Person or Household with income below 30% of Area Median Income adjusted for Household size.
Fair Market Rent (FMR)	The estimates established by HUD of the Gross rents (Contract rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40% of the rental units have rents below FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50 th percentile of rents.

Garden Apartments	Apartments in low-rise buildings (typically two or four stories) that feature low density, ample open-space around buildings, and on-site parking.
Gross Rent	the monthly housing cost to a tenant which equals the Contract rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.
High-rise	A residential building having more than ten stories.
Household	One or more people who occupy a housing unit as their usual place of residence.
Housing Unit	House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.
Housing Choice Voucher (Section 8 Program)	Federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible Households to use in the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.
Housing Finance Agency (HFA)	State or local agencies responsible for financing housing and administering Assisted Housing programs.
HUD Section 8 Program	Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenants' adjusted income.
HUD Section 202 Program	Federal Program, which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.
HUD Section 811 Program	Federal program, which provides direct capital assistance and operating of rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 510(c)(3) nonprofit organization.

HUD Section 236 Program	Federal program which provides interest reduction payments for loans which finance housing targeted to Households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of th their adjusted income. All rents are capped at a HUD approved market rent.
Income Limits	Maximum Household income by county or Metropolitan Statistical Area, adjusted for Household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes Income Limits each year for 30% median. Very Low Income (50%), and Low-Income (80%), for households with 1 through 8 people.
Low Income	Person or Household with gross Household Income below 80% of Area Median Income adjusted for Household size.
Low Income Housing Tax Credit	A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on those units be restricted accordingly.
Low Rise Building	A building with one to three stories.
Metropolitan Statistical Area (MSA)	A geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.
Mid-rise	A building with four to ten stories.
Moderate Income	Person or Household with gross household income between 80 and 120 percent of area median income adjusted for Household size.
Public Housing or Low Income Conventional Public Housing	HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT)	Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of Households have an income less than 60% of area Median Income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.
Rural Development Market Rent (RD)	A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an unsubsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD Property.
Rural Development Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program) (RD)	Federal program which provides the low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, which is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.
Single-Family Housing	A dwelling unit, either attached or detached, designed for use by one Household and with the direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.
State Data Center (SDC)	A state agency or university facility identified by the governor of each state to participate in the Census bureau's cooperative network for the dissemination of the census data.
Tenant	One who rents real property from another.
Tenure	The distinction between owner-occupied and renter-occupied housing units.
Townhouse (or Row House)	Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called row house.
Very Low Income	Person or Household whose gross household income does not exceed 50% of Area Median Income adjusted for Household size.
Zoning	Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.