

# Market Feasibility Analysis

Springfield Apartments  
100 Springfield Circle  
Darlington, Darlington County, South Carolina 29532

*Prepared For*

Ms. Sandy Lucas  
Partnership Property Management  
PO Box 26405  
Greensboro, North Carolina 27404

*Effective Date*

February 26, 2019

*Job Reference Number*

19-110 CR



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Bowennational.com

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**2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):**

Development Name:	Springfield Apartments	Total # Units:	72
Location:	100 Springfield Circle, Darlington, SC 29532	# LIHTC Units:	72
PMA Boundary:	The South Carolina Central Railroad, Harmony Hall Drive, Greenfield Road and Mechanicsville Highway to the north; State Route 34, Fountain Branch and the Darlington County boundary to the east; Interstate 95, the Darlington County boundary and Interstate 20 to the south; and Oates Highway/State Route 403 and Flinns Road to the west.		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	12.1 miles

**RENTAL HOUSING STOCK (found on page H-10 and Add. Add. A-4)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	12	433	0	100.0%
Market-Rate Housing	3	23	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	5	238	0	100.0%
<b>LIHTC (All that are stabilized)*</b>	4	172	0	100.0%
Stabilized Comps**	3	100	0	100.0%
Non-stabilized Comps	0	0	N/A	N/A

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Current Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
28	One-Br.	1.0	624	\$261	\$645	\$1.03	59.53%	\$795	\$1.18
44	Two-Br.	1.0	990	\$283	\$720	\$0.73	60.69%	\$895	\$0.94
<b>Gross Potential Rent Monthly*</b>				<b>\$19,760</b>	<b>\$49,740</b>		<b>60.27%</b>		

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

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

	2011	2018		2021	
Renter Households		2,883	26.5%	2,807	26.0%
Income-Qualified Renter HHs (LIHTC)		1,745	60.5%	1,688	60.1%
Income-Qualified Renter HHs (MR)		N/A	N/A	N/A	N/A

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

Type of Demand	50%	60%	Market-Rate	Other: RA	Other:	Overall
Renter Household Growth	-	-5	-	-57	-	-57
Existing Households (Overburd + Substand)	-	118	-	920	-	920
Homeowner conversion (Seniors)	-	N/A	-	N/A	-	N/A
Other:	-	N/A	-	N/A	-	N/A
Less Comparable/Competitive Supply	-	0	-	0	-	0
<b>Net Income-qualified Renter HHs</b>	-	<b>113</b>	-	<b>863</b>	-	<b>863</b>

**CAPTURE RATES (found on page G-5)**

Targeted Population	50%	60%	Market-Rate	Other: RA	Other:	Overall
Capture Rate	-	18.6%	-	5.9%	-	8.3%

**ABSORPTION RATE (found on page G-7)**

Absorption Period: Five (5) months

2019 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
28	1 BR	\$261	\$7,308	\$645	\$18,060	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
44	2 BR	\$283	\$12,452	\$720	\$31,680	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	72		\$19,760		\$49,740	60.27%

**2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):**

Development Name:	Springfield Apartments	Total # Units:	72
Location:	100 Springfield Circle, Darlington, SC 29532	# LIHTC Units:	72
PMA Boundary:	The South Carolina Central Railroad, Harmony Hall Drive, Greenfield Road and Mechanicsville Highway to the north; State Route 34, Fountain Branch and the Darlington County boundary to the east; Interstate 95, the Darlington County boundary and Interstate 20 to the south; and Oates Highway/State Route 403 and Flinns Road to the west.		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	12.1 miles

**RENTAL HOUSING STOCK (found on page H-10 and Add. Add. A-4)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	12	433	0	100.0%
Market-Rate Housing	3	23	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	5	238	0	100.0%
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Stabilized Comps**	3	100	0	100.0%
Non-stabilized Comps	0	0	N/A	N/A

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
28	One-Br.	1.0	624	\$540	\$645	\$1.03	16.28%	\$795	\$1.18
44	Two-Br.	1.0	990	\$598	\$720	\$0.73	16.94%	\$895	\$0.94
<b>Gross Potential Rent Monthly*</b>				<b>\$41,432</b>	<b>\$49,740</b>		<b>16.70%</b>		

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

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

	2011	2018		2021	
Renter Households		2,883	26.5%	2,807	26.0%
Income-Qualified Renter HHs (LIHTC)		467	16.2%	462	16.5%
Income-Qualified Renter HHs (MR)		N/A	N/A	N/A	N/A

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

Type of Demand	50%	60%	Market-Rate	Other:	Other:	Overall
Renter Household Growth	-	-5	-	-	-	-5
Existing Households (Overburd + Substand)	-	118	-	-	-	118
Homeowner conversion (Seniors)	-	N/A	-	-	-	N/A
Other:	-	N/A	-	-	-	N/A
Less Comparable/Competitive Supply	-	0	-	-	-	0
<b>Net Income-qualified Renter HHs</b>	-	<b>113</b>	-	-	-	<b>113</b>

**CAPTURE RATES (found on page G-5)**

Targeted Population	50%	60%	Market-Rate	Other:	Other:	Overall
Capture Rate	-	63.7%	-	-	-	63.7%

**ABSORPTION RATE (found on page G-7)**

Absorption Period: >12 Months

2019 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
28	1 BR	\$540	\$15,120	\$645	\$18,060	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
44	2 BR	\$598	\$26,312	\$720	\$31,680	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	72		\$41,432		\$49,740	16.70%

## B. Project Description

The proposed project involves the renovation of the 72-unit Springfield Apartments property in Darlington, South Carolina. Built in 1980, the project has operated under the Rural Development (RD) 515 program since that time. In 1995, the project underwent renovations with Low-Income Housing Tax Credit (LIHTC) financing. All units target general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI). A total of 51 units receive Rental Assistance (RA), which allows tenants of these units to pay up to 30% of their adjusted gross household income towards shelter costs (rent and utilities). The project offers 28 one-bedroom and 44 two-bedroom garden-style units within 10 one- and two-story residential buildings. According to management, the project is currently 100.0% occupied and maintains a 12-household waiting list. Additionally, five (5) non-RA units are currently occupied by Housing Choice Voucher holders.

The project will be renovated utilizing funding from the LIHTC program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target general-occupancy households with incomes of up to 60% of AMHI. Notably, the project will continue to operate under the RD 515 program, with the 51 units of RA expected to be retained. Proposed collected Tax Credit rents range from \$540 to \$598, depending on unit size. All renovations are expected to be complete by April 2021. Additional details of the subject project are as follows:

- A. PROPERTY LOCATION:** 100 Springfield Circle  
Darlington, South Carolina 29532  
(Darlington County)
- B. CONSTRUCTION TYPE:** LIHTC renovation of RD 515 project
- C. OCCUPANCY TYPE:** Family
- D. TARGET INCOME GROUP:** 60% AMHI
- E. SPECIAL NEEDS POPULATION:** None
- F. AND H. TO J. UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Current Basic/Note Rent	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
28	One-Br.	1.0	Garden	624	60%/RD 515	\$549/\$640	\$540	\$117	\$657	\$657
44	Two-Br.	1.0	Garden	990	60%/RD 515	\$572/\$710	\$598	\$149	\$747	\$789
72	Total									

Source: Partnership Property Management

AMHI – Area Median Household Income (Darlington County, SC HUD Metro FMR Area; 2018)

**G. NUMBER OF STORIES/BUILDINGS:** Garden-style units within 10 one- and two-story residential buildings and a 1,200 square-foot community building.

**K. PROJECT-BASED RENTAL ASSISTANCE:** Rental Assistance (RA) through Rural Development 515 on 51 of 72 units.

**L. COMMUNITY AMENITIES:**

- On-Site Management
- Clubhouse\*
- Community Room\*
- Laundry Center\*
- Computer Center\*
- Playground
- Picnic Area

\*To be added post-renovation

**M. UNIT AMENITIES:**

- Electric Range
- Refrigerator
- Dishwasher
- Garbage Disposal
- Central Air Conditioning
- Washer/Dryer Hookups
- LVT Flooring
- Window Blinds
- Ceiling Fan

**N. PARKING:**

The subject site offers 124 (1.7 per unit) unassigned surface parking spaces at no additional cost. This is considered adequate for an affordable family project.

**O. RENOVATIONS AND CURRENT OCCUPANCY:**

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

The subject project consists of 72 one- and two-bedroom units that are 100.0% occupied and a 12-household waiting list is maintained for the next available unit. Current Basic and Note rents for the subject units under the RD 515 program are \$549 and \$640 for the one-bedroom units and \$572 and \$710 for the two-bedroom units. However, due to Rental Assistance (RA) available to 51 of the 72 units, the current average tenant-paid rent is \$261 and \$283 for the one- and two-bedroom units, respectively, based on the rent roll reviewed at the time of this report. The rent roll reviewed is included in *Addendum D*. Following Tax Credit renovations, RA will be retained on 51 of the 72 subject units. Considering the retention of RA and the proposed rent levels for the subject project post renovations, it is anticipated that most, if not all, current tenants will continue to income-qualify to reside at the subject project.



**P. UTILITY RESPONSIBILITY:**

The cost of cold water, sewer and trash collection will be included in the rent, while tenants will be responsible for all other utilities and services, including the following:

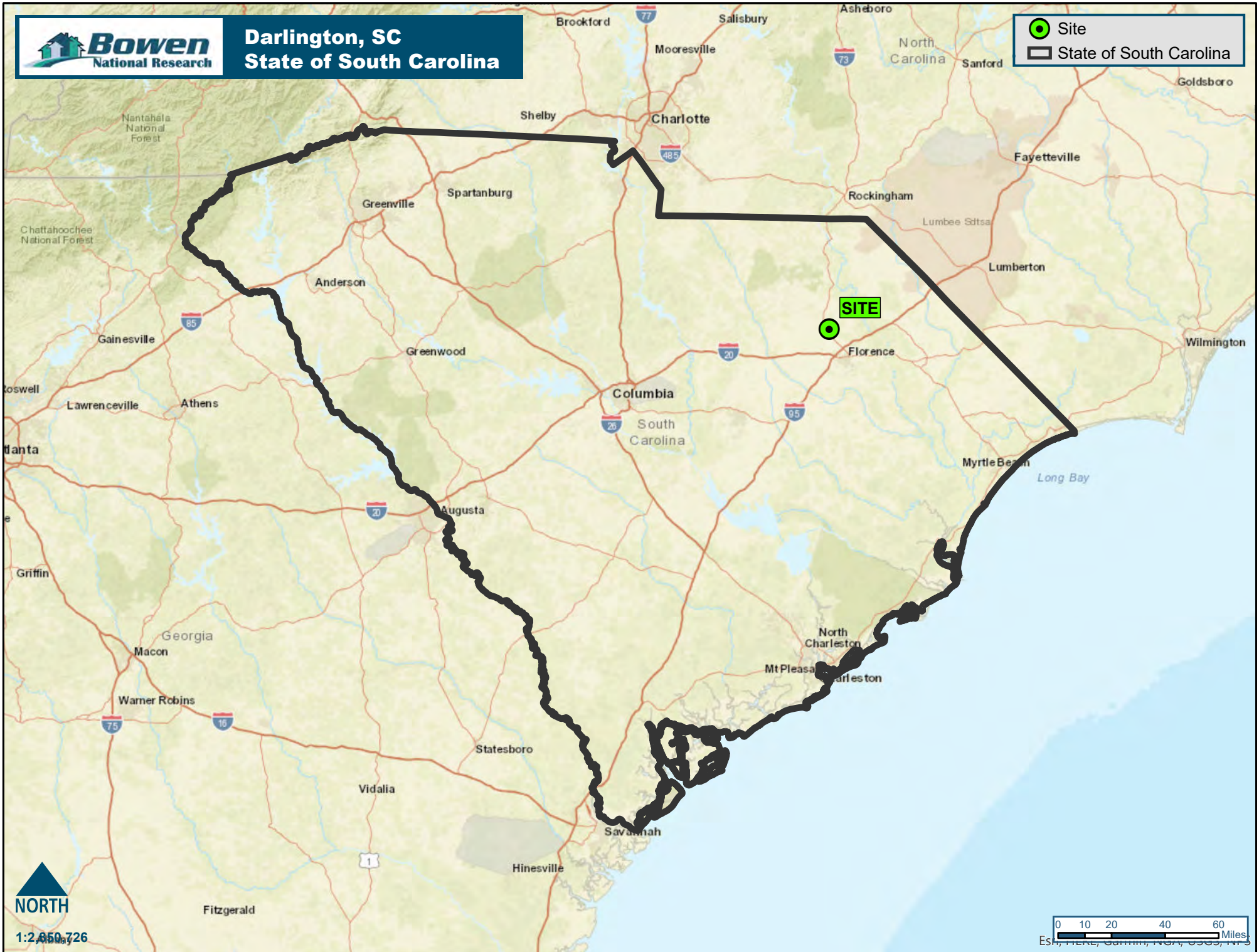
- Electric Cooking
- Electric Water Heat
- Electric Heat
- General Electricity

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



# Darlington, SC State of South Carolina

● Site  
▭ State of South Carolina



1:2,850,726

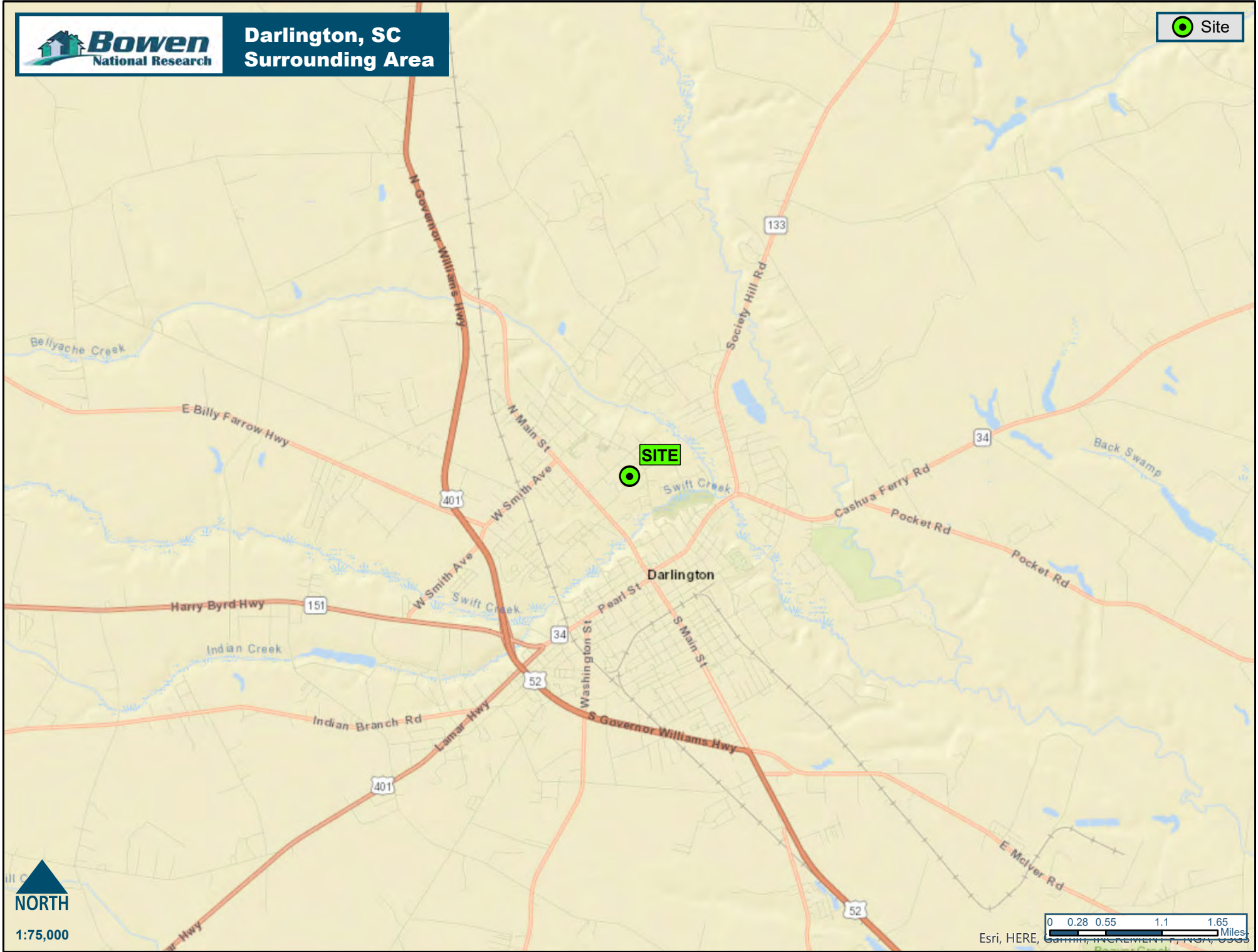


ESRI, HERE, Garmin, NAVI, OSGS, NPS



# Darlington, SC Surrounding Area

Site



**NORTH**  
1:75,000

0 0.28 0.55 1.1 1.65 Miles  
Esri, HERE, Garmin, INCREMENT P, NOAA, USGS

## C. Site Description and Evaluation

### 1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site on Wednesday, February 6, 2019. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

### 2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site, Springfield Apartments, is an existing 72-unit Tax Credit and Rural Development property located at 100 Springfield Circle in the northern portion of Darlington, South Carolina. Located within Darlington County, the city of Darlington is approximately 10.0 miles northwest of Florence, South Carolina and approximately 76.0 miles northeast of Columbia, South Carolina. Following is a description of surrounding land uses:

<b>North -</b>	The northern boundary is defined by single-family homes ranging from fair to good condition and a parcel of wooded land. Continuing north is a convenience store, Darlington High School and a church. Various area services are located farther northwest while single-family homes and wooded land extends farther north.
<b>East -</b>	The eastern boundary is defined by single-family homes in good condition. Continuing north are additional homes, wooded land and Medford Nursing Center. Additional single-family homes and wooded land extend farther east.
<b>South -</b>	The southern boundary is defined by a combination of single-family homes in good condition and wooded land. Similar land uses continue toward downtown Darlington, which is comprised of a variety of area services and local businesses. South of the downtown area are additional single-family homes and less-developed land.
<b>West -</b>	The western boundary is defined by Palmetto Apartments (Map ID 5), a single-story general-occupancy Rural Development property in good condition. Continuing west is a parcel of wooded land and single-family homes that extend toward U.S. Highway 401. Additional single-family homes and less-developed land extends beyond.

The subject development is located within an established and primarily residential area with scattered undeveloped/wooded land located throughout. Most surrounding structures were observed to be well-maintained and in good condition. Overall, the subject property fits well with the surrounding land uses, which should contribute to the subject's continued marketability.

### 3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)	
Major Highways	U.S. Highway 52 Business	0.8 Southwest	
	State Route 34	0.9 Southeast	
	U.S. Highway 401	2.0 Southwest	
Public Bus Stop	Dial-A-Ride Transit (DART)	On-Site	
Major Employers/ Employment Centers	G.P. Dixie Products	1.4 Southeast	
	Darlington Veneer	1.4 Southeast	
Convenience Store	Spring Mart	0.2 Northeast	
	City Food	0.8 Southwest	
	Food Center	1.0 South	
Grocery	Darlington IGA	1.3 South	
	Piggly Wiggly	1.6 South	
Discount Department Store	Dollar General	1.1 West	
	Family Dollar	1.3 South	
	Roses Express	1.6 South	
Shopping Center/Mall	Darlington Plaza Shopping Center	3.1 Southwest	
Schools:	Elementary	Brunson Dargan Elementary	1.3 Southwest
	Middle/Junior High	Darlington Middle School	4.6 Southwest
	High	Darlington High School	0.9 Northwest
Hospital	Pee Dee Healthcare	1.0 South	
	McLeod Medical Center Darlington	2.8 East	
Police	Darlington Police Department	1.5 South	
Fire	Darlington Fire Department	1.4 South	
Post Office	U.S. Post Office	0.9 Northwest	
Bank	First Palmetto Bank	1.0 South	
	Dedicated Community Bank	1.0 South	
	Carolina Bank	1.2 South	
Recreational Facilities	Darlington Family YMCA	1.2 South	
	Bill Cain Tennis Center	1.5 South	
	Fitness World Gyms	2.3 Southwest	
Gas Station	Marathon Gas	1.0 South	
	BP	1.1 West	
	U.S. Mini Mart	1.2 South	
Pharmacy	Professional Pharmacy	1.0 South	
	Carolina Drug Store	1.2 South	
	Darlington Family Pharmacy	1.3 South	
Restaurant	Uncle Marshall's	1.0 South	
	Mama Mia	1.1 South	
	Tenampa Mexican	1.3 South	
Day Care	Merryland Daycare	1.4 South	
	Kid Stop Daycare & Preschool	1.9 South	
Community Center	Harmon Baldwin Recreation Center	1.8 South	
Library	Darlington County Library	1.0 South	
Church	Central Baptist Church	0.5 North	
	First Church of God	1.2 West	
Golf	Darlington Country Club	2.7 East	
Park	Williamson Park	0.6 Southeast	

Approximately 1.0 mile south of the site is downtown Darlington, which offers the closest restaurants, banks, pharmacies, day care centers, and grocery stores to the subject site. The Darlington Fire and Police departments are also located in downtown Darlington, along with Pee Dee Healthcare, the Darlington Family YMCA and the Harmon Baldwin Recreation Center. The Darlington Plaza Shopping Center is approximately 3.0 miles southwest and a Walmart is approximately 4.0 miles southeast.

McLeod Medical Center Darlington is approximately 3.0 miles east of the site, offering emergency, urgent and cancer care among its many services. The site area is served by Darlington County School District; the nearest elementary and high schools are within approximately 1.0 mile while Darlington Middle School is 4.6 miles southwest.

Dial-A-Ride Transit (DART) is the local public transportation service, which conveniently offers one of its scheduled stops at the location of the subject site. This service provides transit throughout Darlington, and disabled individuals or seniors over the age of 65 ride for free. The site is also located within 2.0 miles of several arterial roadways, including U.S. Highway 401. The subject's proximity to area arterials and availability of on-site public transportation allows for most area services to be easily accessible from the subject project.

#### **4. SITE PHOTOGRAPHS**

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

# SITE PHOTOGRAPHS



Southeast Entryway



Southwest Entryway

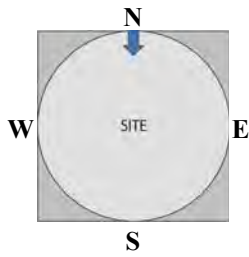


Entryway Signage

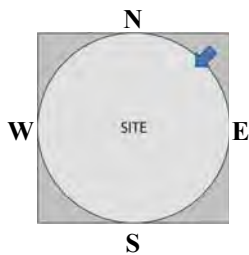


Typical Building

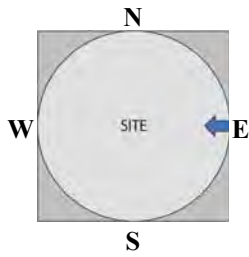




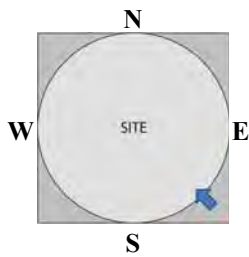
View of site from the north



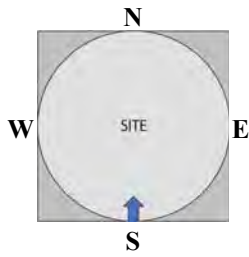
View of site from the northeast



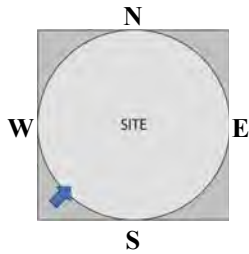
View of site from the east



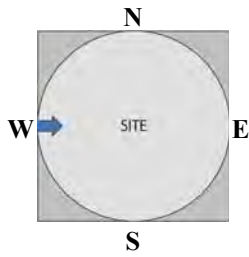
View of site from the southeast



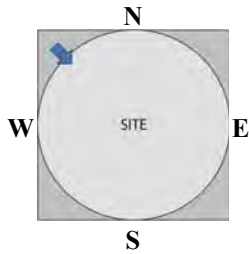
View of site from the south



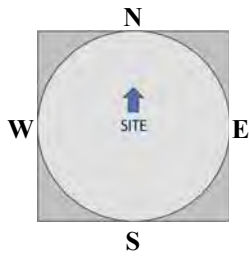
View of site from the southwest



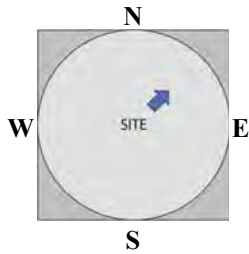
View of site from the west



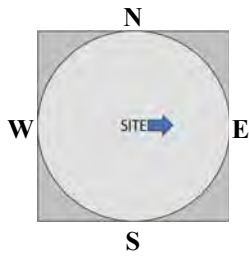
View of site from the northwest



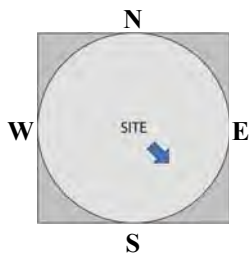
North view from site



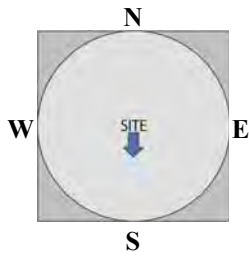
Northeast view from site



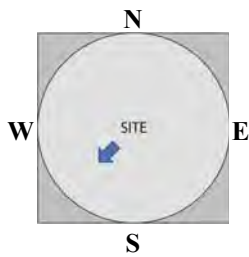
East view from site



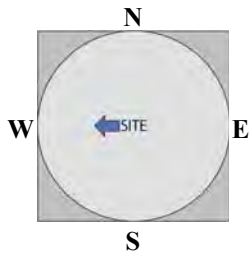
Southeast view from site



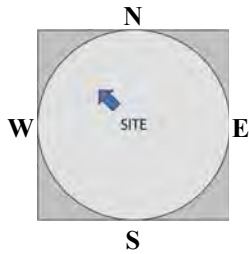
South view from site



Southwest view from site



West view from site



Northwest view from site





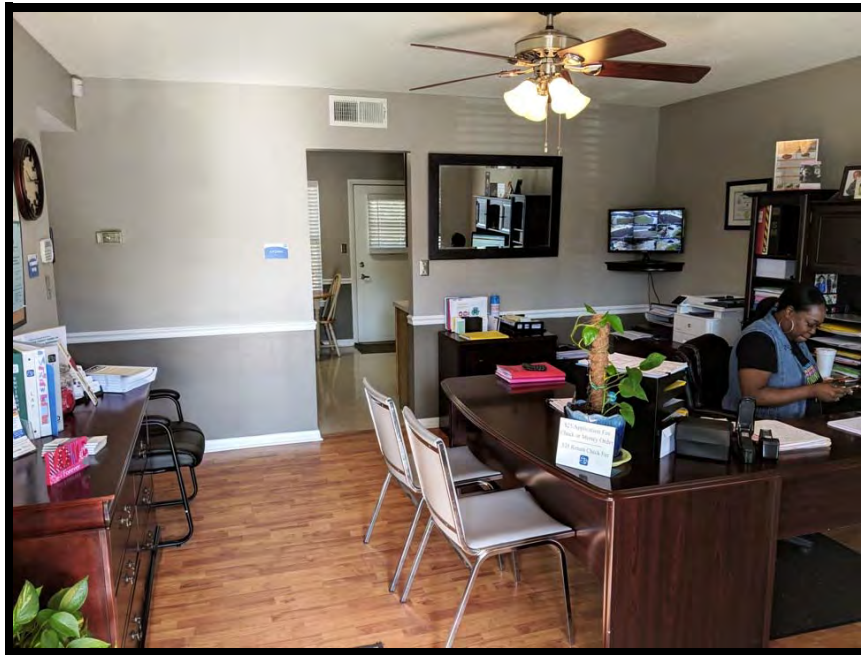
Streetscape: East view of Richmond Street



Streetscape: West view of Richmond Street



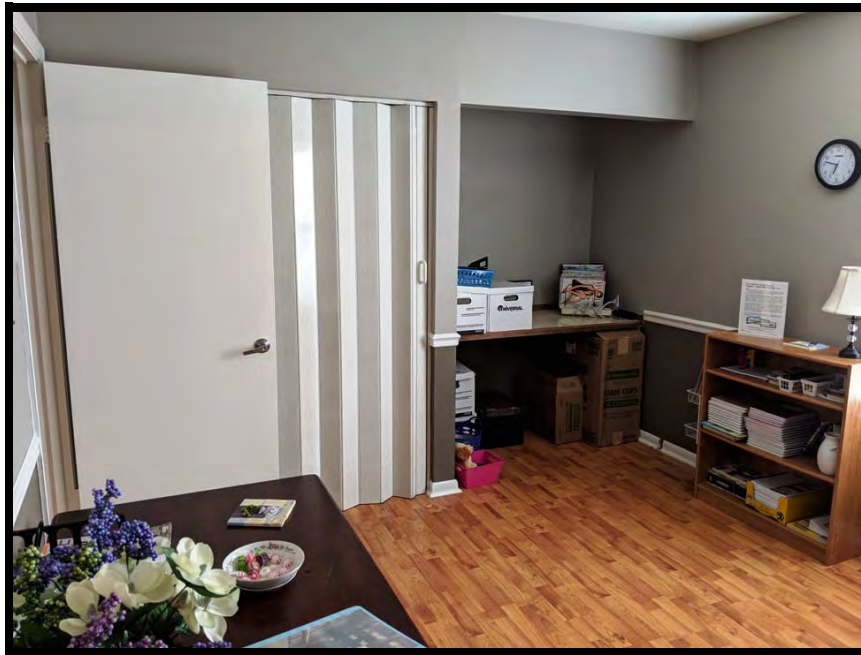
Playground



Management Office



Activity Room view 1



Activity Room view 2



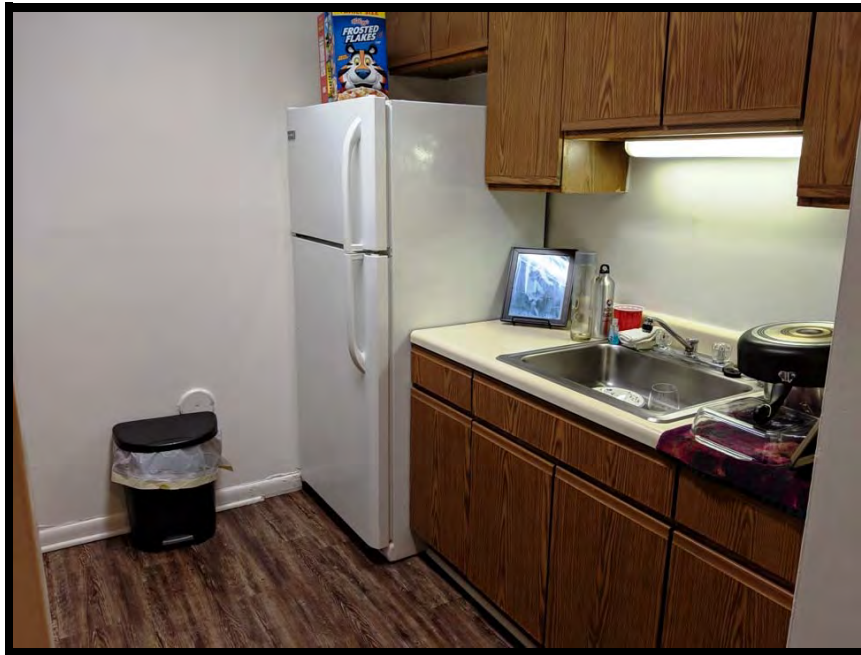
Typical Living Room - One-bedroom Unit



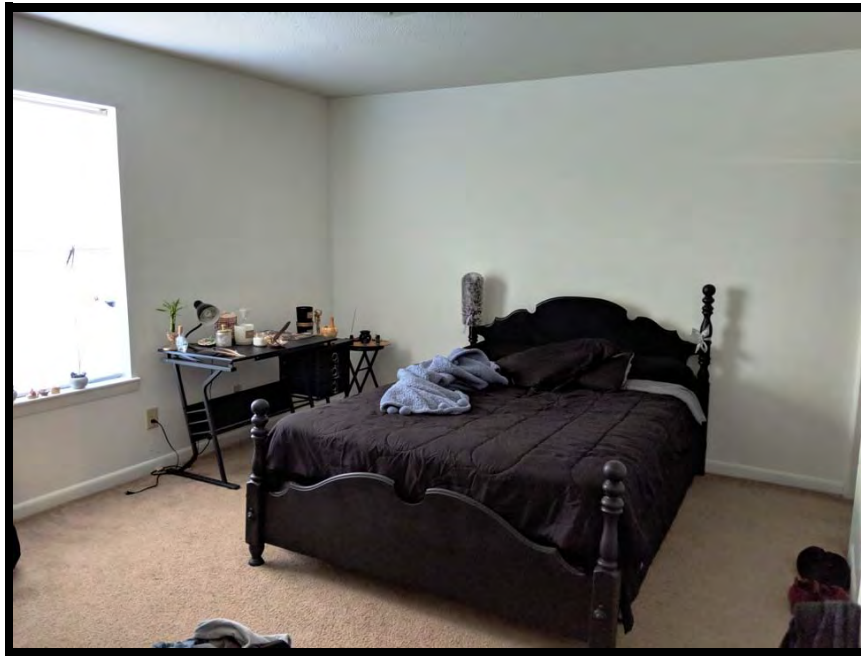
Typical Dining Area - One-bedroom Unit



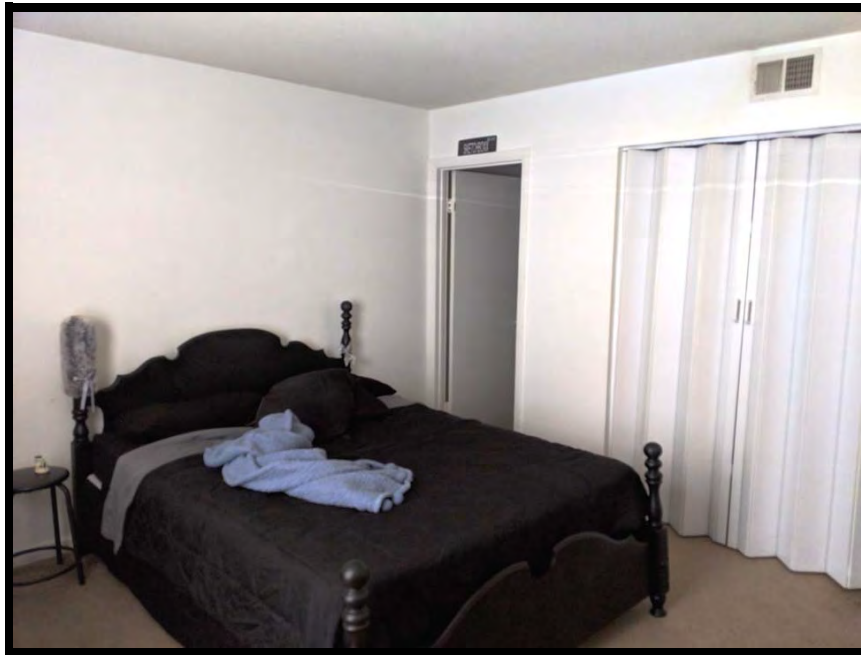
Typical Kitchen view 1 - One-bedroom Unit



Typical Kitchen view 2 - One-bedroom Unit



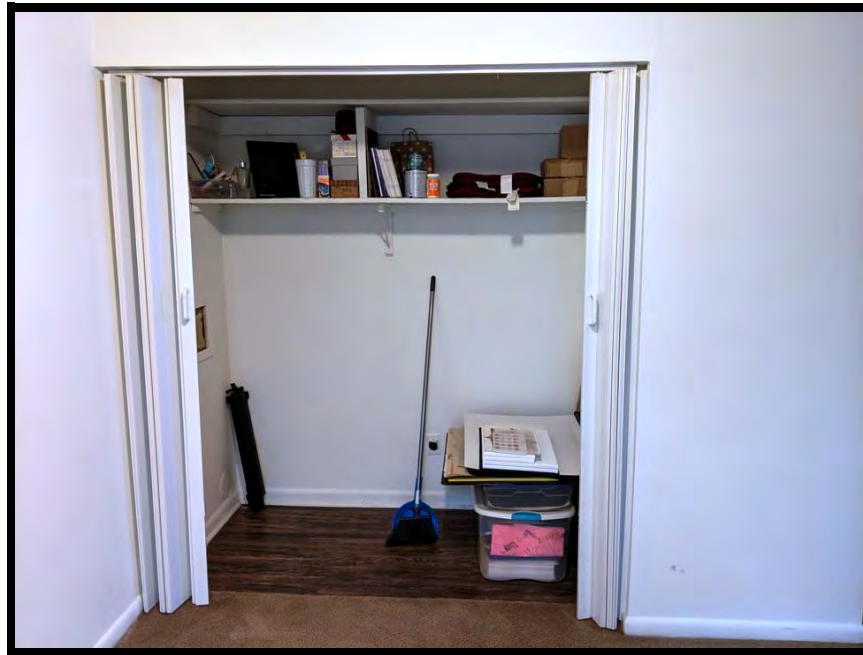
Typical Bedroom view 1 - One-bedroom Unit



Typical Bedroom view 2 - One-bedroom Unit



Typical Bathroom - One-bedroom Unit



Typical Storage Space - One-bedroom Unit



Typical Living Room - One-bedroom Accessible Unit



Typical Dining Area - One-bedroom Accessible Unit





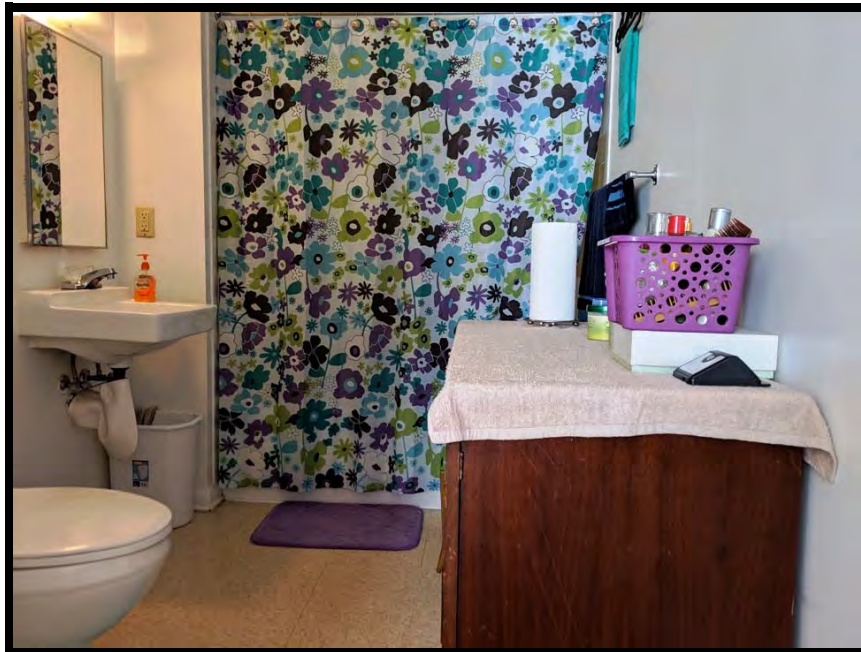
Typical Kitchen - One-bedroom Accessible Unit



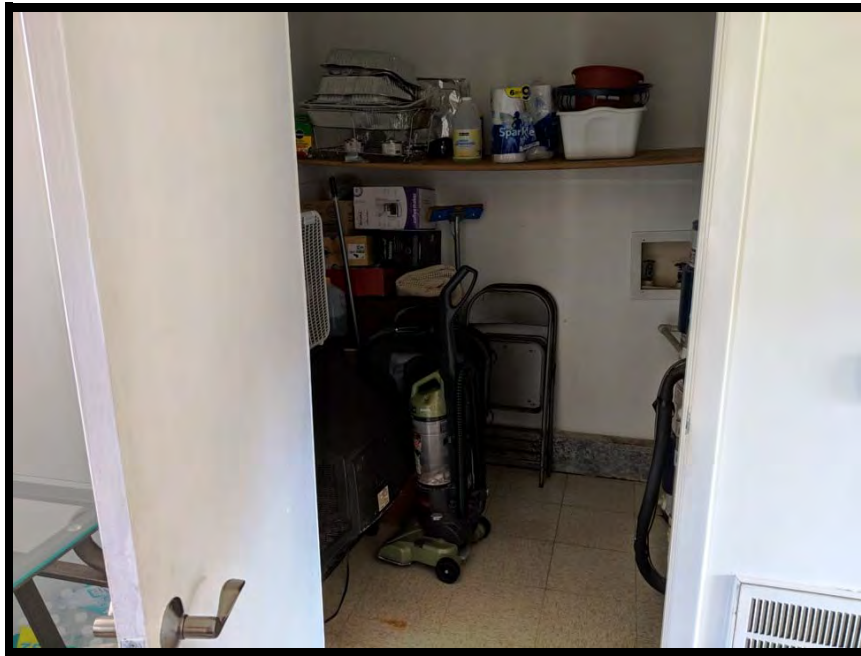
Typical Bedroom - One-bedroom Accessible Unit



Typical Bedroom view 2



Typical Bathroom



Typical Storage Space - One-bedroom Accessible Unit



Typical Living Room - Two-bedroom Unit



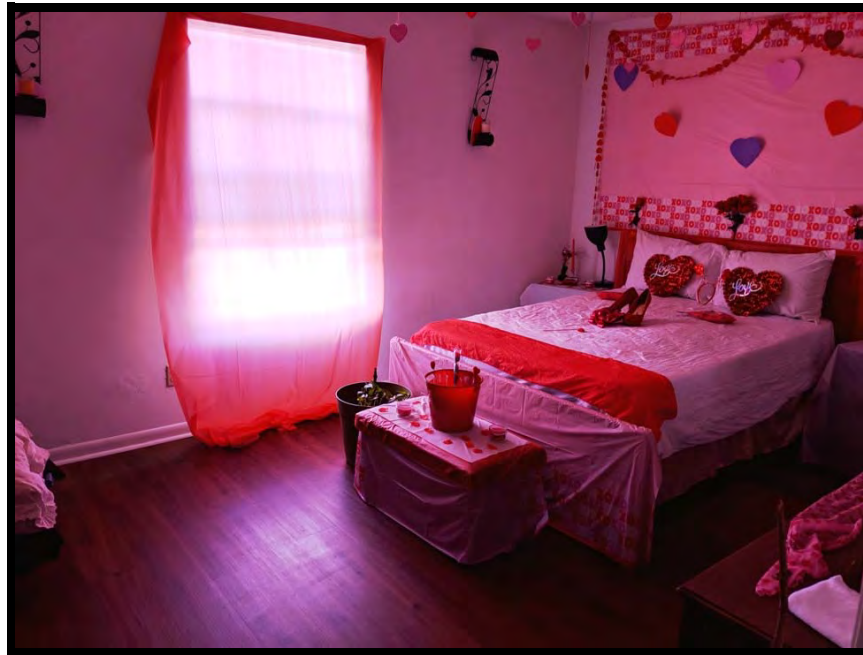
Typical Dining Area - Two-bedroom Unit



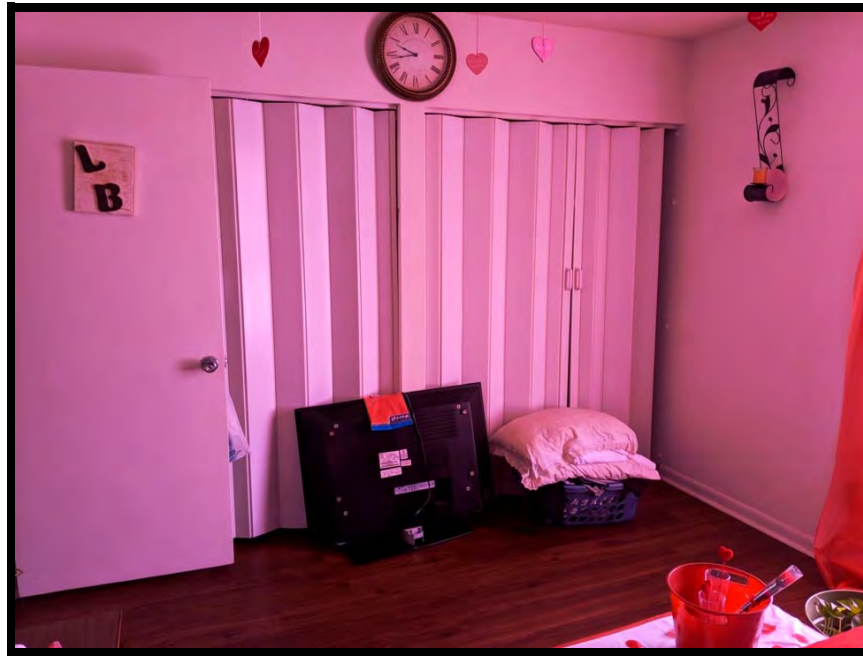
Typical Kitchen view 1 - Two-bedroom Unit



Typical Kitchen view 2 - Two-bedroom Unit



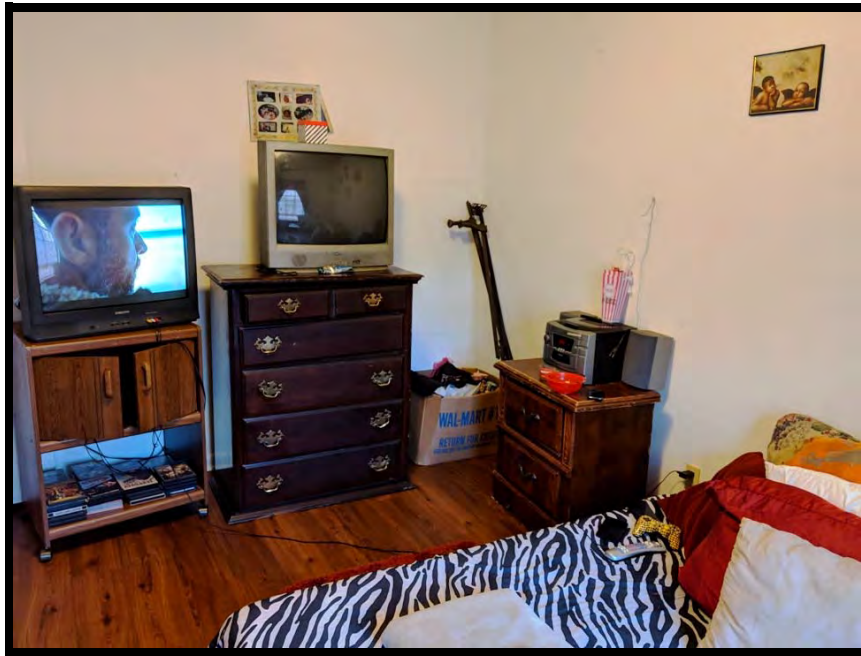
Typical Master Bedroom view 1 - Two-bedroom Unit



Typical Master Bedroom view 2 - Two-bedroom Unit



Typical Spare Bedroom view 1 - Two-bedroom Unit



Typical Spare Bedroom view 2 - Two-bedroom Unit



Typical Bathroom - Two-bedroom Unit



Typical Storage Space - Two-bedroom Unit



**5. SITE AND COMMUNITY SERVICES MAPS**

Maps of the subject site and relevant community services follow.





# Darlington, SC Site Neighborhood

Legend  
Site Area

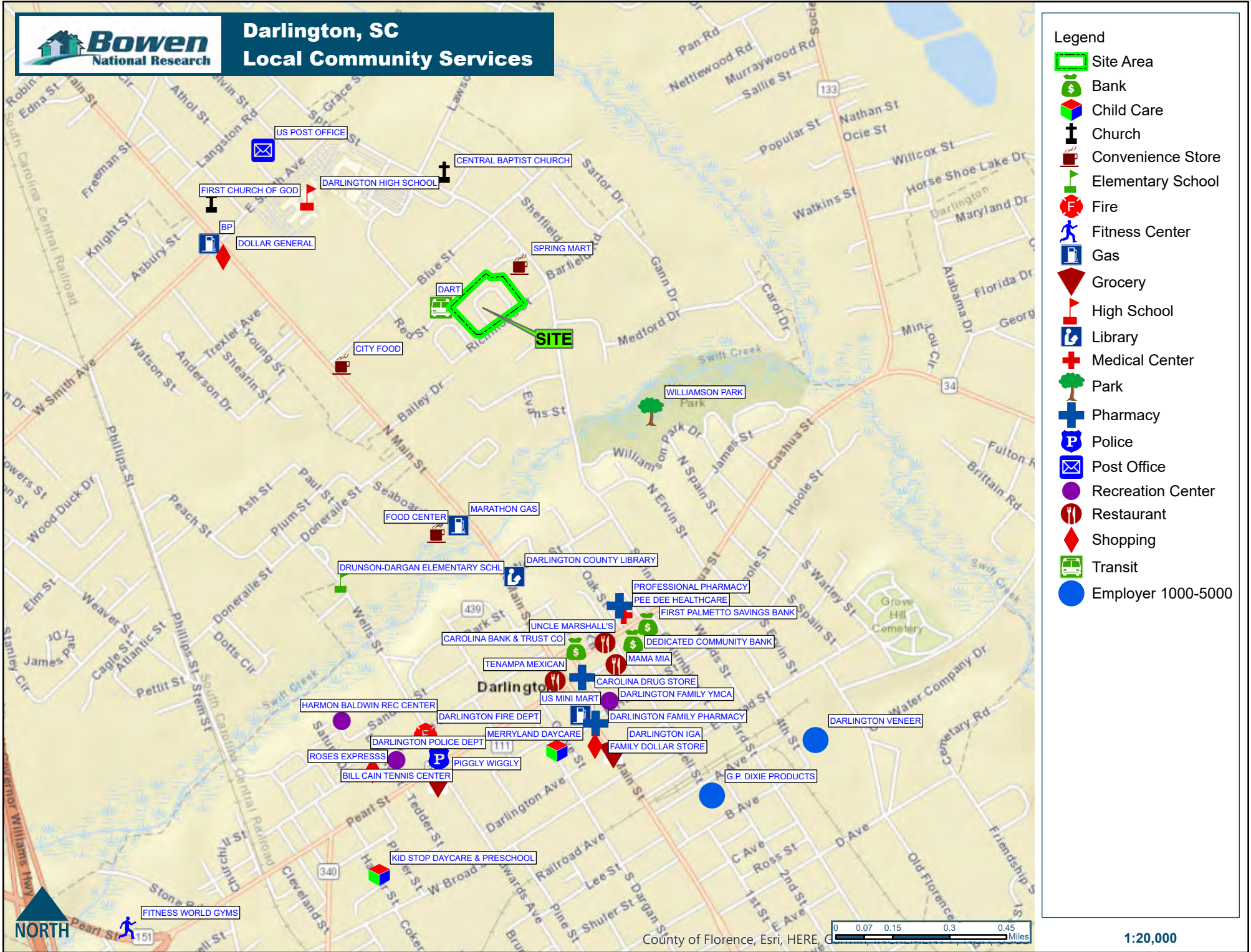


N Ma  
NORTH  
US-52-BR  
1:4,170

0 0.02 0.04 0.08 0.12 Miles



# Darlington, SC Local Community Services



- Legend**
- Site Area
  - Bank
  - Child Care
  - Church
  - Convenience Store
  - Elementary School
  - Fire
  - Fitness Center
  - Gas
  - Grocery
  - High School
  - Library
  - Medical Center
  - Park
  - Pharmacy
  - Police
  - Post Office
  - Recreation Center
  - Restaurant
  - Shopping
  - Transit
  - Employer 1000-5000

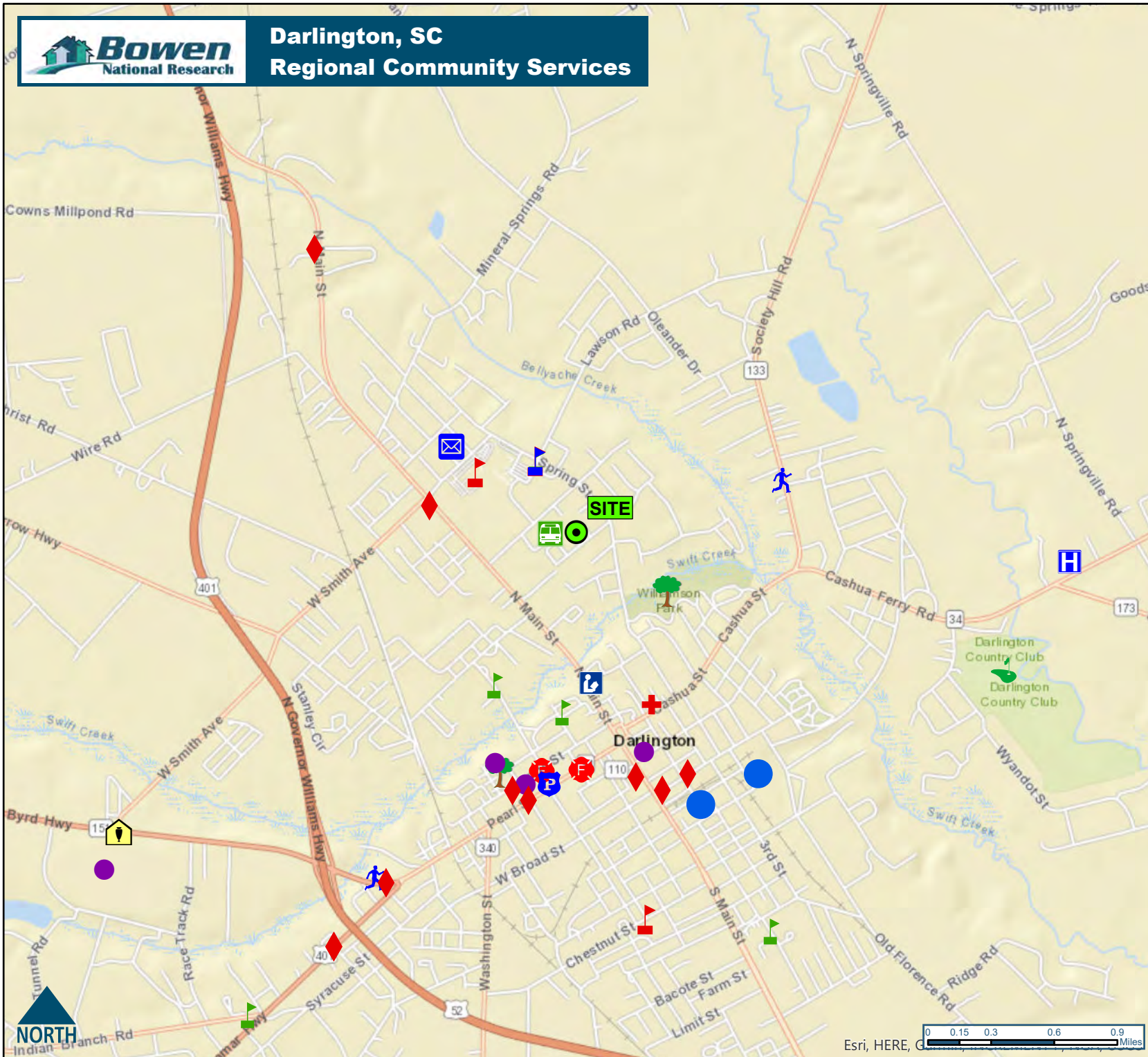


County of Florence, Esri, HERE, G... 0 0.07 0.15 0.3 0.45 Miles

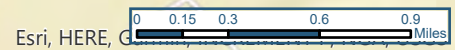
1:20,000



# Darlington, SC Regional Community Services



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



1:40,000

**6. CRIME ISSUES**

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

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

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

Total crime risk for the Site ZIP Code is 141, with an overall personal crime index of 161 and a property crime index of 138. Total crime risk for Darlington County is 125, with indexes for personal and property crime of 154 and 120, respectively.

	Crime Risk Index	
	Site Zip Code	Darlington County
<b>Total Crime</b>	<b>141</b>	<b>125</b>
<b>Personal Crime</b>	<b>161</b>	<b>154</b>
Murder	164	179
Rape	65	88
Robbery	86	78
Assault	210	199
<b>Property Crime</b>	<b>138</b>	<b>120</b>
Burglary	162	155
Larceny	137	115
Motor Vehicle Theft	87	77

Source: Applied Geographic Solutions

The crime risk index for the Site Zip Code (141) is slightly higher than that reported for the county (125) and both are above the national average of 100. A crime index of 141 is not, however, considered high for a developed area such as the subject site area. Additionally, the 100.0% occupancy rates reported for the subject site and neighboring Palmetto Apartments (Map ID 5) are clear indications that there is likely a low perception of crime within the immediate site neighborhood and that crime is not a factor impacting rental occupancy rates within the area.

A map illustrating crime risk is on the following page.



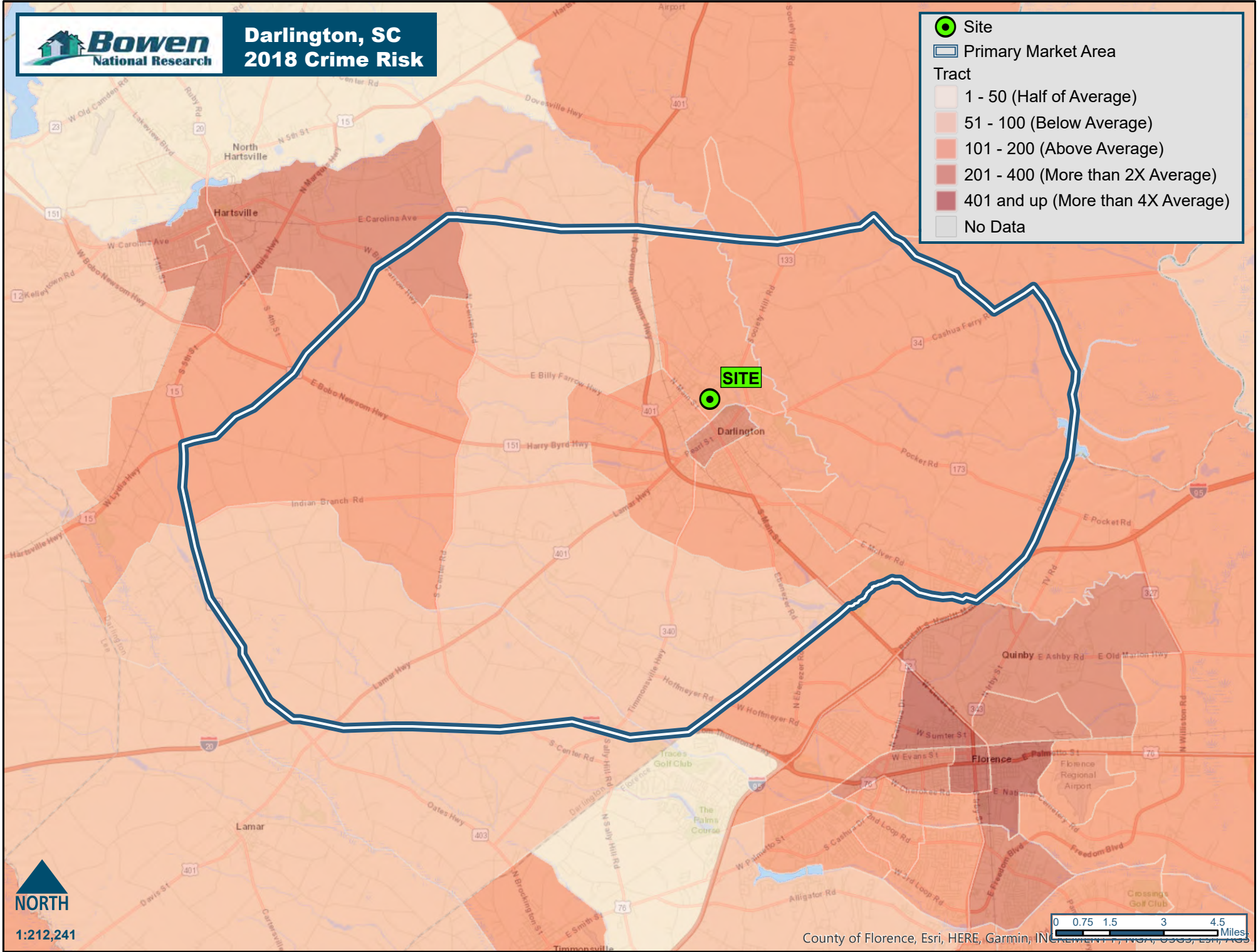
# Darlington, SC 2018 Crime Risk

**Site**

**Primary Market Area**

**Tract**

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data



1:212,241



## **7. ACCESS AND VISIBILITY**

The subject site is located along Springfield Circle, a small half-circle residential roadway utilized only by residents and visitors of the subject site. This road is accessible via Richmond Street, a lightly traveled two-lane residential road that terminates as it extends southwest of the site. Richmond Street provides direct access to and from Spring Street northeast of the site. The site area experiences light passerby traffic due to the fact that Richmond Street terminates southwest of the site. The light vehicular traffic patterns within the site area allow for unimpeded ingress/egress of the subject project. It is also important to reiterate that an on-site Dial-A-Ride Transit (DART) public transportation stop is located at the subject project. This further enhances accessibility of the subject project.

The subject property is clearly visible from Richmond Street which borders the site to the southeast. However, due to this aforementioned roadway terminating southwest of the site, the subject property does not receive much passerby traffic. The wooded land and additional residential structures surrounding much of the subject site also limits visibility of the property within the subject site neighborhood. Regardless, the subject's 100.0% occupancy rate is clear indication that the subject's limited visibility does not have any adverse impact on the property's marketability, as it is well-established within the Darlington community.

## **8. VISIBLE OR ENVIRONMENTAL ISSUES**

There were no nuisances observed within proximity of the subject site.

## **9. OVERALL SITE CONCLUSIONS**

The subject site is situated within an established and primarily residential portion of Darlington. Surrounding structures were observed to be well-maintained and in good condition, as was the subject property. The property is clearly visible upon ingress from Richmond Street, but the property does receive minimal passerby traffic due to this aforementioned roadway terminating southwest of the site. The subject property is easily accessible given the light vehicular traffic patterns experienced within the immediate site area. Most basic area services are located within 2.0 miles of the property and many are located within approximately 1.0 mile of the property, in the downtown Darlington area. Public transportation is also available via DART, which offers an on-site stop at the subject project. This further enhances accessibility of many area services, as well as the subject site itself. Overall, the subject site location is expected to positively impact its continued marketability within the Darlington market and is clearly conducive to affordable multifamily rental product, as evident by the 100.0% occupancy rate currently maintained at the subject project.

## D. Primary Market Area Delineation

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

The Darlington Site PMA includes Darlington and the surrounding unincorporated areas of Darlington County. Specifically, the boundaries of the Darlington Site PMA generally consist of the South Carolina Central Railroad, Harmony Hall Drive, Greenfield Road and Mechanicsville Highway to the north; State Route 34, Fountain Branch and the Darlington County boundary to the east; Interstate 95, the Darlington County boundary and Interstate 20 to the south; and Oates Highway/State Route 403 and Flinns Road to the west. The subject site is approximately 12.0 miles from the furthest Site PMA boundary, as evidenced by the map included later in this section. The Site PMA is comprised of the following Census Tracts:

101.00	106.00	108.00	109.00
110.00*	111.00	112.00	113.00
114.00	115.00		

\*Subject site location

The following are summaries of various interviews conducted to help establish the Darlington Site PMA:

- Tracy Young is the Site Manager for the subject project, Springfield Apartments. Ms. Young confirmed the Site PMA boundaries, stating that most of her tenants are from the local Darlington Area. Ms. Young occasionally receives support from Florence and other areas farther away; however, most is from the city of Darlington as tenants typically move from other apartments in the area. Ms. Young agreed that the Florence area should not be included in the Site PMA, as support from this area is generally modest.
- Thelma Brown is the Site Manager at Palmetto Apartments (Map ID 5), a Rural Development property located adjacent the subject site to the west. Ms. Brown stated that most of the tenants at her property also originate from Darlington and the surrounding areas. Ms. Brown also agreed that individuals living in larger cities outside the Site PMA boundaries, such as Hartsville and Florence, tend to stay in these areas rather than relocating to Darlington. Ms. Brown confirmed the boundaries of the Site PMA.



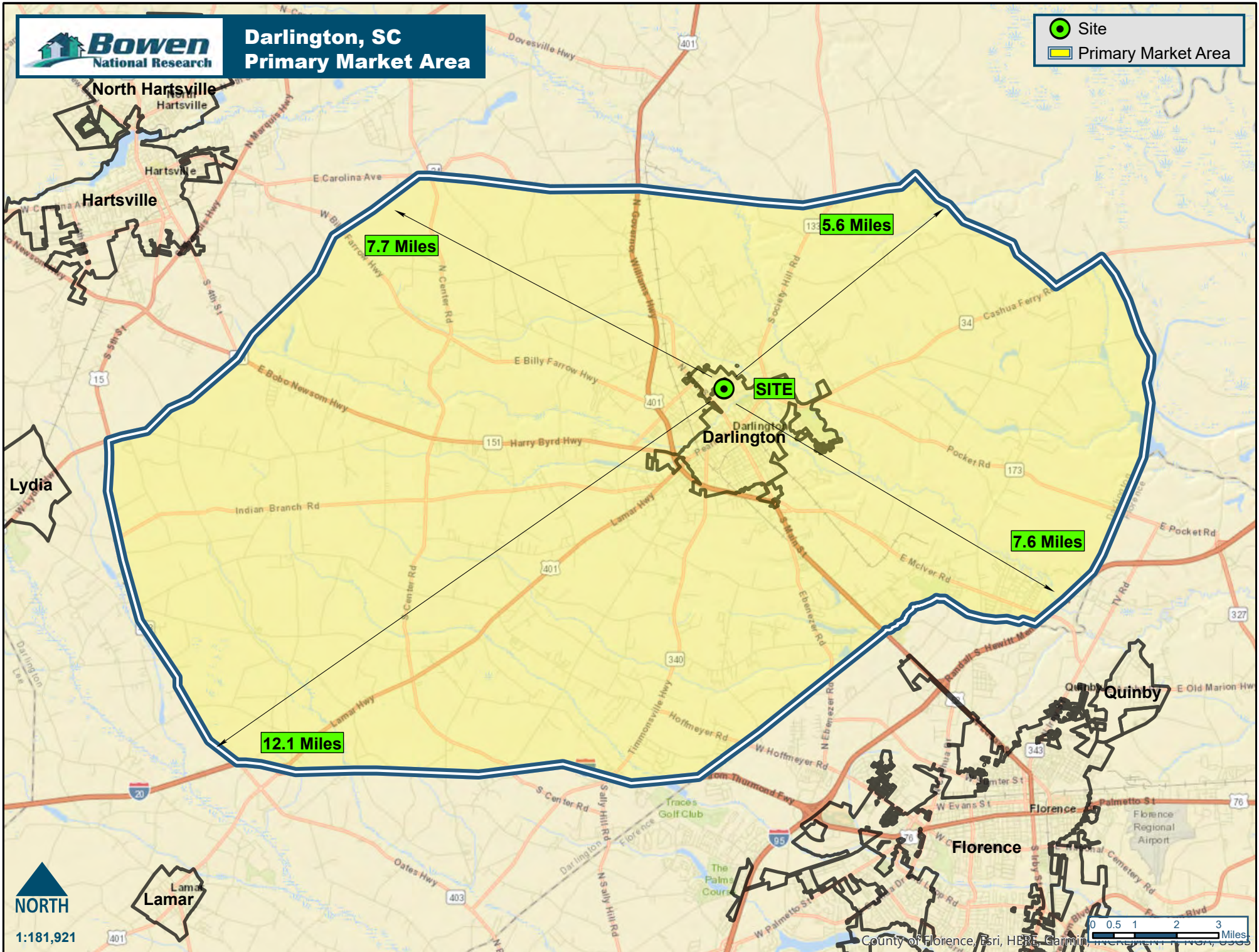
A modest portion of support may originate from some of the outlying areas surrounding the Darlington Site PMA. However, based on our observations and information obtained from area property managers, this potential base of support is expected to be minimal and therefore we have not considered any secondary market area in this report.

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



# Darlington, SC Primary Market Area

- Site
- ▭ Primary Market Area



1:181,921



County of Florence, Esri, HERE, Garmin, IntelMap, NAVTEQ, ©2008

## E. Market Area Economy

### 1. EMPLOYMENT BY INDUSTRY

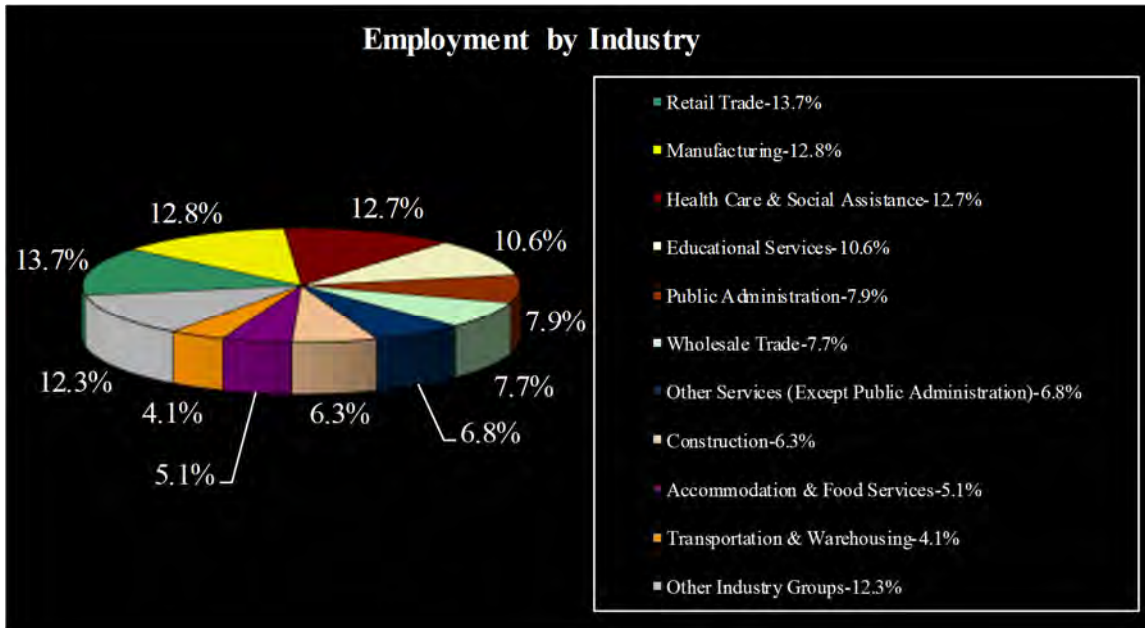
The labor force within the Darlington Site PMA is based primarily in four sectors. Retail Trade (which comprises 13.7%), Manufacturing, Health Care & Social Assistance and Educational Services comprise nearly 50% of the Site PMA labor force. Employment in the Darlington Site PMA, as of 2018, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	8	1.0%	41	0.5%	5.1
Mining	2	0.3%	3	0.0%	1.5
Utilities	3	0.4%	141	1.7%	47.0
Construction	54	7.1%	512	6.3%	9.5
Manufacturing	29	3.8%	1,046	12.8%	36.1
Wholesale Trade	46	6.0%	631	7.7%	13.7
Retail Trade	124	16.2%	1,122	13.7%	9.0
Transportation & Warehousing	23	3.0%	335	4.1%	14.6
Information	6	0.8%	31	0.4%	5.2
Finance & Insurance	41	5.4%	201	2.5%	4.9
Real Estate & Rental & Leasing	27	3.5%	70	0.9%	2.6
Professional, Scientific & Technical Services	43	5.6%	255	3.1%	5.9
Management of Companies & Enterprises	1	0.1%	44	0.5%	44.0
Administrative, Support, Waste Management & Remediation Services	22	2.9%	153	1.9%	7.0
Educational Services	27	3.5%	864	10.6%	32.0
Health Care & Social Assistance	44	5.8%	1,038	12.7%	23.6
Arts, Entertainment & Recreation	8	1.0%	60	0.7%	7.5
Accommodation & Food Services	33	4.3%	418	5.1%	12.7
Other Services (Except Public Administration)	137	17.9%	555	6.8%	4.1
Public Administration	63	8.2%	646	7.9%	10.3
Nonclassifiable	24	3.1%	8	0.1%	0.3
<b>Total</b>	<b>765</b>	<b>100.0%</b>	<b>8,174</b>	<b>100.0%</b>	<b>10.7</b>

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

E.P.E. - Average Employees Per Establishment

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



## 2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for the Florence Metropolitan Statistical Area (MSA) are compared with those of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	Florence MSA	South Carolina
Management Occupations	\$102,960	\$100,760
Business and Financial Occupations	\$58,990	\$62,770
Computer and Mathematical Occupations	\$64,020	\$72,680
Architecture and Engineering Occupations	\$75,760	\$77,680
Community and Social Service Occupations	\$36,110	\$42,670
Art, Design, Entertainment and Sports Medicine Occupations	\$45,800	\$46,010
Healthcare Practitioners and Technical Occupations	\$72,050	\$73,630
Healthcare Support Occupations	\$26,240	\$28,040
Protective Service Occupations	\$34,170	\$37,460
Food Preparation and Serving Related Occupations	\$20,020	\$21,270
Building and Grounds Cleaning and Maintenance Occupations	\$21,920	\$24,190
Personal Care and Service Occupations	\$21,510	\$23,030
Sales and Related Occupations	\$32,760	\$33,340
Office and Administrative Support Occupations	\$33,970	\$34,100
Construction and Extraction Occupations	\$36,300	\$39,820
Installation, Maintenance and Repair Occupations	\$43,980	\$43,870
Production Occupations	\$38,220	\$37,970
Transportation and Moving Occupations	\$29,720	\$32,480

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

Most annual blue-collar salaries range from \$20,020 to \$45,800 within the Florence MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$74,756. It is important to note that most occupational types within the Florence MSA have lower typical wages than the state of South Carolina's typical wages. Regardless, the subject project will generally target households with incomes below \$30,000. As such, the area employment base appears to have a significant number of income-appropriate occupations from which potential tenants of the subject project could choose.

### 3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Darlington area comprise a total of 7,823 employees. These employers are summarized as follows:

Employer Name	Business Type	Total Employed
Darlington County School District	Education	1,948
Sonoco Products Company	Packing Products Manufacturer	1,578
HB Robinson Nuclear Plant	Power Plant	830
Carolina Pines Regional Medical Center	Health Care	638
Dixie/Georgia Pacific	Paper Products Manufacturer	535
Coker College	Education	525
Nucor	Steel Bar Manufacturer	510
Galey & Lord	Textile Mill	499
Darlington County	Local Government	460
Walmart Supercenter	Retail	300
Total		7,823

Source: Darlington County Economic Development Partnership (2016)

According to a representative with the Darlington County Economic Development Partnership, the Darlington County economy is growing modestly due to declining unemployment rates and increasing salaries. The following are summaries of some recent economic development activity within the Darlington area:

- Fiber Industries invested \$30 million into updating and reopening the old Palmetto Plant off McIver Road. The former business in this building, Wellman Inc., went bankrupt in 2008 and subsequently closed. When Fiber Industries first opened this location, it created 135 jobs for the area.
- Southern Current, a solar energy company, is planning to invest over \$350 million into the county, spread out over 17 different solar farms. The solar farms will be built on privately owned land and leased back to Southern Current.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 12, 2019 and according to SC Works there have been no WARN notices reported for Darlington County over the past 18 months.

**4. EMPLOYMENT TRENDS**

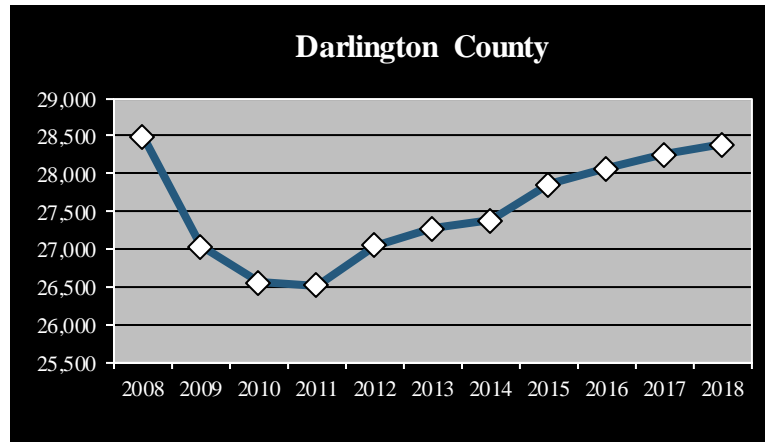
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2018, the employment base has increased by 3.6% over the past five years in Darlington County, less than the South Carolina state increase of 9.4%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Darlington County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2008	28,493	-	1,996,409	-	146,047,748	-
2009	27,033	-5.1%	1,910,670	-4.3%	140,696,560	-3.7%
2010	26,555	-1.8%	1,915,045	0.2%	140,469,139	-0.2%
2011	26,517	-0.1%	1,945,900	1.6%	141,791,255	0.9%
2012	27,048	2.0%	1,985,618	2.0%	143,621,634	1.3%
2013	27,276	0.8%	2,023,642	1.9%	145,017,562	1.0%
2014	27,376	0.4%	2,079,565	2.8%	147,446,676	1.7%
2015	27,851	1.7%	2,134,244	2.6%	149,733,744	1.6%
2016	28,060	0.8%	2,179,521	2.1%	152,169,822	1.6%
2017	28,247	0.7%	2,213,894	1.6%	154,577,364	1.6%
2018	28,388	0.5%	2,232,008	0.8%	156,301,105	1.1%

Source: Department of Labor; Bureau of Labor Statistics

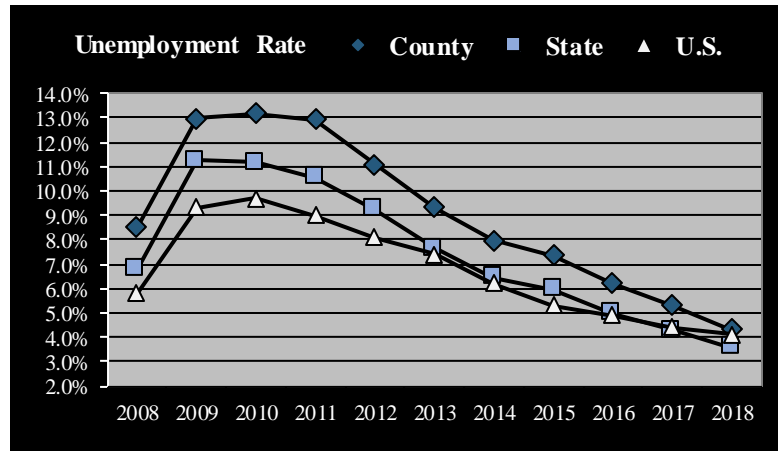


As the preceding illustrates, the Darlington County employment base has increased each year since 2011, with much of this increase occurring over the past four years.

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

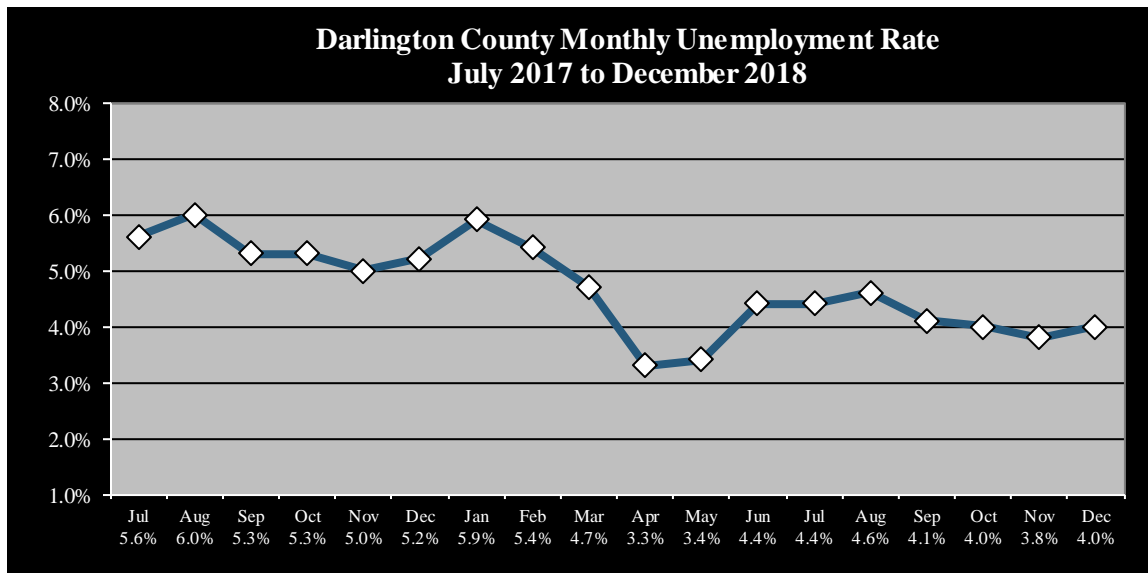
Year	Total Unemployment					
	Darlington County		South Carolina		United States	
	Total Number	Percent	Total Number	Percent	Total Number	Percent
2008	2,650	8.5%	145,823	6.8%	9,059,270	5.8%
2009	4,035	13.0%	242,075	11.3%	14,430,158	9.3%
2010	4,035	13.2%	240,623	11.2%	15,070,017	9.7%
2011	3,933	12.9%	229,623	10.6%	14,035,049	9.0%
2012	3,364	11.1%	201,260	9.2%	12,691,553	8.1%
2013	2,809	9.3%	167,326	7.6%	11,634,201	7.4%
2014	2,374	8.0%	143,413	6.5%	9,786,281	6.2%
2015	2,215	7.4%	135,095	6.0%	8,432,312	5.3%
2016	1,855	6.2%	114,145	5.0%	7,869,979	4.9%
2017	1,583	5.3%	98,757	4.3%	7,113,797	4.4%
2018	1,289	4.3%	83,305	3.6%	6,674,119	4.1%

Source: Department of Labor; Bureau of Labor Statistics



The unemployment rate in Darlington County has declined by nearly nine full percentage points since 2010, to a rate of 4.3% through 2018. Although slightly above the state average, this unemployment rate is nearly identical to the national average of 4.1%.

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



The monthly unemployment rate reported for Darlington County has remained below 5.0% since March of 2018 and has been relatively stable around 4.0% since September of 2018.

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



<b>In-Place Employment Darlington County</b>			
<b>Year</b>	<b>Employment</b>	<b>Change</b>	<b>Percent Change</b>
2008	20,342	-	-
2009	18,406	-1,936	-9.5%
2010	18,168	-238	-1.3%
2011	18,382	214	1.2%
2012	18,621	239	1.3%
2013	19,479	858	4.6%
2014	19,528	49	0.3%
2015	19,808	280	1.4%
2016	19,993	185	0.9%
2017	20,136	143	0.7%
2018*	20,883	747	3.7%

Source: Department of Labor, Bureau of Labor Statistics

\*Through June

Data for 2017, the most recent year that year-end figures are available, indicates in-place employment in Darlington County to be 71.3% of the total Darlington County employment. This means that Darlington County has more employed persons leaving the county for daytime employment than those who work in the county. This is not uncommon of areas near larger metropolitan areas, however, such as Darlington's proximity to the Florence, South Carolina area. Regardless, the 100.0% occupancy rate reported at the subject project is clear indication that in-place employment trends do not have any adverse impact on marketability of the subject project.

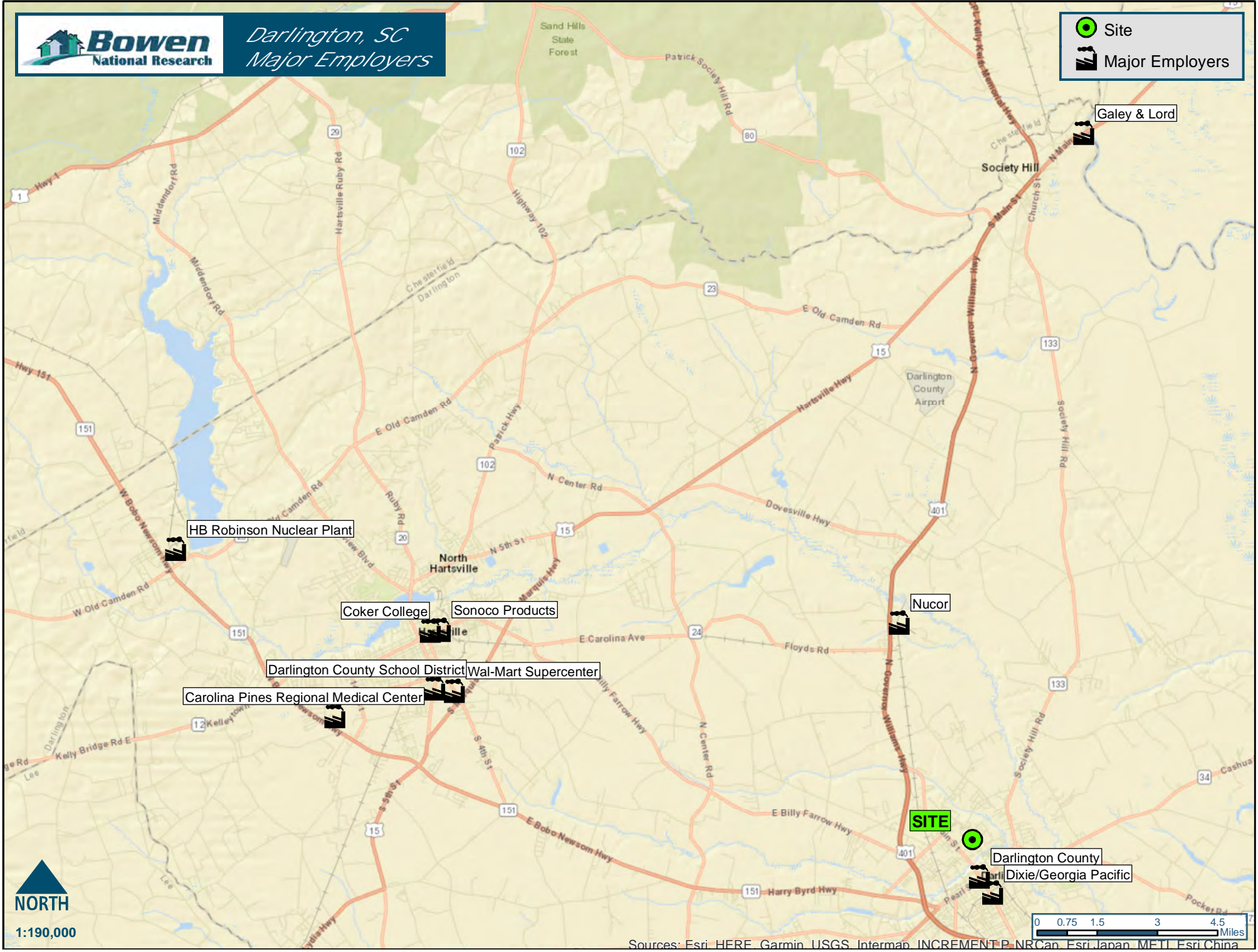
## **5. EMPLOYMENT CENTERS MAP**

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



*Darlington, SC  
Major Employers*

● Site  
[Factory Icon] Major Employers



**NORTH**  
1:190,000



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

## 6. COMMUTING PATTERNS

Based on the American Community Survey (2012-2016), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	8,840	83.6%
Carpooled	1,144	10.8%
Public Transit	15	0.1%
Walked	191	1.8%
Other Means	87	0.8%
Worked at Home	303	2.9%
Total	10,580	100.0%

Source: American Community Survey (2012-2016); ESRI; Urban Decision Group; Bowen National Research

Nearly 84% of all workers drove alone, 10.8% carpoled and only 0.1% used public transportation. Given the subject site serves very low-income households and is provided an on-site dial-a-ride transportation service, we anticipate a higher than normal share of site residents' use of public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	3,279	31.0%
15 to 29 Minutes	4,665	44.1%
30 to 44 Minutes	1,542	14.6%
45 to 59 Minutes	315	3.0%
60 or More Minutes	474	4.5%
Worked at Home	303	2.9%
Total	10,578	100.0%

Source: American Community Survey (2012-2016); ESRI; Urban Decision Group; Bowen National Research

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 30-minute drive to most of the area's largest employers, which should contribute to the project's marketability. A drive-time map for the subject site is on the following page.

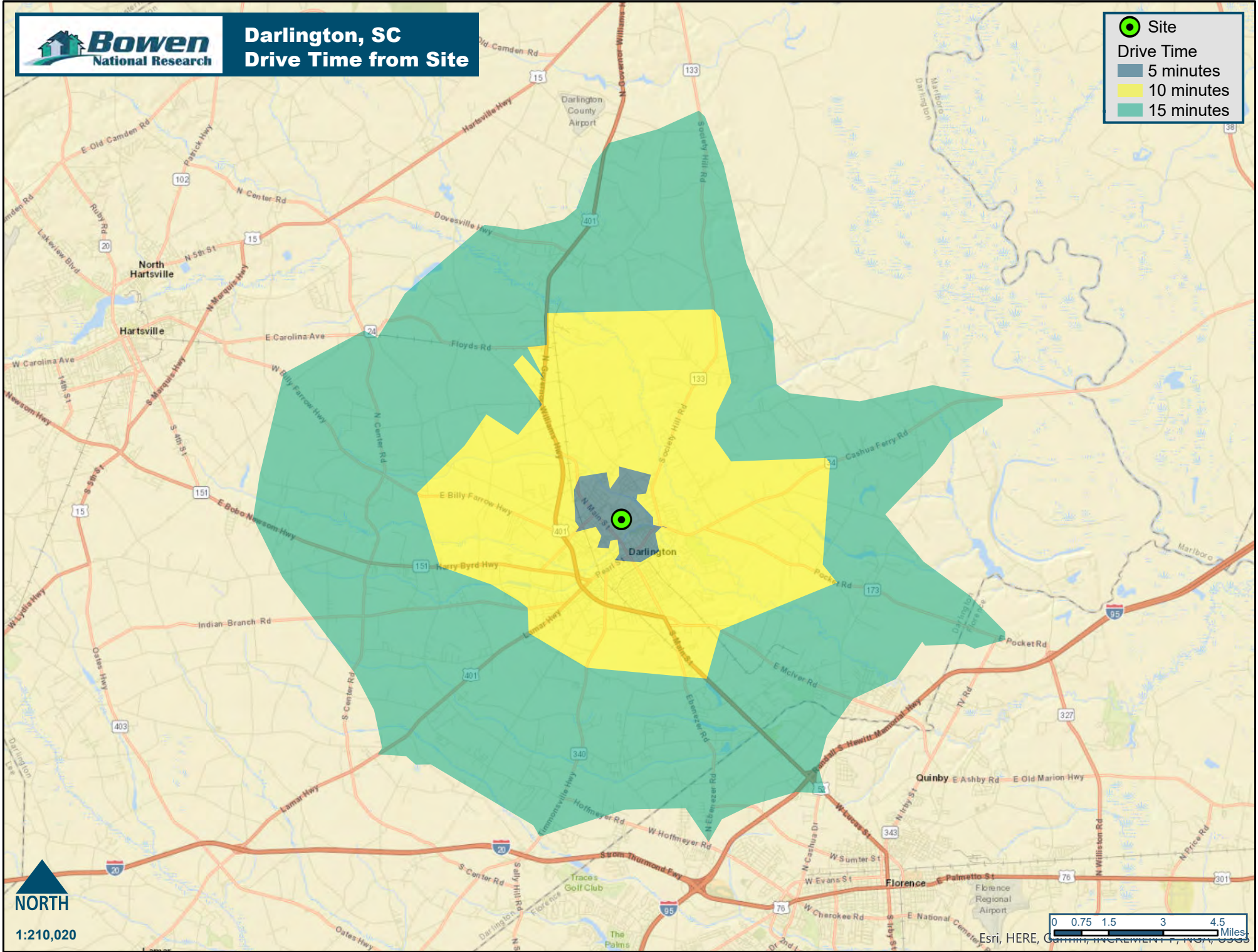


# Darlington, SC Drive Time from Site

● Site

Drive Time

- 5 minutes
- 10 minutes
- 15 minutes



**NORTH**  
1:210,020



Esri, HERE, Garmin, INCREMENT P, NOAA, USGS

## **7. ECONOMIC FORECAST AND HOUSING IMPACT**

The labor force within the Darlington Site PMA is relatively well-balanced as no single industry segment represents more than 13.7% of the total labor force. The Retail, Manufacturing, and Educational Services industries represent three of the four largest industry segments within the Site PMA and comprise approximately 37.0% of the total labor force. These industry segments typically offer lower-wage paying positions which are generally conducive to affordable housing alternatives such as that provided at the subject project.

The Darlington County economy is performing well as both total employment and unemployment rate trends have been positive over the past several years. Notably, the employment base has increased by nearly 1,900 jobs, or 7.1%, since 2011, while the unemployment rate has declined by nearly nine full percentage points since 2010. Based on the preceding factors we anticipate the Darlington County economy will continue to improve for the foreseeable future.

## F. Community Demographic Data

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

### 1. POPULATION TRENDS

#### a. Total Population

The Site PMA population bases for 2000, 2011, 2018 (estimated) and 2021 (projected) are summarized as follows:

	Year			
	2000 (Census)	2011 (Estimated)	2018 (Estimated)	2021 (Projected)
Population	27,622	28,643	28,240	28,067
Population Change	-	1,021	-403	-173
Percent Change	-	3.7%	-1.4%	-0.6%

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

The Darlington Site PMA population base increased by 1,021 between 2000 and 2011. This represents a 3.7% increase over the 2000 population, or an annual rate of 0.3%. Between 2011 and 2018, the population declined by 403, or 1.4%. It is projected that the population will decline by 173, or 0.6%, between 2018 and 2021.

Based on the 2010 Census, the population residing in group-quarters is represented by 2.1% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	603	2.1%
Population not in Group Quarters	27,870	97.9%
Total Population	28,473	100.0%

Source: 2010 Census

**b. Population by Age Group**

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

Population by Age	2011 (Estimated)		2018 (Estimated)		2021 (Projected)		Change 2018-2021	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	6,887	24.0%	6,880	24.4%	6,877	24.5%	-3	0.0%
20 to 24	1,826	6.4%	1,536	5.4%	1,412	5.0%	-124	-8.1%
25 to 34	4,246	14.8%	3,588	12.7%	3,306	11.8%	-282	-7.9%
35 to 44	3,363	11.7%	3,406	12.1%	3,425	12.2%	19	0.5%
45 to 54	3,660	12.8%	3,542	12.5%	3,492	12.4%	-50	-1.4%
55 to 64	4,513	15.8%	4,047	14.3%	3,847	13.7%	-200	-4.9%
65 to 74	2,726	9.5%	3,237	11.5%	3,456	12.3%	219	6.8%
75 & Over	1,423	5.0%	2,004	7.1%	2,253	8.0%	249	12.4%
Total	28,643	100.0%	28,240	100.0%	28,067	100.0%	-173	-0.6%

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

As the preceding table illustrates, nearly 52% of the population was estimated to be between 25 and 64 years old in 2018. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

**c. Elderly and Non-Elderly Population**

The subject project is not age-restricted; therefore, all persons with appropriate incomes will be eligible to live at the subject development. As a result, we have not included an analysis of the PMA’s senior and non-senior population.

**d. Special Needs Population**

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

**e. Minority Concentrations**

The following table compares the concentration of minorities in the state of South Carolina to the site Census Tract.

Minority Group	Statewide Share	Equal To or Greater Than	Site Census Tract Share
Total Minority Population	33.8%	33.8% + 20.0% = 53.8%	35.9%
Black or African American	27.9%	27.9% + 20.0% = 47.9%	34.6%
American Indian and Alaska Native	0.4%	0.4% + 20.0% = 20.4%	0.2%
Asian	1.3%	1.3% + 20.0% = 21.3%	0.4%
Native Hawaiian and Other Pacific Islander	0.1%	0.1% + 20.0% = 20.1%	0.0%
Hispanic or Latino	5.1%	5.1% + 20.0% = 25.1%	0.8%

Source: U.S. Census Bureau, 2010 Census

Based on the data in the preceding table, the site Census Tract is not primarily comprised of minorities.

## 2. HOUSEHOLD TRENDS

### a. Total Households

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

	Year			
	2000 (Census)	2011 (Estimated)	2018 (Estimated)	2021 (Projected)
Households	10,620	11,059	10,890	10,817
Household Change	-	439	-169	-73
Percent Change	-	4.1%	-1.5%	-0.7%
Household Size	2.60	2.54	2.54	2.54

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

Within the Darlington Site PMA, households increased by 439 (4.1%) between 2000 and 2011. Between 2011 and 2018, households declined by 169 or 1.5%. By 2021, there will be 10,817 households, a decline of 73 households, or 0.7% over 2018 levels. This is a decline of approximately 24 households annually over the next three years.

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

Households by Age	2011 (Estimated)		2018 (Estimated)		2021 (Projected)		Change 2018-2021	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	325	2.9%	307	2.8%	299	2.8%	-8	-2.5%
25 to 34	1,684	15.2%	1,396	12.8%	1,272	11.8%	-124	-8.9%
35 to 44	1,734	15.7%	1,703	15.6%	1,690	15.6%	-13	-0.8%
45 to 54	1,968	17.8%	1,862	17.1%	1,816	16.8%	-46	-2.4%
55 to 64	2,726	24.6%	2,391	22.0%	2,248	20.8%	-143	-6.0%
65 to 74	1,748	15.8%	2,011	18.5%	2,124	19.6%	113	5.6%
75 to 84	656	5.9%	915	8.4%	1,026	9.5%	111	12.1%
85 & Over	218	2.0%	305	2.8%	342	3.2%	37	12.2%
Total	11,059	100.0%	10,890	100.0%	10,817	100.0%	-73	-0.7%

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

Household growth is projected to be concentrated among seniors age 65 and older between 2018 and 2021. However, it is important to note that 65.0% of the overall household base will be between 25 and 64 years of age in 2021. This is the primary group of potential renters at the subject project. It is also of note that the subject's one- and two-bedroom garden-style units are expected to appeal to seniors within the Darlington area and therefore the property will be able to accommodate a portion of the expanding senior household base as well.



**b. Households by Tenure**

Households by tenure are distributed as follows:

Tenure	2011 (Estimated)		2018 (Estimated)		2021 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	8,002	72.3%	8,008	73.5%	8,010	74.0%
Renter-Occupied	3,059	27.7%	2,883	26.5%	2,807	26.0%
Total	11,062	100.0%	10,891	100.0%	10,818	100.0%

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

In 2018, homeowners occupied 73.5% of all occupied housing units, while the remaining 26.5% were occupied by renters. The share of renters is typical of a relatively rural market such as the Darlington Site PMA and represents a good base of potential renter support in the market for the subject development. Although the total number of renter households is projected to decline, more than 2,800 renter households will remain in the market in 2021.

**c. Households by Income**

The distribution of households by income within the Darlington Site PMA is summarized as follows:

Household Income	2011 (Census)		2018 (Estimated)		2021 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,048	9.5%	1,026	9.4%	1,016	9.4%
\$10,000 to \$19,999	1,422	12.9%	1,507	13.8%	1,544	14.3%
\$20,000 to \$29,999	1,485	13.4%	1,484	13.6%	1,483	13.7%
\$30,000 to \$39,999	1,323	12.0%	1,345	12.3%	1,355	12.5%
\$40,000 to \$49,999	1,072	9.7%	1,068	9.8%	1,066	9.9%
\$50,000 to \$59,999	954	8.6%	885	8.1%	856	7.9%
\$60,000 to \$74,999	1,107	10.0%	991	9.1%	941	8.7%
\$75,000 to \$99,999	1,199	10.8%	1,136	10.4%	1,109	10.3%
\$100,000 to \$124,999	549	5.0%	525	4.8%	515	4.8%
\$125,000 to \$149,999	322	2.9%	353	3.2%	366	3.4%
\$150,000 to \$199,999	290	2.6%	275	2.5%	268	2.5%
\$200,000 & Over	290	2.6%	296	2.7%	298	2.8%
Total	11,062	100.0%	10,891	100.0%	10,818	100.0%
Median Income	\$42,359		\$40,782		\$40,102	

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

In 2011, the median household income was \$42,359. This decreased by 3.7% to \$40,782 in 2018. By 2021, it is projected that the median household income will be \$40,102, a decline of 1.7% over 2018.

**d. Average Household Size**

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

**e. Households by Income by Tenure**

The following tables illustrate renter household income by household size for 2011, 2018 and 2021 for the Darlington Site PMA:

Renter Households	2011 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	209	150	94	59	53	565
\$10,000 to \$19,999	277	174	109	69	61	689
\$20,000 to \$29,999	204	150	94	60	52	559
\$30,000 to \$39,999	133	115	72	46	40	404
\$40,000 to \$49,999	96	82	51	32	29	291
\$50,000 to \$59,999	52	50	31	20	18	171
\$60,000 to \$74,999	60	58	37	23	21	199
\$75,000 to \$99,999	35	35	22	14	12	118
\$100,000 to \$124,999	7	7	4	3	2	23
\$125,000 to \$149,999	3	4	2	1	1	11
\$150,000 to \$199,999	4	4	3	2	1	14
\$200,000 & Over	4	4	3	2	1	14
Total	1,084	832	521	331	292	3,059

Source: ESRI; Urban Decision Group

Renter Households	2018 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	181	128	81	50	47	487
\$10,000 to \$19,999	264	162	103	63	60	653
\$20,000 to \$29,999	203	142	90	55	52	543
\$30,000 to \$39,999	132	110	70	43	41	395
\$40,000 to \$49,999	85	70	45	27	26	253
\$50,000 to \$59,999	52	48	30	18	18	166
\$60,000 to \$74,999	59	53	34	21	20	186
\$75,000 to \$99,999	34	32	20	12	12	110
\$100,000 to \$124,999	12	12	7	4	4	40
\$125,000 to \$149,999	8	8	5	3	3	27
\$150,000 to \$199,999	3	3	2	1	1	11
\$200,000 & Over	4	3	2	1	1	12
Total	1,038	771	491	299	285	2,883

Source: ESRI; Urban Decision Group

Renter Households	2021 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	169	119	76	45	45	454
\$10,000 to \$19,999	259	157	101	60	59	637
\$20,000 to \$29,999	202	139	89	53	53	536
\$30,000 to \$39,999	132	108	69	41	41	391
\$40,000 to \$49,999	80	65	42	25	25	237
\$50,000 to \$59,999	52	46	30	18	18	164
\$60,000 to \$74,999	58	51	33	20	19	180
\$75,000 to \$99,999	33	31	20	12	12	107
\$100,000 to \$124,999	15	13	9	5	5	47
\$125,000 to \$149,999	11	9	6	4	4	34
\$150,000 to \$199,999	3	3	2	1	1	10
\$200,000 & Over	3	3	2	1	1	11
Total	1,018	745	478	285	281	2,807

Source: ESRI; Urban Decision Group

### Demographic Summary

The Darlington Site PMA is projected to experience a decline in both population and total households between 2018 and 2021, a trend which has been ongoing since 2011. Renter households comprise approximately 26.0% of all households in the Site PMA and more than 2,800 renter households will remain in the market through 2021, despite a slight decline projected between 2018 and 2021. Nearly 58.0% of all renter households are projected to earn less than \$30,000 in 2021, conducive to affordable rental product such as that offered at the subject project. Based on the preceding analysis, a good base of potential renter support will continue to exist for affordable rental product such as that offered at the subject site through 2021.

## G. Project-Specific Demand Analysis

### 1. INCOME RESTRICTIONS

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

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

The subject site is within the Darlington County, SC HUD Metro FMR Area, which has a median four-person household income of \$49,100 for 2018. However, the project location, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$58,400 in 2018. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Maximum Allowable Income
	60%
One-Person	\$24,540
Two-Person	\$28,020
Three-Person	\$31,560

The largest units (two-bedroom) offered at the subject site are expected to house up to three-person households. As such, the maximum allowable income at the subject site is **\$31,560**.

### 2. AFFORDABILITY

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

Since 51 of the subject's 72 units operate with Rental Assistance (RA) that allows tenants to pay 30% of their adjusted gross income towards rent, some households could have little or no income and still reside at the subject project. Therefore, we have evaluated support for the subject's RD 515 units with RA using \$0 as the minimum income.

For the subject’s non-RA units, and in the unlikely event the subject project did not retain RA and all units had to operate exclusively under the LIHTC guidelines, the proposed LIHTC units have a lowest gross rent of \$657 (one-bedroom unit at 60% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$7,884. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the non-RA Tax Credit units of **\$22,526**.

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

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/RA (Limited To 60% Of AMHI)	\$0	\$31,560
Tax Credit Only (Limited To 60% Of AMHI)	\$22,526	\$31,560

### 3. **DEMAND COMPONENTS**

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

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2018 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2021) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

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

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

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

Based on Table B25074 of the American Community Survey (ACS) 2012-2016 5-year estimates, approximately 22.2% to 49.8% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on Table B25016 of the ACS 2012-2016 5-Year Estimates, 2.9% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

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

Not applicable; subject property is general-occupancy.

- 4) **Other:** *Please note, the Authority does not, in general, consider household turnover rates other than those of elderly to be an accurate determination of market demand. However, if an analyst firmly believes that demand exists which is not being captured by the above methods,*

*she/he may be allowed to consider this information in their analysis. The analyst may also use other indicators to estimate demand if they can be fully justified (e.g. an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

#### **4. METHODOLOGY**

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2018 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2018 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

#### **5. DEMAND/CAPTURE RATE CALCULATIONS**

Within the Site PMA, we identified and surveyed three existing LIHTC properties, aside from the subject property. All three of these properties are 100.0% occupied with waiting lists. One additional property, Brockington Heights, was allocated Tax Credits in 2018 and is also a general-occupancy property. This project will involve the renovation of an existing HUD Section 8 property which is also currently 100.0% occupied with a waiting list, as evidenced by our Field Survey of Conventional Rentals. We assume that all current tenants of this property will continue to income-qualify and remain at the property post renovations, assuming the retention of the project-based Section 8 subsidy. Based on the preceding factors, we have not considered any competitive supply units in our demand estimates.

The following are summaries of our demand calculations. Note that scenario one assumes the retention of Rental Assistance (RA) on 51 of the 72 units while scenario two assumes the unlikely scenario the subject project lost RA and had to operate exclusively under the LIHTC program at the proposed rent levels evaluated throughout this report.

Demand Component	Capture Rates by Percent of Median Household Income			
	Scenario One – LIHTC w/RA			Scenario Two – LIHTC Only
	RA Units (\$0-\$31,560)	Non-RA Units (\$22,526-\$31,560)	Overall (\$0-\$31,560)	LIHTC Only (\$22,526-\$31,560)
Demand from New Renter Households (Income-Appropriate)	1,688 - 1,745 = -57	462 - 467 = -5	1,688 - 1,745 = -57	462 - 467 = -5
+				
Demand from Existing Households (Rent Overburdened)	1,745 X 49.8% = 869	467 X 22.2% = 104	1,745 X 49.8% = 869	467 X 22.2% = 104
+				
Demand from Existing Households (Renters in Substandard Housing)	1,745 X 2.9% = 51	467 X 2.9% = 14	1,745 X 2.9% = 51	467 X 2.9% = 14
+				
Demand from Existing Households (Senior Homeowner Conversion)	N/A	N/A	N/A	N/A
=				
Total Demand	863	113	863	113
-				
Supply (Directly Comparable Units Built and/or Funded Since 2018)	0	0	0	0
=				
Net Demand	863	113	863	113
Proposed Units	51	21	72	72
Proposed Units / Net Demand	51 / 863	21 / 113	72 / 863	72 / 113
Capture Rate	= 5.9%	= 18.6%	= 8.3%	= 63.7%

RA – Rental Assistance  
N/A - Not Applicable

Typically, utilizing this methodology, capture rates below 30.0% are acceptable, while capture rates under 20% are ideal. As such, the subject’s overall capture rate of 8.3% assuming the retention of RA is considered low. It is also of note that the 18.6% capture rate for the non-RA units under this scenario is also acceptable and below the ideal threshold of 20.0%. These capture rates are good indications of a sufficient base of support for the property within the Darlington Site PMA, assuming the property continues to provide RA to the majority of its units.

In the unlikely event that RA was lost and all units had to operate exclusively under the LIHTC program at the proposed rent levels evaluated throughout this report, the subject’s capture rate increases to 63.7%. This is considered high and is indicative of a limited base of potential support for the property to operate exclusively under the LIHTC guidelines, without the availability of RA.

Nonetheless, the subject property will retain RA and most, if not all, current tenants are expected to continue to income-qualify and remain at the property post renovations. Thus, the subject’s effective capture rate is expected to be 0.0%.



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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	30.0%
Two-Bedroom	45.0%
Three-Bedroom+	25.0%
Total	100.0%

Applying the preceding shares to the income-qualified households yields demand and capture rates of the proposed units by bedroom type as illustrated in the following tables. Similar to the preceding analysis, scenario one illustrates capture rates for the subject project as proposed with the retention of RA, while scenario two illustrates the subject project’s capture rates in the unlikely event RA was lost and the property had to operate exclusively under the LIHTC program at the proposed rent levels evaluated throughout this report.

Scenario One – LIHTC w/RA - Units Limited to 60% Of AMHI (863 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (30%)	259	0	259	28	10.8%
Two-Bedroom (45%)	388	0	388	44	11.3%

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

Scenario Two – LIHTC Only- Units Limited to 60% Of AMHI (113 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (30%)	34	0	34	28	82.4%
Two-Bedroom (45%)	51	0	51	44	86.3%

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

The subject’s capture rates by bedroom type do not exceed 11.3% when assuming the retention of RA. In the unlikely event that RA is lost, the capture rates by bedroom type range from 82.4% to 86.3%. These capture rates are further indication of sufficient support for the subject property within the Darlington Site PMA, assuming the retention of RA. In the unlikely event that RA was lost, a much more limited base of demographic support exists for the subject project at the proposed rent levels.

## 6. ABSORPTION PROJECTIONS

According to management, the subject project is currently 100.0% occupied and a 12-household wait is maintained. It is anticipated that few, if any, of the current tenants will move from the project following renovations. Furthermore, it is important to note that the renovations at the subject site will not necessitate the displacement of current residents and the project will be renovated in such a way

to minimize off-site relocation. Therefore, few if any, of the subject units will have to be re-rented immediately following renovations. However, for the purpose of this analysis, we assume that all 72 subject units will be vacated and that all units will have to be re-rented simultaneously, assuming the retention of Rental Assistance (RA) on 51 of the 72 subject units. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy and that the initial renovated units at the site will be available for rent sometime in April of 2021. A different completion date may impact (positively or negatively) the absorption potential for the subject project.

It is our opinion that the 72 units at the subject site will reach a stabilized occupancy of 93.0% within five months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 13 to 14 units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. Changes to the project's rents, amenities, scope of renovations, or other features may invalidate our findings. We assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Finally, these absorption projections also assume that RA will be retained following renovations. Should RA not be retained, the 72 LIHTC units at the subject site would likely have an extended absorption period beyond one year, as this would no longer allow the subject project to target households earning below \$22,526, assuming the project operates at the LIHTC rent levels evaluated in this report. This results in a more limited demographic base for the subject project, as evidenced by the subject's overall capture rate of 63.7% under the *LIHTC-only* scenario.

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

## H. Rental Housing Analysis (Supply)

### 1. COMPETITIVE DEVELOPMENTS

The subject property will offer one- and two-bedroom units targeting general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program following renovations. Within the Darlington Site PMA we identified and surveyed three non-subsidized general-occupancy properties which operate under the LIHTC program and offer unit types similar to those at the subject project.

These three LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>Springfield Apartments</b>	<b>1980 / 2021</b>	<b>72</b>	<b>100.0%</b>	<b>-</b>	<b>12 H.H.</b>	<b>Families; 60% AMHI &amp; RD 515</b>
3	Darlington Lofts	1900 / 2007	28	100.0%	1.2 Miles	10 H.H.	Families; 50% & 60% AMHI
6	Pecan Grove	2007	32	100.0%	2.5 Miles	9 H.H.	Families; 50% & 60% AMHI
7	Autumn Run	2004	40	100.0%	1.6 Miles	10 H.H.	Families; 50% & 60% AMHI

OCC. – Occupancy

H.H. - Households

The three comparable LIHTC projects have a combined occupancy rate of 100.0% and all three maintain waiting lists of up to 10-households. These are clear indications of strong and pent-up demand for general-occupancy LIHTC product within the Darlington Site PMA.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
3	Darlington Lofts	28	5	17.9%
6	Pecan Grove	32	8	25.0%
7	Autumn Run	40	6	15.0%
Total		100	19	19.0%

There are a total of approximately 19 voucher holders residing at the comparable properties within the market. This comprises 19.0% of the 100 total non-subsidized LIHTC units offered among these properties. This is considered a relatively low share of voucher support and is a good indication that the gross rents at these properties are achievable and will serve as accurate benchmarks with which to compare the subject project.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	<b>Springfield Apartments</b>	<b>\$657/60% (28)</b>	<b>\$721/60% (44)</b>	-	-
3	Darlington Lofts	\$482/50% (9/0) \$597/60% (6/0)	\$664/50% (8/0) \$684/60% (4/0)	\$777/60% (1/0)	None
6	Pecan Grove	\$482-\$561/50% (6/0) \$725/60% (6/0)	\$580-\$725/50% (8/0) \$718/60% (7/0)	\$672-\$781/50% (2/0) \$813/60% (3/0)	None
7	Autumn Run	-	\$593-\$688/50% (18/0) \$820/60% (10/0)	\$703/50% (6/0) \$964/60% (6/0)	None

Note: 51 of the 72 subject units will continue to operate with Rental Assistance (RA) following renovations. Tenants of these units will pay 30% of income towards rent.

The subject’s proposed gross Tax Credit rents are within the range of those reported among similar unit types at the comparable properties. In terms of a competitive standpoint, the subject rents appear to be appropriate for the Darlington market and will allow the non-RA units at the property to compete well. However, it is important to reiterate that a limited base of potential support exists for the subject project to operate *exclusively* under the LIHTC guidelines at the proposed rent levels. This is evident by our demand estimates included in Section G.

Regardless, the subject property will retain RA on 51 of the 72 subject units post renovations. This will ensure a sufficient base of demographic support and that the subject property will remain a value in the Darlington market.

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



### 3 Darlington Lofts

1.2 miles to site



<b>Address</b>	107 Orange St. Darlington, SC 29532		
<b>Phone</b>	(843) 409-9094	<b>Contact</b>	Helen
<b>Total Units</b>	28	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Tax Credit		
<b>Year Open</b>	1900	<b>Renovated</b>	2007
		<b>Floors</b>	1,2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	10 households		
<b>Quality Rating</b>	B	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	50% & 60% AMHI; HCV (5 units); HOME Funds (Nine 1-br units); Adaptive reuse of historic building; Square footage estimated		



### Features and Utilities

<b>Utilities</b>	Landlord pays Water, Sewer, Trash
<b>Unit Amenities</b>	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
<b>Project Amenities</b>	On-site Management, Laundry Facility, Meeting Room, Playground, Computer Lab, Business Center

### Unit Configuration

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	6	0	600	\$0.82	\$490	60%
1	1	G	9	0	600	\$0.63	\$375	50%
2	2	G	4	0	820	\$0.67	\$551	60%
2	2	G	8	0	820	\$0.65	\$531	50%
3	2	G	1	0	1100	\$0.56	\$614	60%

6

## Pecan Grove

2.5 miles to site



**Address** 1218 S. Main St.  
Darlington, SC 29532

**Phone** (843) 393-3009 **Contact** Denise

**Total Units** 32 **Vacancies** 0 **Percent Occupied** 100.0%

**Project Type** Tax Credit

**Year Open** 2007 **Floors** 1

**Concessions** No Rent Specials

**Parking** Surface Parking

**Waiting List** 9 households

**Quality Rating** B **Neighborhood Rating** B

**Remarks** 50% & 60% AMHI; HCV (8 units); HOME Funds (7 units);  
Square footage estimated by mgmt.



## Features and Utilities

**Utilities** Landlord pays Water, Sewer, Trash

**Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds

**Project Amenities** On-site Management, Laundry Facility, Meeting Room, Fitness Center, Playground, Computer Lab, Picnic Area

## Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	2	0	570	\$0.66	\$375	50%
1	1	G	6	0	570	\$1.08	\$618	60%
1	1	G	4	0	570	\$0.80	\$454	50%
2	2	G	4	0	700	\$0.64	\$447	50%
2	2	G	7	0	700	\$0.84	\$585	60%
2	2	G	4	0	700	\$0.85	\$592	50%
3	2	G	1	0	837	\$0.61	\$509	50%
3	2	G	3	0	837	\$0.78	\$650	60%
3	2	G	1	0	837	\$0.74	\$618	50%

7

**Autumn Run**

1.6 miles to site



<b>Address</b>	405 Wells St. Darlington, SC 29532		
<b>Phone</b>	(843) 398-1981	<b>Contact</b>	Tracy
<b>Total Units</b>	40	<b>Vacancies</b>	0
		<b>Percent Occupied</b>	100.0%
<b>Project Type</b>	Tax Credit		
<b>Year Open</b>	2004	<b>Floors</b>	2
<b>Concessions</b>	No Rent Specials		
<b>Parking</b>	Surface Parking		
<b>Waiting List</b>	10 households		
<b>Quality Rating</b>	B+	<b>Neighborhood Rating</b>	B
<b>Remarks</b>	50% & 60% AMHI; HCV (6 units); HOME Funds (20 units)		

**Features and Utilities**

<b>Utilities</b>	No landlord paid utilities
<b>Unit Amenities</b>	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
<b>Project Amenities</b>	On-site Management, Laundry Facility, Meeting Room, Playground, CCTV

**Unit Configuration**

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	1	G	10	0	850	\$0.71	\$606	60%
2	1	G	4	0	850	\$0.56	\$474	50%
2	1	G	14	0	850	\$0.45	\$379	50%
3	2	G	6	0	1000	\$0.69	\$689	60%
3	2	G	6	0	1000	\$0.43	\$428	50%

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	<b>Springfield Apartments</b>	<b>624</b>	<b>990</b>	<b>-</b>
3	Darlington Lofts	600	820	1,100
6	Pecan Grove	570	700	837
7	Autumn Run	-	850	1,000

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	<b>Springfield Apartments</b>	<b>1.0</b>	<b>1.0</b>	<b>-</b>
3	Darlington Lofts	1.0	2.0	2.0
6	Pecan Grove	1.0	2.0	2.0
7	Autumn Run	-	1.0	2.0

The subject project offers the largest one- and two-bedroom units among the comparable LIHTC properties, in terms of square feet. This is expected to create a competitive advantage for the property and contribute to its continued marketability within the Darlington market. A lesser number of bathrooms is offered within the subject's two-bedroom units, as compared to similar unit types at most of the comparable properties. This clearly does not have any adverse impact on the subject's marketability within the Darlington market, as evident by the subject's 100.0% occupancy rate.

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



# COMPARABLE PROPERTIES AMENITIES - DARLINGTON, SOUTH CAROLINA

MAP ID	APPLIANCES						UNIT AMENITIES												
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING
<b>SITE</b>	X	X		X	X		X		>							B		S	
<b>3</b>	X	X	X	X	X	X	X		C		X					B		S	
<b>6</b>	X	X	X	X	X	X	X		C		X	X				B		S	
<b>7</b>	X	X	X	X	X	X	X		C		X	X				B		S	

MAP ID	PROJECT AMENITIES																		
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER	OTHER
<b>SITE</b>		X	X	X	X			X						X		X			
<b>3</b>		X	X		X			X						X				X	
<b>6</b>		X	X		A	X		X						X		X			
<b>7</b>		X	X		X			X											CCTV

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

X - All Units
S - Some Units
O - Optional

<b>Window Treatments</b>
B - Blinds
C - Curtains
D - Drapes

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

<b>Sports Courts</b>
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

<b>Floor Covering</b>
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

<b>Community Space</b>
A - Activity Room
L - Lounge/Gathering Room
T - Training Room

The amenity packages offered at the subject project are very competitive with those offered among the comparable properties, as illustrated by the tables on the preceding page. The subject project does not appear to lack any key amenities that would adversely impact its continued marketability within the Darlington market. This is particularly true when considering the availability of RA on most subject units and the 100.0% occupancy rate currently reported.

#### Comparable/Competitive Tax Credit Summary

The three comparable LIHTC properties surveyed in the Site PMA are all 100.0% occupied and maintain waiting lists for their next available units. The subject project is competitively priced in terms of gross rents. The one- and two-bedroom units offered at the subject project are the largest such units in the market in terms of square feet, relative to similar unit types offered among the comparable properties. Although a lesser number of bathrooms is offered within the subject's two-bedroom units as compared to the competition, this has not had any adverse impact on the subject's marketability. The amenities offered at the property are very competitive with those offered among the comparable LIHTC projects. Overall, the subject project is considered marketable and will continue to represent a value within the Darlington market, particularly when considering the retention of RA on the majority of the units.

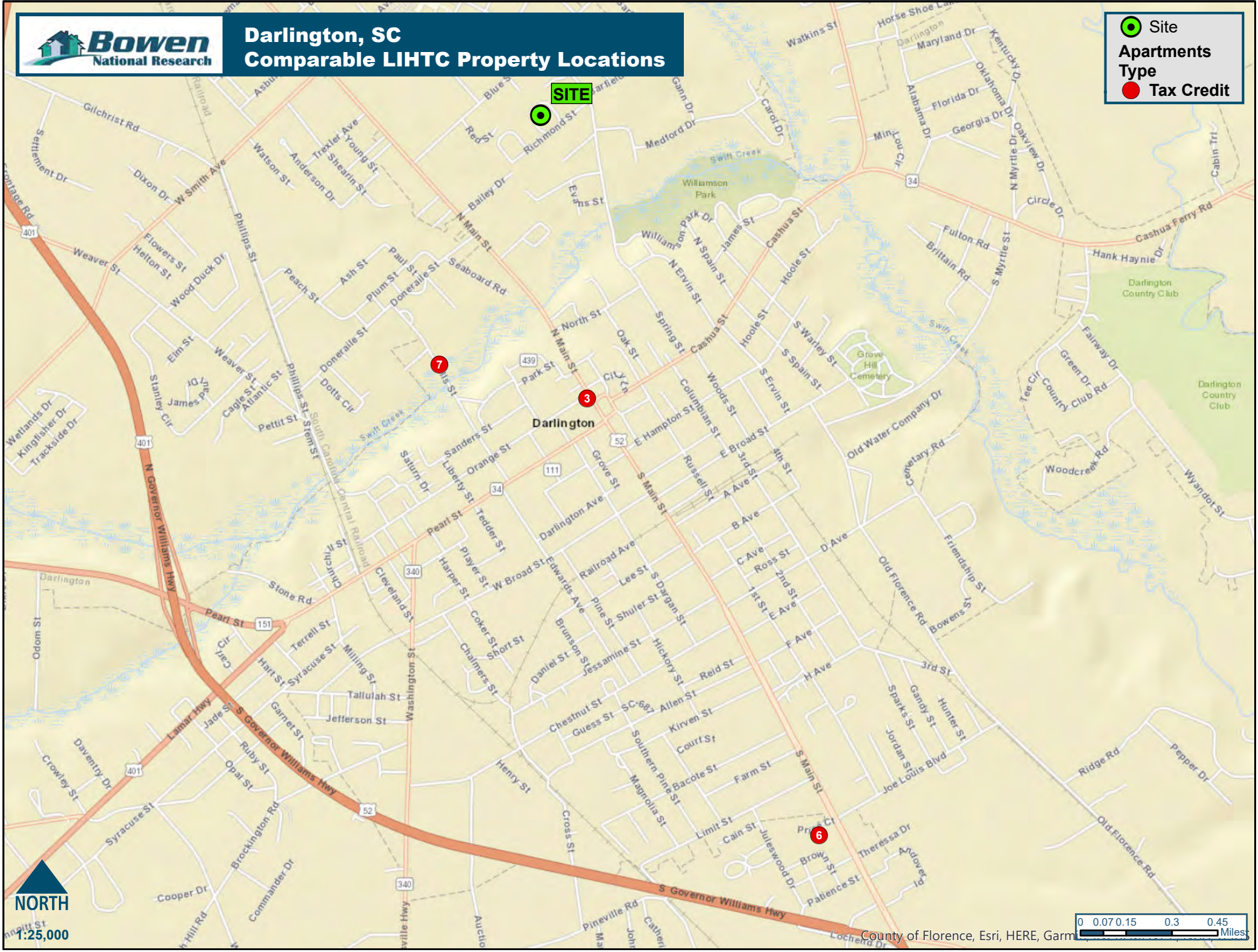
## **2. COMPARABLE TAX CREDIT PROPERTIES MAP**

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



# Darlington, SC Comparable LIHTC Property Locations

- Site
- Apartments Type
- Tax Credit



**NORTH**  
1:25,000



### 3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Darlington Site PMA in 2010 and 2018 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2018 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	11,005	88.7%	10,890	87.2%
Owner-Occupied	7,615	69.2%	8,008	73.5%
Renter-Occupied	3,390	30.8%	2,883	26.5%
Vacant	1,405	11.3%	1,605	12.8%
Total	12,410	100.0%	12,495	100.0%

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

Based on a 2018 update of the 2010 Census, of the 12,495 total housing units in the market, 12.8% were vacant. It is important to understand, however, that the vacant housing units included in the following table comprise abandoned, dilapidated, and/or for-sale housing units, as well as housing units utilized solely for seasonal/recreational purposes in addition to for-rent units. As such, we conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental market within the Darlington Site PMA.

#### Conventional Rentals

We identified and personally surveyed 12 conventional rental housing projects containing a total of 433 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 100.0%, an excellent rate for rental housing. Each rental housing segment surveyed is summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	3	23	0	100.0%
Tax Credit	3	100	0	100.0%
Tax Credit/Government-Subsidized	1	72	0	100.0%
Government-Subsidized	5	238	0	100.0%
Total	12	433	0	100.0%

All rental housing segments surveyed are performing at a high level, as indicated by the 100.0% occupancy rates reported within each segment. However, it is also of note that affordable (i.e. Tax Credit and/or Government-Subsidized) rental product represents the majority of the rental product offered and surveyed within the Site PMA. This is a good indication of demand for such product within the Darlington market.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	1	4.3%	0	0.0%	\$712
Two-Bedroom	1.0	20	87.0%	0	0.0%	\$689
Three-Bedroom	1.0	2	8.7%	0	0.0%	\$868
<b>Total Market-rate</b>		<b>23</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	27	27.0%	0	0.0%	\$561
Two-Bedroom	1.0	28	28.0%	0	0.0%	\$593
Two-Bedroom	2.0	27	27.0%	0	0.0%	\$684
Three-Bedroom	2.0	18	18.0%	0	0.0%	\$781
<b>Total Tax Credit</b>		<b>100</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	-

The market-rate and non-subsidized Tax Credit units are 100.0% occupied, demonstrating strong demand for each type of non-subsidized rental product. The median gross Tax Credit rents within the market are lower than the median gross rents reported among similar market-rate unit types. These lower rents, along with the 100.0% occupancy rate, are good indications that non-subsidized Tax Credit product represents a good value within the Darlington Site PMA.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	2	44	0.0%
1970 to 1979	0	0	0.0%
1980 to 1989	0	0	0.0%
1990 to 1999	0	0	0.0%
2000 to 2005	1	40	0.0%
2006 to 2010	2	39	0.0%
2011	0	0	0.0%
2012	0	0	0.0%
2013	0	0	0.0%
2014	0	0	0.0%
2015	0	0	0.0%
2016	0	0	0.0%
2017	0	0	0.0%
2018	0	0	0.0%
2019*	0	0	0.0%

\*As of February

The newest property surveyed, McLellan Manor (Map ID 10), was built in 2009 and is an unrestricted market-rate property. The newest Tax Credit property is Pecan Grove (Map ID 6), which was built in 2007. Thus, there appears to be a general lack of modern rental product in the Darlington Site PMA. The proposed renovations to the subject project will help preserve and improve existing rental units within the Darlington Site PMA. These renovations are expected to enhance the overall marketability of the subject project.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B	1	7	0.0%
C+	1	16	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	1	40	0.0%
B	2	60	0.0%

Non-subsidized rental product surveyed in the market is generally of good to very good condition, as evident by the quality ratings assigned by our analyst and illustrated in the preceding table. The subject project is in good condition and the proposed renovations are expected to enhance the overall condition/quality of the subject property.

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

**4. RENTAL HOUSING INVENTORY MAP**

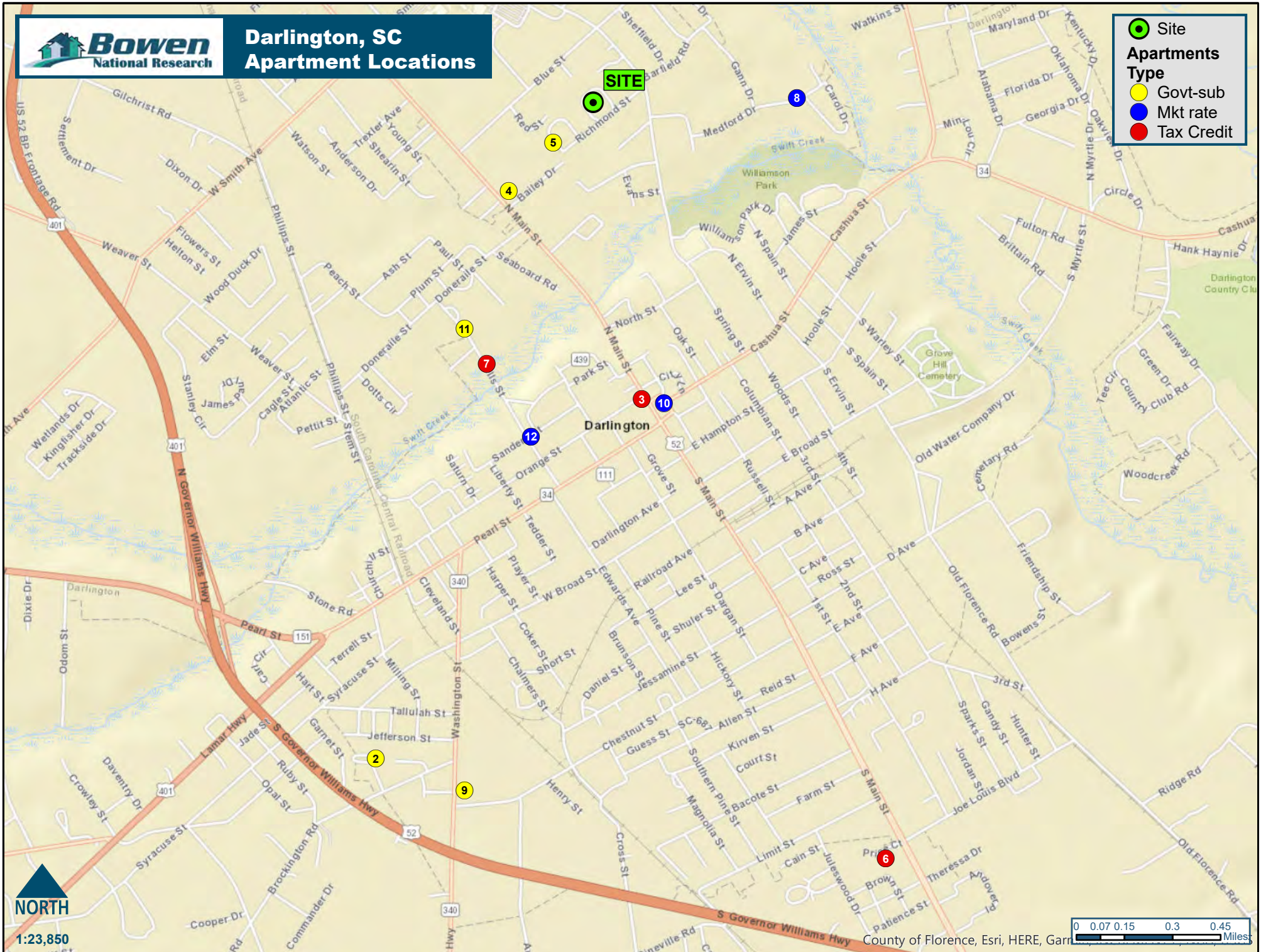
A map identifying the location of all properties surveyed within the Darlington Site PMA is on the following page.





# Darlington, SC Apartment Locations

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



1:23,850



County of Florence, Esri, HERE, Garmin

## **5. & 6. PLANNED AND PROPOSED DEVELOPMENTS**

Based on our interviews with planning representatives, there is one rental housing project currently under construction within the Site PMA. This planned development is summarized as follows:

- The Creekside Apartments is an existing market-rate rental property which is currently undergoing renovations at 710 Cashua Street in Darlington. Following renovations, this property is expected to offer 36 two-bedroom garden-style units which are expected to rent for \$800. This will not include the cost of any utilities. Currently all units at this property are offline due to renovations, though it is anticipated that renovations will be complete sometime in February of 2019.

Although not cited by local planning officials, we are aware of one additional property which is expected to undergo Tax Credit renovations. This property is the existing Brockington Heights (Map ID 2) rental community located at 201 Saleeby Loop in Darlington, which was allocated Tax Credits in 2018. This 50-unit project operates under the HUD Section 8 program, targets general-occupancy households and offers two- and three-bedroom units. This property is currently 100.0% occupied and the Section 8 subsidy is expected to remain in place following renovations.

The subject project is not expected to have any competitive overlap with Creekside Apartments as this property will be an unrestricted market-rate property. While there may be some competitive overlap between the subject project and the aforementioned Brockington Heights property, this overlap is expected to be minimal given the unit types offered at this property and the subject project. Further, as Brockington Heights is currently 100.0% occupied with a waiting list and is expected to retain its project-based subsidy, we expect that most, if not all, current tenants of this property will remain post renovations. Thus, we have not considered any units from this property as directly competitive supply units in our demand estimates included in Section G.

## **7. MARKET RENT ADVANTAGE**

As illustrated by our survey, a very limited supply of conventional market-rate rental product is offered within the Darlington Site PMA. As such, we identified and surveyed four market-rate properties outside the Site PMA but within the nearby Florence, South Carolina area that we consider most comparable to the subject project in terms of design and unit types offered. Due to out-of-market differences, however, we have applied negative adjustments to each of the selected market-rate properties located outside the Site PMA. These selected properties are used to derive market rent for a project with characteristics



similar to the subject development. It is important to note that for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>Springfield Apartments</b>	<b>1980 / 2021</b>	<b>72</b>	<b>100.0%</b>	<b>28 (100.0%)</b>	<b>44 (100.0%)</b>	<b>-</b>
901	Sedgefield	1980	272	100.0%	67 (100.0%)	160 (100.0%)	45 (100.0%)
902	Charles Pointe Apts.	2001	168	98.8%	42 (100.0%)	114 (98.2%)	12 (100.0%)
903	Bentree Apt. Homes	1982	132	100.0%	36 (100.0%)	72 (100.0%)	24 (100.0%)
904	Sterling Apts.	1974 / 2018	72	94.4%	16 (100.0%)	48 (93.8%)	8 (87.5%)

900 Series Map IDs are located outside the Site PMA

Occ. – Occupancy

\*Units under construction

The four selected market-rate projects have a combined total of 644 units with an overall occupancy rate of 99.1%. None of the comparable properties has an occupancy rate below 94.4%. These occupancy rates are good indications that the selected properties are well-received within the region and will serve as accurate benchmarks with which to compare the subject project.

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

A map depicting the location of the comparable market-rate properties in relation to the subject site precedes the Rent Comparability Grids and is included on the following page.



# Darlington, SC Comparable Market-rate Property Locations

- Site
- Apartments
- Type
- Mkt rate



**NORTH**  
1:170,000

County of Florence, Esri, HERE, Garmin  
0 0.5 1 2 3 Miles

**Rent Comparability Grid**

Unit Type →

**ONE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>	
Springfield Apartments		Sedgefield		Charles Pointe Apts.		Bentree Apt. Homes		Sterling Apts.	
100 Springfield Circle		1300 Valparaiso Dr.		201 Millstone Rd.		200 Bentree Ln.		1100 S. Mayfair Ter.	
Darlington, SC		Florence, SC		Florence, SC		Florence, SC		Florence, SC	
<b>Subject</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
<b>A. Rents Charged</b>									
1 \$ Last Rent / Restricted?		\$628		\$795		\$769		\$525	
2 Date Surveyed		Jan-19		Jan-19		Jan-19		Jan-19	
3 Rent Concessions		None		None		None		None	
4 Occupancy for Unit Type		100%		100%		100%		100%	
5 Effective Rent & Rent/ sq. ft	▼	\$628	0.97	\$795	1.14	\$769	1.18	\$525	0.81
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6 Structure / Stories	R/1,2	WU/2		WU/3		WU/2		WU/2	
7 Yr. Built/Yr. Renovated	1980/2021	1980	\$21	2001		1982	\$19	1974/2018	\$5
8 Condition/Street Appeal	G	F	\$15	G		G		F	\$15
9 Neighborhood	G	G		G		G		G	
10 Same Market?		No	(\$94)	No	(\$119)	No	(\$115)	No	(\$79)
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11 # Bedrooms	1	1		1		1		1	
12 # Baths	1	1		1		1		1	
13 Unit Interior Sq. Ft.	624	650	(\$7)	700	(\$19)	650	(\$7)	650	(\$7)
14 Balcony/Patio	N	Y	(\$5)	Y	(\$5)	Y	(\$5)	N	
15 AC: Central/Wall	C	C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	N/Y	N/Y		Y/Y	(\$5)	N/Y		N/N	\$10
18 Washer/Dryer	HU/L	L	\$10	HU	\$5	L	\$10	L	\$10
19 Floor Coverings	V	C		C		C		C	
20 Window Coverings	B	B		B		B		B	
21 Secured Entry	N	N		N		N		N	
22 Garbage Disposal	Y	Y		Y		Y		Y	
23 Ceiling Fans/Storage	Y/N	Y/N		Y/Y	(\$5)	Y/N		N/N	\$5
<b>D Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24 Parking ( \$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	Y		Y		Y		Y	
26 Security Features	N	N		N		N		Y	(\$5)
27 Community Space	Y	N	\$5	N	\$5	Y		N	\$5
28 Pool/Recreation Areas	N	P/S	(\$13)	P/F	(\$15)	P	(\$10)	N	
29 Computer/Business Center	Y	N	\$3	N	\$3	N	\$3	N	\$3
30 Picnic Area	Y	Y		Y		N	\$3	N	\$3
31 Playground	Y	Y		Y		Y		N	\$3
32 Social Services	N	N		N		N		N	
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33 Heat (in rent?/ type)	N/E	N/E		N/E		N/G		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/G		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/E		N/G		N/E	
37 Other Electric	N	N		N		N		N	
38 Cold Water/Sewer	Y/Y	N/N	\$41	N/N	\$41	N/N	\$41	Y/Y	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N	
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40 # Adjustments B to D		5	4	3	6	4	4	9	3
41 Sum Adjustments B to D		\$54	(\$119)	\$13	(\$168)	\$35	(\$137)	\$59	(\$91)
42 Sum Utility Adjustments		\$41		\$41		\$41			
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43 Net/ Gross Adjmts B to E		(\$24)	\$214	(\$114)	\$222	(\$61)	\$213	(\$32)	\$150
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44 Adjusted Rent (5+ 43)		\$604		\$681		\$708		\$493	
45 Adj Rent/Last rent			96%		86%		92%		94%
46 Estimated Market Rent	\$645	\$1.03							

← Estimated Market Rent/ Sq. Ft

**Rent Comparability Grid**

Unit Type →

**TWO-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>	
Springfield Apartments		Sedgefield		Charles Pointe Apts.		Bentree Apt. Homes		Sterling Apts.	
100 Springfield Circle		1300 Valparaiso Dr.		201 Millstone Rd.		200 Bentree Ln.		1100 S. Mayfair Ter.	
Darlington, SC		Florence, SC		Florence, SC		Florence, SC		Florence, SC	
<b>Subject</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
<b>A. Rents Charged</b>									
1 \$ Last Rent / Restricted?		\$674		\$895		\$799		\$650	
2 Date Surveyed		Jan-19		Jan-19		Jan-19		Jan-19	
3 Rent Concessions		None		None		None		None	
4 Occupancy for Unit Type		100%		98%		100%		94%	
5 Effective Rent & Rent/ sq. ft	▼	\$674	0.75	\$895	0.90	\$799	0.94	\$650	0.68
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6 Structure / Stories	R/1,2	WU/2		WU/3		WU/2		WU/2	
7 Yr. Built/Yr. Renovated	1980/2021	1980	\$21	2001		1982	\$19	1974/2018	\$5
8 Condition/Street Appeal	G	F	\$15	G		G		F	\$15
9 Neighborhood	G	G		G		G		G	
10 Same Market?		No	(\$101)	No	(\$134)	No	(\$120)	No	(\$98)
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11 # Bedrooms	2	2		2		2		2	
12 # Baths	1	1		2	(\$30)	1.5	(\$15)	1	
13 Unit Interior Sq. Ft.	990	900	\$18	1000	(\$2)	850	\$29	950	\$8
14 Balcony/Patio	N	Y	(\$5)	Y	(\$5)	Y	(\$5)	N	
15 AC: Central/Wall	C	C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	N/Y	N/Y		Y/Y	(\$5)	N/Y		N/N	\$10
18 Washer/Dryer	HU/L	HU/L		HU	\$5	L	\$10	L	\$10
19 Floor Coverings	V	C		C		C		C	
20 Window Coverings	B	B		B		B		B	
21 Secured Entry	N	N		N		N		N	
22 Garbage Disposal	Y	Y		Y		Y		Y	
23 Ceiling Fans/Storage	Y/N	Y/N		Y/Y	(\$5)	Y/N		N/N	\$5
<b>D Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24 Parking ( \$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	Y		Y		Y		Y	
26 Security Features	N	N		N		N		Y	(\$5)
27 Community Space	Y	N	\$5	N	\$5	Y		N	\$5
28 Pool/Recreation Areas	N	P/S	(\$13)	P/F	(\$15)	P	(\$10)	N	
29 Computer/Business Center	Y	N	\$3	N	\$3	N	\$3	N	\$3
30 Picnic Area	Y	Y		Y		N	\$3	N	\$3
31 Playground	Y	Y		Y		Y		N	\$3
32 Social Services	N	N		N		N		N	
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33 Heat (in rent?/ type)	N/E	N/E		N/E		N/G		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/G		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/E		N/G		N/E	
37 Other Electric	N	N		N		N		N	
38 Cold Water/Sewer	Y/Y	N/N	\$56	N/N	\$56	N/N	\$56	Y/Y	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N	
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40 # Adjustments B to D		5	3	3	7	5	4	10	2
41 Sum Adjustments B to D		\$62	(\$119)	\$13	(\$196)	\$64	(\$150)	\$67	(\$103)
42 Sum Utility Adjustments		\$56		\$56		\$56			
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43 Net/ Gross Adjmts B to E		(\$1)	\$237	(\$127)	\$265	(\$30)	\$270	(\$36)	\$170
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44 Adjusted Rent (5+ 43)		\$673		\$768		\$769		\$614	
45 Adj Rent/Last rent			100%		86%		96%		94%
46 Estimated Market Rent	\$720	\$0.73							

← Estimated Market Rent/ Sq. Ft

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

Based on the preceding Rent Comparability Grids, it was determined that the current achievable market rents for units similar to the subject development are \$645 for a one-bedroom unit and \$720 for a two-bedroom unit.

Note that we have provided two market-rent advantage analyses for the purposes of this report. The first analysis compares the achievable market rent with the *average current tenant-paid rent* per subsidized bedroom type, assuming that the subsidy is retained on the majority of units as proposed and all current tenants continue to reside at the project post LIHTC renovations. The second analysis compares the achievable market rents with the proposed/programmatic Tax Credit rents in the unlikely event the subject project lost its subsidy and *solely* operated as a LIHTC development.

Market Rent Advantage – Current Rents

Per SCSHFDA methodology, for existing projects that offer a project-based subsidy, the subject’s market rent advantage should be calculated utilizing current tenant-paid rents to represent the “true” value the available subsidy represents to low-income households, relative to comparable unrestricted market-rate product. Based on the project’s current rent roll, as illustrated in *Addendum D* of this report, the average tenant-paid rent at the subject project is \$261 for a one-bedroom unit and \$283 for a two-bedroom unit. The following table illustrates the subject project’s market-rent advantage, assuming the current average tenant-paid rents and the retention of Rental Assistance (RA) on 51 of the 72 subject units.

Bedroom Type	Current Average Tenant-Paid Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$261	\$645	59.53%
Two-Bedroom	\$283	\$720	60.69%
<b>Weighted Average</b>			<b>60.27%</b>

As the preceding illustrates, the subject’s market rent advantages range between 59.53% and 60.69%, when considering the current average tenant-paid rents and the retention of RSA on the majority of the subject units. The weighted average market rent advantage is 60.27%, which is well above the SCSHFDA threshold of 25.0%. This demonstrates that the subject project will continue to represent a significant value within the Darlington market, which is further evident by its 100.0% occupancy rate and waiting list.



### Market Rent Advantage - Proposed/Programmatic Tax Credit Rents

As previously discussed, the majority of the subject units will continue to operate with RA. Thus, the LIHTC rents evaluated throughout this report are only effective for the 21 units which do not receive RA and/or for the entire property in the unlikely event RA was lost and the property had to operate exclusively under the LIHTC guidelines. Regardless, the market rent advantages for the proposed LIHTC rents evaluated throughout this report are illustrated in the following table, for the property as a whole:

Bedroom Type	Proposed Collected Rent (AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$540 (60%)	\$645	16.28%
Two-Bedroom	\$598 (60%)	\$720	16.94%
<b>Weighted Average</b>			<b>16.70%</b>

The proposed collected Tax Credit rents represent market-rent advantages of 16.28% and 16.94% for the one- and two-bedroom units, respectively. The weighted average market rent advantage is 16.70% under this *LIHTC-only* scenario. While these are considered good market rent advantages for LIHTC product, they do fall below the SCSHFDA threshold of 25.0%. Nonetheless, the subject property will continue to operate with RA available to 51 of the 72 subject units. When considering the availability of this project-based subsidy, the subject project will continue to represent a significant value within the Darlington market and has a weighted average market rent advantage well above the SCSHFDA threshold, as detailed earlier in this section.

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

1. Rents for each property are reported as collected rents. This is the actual rent paid by tenants and does not consider tenant-paid utilities. The rent reported is typical and does not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. Renovations are expected to be complete in 2021. As such, the subject project will have an effective age of a property built in 2001, which is a simple average of the subject's original year built and anticipated renovation completion date. The selected properties were built between 1974 and 2001, with the oldest property undergoing renovations in 2018. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the subject project will have a good quality finish and condition following renovations. We have made adjustments for those properties that we consider having an inferior quality to the subject development.
10. As detailed earlier, the Darlington market offers a very limited supply of conventional market-rate rental product. Thus, all four of the comparable market-rate properties are located outside the Site PMA in the nearby Florence, South Carolina area.

Although nearby, the Florence area is considered superior to the Darlington market in terms of total population, median household income, median gross rent, and services/housing options available. Thus, we have applied a negative adjustment of 15% to each of the comparable market-rate properties to account for out-of-market differences between the Darlington and Florence markets. This adjustment is based on American Community Survey (ACS) data.

12. The number of bathrooms offered at each of the selected properties varies. We have made adjustments to reflect the difference in the number of bathrooms offered at the site and the number offered by the competitive properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar bases, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package which is relatively similar to the selected properties. We have, however, made adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the selected properties do not offer.



24.-32. The subject project offers a slightly inferior project amenities package as compared to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.

33.-39. We have made adjustments to reflect the differences between the subject project's and the selected properties' utility responsibility, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

## **8. AFFORDABLE HOUSING IMPACT**

As detailed earlier in this section, a total of three comparable LIHTC properties were identified and surveyed within the Darlington market. The anticipated occupancy rates of the existing comparable non-subsidized Tax Credit developments during the first year of occupancy at the subject project following renovations are summarized as follows:

<b>Map I.D.</b>	<b>Project Name</b>	<b>Current Occupancy Rate</b>	<b>Anticipated Occupancy Rate Through 2021</b>
3	Darlington Lofts	100.0%	95.0% +
6	Pecan Grove	100.0%	95.0% +
7	Autumn Run	100.0%	95.0% +

All three comparable LIHTC projects are 100.0% occupied and maintain waiting lists for their next available units. Considering the strong demand for such product in this market, we do not anticipate the subject project having any adverse impact on future occupancy rates among these properties. This is particularly true considering the subject project will involve the renovation of an existing property which is currently 100.0% occupied and that the subject property will continue to provide Rental Assistance (RA) to 51 of the 72 subject units. The availability of RA will diminish the competitive overlap between the subject project and the comparable non-subsidized LIHTC properties.

## **9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)**

According to ESRI, the median home value within the Site PMA was \$91,497. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$91,497 home is \$551, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$91,497
Mortgaged Value = 95% of Median Home Price	\$86,922
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$440
Estimated Taxes and Insurance*	\$110
Estimated Monthly Mortgage Payment	\$551

\*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents for the subject property range from \$540 to \$598 per month. While some potential tenants of the subject project may be able to afford the cost of a typical monthly mortgage in this market, the number that could also afford the down payment, routine maintenance/repair costs, and/or utility costs is considered minimal. This is particularly true when considering the retention of RA on the majority of the subject units. Thus, we do not anticipate any competitive overlap between the subject project and the homebuyer market within the Darlington Site PMA.

## 10. HOUSING VOIDS

Based on the findings of this report, affordable rental product is in high demand within the Darlington Site PMA, as all such product surveyed is 100.0% occupied. This includes the existing subject project and the three comparable non-subsidized LIHTC properties. The subject project and comparable properties also maintain waiting lists for their next available units. Therefore, the subject project will continue to provide an affordable rental housing alternative to low-income households within the Site PMA.

## I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals regarding the need for affordable housing within the Site PMA.

- Lisa Rock, Director of Planning and Economic Development for the City of Darlington, stated that there is a need for affordable housing in Darlington. Ms. Rock explained that many people try to find housing in Darlington due to the higher cost of living in surrounding areas such as Florence. *Phone Number: (843)-398-4000 Ext. 103*
- Tracy Young, Site Manager for the subject property Springfield Apartments, stated that there is a need affordable housing in the Darlington area. According to Ms. Young, while there are various rental options around the city, many individuals still cannot afford the rent at these properties. Further, most affordable rental properties in the area maintain high occupancy rates and/or waiting lists, further evidence of the strong demand for affordable rental product in the area. *Phone Number: (843)-393-7521*
- Frank Willis, Executive Director of the Darlington County Economic Development Partnership, stated that there is always a need for affordable housing for families in the county. Mr. Willis stated that he sees many young families wanting to upgrade from their current living situations. *Phone Number: (843)-413-3210*

## J. Recommendations

The subject project is located in a developed and good quality residential neighborhood conducive to affordable multifamily rental product. This is further evident by the 100.0% occupancy rate reported at the subject site, as well as the neighboring Palmetto Apartments.

Affordable rental product is clearly in high demand within the Darlington Site PMA, as evident by the 100.0% occupancy rates and waiting lists reported among the affordable properties surveyed, including the subject site. Following renovations, the subject project will retain Rental Assistance (RA) on 51 of the 72 subject units. The subject's non-subsidized Tax Credit rents are also considered appropriate and competitive within the Darlington market. The availability of RA and competitive non-subsidized rents will ensure the subject project remains a significant value and is affordable to low-income renters within the Site PMA.

A sufficient base of income-appropriate renter support will continue to exist in the Darlington market for the subject project, assuming the retention of RA. This is evident by the subject's overall capture rate of 8.3%. In the unlikely event RA was lost and the property had to operate *exclusively* under the LIHTC guidelines, a limited base of support would exist for the property to operate at the proposed rent levels evaluated throughout this report. This is illustrated by the overall capture rate of nearly 64.0% in this unlikely scenario.

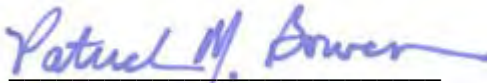
Regardless, the subject project will retain RA on all 51 units currently receiving this subsidy and a sufficient base of support will continue to exist for both the RA and non-RA units at the property post renovations. Most, if not all, current tenants are expected to continue to income-qualify and remain at the property post renovations. Thus, there will effectively be no absorption period for the subject project.

Based on the preceding factors and considering that the proposed renovations will not add any new units to the Darlington market, we do not anticipate the subject project having any adverse impact on other existing affordable rental properties in the market. We have no recommendations to the subject project at this time.

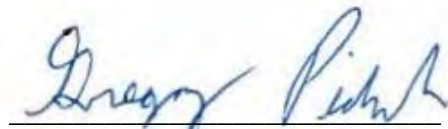
## K. Signed Statement Requirement

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

Certified:



Patrick M. Bowen  
President/Market Analyst  
Bowen National Research  
155 E. Columbus St., Suite 220  
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[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: February 26, 2019



Gregory Piduch  
Market Analyst  
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Date: February 26, 2019



Craig Rupert  
Market Analyst  
[craigr@bowennational.com](mailto:craigr@bowennational.com)  
Date: February 26, 2019

## L. Qualifications

### The Company

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

### Company Leadership

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

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

### Market Analysts

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

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

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

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

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

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

**Jude Warner**, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Warner received his Bachelor's Degree in Marketing from St. Mary's University of Minnesota.

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

**Faysal Ahmed**, Market Analyst, has a background in multifamily property management. This experience has provided him with inside knowledge of the day-to-day operations of rental housing. Mr. Ahmed holds a Bachelor of Public Affairs from The Ohio State University and a Master of Science in Applied Economics from Southern New Hampshire University.

**Zachary Seaman**, Market Analyst, has experience in the property management industry and has managed a variety of rental housing types. He has the ability to analyze market and economic trends and conditions, as well as to assess a proposed site's ability to perform successfully in the market.

### **Research Staff**

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

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

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

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



## M. Methodologies, Disclaimers & Sources

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

### 1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

## **2. REPORT LIMITATIONS**

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

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

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

## **3. SOURCES**

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

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

## ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

### DARLINGTON, SOUTH CAROLINA

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

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

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

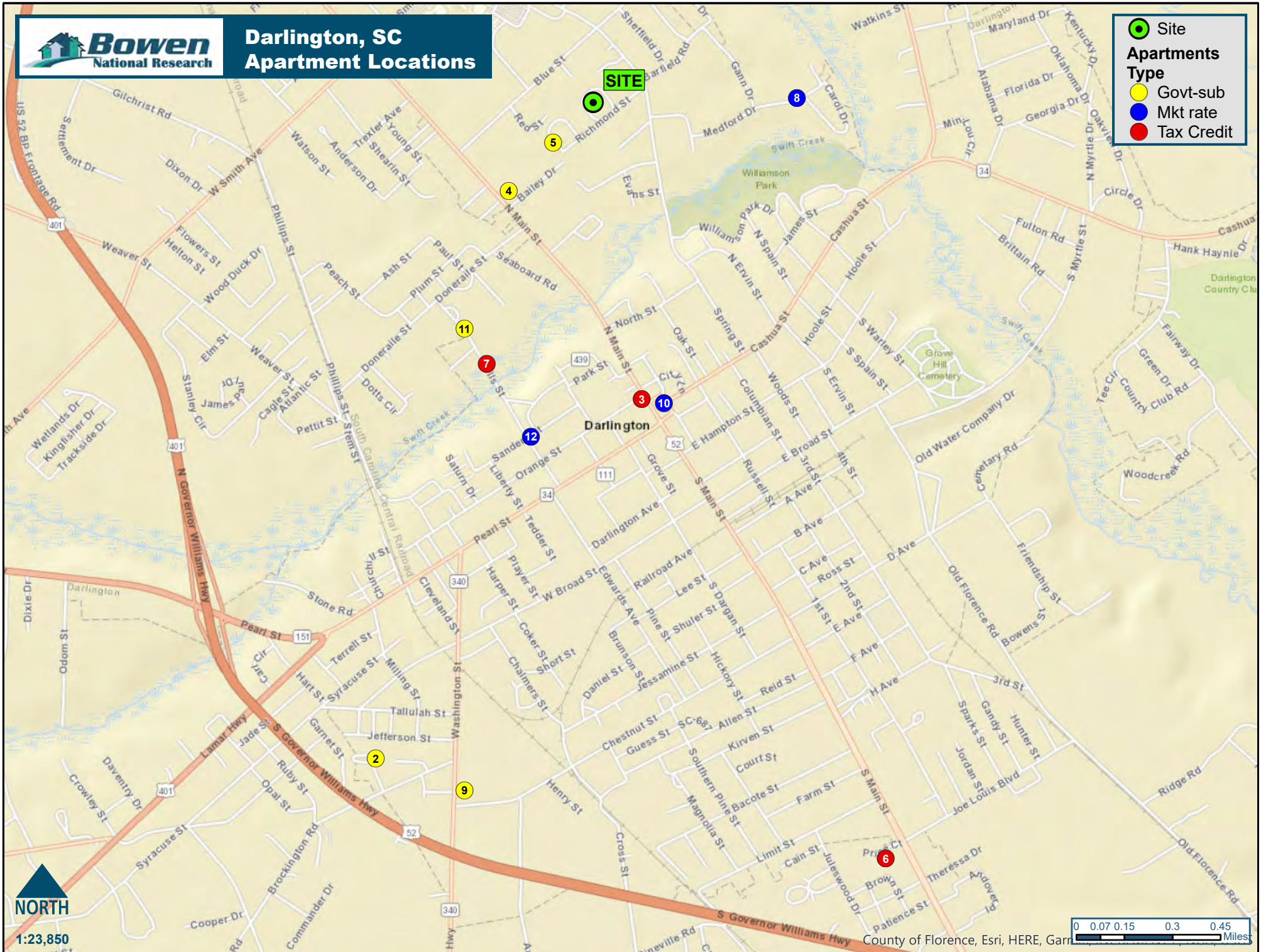
- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

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



# Darlington, SC Apartment Locations

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



1:23,850



County of Florence, Esri, HERE, Garmin

# MAP IDENTIFICATION LIST - DARLINGTON, SOUTH CAROLINA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Springfield Apts. (Site)	TGS	B+	1980	72	0	100.0%	-
2	Brockington Heights	GSS	C-	1970	50	0	100.0%	2.7
3	Darlington Lofts	TAX	B	1900	28	0	100.0%	1.2
4	Indian Creek	GSS	B-	1984	50	0	100.0%	1.0
5	Palmetto Apts.	GSS	B	1984	50	0	100.0%	0.3
6	Pecan Grove	TAX	B	2007	32	0	100.0%	2.5
7	Autumn Run	TAX	B+	2004	40	0	100.0%	1.6
8	Creekside Apts.	MRR	B+	1971	0	0	U/C	0.7
9	Washington Square	GSS	B-	1989	40	0	100.0%	2.5
10	McLellan Manor	MRR	B	2009	7	0	100.0%	1.2
11	E.M.E Apts.	GSS	C+	1972	48	0	100.0%	1.5
12	121 Sanders St.	MRR	C+	1966	16	0	100.0%	1.5

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	3	23	0	100.0%	36
TAX	3	100	0	100.0%	0
TGS	1	72	0	100.0%	0
GSS	5	238	0	100.0%	0

Total units does not include units under construction.

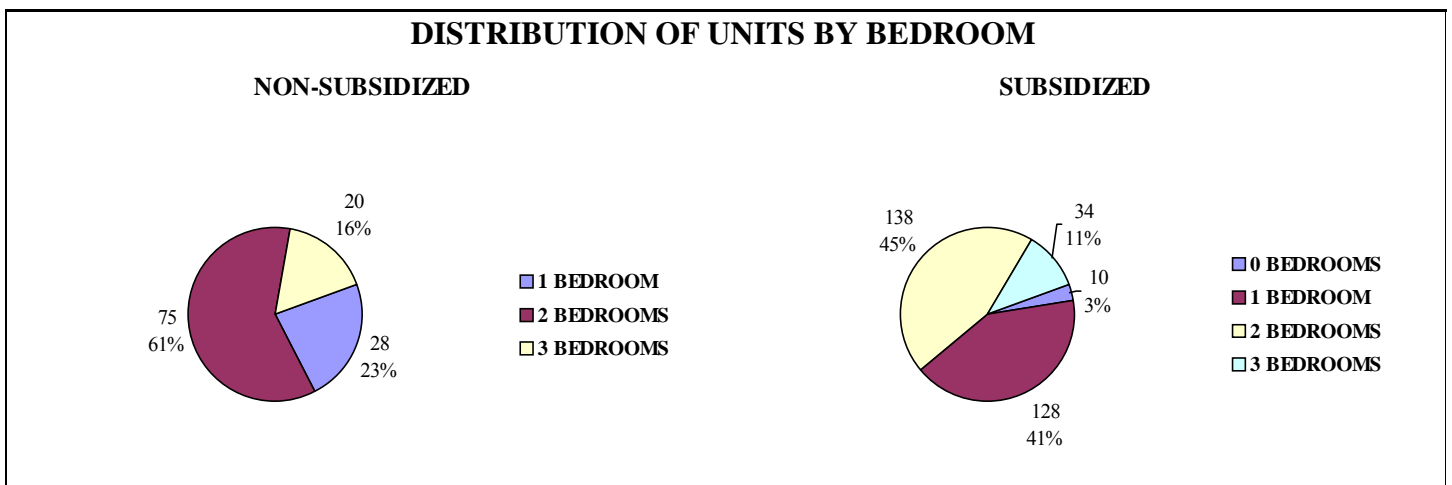
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

\* - Drive Distance (Miles)

Survey Date: February 2019

# DISTRIBUTION OF UNITS - DARLINGTON, SOUTH CAROLINA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	1	4.3%	0	0.0%	\$712
2	1	20	87.0%	0	0.0%	\$689
3	1	2	8.7%	0	0.0%	\$868
<b>TOTAL</b>		<b>23</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	
36 UNITS UNDER CONSTRUCTION						
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	27	27.0%	0	0.0%	\$561
2	1	28	28.0%	0	0.0%	\$593
2	2	27	27.0%	0	0.0%	\$684
3	2	18	18.0%	0	0.0%	\$781
<b>TOTAL</b>		<b>100</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	28	38.9%	0	0.0%	N.A.
2	1	44	61.1%	0	0.0%	N.A.
<b>TOTAL</b>		<b>72</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
0	1	10	4.2%	0	0.0%	N.A.
1	1	100	42.0%	0	0.0%	N.A.
2	1	94	39.5%	0	0.0%	N.A.
3	1	26	10.9%	0	0.0%	N.A.
3	1.5	8	3.4%	0	0.0%	N.A.
<b>TOTAL</b>		<b>238</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	
<b>GRAND TOTAL</b>		<b>433</b>	<b>-</b>	<b>0</b>	<b>0.0%</b>	





# SURVEY OF PROPERTIES - DARLINGTON, SOUTH CAROLINA

1 Springfield Apts. (Site)			
	<b>Address</b> 100 Springfield Cir. Darlington, SC 29532	<b>Phone</b> (843) 393-7521 (Contact in person)	<b>Total Units</b> 72
	<b>Year Built</b> 1980 <b>Renovated</b> 1995	<b>Contact</b> Tracy	<b>Vacancies</b> 0
	<b>Comments</b> 60% AMHI; RD 515, has RA (51 units); HCV (5 units)		<b>Occupied</b> 100.0%
			<b>Floors</b> 1,2
			<b>Quality Rating</b> B+
			<b>Waiting List</b> 12 households
2 Brockington Heights			
	<b>Address</b> 201 Saleeby Loop Darlington, SC 29532	<b>Phone</b> (843) 395-1261 (Contact in person)	<b>Total Units</b> 50
	<b>Year Built</b> 1970	<b>Contact</b> Kiarra	<b>Vacancies</b> 0
	<b>Comments</b> HUD Section 8; Washer hookup only; Random units have ceiling fans		<b>Occupied</b> 100.0%
			<b>Floors</b> 1,2
			<b>Quality Rating</b> C-
			<b>Waiting List</b> 15 households
3 Darlington Lofts			
	<b>Address</b> 107 Orange St. Darlington, SC 29532	<b>Phone</b> (843) 409-9094 (Contact in person)	<b>Total Units</b> 28
	<b>Year Built</b> 1900 <b>Renovated</b> 2007	<b>Contact</b> Helen	<b>Vacancies</b> 0
	<b>Comments</b> 50% & 60% AMHI; HCV (5 units); HOME Funds (Nine 1-br units); Adaptive reuse of historic building; Square footage estimated		<b>Occupied</b> 100.0%
			<b>Floors</b> 1,2
			<b>Quality Rating</b> B
			<b>Waiting List</b> 10 households
4 Indian Creek			
	<b>Address</b> 415 N. Main St. Darlington, SC 29532	<b>Phone</b> (843) 393-6391 (Contact in person)	<b>Total Units</b> 50
	<b>Year Built</b> 1984	<b>Contact</b> Barbara	<b>Vacancies</b> 0
	<b>Comments</b> HUD Section 8		<b>Occupied</b> 100.0%
			<b>Floors</b> 1
			<b>Quality Rating</b> B-
			<b>Waiting List</b> 87 households
5 Palmetto Apts.			
	<b>Address</b> 200 Palmetto Cir. Darlington, SC 29532	<b>Phone</b> (843) 395-3133 (Contact in person)	<b>Total Units</b> 50
	<b>Year Built</b> 1984	<b>Contact</b> Thelma	<b>Vacancies</b> 0
	<b>Comments</b> RD 515, has RA (49 units)		<b>Occupied</b> 100.0%
			<b>Floors</b> 1
			<b>Quality Rating</b> B
			<b>Waiting List</b> 2-br: 2 households

### Project Type

<span style="color: blue;">■</span>	Market-rate
<span style="color: cyan;">■</span>	Market-rate/Tax Credit
<span style="color: pink;">■</span>	Market-rate/Government-subsidized
<span style="color: purple;">■</span>	Market-rate/Tax Credit/Government-subsidized
<span style="color: red;">■</span>	Tax Credit
<span style="color: orange;">■</span>	Tax Credit/Government-subsidized
<span style="color: yellow;">■</span>	Government-subsidized

Survey Date: February 2019

# SURVEY OF PROPERTIES - DARLINGTON, SOUTH CAROLINA



6 Pecan Grove			
	<b>Address</b> 1218 S. Main St. Darlington, SC 29532	<b>Phone</b> (843) 393-3009 (Contact in person)	<b>Total Units</b> 32
	<b>Year Built</b> 2007	<b>Contact</b> Denise	<b>Vacancies</b> 0
	<b>Comments</b> 50% & 60% AMHI; HCV (8 units); HOME Funds (7 units); Square footage estimated by mgmt.		<b>Occupied</b> 100.0%
			<b>Floors</b> 1
			<b>Quality Rating</b> B
			<b>Waiting List</b> 9 households
7 Autumn Run			
	<b>Address</b> 405 Wells St. Darlington, SC 29532	<b>Phone</b> (843) 398-1981 (Contact in person)	<b>Total Units</b> 40
	<b>Year Built</b> 2004	<b>Contact</b> Tracy	<b>Vacancies</b> 0
	<b>Comments</b> 50% & 60% AMHI; HCV (6 units); HOME Funds (20 units)		<b>Occupied</b> 100.0%
			<b>Floors</b> 2
			<b>Quality Rating</b> B+
			<b>Waiting List</b> 10 households
8 Creekside Apts.			
	<b>Address</b> 710 Cashua St. Darlington, SC 29532	<b>Phone</b> (843) 395-2434 (Contact in person)	<b>Total Units</b> 0
	<b>Year Built</b> 1971 <b>Renovated</b> 2018	<b>Contact</b> Billy	<b>Vacancies</b> 0
	<b>Comments</b> 36 units UC, expect completion 2/2019; Adaptive reuse, old apartment building; Square footage estimated		<b>Occupied</b> 0
			<b>Floors</b> 2
			<b>Quality Rating</b> B+
			<b>Waiting List</b> None
9 Washington Square			
	<b>Address</b> 600 Washington St Darlington, SC 29532	<b>Phone</b> (843) 393-8067 (Contact in person)	<b>Total Units</b> 40
	<b>Year Built</b> 1989	<b>Contact</b> Rujone	<b>Vacancies</b> 0
	<b>Comments</b> HUD Sections 8; HUD Section 202		<b>Occupied</b> 100.0%
			<b>Floors</b> 1
			<b>Quality Rating</b> B-
			<b>Senior Restricted (62+)</b> <b>Waiting List</b> Yes
10 McLellan Manor			
	<b>Address</b> 20 Public Sq. Darlington, SC 29532	<b>Phone</b> (843) 409-9094 (Contact in person)	<b>Total Units</b> 7
	<b>Year Built</b> 2009	<b>Contact</b> Helen	<b>Vacancies</b> 0
	<b>Comments</b> HCV (0 currently); Renovated with Historic Tax Credits, units income restricted to 80% AMHI		<b>Occupied</b> 100.0%
			<b>Floors</b> 2
			<b>Quality Rating</b> B
			<b>Waiting List</b> 5 households

### Project Type

<span style="color: blue;">■</span>	Market-rate
<span style="color: cyan;">■</span>	Market-rate/Tax Credit
<span style="color: pink;">■</span>	Market-rate/Government-subsidized
<span style="color: purple;">■</span>	Market-rate/Tax Credit/Government-subsidized
<span style="color: red;">■</span>	Tax Credit
<span style="color: orange;">■</span>	Tax Credit/Government-subsidized
<span style="color: yellow;">■</span>	Government-subsidized

Survey Date: February 2019

# SURVEY OF PROPERTIES - DARLINGTON, SOUTH CAROLINA

11 E.M.E Apts.			
	<b>Address</b> 411 Wells St. Darlington, SC 29532 <b>Year Built</b> 1972 <b>Comments</b> HUD Section 8	<b>Phone</b> (843) 393-5112 (Contact in person) <b>Contact</b> Betty	<b>Total Units</b> 48 <b>Vacancies</b> 0 <b>Occupied</b> 100.0% <b>Floors</b> 2 <b>Quality Rating</b> C+  <b>Waiting List</b> 6-12 months
	12 121 Sanders St.		
	<b>Address</b> 121 Sanders St. Darlington, SC 29532 <b>Year Built</b> 1966 <b>Comments</b> HCV (1 unit); Random units have ceiling fans	<b>Phone</b> (843) 395-2434 (Contact in person) <b>Contact</b> Billy	<b>Total Units</b> 16 <b>Vacancies</b> 0 <b>Occupied</b> 100.0% <b>Floors</b> 2 <b>Quality Rating</b> C+  <b>Waiting List</b> None

### Project Type

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

Survey Date: February 2019

# COLLECTED RENTS - DARLINGTON, SOUTH CAROLINA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
3		\$375 to \$490	\$531 to \$551	\$614					
6		\$375 to \$618	\$447 to \$592	\$509 to \$650					
7			\$379 to \$606	\$428 to \$689					
8									
10		\$605	\$655	\$705					
12			\$475						

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

Survey Date: February 2019

## PRICE PER SQUARE FOOT - DARLINGTON, SOUTH CAROLINA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
10	McLellan Manor	1	1000	\$712	\$0.71
3	Darlington Lofts	1	600	\$482 to \$597	\$0.80 to \$1.00
6	Pecan Grove	1	570	\$482 to \$725	\$0.85 to \$1.27
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
8	Creekside Apts.	1	850	\$1014	\$1.19
10	McLellan Manor	1	1186	\$788	\$0.66
12	121 Sanders St.	1	871	\$689	\$0.79
3	Darlington Lofts	2	820	\$664 to \$684	\$0.81 to \$0.83
6	Pecan Grove	2	700	\$580 to \$725	\$0.83 to \$1.04
7	Autumn Run	1	850	\$593 to \$820	\$0.70 to \$0.96
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
10	McLellan Manor	1	1265	\$868	\$0.69
3	Darlington Lofts	2	1100	\$777	\$0.71
6	Pecan Grove	2	837	\$672 to \$813	\$0.80 to \$0.97
7	Autumn Run	2	1000	\$703 to \$964	\$0.70 to \$0.96

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

Survey Date: February 2019

# AVERAGE GROSS RENT PER SQUARE FOOT - DARLINGTON, SOUTH CAROLINA

<b>MARKET-RATE</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.71	\$0.77	\$0.69
TOWNHOUSE	\$0.00	\$0.00	\$0.00

<b>TAX CREDIT (NON-SUBSIDIZED)</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.98	\$0.86	\$0.85
TOWNHOUSE	\$0.00	\$0.00	\$0.00

<b>COMBINED</b>			
<b>UNIT TYPE</b>	<b>ONE-BR</b>	<b>TWO-BR</b>	<b>THREE-BR</b>
GARDEN	\$0.97	\$0.83	\$0.84
TOWNHOUSE	\$0.00	\$0.00	\$0.00

# TAX CREDIT UNITS - DARLINGTON, SOUTH CAROLINA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
6	Pecan Grove	2	570	1	50%	\$375
3	Darlington Lofts	9	600	1	50%	\$375
6	Pecan Grove	4	570	1	50%	\$454
3	Darlington Lofts	6	600	1	60%	\$490
1	Springfield Apts. (Site)	28	624	1	60%	\$549 - \$640
6	Pecan Grove	6	570	1	60%	\$618
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
7	Autumn Run	14	850	1	50%	\$379
6	Pecan Grove	4	700	2	50%	\$447
7	Autumn Run	4	850	1	50%	\$474
3	Darlington Lofts	8	820	2	50%	\$531
3	Darlington Lofts	4	820	2	60%	\$551
1	Springfield Apts. (Site)	44	990	1	60%	\$572 - \$710
6	Pecan Grove	7	700	2	60%	\$585
6	Pecan Grove	4	700	2	50%	\$592
7	Autumn Run	10	850	1	60%	\$606
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
7	Autumn Run	6	1000	2	50%	\$428
6	Pecan Grove	1	837	2	50%	\$509
3	Darlington Lofts	1	1100	2	60%	\$614
6	Pecan Grove	1	837	2	50%	\$618
6	Pecan Grove	3	837	2	60%	\$650
7	Autumn Run	6	1000	2	60%	\$689

# QUALITY RATING - DARLINGTON, SOUTH CAROLINA

## MARKET-RATE PROJECTS AND UNITS

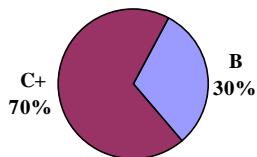
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
B	1	7	0.0%		\$712	\$788	\$868	
C+	1	16	0.0%			\$689		

## TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

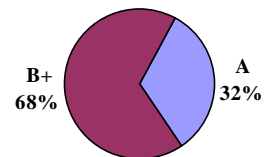
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	1	32	0.0%		\$561	\$718	\$813	
B+	2	68	0.0%		\$482	\$664	\$777	

## DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS





## YEAR BUILT - DARLINGTON, SOUTH CAROLINA \*

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	2	44	0	0.0%	44	35.8%
1970 to 1979	0	0	0	0.0%	44	0.0%
1980 to 1989	0	0	0	0.0%	44	0.0%
1990 to 1999	0	0	0	0.0%	44	0.0%
2000 to 2005	1	40	0	0.0%	84	32.5%
2006 to 2010	2	39	0	0.0%	123	31.7%
2011	0	0	0	0.0%	123	0.0%
2012	0	0	0	0.0%	123	0.0%
2013	0	0	0	0.0%	123	0.0%
2014	0	0	0	0.0%	123	0.0%
2015	0	0	0	0.0%	123	0.0%
2016	0	0	0	0.0%	123	0.0%
2017	0	0	0	0.0%	123	0.0%
2018**	0	0	0	0.0%	123	0.0%
<b>TOTAL</b>	<b>5</b>	<b>123</b>	<b>0</b>	<b>0.0%</b>	<b>123</b>	<b>100.0 %</b>

## YEAR RENOVATED - DARLINGTON, SOUTH CAROLINA \*

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	0	0	0	0.0%	0	0.0%
2000 to 2005	0	0	0	0.0%	0	0.0%
2006 to 2010	1	28	0	0.0%	28	100.0%
2011	0	0	0	0.0%	28	0.0%
2012	0	0	0	0.0%	28	0.0%
2013	0	0	0	0.0%	28	0.0%
2014	0	0	0	0.0%	28	0.0%
2015	0	0	0	0.0%	28	0.0%
2016	0	0	0	0.0%	28	0.0%
2017	0	0	0	0.0%	28	0.0%
2018**	0	0	0	0.0%	28	0.0%
<b>TOTAL</b>	<b>1</b>	<b>28</b>	<b>0</b>	<b>0.0%</b>	<b>28</b>	<b>100.0 %</b>

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

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

\*\* As of February 2019

## APPLIANCES AND UNIT AMENITIES - DARLINGTON, SOUTH CAROLINA

<b>APPLIANCES</b>			
<b>APPLIANCE</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS*</b>
RANGE	6	100.0%	123
REFRIGERATOR	6	100.0%	123
ICEMAKER	3	50.0%	100
DISHWASHER	5	83.3%	107
DISPOSAL	4	66.7%	100
MICROWAVE	4	66.7%	100
<b>UNIT AMENITIES</b>			
<b>AMENITY</b>	<b>PROJECTS</b>	<b>PERCENT</b>	<b>UNITS*</b>
AC - CENTRAL	6	100.0%	123
AC - WINDOW	0	0.0%	
FLOOR COVERING	6	100.0%	123
WASHER/DRYER	1	16.7%	0
WASHER/DRYER HOOK-UP	5	83.3%	107
PATIO/DECK/BALCONY	1	16.7%	32
CEILING FAN	6	100.0%	123
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	6	100.0%	123
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	0	0.0%	

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

## PROJECT AMENITIES - DARLINGTON, SOUTH CAROLINA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	0	0.0%	
ON-SITE MANAGEMENT	4	66.7%	107
LAUNDRY	3	50.0%	100
CLUB HOUSE	0	0.0%	
MEETING ROOM	3	50.0%	100
FITNESS CENTER	1	16.7%	32
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	3	50.0%	100
COMPUTER LAB	2	33.3%	60
SPORTS COURT	0	0.0%	
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	0	0.0%	
SECURITY GATE	0	0.0%	
BUSINESS CENTER	1	16.7%	28
CAR WASH AREA	0	0.0%	
PICNIC AREA	1	16.7%	32
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	0	0.0%	

# DISTRIBUTION OF UTILITIES - DARLINGTON, SOUTH CAROLINA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
<b>HEAT</b>			
LANDLORD			
ELECTRIC	1	40	9.2%
TENANT			
ELECTRIC	10	343	79.2%
GAS	1	50	11.5%
			100.0%
<b>COOKING FUEL</b>			
LANDLORD			
ELECTRIC	1	40	9.2%
TENANT			
ELECTRIC	10	343	79.2%
GAS	1	50	11.5%
			100.0%
<b>HOT WATER</b>			
LANDLORD			
ELECTRIC	1	40	9.2%
TENANT			
ELECTRIC	10	343	79.2%
GAS	1	50	11.5%
			100.0%
<b>ELECTRIC</b>			
LANDLORD	1	40	9.2%
TENANT	11	393	90.8%
			100.0%
<b>WATER</b>			
LANDLORD	7	255	58.9%
TENANT	5	178	41.1%
			100.0%
<b>SEWER</b>			
LANDLORD	7	255	58.9%
TENANT	5	178	41.1%
<b>TRASH PICK-UP</b>			
LANDLORD	7	255	58.9%
TENANT	5	178	41.1%
			100.0%

# UTILITY ALLOWANCE - DARLINGTON, SOUTH CAROLINA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$26	\$19		\$37	\$11	\$13	\$4	\$6	\$51	\$13	\$16	\$25	\$20
1	GARDEN	\$30	\$24		\$45	\$15	\$20	\$5	\$7	\$56	\$16	\$25	\$25	\$20
1	TOWNHOUSE	\$30	\$24		\$45	\$15	\$20	\$5	\$7	\$56	\$16	\$25	\$25	\$20
2	GARDEN	\$33	\$31		\$54	\$19	\$27	\$6	\$9	\$66	\$22	\$34	\$25	\$20
2	TOWNHOUSE	\$33	\$31		\$54	\$19	\$27	\$6	\$9	\$66	\$22	\$34	\$25	\$20
3	GARDEN	\$37	\$37		\$63	\$25	\$41	\$7	\$10	\$75	\$35	\$52	\$25	\$20
3	TOWNHOUSE	\$37	\$37		\$63	\$25	\$41	\$7	\$10	\$75	\$35	\$52	\$25	\$20
4	GARDEN	\$41	\$44		\$74	\$33	\$57	\$8	\$12	\$82	\$47	\$70	\$25	\$20
4	TOWNHOUSE	\$41	\$44		\$74	\$33	\$57	\$8	\$12	\$82	\$47	\$70	\$25	\$20

SC-Darlington (6/2018) Fees

Survey Date: February 2019

A-18

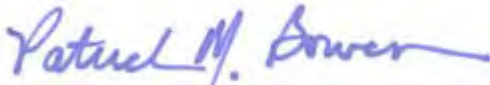


## Addendum B – Member Certification & Checklist


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

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

Certified:



Patrick M. Bowen  
President  
[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: February 26, 2019



Craig Rupert  
Market Analyst  
[craigr@bowennational.com](mailto:craigr@bowennational.com)  
Date: February 26, 2019

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

## ADDENDUM-MARKET STUDY INDEX

### A. INTRODUCTION

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

### B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

### C. CHECKLIST

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

**CHECKLIST (Continued)**

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



**CHECKLIST (Continued)**

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

ADDENDUM C:  
SCOPE OF RENOVATIONS



#	Category	A	Description of Modification	Matrix?	9%	4%	PPM	FHD	ELD	Key Words	Location	Question
6			<b>PLAYGROUND - GENERAL</b> - When border is replaced, castle-rock style border is preferred. End caps are required where openings are provided in the border. Playgrounds should be graded to allow proper drainage and the installation of mulch to meet ADA guidelines with a slope of under 2%. Grading is also required to ensure the border is not buried except at the entrance to the playground. Playground should be installed in accordance with the manufacturers recommendations and should at a minimum comply with the guidelines set forth in the latest edition of the Public Playground Safety Handbook. Pay special attention to "drop zone" distance requirements when installing new border/mulch.							Playground	Playground	
6		X	<b>PLAYGROUND</b> - Install Castle rock-style border.							Playground border	Playground	
6		X	<b>PLAYGROUND</b> - Provide 1 bench with back warning sign at each playground.							Playground bench	Playground	
6		X	<b>PLAYGROUND</b> - Provide mulch area clearances around play equipment per manufacturers recommendations/requirements. (Typically min. 6' except at swings).							Playground mulch	Playground	
6		X	Provide 1 ADA accessible grill. See site plan for location.							amenities	Site	
6		X	Provide 3 ADA accessible benches. See site plan for location.							amenities	Site	
6		X	Provide 1 regular picnic table and 1 ADA accessible picnic table. See site plan for location.							amenities	Site	
6		X	Provide accessible picnic shelter incorporated into office design.							picnic	Site	
7	<b>Landscaping:</b>	a	General Contractor responsible for regrading and seeding all construction areas, new sidewalks, pads, etc. GC also responsible for repairing damaged caused by storage containers, equipment, trucks, etc. When possible, trade worker should keep all vehicles off the grass and on paved surfaces.							General	Site	
8	<b>Signage:</b>	a	Braille signage to be provided in locations required by FHA, ADA, ANSI and UFAS.							signs	General	
8		b	Provide handicap parking signage to meet PPM specs. See Details in Plans.							signs	General	
8		X	Provide bold signage visible from the entry drive for the office / community building / laundry							signs	General	
8		X	Relocate Information Sign with Removable "Manager Name", "Address", & "Phone #" placards.							signs	General	
9	<b>Site Lighting:</b>	X	Coordinate with Local power company to upgrade site lighting to LED lights and direct bury fiberglass poles.									
10	<b>General Improvements:</b>	a	Construction documents to include unit-by-unit matrix to identify items scheduled for replacement when the SOW does not identify items to be replaced in all units.									
10		b	Seal all exterior joints and gaps with like materials.							penetrations	General	
10		c	Seal all interior and exterior wall penetrations with like material. Masonry penetrations should be sealed with mortar, not caulk.							penetrations	General	
10		d	Provide upgrades to handicap units, office, community room, laundry room and other public spaces per 504 transition plan (attached), Unit layouts, UFAS, ANSI, ADA, and other applicable building codes.							504	General	
10		e	Attics and crawl spaces must be free of foreign materials, including furniture, lumber and plywood, paint buckets, fallen insulation, building materials, etc.							attic access	General	
10		X	Provide new office/community building/Laundry per plans.							office	Office	
11	<b>Masonry:</b>	a	Replace damaged/missing brick and point up all missing/damaged mortar including utility and venting penetrations per budget allowance.							brick	General	
12	<b>Metals:</b>	a	Provide new UFAS compliant metal hand rails at all staircases. Guard rails are required where the drop off will exceed 30". Handrails at steps are only required where there are two or more steps.							504 stairs rails	Breezeways site	
12		c	All metal handrails on site must be or look new and be safe and secure as intended.							rails	Site	
12		d	Metal plates with drop off protection are required along sidewalks where concrete is designed to allowed drainage under the sidewalk. Pipes are not allowed unless connected to catch basins.							drainage metal plat	Site	
12		e	Where applicable provide cane detection at all breezeway stairs and any other location where protruding objects cannot be eliminated.							cane detection	Breezeways	
12		X	Replace handrails and install guard rails on [6] sets of stairs in Breezeway. Install Cane Detectable barriers under [6] sets of steps. Rails must be UFAS Compliant with looped extensions at the top and bottom.								Breezeways	
13	<b>Carpentry:</b>	a	Where siding, break metal, windows, or roofs are being replaced, inspect for and replace damaged wood trim, exterior sheathing as necessary.							rotten wood	General	
13		b	Frame new walls per plans and around new doors and windows.								General	
13		c	Provide new trim at all new walls and doors.							trim	General	
13		d	Provide new chair rail (Door knob height) with backer board and baseboard (min 5-1/4) in office and where applicable the community room.							chair rail	Office	
13		e	Where accordion doors are removed, provide framing/sheetrock to allow for installation of pre-hung hinged doors.							accordion	closet	
13		f	Provide finished appearance behind and under ALL Refrigerators & Ranges including painted base, painted shoe molding, painted walls. Where floor covering is replaced, floor covering must extend under refrigerators and ranges. Exceptions: Baseboards can be eliminated behind ranges where clearance is required to allow range to fit tight against the wall. Shoe molding only will be required in this location. <b>DUPICATED IN FLOORING</b>							trim	Kitchen	
13		g	Closet shelving and rods to be or look new. Replace warped shelving where necessary. <b>(SEE MATRIX)</b>	MATRIX						shelving	closet	
13		h	Provide framing and sheetrock for installation of new wall-hung HVAC air handlers. Return grills on Electric air handlers shall be mounted a min of 24" AFF.							HVAC	Mechanical Room	
13		i	Closet shelving in accessible units should be easily adjustable to a height of no higher than 48" AFF.							504 shelving	Accessible units	
13		j	Provide new quarter round at all locations where new flooring is installed. All tubs must have caulk against adjoining flooring products. Provide clean caulk joint not to exceed 1/4".							trim	General	
13		k	Eliminate drop soffit in office if kitchen is being remodeled.									
14	<b>Insulation:</b>	a	Inspect attic insulation and upgrade to <b>R-38 to meet SC QAP</b>							insulation	Attic	
14		b	Certification and tape measure to be in place at each attic access.							insulation	Attic	
14		c	Smoke wall damage should be assessed and repaired as needed within allowance. (Duplicated in Roofing Drywall)							smoke wall	Attic	
15	<b>Roofing:</b>	a	Provide new 30-year antifungal architectural asphalt fiberglass roof shingle system per matrix. Where roofs are replaced, installation of new min 15# underlayment/felt paper is required. <b>(ALL BUILDINGS)</b>	MATRIX								
15		b	<b>Where new roofs are being installed</b> remove all existing roof shingles, roof edges and accessories. Attic vents are to be eliminated, sheeted, and shingled over. Ridge vents are to be installed in lieu of attic vents. Ridge vent installation may require cutting of the existing sheeting. Contractor is responsible to ensure soffits are venting as intended in conjunction with the ridge vents. All galvanized step flashing must be replaced with aluminum flashing. All exposed flashing must be painted black to match the shingles.									
15		c	Where roofs are replaced, provide new aluminum roof edge trim on all facia/rakes. Replace all roof accessories, vents, pipe boots, stacks, aluminum step flashing at gable sidewall roof conditions, etc.									
15		d	Where roofs are replaced, provide aluminum valley flashing at all roof valleys.									
15		e	Provide ice shield where needed along drip lines and up gable connections.									
15		f	All existing and new roof vent covers or stacks must be painted to match roof color.									
15		g	Repair existing attic draft stops between every other unit where needed [duplicated in Insulation & Drywall].									
15		h	Provide roofing/shingles at all new site amenities (IE: Mail shelter(s), Picnic Shelter(s), etc.)									
15		i	Where Shingles are replaced, old shingles must be removed. Overlayment is not allowable.									
15		j	Diverters are required on new and existing roofs when gutters are not provided in all locations over sidewalks, doors, HVAC equipment (if the condenser is in the drip line), and bay windows.									
15		k	Where gutters are provided, insure existing splash blocks, or piping from downspouts is adequate. Install new splash blocks and/or piping to divert water and prevent erosion where necessary. Corrugated piping is not preferred.									
15		X	Provide new 5" aluminum seamless gutters and 3x5 downspouts - 1 Story Buildings (include splash blocks)									
15		X	Provide new 6" aluminum seamless gutters and 4x6 downspouts - 2 Story Buildings (include splash blocks)									
16	<b>Siding:</b>	a	<b>SIDING GENERAL</b> - Where siding is replaced, Install 'J' boxes for all electrical boxes, disconnect boxes or surface mounted devices on siding. If larger than pre-manufactured 'J' box, plywood panel wrapped with coil stock and 'J' mold at perimeter is acceptable. Where standard 'J' boxes are not available, the devices shall be fully flashed, caulked and water-proofed.									
16		b	If provided, replace gable wall vents where siding is being replaced.									
16		c	Where siding is being replaced, color selections including trim metal, corners, etc. should be pre-selected by owner.									
16		d	Provide new siding with shake accents and vinyl soffit for all newly constructed site amenities.									
16		e	Replace dryer vent caps as needed. Louvered caps are discouraged.									
16		X	<b>SHUTTERS</b> - Install new solid shutters at current locations. (Shutters should match window length)									
17	<b>Doors:</b>	a	<b>DOORS GENERAL</b> - When exterior doors are replaced, 1/2" thresholds are always preferred. When all doors are replaced, 2-panel doors are preferred. When doors are being replaced in part, doors should match the existing design.							Doors		
17		c	Replace front exterior entry doors/frame/trim with new insulated <b>(2 Panel or 6 Panel)</b> metal door units. Use rot proof brick molding and jambs. 1/2" threshold required for all new doors. <b>(SEE MATRIX)</b>	MATRIX								
17		d	Replace rear exterior entry doors/frame/trim with new insulated <b>(2 Panel or 6 Panel)</b> metal door units. Use rot proof brick molding and jambs. 1/2" threshold required for all new doors. <b>(SEE MATRIX)</b>	MATRIX								
17		e	Replace front storm doors per unit matrix. All new storm doors require accessible hardware.							storm doors		
17		f	Replace rear storm doors per unit matrix. All new storm doors require accessible hardware.							storm doors		
17		g	Replace exterior storage room/mechanical room doors/frame/trim with new insulated <b>(2 Panel or 6 Panel)</b> metal door units. Use rot proof brick molding and jambs. 1/2" threshold required for all new doors. <b>(SEE MATRIX)</b>	MATRIX								
17		h	Replace all bi-fold and accordion doors with hinged doors.							accordion		
17		i	If the existing storm door is not scheduled to be replaced but the entry door is scheduled to be replaced, the contractor will remove and re-installed to accommodate exterior door replacement.							storm doors		
17		l	Replace office/community room storm door(s) front and rear with full-view glass storm doors with accessible hardware. Gas shocks at the top and bottom of these storm doors are required. A minimum 32" clearance must be maintained.									
17		j	Existing exterior storage room door at UFAS units shall be minimum of 2'10" with offset hinges or not exceed 24" depth.							Storage doors	Storage room	



#	Category	A	Description of Modification	Matrix?	9%	4%	PPM	FHD	ELD	Key Words	Location	Question	
23		h	Paint all metal plates in concrete pathways with black enamel paint. A contrasting color (Yellow) should be used to paint edge protection on metal plates.										
23		i	All new and existing roof vents and stacks shall be painted to match the roof color.										
23		j	Remove old wall/base door stops, refinish wall as necessary and paint										
23		k	Paint wall, baseboard, & shoe molding behind removable front cabinets in all accessible units										
23		l	Paint interior and exterior storage/mechanical rooms. Sheet rock repair should be anticipated. Patch and fire caulk all penetrations as required.										
23		m	Seal concrete in all exterior storage/mechanical room closets with a tinted sealer. All interior storage/mechanical closets shall have floor covering.							Seal	Mechanical Room		
23		n	Stripe accessible parking spaces, access aisles and/or cross-walks as shown on site plan. (DUPLICATED IN ASPHALT)										
23		o	Where roofs are replaced, paint all roof accessories, vent pipes, stacks, turtle vents, rain diverters, etc. black to match shingles.										
23		x	All metal work in breezeways and on balconies/patios including exterior stairs must be properly prepared by removing rust and scale prior to priming and repainting of the existing stairs and stringers. AS-150 Anti-Slip Coating required on all treads and 2" up each riser and toe kick. SW-Industrial Enamel Marine coating required on all exterior metal railings and steps.								stairs	Breezeways	
23		x	Pressure wash and Seal Breezeways with H&C Tinted Concrete sealer.							pressure wash seal	Breezeways		
24	<b>Bath Fixtures:</b>	a	<b>TUBS</b> - Replace existing tubs and surrounds with tub and 1-piece surround. (If Bath fitter style Product is used, new tub surrounds should extend to ceiling and have a tile-like design) (SEE MATRIX)	MATRIX						TUBS	Bathroom		
24		b	<b>TUBS</b> - Provide (1) 24" Horizontal grab bar in all non-accessible tubs that are replaced. [Mount at a maximum of 12" from the control wall and maximum of 24" off dry wall, 33"-36" to centerline of bar AFF. Bar diameter must be between 1-1/4" and 1-1/2" OD] (DUPLICATED IN ACCESSORIES)								TUBS Grab Bars	Bathroom	
24		c	<b>TUBS</b> - All new tub/shower or shower wall installations in accessible & elderly units must include new offset control valves.								TUBS	Bathroom	
24		d	Replace water closets/toilets with new comfort height fixture, 17"-19" from floor to top of seat. All toilets shall be 1.28 gallons or less per flush and be WaterSense labeled products. (Office/community room toilets are required to be elongated and have horseshoe seats per ADA) (SEE MATRIX)	MATRIX	X	X	X			toilets	Bathroom		
25	<b>Accessories:</b>	a	If applicable - Remove soap and toothbrush holder, do not replace. Patch holes as necessary.										
25		b	<b>MIRROR</b> - Provide 24"x36" frameless mirror mounted at with top edge mounted at min 74" aff. In all units. (Bottom edge no higher than 40" AFF) Use Spring type mounting hardware. Mirror must be centered over the vanity.										
25		c	<b>MEDICINE CABINET</b> - Replace and relocate medicine cabinets with new Semi-Recessed units with mirror. Accessible units require the bottom shelf of medicine cabinets to be mounted no higher than 44" AFF. See plan for new location.										
25		d	Provide UFAS compliant grab bars in accessible bathrooms at tub and water closet.										
25		e	<b>GRAB BAR</b> - Provide (1) 24" Horizontal grab bar in all non-accessible tubs that are replaced. [Mount at a maximum of 12" from the control wall and maximum of 24" off dry wall, 33"-36" to centerline of bar AFF. Bar diameter must be between 1-1/4" and 1-1/2" OD] (DUPLICATED IN BATH FIXTURES)					X					
25		f	<b>FIRE EXTINGUISHER</b> - Install Semi-recessed fire extinguisher cabinet in the (Office, Community, Laundry Rooms). Recessed boxes should have a door, but should not lock. 5 lb. min ABC Dry Chemical extinguishers are required in the office location.		X	X							
25		g	<b>FIRE EXTINGUISHER</b> - Provide 2.5lb ABC dry chemical fire extinguisher in kitchen, mounted left side of sink base at hinge side of cabinet door. Screws shall not protrude to the interior of the cabinet. [All UFAS units to have semi-recessed fire extinguisher cabinet]		X	X							
25		h	Toilet paper dispensers in the office bathroom(s) should meet both ADA and UFAS requirements. A double roll dispenser is necessary.										
25		i	<b>ACCESSORIES</b> - Replace all bathroom accessories with brushed nickel. attached (not tension) shower rod, towel bar and toilet paper dispenser. Items mounted to cabinets should not utilize screws that protrude to the interior of the cabinet.							accessories	Bathroom		
26	<b>Casework:</b>	a	<b>CABINETS</b> - Where cabinets are replaced, clean/treat with a mold/mildew blocking agent any discoloration behind cabinets and vanities once they are removed and replace any damaged/deteriorated drywall. Provide moisture resistant drywall in these wet locations where drywall patching or replacement is necessary. (DUPLICATED IN CLEANING & DRYWALL) (SEE MATRIX)	MATRIX								Kitchen Bathroom	
26		b	Cabinets in accessible units to have easily removable fronts and bottoms at kitchen sink and work space. Flooring, painting, baseboard, etc. shall be completed behind the removable fronts/bottoms. All casework in accessible units will be compliant with UFAS. At a minimum, at least one 12" minimum utensil drawer will be provided in each Accessible unit. (SEE MATRIX)	MATRIX								Accessible units	
26		b	<b>VANITY</b> - Provide decorative wooden wall-hung vanity in all accessible units and the office with cultured marble top. (Wooden skirting will cover all pipes and comply with the UFAS knee/toe space requirements) (SEE MATRIX)	MATRIX						VANITY	ccessible units office		
26		c	<b>SINK</b> - Provide shallow depth rear drain kitchen sinks in UFAS units & office per UFAS requirements. See unit matrix.	MATRIX				X				Accessible units office	
26		d	<b>CABINET HARDWARE</b> - Where cabinets are replaced, contractor to provide brushed nickel "D" loop handle hardware in kitchens and bathrooms. If cabinets are not being replaced, "D" loop hardware must be installed in all "elderly" and accessible units. (Duplicated in Hardware)	MATRIX	X		X					Kitchen	
26		e	Provide vanity cabinet and include cultured marble top. Vanities should sit flush against the side and rear walls where possible. Side splashes must be provided with vanity top replacement. (SEE MATRIX)	MATRIX								Bathroom	
26		f	Provide new kitchen cabinets with Hardwood raised paneled doors and hardwood fronts. (All Kitchen and bathroom Sink bases will be constructed of plywood) (SEE MATRIX)	MATRIX								Kitchen Bathroom	
26		g	Provide new plastic laminate countertops with rolled edge, attached backsplashes and new double bowl stainless steel sinks. (SEE MATRIX)	MATRIX								Kitchen	
26		h	Provide new vanity cabinets in bathrooms of units to match new kitchen cabinets. All vanities to be constructed with plywood boxes and hardwood raised panel fronts. (SEE MATRIX)	MATRIX								Bathroom	
26		i	In Office/community room provide open (no bottom) base cabinet at kitchen sink. A wooden skirt should provided to protect pipes and be located out of the knee space. Stoves are typically eliminated in Office kitchens, but if a stove and work space is provided, the work space in the office should be left open with a min. 29" knee height clearance and min. 30" clear width.									Office	
26		j	All cabinet and wall penetrations/holes must be professional sealed and have escutcheon rings. If skins are required, a full skin must cover the entire cabinet back.									Kitchen Bathroom	
26		k	Countertop backsplashes and vanity tops must be caulked.									Kitchen Bathroom	
26		l	Existing attic access panels shall remain, but must have operable locksets, professionally installed trim and be painted per NCHFA. (Duplicated in Other)									General	
27	<b>Appliances:</b>	a	<b>REFRIGERATORS</b> - Provide new EnergyStar refrigerators. All new refrigerator doors must swing the correct way and be level. (Minimum refrigerator sizes allowed (NC, SC): 1/2BR-14cf, 3BR-16cf, 4BR-18cf min.) (SEE MATRIX)	MATRIX						fridge	Kitchen		
27		b	<b>REFRIGERATORS</b> - Handicap units to receive UFAS & ANSI compliant side-by-side refrigerator with ice maker. (Water hooks up not currently provided but must be added) (SEE MATRIX)	MATRIX							fridge	Kitchen	
27		c	<b>RANGES</b> - Provide new self-cleaning electric range/ ovens. (SEE MATRIX)	MATRIX						range	Kitchen		
27		d	<b>RANGES</b> - Provide new self-cleaning electric range/ovens with front controls in UFAS units. (SEE MATRIX)	MATRIX						Range	Kitchen		
27		e	<b>RANGES</b> - Install anti-tip devices at all existing and new ranges secured to floor. Ensure ranges fit flush against the wall.		X	X	X			anti-tip	Kitchen		
27		f	<b>RANGES</b> - Provide metal splash guard behind all new and existing ranges.					X		splash guard	Kitchen		
27		g	<b>RANGE HOODS</b> - Provide new range hoods with hard duct to the exterior of units. Provide metal collar trim to seal all penetrations of range hood duct inside wall cabinet. Fire caulking should be neatly applied. Cabinets should be cut in a professional manner where gaps do not exceed 3/8" around pipes. (SEE MATRIX)	MATRIX	X					hood	Kitchen		
28	<b>Mini-blinds:</b>	a	Provide mini-blinds on rear entry doors that are replaced (SEE MATRIX)	MATRIX						blinds	Kitchen		
28		b	Install 2" faux min-blinds in the office including any interior window(s) between the office and community space							blinds	Office		
28		c	Where patio doors are replaced, vertical mini-blinds should be eliminated and replaced with door mounted mini-blinds. Blinds are required for door and fixed side lites. (SEE MATRIX)	MATRIX						blinds	Living Room		
28		d	Replace all mini-blinds in the " accessible units" once remodel work is completed.	MATRIX						blinds	General		
28		x	Replace existing blinds with vinyl mini-blinds at all windows and doors.							blinds	General		
29	<b>Other:</b>	a	Existing attic access panels shall remain, but must have operable locksets, professionally installed trim and be painted per NCHFA. (Duplicated in Casework)				X			attic access	General		
30	<b>Plumbing:</b>	a	<b>GENERAL PLUMBING</b> - Where new fixtures, faucets, toilets, etc. are installed, provide new braided water lines, p-traps, wax rings, and other connective devices to ensure there are no leaks. Fixtures to be WaterSense labeled products. Bathroom faucets shall be low flow 1.5/2.0 gpm. All new faucets shall be single lever or meet accessibility guidelines throughout project. Seal all interior and exterior wall penetrations with like material. Masonry penetrations should be sealed with mortar, not caulk							General	General		
30		b	<b>WATER SHUT OFF</b> - Provide or replace individual water shut off valves (quarter turn ball valves) in each unit and if needed, relocate to a tenant accessible location. Provide new access panels labeled "Water Shot Off" at each location. Mount 15" AFF and 30" CFS.							shut off valve	General		
30		c	<b>KITCHEN SINKS</b> - Replace kitchen sink (Stainless), provide new faucet (Single Lever), fittings and hook-up. Sinks are replaced with all cabinet/countertop installs. Shall depth rear drain sinks are required in all accessible units and the office. [ALL or (SEE MATRIX)]	MATRIX/AL L???						sink	Kitchen		
30		d	<b>HUB DRAIN</b> - Install Hub drain in each unit for AC condensate line and water heater pan drains. Lines should be installed using CPVC lines. Hub drains should be located adjacent to a wall and strapped securely to the wall. Drains should be routed along the walls where possible. (Where water heaters are not replaced, the existing pop-offs should be plumbed into the new hub drain if there is no existing pan/stand)							hub drain	Mechanical Room		
30		e	<b>REFRIGERATOR</b> - Provide plumbing, valve box, and hook up in each accessible unit and the office for ice maker. Piping must be in the wall and is not permitted to run through cabinetry.							fridge	Kitchen		

#	Category	A	Description of Modification	Matrix?	9%	4%	PPM	FHD	ELD	Key Words	Location	Question
30		f	<b>TOILETS</b> - Provide and install new comfort height 17"-19" water closet. Toilets shall be 1.28 gallon or less per flush and be WaterSense labeled products. New braded supply lines, wax rings, bolts & covers shall be provided. If necessary, caulk front and sides only. Toilets in accessible units and the office shall be mounted exactly 18" off adjacent wall to the centerline. (SEE MATRIX)	MATRIX						toilets	Bathroom	
30		g	<b>TUBS (Accessible)</b> - Where tubs are replaced; Offset controls are required in accessible units. Lever control valves are to be less than 12" from reach side edge and comply with applicable accessibility codes. A hand held shower with a hose min 60" length that can be used as both a fixed or hand held shower head is required. Hand held shower heads shall be mounted on an adjustable slide bar with the bottom edge no higher than 48". Full width transfer benches shall be mounted in a track to prevent movement and allow easy removal. UFAS/ANSI compliant grab bars will be provided. Wall blocking shall be installed prior to tub installation even when tubs are premanufactured and backed with plywood. Single piece fiberglass tub units should be used when possible. (SEE MATRIX)	MATRIX						504 tubs	Bathroom	
30		h	<b>TUBS GENERAL</b> - Where tubs are replaced; provide WaterSense labeled shower heads with a flow rate of 2.0 gpm. Offset controls are required in all UFAS units. Where tubs are replaced, offset control valves required in "Elderly" units. Controls are to be less than 12" from reach side edge. Tubs in accessible units shall have hand-held shower heads with slide bar mounted with the bottom edge no higher than 48". (SEE MATRIX)	MATRIX	X	X		X		TUBS	Bathroom	
30		i	<b>ROLL-IN SHOWERS</b> - Grab bars must be continuous around the entire shower to meet UFAS requirements. Both ANSI and UFAS requirements must be met. The fold down seat should be removable to comply with UFAS. Corner shelves can be utilized to break grab bars.							504 shower	Bathroom	
30		j	<b>VANITIES GENERAL</b> - Penetrations should be drilled as close to the size and location of existing plumbing supply and drain lines as possible. Escutcheon should be installed to cover penetrations in cabinets. New supply lines, faucets, p-traps, etc. are expected when new vanities are installed. Individual fixture shut off valves will be assessed and replaced as necessary with 1/4 turn ball valves. Partial skins are not allowed to cover incorrectly drilled holes. (SEE MATRIX)	MATRIX						vanity	Bathroom	
30		k	<b>WASHER BOX</b> - Provide new / Repair clothes washer valves and boxes. Existing washer connection boxes must have trim ring. Washer Boxes in all accessible units should be replaced during renovation work. (SEE MATRIX)	MATRIX						Washer box	Laundry	
30		l	<b>WATER HEATER</b> - Replace water heaters to comply with latest adopted edition of IPC for new construction. Per NCHFA design standards all electric water heaters must have an Energy Factor of at least 0.95. All Natural gas water heaters must have an Energy Factor of at least 0.61. Where new electric water heaters are installed, provide a metal pan and stand. Overflow and pop-off piping to be plumbed into pan. Pan to be plumbed into hub drain. Where water heaters are replaced, a junction box with new whip/flex conduit should be provided. Where existing pop-offs are plumbed to the exterior of the building, the new water heater pop-off should be plumbed to the exterior. Expansion Tanks - Where expansion tanks are required, they should be installed in a vertical manner with solid metallic fittings. Where this is not possible ample strapping must be provided to prevent movement. Expansion valves are acceptable in lieu of tanks. (SEE MATRIX)	MATRIX						water heater	Mechanical Room	
30		m	<b>FAUCETS</b> - Where new sinks or tubs are installed, new lever handle faucets shall be provided. Provide faucet, fitting, and hookup of bath vanities. Fixtures to be water sense labeled products. Bathroom faucets shall be low flow 1.5-2.0 gpm. (SEE MATRIX)	MATRIX								
30		x	Inspect and repair or replace damaged existing hose bibs.							hose bibs	General	
31	<b>HVAC:</b>	a	<b>HVAC GENERAL</b> - All new systems require 410-A Refrigerant. New units shall have be 15 SEER systems. Replacement of line sets is mandatory for all new equipment. All refrigerant lines must have new or like new pipe insulation. Line sets that are routed through an interior room shall be strapped to the wall and protected by a wooden chase. Line sets shall be located along the floor when possible and not routed across an open space or up a wall on an angle. All new condenser units shall receive a level pad with the top surface 2" min above cut grass. All new HVAC equipment will receive new whips/flex conduit. Pipe condensate through wall, bulkhead or furred wall trim to exterior - do not pump. When equipment is replaced, clean or replace plenum ductwork at unit supply discharge at top of air handler. Louvered door returns are not acceptable when new equipment is installed. Seal all interior and exterior wall penetrations with like material. Masonry penetrations should be sealed with mortar, not caulk. If the existing HVAC pad is not concrete and in good condition, a new level preformed pad shall be provided at all new HVAC compressors. The pad shall be level.							HVAC	Mechanical Room	
31		b	<b>HVAC</b> - Provide new complete heat pump split systems. (SEE MATRIX)	MATRIX						HVAC	Mechanical Room	
31		c	<b>HVAC</b> - Replace all supply diffusers and all return air grills whether unit is replaced or not. Supply new filter.							grills	General	
31		d	<b>HVAC</b> - Replace HVAC linesets on units that are remaining. (SEE MATRIX)	MATRIX								
31		e	<b>HVAC</b> - Replace HVAC disconnect at condensing unit (SEE MATRIX)	MATRIX						HVAC	Mechanical Room	
31		f	<b>THERMOSTATS</b> - New thermostats will be installed where new HVAC equipment is installed. Thermostat wires shall be neatly installed within wall cavity between unit and thermostat. Non-programmable digital simple to use thermostats should be used. New thermostats should be mounted so the top edge is no higher than 48" AFF. Rough-in wiring should be no higher than 46" AFF. (SEE MATRIX)	MATRIX						Thermostats	Living Room	
31		g	<b>BATH EXHAUST FAN</b> - Provide new EnergyStar bathroom exhaust fans; minimum 70cfm required. Fan should have light. Backflow dampers are required. Rigid ducting is required in all Accessible units (SEE MATRIX)	MATRIX						Exhaust	Bathroom	
31		h	<b>BATH EXHAUST FAN</b> - Existing bathroom exhaust duct work to be reconnected at new fan locations. Hard ducting is exempt on this rehab project except for Accessible units. Accessible units will receive hard duct lines if not already present.		X	X				Exhaust	Bathroom	
31		i	<b>DRYER VENT</b> - All Dryer vents should be vented with hard duct to the exterior. Install Recessed Dryer vent boxes (See unit Matrix). All Handicap units should receive recessed boxes. Recessed boxes should be located no higher than 2" AFF. Exterior dryer vent dampers should be replaced with Non-louvered style diffusers (SEE MATRIX)	MATRIX						Dryers	Laundry	
31		x	<b>DRYER VENT</b> - Provide hard duct and new exhaust cap on building exterior. All existing dryer vents must be or look new and function as intended.							Dryers	Laundry	
31		x	<b>RANGE HOODS</b> - Hard duct new hoods to the exterior of units. Provide metal collar trim to seal all penetrations of range hood duct inside wall cabinet. Fire caulking should be neatly applied. Cabinets should be cut in a professional manner where gaps do not exceed 3/8" around pipes. (SEE MATRIX)	MATRIX						Range Hoods	Kitchen	
32	<b>Electrical:</b>	a	<b>ELECTRICAL GENERAL</b> - New fixtures and covers shall completely cover electrical boxes or discolored ceilings. Electrician to generally inspect electrical components & wiring and suggest any needed upgrades. Any newly installed outlets shall be tamper resistant. Upgrade/replace breakers as required to support new equipment. All interior and exterior electrical disconnect boxes are required to be zip tied after punch list inspection.							wiring	General	
32		b	<b>BREAKER PANEL</b> - Replace and relocate breaker panels in each accessible unit and the office. Top breaker/knockout location cannot exceed 48" AFF.					X		breaker	Accessible units	
32		c	<b>WIRING</b> - Install junction boxes and flex conduit at all mechanical equipment replaced with the SOW					X		Conduit	Mechanical Room	
32		d	<b>WIRING</b> - Raise/lower outlets, switches, thermostats, controls, etc. in accessible units and the office to ensure they are within the proper reach ranges. 15" to the bottom, 48" to top of box, 46" over counter tops, etc., 46" thermostat rough in wiring.							Wiring	Accessible units	
32		e	<b>WIRING</b> - All office receptacles and switches shall be white					x		Wiring	Office	
32		f	<b>WIRING</b> - Ensure GFCI receptacles are provided and functioning as intended in all kitchens and baths to meet code. If not provided, install GFCI outlet							GFCI	Kitchen Bathroom	
32		g	<b>WIRING</b> - Provide (1) switch in bathrooms of all standards units to operate exhaust fan and all lights.							Wiring	Bathroom	
32		h	<b>WIRING</b> - Replace all damaged/ missing receptacles, switches, and cover plates. Plates shall completely cover the junction box. All newly installed outlets shall be tamper resistant. Plate and electrical components should be the same color throughout each unit.							Wiring	General	
32		i	<b>EMERGENCY CALL BELL - ACCESSIBLE UNITS</b> - Provide emergency pull cords in bathroom and bedroom of all accessible units. The top of each box should be mounted 48" AFF. Pull cords required to touch floor. Emergency call systems to have audible alarm and strobe light outside of each accessible apartment front exterior door. Bell/light should not protrude more than 4" from wall if mounted lower than 80" AFF. Mounting boxes and bell/lights should be appropriately sized and sealed to be water tight. Transformers for low voltage equipment should be located in the mechanical closet over the doorway when possible.							Emergency bells	Accessible units	
32		j	<b>WATER HEATERS</b> - Wire and Hook up new water heaters. Provide Junction box and whip/flex conduit at new water heater locations. (SEE MATRIX)	MATRIX						wiring	Mechanical Room	
32		k	<b>HVAC</b> - Wire and hook up new split system. New junction boxes and whips/flex conduit are required for all new installations. Provide and install disconnects at interior and exterior locations. (SEE MATRIX)	MATRIX				X		HVAC Wiring	Mechanical Room	
32		l	<b>LIGHTING</b> - Vanity lights should be centered over the vanity location							Vanity Light	Bathroom	
32		m	<b>LIGHTING</b> - Install 4' light in each kitchen. Light to be centered in room where possible. (Centering will/will not require box relocation)							lighting	Kitchen	
32		n	<b>LIGHTING</b> - Provide new under cabinet light at sink.							lighting	Kitchen	
32		o	<b>LIGHTING</b> - Provide porch lights at UFAS unit(s), wall mounted with less than 4" projection.							lighting	General	
32		p	<b>LIGHTING</b> - Provide switched overhead light in all closets in accessible units. Keyless fixtures are not allowed.							lighting	closet	
32		x	<b>BATH EXHAUST FAN</b> - Provide, Wire and hook-up bath exhaust fan/light combo. Wire fan to single switch to operate all bathroom lights and fan per Owner Preference. (SEE MATRIX)	MATRIX				X		Exhaust	Bathroom	
32		x	<b>CABLE JACKS &amp; WIRING</b> - Provide cable outlets in each bedroom and the living room. All lines shall be home runs to the exterior of the building and terminated in a water tight junction box that is a min 12" cubed. Junction boxes should be located as close to the underground cable utility connections as possible. Broken or damaged plate covers or jacks shall be replaced. New wiring shall be terminated and connected to the jack plates in each location. In accessible & Fair Housing units, cable jacks shall be mounted no lower than 15" AFF. Cable and Cat 5 wires will be located in the site office and community rooms at predetermined location(s).							Cable	edroom Living Room	
32		x	<b>CEILING FANS</b> - Provide ceiling fan with overhead light in each bedroom and living room, wired to separate switches. Provide fan rated boxes in each location. Stacked switches are acceptable. (There is no existing wiring in the living rooms.)		X					fan	edroom Living Room	

#	Category	A	Description of Modification	Matrix?	9%	4%	PPM	FHD	ELD	Key Words	Location	Question
32		X	<b>EMERGENCY CALL BELL - ELDERLY UNITS</b> - Update all unit emergency call systems to have audible alarm and strobe light outside of each apartment front exterior door. The top of each box should be mounted 48" AFF. Pull cords required to touch floor. Emergency call systems to have audible alarm and strobe light outside of each accessible apartment front exterior door. Bell/light should not protrude more than 4" from wall if mounted lower than 80" AFF. Mounting boxes and bell/lights should be appropriately sized and sealed to be water tight. Transformers for low voltage equipment should be located in the mechanical closet over the doorway when possible. ALL UNITS CURRENTLY [DO NOT HAVE] [HAVE] emergency bells installed.							Emergency bells	Room bathroom porch	
32		X	<b>LIGHTING</b> - Provide LED exterior unit lights ( <b>front, Rear, Patio</b> ). Lights cannot protrude more than 4" from wall.							exterior lighting	General	
32		X	<b>LIGHTING</b> - Replace all interior and exterior lighting fixtures. Use energy efficient units. Exterior porch, breezeway, patio, and balcony lights must not protrude more than 4".							Interior lighting	General	
32		X	<b>LIGHTING</b> - Replace common area exterior breezeway light fixtures and photo cells.							exterior lighting	General	
32		X	<b>RANGE HOODS</b> - Wire new <b>Microwave</b> /range hoods. Provide secondary switches at accessible height (46") over work station in each accessible unit. A switch is required to operate the fan and the light separately. The built in fan speed switch on the actual range hood should still function as intended. <b>(SEE MATRIX)</b>	MATRIX						Range Hoods	Kitchen	
32		X	<b>SMOKE DETECTORS</b> - Add wiring and provide hardwired smoke detectors, wired in series, in hall, bedrooms and living area to meet code (UL 217). Accessible units all require Audible & Flashing Smoke Detectors. Units with Gas equipment require one combination smoke/CO detector installed in the living room or hallway. Accessible units with gas equipment require a secondary strobe light attached to the combo smoke/CO detector.							smoke	General	

- Always required items
- Standard Worded Options
- Uniquely worded SOW Items
- X - Applicable (Blank Not applicable)

Add Laundry Room 3 each w/d  
 Framed Mirrors  
 Landscaping Plan  
 Front Doors  
 Consider adding curbing to parking lot  
 Add picnic shelter  
 Add 2 computers and work station in Office space



ADDENDUM D:  
RENT ROLL



# Rent Roll - by Day

02/20/19

1:41PM

## HOI DARLINGTON/SPRINGFIELD

As of: 02/20/2019

Bldg	Unit No.	Unit Type	Tenant Name	#Occ	SqFt	Basic/Market	Actual	Lease			Balance
								Move In	Trm	Expires	
SC9455243	SP01A	2BR	Frierson, Wanda	3	990	572.00	555.00 TC 17.00 DO	04/16/13	12	04/30/20	584.00
SC9455243	SP01B	2BR	Scipio, Larry	2	990	572.00	228.00 TC 344.00 RA	12/28/17	12	12/31/19	(8.00)
SC9455243	SP02A	2BR	Williams, Keyaria	2	990	572.00	198.00 TC 357.00 PR 17.00 DO	08/29/14	12	08/31/19	(10.00)
SC9455243	SP02B	2BR	Rouse, Trina	1	990	572.00	36.00 TC 536.00 RA	06/01/15	12	03/31/20	15.00
SC9455243	SP03A	2BR	Travis, Lateka	3	990	572.00	368.00 TC 187.00 PR 17.00 DO	11/03/16	12	11/30/19	10.98
SC9455243	SP03B	2BR	Zimmerman, Valicia	2	990	572.00	192.00 TC 380.00 RA	06/06/14	12	07/31/19	0.00
SC9455244	SP04A	2BR	Commander, Renata	3	990	572.00	572.00 TC	05/06/16	12	10/31/19	581.00
SC9455244	SP04B	2BR	Burns, Darlene	1	990	572.00	66.00 TC 506.00 RA	11/13/09	12	11/30/19	4.00
SC9455244	SP05A	2BR	Jackson, Derrick	2	990	572.00	291.00 TC 281.00 RA	06/21/06	12	06/30/19	(104.00)
SC9455244	SP05B	2BR	Chappelle, Cheriss	4	990	572.00	92.00 TC 480.00 RA	09/26/14	12	09/30/19	102.00
SC9455245	SP06A	2BR	Green, Lucinda	1	990	572.00	121.00 TC 451.00 RA	06/24/04	12	08/31/19	(99.22)
SC9455245	SP06B	2BR	Green, Natassia	2	990	572.00	572.00 TC	08/31/18	12	08/31/19	582.50
SC9455245	SP07A	2BR	Martin, Johnny	3	990	572.00	382.00 TC 190.00 RA	10/23/14	12	03/31/20	0.02
SC9455245	SP07B	2BR	Rhodes, Rachel	2	990	572.00	75.00 TC 497.00 RA	10/06/17	12	06/30/19	(10.00)
SC9455245	SP08A	2BR	Wilds, DeShawn	2	990	572.00	191.00 TC 381.00 RA	09/12/06	12	03/31/20	207.00
SC9455245	SP08B	2BR	James, Latisha	3	990	572.00	368.00 TC 204.00 RA	10/18/16	12	05/31/19	39.40
SC9455246	SP09A	2BR	Harkless, Nova	1	990	572.00	117.00 TC 455.00 RA	03/26/91	12	11/30/19	6.00
SC9455246	SP09B	2BR	Simms, Ariyia	3	990	572.00	216.00 TC 356.00 RA	05/12/17	12	12/31/19	(83.00)
SC9455246	SP10A	2BR	Rhodes, Jerome	2	990	572.00	112.00 TC 460.00 RA	11/06/12	12	11/30/19	10.00
SC9455246	SP10B	2BR	Ervin, Keyairrie	2	990	572.00	572.00 TC	05/29/18	12	05/31/19	49.00
SC9455246	SP11A	2BR	Amonds, Kiana	2	990	572.00	64.00 TC 508.00 RA	03/24/17	12	03/31/19	139.00
SC9455246	SP11B	2BR	Faulk, Renee	2	990	572.00	278.00 TC 294.00 RA	02/20/17	12	05/31/19	284.00



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## HOI DARLINGTON/SPRINGFIELD

As of: 02/20/2019

Bldg	Unit No.	Unit Type	Tenant Name	#Occ	SqFt	Basic/Market	Actual	Lease			Balance
								Move In	Trm	Expires	
SC9455247	SP12A	2BR	Richardson, Cleo	1	990	572.00	133.00 TC 439.00 RA	09/18/14	12	05/31/19	0.70
SC9455247	SP12B	2BR	Ham-Jeffery, Judy	2	990	572.00	222.00 TC 350.00 RA	01/10/07	12	11/30/19	(9.00)
SC9455247	SP13A	2BR	Kennedy, Shakiel	3	990	572.00	247.00 TC 325.00 RA	05/27/14	12	07/31/19	211.15
SC9455247	SP13B	2BR	Allen, Latrina	4	990	572.00	309.00 TC 263.00 RA	06/01/05	12	11/30/19	318.68
SC9455247	SP14A	2BR	Office, Site	1	990	572.00	0.00 TC 572.00 DM	04/01/99	12	03/31/04	0.00
SC9455247	SP14B	2BR	English, Victoria	2	990	572.00	176.00 TC 396.00 RA	01/10/19	12	01/31/20	4.00
SC9455248	SP15A	1BR	Singleton, Thereth	1	624	549.00	104.00 TC 445.00 RA	04/28/17	12	04/30/19	(46.00)
SC9455248	SP15B	1BR	Gandy, Wanda	1	624	549.00	133.00 TC 416.00 RA	12/22/16	12	12/31/19	(120.00)
SC9455248	SP16A	1BR	Smith, William	1	624	549.00	365.00 TC 184.00 RA	10/21/16	12	10/31/19	(17.00)
SC9455248	SP16B	1BR	Thigpen, Lizzie	1	624	549.00	540.00 TC (91.00) OB 100.00 DO	01/22/16	12	01/31/20	432.00
SC9455249	SP17A	1BR	Rhodes, Lance	1	624	549.00	366.00 TC 183.00 RA	05/24/18	12	05/31/19	342.75
SC9455249	SP17B	1BR	Watts, Sherrel	1	624	549.00	540.00 TC (85.00) OB 94.00 DO	05/24/13	12	06/30/19	(10.00)
SC9455249	SP17C	1BR	Rose-Slater, Eliza	1	624	549.00	549.00 TC	03/14/18	12	03/31/20	559.00
SC9455249	SP17D	1BR	Baker, Tanae	1	624	549.00	81.00 TC 468.00 RA	08/03/17	12	06/30/19	91.00
SC9455249	SP17E	1BR	James, Tiesha	1	624	549.00	243.00 TC 306.00 RA	08/04/17	12	09/30/19	279.00
SC9455249	SP17F	1BR	Williams, Quintus	1	624	549.00	176.00 TC 373.00 RA	08/18/17	12	10/31/19	764.06
SC9455249	SP17G	1BR	Simmons, Jamel	1	624	549.00	98.00 TC 451.00 RA	12/19/11	12	05/31/19	(34.00)
SC9455249	SP17H	1BR	Hunter, Clarence	1	624	549.00	110.00 TC 439.00 RA	01/10/18	12	01/31/20	0.00
SC9455249	SP18A	1BR	Ellis, Kim	1	624	549.00	138.00 TC 411.00 RA	09/21/17	12	09/30/19	(15.00)
SC9455249	SP18B	1BR	Johnson, Jatisha	1	624	549.00	549.00 TC	10/05/18	12	10/31/19	46.00
SC9455249	SP18C	1BR	Jacobs, Letisha	1	624	549.00	398.00 TC 151.00 RA	02/10/17	12	02/29/20	134.00
SC9455249	SP18D	1BR	Turner, Lakeisha	2	624	549.00	210.00 TC 322.00 PR	11/20/17	12	11/30/19	33.00



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02/20/19

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## HOI DARLINGTON/SPRINGFIELD

As of: 02/20/2019

Bldg	Unit No.	Unit Type	Tenant Name	#Occ	SqFt	Basic/Market	Actual	Lease			Balance	
								Move In	Trm	Expires		
							17.00	DO				
SC9455249	SP18E	1BR	Jones, Cadasia	1	624	549.00	283.00	TC	06/27/16	12	06/30/19	(394.00)
							266.00	RA				
SC9455249	SP18F	1BR	Bailey, Cherrelle	1	624	549.00	176.00	TC	07/01/15	12	08/31/19	186.00
							373.00	RA				
SC9455249	SP18G	1BR	Cockfield, Tyquan	2	624	549.00	540.00	TC	01/29/19	12	01/31/20	(10.00)
							9.00	DO				
SC9455249	SP18H	1BR	Edwards, Heather	2	624	549.00	122.00	TC	02/12/18	12	10/31/19	73.15
							427.00	RA				
SC9455249	SP19A	1BR	Goodson, Erica	1	624	549.00	0.00	TC	05/27/15	12	05/31/19	0.00
							621.00	RA				
							(72.00)	US				
SC9455249	SP19B	1BR	Myers, Joseph	1	624	549.00	149.00	TC	11/14/16	12	11/30/19	0.00
							400.00	RA				
SC9455249	SP19C	1BR	Davis, Altha	1	624	549.00	98.00	TC	06/21/13	12	06/30/19	0.00
							451.00	RA				
SC9455249	SP19D	1BR	Olmstead, Eldon	1	624	549.00	104.00	TC	12/26/13	12	12/31/19	(1.00)
							445.00	RA				
SC9455249	SP19E	1BR	Wilson, Tiffani	1	624	549.00	540.00	TC	02/12/16	12	02/29/20	564.15
							(41.00)	OB				
							50.00	DO				
SC9455249	SP19F	1BR	Wheeler, Lula	1	624	549.00	387.00	TC	06/25/13	12	06/30/19	0.00
							162.00	RA				
SC9455249	SP19G	1BR	Powell, Madisyn	1	624	549.00	171.00	TC	11/03/15	12	03/31/19	193.00
							378.00	RA				
SC9455249	SP19H	1BR	Williams, Russell	1	624	549.00	142.00	TC	06/06/17	12	06/30/19	(8.00)
							407.00	RA				
SC9455250	SP20A	2BR	McDowell, Trisha	2	990	572.00	572.00	TC	10/02/17	12	10/31/19	0.00
SC9455250	SP20B	2BR	Thomas, Tanita	2	990	572.00	337.00	TC	06/03/04	12	10/31/19	354.00
							235.00	RA				
SC9455250	SP21A	2BR	Sawyer, Stephanie	2	990	572.00	60.00	TC	01/22/16	12	01/31/20	(83.00)
							512.00	RA				
SC9455250	SP21B	2BR	Graham, Altomeis	2	990	572.00	515.00	TC	06/15/04	12	10/31/19	0.00
							57.00	RA				
SC9455250	SP22A	2BR	Mack, Octavia	3	990	572.00	387.00	TC	05/23/18	12	05/31/19	88.00
							185.00	RA				
SC9455250	SP22B	2BR	Williamson, Rosa	1	990	572.00	200.00	TC	01/19/15	12	01/31/20	(156.00)
							355.00	PR				
							17.00	DO				
SC9455251	SP23A	2BR	Graham, Jaquetta	3	990	572.00	585.00	TC	06/05/12	12	10/31/19	19.00
							(13.00)	OB				
SC9455251	SP23B	2BR	Burtis, Christine	2	990	572.00	374.00	TC	05/08/18	12	05/31/19	(8.00)
							198.00	RA				
SC9455251	SP24A	2BR	Depugh, Casonya	3	990	572.00	35.00	TC	01/20/10	12	01/31/20	(147.00)



# Rent Roll - by Day

02/20/19

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## HOI DARLINGTON/SPRINGFIELD

As of: 02/20/2019

Bldg	Unit No.	Unit Type	Tenant Name	#Occ	SqFt	Basic/Market	Actual	Lease			Balance
								Move In	Trm	Expires	
							520.00 PR 17.00 DO				
SC9455251	SP24B	2BR	Baker, Frannie	1	990	572.00	99.00 TC 473.00 RA	10/15/10	12	10/31/19	0.00
SC9455251	SP25A	2BR	Bess, Anna	1	990	572.00	360.00 TC 212.00 RA	08/24/12	12	08/31/19	0.00
SC9455251	SP25B	2BR	Bailey, Tanya	1	990	572.00	640.00 TC (138.00) OB 70.00 DO	02/25/14	12	02/29/20	10.00
SC9455252	SP26A	2BR	Baker, Linda	2	990	572.00	57.00 TC 515.00 RA	06/08/17	12	06/30/19	134.00
SC9455252	SP26B	2BR	Jett, Chelsea	2	990	572.00	572.00 TC	03/05/18	12	03/31/19	715.00
SC9455252	SP27A	2BR	Abraham, Pearly	3	990	572.00	572.00 TC	03/03/16	12	03/31/20	1,493.00
SC9455252	SP27B	2BR	Hudson, Alonza	2	990	572.00	349.00 TC 223.00 RA	12/02/09	12	12/31/19	25.00

### Property Totals:

	Units	%	SqFt	%	
					<u>40,540.00</u>
Total Occupied:	72	100.00	61,032	100.00	
Total Vacant:	0	0.00			
	<u>72</u>		<u>61,032</u>		

19,779.00	Tenant Contrib	0.00	Mkt Concess	
0.00	Prem Rent	0.00	Disc Site Mgr	
18,463.00	RA-RD	0.00	Disc Caretaker	
0.00	RA-HUD Sec8	0.00	Disc Leasing	
1,741.00	RA-Priv	0.00	Disc Pool	
0.00	Sec8 NP	0.00	Disc Clubhouse	
(368.00)	Over Basic	0.00	Disc Comm Area	
(72.00)	Util Sub	0.00	Disc Security	
0.00	Rent Inc	0.00	Disc Cleaning	
0.00	TC Supp	572.00	Disc Model	
0.00	Vac Loss	425.00	Disc Other	
				<u>8,311.32</u>