



REAL PROPERTY **RESEARCH** GROUP

ATLANTA ■ WASHINGTON/BALTIMORE

Market Feasibility Analysis

Creekside Village Apartments

Easley, Pickens County, South Carolina

Prepared for: Greenway Residential Development

Site Inspection: January 28, 2019

Effective Date: January 28, 2019





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EXECUTIVE SUMMARY

Proposed Site

- Creekside Village Apartments is in Easley, Pickens County, South Carolina. The subject site is on the south side of Breakers Lane and east of Stewart Drive, south of Wylie Court, and north of Burns Avenue.
- The neighborhood surrounding Creekside Village Apartments includes a mixture of land uses including residential, municipal and commercial development. Residential uses in the immediate area include single-family detached homes, a majority of which are east of Stewart Drive. Small multifamily communities are also along Stewart Drive. Municipal uses include a library directly south of the site and the former Gettys Middle School directly north of the site. Commercial uses in the area are south of the site along US Highway 123/Calhoun Memorial Highway and north of the site along Main Street/Greenville Road and include numerous fast food restaurants, banks, hotels, and the Easley YMCA.
- The subject site is within three miles of numerous community amenities including healthcare facilities, public schools, government services, shopping opportunities, and recreational venues.
- The subject site is appropriate for the proposed use and is comparable with existing multi-family rental communities in the market area.

Proposed Unit Mix and Rent Schedule

- Creekside Village Apartments will consist of 60 units including 42 two-bedroom units and 18 three-bedroom units, with unit sizes of 1,088 square feet and 1,219 square feet.
- The proposed 50 percent rents are \$590 for two-bedroom units and \$670 for three-bedroom units. Proposed 60 percent rents are \$700 for two-bedroom units and \$800 for three-bedroom units.
- RPRG's estimated market rents are \$911 for two-bedroom units and \$1,040 for three-bedroom units. All proposed rents result in a market advantage of at least 23.1 percent and the overall market advantage is 25.52 percent.

Proposed Amenities

- The newly constructed units at Creekside Village Apartments will offer kitchens with dishwasher, garbage disposal, and microwaves. In addition, all units will include washer/dryer connections, and flooring will be a combination of wall-to-wall carpeting and vinyl tile in the kitchen/bathrooms. The proposed unit features at Creekside Village Apartments will be competitive with the existing rental stock in the market area including LIHTC communities.
- Creekside Village Apartments' amenity package will include a clubhouse, leasing office, a gazebo/picnic shelter, and playground. While the subject property will not offer a swimming pool, this amenity is not necessary given the subject property's significantly lower price position and relatively small number of units.
- The proposed features and amenities will be competitive in the Creekside Village Market Area and are appropriate given the proposed rent levels.

Economic Analysis

- Pickens County's labor force remained relatively flat from 2010 to 2014 but increased from 56,096 in 2015 to 56,658 workers in 2017, its highest annual average since 2009. The



employed portion of the labor force has continued to increase and the number of unemployed workers has continued to decrease through 2018 Q3.

- Pickens County's At-Place Employment has increased in six of the past seven years including the first two quarters of 2018 for a net increase of 3,176 jobs since 2012. Growth is accelerating with more than 500 jobs added in each of the past three years including 1,220 jobs added through the first half of 2018.
- Pickens County's unemployment rate has decreased significantly since a recession era high of 10.9 percent in 2010 to 4.1 percent in 2017, which is lower than the state (4.3 percent) and national (4.4 percent) unemployment rate. The county's average unemployment rate decreased further to 3.7 percent through the third quarter of 2018.
- The Leisure-Hospitality sector is the largest employment sector in Pickens County, comprising 17.5 percent of total jobs as compared to 11 percent for the nation. Trade-Transportation-Utilities and Manufacturing follow with 16.6 percent and 15.1 percent of the county's jobs, respectively (Figure 6). The Education-Health sector contained 10.8 percent of jobs within Pickens County and all other sectors comprised less than 5 percent of the county's jobs.

Demographic Analysis

- Population within the Creekside Village Market Area grew by 6.2 percent between the 2000 and 2010 Census counts, increasing by 4,134 people; households within the market area increased by 7.4 percent, adding a total of 1,923 households. Annual growth rates in the market area during this period were 0.6 percent for population (adding 413 people annually) and 0.7 percent for households (adding 192 households annually).
- The Creekside Village Market Area added 4,146 people (5.9 percent) and 1,426 households (5.1 percent) from 2010 to 2018, which equates to annual growth rates of 0.7 percent among population and 0.6 percent for households. Growth in the Creekside Village Market Area is projected to continue from 2018 to 2021 with net annual increases of 630 people (0.8 percent) and 229 households (0.8 percent). The market area is projected to reach 76,576 people and 29,961 households by 2021.
- The Creekside Village Market Area's population is older than Pickens County with median ages of 40 and 36, respectively. Adults age 35-61 years comprise 35.9 percent of the population within the market area compared to 31.5 percent in Pickens County. The county, reflecting the impact of Clemson University, has a greater concentration of Young Adults age 20-34 comprising nearly one-quarter of the population, compared to the market area's 18.1 percent.
- The Creekside Village Market Area has a slightly lower propensity to rent when compared to Pickens County with 2018 renter percentages of 26.0 percent and 31.5 percent, respectively. From 2000 to 2018 the market area is estimated to have added 113 renter households annually with renters accounting for 56.8 percent of the market area's net household growth from 2000 to 2018. RPRG projects renter households will contribute at least 26 percent of net household growth over the next three years, which is equal to the 2018 renter percentage and well below rental household's historical contribution to net household growth.
- Thirty-one percent of renter households in the Creekside Village Market Area are under the age of 35. The market area has 35.9 percent of renters age 35 to 54, and renters 55 and older total 33.1 percent of rental households in the Creekside Village Market Area.
- The Creekside Village Market Area had a 2018 median household income of \$49,401, which is \$1,819 or 3.8 percent lower than the \$47,583 median in Pickens County.



- The median income of the Creekside Village Market Area households by tenure is \$34,765 for renters and \$56,363 for owners. Approximately 36 percent of renter households earn less than \$25,000 including 18.4 percent earning less than \$15,000. Roughly 32 percent of renter households earn \$25,000 to \$49,999, and 32.6 percent of renter households earn at least \$50,000 compared to 55.3 percent of owner households earning at or above \$50,000.

Affordability Analysis

- As proposed, Creekside Village Apartments will target households earning at or below 50 percent and 60 percent of the Area Median, adjusted for household size.
- The proposed 50 percent units will target renter households earning from \$23,314 to \$35,950. With 1,388 renter households earning within this range, the capture rate for the 12 units at 50 percent of Area Median Income is 0.9 percent.
- The proposed 60 percent units will target renter households earning from \$27,086 to \$43,140. The 1,586 income qualified renter households within this range result in a capture rate of 3.0 percent for the 48 units at 60 percent of Area Median Income.
- The overall capture rate for the 60 units is 3.0 percent, which is based on 2,025 renter households earning between \$23,314 and \$43,140.

Demand and Capture Rates

- By income target, demand capture rates are 2.3 percent for 50 percent units, 8.1 percent for 60 percent units, and 8.0 percent for all units.
- Capture rates by floor plan range from 1.3 percent to 9.0 percent. The highest capture rate at 9.0 percent is for the three-bedroom units at 60 percent AMI.
- All capture rates are well within acceptable ranges.

Competitive Environment

- The average year built of surveyed rental communities in the market area is 2006. LIHTC communities were much newer with an average year built of 2010 compared to an average of 2001 for market rate communities. The Ridge at Perry Bend (2018) is the newest market rate community and Aberdeen Chase (2015) is the newest LIHTC community.
- The nine stabilized communities combine for 840 units and 19 vacancies for an aggregate vacancy rate of 2.3 percent. The five LIHTC communities combined for only two vacancies among 222 units for an aggregate vacancy rate of 0.9 percent. A new market rate community recently concluded lease up – The Ridge at Perry Bend has 240 units and 14 vacancies for a vacancy rate of 5.8 percent.
- Among properties able to provide unit distributions and vacancies by floorplan, vacancy rates were, 0.0 percent for one-bedroom units, 1.6 percent for two-bedroom units, and 0.0 percent for three-bedroom units.
- Among all surveyed rental communities in the market area, net rents, unit sizes, and rents per square foot are as follows:
 - **Two-bedroom** rents average \$690 for 1,032 square feet or \$0.67 per square foot.
 - **Three-bedroom** rents average \$759 for 1,259 square feet or \$0.60 per square foot.



- The five LIHTC surveyed communities have average effective rents of \$542 for two-bedroom units and \$626 for three-bedroom units. LIHTC averages include units at both 50 percent and 60 percent AMI.
- LIHTC rents are among the lowest in the market area and the proposed units at Creekside Village Apartments will be priced below the highest priced LIHTC communities.
- Based on our adjustment calculations, the estimated market rents for the units at Creekside Village Apartments are \$911 for two-bedroom units and \$1,040 for three-bedroom units. The proposed 60 percent rents result in market advantages of 23.2 percent for two-bedroom units and 23.1 percent for three-bedroom units. Market advantages for 50 percent units are 35.2 percent for two-bedroom units and 35.6 percent for three-bedroom units. The overall weighted average market advantage is 25.52 percent. As these market rents are above maximum LIHTC levels, achievable/restricted rent for LIHTC units would be LIHTC maximums.
- A new multi-family rental community with 24 units has been permitted in Easley, but it will be a market rate community not comparable to Creekside Village Apartments, which has no market rate units. No new LIHTC communities have been allocated in the market area.

Final Conclusion/Recommendation

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Creekside Village Market Area, RPRG believes that the proposed Creekside Village Apartments will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following entrance into the rental market. Given the product to be constructed, the subject will be competitively positioned with existing market rate communities in the Creekside Village Market Area and the units will be well received by the target market. We recommend proceeding with the project as proposed.

SCSHFDA Rent Calculation Worksheet

# Units	Bedroom Type	Proposed Tenant Paid Rent	Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
10	2 BR	\$590	\$5,900	\$911	\$9,110	
32	2 BR	\$700	\$22,400	\$911	\$29,152	
2	3 BR	\$670	\$1,340	\$1,040	\$2,080	
16	3 BR	\$800	\$12,800	\$1,040	\$16,640	
Totals	60		\$42,440		\$56,982	25.52%



SCSHFDA Summary Form – Exhibit S-2

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:			
Development Name:	Creekside Village	Total # Units:	60
Location:	Burns Avenue, Easley, Pickens County	# LIHTC Units:	60
PMA Boundary:	N – Twelvemile Creek, E – Greenville County, S – Anderson County, W – Gregory Creek		
Development Type:	X Family Older Persons	Farthest Boundary Distance to Subject:	9.1 miles

RENTAL HOUSING STOCK (found on pages 39 and 43)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	840	19	97.7%
Market-Rate Housing	4	618	17	97.2%
Assisted/Subsidized Housing not to include LIHTC				
LIHTC (All that are stabilized) *	5	222	2	99.1%
Stabilized Comps**	9	840	19	97.7%
Non-stabilized Comps				

* Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).
 ** Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
10	2	2	1,088	\$590	\$911	\$0.84	35.2%	\$1,119	\$0.88
32	2	2	1,088	\$700	\$911	\$0.84	23.2%	\$1,119	\$0.88
2	3	2	1,219	\$670	\$1,040	\$0.85	35.6%	\$1,288	\$0.89
16	3	2	1,219	\$800	\$1,040	\$0.85	23.1%	\$1,288	\$0.89
Gross Potential Rent Monthly*					\$42,440	\$56,982	25.52%		

*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 33, 52)				
	2011	2018	2021	
Renter Households	% 7.623	26.0%	7,802	26.0%
Income-Qualified Renter HHs (LIHTC)	% 2,043	7.0%	2,025	6.8%
Income-Qualified Renter HHs (MR)	%	%		%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 54)			
Type of Demand	50%	60%	Overall
Renter Household Growth	29	34	43
Existing Households (Overburd + Substand)	486	555	709
Homeowner conversion (Seniors)			
Other:			
Less Comparable/Competitive Supply	0	0	0
Net Income-qualified Renter HHs	515	589	752

CAPTURE RATES (found on page 55)						
Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	2.3%	8.1%				8.0%

ABSORPTION RATE (found on page 59)
 Absorption Period: Four to five months

1. INTRODUCTION

A. Overview of Subject

The subject of this report is Creekside Village Apartments, a proposed multi-family rental community in Easley, Pickens County, South Carolina. Creekside Village Apartments will be financed in part by Low Income Housing Tax Credits (LIHTC) allocated by the South Carolina State Housing Finance and Development Authority (SCSHFDA). Upon completion, Creekside Village Apartments will offer 60 newly constructed rental units reserved for households earning at or below 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size.

B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability analysis. RPRG expects this study to be submitted along with an application for Low Income Housing Tax Credits to the South Carolina State Housing Finance Development Authority.

C. Format of Report

The report format is comprehensive and conforms to SCSHFDA's 2019 Market Study Requirements. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is Greenway Residential Development (Developer). Along with the Client, the intended users are SCSHFDA and potential investors.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- SCSHFDA's 2019 Market Study Requirements
- The National Council of the Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Index.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors.

Our concluded scope of work is described below:

- Please refer to Appendix 4 for a detailed list of NCHMA requirements and the corresponding pages of requirements within the report.
- Tad Scepaniak (Managing Principal) conducted visits to the subject site, neighborhood, and market area on January 28, 2019.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers; Alliance Pickens (economic development); staff with the Pickens Planning Department (Ray Holiday at 864-898-5956); the Easley Planning and Development



Department (Tommy Holcombe at 864-855-7908); and South Carolina Regional Housing Authority #1 for deeply subsidized housing information (Don Roads and Donna Pitt at 864-984-0578).

- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made, or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

H. Other Pertinent Remarks

None.

2. PROJECT DESCRIPTION

A. Project Overview

Creekside Village Apartments will contain 60 units, all of which will benefit from Low Income Housing Tax Credits. The LIHTC units will be subject to maximum allowable rents and prospective renters will be subject to maximum income limits.

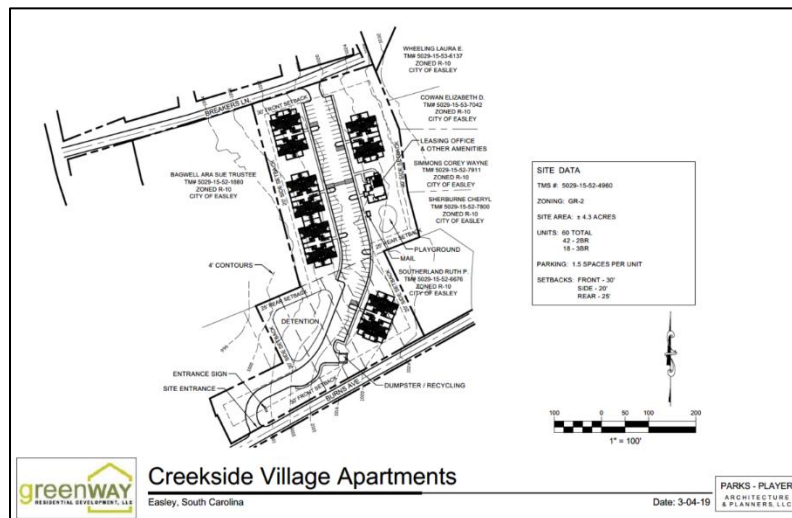
B. Project Type and Target Market

Creekside Village Apartments will target very low to low income renter households. Income targeting will include 12 units at 50 percent AMI and 48 units at 60 percent AMI. With a unit mix of two and three-bedroom units, the property will target multi-person households including couples, roommates, and families with children.

C. Building Type and Placement

Creekside Village Apartments will consist of four garden-style buildings with three stories. Three buildings will have 12 units and one building will have 24 units. The community will have a separate clubhouse, and community amenities will include a leasing office, a gazebo, and a playground. Surface parking (free for all residents) will be available in front of each residential building and the clubhouse and amenities. Residential buildings will have wood frames with HardiPlank siding and brick exteriors.

Figure 1 Proposed Site Plan



Source: Greenway Residential Development

D. Detailed Project Description

1. Project Description

The 60 units at Creekside Village Apartments will comprise 42 two-bedroom units and 18 three-bedroom units with unit sizes of 1,088 square feet and 1,219 square feet, respectively (Table 1). All units will have two bathrooms. Rents will include the cost of water/sewer and trash removal. Proposed unit finishes, and community amenities are presented in Table 2.



Table 1 Detailed Unit Mix and Rents, Creekside Village Apartments

Unit Mix/Rents							
Bed	Bath	Income Target	Size (Sq. Ft)	Quantity	Net Rent	Utility Allowance	Gross Rent
2	2	50%	1,088	10	\$590	\$90	\$680
2	2	60%	1,088	32	\$700	\$90	\$790
Two Bedroom Total/Avg.			1,088	42	\$674		\$764
3	2	50%	1,219	2	\$670	\$111	\$781
3	2	60%	1,219	16	\$800	\$111	\$911
Three Bedroom Total/Avg.			1,219	18	\$786		\$897

Source: Greenway Residential Development

Rents include: water, sewer, and trash

Table 2 Unit Features and Community Amenities

Unit Features	Community Amenities
<ul style="list-style-type: none"> • Kitchens with refrigerator with ice maker, range with exhaust fan, dishwasher, garbage disposal, and microwave • Washer/dryer connections • Ceiling fans • Patio/balcony • Wall-to-wall carpeting in all living areas • Central air conditioning • Window blinds 	<ul style="list-style-type: none"> • Leasing center • Clubhouse • Gazebo/picnic shelter • Playground

2. Other Proposed Uses

None

3. Pertinent Information on Zoning and Government Review

On February 11, 2019 the subject site was rezoned to GR2, which permits medium and high density residential units.

4. Proposed Timing of Construction

Creekside Village Apartments is expected to begin construction in March 2020 with completion in March 2021.

3. SITE AND NEIGHBORHOOD ANALYSIS

A. Site Analysis

1. Site Location

The subject site is in Easley, Pickens County, South Carolina (Map 1). Easley is a city of approximately 20,000 residents located in the southeast corner of Pickens County, with a small portion of the city limits extending into Anderson County. The subject site is on the south side of Breakers Lane and east of Stewart Drive, south of Wylie Court, and north of Burns Avenue. Primary access to the site will be from Burns Avenue, with a secondary point of access from Breakers Lane.

Map 1 Site Location



2. Existing Uses

The subject site is undeveloped with scattered trees and no existing structures (Figure 2).

3. Size, Shape, and Topography

The site encompasses approximately 4.3 acres with a relatively flat topography and rectangular shape.

Figure 2 Views of Subject Site



View of Burns Street along site's southern border.



From site looking south towards Library



Site with "for sale" signage.



View of site facing south from northern boundary



View of site from Burns Street

4. General Description of Land Uses Surrounding the Subject Site

Creekside Village Apartments site is an infill parcel in an established neighborhood of Easley (Figure 3). Surrounding land uses are predominately residential with some municipal uses. Residential uses in the immediate area include single-family detached homes, a majority of which are east of Stewart Drive. Small multifamily communities are also along Stewart Drive. Municipal uses include a library directly south of the site and the former Gettys Middle School directly north of the site, which was purchased by a private local investor in 2014. Commercial uses in the area are south of the site along US Highway 123/Calhoun Memorial Highway and north of the site along Main Street/Greenville Road and include numerous fast food restaurants, banks, hotels, and the Easley YMCA.

5. Specific Identification of Land Uses Surrounding the Subject Site

The land uses directly bordering the subject property include (Figure 4):

- **North:** Single-family homes and former Gettys Middle School
- **East:** Single-family homes, multifamily apartments
- **South:** Pickens County Hampton Memorial Library
- **West:** Single-family homes

Figure 3 Satellite Image, Site and Surrounding Area



Figure 4 Views of Surrounding Land Uses



Library south of subject site



East Terrace Apartments to the north



Single family homes north of subject site



Single-family homes east of subject site



Library south of subject site



Single family homes west of subject site



B. Neighborhood Analysis

1. General Description of Neighborhood

The subject site is in an established neighborhood of Easley roughly 0.6 mile south of Main Street/Greenville Road/SC Highway 93 and 0.5 mile north of Calhoun Memorial Highway/US Highway 123. Both are primary east-west commercial arteries which merge in east Easley and offer numerous shopping, dining, and entertainment options. Surrounding land uses of the site include a church, a former middle school, and residential uses. Single-family detached homes are common within one-half mile east and west of the subject site and multifamily is found due north of Breakers Lane. Land uses become significantly less dense to the north of and outside of Easley's city limits. Larger retail uses along Calhoun Memorial Highway include grocery stores (Publix and Walmart Supercenter), a CVS Pharmacy, fast food restaurants, and other community services. Big Box retailers include Staples, Hobby Lobby, Belk's, and Home Depot. The site is approximately eight miles southeast of the city of Pickens with easy accessibility via Gentry Memorial Highway. Greenville is approximately 11.5 miles east and Clemson University is approximately 20 miles west of the subject site.

2. Neighborhood Investment and Planning Activities

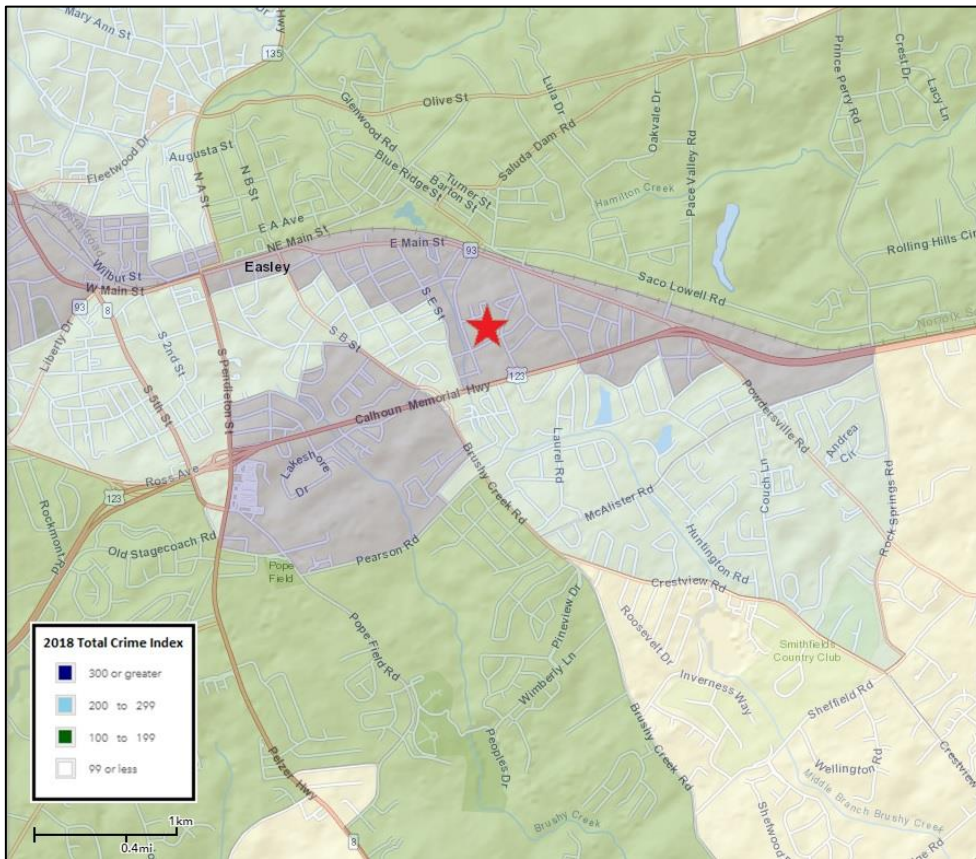
RPRG did not identify any significant planning or redevelopment efforts in the subject property's immediate area.

3. Crime Index

CrimeRisk data is an analysis tool for crime provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the block group level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

The 2018 CrimeRisk is displayed in gradations from yellow (least risk) to purple (most risk) (Map 2). The subject site's census tract has an elevated CrimeRisk index but reflects its location between two significant commercial nodes along Main Street/US Highway 123 to the north, and to the south along Calhoun Memorial Highway. Both are primary thoroughfares with concentrated commercial activity, leading to higher crime. Crime indices are lower outside these arteries, as the area becomes more rural and less populated. Based on our field work including an inspection of the subject site and surrounding area, we do not believe crime or perceptions of crime will negatively affect the performance of the subject property.

Map 2 Crime Index Map



C. Site Visibility and Accessibility

1. Visibility

Creekside Village Apartments will be located in an area with both residential uses (west and east of the site) and commercial uses (north and south of the site). The site will have visibility from Burns Avenue and Breakers Lane, both tertiary residential streets with limited traffic. The proximity of the site to the public library will increase community awareness.

2. Vehicular Access

Creekside Village Apartments will be accessible from the main entrance on Burns Avenue, which has two lanes (one traveling north and one traveling south), and a secondary entrance on Breakers Lane, a tertiary road. RPRG does not anticipate any problems with vehicular accessibility.

3. Availability of Public Transit

Easley does not offer fixed-route public transportation. The closest Amtrak stations are located in Clemson and Greenville, 20 miles and 15 miles from the subject site, respectively.

4. Regional Transit

U.S. Highway 123/Calhoun Memorial Expressway is the major transportation artery in the region. The east/west roadway runs parallel to and then merges with South Carolina Highway 93, which connects



Easley, Liberty, and Greenville. The major interstate in the region is Interstate 85, 30 miles south of the site, which provides access to Greenville and its surrounding areas.

The Pickens County airport is approximately ten miles from the site and is restricted to private aircrafts. The Greenville-Spartanburg Airport, offering commercial air services, is roughly 25 miles east of the subject site off Interstate 85.

5. Pedestrian Access

Sidewalks are not present on Breakers Lane, Stewart Drive, or Burns Avenue, which is common in residential areas around the site. Sidewalks are found along commercial corridors such as Main Street/Greenville Road to the north and Calhoun Memorial Highway to the south. Given the scarcity of sidewalks along residential streets, RPRG does not believe the lack of sidewalks in the subject’s immediate area will impact leasing at the subject property.

6. Accessibility Improvements under Construction and Planned

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to this process. According to the South Carolina Department of Transportation website, road rehabilitation and resurfacing will continue in Pickens along Gentry Memorial Highway, the primary north-south thoroughfare in Pickens. RPRG did not identify any other major roadway or transit-oriented improvements that would have a direct impact on this market.

D. Residential Support Network

1. Key Facilities and Services near the Subject Sites

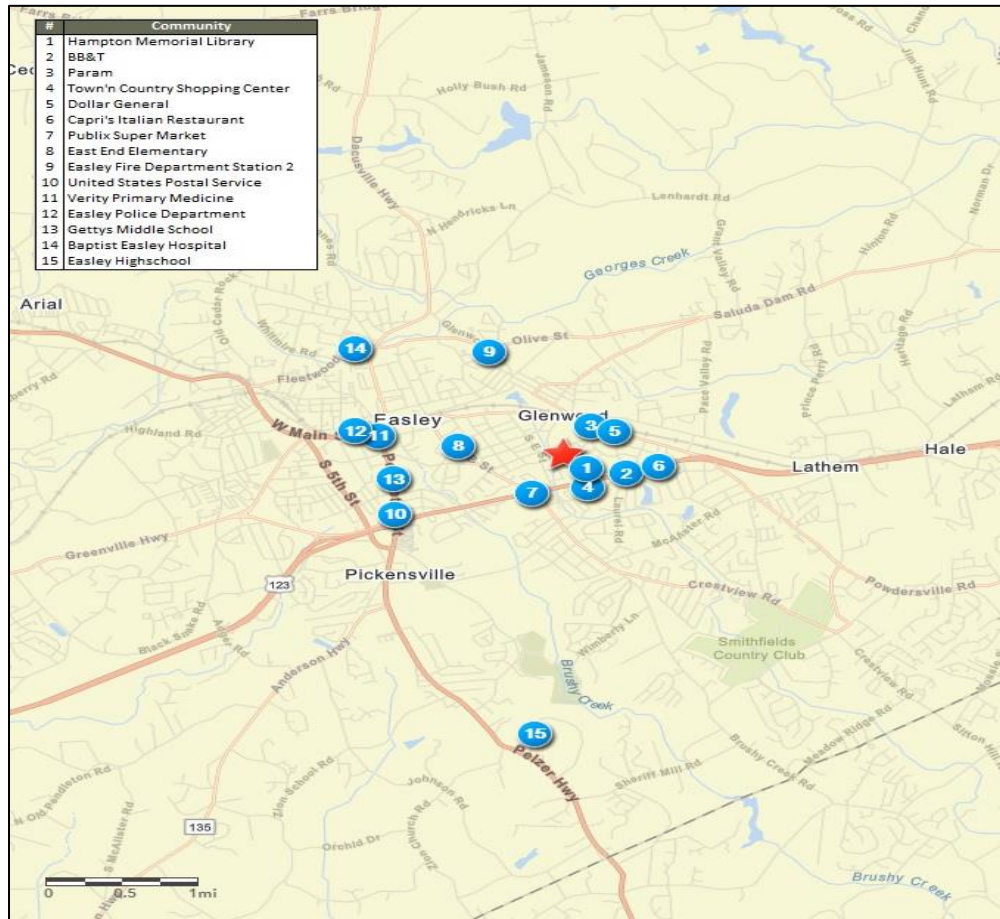
The appeal of any given community is often based in part to its proximity to those facilities and services required daily. Key facilities and services and their driving distances from the subject site are listed in Table 3 and their locations are plotted on Map 3.

Table 3 Key Facilities and Services

Establishment	Type	Address	City	Driving Distance
Hampton Memorial Library	Library	304 Biltmore Rd	Easley	0.1 mile
BB&T	Bank	6016 Calhoun Memorial Hwy	Easley	0.3 mile
Param	Convenience Store	1402 E Main St	Easley	0.3 mile
Town'n Country Shopping Center	Mall	6101 Calhoun Memorial Hwy	Easley	0.4 mile
Dollar General	General Retail	1520 E Main St	Easley	0.7 mile
Capri's Italian Restaurant	Restaurant	5667 Calhoun Memorial Hwy	Easley	0.7 mile
Publix Super Market	Grocery/ Pharmacy	6525 Calhoun Memorial Hwy	Easley	0.5 mile
East End Elementary	Public School	505 E 2nd Ave	Easley	1 mile
Easley Fire Department Station 2	Fire	180 Glenwood Rd	Easley	1.4 miles
United States Postal Service	Post Office	810 S Pendleton St	Easley	1.5 miles
Verity Primary Medicine	Doctor	118 S Pendleton St	Easley	1.6 miles
Easley Police Department	Police	220 NW Main St	Easley	1.8 miles
Gettys Middle School	Public School	510 S Pendleton St	Easley	1.8 miles
Baptist Easley Hospital	Hospital	200 Fleetwood Dr	Easley	2.4 miles
Easley Highschool	Public School	154 Green Wave Blvd	Easley	4.2 miles

Source: Field and Internet Research, RPRG, Inc.

Map 3 Location of Key Facilities and Services



2. Essential Services

a. Health Care

Baptist Easley Hospital is 2.4 miles northwest of the subject site. The medical facility is a 109-bed hospital providing surgery, obstetrics, orthopedics, emergency medicine, and imaging and diagnostics. Adjacent to Baptist Easley Hospital is a 40,000-square-foot outpatient services facility that houses Fleetwood Convenient Care. In addition, Prisma Health primary care physician offices are located throughout the community.

b. Education

Creekside Village Apartments is in the Pickens County School District. The school district includes 24 total schools including 14 elementary schools, five middle schools, and four high schools. According to the school district website, the Pickens County School District's total enrollment is approximately 16,300 students for the 2018 school year. Students residing at the subject property would attend East End Elementary (1.0 mile), Gettys Middle (1.8 miles), and Easley High (4.2 miles).

3. Commercial Goods and Services

a. Convenience Goods

The term "convenience goods" refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience



goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

Dollar General and Publix grocery store and pharmacy are less than one mile from the site. Walmart Supercenter is approximately two miles southeast from the site on Epps Bridge Road.

b. Shoppers Goods

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

Shopping opportunities in Easley include numerous big box retailers such as Hobby Lobby, Party City, Loew’s, Home Depot, Best Buy, and Old Navy. The closest regional shopping malls are roughly 25 miles from Easley: Haywood Mall in Greenville and Anderson Mall in Anderson. Both malls are anchored by Belk, Dillard’s, and JCPenney. Haywood Mall also has a Macy’s and Sears department stores.

4. Recreation Amenities

The city of Easley, home of the Big League World Series, has a disc golf course as well as facilities for football, soccer, basketball, baseball, softball and cheerleading. There are both youth and adult leagues in many sports. There are also three city parks: Woodside Park, Hagood Park, and Kings Park. The Hampton Memorial Library is within walking distance of the subject property, 0.1 mile south.



4. ECONOMIC CONTEXT

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Pickens County, the jurisdiction in which Creekside Village Apartments is located. For purposes of comparison, economic trends in South Carolina and the nation are also discussed.

A. Labor Force, Resident Employment, and Unemployment

1. Trends in County Labor Force and Resident Employment

Pickens County’s labor force remained relatively flat from 2010 to 2014, ranging from 54,434 to 54,861 workers. The labor force increased from 56,096 in 2015 to 56,376 workers in 2017, its highest annual average since 2009. The number of employed workers increased by nearly 6,000 from 2010 to 2017. During the same period, the number of unemployed workers was more than halved from 5,925 to 2,338. The employed portion of the labor force has continued to increase and the number of unemployed workers has continued to decrease through 2018 Q3 (Table 4).

2. Trends in County Unemployment Rate

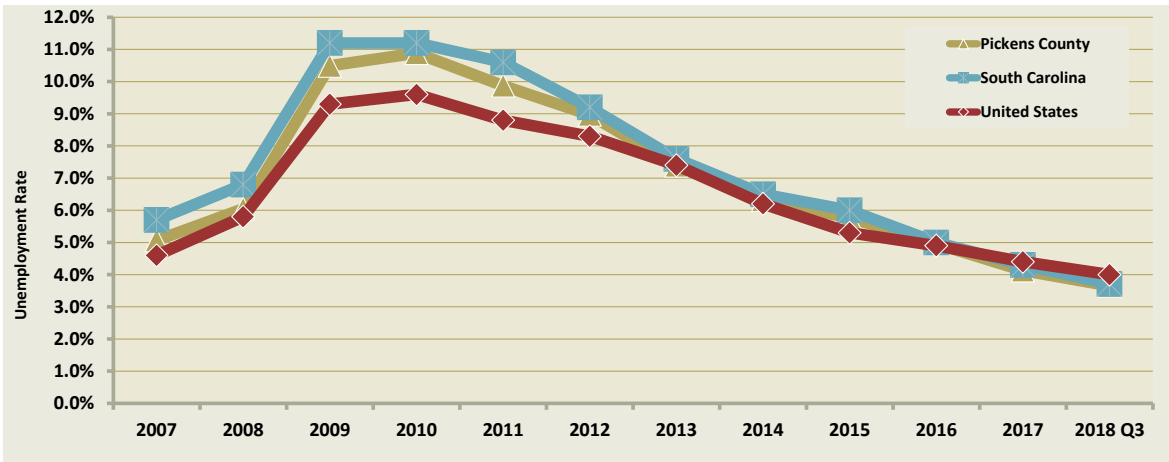
Pickens County’s unemployment rate has decreased significantly since a recession era high of 10.9 percent in 2010 to 4.1 percent in 2017, which is lower than the state and national unemployment rate. The county’s average unemployment rate decreased further to 3.7 percent through the third quarter of 2018.

Table 4 Labor Force and Unemployment Rates

Annual Unemployment Rates - Not Seasonally Adjusted

Annual Unemployment	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 Q3
Labor Force	58,130	58,155	56,986	54,434	54,730	54,754	54,650	54,861	56,069	56,376	56,658	56,698
Employment	55,185	54,637	51,007	48,509	49,326	49,844	50,614	51,398	52,837	53,582	54,320	54,627
Unemployment	2,945	3,518	5,979	5,925	5,404	4,910	4,036	3,463	3,232	2,794	2,338	2,072
Unemployment Rate												
Pickens County	5.1%	6.0%	10.5%	10.9%	9.9%	9.0%	7.4%	6.3%	5.8%	5.0%	4.1%	3.7%
South Carolina	5.7%	6.8%	11.2%	11.2%	10.6%	9.2%	7.6%	6.5%	6.0%	5.0%	4.3%	3.7%
United States	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%	7.4%	6.2%	5.3%	4.9%	4.4%	4.0%

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





B. Commutation Patterns

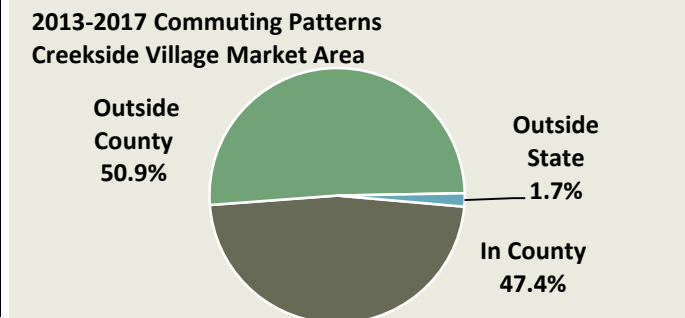
According to 2013-2017 American Community Survey (ACS) data, roughly 47.4 percent of working residents of the Creekside Village Market Area are employed locally with 49.5 percent commuting less than 25 minutes to work including 23 percent reporting commutes of under 15 minutes. Over one-third (34.7 percent) commute 25 to 44 minutes and 13.6 percent commute 45 minutes and over (Table 4).

Approximately 47.4 percent of all workers residing in the Creekside Village Market Area worked in Pickens County and 50.9 percent worked in another South Carolina county. The high percentage of workers employed outside their county of residence reflects the inclusion of two counties within the Easley city limits and the regional draw of Greenville and Greenville County. Only 1.7 percent of market area residents are employed outside of the state.

Table 5 Commuting Patterns, Creekside Village Market Area

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home:	30,539	97.8%	Worked in state of residence:	30,715	98.3%
Less than 5 minutes	849	2.7%	Worked in county of residence	14,818	47.4%
5 to 9 minutes	2,509	8.0%	Worked outside county of residence	15,897	50.9%
10 to 14 minutes	3,829	12.3%	Worked outside state of residence	525	1.7%
15 to 19 minutes	4,274	13.7%	Total	31,240	100%
20 to 24 minutes	4,017	12.9%			
25 to 29 minutes	2,580	8.3%			
30 to 34 minutes	5,212	16.7%			
35 to 39 minutes	1,452	4.6%			
40 to 44 minutes	1,581	5.1%			
45 to 59 minutes	2,697	8.6%			
60 to 89 minutes	1,155	3.7%			
90 or more minutes	384	1.2%			
Worked at home	701	2.2%			
Total	31,240				

Source: American Community Survey 2013-2017



Source: American Community Survey 2013-2017

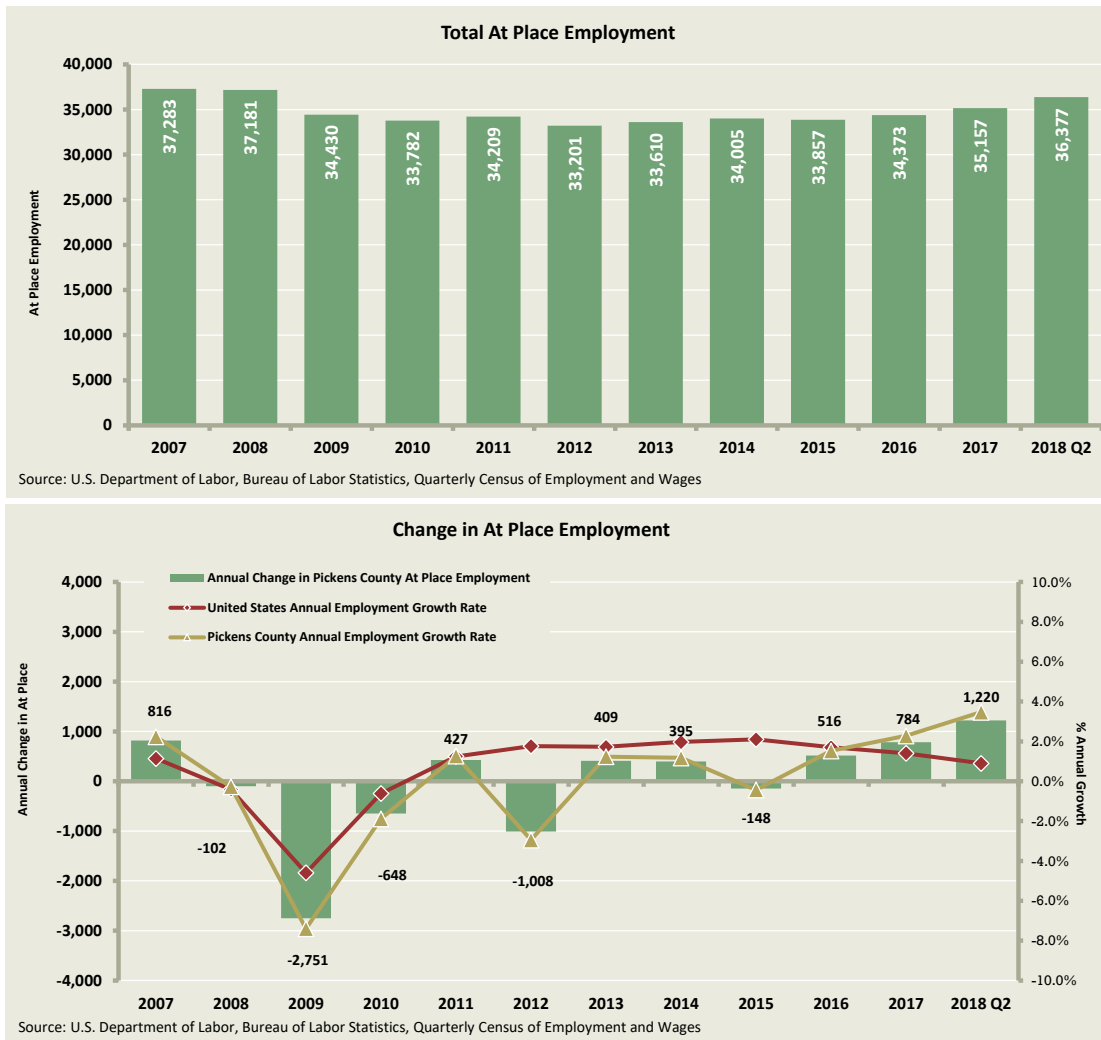
C. At-Place Employment

1. Trends in Total At-Place Employment

Pickens County’s At-Place Employment (jobs located in the county) has increased in six of the past seven years including the first two quarters of 2018 for a net increase of 3,176 jobs since 2012 (Figure 5). Growth is accelerating with more than 500 jobs added in each of the past three years including 1,220 jobs added through the first half of 2018. The recent job growth has recouped roughly 80 percent of the jobs lost during and following the national recession. As illustrated in the lower panel of Figure 5, the county’s rate of job growth has historically been below the national average but has been equal or above the national rate since 2016.



Figure 5 At-Place Employment



2. At-Place Employment by Industry Sector

The Leisure-Hospitality sector is the largest employment sector in Pickens County, comprising 17.5 percent of total jobs as compared to 11 percent for the nation. Trade-Transportation-Utilities and Manufacturing follow with 16.6 percent and 15.1 percent of the county’s jobs, respectively (Figure 6). The Education-Health sector contained 10.8 percent of jobs within Pickens County and all other sectors comprised less than 5 percent of the county’s jobs.

From 2011 to 2018 (Q2), five sectors added jobs and six sectors lost jobs in Pickens County. The Trade-Transportation-Utilities sector had the largest increase at 19.4 percent (Figure 7). The Other and Construction sectors also added jobs, increasing by 13.3 percent and 11.4 percent, respectively. Leisure-Hospitality, the county’s largest sector, increased by 7.9 percent. Sectors which lost jobs included Information, Professional-Business, Natural Resources-Mining, and Financial Activities; however, all of these sectors represent less than five percent of the county’s total employment. The Manufacturing sector, the second largest sector in Pickens County, lost less than one percent of its jobs.



Figure 6 Total Employment by Sector, Pickens County

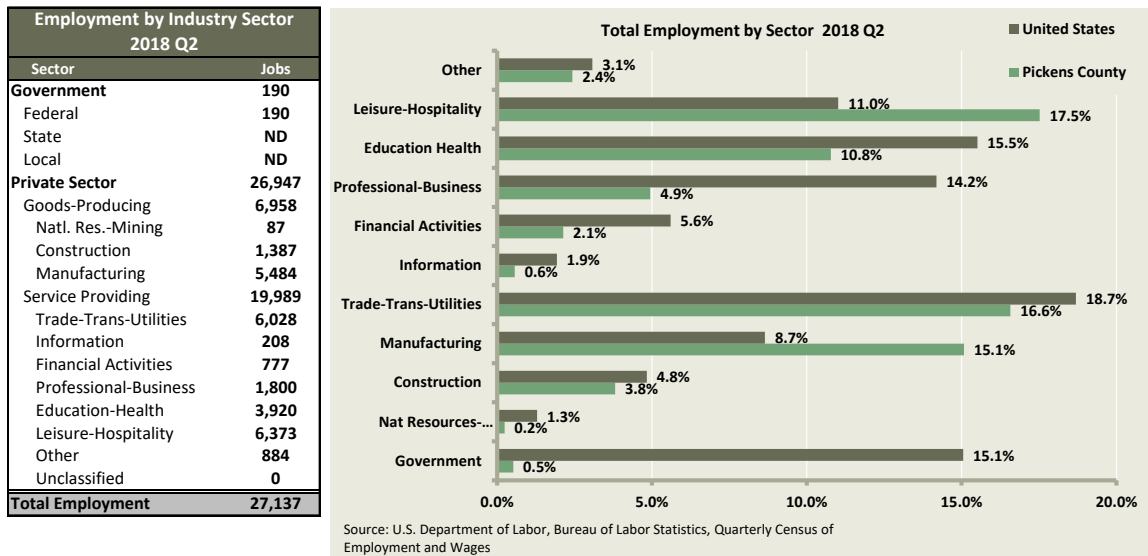
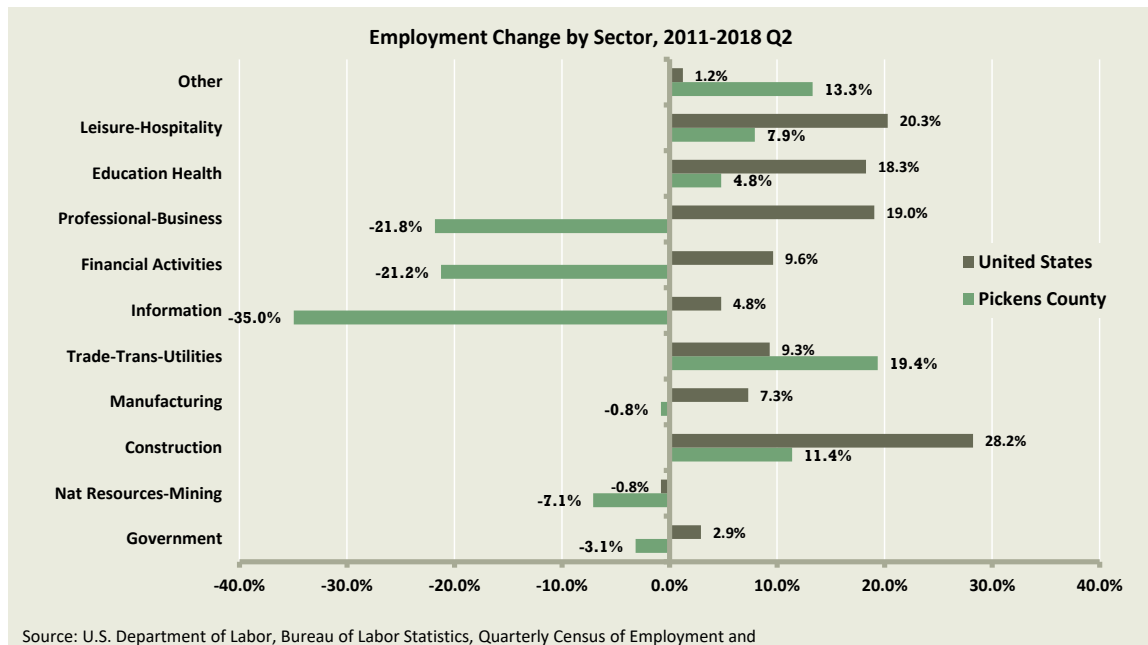


Figure 7 Change in Employment by Sector, Pickens County



3. Major Employers

The 20 largest employers in Pickens County cover a range of industry sectors (Table 6). The two largest employers in the county are the State of South Carolina and Clemson University, employing 4,881 and 3,529 people, respectively. Rounding out the top five is the School District of Pickens County, Contract Environmental Services, and Aramark Services. Of the remaining 15 major employers, seven are in the Manufacturing sector. The subject property is conveniently located within a 15-minute drive of most major employers. Most top employers in Pickens County are located in Easley, Pickens, or Liberty; a few are also located in the Clemson area (Map 4).

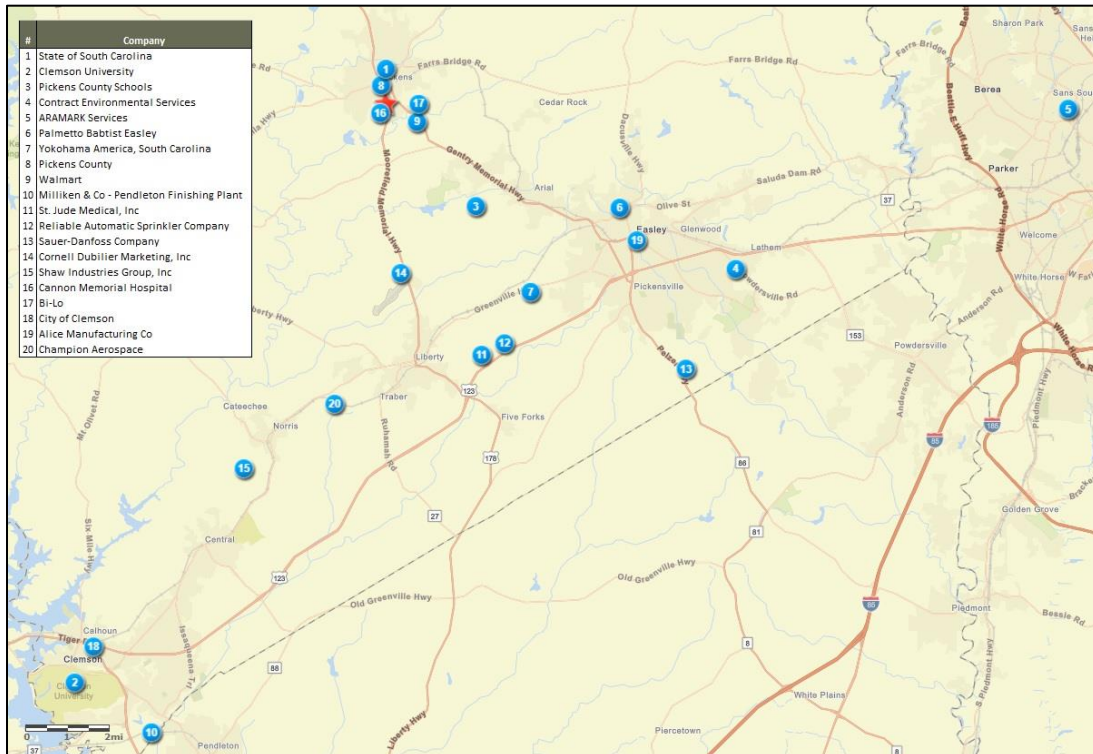


Table 6 Major Employers, Pickens County

Rank	Name	Sector	Employment
1	State of South Carolina	Government	4,881
2	Clemson University	Education	3,529
3	Pickens County Schools	Education	1,893
4	Contract Environmental Services	Consulting	1,200
5	ARAMARK Services	Food Services	800
6	Palmetto Baptist Easley	Healthcare	656
7	Yokohama America, South Carolina	Manufacturing	619
8	Pickens County	Government	592
9	Walmart	Retail	544
10	Milliken & Co - Pendleton Finishing Plant	Manufacturing	400
11	St. Jude Medical, Inc	Healthcare	400
12	Reliable Automatic Sprinkler Company	Manufacturing	390
13	Sauer-Danfoss Company	Manufacturing	335
14	Cornell Dubilier Marketing, Inc	Marketing	308
15	Shaw Industries Group, Inc	Manufacturing	300
16	Cannon Memorial Hospital	Healthcare	300
17	Bi-Lo	Retail	250
18	City of Clemson	Government	250
19	Alice Manufacturing Co	Manufacturing	250
20	Champion Aerospace	Manufacturing	250

Source: Alliance Pickens

Map 4 Pickens County Major Employers



4. Recent and Proposed Economic Expansions/Contractions

RPRG contacted Alliance Pickens to determine if any significant recent employment expansions or contractions have been announced in Pickens County. Noted expansions over the past few years include Abbot, Reliable Sprinkler, United Tool, and Taylormade, adding over 320 jobs to the county. Capital investment related to economic development in the last two years totals over \$77 million, with 570 jobs added. (Table 7).

RPRG reviewed the 2018 and 2019 WARN notices for South Carolina and found two closures in Easley. Kongsberg Automotive closed in March 2018, displacing 61 workers and ALICE Manufacturing closed in July 2018, displacing 182 workers.

Table 7 Economic Expansions/Contractions, Pickens County

Company	Date	Investment	Jobs	SF
Building Expansion				
Abbott	1/2017	\$18.0m	80	60,000
Reliable Sprinkler	9/2017	\$23.1m	100	150,000
New Buildings				
JR Automation	4/2017	\$5.0m	56	50,000
era-contact	6/2017	\$4.0m	35	38,000
Keymark	4/2018	\$2.0m	20	20,000
Safeplast	6/2018	\$4.3m	30	30,000
United Tool & Mold	1/2019	\$11.1m	80	58,000
Existing Buildings				
ZeroConnect	5/2016	\$1.3m	72	-
PG Aerospace	12/2017	-	22	-
SC Botanicals	08/2018	\$2.0m	15	-
Taylormade	12/2018	\$6.5m	60	-
		\$77.3m	570	406,000

Source: Alliance Pickens South Carolina USA

5. Wage Data

The average annual wage in 2017 for Pickens County was \$39,944 or 10.6 percent lower than the \$44,177 state-wide average (Table 8). Both the county and state are well below the national average wage of \$55,375. Pickens County's average annual wage in 2017 represents an increase of \$6,496 or 19.4 percent since 2010.

Table 8 Wage Data, Pickens County

	2010	2011	2012	2013	2014	2015	2016	2017
Pickens County	\$33,448	\$33,815	\$35,621	\$36,680	\$37,734	\$37,606	\$39,011	\$39,944
South Carolina	\$37,553	\$38,427	\$39,286	\$39,792	\$40,797	\$42,002	\$42,881	\$44,177
United States	\$46,751	\$48,043	\$49,289	\$49,804	\$51,361	\$52,942	\$53,621	\$55,375

Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



The average wage in Pickens County falls below the national average for all economic sectors (Figure 8). The highest paying sectors in Pickens County are Information, Government, and Manufacturing.

Figure 8 Wage by Sector, Pickens County



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



5. HOUSING MARKET AREA

A. Introduction

The primary market area for the proposed Creekside Village Apartments is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the Creekside Village Market Area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

B. Delineation of Market Area

The Creekside Village Market Area consists of the census tracts located in and immediately surrounding Easley (Map 5). The market area is comprised of the census tracts in the central and southern portion of Pickens County, which includes the municipalities of Pickens, Liberty and Easley. This area includes the most comparable portions of the county in terms of demographics and housing composition. As such, residents of this market area would consider the subject site an acceptable shelter location. The market area excludes areas such as Clemson (further west and home to Clemson University) and Greenville (further east and part of Greenville County) given the distance from the site and differences in demographics.

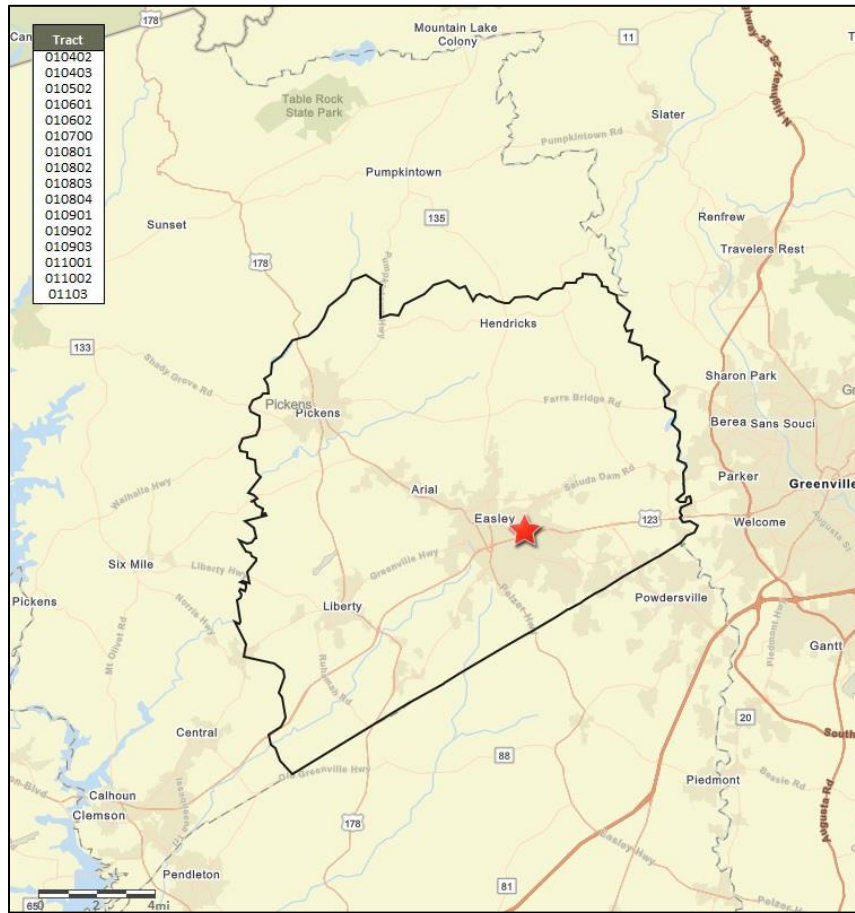
The approximate boundaries of the market area and their distances from the subject are:

- **North:** Twelvemile Creek (8.5 miles)
- **East:** Greenville County (9.1 miles)
- **South:** Anderson County (4.3 miles)
- **West:** Gregory Creek (7.8 miles)

As appropriate for this analysis, the Creekside Village Market Area is compared to Pickens County as a whole. The county can be considered as a secondary market area for demographic comparison purposes although demand is based solely on the Creekside Village Market Area.



Map 5 Creekside Village Market Area



6. DEMOGRAPHIC ANALYSIS

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Creekside Village Market Area and Pickens County using several sources. Projections of population and households are based on data prepared by Esri, a national data vendor. The estimates and projections were examined, compared, and evaluated in the context of decennial U.S. Census data (from 2000 and 2010) as well as building permit trend information. Demographic data is presented for 2010, 2018, and 2021 per SCSHFDA's market study guidelines.

B. Trends in Population and Households

1. Recent Past Trends

Population within the Creekside Village Market Area grew by 6.2 percent between the 2000 and 2010 Census counts, increasing by 4,134 people; households within the market area increased by 7.4 percent, adding a total of 1,923 households (Table 9). Annual growth rates in the market area during this period were 0.6 percent for population (adding 413 people annually) and 0.7 percent for households (adding 192 households annually). Pickens County grew at a slightly faster pace with annual growth rates of 0.7 percent among population and 0.9 percent among households.

Relative to past census trends, Esri estimates that population and household growth rates have remained strong in the Creekside Village Market Area. The Creekside Village Market Area added 4,146 people (5.9 percent) and 1,426 households (5.1 percent) from 2010 to 2018, which equates to annual growth rates of 0.7 percent among population and 0.6 percent for households. Pickens County's population expanded at an annual rate of 0.8 percent and households grew at 0.7 percent during the same period.

2. Projected Trends

Based on Esri's data, RPRG projects the Creekside Village Market Area's growth to continue from 2018 to 2021 with a net growth of 1,891 people and 686 households – annual average increases were 630 people (0.8 percent) and 229 households (0.8 percent). The market area is projected to reach 76,576 people and 29,961 households by 2021.

The household size in the Creekside Village Market Area increased from 2.51 persons per household in 2010 to 2.53 persons in 2018. The average size is expected to increase slightly to 2.54 persons between 2018 and 2021 (Table 10).



Table 9 Population and Household Projections

		Pickens County				Creekside Village Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	110,757					66,405				
2010	119,224	8,467	7.6%	847	0.7%	70,539	4,134	6.2%	413	0.6%
2018	126,807	7,583	6.4%	948	0.8%	74,685	4,146	5.9%	518	0.7%
2021	130,175	3,368	2.7%	1,123	0.9%	76,576	1,891	2.5%	630	0.8%

Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	41,306					25,926				
2010	45,228	3,922	9.5%	392	0.9%	27,849	1,923	7.4%	192	0.7%
2018	47,939	2,711	6.0%	339	0.7%	29,275	1,426	5.1%	178	0.6%
2021	49,179	1,240	2.6%	413	0.9%	29,961	686	2.3%	229	0.8%

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.

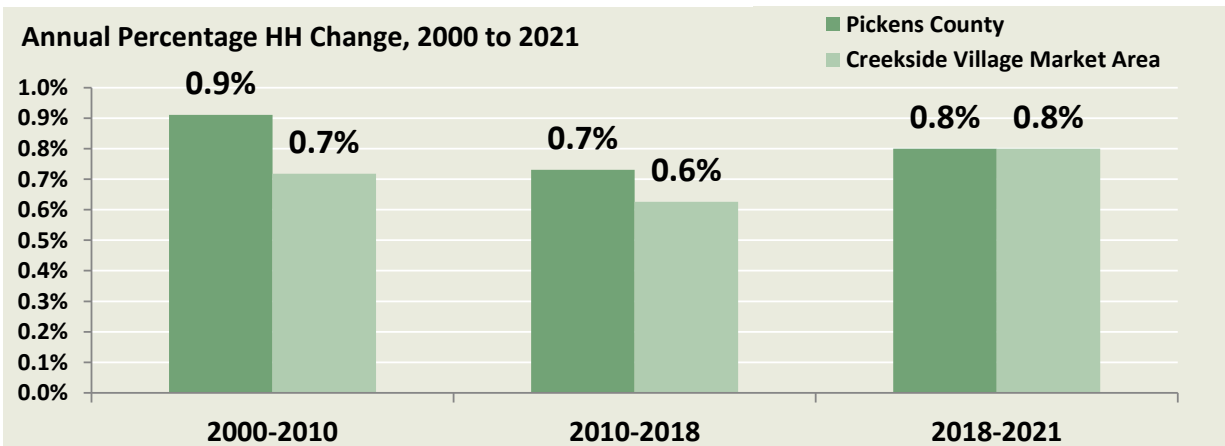


Table 10 Persons per Household, Creekside Village Market Area

Average Household Size			
Year	2010	2018	2021
Population	70,539	74,685	76,576
Group Quarters	529	619	574
Households	27,849	29,275	29,961
Avg. HH Size	2.51	2.53	2.54

Source: 2010 Census; Esri; and RPRG, Inc.

3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. Permitted units in Pickens County averaged 502 permits annually from 2007 to 2017. Permitted units have ranged from a low of 159 units in 2010 during the recession to a high of 1,026 units in 2016. Permits issued for multi-family units have ranged from zero in 2009 and 2010 to 667 units permitted in 2016. Multi-family permit activity has increased over the last five years, with an average of 303 units permitted from 2013 to 2017. An average of 527 new housing units were permitted annually in Pickens County from 2010 to 2017 (Table 11).

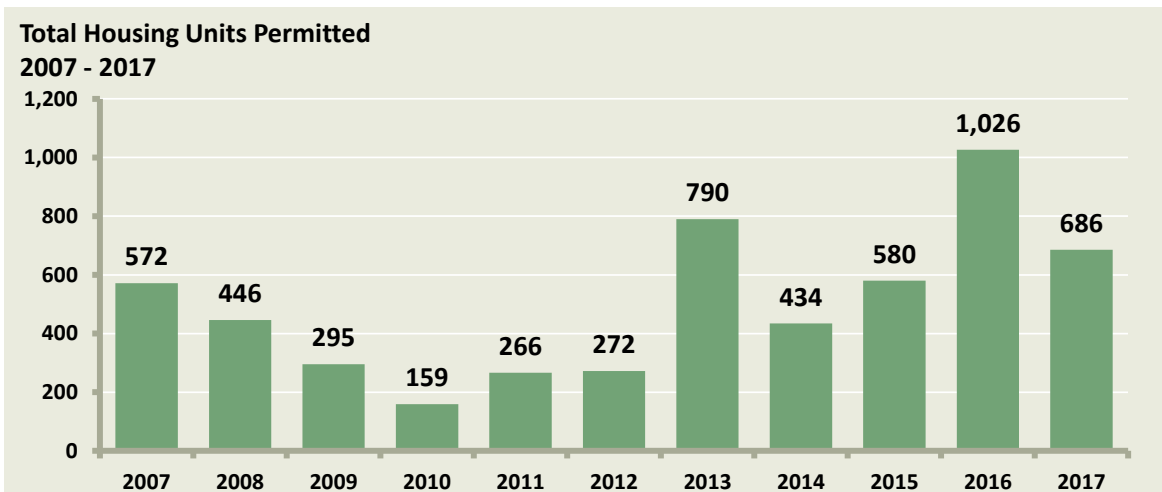


Single-family detached homes accounted for 69 percent of all residential permits issued in Pickens County from 2000 to 2017 and multi-family structures (5+ units) accounted for 30 percent of permitted units. From 2013 to 2017 multi-family permits increased significantly and represented 43 percent of total units permitted within the county. It should be noted Pickens County includes areas outside the subject’s market area such as Clemson, home to Clemson University. Clemson’s student enrollment has grown by more than 5,000 students over the past ten years and there has been a significant amount of new student housing development.

Table 11 Building Permits by Structure Type, Pickens County

Pickens County													2007-2017	Annual Average
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017			
Single Family	544	404	295	159	244	212	443	301	358	359	491	3,810	346	
Two Family	0	2	0	0	2	4	2	0	4	0	2	16	1	
3 - 4 Family	0	0	0	0	0	0	12	16	0	0	11	39	4	
5+ Family	28	40	0	0	20	56	333	117	218	667	182	1,661	151	
Total	572	446	295	159	266	272	790	434	580	1,026	686	5,526	502	

Source: U.S. Census Bureau, C-40 Building Permit Reports.



C. Demographic Characteristics

1. Age Distribution and Household Type

The Creekside Village Market Area’s population is older than Pickens County with median ages of 40 and 36, respectively (Table 12). Adults age 35-61 years comprise 35.9 percent of the population within the market area compared to 31.5 percent in Pickens County. The county has a greater concentration of Young Adults age 20-34, comprising nearly one-quarter of the population compared to the market area’s 18.1 percent, reflecting the impact of Clemson University. Children/Youth account for 23.9 percent of Creekside Village Market Area’s population, slightly below the county’s 24.2 percent. Seniors age 62+ are more common in the market area at 22.2 percent compared to the county’s 20.2 percent.

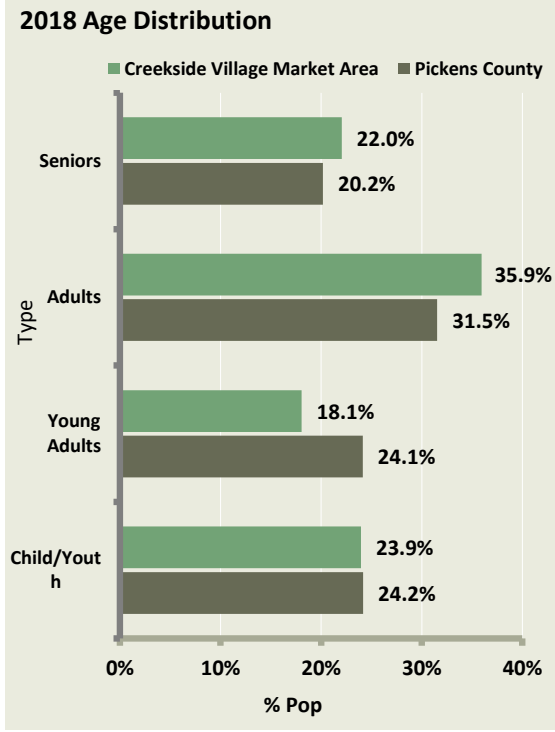
As of the 2010 Census, multi-person households without children were the most common household type in the Creekside Village Market Area and Pickens County with 41.8 percent of all households in



the market area and 44.9 percent in Pickens County (Table 13). Households with children accounted for roughly one-third of households in the market area and 30 percent in the county. Single person households were the least common household type in both areas at 24.6 percent in the market area and 25.2 percent in Pickens County.

Table 12 Age Distribution

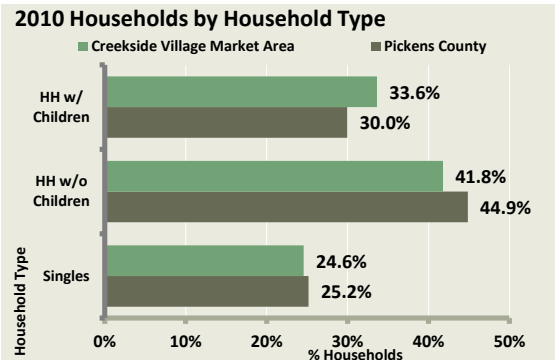
2018 Age Distribution	Pickens County		Creekside Village Market Area	
	#	%	#	%
Children/Youth	30,630	24.2%	17,887	23.9%
Under 5 years	6,262	4.9%	4,340	5.8%
5-9 years	6,643	5.2%	4,595	6.2%
10-14 years	6,841	5.4%	4,699	6.3%
15-19 years	10,884	8.6%	4,253	5.7%
Young Adults	30,602	24.1%	13,492	18.1%
20-24 years	15,008	11.8%	3,950	5.3%
25-34 years	15,594	12.3%	9,542	12.8%
Adults	39,994	31.5%	26,848	35.9%
35-44 years	13,631	10.7%	9,385	12.6%
45-54 years	15,133	11.9%	10,217	13.7%
55-61 years	11,230	8.9%	7,246	9.7%
Seniors	25,581	20.2%	16,458	22.0%
62-64 years	4,813	3.8%	3,105	4.2%
65-74 years	12,469	9.8%	8,045	10.8%
75-84 years	5,906	4.7%	3,841	5.1%
85 and older	2,393	1.9%	1,467	2.0%
TOTAL	126,807	100%	74,685	100%
Median Age	36		40	



Source: Esri; RPRG, Inc.

Table 13 Households by Household Type

2010 Households by Household Type	Pickens County		Creekside Village Market Area	
	#	%	#	%
Married w/Children	9,219	20.4%	6,286	22.6%
Other w/ Children	4,336	9.6%	3,081	11.1%
Households w/ Children	13,555	30.0%	9,367	33.6%
Married w/o Children	13,378	29.6%	8,649	31.1%
Other Family w/o Children	2,767	6.1%	1,869	6.7%
Non-Family w/o Children	4,140	9.2%	1,117	4.0%
Households w/o Children	20,285	44.9%	11,635	41.8%
Singles	11,388	25.2%	6,847	24.6%
Total	45,228	100%	27,849	100%



Source: 2010 Census; RPRG, Inc.

2. Renter Household Characteristics

a. Recent Past Trends

The Creekside Village Market Area has a slightly lower propensity to rent when compared to Pickens County with 2018 renter percentages of 26.0 percent and 31.5 percent, respectively (Table 14). The market area is estimated to have added 113 renter households and 86 owner households annually from 2000 to 2018; renters accounted for 56.8 percent of net household growth from 2000 to 2018. Renters also contributed a disproportionate percentage of the county's net household growth over the past 18 years at 62.4 percent.

Table 14 Households by Tenure, 2000 to 2018

Pickens County	2000		2010		2018		Change 2000-2018				% of Change 2000 - 2018
							Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	#	%	
Owner Occupied	30,350	73.5%	31,161	68.9%	32,841	68.5%	2,491	8.2%	138	0.4%	37.6%
Renter Occupied	10,956	26.5%	14,067	31.1%	15,098	31.5%	4,142	37.8%	230	1.8%	62.4%
Total Occupied	41,306	100%	45,228	100%	47,939	100%	6,633	16.1%	369	0.8%	100%
Total Vacant	4,694		6,016		6,490						
TOTAL UNITS	46,000		51,244		54,429						

Creekside Village Market Area	2000		2010		2018		Change 2000-2018				% of Change 2000 - 2018
							Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	#	%	
Owner Occupied	20,277	78.2%	20,673	74.2%	21,821	74.0%	1,544	7.6%	86	0.4%	43.2%
Renter Occupied	5,649	21.8%	7,176	25.8%	7,683	26.0%	2,034	36.0%	113	1.7%	56.8%
Total Occupied	25,926	100%	27,849	100%	29,504	100%	3,578	13.8%	199	0.7%	100%
Total Vacant	2,288		2,806		2,982						
TOTAL UNITS	28,214		30,655		32,486						

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

b. Projected Household Tenure Trends

Esri projects renter household growth to decrease significantly over the next five years with net growth of only 57 renter households from 2018 to 2021; a significant departure from past census trends and Esri's previous estimates/projections. Esri changed its methodology for determining household tenure in its most recent¹ data release to include national multi-family property data from Axiometrics in addition to other changes².

Esri's new methodology is producing significant deviations from recent past trends that are inconsistent with verified construction and lease-up activity in many markets across the United States. As detailed in Table 15, Esri projects total renter household growth of 57 households from 2018 to 2021, which is equal to just 12.5 percent of the market area's net household growth.

Based on RPRG's research including an analysis of demographic and multi-family trends, we project renter households to contribute at least 26 percent of net household growth over the next three years, which is equal to the 2018 renter percentage and well below the historical net

¹ July 2018 Release

² Correspondence with Douglas Skuta or Esri on 7/27/18



household growth contributed by rental households in the market area (56.8 percent from 2000 to 2018).

Table 15 Households by Tenure, 2018 to 2021

Creekside Village Market Area	2018		2021 Esri HH by Tenure		Esri Change by Tenure	
	#	%	#	%	#	%
Housing Units						
Owner Occupied	21,821	74.0%	22,221	74.2%	400	87.5%
Renter Occupied	7,683	26.0%	7,740	25.8%	57	12.5%
Total Occupied	29,504	100%	29,961	100%	457	100%
Total Vacant	3,002		3,035			
TOTAL UNITS	32,505		32,995			

Creekside Village Market Area	2018		2021 RPRG HH by Tenure		RPRG Change by Tenure	
	#	%	#	%	#	%
Housing Units						
Owner Occupied	21,652	74.0%	22,159	74.0%	507	74.0%
Renter Occupied	7,623	26.0%	7,802	26.0%	179	26.0%
Total Occupied	29,275	100%	29,961	100%	686	100%
Total Vacant	3,002		3,035			
TOTAL UNITS	32,277		32,995			

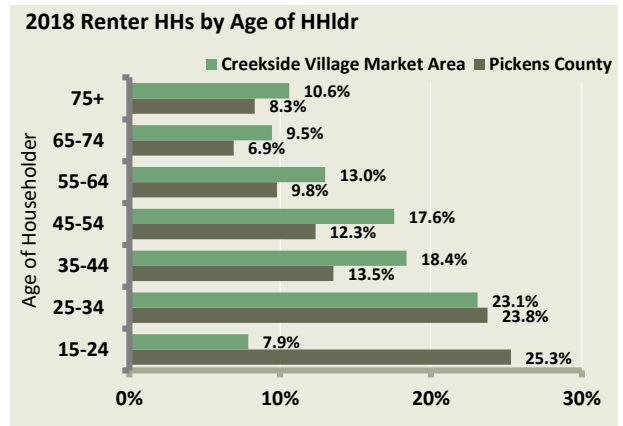
Source: Esri, RPRG, Inc.

Thirty-one percent of renter households in the Creekside Village Market Area and almost half of households in Pickens County are under the age of 35; the high percentage in the county reflects the influence of Clemson University. The market area has a higher percentage of renters age 35 to 54 at 35.9 percent compared to Pickens County’s 25.9 percent (Table 16). Renters 55 and older total 33.1 percent of households within the Creekside Village Market Area and one-quarter within the county.

Table 16 Renter Households by Age of Householder

Renter Households	Pickens County		Creekside Village Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	3,822	25.3%	601	7.9%
25-34 years	3,588	23.8%	1,761	23.1%
35-44 years	2,044	13.5%	1,401	18.4%
45-54 years	1,863	12.3%	1,339	17.6%
55-64 years	1,479	9.8%	991	13.0%
65-74 years	1,045	6.9%	721	9.5%
75+ years	1,256	8.3%	809	10.6%
Total	15,098	100%	7,623	100%

Source: Esri, Real Property Research Group, Inc.



As of 2010, almost 60 percent of all renter households in the Creekside Village Market Area contained one or two persons, similar to Pickens County’s 60.5 percent. Single person households accounted for roughly one-third of all renter households in both the market area and Pickens County (Table 17).

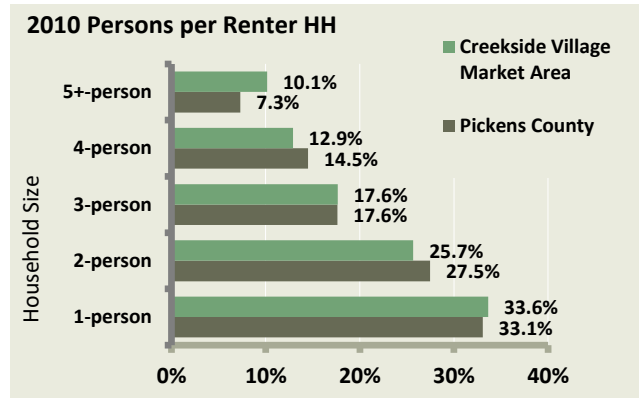


Approximately 30 percent of renter households in the market area had three or four persons and 10.1 percent of households had five or more persons.

Table 17 Renter Households by Household Size

Renter Occupied	Pickens County		Creekside Village Market Area	
	#	%	#	%
1-person hhld	4,653	33.1%	2,414	33.6%
2-person hhld	3,863	27.5%	1,843	25.7%
3-person hhld	2,480	17.6%	1,266	17.6%
4-person hhld	2,042	14.5%	925	12.9%
5+-person hhld	1,029	7.3%	728	10.1%
TOTAL	14,067	100%	7,176	100%

Source: 2010 Census



3. Population by Race

SCSHFDA’s requests population by race for the subject census tract. Minorities within the census tract comprise 15.9 percent of the population. By comparison, the market area has a slightly lower percentage of minorities, totaling 11.2 percent of the population (Table 18).

Table 18 2018 Population by Race, Tract 0104.02

Race	Tract 0108.04		Creekside Village Market Area		Pickens County	
	#	%	#	%	#	%
Total Population	3,453	100.0%	74,685	100.0%	126,807	100.0%
Population Reporting One Race	3,397	98.4%	73,139	97.9%	124,249	98.0%
White	2,903	84.1%	66,335	88.8%	111,394	87.8%
Black	307	8.9%	4,823	6.5%	8,230	6.5%
American Indian	2	0.1%	177	0.2%	286	0.2%
Asian	18	0.5%	401	0.5%	2,261	1.8%
Pacific Islander	2	0.1%	18	0.0%	28	0.0%
Some Other Race	165	4.8%	1,385	1.9%	2,050	1.6%
Population Reporting Two Races	56	1.6%	1,546	2.1%	2,558	2.0%

Source: 2010 Census; Esri

4. Income Characteristics

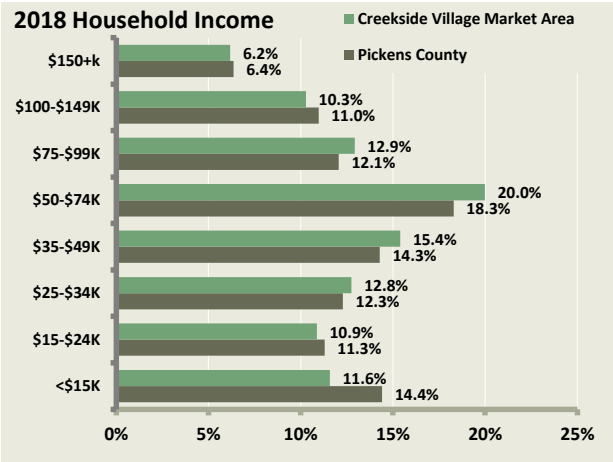
According to income distributions provided by Esri, households in the Creekside Village Market Area had a 2018 median household income of \$49,401, which is \$1,819 or 3.8 percent higher than the \$47,583 median in Pickens County (Table 19). Approximately 22.5 percent of market area households earn less than \$25,000 per year and 28.1 percent earn \$25,000 to \$49,999.



Table 19 Household Income

Estimated 2018 Household Income		Pickens County		Creekside Village Market Area	
		#	%	#	%
less than \$15,000	\$15,000	6,912	14.4%	3,392	11.6%
\$15,000	\$24,999	5,417	11.3%	3,185	10.9%
\$25,000	\$34,999	5,893	12.3%	3,734	12.8%
\$35,000	\$49,999	6,851	14.3%	4,506	15.4%
\$50,000	\$74,999	8,772	18.3%	5,851	20.0%
\$75,000	\$99,999	5,784	12.1%	3,785	12.9%
\$100,000	\$149,999	5,260	11.0%	3,012	10.3%
\$150,000	Over	3,050	6.4%	1,810	6.2%
Total		47,939	100%	29,275	100%
Median Income		\$47,583		\$49,401	

Source: Esri; Real Property Research Group, Inc.

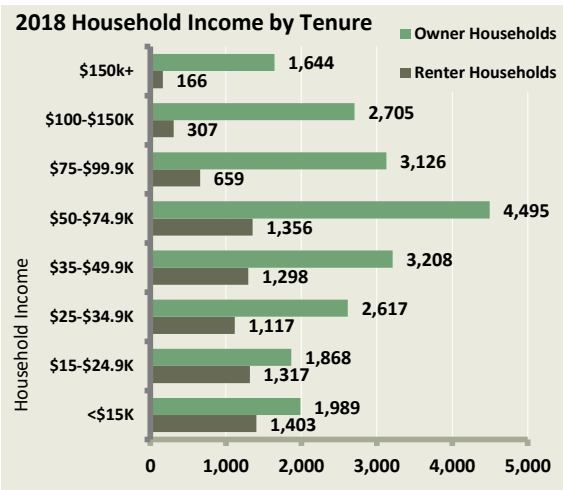


The Creekside Village Market Area has a large proportion of low to moderate income renter households. Based on the U.S. Census Bureau’s American Community Survey data, the breakdown of tenure, and household estimates, RPRG estimates that the median income of the Creekside Village Market Area households by tenure is \$34,765 for renters and \$56,363 for owners (Table 20). Approximately 35.7 percent of renter households earn less than \$25,000 including 18.4 percent earning less than \$15,000. Roughly 32 percent of renter households earn \$25,000 to \$49,999, and 32.6 percent of renter households earn at least \$50,000 compared to 55.3 percent of owner households earning at or above \$50,000.

Table 20 Household Income by Tenure

Estimated 2018 HH Income	Renter Households		Owner Households	
	#	%	#	%
less than \$15,000	1,403	18.4%	1,989	9.2%
\$15,000	1,317	17.3%	1,868	8.6%
\$25,000	1,117	14.7%	2,617	12.1%
\$35,000	1,298	17.0%	3,208	14.8%
\$50,000	1,356	17.8%	4,495	20.8%
\$75,000	659	8.6%	3,126	14.4%
\$100,000	307	4.0%	2,705	12.5%
\$150,000	166	2.2%	1,644	7.6%
Total	7,623	100%	21,652	100%
Median Income	\$34,765		\$56,363	

Source: American Community Survey 2013-2017 Estimates, RPRG, Inc.



Almost 35 percent of renter households in the Creekside Village Market Area pay at least 35 percent of income for rent (Table 21). Roughly 7.5 percent of renter households are living in substandard conditions; however, this only includes overcrowding and incomplete plumbing.



Table 21 Cost Burdened and Substandard Calculation, Creekside Village Market Area

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	406	5.3%
10.0 to 14.9 percent	692	9.1%
15.0 to 19.9 percent	1,065	14.0%
20.0 to 24.9 percent	926	12.2%
25.0 to 29.9 percent	641	8.4%
30.0 to 34.9 percent	692	9.1%
35.0 to 39.9 percent	418	5.5%
40.0 to 49.9 percent	611	8.0%
50.0 percent or more	1,326	17.4%
Not computed	826	10.9%
Total	7,603	100.0%
> 35% income on rent	2,355	34.7%

Source: American Community Survey 2013-2017

Substandardness	
Total Households	
Owner occupied:	
Complete plumbing facilities:	20,517
1.00 or less occupants per room	20,310
1.01 or more occupants per room	207
Lacking complete plumbing facilities:	45
Overcrowded or lacking plumbing	252
Renter occupied:	
Complete plumbing facilities:	7,346
1.00 or less occupants per room	7,035
1.01 or more occupants per room	311
Lacking complete plumbing facilities:	257
Overcrowded or lacking plumbing	568
Substandard Housing	820
% Total Stock Substandard	2.9%
% Rental Stock Substandard	7.5%



7. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of housing in the Creekside Village Market Area. We pursued several avenues of research in an attempt to identify residential rental projects that are actively being planned or that are currently under construction within the Creekside Village Market Area. The rental survey of competitive projects was conducted in January and February 2019.

B. Overview of Market Area Housing Stock

Based on the 2013-2017 ACS survey, the Creekside Village Market Area’s renter occupied units are contained within a variety of structures including 24.2 percent in multi-family structures with 5+ units, 11.6 percent in structures with 2-4 units, and 40 percent in single-family detached homes. The county’s renter occupied housing stock has a greater concentration of units in structures with 5+ units (34.2 percent), 14.9 percent of units in structures with 2-4 units, and a much lower percentage of units (31.4 percent) in single-family detached homes (Table 22). Mobile homes account for a significant percentage of the rentals in both areas at 23.3 percent in the market area and 17.4 percent in the county.

The renter-occupied housing stock in the Creekside Village Market Area has an older median year built when compared to Pickens County, or 1983 versus 1986. The median year built of the Creekside Village Market Area’s owner-occupied stock was equal to Pickens County’s median year built of 1984 (Table 23). Almost 36 percent of renter occupied units in the Creekside Village Market Area have been constructed since 1990 and 38.8 percent were constructed between 1970 to 1989.

According to ACS data, the median value among owner-occupied housing units in the Creekside Village Market Area was \$127,690, approximately \$4,643 or 3.5 percent below Pickens County’s median of \$132,333 (Table 24). ACS estimates home values based upon homeowners’ assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data but offers insight of relative housing values among two or more areas.

Table 22 Renter Occupied Units by Structure

Renter Occupied Housing Units	Pickens County		Creekside Village Market Area	
	#	%	#	%
Single-Family Detached	4,667	31.4%	3,038	40.0%
Single-Family Attached	302	2.0%	72	0.9%
2-4 Unit Bldgs	2,213	14.9%	879	11.6%
5+ Unit Bldgs	5,081	34.2%	1,843	24.2%
Mobile Homes	2,589	17.4%	1,771	23.3%
Total	14,852	100%	7,603	100%

Source: American Community Survey 2013-2017

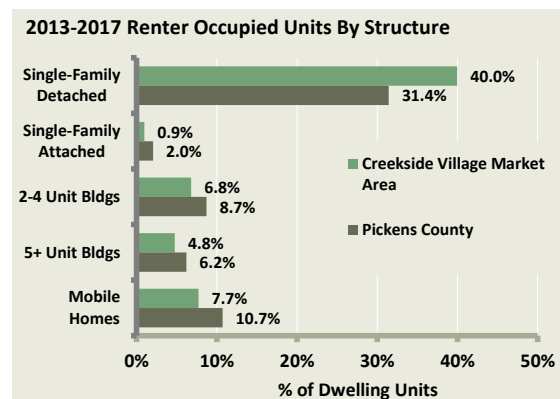




Table 23 Dwelling Units by Year Built and Tenure

Year Built	Owner Occupied				Renter Occupied			
	Pickens County		Creekside Village Market Area		Pickens County		Creekside Village Market Area	
	#	%	#	%	#	%	#	%
2014 or later	307	1.0%	190	0.9%	180	1.2%	124	1.6%
2010 to 2013	759	2.4%	308	1.5%	529	3.6%	229	3.0%
2000 to 2009	5,431	17.2%	3,584	17.4%	2,141	14.4%	996	13.1%
1990 to 1999	6,606	20.9%	4,527	22.0%	3,563	24.0%	1,380	18.2%
1980 to 1989	5,100	16.2%	3,151	15.3%	3,195	21.5%	1,711	22.5%
1970 to 1979	5,481	17.4%	3,786	18.4%	2,208	14.9%	1,241	16.3%
1960 to 1969	2,964	9.4%	1,959	9.5%	958	6.5%	594	7.8%
1950 to 1959	2,327	7.4%	1,395	6.8%	868	5.8%	576	7.6%
1940 to 1949	1,128	3.6%	674	3.3%	355	2.4%	235	3.1%
1939 or earlier	1,473	4.7%	988	4.8%	855	5.8%	517	6.8%
TOTAL	31,576	100%	20,562	100%	14,852	100%	7,603	100%
MEDIAN YEAR BUILT	1984		1984		1986		1983	

Source: American Community Survey 2013-2017

Table 24 Value of Owner Occupied Housing Stock

2013-2017 Home Value		Pickens County		Creekside Village Market Area	
		#	%	#	%
less than	\$60,000	4,951	15.7%	3,167	15.4%
	\$60,000 - \$99,999	6,001	19.0%	4,183	20.3%
	\$100,000 - \$149,999	7,182	22.7%	5,219	25.4%
	\$150,000 - \$199,999	5,456	17.3%	3,643	17.7%
	\$200,000 - \$299,999	4,657	14.7%	2,929	14.2%
	\$300,000 - \$399,999	1,609	5.1%	818	4.0%
	\$400,000 - \$499,999	743	2.4%	319	1.6%
	\$500,000 - \$749,999	600	1.9%	163	0.8%
	\$750,000 over	377	1.2%	121	0.6%
Total		31,576	100%	20,562	100%
Median Value		\$132,333		\$127,690	

Source: American Community Survey 2013-2017

C. Survey of Competitive Rental Communities

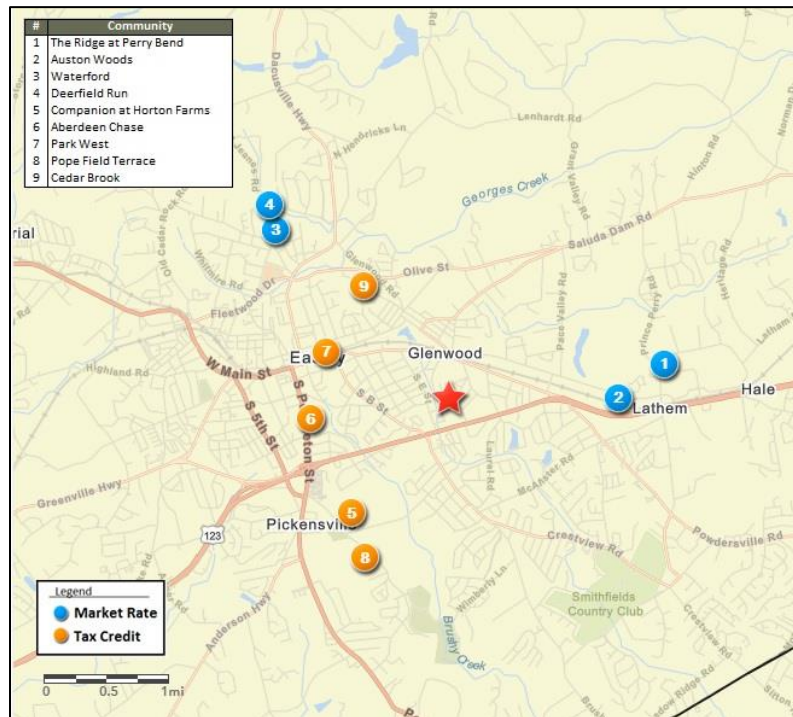
1. Introduction to the Rental Housing Survey

As part of this analysis, RPRG surveyed nine general occupancy rental communities in the Creekside Village Market Area including four market rate communities and five LIHTC communities. The competitive surveys do not include deeply subsidized or senior communities as they are not comparable with the units proposed at the subject property. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 5.

2. Location

The surveyed communities are all in Easley, with all tax credit communities west of the subject site; two are northwest and two are southwest (Map 6).

Map 6 Surveyed Rental Communities



3. Age of Communities

The average year built of surveyed rental communities in the market area is 2006. LIHTC communities were much newer with an average year built of 2010 compared to an average of 2001 for market rate communities. The Ridge at Perry Bend (2018) is the newest market rate community and Aberdeen Chase (2015) is the newest LIHTC community.

4. Structure Type

Seven rental communities offer garden style apartments and two communities offer townhomes exclusively. Out of the five surveyed LIHTC communities, three offer garden style apartments and two offer townhome style units.

5. Size of Communities

The surveyed communities range from 27 to 240 units with an average of 93 units per community. Market rate communities are larger averaging 155 units and LIHTC communities average 44 units (ranging 27 to 60 units).

6. Vacancy Rates

The nine stabilized communities combine for 840 units and 19 vacancies for an aggregate vacancy rate of 2.3 percent. The five LIHTC communities combined for only two vacancies among 222 units for an aggregate vacancy rate of 0.9 percent (Table 25). Both LIHTC vacancies were at Park West; four of



five LIHTC communities are 100 percent occupied. A new market rate community recently concluded lease up – The Ridge at Perry Bend has 240 units and 14 vacancies for a vacancy rate of 5.8 percent.

Among properties able to provide unit distributions and vacancies by floorplan, vacancy rates were 0.0 percent for one-bedroom units, 1.6 percent for two-bedroom units, and 0.0 percent for three-bedroom units (Table 26).

7. Rent Concessions

One surveyed community reported rental incentives: The Ridge at Perry Road, delivered in 2018 and recently stabilized, is offering a \$500 rental concession on three-bedroom units.

8. Absorption History

The Ridge at Perry Bend (market rate community) opened in January 2018 and leased 266 units in roughly one year for an average monthly absorption rate of 26.5 units.

Table 25 Rental Summary, Surveyed Rental Communities

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentive
	Subject Property - 50% AMI	2021	Gar	12				\$590	
	Subject Property - 60% AMI	2021	Gar	48				\$700	
1	The Ridge at Perry Bend	2018	Gar	240	14	5.8%	\$864	\$1,089	\$500 off for 3br
2	Auston Woods	2007	Gar	194	1	0.5%	\$700	\$814	None
3	Waterford	1992	Gar	128	1	0.8%		\$750	None
4	Deerfield Run	1988	Gar	56	1	1.8%		\$700	None
5	Companion at Horton Farms*	2008	Gar	40	0	0.0%	\$569	\$694	None
6	Aberdeen Chase*	2015	TH	27	0	0.0%		\$693	None
7	Park West*	2003	Gar	60	2	3.3%		\$677	None
8	Pope Field Terrace*	2013	Gar	56	0	0.0%	\$475	\$543	None
9	Cedar Brook*	2013	TH	39	0	0.0%		\$435	None
	Total			840	19	2.3%			
	Average	2006		93			\$652	\$710	
	LIHTC Total			222	2	0.9%			
	LIHTC Average	2010		44			\$522	\$608	

(1) Rent is contract rent, and not adjusted for utilities or incentives

(*) Tax Credit Community

Source: Phone Survey, RPRG, Inc. January 2019



Table 26 Vacancy by Floorplan

Community	Total Units		Vacant Units by Floorplan								
	Units	Vacant	One Bedroom			Two Bedroom			Three Bedroom		
	Units	Vacant	Units	Vacant	Vac. Rate	Units	Vacant	Vac. Rate	Units	Vacant	Vac. Rate
Waterford	128	1				96	1	1.0%	32	0	0.0%
Aberdeen Chase	27	1				15	0	0.0%	12	0	0.0%
Deerfield Run	56	0				56	1	1.8%			
Companion at Horton Farms	40	0				12	0	0.0%	28	0	0.0%
Park West	60	2				44	2	4.5%	16	0	0.0%
Pope Field Terrace	56	0	12	0	0.0%	28	0	0.0%	16	0	0.0%
Cedar Brook	39	0				4	0	0.0%	31	0	0.0%
Total Reporting Breakdown	406	4	12	0	0.0%	255	4	1.6%	135	0	0.0%
Total Percentage		100.0%	3.0%	0.0%		62.8%	100.0%		33.3%	0.0%	

Source: Phone Survey, RPRG, Inc. January 2019

D. Analysis of Rental Pricing and Product

1. Payment of Utility Costs

All surveyed communities except The Ridge at Perry Bend include the cost of trash removal and five communities also include water/sewer (Table 27). Creekside Village Apartments will offer water/sewer, and trash removal.

2. Unit Features

All communities include a dishwasher in each apartment and seven also include microwaves. Washer/dryer connections are included in eight communities and The Ridge at Perry Bend offers a full-size washer/dryer in all units. Creekside Village Apartments will be competitive with surveyed rental communities in the market area as its unit features will include dishwashers, microwaves, and washer/dryer connections.

Table 27 Utilities and Unit Features – Surveyed Rental Communities

Community	Heat Type	Utilities Included in Rent						Dish-washer	Micro-wave	Parking	In-Unit Laundry
		Heat	Hot Water	Cooking	Electric	Water	Trash				
Subject Property	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
The Ridge at Perry Bend	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	STD	STD	Surface	STD-Full
Auston Woods	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Surface	Hook Ups
Waterford	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Deerfield Run	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Companion at Horton Farms	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Surface	Hook Ups
Aberdeen Chase	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Park West	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Pope Field Terrace	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Cedar Brook	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups

Source: Phone Survey, RPRG, Inc. January 2019



3. Parking

All surveyed communities include free surface parking. Only The Ridge at Perry Bend offers detached garages.

4. Community Amenities

Clubhouses and business centers are the most common amenities within the market area; clubhouses are offered at seven competing communities and business centers are offered at six (Table 28). Other common amenities include a fitness room (six communities), a playground (four communities), and a pool (three communities). LIHTC communities all offer a clubhouse, and all but Companion at Horton Farms offers a business center and playground; four also offer a fitness room. Creekside Village Apartments will include a clubhouse, playground, and gazebo/picnic shelter. These amenities will be competitive with the existing rental stock in the market area and are appropriate given the proposed rents and target market.

Table 28 Community Amenities – Surveyed Rental Communities

Community	Clubhouse	Fitness Room	Pool	Hot Tub	Playground	Tennis Court	Business Center	Gated Entry
Subject Property	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Ridge at Perry Bend	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Auston Woods	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Waterford	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deerfield Run	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Companion at Horton Farms	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Aberdeen Chase	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Park West	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Pope Field Terrace	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cedar Brook	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Source: Phone Survey, RPRG, Inc. January 2019

5. Distribution of Units by Bedroom Type

Unit distributions were available for all communities except The Ridge at Perry Bend. Among communities providing a distribution, two-bedroom units are the most common unit type at 53.5 percent (Table 29). Three-bedroom units are slightly more common than one-bedroom units at 25.7 percent and 20.8 percent respectively.

6. Effective Rents

Unit rents presented in (Table 29) are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents at some communities in order to control for current rental incentives. The net rents further reflect adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where water, sewer, and trash removal are included in monthly rents at all



communities, with tenants responsible for other utility costs. Among the surveyed rental communities in the market area, net rents, unit sizes, and rents per square foot are as follows:

- **Two-bedroom** rents average \$690 with a range from \$455 to \$1,119. The average two-bedroom unit has 1,032 square feet for an average rent per square foot of \$0.67.
- **Three-bedroom** rents average \$759 with a range from \$530 to \$1,288. The average three-bedroom rent per square foot is \$0.60 based on an average size of 1,259 square feet.

These overall averages include both market rate and LIHTC communities. LIHTC rents are among the lowest in the market area and the proposed units at Creekside Village Apartments will be priced below the highest priced LIHTC communities.

Table 29 Salient Characteristics, Surveyed Rental Communities

Community	Total Units	One Bedroom Units				Two Bedroom Units				Three Bedroom Units			
		Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject Property 50% AMI	12					10	\$590	1,088	\$0.54	2	\$670	1,219	\$0.55
Subject Property 60% AMI	48					32	\$700	1,088	\$0.64	16	\$800	1,219	\$0.66
Total/Average	60					42	\$645	1,088	\$0.59	18	\$735	1,219	\$0.60
The Ridge at Perry Bend	240		\$889	875	\$1.02		\$1,119	1,269	\$0.88		\$1,288	1,444	\$0.89
Auston Woods	194	88	\$715	738	\$0.97	60	\$834	981	\$0.85	46	\$945	1,451	\$0.65
Companion at Horton Farms 60% AMI *	40	6	\$641	790	\$0.81	4	\$768	970	\$0.79				
Aberdeen Chase 60% AMI*	20					12	\$753	1,038	\$0.73	8	\$845	1,172	\$0.72
Waterford	128					96	\$750	1,000	\$0.75	32	\$850	1,200	\$0.71
Park West 60% AMI *	30					22	\$734	986	\$0.74	8	\$775	1,193	\$0.65
Deerfield Run	56					56	\$700	1,000	\$0.70				
Companion at Horton Farms 60% HOME *		6	\$602	790	\$0.76	8	\$694	970	\$0.72				
Park West 50% AMI *	30					22	\$620	986	\$0.63	8	\$720	1,193	\$0.60
Companion at Horton Farms 50% HOME *		12	\$516	790	\$0.65	4	\$618	970	\$0.64				
Aberdeen Chase 50%AMI*	7					3	\$553	1,038	\$0.53	4	\$614	1,172	\$0.52
Pope Field Terrace 60% AMI*	40	6	\$500	852	\$0.59	23	\$550	1,103	\$0.50	11	\$610	1,254	\$0.49
Pope Field Terrace 50% AMI*	16	6	\$450	852	\$0.53	5	\$510	1,103	\$0.46	5	\$560	1,254	\$0.45
Cedar Brook 50% AMI*	19					4	\$455			15	\$530		
Cedar Brook 60% AMI*	16									16	\$610		
Total/Average	840		\$616	812	\$0.76		\$690	1,032	\$0.67		\$759	1,259	\$0.60
LIHTC Total/ Average	218		\$542	815	\$0.66		\$626	1,018	\$0.61		\$658	1,206	\$0.55
Unit Distribution	596	124				319				153			
% of Total	71.0%	20.8%				53.5%				25.7%			

(1) Rent is adjusted to include water/sewer, trash, and Incentives

Source: Phone Survey, RPRG, Inc. January 2019

(*) Tax Credit Community

E. Housing Authority Data / Subsidized Housing List

South Carolina Regional Housing Authority #1 covers Easley, Pickens, and Liberty in Pickens County and manages approximately 250 Section 8 vouchers with a current waitlist of nearly one year for elderly and disabled and two years for remaining residents (according to Don Roads). The authority also manages 78 public housing units and the current waitlist for one-bedroom units is 5 people while the waitlist for two-bedroom units is one person (according to Donna Pitt).

A list of all subsidized communities in the market area is detailed in (Table 30) and the location relative to the site is shown on (Map 7). The LIHTC communities not included in survey include 47 Overbrook Street (1 unit); 119 Sunset Circle (1 unit); Peachtree Senior Village (senior community); and Companion at Walnut Hill (senior community).

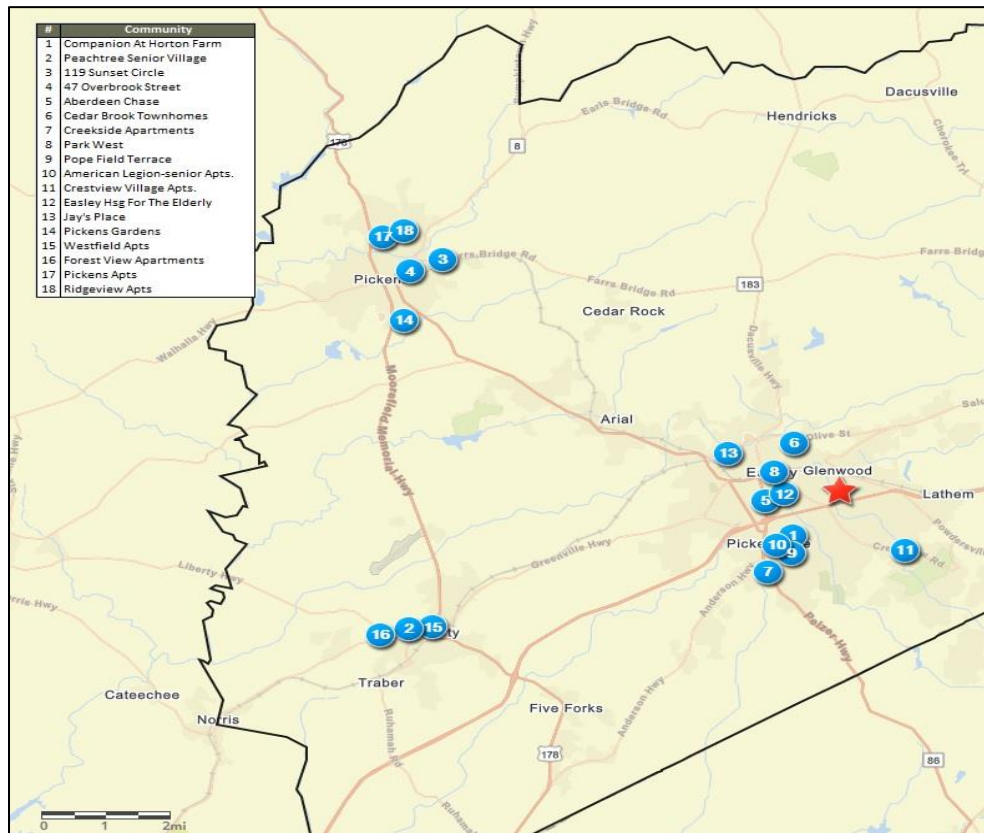


Table 30 Subsidized Rental Communities, Creekside Village Market Area

Community	Subsidy	Type	Address	City	Distance
Companion At Horton Farm	LIHTC	Elderly	Walnut Hill Drive	Easley	2.1 miles
Peachtree Senior Village	LIHTC	Elderly	North Peachtree Street	Liberty	7.8 miles
119 Sunset Circle	LIHTC	Family	119 Sunset Circle	Pickens	0.9 mile
47 Overbrook Street	LIHTC	Family	47 Overbrook Street	Pickens	9.4 miles
Aberdeen Chase	LIHTC	Family	510 S Pendleton Street	Easley	1.7 miles
Cedar Brook Townhomes	LIHTC	Family	120 Beverly Drive	Easley	1.6 miles
Creekside Apartments	LIHTC	Family	100 Pebble Brook Ct	Easley	2.5 miles
Park West	LIHTC	Family	429 North East Main Street	Easley	1.3 miles
Pope Field Terrace	LIHTC	Family	505 Pope Field Road	Easley	2 miles
American Legion-senior Apts.	Sec 8	Elderly	118 Legion St., Suite 118B	Easley	2 miles
Crestview Village Apts.	Sec 8	Elderly	908- Crestview Road	Easley	2.3 miles
Easley Hsg For The Elderly	Sec 8	Elderly	207 E Second Street	Easley	1 mile
Jay's Place	Sec 8	Elderly	119 Louns Dr.	Easley	2.7 miles
Pickens Gardens	Sec 8	Family	102 Garden Drive	Pickens	8.7 miles
Westfield Apts	USDA	Family	201 Annie St	Liberty	7.9 miles
Forest View Apartments	USDA / LIHTC	Family	311 Summit Drive	Liberty	9.2 miles
Pickens Apts	USDA / LIHTC	Family	105 India Drive	Pickens	10.4 miles
Ridgeview Apts	USDA / LIHTC	Family	117 Ridgeview Drive	Pickens	10.5 miles

Source: HUD, USDA, SCHFA

Map 7 Subsidized Rental Communities, Creekside Village Market Area





F. Potential Competition from For-Sale Housing and Scattered Site Rentals

Given the low proposed rents and income ranges targeted, for-sale housing will not compete with Creekside Village Apartments. The market area has sufficient multi-family rental options and scattered site rentals are not considered a significant source of competition for the proposed units at the subject property. Although single-family detached homes and mobile homes account for notable percentages of the overall housing stock, these units are generally older, lower quality, and not professionally managed.

G. Proposed and Under Construction Rental Communities

For the purposes of this analysis, we contacted planners from the cities of Pickens (Ray Holiday) and Easley (Tommy Holcombe). Pickens reported no pipeline. Easley reported a 24-unit multi-family project was permitted in January 2019, with construction expected to commence shortly. The building permit was issued to Powers Construction Company. The complex will be market rate and not comparable to the subject property, which has no market rate units. The most recent LIHTC allocation in the market area was in 2015 for Peachtree Senior Village, a 40-unit senior community that opened in 2017 in the city of Liberty. These age-restricted units will not compete with the general occupancy units at the subject property. The newest general occupancy community opened in 2015.

H. Estimate of Market Rent

To better understand how the proposed rents, compare with the rental market, rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. The adjustments made in this analysis are broken down into four classifications. These classifications and an explanation of the adjustments made follows:

- Rents Charged – current rents charged, adjusted for utilities and incentives, if applicable.
- Design, Location, Condition – adjustments made in this section include:
 - Building Design - An adjustment was made, if necessary, to reflect the attractiveness of the proposed product relative to the comparable communities above and beyond what is applied for year built and/or condition (Table 31).
 - Year Built/Rehabbed - We applied a value of \$0.75 for each year newer a property is relative to a comparable.

Table 31 Market Rent Adjustments Summary

- Condition and Neighborhood – We rated these features on a scale of 1 to 5 with 5 being the most desirable. An adjustment of \$20 per variance was applied for condition as this factor is also accounted for in “year built.” The Neighborhood or location adjustment is

Rent Adjustments Summary	
B. Design, Location, Condition	
Structure / Stories	
Year Built / Condition	\$0.75
Quality/Street Appeal	\$20.00
Location	\$20.00
C. Unit Equipment / Amenities	
Number of Bedrooms	\$75.00
Number of Bathrooms	\$30.00
Unit Interior Square Feet	\$0.25
Balcony / Patio / Porch	\$5.00
AC Type:	\$5.00
Range / Refrigerator	\$25.00
Microwave / Dishwasher	\$5.00
Washer / Dryer: In Unit	\$25.00
Washer / Dryer: Hook-ups	\$5.00
D. Site Equipment / Amenities	
Parking (\$ Fee)	
Club House	\$10.00
Pool	\$15.00
Recreation Areas	\$5.00
Fitness Center	\$10.00



generally \$20 per numerical variance.

- Square Footage – Differences between comparable communities and the subject property are accounted for by an adjustment of \$0.25 per foot.
- Unit Equipment/Amenities – Adjustments were made for amenities included or excluded at the subject property. The exact value of each specific value is somewhat subjective as particular amenities are more attractive to certain renters and less important to others. Adjustment values were between \$5 and \$25 for each amenity. Adjustments of \$75 per bedroom and \$30 per bathroom were applied where applicable.
- Site Equipment – Adjustments were made in the same manner as with the unit amenities. Adjustment values were between \$5 and \$15 for each amenity.

Based on our adjustment calculations, the estimated market rents for the units at Creekside Village Apartments are \$911 for two-bedroom units (Table 32) and \$1,040 for three-bedroom units (Table 33). The proposed 60 percent rents result in market advantages of 23.2 percent for two-bedroom units and 23.1 percent for three-bedroom units. Market advantages for 50 percent units are 35.2 percent for two-bedroom units and 35.6 percent for three-bedroom units. The overall weighted average market advantage is 25.52 percent (Table 34). As these market rents are above maximum LIHTC levels, achievable/restricted rent for LIHTC units would be LIHTC maximums.



Table 32 Estimate of Market Rent, Two-Bedroom Units

Two Bedroom Units									
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		Comparable Property #4		
Creekside Village Easley, Pickens County	The Ridge at Perry Bend		Auston Woods		Deerfield Run		Waterford		
	130 Perry Bend Circle		107 Auston Woods Circle		102 Deerfield Run		122 Riverstone Court		
	Easley	Pickens	Easley	Pickens	Easley	Pickens	Easley	Pickens	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (60% LIHTC)	\$700	\$1,119	\$0	\$834	\$0	\$700	\$0	\$750	\$0
Utilities Included	W, S, T	None	\$30	Trash	\$20	W, S, T	\$0	W, S, T	\$0
Rent Concessions		None	\$0	None	\$0	None	\$0	None	\$0
Effective Rent	\$700	\$1,149		\$854		\$700		\$750	
<i>In parts B thru D, adjustments were made only for differences</i>									
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden / 3	\$0	Garden / 3	\$0	Garden/2	\$0	Garden	\$0
Year Built / Condition	2021	2018	\$2	2007	\$11	1988	\$25	1992	\$22
Quality/Street Appeal	Excellent	Excellent	\$0	Above Average	\$20	Average	\$40	Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	2	2	\$0	2	\$0	2	\$0	2	\$0
Number of Bathrooms	2	2	\$0	2	\$0	2	\$0	2	\$0
Unit Interior Square Feet	1,088	1,269	(\$45)	981	\$27	1,000	\$22	1,000	\$22
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	Yes	\$0	Yes	\$0
AC Type:	Central	Central	\$0	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / Yes	\$0	No / Yes	\$5	Yes / Yes	\$0	Yes / Yes	\$0
Washer / Dryer: In Unit	No	Yes	(\$25)	No	\$0	No	\$0	No	\$0
Luxury Finishes	No	Yes	\$50	No	\$0	No	\$0	No	\$0
Washer / Dryer: Hook-ups	Yes	No	\$5	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Club House	Yes	Yes	\$0	Yes	\$0	No	\$10	No	\$10
Pool	No	Yes	(\$15)	Yes	(\$15)	No	\$0	Yes	(\$15)
Recreation Areas	Yes	Yes	\$0	No	\$5	No	\$5	No	\$5
Fitness Center	No	Yes	(\$10)	Yes	(\$10)	No	\$0	No	\$0
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		3	4	5	2	5	0	5	1
Sum of Adjustments B to D		\$57	(\$95)	\$68	(\$25)	\$102	\$0	\$99	(\$15)
F. Total Summary									
Gross Total Adjustment		\$152		\$93		\$102		\$114	
Net Total Adjustment		(\$38)		\$43		\$102		\$84	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,111		\$897		\$802		\$834	
% of Effective Rent		96.7%		105.0%		114.5%		111.2%	
Estimated Market Rent	\$911								
Rent Advantage \$	\$211								
Rent Advantage %	23.2%								



Table 33 Estimate of Market Rent, Three-Bedroom Units

Three Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Creekside Village 0 Easley, Pickens County	The Ridge at Perry Bend		Auston Woods		Waterford		
	130 Perry Bend Circle		107 Auston Woods Circle		122 Riverstone Court		
	Easley	Pickens	Easley	Pickens	Easley	Pickens	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (60% LIHTC)	\$800	\$1,288	\$0	\$945	\$0	\$850	\$0
Utilities Included	W, S, T	None	\$35	Trash	\$25	W, S, T	\$0
Rent Concessions		None	\$0	None	\$0	None	\$0
Effective Rent	\$800	\$1,323		\$970		\$850	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden / 3	\$0	Garden / 3	\$0	Garden	\$0
Year Built / Condition	2021	2018	\$2	2007	\$11	1992	\$22
Quality/Street Appeal	Excellent	Excellent	\$0	Above Average	\$20	Average	\$40
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	3	3	\$0	3	\$0	3	\$0
Number of Bathrooms	2	2	\$0	2	\$0	2	\$0
Unit Interior Square Feet	1,219	1,444	(\$56)	1,451	(\$58)	1,200	\$5
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	Yes	\$0
AC: (C)entral / (W)all / (N)or	Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / Yes	\$0	No / Yes	\$5	Yes / Yes	\$0
Washer / Dryer: In Unit	No	Yes	(\$25)	No	\$0	No	\$0
Luxury Finishes	No	No	\$50	No	\$0	No	\$0
Washer / Dryer: Hook-ups	Yes	No	\$5	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Club House	Yes	Yes	\$0	Yes	\$0	No	\$10
Pool	No	Yes	(\$15)	Yes	(\$15)	Yes	(\$15)
Recreation Areas	Yes	Yes	\$0	No	\$5	No	\$5
Fitness Center	No	Yes	(\$10)	Yes	(\$10)	No	\$0
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		3	4	4	3	5	1
Sum of Adjustments B to D		\$57	(\$106)	\$41	(\$83)	\$82	(\$15)
F. Total Summary							
Gross Total Adjustment		\$163		\$124		\$97	
Net Total Adjustment		(\$49)		(\$42)		\$67	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,274		\$928		\$917	
% of Effective Rent		96.3%		95.7%		107.9%	
Estimated Market Rent	\$1,040						
Rent Advantage \$	\$240						
Rent Advantage %	23.1%						



Table 34 Rent Advantage Summary

50% AMI Units	Two Bedroom	Three Bedroom	60% AMI Units	Two Bedroom	Three Bedroom
Subject Rent	\$590	\$670	Subject Rent	\$700	\$800
Est. Market Rent	\$911	\$1,040	Est. Market Rent	\$911	\$1,040
Rent Advantage (\$)	\$321	\$370	Rent Advantage (\$)	\$211	\$240
Rent Advantage (%)	35.2%	35.6%	Rent Advantage (%)	23.2%	23.1%
Proposed Units	10	2	Proposed Units	32	16
Overall Market Advantage					25.52%

8. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of the subject project, demographic and competitive housing trends in the Creekside Village Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

Creekside Village Apartments is in an established neighborhood is east Easley located between two major arteries, Calhoun Memorial Highway (aka US Highway 123) and Main Street/Greenville Rd (aka SC Highway 93).

- The neighborhood surrounding Creekside Village Apartments is a mixture of residential and municipal uses. Residential uses include both single-family detached homes and multifamily, and municipal uses include a library and former middle school.
- The subject site is proximate to many community amenities including shopping, health care, and recreational uses.
- The subject site is appropriate for the proposed use and is comparable with existing LIHTC communities in the market area.

2. Economic Context

Pickens County's economy is steady with moderate recent job growth and reduced unemployment rates.

- Pickens County's labor force remained relatively flat from 2010 to 2014 but has been increasing since 2015. As of 2017, the labor force reached 56,658 workers, the highest annual average since 2009. Since 2010, the number of employed workers has increased by nearly 6,000 and the number of unemployed workers has been more than halved.
- Pickens County's average unemployment rate of 3.7 percent through the third quarter of 2018 is comparable to the state's 3.7 percent rate and below the nation's rate of 4.0 percent.
- Leisure-Hospitality was the largest economic sector in Pickens County, totaling 17.5 percent of all jobs. The Trade-Transportation-Utilities and Manufacturing sectors also accounted for at least 15 percent of jobs within the county.

3. Demographic Trends

The Creekside Village Market Area has an older population when compared to the county, a lower renter percentage, and higher median income. The market area's demographics reflect over a third of renter households are lower income renter households earning less than \$25,000 annually.

- The population of the Creekside Village Market Area increased by 4,146 people (5.9 percent) and 1,426 households (5.1 percent) from 2010 to 2018, adding 518 people and 178 households annually. The market area is projected to continue growing through 2021 with annual increases of 630 people and 229 households.
- The Creekside Village Market Area's median age is 40 compared to 36 percent in the county. The older median is due in large part to the higher percentage of the population age 35 and older; 58 percent of the market area's population falls within this range compared to 51.7 percent of the county's population.
- Multiple person households without children were the most common household type in the market area and county, at 41.8 percent and 44.9 percent respectively. Approximately one-

third of the Creekside Village Market Area's households had children and 24.6 percent were single person households.

- Renter percentages were 26.0 percent in market area and 31.5 percent in the county as of 2018. Renter households accounted for over half (56.8 percent) of all net household growth over the past 18 years with an average annual increase of 113 renter households from 2000 to 2018.
- Thirty-one percent of renter householders are under the age of 35 in the market area compared to nearly half of the county's population. Working age adults age 35-54 account for 35.9 percent of the market area's renter householders and 25.9 percent of the county's renter householders.
- The Creekside Village Market Area's 2018 median income of \$49,401 was \$1,819 or 3.8 percent higher than the \$47,583 median income in Pickens County.
- The market area's median income by tenure was \$34,765 for renter households and \$56,363 for owner households. Roughly 36 percent of renter households earn less than \$25,000 and 31.7 percent earn \$25,000 to \$49,999.

4. Competitive Housing Analysis

RPRG surveyed nine general occupancy rental communities including four market rate communities and five LIHTC communities.

- The average year built of surveyed rental communities in the market area is 2006. LIHTC communities are generally newer with an average year built of 2010. The newest LIHTC community was built in 2015 and the newest market rate community was built in 2018.
- The market area's aggregate vacancy rate was 2.3 percent. LIHTC communities had only two vacancies out of 222 units, for an aggregate vacancy rate of 0.9 percent. Most of the LIHTC communities had waiting lists. One market rate community, The Ridge at Perry Bend, opened in January 2018 and recently stabilized.
- Vacancies by floorplan were available for six of the surveyed communities and included rates of 0.0 percent for one-bedroom units, 1.6 percent for two-bedroom units, and 0.0 percent for three-bedroom units.
- Among all surveyed rental communities in the market area, net rents, unit sizes, and rents per square foot are as follows:
 - **Two-bedroom** rents average \$690 with a range from \$455 to \$1,119. The average two-bedroom unit has 1,032 square feet for an average rent per square foot of \$0.67.
 - **Three-bedroom** rents average \$759 with a range from \$530 to \$1,288. The average three-bedroom rent per square foot is \$0.60 based on an average size of 1,259 square feet.
- The overall average rents include both market rate and LIHTC communities. LIHTC rents are among the lowest in the market area and the highest priced LIHTC community is well above the subject's proposed 60 percent AMI rents.
- Based on our adjustment calculations, the estimated market rents for the units at Creekside Village Apartments are \$911 for two-bedroom units and \$1,040 for three-bedroom units. All floorplans have at least a 23.1 percent market advantage with an overall market advantage of 25.52 percent.
- RPRG did not identify any comparable communities in the multi-family pipeline and no LIHTC communities have been awarded in the market area since 2015. The last community to be



awarded was Peachtree Senior Village, a 40-unit senior community not comparable to the proposed family-oriented units at Creekside Village Apartments.

B. Affordability Analysis

1. Methodology

The Affordability Analysis tests the percent of income-qualified households in the market area that the subject community must capture in order to achieve full occupancy.

The first component of the Affordability Analyses involves looking at the total household income distribution and renter household income distribution among primary market area households for the target year of 2021. RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2013-2017 American Community Survey along with estimates and projected income growth as projected by Esri (Table 35).

A housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent, and utility bills is referred to as a household’s ‘gross rent burden’. For the Affordability Analyses, RPRG employs a 35 percent gross rent burden.

The subject property will target renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Maximum income limits are derived from 2018 income limits for the Greenville-Mauldin-Easley, SC MSA as computed by HUD and are based on average household sizes of 1.5 persons per bedroom, rounded up to the nearest whole number per SCSHFDA’s Market Study Guidelines.

Table 35 2021 Income Distribution by Tenure

Creekside Village Market Area		Total Households		Renter Households	
2021 Income		#	%	#	%
less than	\$15,000	3,070	10.2%	1,305	16.9%
	\$15,000 - \$24,999	2,900	9.7%	1,233	16.0%
	\$25,000 - \$34,999	3,514	11.7%	1,080	14.0%
	\$35,000 - \$49,999	4,435	14.8%	1,313	17.0%
	\$50,000 - \$74,999	6,061	20.2%	1,443	18.7%
	\$75,000 - \$99,999	4,215	14.1%	754	9.8%
	\$100,000 - \$149,999	3,629	12.1%	381	4.9%
	\$150,000 Over	2,135	7.1%	200	2.6%
Total		29,961	100%	7,709	100%
Median Income		\$54,374		\$37,697	

Source: American Community Survey 2013-2017 Projections, RPRG, Inc.



2. Affordability Analysis

The steps in the affordability analysis (Table 36) are as follows:

- Looking at the 50 percent two-bedroom units, the overall shelter cost at the proposed rent would be \$680 (\$590 net rent plus a \$90 allowance to cover utilities except water/sewer and trash removal).
- By applying a 35 percent rent burden to this gross rent, we determined that a two-bedroom unit at 50 percent AMI would be affordable to renter households earning at least \$23,314 per year. A total of 5,443 renter households are projected to earn at least this amount in 2021.
- Based on an average household size of 3.0 persons, the maximum income limit for a two-bedroom unit at 50 percent AMI is \$29,950. According to the interpolated income distribution for 2021, 4,692 market area renter households will have incomes exceeding this income limit.
- Subtracting the 4,692 renter households with incomes above the maximum income limit from the 5,443 renter households that could afford to rent this unit, RPRG computes that 752 renter households in the market area will be within the band of affordability for the subject's two-bedroom units at 50 percent AMI.
- The subject property would need to capture 1.3 percent of these income-qualified renter households to absorb the 10 two-bedroom units at 50 percent AMI.
- Using the same methodology, we determined the band of qualified renter households for remaining floor plan types and income levels offered in the community. We also computed the capture rate for all units. The remaining renter capture rates by floor plan range from 0.2 percent to 3.1 percent.
- By income level, renter capture rates are 0.9 percent for 50 percent units, 3.0 percent for 60 percent units, and 3.0 percent for the project as a whole.
- All capture rates are within reasonable and achievable levels, indicating sufficient income qualified renter households will exist in the Creekside Village Market Area as of 2021 to support the 60 units proposed at Creekside Village Apartments.



Table 36 Affordability Analysis, Creekside Village Apartments

50% AMI	35% Rent Burden	Two Bedroom Units		Three Bedroom Units	
Number of Units		10		2	
Net Rent/Gross Rent		\$590		\$670	
Gross Rent		\$680		\$781	
Income Range (Min, Max)		\$23,314	\$29,950	\$26,777	\$35,950
Renter Households					
Range of Qualified Hhlds		5,443	4,692	5,039	4,056
# Qualified Households		752		983	
Renter HH Capture Rate		1.3%		0.2%	

60% AMI	35% Rent Burden	Two Bedroom Units		Three Bedroom Units	
Number of Units		29		19	
Net Rent		\$700		\$800	
Gross Rent		\$790		\$911	
Income Range (Min, Max)		\$27,086	\$35,940	\$31,234	\$43,140
Renter Households					
Range of Qualified Hhlds		5,005	4,056	4,551	3,419
# Qualified Households		949		1,133	
Renter HH Capture Rate		3.1%		1.7%	

Income Target	# Units	Renter Households = 7,802						
		Band of Qualified Hhlds			# Qualified HHs	Capture Rate		
50% AMI	12	<i>Income Households</i>	\$23,314	\$35,950	5,443	4,056	1,388	0.9%
60% AMI	48	<i>Income Households</i>	\$27,086	\$43,140	5,005	3,419	1,586	3.0%
Total Units	60	<i>Income Households</i>	\$23,314	\$43,140	5,443	3,419	2,025	3.0%

Source: Income Projections, RPRG, Inc.

C. Derivation of Demand

1. Demand Methodology

The South Carolina State Housing Finance and Development Authority’s LIHTC demand methodology for general occupancy communities consists of three components:

- The first component of demand is household growth. This number is the number of income qualified renter households projected to move into the Creekside Village Market Area between the base years of 2018 and estimated placed in service year of 2021.
- The second component of demand is income qualified renter households living in substandard households. “Substandard” is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 2013-2017 American Community Survey



(ACS) data, 7.5 percent of the rental units in the Creekside Village Market Area are “substandard” (see Table 21).

- The third and final component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to ACS data, 28.6 percent of Creekside Village Market Area renter households are categorized as cost burdened (see Table 21).

2. Demand Analysis

According to SCSHFDA’s demand requirements, directly comparable units built or approved in the Creekside Village Market Area since the base year are to be subtracted from the demand estimates. No such units were identified in the Creekside Village Market Area meet this criterion. A 24-unit multi-family project is in the pipeline in Easley, but this community will be market rate and not directly comparable to the subject property.

The overall demand capture rates by AMI level are 2.3 percent for 50 percent units, 8.1 percent for 60 percent units, and 8.0 percent for the project as a whole (Table 37). By floor plan, capture rates range from 1.3 percent to 9.0 percent (Table 38). Three-bedroom units have been adjusted to include only large households. As such, all capture rates are considered reasonable and achievable. The only threshold for capture rates per SCSHFDA is 30 percent for all units.

Table 37 Demand by AMI Level

<i>Income Target</i>	50% AMI	60% AMI	Total Units
<i>Minimum Income Limit</i>	\$23,314	\$27,086	\$23,314
<i>Maximum Income Limit</i>	\$35,950	\$43,140	\$43,140
(A) Renter Income Qualification Percentage	17.8%	20.3%	25.9%
Demand from New Renter Households <i>Calculation: (C-B) * A</i>	29	34	43
Plus			
Demand from Substandard Housing <i>Calculation: B * D * F * A</i>	101	115	147
Plus			
Demand from Rent Over-burdened Households <i>Calculation: B * E * F * A</i>	385	440	562
Equals			
Total PMA Demand	515	589	752
Less			
Comparable Units	0	0	0
Equals			
Net Demand	515	589	752
Proposed Units	12	48	60
Capture Rate	2.3%	8.1%	8.0%

Demand Calculation Inputs	
A). % of Renter Hhlds with Qualifying Income	see above
B). 2017 Households	29,097
C). 2020 Households	29,732
(D) ACS Substandard Percentage	7.5%
(E) ACS Rent Over-Burdened Percentage	28.6%
(F) 2018 Renter Percent	26.0%



Table 38 Demand by Floor Plan

Two Bedroom Units	50% AMI	60% AMI
<i>Minimum Income Limit</i>	\$23,314	\$26,777
<i>Maximum Income Limit</i>	\$29,950	\$35,950
<i>Renter Income Qualification Percentage</i>	9.6%	12.6%
Total Demand	279	365
Supply	0	0
Net Demand	279	365
Units Proposed	10	32
Capture Rate	3.6%	8.8%

Three Bedroom Units	50% AMI	60% AMI
<i>Minimum Income Limit</i>	\$26,777	\$31,234
<i>Maximum Income Limit</i>	\$35,950	\$43,140
<i>Renter Income Qualification Percentage</i>	12.6%	14.5%
Total Demand	365	421
Large HH Size Adjustment (3+ persons)	42.2%	42.2%
Adjusted Demand	154	177
Supply	0	0
Net Demand	154	177
Units Proposed	2	16
Capture Rate	1.3%	9.0%

Demand by floor plan is based on gross demand multiplied by each floor plan's income qualification percentage.

D. Target Markets

Creekside Village Apartments will offer two and three-bedroom floor plans with 50 percent and 60 percent rents positioned near the bottom of the rental market. These units will appeal to a wide variety of low income households including couples, roommates, and families with children.

E. Product Evaluation

Considered in the context of the competitive environment and in light of the planned development, the relative position of Creekside Village Apartments is as follows:

- **Site:** The subject site is an established neighborhood of Pickens. Surrounding land uses are residential (including single-family detached homes) and municipal (former middle school and library). The site is proximate to neighborhood amenities including public schools, regional employment, shopping, medical services, and recreational amenities. The site is appropriate for the proposed development of low-income housing and will be competitive with existing LIHTC communities in the market area.
- **Unit Distribution:** The unit mix at the subject property will include a distribution of 42 two-bedroom units and 18 three-bedroom units. The unit distribution includes a higher percentage of two and three-bedroom units than the overall market, but the existing distribution does not reflect The Ridge at Perry Bend, a large market rate community that did not report distributions. The proposed unit mix is reasonable and appropriate; given the relatively small number of total units, we do not anticipate any issues with the proposed unit mix. The lack of one bedroom units at the subject property does not diminish the demand for the proposed two and three bedroom units.



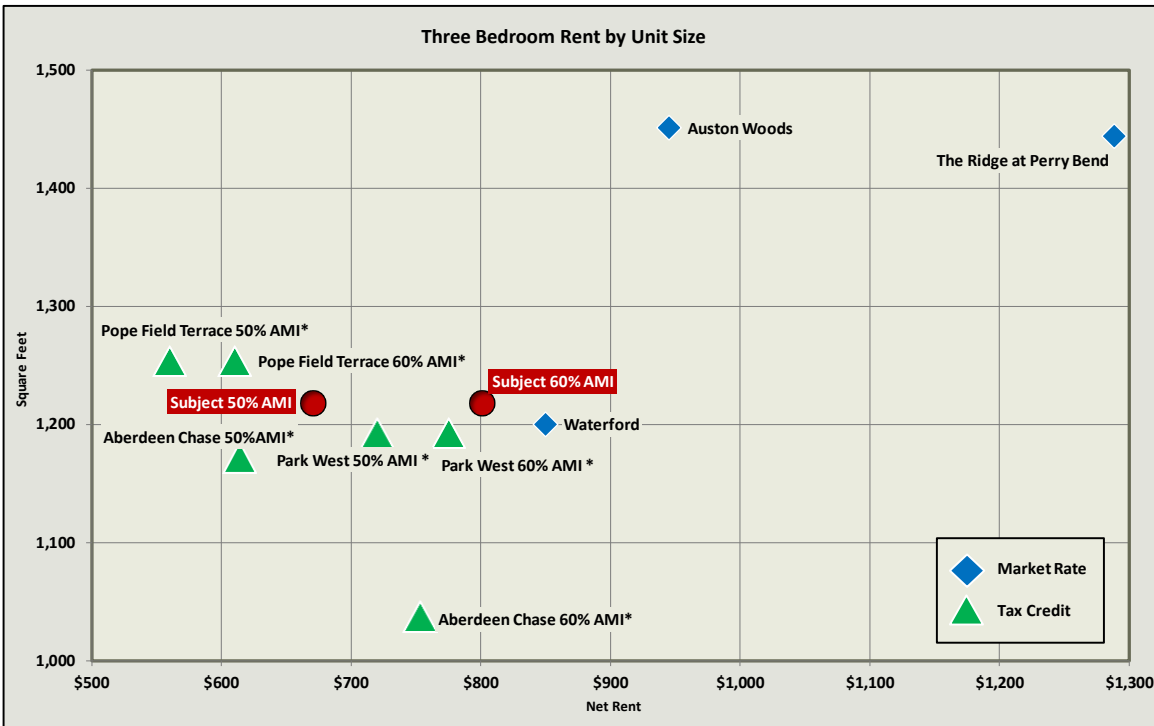
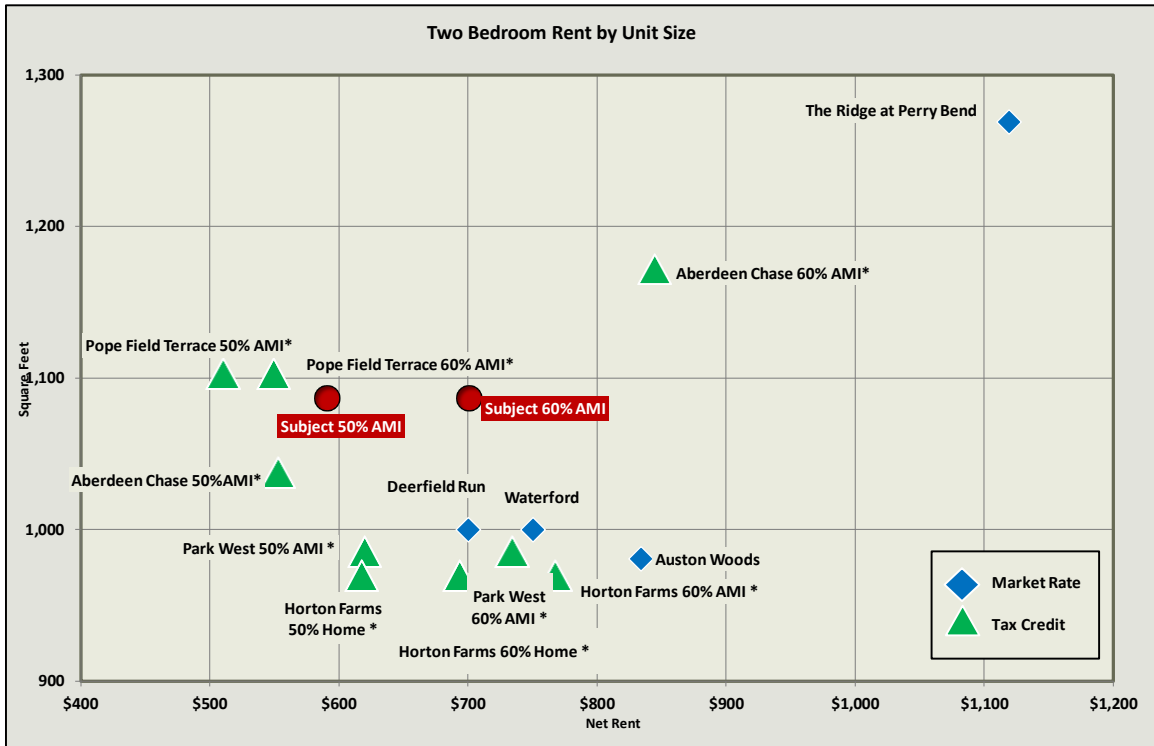
- **Unit Size:** The proposed unit size of 1,088 square feet for two-bedroom units and 1,219 square feet for three-bedroom units is in-line with both the overall comparable average and the LIHTC average. The proposed two-bedroom unit size is roughly 70 square feet larger than the average for comparable LIHTC units. The proposed three-bedroom unit size is roughly 13 square feet larger than the average for comparable LIHTC units. On an average rent per square foot basis, the subject is slightly below the LIHTC average for two-bedrooms and slightly above the LIHTC average for three-bedrooms.
- **Unit Features:** The newly constructed units at Creekside Village Apartments will offer kitchens with dishwashers, disposals, and microwaves. Flooring will be a combination of wall-to-wall carpeting and vinyl tile in the kitchen/bathrooms. In addition, all units will include washer/dryer connections, ceiling fans, window blinds, and a patio or balcony. The proposed unit features at Creekside Village Apartments will be competitive with existing LIHTC communities.
- **Community Amenities:** Creekside Village Apartments' amenity package will include a clubhouse, playground, and picnic area/gazebo which will be competitive with the Creekside Village Market Area's existing LIHTC communities and lower priced market rate communities. The proposed amenities are appropriate and will be well received by the proposed target market.
- **Marketability:** The proposed units at Creekside Village Apartments will be well received in the market area. The proposed rents are reasonable and appropriate given the product to be constructed. All units will have at least a 23.1 percent rent advantage with an overall market advantage of 25.52 percent.

F. Price Position

As shown in Figure 9, the proposed 50 percent and 60 percent rents at Creekside Village Apartments will be among the lowest priced units in the market area. Market rate units are all priced higher than the subject, with the newest market rate community (The Ridge at Perry Bend) commanding the highest rents within the market area.



Figure 9 Price Position, Creekside Village Apartments



G. Absorption Estimate

The absorption estimate for the subject property is based on current market conditions and the competitive position of the subject property including:

- The Ridge at Perry, the most recent delivery to the market in 2018, is now stabilized after absorbing approximately 26 units per month.
- The market area is projected to add 98 renter households annually from 2018 to 2021.
- The five LIHTC communities have an aggregate LIHTC vacancy rate of 0.9 percent among 222 total units and three are 100 percent occupied.
- The proposed rents will be among the lowest in the market area with significant market advantages for all units.
- LIHTC demand capture rates are low and indicate demand for the proposed units.
- The proposed location and product is appropriate for the target market and will be well received.

Based on the factors listed above, we believe Creekside Village Apartments will lease-up at a rate of at least 12 units per month. At this rate, the subject property would reach a stabilized occupancy of 93 percent within four to five months.

H. Impact on Existing Market

Given the relatively small number of units, the construction of Creekside Village Apartments is not expected to have an adverse impact on existing rental communities in the Creekside Village Market Area including those with tax credits. Overall, the rental market in the Creekside Village Market Area is performing well. The county's economy is improving with significant recent growth and household growth projected to accelerate in the market area through 2021; therefore, demand for rental housing is expected to increase.

I. Final Conclusion and Recommendation

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Creekside Village Market Area, RPRG believes that the proposed Creekside Village Apartments will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following entrance into the rental market. Given the product to be constructed, the subject will be competitively positioned with existing market rate communities in the Creekside Village Market Area and the units will be well received by the target market. We recommend proceeding with the project as proposed.



Leslie Burke
Senior Market Analyst



Tad Scepianiak
Managing Principal



9. APPENDIX 1 UNDERLYING ASSUMPTION AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There is no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



10.APPENDIX 2 ANALYST CERTIFICATIONS

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

A handwritten signature in cursive script, appearing to read 'Leslie Burke', is written above a horizontal line.

January 28, 2019

Leslie Burke
Senior Market Analyst
Real Property Research Group, Inc.

Date

A handwritten signature in cursive script, appearing to read 'Tad Scepaniak', is written above a horizontal line.

January 28, 2019

Tad Scepaniak
Managing Principal
Real Property Research Group, Inc.

Date

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



11.APPENDIX 3 ANALYST RESUMES

TAD SCEPANIAK **Managing Principal**

Tad Scepianiak assumed the role of Real Property Research Group's Managing Principal in November 2017 following more than 15 years with the firm. Tad has extensive experience conducting market feasibility studies on a wide range of residential and mixed-use developments for developers, lenders, and government entities. Tad directs the firm's research and production of feasibility studies including large-scale housing assessments to detailed reports for a specific project on a specific site. He has extensive experience analyzing affordable rental communities developed under the Low Income Housing Tax Credit (LIHTC) program and market-rate apartments developed under the HUD 221(d)(4) program and conventional financing. Tad is the key contact for research contracts many state housing finance agencies, including several that commission market studies for LIHTC applications.

Tad is National Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as Vice Chair and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

- **Low Income Tax Credit Rental Housing:** Mr. Scepianiak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- **Senior Housing:** Mr. Scepianiak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however, his experience includes assisted living facilities and market rate senior rental communities.
- **Market Rate Rental Housing:** Mr. Scepianiak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- **Public Housing Authority Consultation:** Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



ROBERT M. LEFENFELD
Founding Principal

Mr. Lefenfeld, Founding Principal of the firm, with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in 2001, Bob served as an officer of research subsidiaries of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting residential market studies throughout the United States. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob provides input and guidance for the completion of the firm's research and analysis products. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively about residential real estate market analysis. Bob has created and teaches the market study module for the MBA HUD Underwriting course and has served as an adjunct professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He is the past National Chair of the National Council of Housing Market Analysts (NCHMA) and currently chairs its FHA Committee.

Areas of Concentration:

- **Strategic Assessments:** Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.
- **Feasibility Analysis:** Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.
- **Information Products:** Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for sale housing, pipeline information, and rental communities.

Education:

Master of Urban and Regional Planning; The George Washington University.
Bachelor of Arts - Political Science; Northeastern University.



LESLIE BURKE
Senior Market Analyst

Ms. Burke has 30 years of institutional real estate experience in a wide variety of management roles and is well versed in accounting/reporting, asset and portfolio management, acquisitions, dispositions, underwriting, and finance. Ms. Burke's primary area of expertise is the development and execution of strategic plans for both asset-specific and portfolio level holdings for commercial real estate debt and equity. She is experienced in all property types, asset classes, and major U.S. markets. Areas of expertise include analyzing, evaluating, and underwriting investment strategies for both institutional owners and entrepreneurial ventures.

Ms. Burke spent over 13 years with MetLife in a variety of roles, including five years as a member of MetLife's Real Estate Investment Committee where she reviewed and approved debt and equity transactions. She also managed numerous enterprise-level special projects during her tenure at MetLife. Ms. Burke worked for Archon Group/Goldman Sachs as a Portfolio Manager where she was responsible for debt placement and leveraged returns for seventeen of Goldman's Whitehall Fund portfolios. As a Director at Prudential Mortgage Capital she was involved with underwriting both securitized conduit loans and balance sheet loans for Prudential Insurance Company. She has also been a consultant providing advisory services to institutional and private clients, using a national bench of commercial real estate professionals to provide tailored client solutions on an outsourced basis.

Ms. Burke is a non-practicing CPA and graduated with honors from SMU. She was the Graduate Assistant to Dr. Bill Bruggeman, renowned author and holder of the Clara and Leo F. Corrigan Chair in Real Estate at SMU since 1978.

Ms. Burke was a charter member of NAIOP's Asset Management Forum and is also active in CREW (Commercial Real Estate Women) at the Atlanta Chapter and National Network levels, holding numerous leadership positions over the past decade.

Education:

Master of Business Administration; Southern Methodist University
Bachelor of Business Administration; Southern Methodist University



12.APPENDIX 4 NCHMA CHECKLIST

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

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5	Target market/population description	8
6	Project description including unit features and community amenities	8
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10	Site photos/maps	12,13
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20	Population and household estimates and projections	29
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13.APPENDIX 5 MARKET AREA RENTAL COMMUNITY PROFILES

Community	Address	City	Survey Date	Phone Number	Contact
Aberdeen Chase	100 Aberdeen Chase Dr.	Easley	1/28/2019	864-529-9902	Property Manager
Auston Woods	107 Auston Woods Cir.	Easley	1/25/2019	864-859-3050	Property Manager
Cedar Brook	101 Cedar Brook Cir.	Easley	1/30/2019	864-859-1144	Property Manager
Deerfield Run	102 Deerfield Run	Easley	1/28/2019	864-855-4711	Property Manager
Park West	300 DuVall Street	Easley	1/28/2019	864-859-3353	Property Manager
Pope Field Terrace	505 Pope Field Rd.	Easley	1/30/2019	864-859-7747	Property Manager
The Ridge at Perry Bend	130 Perry Bend Cir.	Easley	1/28/2019	864-859-3311	Property Manager
Waterford	122 Riverstone Court	Easley	1/30/2019	864-855-4711	Property Manager
Companion at Horton Farms	201 Walnut Hill Dr	Easley	2/27/2019	864-855-0070	Property Manager

Aberdeen Chase

Multifamily Community Profile

100 Aberdeen Chase Dr.
Easley, SC 29640

Community Type: LIHTC - General

Structure Type: Townhouse

27 Units 0.0% Vacant (0 units vacant) as of 1/30/2019

Opened in 2015



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	55.6%	\$713	1,038	\$0.69	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	44.4%	\$768	1,172	\$0.66	<input type="checkbox"/>	<input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager:	--
Owner:	--

Comments

Wait list.

Lease up info not available. 1st move ins 12/11/2015.

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	2	2	3	\$533	1,038	\$.51	LIHTC/ 50%	1/30/19	0.0%	--	\$713	\$768
Townhouse	--	2	2	12	\$733	1,038	\$.71	LIHTC/ 60%	2/7/18	3.7%	--	\$670	\$688
Townhouse	--	3	2	4	\$589	1,172	\$.50	LIHTC/ 50%	3/15/16	0.0%	--	\$509	\$583
Townhouse	--	3	2	8	\$820	1,172	\$.70	LIHTC/ 60%					

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Auston Woods

Multifamily Community Profile

107 Auston Woods Circle
Easley, SC 29642

Community Type: Market Rate - General

Structure Type: 3-Story Garden

194 Units 0.5% Vacant (1 units vacant) as of 1/25/2019

Opened in 2007



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$715	738	\$0.97	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$834	981	\$0.85	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	Car Wash: <input checked="" type="checkbox"/>
Three	--	\$945	1,451	\$0.65	Hot Tub: <input type="checkbox"/>	Business Ctr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	Computer Ctr: <input checked="" type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Storage (In Unit); Carpet	
Select Units: Patio/Balcony	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: South Corp Propertie Owner: --	

Comments

Unit mix is 88 1BRs, 60 2BRs, 46 3BRs.
Theater, BBQ area.
Walk-in closets. Laminate countertops. Picnic areas.

Floorplans (Published Rents as of 1/25/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$660	696	\$0.95	Market	1/25/19	0.5%	\$715	\$834	\$945
Garden	Patio/Balcony	1	1	--	\$725	696	\$1.04	Market	2/27/18	2.1%	\$652	\$800	\$920
Garden	Sunroom	1	1	--	\$715	821	\$0.87	Market	3/15/16	0.0%	\$643	\$771	\$890
Garden	Sunroom	2	2	--	\$820	1,029	\$0.80	Market	7/27/15	1.0%	\$633	\$753	\$875
w/ Pantry & Sunroom / G	Sunroom	2	2	--	\$840	1,096	\$0.77	Market					
Garden	--	2	2	--	\$790	904	\$0.87	Market					
Garden	Patio/Balcony	2	2	--	\$810	904	\$0.90	Market					
w/ Pantry & Patio / Gar	Patio/Balcony	2	2	--	\$810	970	\$0.84	Market					
w/ Patio & Sunroom / Gar	Patio/Balcony	3	2	--	\$930	1,451	\$0.64	Market					
Garden	Sunroom	3	2	--	\$910	1,451	\$0.63	Market					

Adjustments to Rent

Incentives: None

Utilities in Rent: Heat Fuel: Electric
 Heat: Cooking: Wtr/Swr:
 Hot Water: Electricity: Trash:

Auston Woods

SC077-016685

Cedar Brook

Multifamily Community Profile

101 Cedar brook Cir.
Easley, SC 29640

CommunityType: LIHTC - General
Structure Type: Townhouse

39 Units 0.0% Vacant (0 units vacant) as of 1/30/2019

Opened in 2013



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Two	10.3%	\$455	900	\$0.51	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	79.5%	\$490	1,200	\$0.41	Elevator:	Volleyball:
Four+	10.3%	\$565	1,450	\$0.39	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Playground:	
					<input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Ceramic						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: --						
Owner: --						

Comments

Opened November 2013 but management was unsure of lease-up timing.

Floorplans (Published Rents as of 1/30/2019) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	2	2	4	\$435	900	\$0.48	LIHTC/ 50%	1/30/19	0.0%	--	\$455	\$490
Townhouse	--	3	2.5	25	\$455	1,200	\$0.38	LIHTC/ 50%	2/7/18	7.7%	--	\$440	\$485
Townhouse	--	3	2.5	6	\$505	1,200	\$0.42	LIHTC/ 60%	3/15/16	0.0%	--	\$420	\$465
Townhouse	--	4	3	4	\$535	1,450	\$0.37	LIHTC/ 60%	3/18/15	0.0%	--	\$410	\$455

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Companion at Horton Farms

Multifamily Community Profile

201 Walnut Hill Dr
Easley, SC 29642

Community Type: LIHTC - General
Structure Type: 4-Story Garden

40 Units 0.0% Vacant (0 units vacant) as of 2/27/2019

Opened in 2008



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	60.0%	\$569	790	\$0.72	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	40.0%	\$694	970	\$0.71	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager:	--
Owner:	--

Comments

Floorplans (Published Rents as of 2/27/2019) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	12	\$516	790	\$.65	HOME/ 50%	2/27/19	0.0%	\$569	\$694	--
Garden	--	1	1	6	\$641	790	\$.81	LIHTC/ 60%					
Garden	--	1	1	6	\$602	790	\$.76	HOME/ 60%					
Garden	--	2	2	4	\$618	970	\$.64	HOME/ 50%					
Garden	--	2	2	8	\$694	970	\$.72	HOME/ 60%					
Garden	--	2	2	4	\$768	970	\$.79	LIHTC/ 60%					

Adjustments to Rent	
Incentives:	None
Utilities in Rent:	Heat Fuel: Electric
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

Companion at Horton Farms

SC077-030401

Deerfield Run

Multifamily Community Profile

102 Deerfield Run
Easley, SC 29640

CommunityType: Market Rate - General

Structure Type: 2-Story Garden

56 Units 1.8% Vacant (1 units vacant) as of 1/30/2019

Opened in 1988



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	100.0%	\$700	1,000	\$0.70	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	--	--	--	--	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum	
Select Units: --	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: Powers Prop. Owner: --	

Comments

Located just east of Glenwood Road on Olive Street.
vacant unit is getting rehabed 1/30/19

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	56	\$700	1,000	\$0.70	Market	1/30/19	1.8%	--	\$700	--
									2/7/18	0.0%	--	\$675	--
									3/10/16	0.0%	--	\$625	--
									7/27/15	0.0%	--	\$590	--

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Park West

Multifamily Community Profile

300 DuVall Street
Easley, SC 29640

Community Type: LIHTC - General
Structure Type: 3-Story Garden

60 Units 3.3% Vacant (2 units vacant) as of 1/30/2019

Opened in 2003



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	73.3%	\$677	986	\$0.69	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	26.7%	\$748	1,193	\$0.63	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Features						
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Carpet						
Select Units: --						
Optional(\$): --						
Security: Unit Alarms						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: UMS						
Owner: --						

Comments

Primarily 3-story structures. One 2-story.
On-site management office.
Vacant are 2BRs

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1.5	22	\$620	986	\$.63	LIHTC/ 50%	1/30/19	3.3%	--	\$677	\$748
Garden	--	2	1.5	22	\$734	986	\$.74	LIHTC/ 60%	3/15/16	3.3%	--	\$635	\$698
Garden	--	3	2	8	\$720	1,193	\$.60	LIHTC/ 50%	3/18/15	0.0%	--	\$599	\$688
Garden	--	3	2	8	\$775	1,193	\$.65	LIHTC/ 60%	12/31/14	0.0%	--	\$599	\$688
Adjustments to Rent													
Incentives: None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Park West

SC077-014498

Pope Field Terrace

Multifamily Community Profile

505 Pope Field Rd.
Easley, SC 29642

CommunityType: LIHTC - General
Structure Type: 2-Story Garden

56 Units 0.0% Vacant (0 units vacant) as of 1/30/2019

Opened in 2013



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	21.4%	\$475	852	\$0.56	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	50.0%	\$543	1,103	\$0.49	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	28.6%	\$594	1,254	\$0.47	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: --						
Owner: --						

Comments

Waitlist 2 years for 1br and 6mo for 3br
All residents were pre-qualified prior to construction completion; property was fully occupied 9 days after opening.
Opened in October 2013, has walking trail

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	6	\$450	852	\$.53	LIHTC/ 50%	1/30/19	0.0%	\$475	\$543	\$594
Garden	--	1	1	6	\$500	852	\$.59	LIHTC/ 60%	2/7/18	0.0%	\$475	\$543	\$594
Garden	--	2	2	23	\$550	1,103	\$.50	LIHTC/ 60%	3/11/16	0.0%	\$404	\$472	\$523
Garden	--	2	2	5	\$510	1,103	\$.46	LIHTC/ 50%	7/29/15	0.0%	\$404	\$472	\$523
Garden	--	3	2	5	\$560	1,254	\$.45	LIHTC/ 50%					
Garden	--	3	2	11	\$610	1,254	\$.49	LIHTC/ 60%					
Adjustments to Rent													
Incentives: None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Pope Field Terrace

SC077-019891

The Ridge at Perry Bend

Multifamily Community Profile

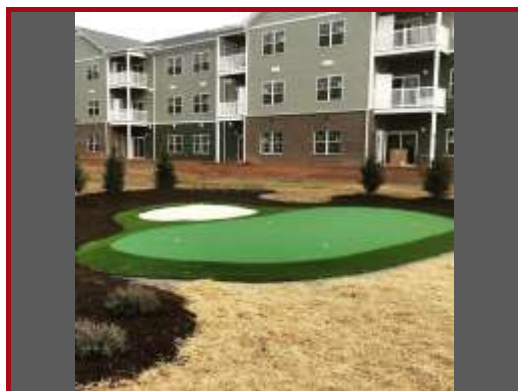
130 Perry Bend Cir.
Easley, SC 29640

CommunityType: Market Rate - General

Structure Type: 3-Story Garden

240 Units 5.8% Vacant (14 units vacant) as of 1/30/2019

Opened in 2018



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$889	875	\$1.02	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$1,119	1,269	\$0.88	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	--	\$1,288	1,444	\$0.89	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager:	--
Owner:	--

Comments

Black appliances, laminate countertops.
Opened 01/02/2018, leased
Out of lease up end of January 2019, all vacant are 2BRs

Floorplans (Published Rents as of 1/30/2019) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$849	864	\$0.98	Market	1/30/19	5.8%	\$889	\$1,119	\$1,288
Garden	--	1	1	--	\$879	886	\$0.99	Market	2/27/18*	77.9%	\$879	\$1,084	\$1,264
Garden	--	2	2	--	\$1,029	1,236	\$0.83	Market	* Indicates initial lease-up.				
Garden	--	2	2	--	\$1,149	1,302	\$0.88	Market					
Garden	--	3	2	--	\$1,294	1,444	\$0.90	Market					

Adjustments to Rent

Incentives:

\$500 off for 3br

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

The Ridge at Perry Bend

SC077-027667

Waterford

Multifamily Community Profile

122 Riverstone Court
Easley, SC 29640

CommunityType: Market Rate - General

Structure Type: 2-Story Garden

128 Units 0.8% Vacant (1 units vacant) as of 1/30/2019

Opened in 1992



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	75.0%	\$750	1,000	\$0.75	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	25.0%	\$850	1,200	\$0.71	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Powers Prop.	
Owner: --	

Comments

Vacant is a 2 BR

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	96	\$750	1,000	\$0.75	Market	1/30/19	0.8%	--	\$750	\$850
Garden	--	3	2	32	\$850	1,200	\$0.71	Market	2/7/18	0.0%	--	\$725	\$800
									3/11/16	0.0%	--	\$675	\$775
									7/27/15	0.0%	--	\$650	\$750

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Waterford

SC077-014502



SCSHFDA Summary Form – Exhibit S-2

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:			
Development Name:	Creekside Village	Total # Units:	60
Location:	Burns Avenue, Easley, Pickens County	# LIHTC Units:	60
PMA Boundary:	N – Twelvemile Creek, E – Greenville County, S – Anderson County, W – Gregory Creek		
Development Type:	X Family Older Persons	Farthest Boundary Distance to Subject:	9.1 miles

RENTAL HOUSING STOCK (found on pages 39 and 43)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	840	19	97.7%
Market-Rate Housing	4	618	17	97.2%
Assisted/Subsidized Housing not to include LIHTC				
LIHTC (All that are stabilized) *	5	222	2	99.1%
Stabilized Comps**	9	840	19	97.7%
Non-stabilized Comps				

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
10	2	2	1,088	\$590	\$911	\$0.84	35.2%	\$1,119	\$0.88
32	2	2	1,088	\$700	\$911	\$0.84	23.2%	\$1,119	\$0.88
2	3	2	1,219	\$670	\$1,040	\$0.85	35.6%	\$1,288	\$0.89
16	3	2	1,219	\$800	\$1,040	\$0.85	23.1%	\$1,288	\$0.89
Gross Potential Rent Monthly*					\$42,440	\$56,982	25.52%		

*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 33, 52)					
	2011	2018	2021		
Renter Households		% 7.623	26.0%	7,802	26.0%
Income-Qualified Renter HHs (LIHTC)		% 2,043	7.0%	2,025	6.8%
Income-Qualified Renter HHs (MR)		%	%		%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 54)			
Type of Demand	50%	60%	Overall
Renter Household Growth	29	34	43
Existing Households (Overburd + Substand)	486	555	709
Homeowner conversion (Seniors)			
Other:			
Less Comparable/Competitive Supply	0	0	0
Net Income-qualified Renter HHs	515	589	752

CAPTURE RATES (found on page 55)						
Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	2.3%	8.1%				8.0%

ABSORPTION RATE (found on page 59)
Absorption Period: Four to five months



- The five LIHTC surveyed communities have average effective rents of \$542 for two-bedroom units and \$626 for three-bedroom units. LIHTC averages include units at both 50 percent and 60 percent AMI.
- LIHTC rents are among the lowest in the market area and the proposed units at Creekside Village Apartments will be priced below the highest priced LIHTC communities.
- Based on our adjustment calculations, the estimated market rents for the units at Creekside Village Apartments are \$911 for two-bedroom units and \$1,040 for three-bedroom units. The proposed 60 percent rents result in market advantages of 23.2 percent for two-bedroom units and 23.1 percent for three-bedroom units. Market advantages for 50 percent units are 35.2 percent for two-bedroom units and 35.6 percent for three-bedroom units. The overall weighted average market advantage is 25.52 percent. As these market rents are above maximum LIHTC levels, achievable/restricted rent for LIHTC units would be LIHTC maximums.
- A new multi-family rental community with 24 units has been permitted in Easley, but it will be a market rate community not comparable to Creekside Village Apartments, which has no market rate units. No new LIHTC communities have been allocated in the market area.

Final Conclusion/Recommendation

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Creekside Village Market Area, RPRG believes that the proposed Creekside Village Apartments will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following entrance into the rental market. Given the product to be constructed, the subject will be competitively positioned with existing market rate communities in the Creekside Village Market Area and the units will be well received by the target market. We recommend proceeding with the project as proposed.

SCSHFDA Rent Calculation Worksheet

# Units	Bedroom Type	Proposed Tenant Paid Rent	Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
10	2 BR	\$590	\$5,900	\$911	\$9,110	
32	2 BR	\$700	\$22,400	\$911	\$29,152	
2	3 BR	\$670	\$1,340	\$1,040	\$2,080	
16	3 BR	\$800	\$12,800	\$1,040	\$16,640	
Totals	60		\$42,440		\$56,982	25.52%