

Market Feasibility Analysis

Westwood Apartments
1028 Westwood Drive
Manning, Clarendon County, South Carolina 29102

Prepared For

Mr. Mark Tuckfield
American Community Developers
20250 Harper Avenue
Detroit, Michigan 48225

Effective Date

January 15, 2020

Job Reference Number

19-598 JW



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2020 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):

Development Name:	Westwood Apartments	Total # Units: 48
Location:	1028 Westwood Dr., Manning, SC 29102	# LIHTC Units: 48
Clarendon/Sumter County boundary to the north; Brewington Road to the east; State Route 261/Kingstree Highway, Nesbit Road, Tobias Road, Bonanza Crossing Road, Moses Dingle Road and Interstate 95 to the south; and Liberty Hill Road, Dysons Road, Governor Richardson Road, Cane Savannah Road, Richbourg Lane, Fremont Road, H. T. Everetts Road, Furse Road, U.S. Highway 15/Summerton Highway, Mahoney Road, McHoney Road, Tindal Lane, Corbett Road and the Clarendon/Sumter County boundary, north and west of Candlelight lane/Corbett Road intersection to the west.		
PMA Boundary:		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 12.9 miles

RENTAL HOUSING STOCK (found on page H-1 and 11)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	518	18	96.5%
Market-Rate Housing	1	6	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	3	144	0	100.0%
LIHTC (All that are stabilized)*	9	328	1	99.7%
Stabilized Comps**	2	108	1	99.1%
Non-stabilized Comps	1	40	17	57.5%

* 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					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Current Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
10	One	1.0	684	\$171	\$520	\$0.76	67.12%	\$795	\$1.06
26	Two	1.0	1,036	\$128	\$651	\$0.63	80.34%	\$950	\$0.94
12	Three	1.5	1,064	\$83	\$878	\$0.83	90.55%	\$1,095	\$0.89
Gross Potential Rent Monthly*				\$6,034	\$32,662		81.53%		

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

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

	2010	2019		2022	
Renter Households		2,160	32.0%	2,150	31.9%
Income-Qualified Renter HHs (LIHTC)		1,396	64.6%	1,383	64.0%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other: Section 8	Other: __	Overall
Renter Household Growth				-13		-13
Existing Households (Overburd + Substand)				594		594
Homeowner conversion (Seniors)				0		0
Other:				0		0
Less Comparable/Competitive Supply				0		0
Net Income-qualified Renter HHs				581		581

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other: Section 8	Other: __	Overall
Capture Rate				8.3%		8.3%

ABSORPTION RATE (found on page G-8)

Absorption Period: < 4 months

2020 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

# Units	Bedroom Type	Current Tenant Paid Rent	Gross Tenant Rent by Bedroom	Fair Market Rent	Gross Fair Market Rent by Bedroom	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
10	1 BR	\$171	\$1,710	\$520	\$5,200	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
26	2 BR	\$128	\$3,328	\$651	\$16,926	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
12	3 BR	\$83	\$996	\$878	\$10,536	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	48		\$6,034		\$32,662	81.53%

2020 EXHIBIT S – 2 SCSHFD A PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):

Development Name:	Westwood Apartments		Total # Units:	48
Location:	1028 Westwood Dr., Manning, SC 29102		# LIHTC Units:	48
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Development Type:	<input checked="" type="checkbox"/> Family	<input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	12.9 miles

RENTAL HOUSING STOCK (found on page H-1 and 11)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	518	18	96.5%
Market-Rate Housing	1	6	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	3	144	0	100.0%
LIHTC (All that are stabilized)*	9	328	1	99.7%
Stabilized Comps**	2	108	1	99.1%
Non-stabilized Comps	1	40	17	57.5%

* 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					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	One	1.0	684	\$269	\$520	\$0.76	48.27%	\$795	\$1.06
3	One	1.0	684	\$502	\$520	\$0.76	3.46%	\$795	\$1.06
4	One	1.0	684	\$619	\$520	\$0.76	-19.04%	\$795	\$1.06
8	Two	1.0	1,036	\$315	\$651	\$0.63	51.61%	\$950	\$0.94
8	Two	1.0	1,036	\$596	\$651	\$0.63	8.45%	\$950	\$0.94
10	Two	1.0	1,036	\$736	\$651	\$0.63	-13.06%	\$950	\$0.94
4	Three	1.5	1,064	\$356	\$878	\$0.83	59.45%	\$1,095	\$0.89
4	Three	1.5	1,064	\$680	\$878	\$0.83	22.55%	\$1,095	\$0.89
4	Three	1.5	1,064	\$842	\$878	\$0.83	4.10%	\$1,095	\$0.89
Gross Potential Rent Monthly*				\$26,949	\$32,662		17.49%		

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

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

	2010	2019		2022	
Renter Households		2,160	32.0%	2,150	31.9%
Income-Qualified Renter HHs (LIHTC)		1,045	48.4%	1,036	48.2%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	30%	50%	60%	Other: __	Other: __	Overall
Renter Household Growth	-2	-5	-6			-9
Existing Households (Overburd + Substand)	246	160	143			458
Homeowner conversion (Seniors)	0	0	0			0
Other:	0	0	0			0
Less Comparable/Competitive Supply	0	0	0			0
Net Income-qualified Renter HHs	244	155	137			445

CAPTURE RATES (found on page G-5)

Targeted Population	30%	50%	60%	Other: __	Other: __	Overall
Capture Rate	6.1%	9.7%	13.1%			10.8%

ABSORPTION RATE (found on page G-9)

Absorption Period: > 12 Months

2020 S-2 RENT CALCULATION WORKSHEET (LIHTC-ONLY)

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Fair Market Rent	Gross Fair Market Rent by Bedroom	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
3	1 BR	\$269	\$807	\$520	\$1,560	
3	1 BR	\$502	\$1,506	\$520	\$1,560	
4	1 BR	\$619	\$2,476	\$520	\$2,080	
8	2 BR	\$315	\$2,520	\$651	\$5,208	
8	2 BR	\$596	\$4,768	\$651	\$5,208	
10	2 BR	\$736	\$7,360	\$651	\$6,510	
4	3 BR	\$356	\$1,424	\$878	\$3,512	
4	3 BR	\$680	\$2,720	\$878	\$3,512	
4	3 BR	\$842	\$3,368	\$878	\$3,512	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	48		\$26,949		\$32,662	17.49%

B. Project Description

Project Name:	Westwood Apartments
Location:	1028 Westwood Drive, Manning, South Carolina 29102 (Clarendon County)
Census Tract:	9605.00
Target Market:	Family
Construction Type:	Renovation of Existing Development
Funding Source:	LIHTC and Section 8

The project involves the renovation of the 48-unit Westwood Apartments at 1028 Westwood Drive in Manning, South Carolina. Built in 1974, the project operates under the HUD Section 8 program, with all units receiving a direct subsidy. The subsidy requires tenants to pay up to 30% of their adjusted gross household incomes towards shelter costs (collected rent and tenant-paid utilities). According to management, the project is currently 100.0% occupied and maintains a waiting list of up to six months for the next available unit.

The project will be renovated utilizing funding from the Low-Income Housing Tax Credit (LIHTC) program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will target households with incomes of up to 30%, 50% and 60% of Area Median Household Income (AMHI). Notably, all units will continue to operate under the HUD Section 8 program. All renovations are expected to be complete by December 2021. Additional details of the subject project are as follows:

Proposed Unit Configuration										
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Current Rent	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
3	One-Br.	1.0	Garden	684	30%/S8	\$625	\$625	\$89	\$714	\$350
3	One-Br.	1.0	Garden	684	50%/S8	\$625	\$625	\$89	\$714	\$583
4	One-Br.	1.0	Garden	684	60%/S8	\$625	\$625	\$89	\$714	\$700
8	Two-Br.	1.0	Garden	1,036	30%/S8	\$725	\$725	\$106	\$831	\$420
8	Two-Br.	1.0	Garden	1,036	50%/S8	\$725	\$725	\$106	\$831	\$701
10	Two-Br.	1.0	Garden	1,036	60%/S8	\$725	\$725	\$106	\$831	\$841
4	Three-Br.	1.5	Garden	1,064	30%/S8	\$780	\$780	\$133	\$913	\$486
4	Three-Br.	1.5	Garden	1,064	50%/S8	\$780	\$780	\$133	\$913	\$810
4	Three-Br.	1.5	Garden	1,064	60%/S8	\$780	\$780	\$133	\$913	\$972
48	Total									

Source: American Community Developers

AMHI – Area Median Household Income (2020 National Non-Metropolitan Limits)

S8 – Section 8

Note that tenants residing at the subject project effectively pay up to 30% of their adjusted gross household income towards gross rent. The maximum allowable LIHTC gross rents of between \$350 and \$972 are the programmatic limits for units targeting households earning up to 30%, 50% and 60% of AMHI. However, these limits would only apply in the unlikely scenario that the subject project ceased to operate with a project-based subsidy. In the unlikely event the subject project lost its project-based subsidy, it will be configured as illustrated on the following page.

Proposed Unit Configuration

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
3	One-Br.	1.0	Garden	684	30%	\$269	\$81	\$350	\$350
3	One-Br.	1.0	Garden	684	50%	\$502	\$81	\$583	\$583
4	One-Br.	1.0	Garden	684	60%	\$619	\$81	\$700	\$700
8	Two-Br.	1.0	Garden	1,036	30%	\$315	\$105	\$420	\$420
8	Two-Br.	1.0	Garden	1,036	50%	\$596	\$105	\$701	\$701
10	Two-Br.	1.0	Garden	1,036	60%	\$736	\$105	\$841	\$841
4	Three-Br.	1.5	Garden	1,064	30%	\$356	\$130	\$486	\$486
4	Three-Br.	1.5	Garden	1,064	50%	\$680	\$130	\$810	\$810
4	Three-Br.	1.5	Garden	1,064	60%	\$842	\$130	\$972	\$972
48	Total								

Source: American Community Developers
 AMHI – Area Median Household Income (2020 National Non-Metropolitan Limits)

Building/Site Information	
Residential Buildings:	3 two-story buildings
Building Style:	Walk-up
Community Buildings:	2
Acres:	5.0

Construction Timeline	
Original Year Built:	1974
Renovation Start:	January 2021
Begin Preleasing:	In-Place Renovation
Renovation End:	December 2021

Unit Amenities		
• Electric Range	• Central Air Conditioning	• Carpet & Composite Flooring
• Refrigerator	• Ceiling Fan	• Window Blinds
• Microwave*	• Garbage Disposal*	• Washer/Dryer Appliances*

*To be added during renovations

Community Amenities		
• On-Site Management	• Playground*	• Computer Center*
• Laundry Facility	• Community Room w/ Kitchen*	• Surface Parking Lot (45 Spaces)
• CCTV/Cameras*	• Fitness Center*	

*To be added during renovations

Utility Responsibility							
Paid By Source	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
	Tenant	Tenant	Tenant	Tenant	Landlord	Landlord	Landlord
	Electric	Electric	Electric				

Current Occupancy Status			
Total Units	Vacant Units	Occupancy Rate	Waiting List
48	0	100.0%	6 Months



PLANNED RENOVATION & CURRENT OCCUPANCY:

Based on information provided by the developer, the subject property will be substantially renovated (~\$62,380/unit) and will include, but not limited to the following renovations:

- Replace all flooring
- New kitchen appliances
- Paint the interior of all the units
- Replacement of all windows
- Addition of a community room
- Addition of a computer center
- Addition of a playground
- Install new entry doors
- Repair all sidewalks to remove any trip hazards
- Repair, seal coat and re-stripe the parking lots
- Replace roofs where necessary

Note that the complete scope of renovations proposed at the subject project is included in *Addendum C* of this report.

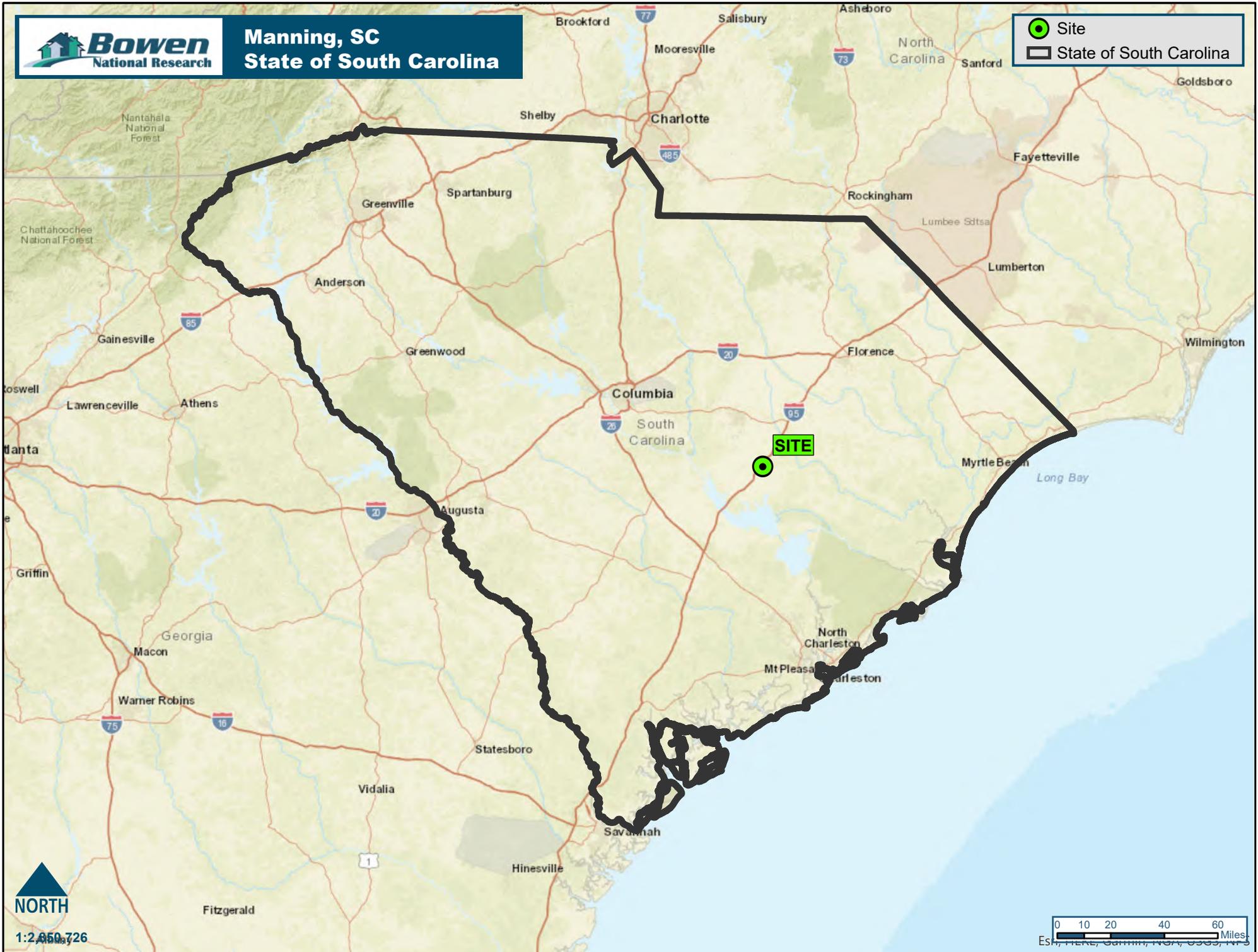
The subject project consists of 48 one-, two- and three-bedroom units that are 100.0% occupied with a six-month waiting list. The subject project currently operates with a Section 8 subsidy available to all units, requiring tenants of the project to pay up to 30% of their income towards rent. Due to the subsidy that is available on all of the subject units, the average tenant-paid rents are \$171, \$128 and \$83 for a one-, two- and three-bedroom unit, respectively, based on the subject project's current rent roll, as illustrated in *Addendum D*. Following Tax Credit renovations, the subsidy will be retained on all 48 units. It is anticipated that most, if not all, current tenants are expected to continue to income-qualify to reside at the subject project.

A state map, an area map and a site neighborhood map are on the following pages.



Manning, SC State of South Carolina

- Site
- State of South Carolina



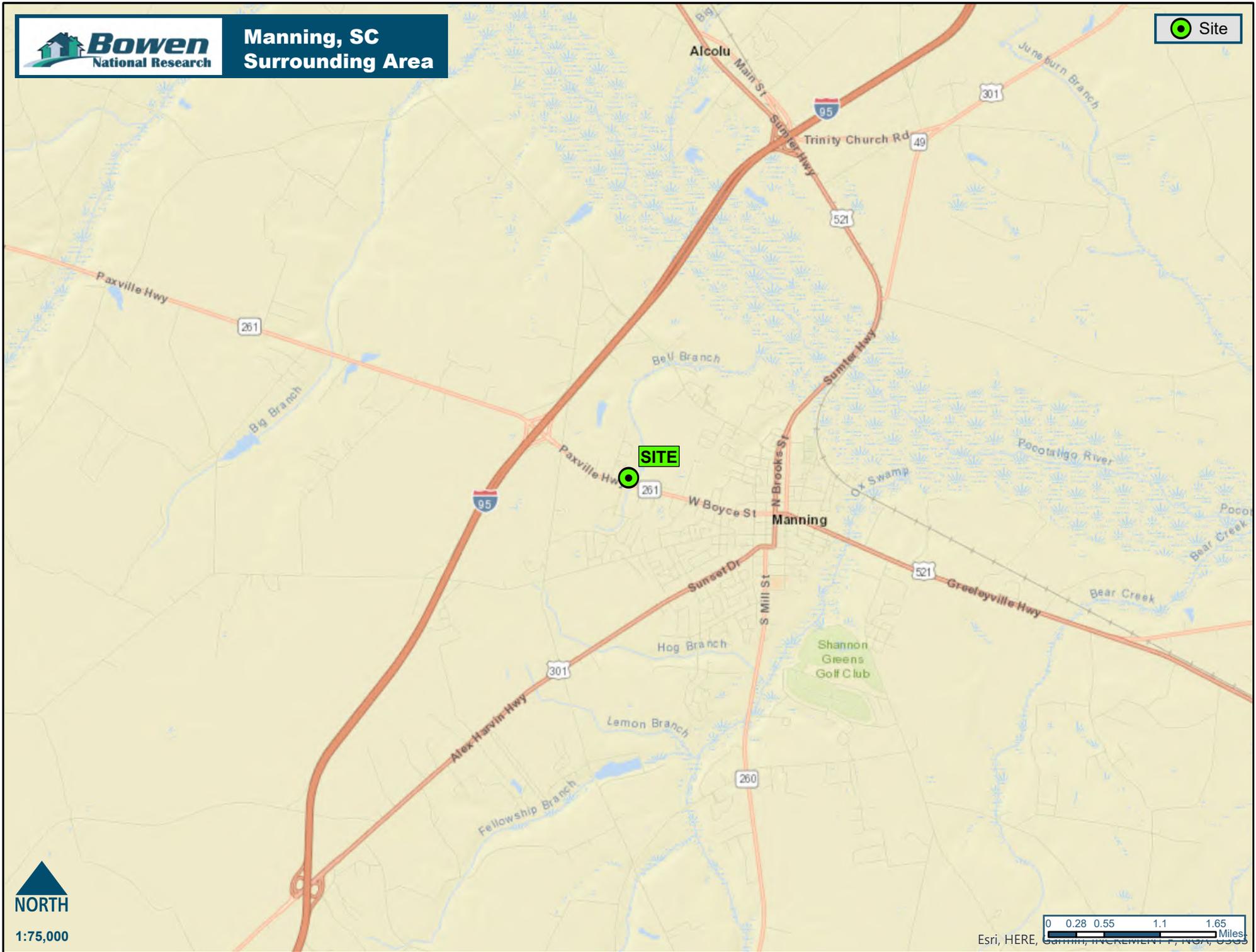
1:2,850,726

0 10 20 40 60 Miles

ESRI, HERE, Garmin, NAVI, USGS, FWS



Manning, SC Surrounding Area



1:75,000



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

C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of December 16, 2019. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site is the existing Westwood Apartments located at 1028 Westwood Drive in Manning, South Carolina. Located within Clarendon County, the subject site is approximately 63.0 miles southeast of Columbia, South Carolina and approximately 79.0 miles northwest of Charleston, South Carolina. Following is a general description of surrounding land uses:

North -	The northern boundary is defined by wooded land. Continuing north are Forest Villa (Map ID 4), a government-subsidized community in good condition, and wooded land. Extending farther north are single-family homes, in fair to good condition, and wooded land.
East -	The eastern boundary is defined by wooded land. Continuing east are AutoZone in good condition and wooded land. Extending farther east are Walmart Supercenter, Subway, Murphy USA, as well as additional retailers and restaurants. Southeast of the site is Manning High School.
South -	The southern boundary is defined by Paxville Highway/U.S. Highway 261, a five-lane arterial roadway. Continuing south are Farmers Telephone Cooperative, Inc. in good condition and undeveloped land. Extending farther south are wooded land, Manning Junior High School and single-family homes, all in good condition.
West -	The western boundary is defined by scattered trees and undeveloped land. Continuing west is Safe Federal Credit Union in good condition, undeveloped land and scattered single-family homes in fair to good condition. Extending farther west are farm land and commercial land uses.

The subject site is situated within a predominantly established mixed-use area of Manning, comprised of single-family homes, apartments, commercial buildings and education facilities, all in fair to good condition. As such, the renovated apartments are expected to continue to fit in well with the surrounding land uses and they should contribute to its continued marketability.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	Paxville Highway/U.S. Highway 261 Interstate 95 U.S. Highway 301 U.S. Highway 521	Adjacent South 0.9 West 1.2 East 1.3 East
Public Bus Stop	N/A	N/A
Major Employers/Employment Centers	Walmart Supercenter Clarendon School District McLeod Health Clarendon	0.5 East 0.5 Southeast 1.9 Southeast
Convenience Store	Murphy USA Corner Pantry/Shell Travel Center of America/BP Gas	0.3 East 0.5 Southeast 0.8 Northwest
Grocery	Walmart Supercenter Piggly Wiggly Manning IGA	0.5 East 1.5 Southeast 2.0 Southeast
Discount Department Store	Walmart Supercenter Dollar General Dollar Tree	0.5 East 0.5 Southeast 0.6 East
Schools: Elementary Middle/Junior High High	Manning Early Childhood/Primary Manning Elementary/Junior High Manning High School	1.4 Southwest/1.7 East 0.7 East/0.5 Southwest 0.5 Southeast
Hospital	McLeod Health Clarendon	1.9 Southeast
Police	Clarendon County Sheriff Department	0.8 Southeast
Fire	Clarendon County Fire Station #1	0.8 Southeast
Post Office	U.S. Post Office	1.2 Southeast
Bank	Safe Federal Credit Union Synovus Bank Bank of Clarendon	0.2 West 1.1 East 1.4 Southeast
Gas Station	Murphy USA Corner Pantry/Shell Travel Center of America/BP Gas	0.3 East 0.5 Southeast 0.8 Northwest
Pharmacy	Walmart Pharmacy CVS Brunson's Pharmacy	0.5 East 1.1 East 1.2 East
Restaurant	Taco Bell Bojangles McDonald's Subway Zaxby's	0.2 East 0.3 East 0.3 East 0.4 East 0.5 West
Day Care	Manning Early Childhood Center	1.2 Southwest
Library	Harvin Clarendon County Library	1.6 East
Church	Mount Calvary FBH First Baptist Church-Manning	0.5 Southeast 1.2 East
Park	J.C. Britton Park and Recreation Fields	1.5 Southwest

N/A – Not Available

As the preceding illustrates, most area services such as dining, entertainment, shopping and employment are located within approximately 2.0 miles of the subject site and are easily accessible given the site's proximity to Paxville Highway/U.S. Highway 261, a five-lane arterial roadway which serves as a commercial corridor within the area. Notable services within approximately 1.0 mile of the subject site include, but are not limited to Safe Federal Credit Union, Murphy USA gas station/convenience store, Walmart Supercenter, Dollar General and several restaurants. Additionally, J.C. Britton Park and Recreation Fields, which includes pavilions with picnic tables, grills, tennis courts, playground and ball fields, is 1.5 miles southwest of the site.

Public safety services are provided by the Clarendon County Sheriff Department and Clarendon County Fire Department Station #1, both of which are located within 0.8 miles southeast of the site. The nearest full-service hospital is the McLeod Health Clarendon, located 1.9 miles southeast of the site. Pharmacies can be accessed within approximately 1.3 miles. All applicable attendance schools are located within approximately 1.7 miles.

4. **SITE PHOTOGRAPHS**

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

Westwood Apartments



Entryway Signage



Typical exterior of building



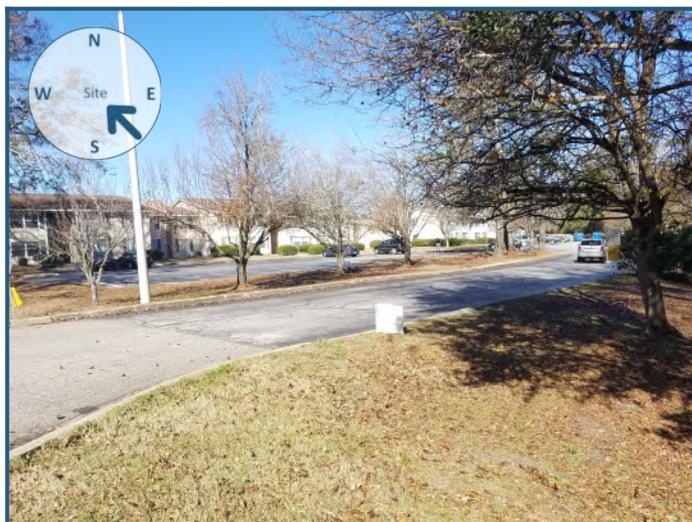
View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast

Westwood Apartments



View of site from the south



View of site from the southwest



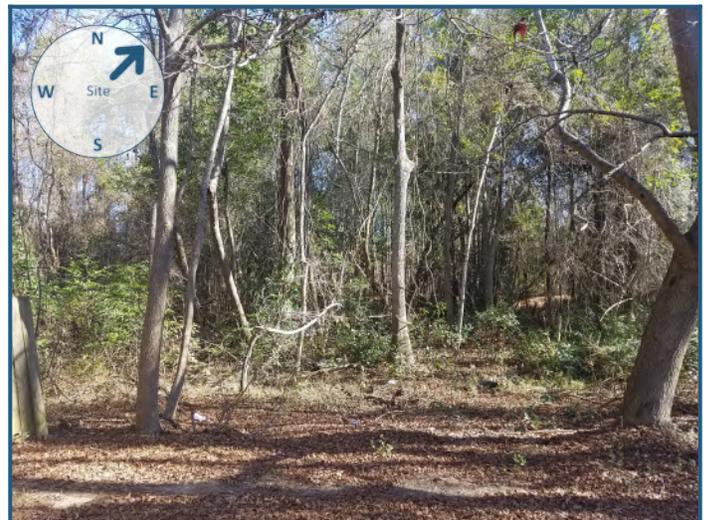
View of site from the west



View of site from the northwest



North view from site



Northeast view from site

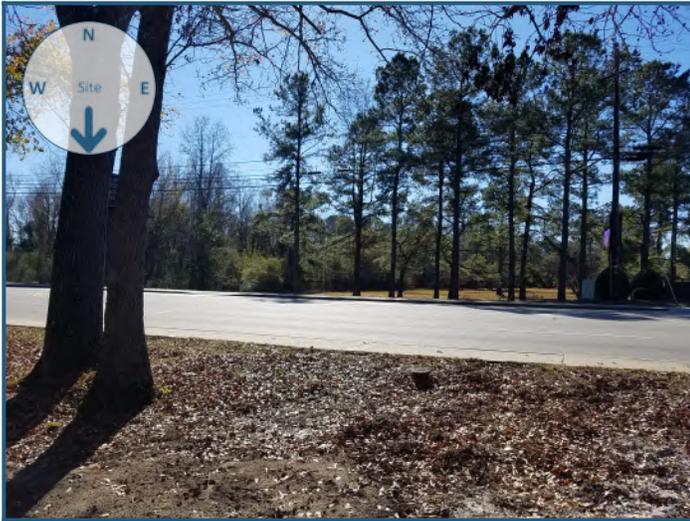
Westwood Apartments



East view from site



Southeast view from site



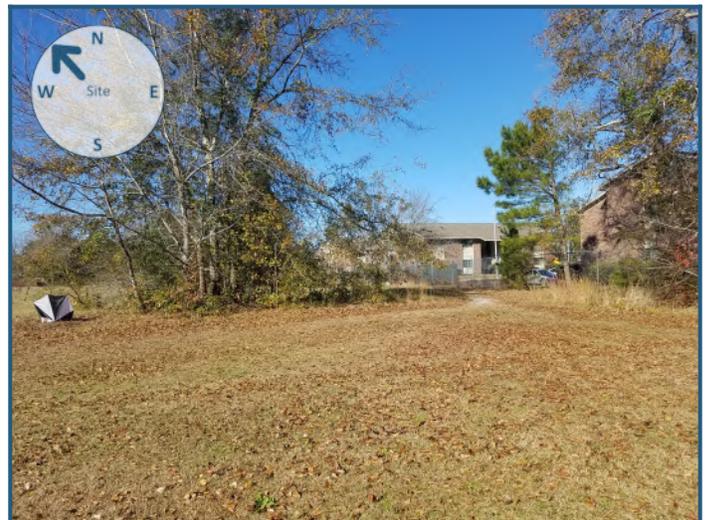
South view from site



Southwest view from site



West view from site



Northwest view from site

Westwood Apartments



Streetscape: East view of Pauxville Highway/US Highway 261



Streetscape: West view of Pauxville Highway/US Highway 261



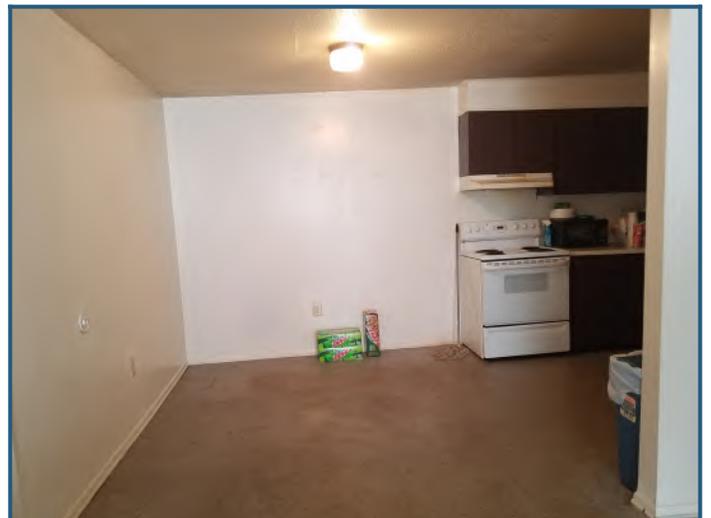
Laundry Facility: Washers



Laundry Facility: Dryers



One-Bedroom (Living Room)



One-Bedroom (Dining Room)

Westwood Apartments



One-Bedroom (Kitchen)



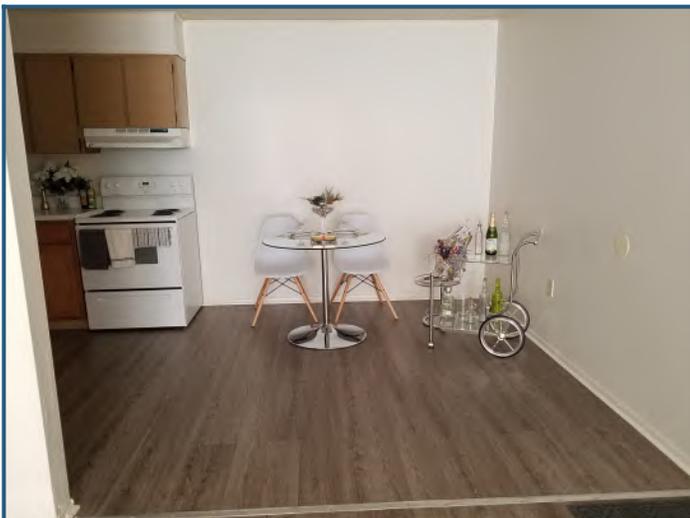
One-Bedroom (Bedroom - View A)



One-Bedroom (Bathroom)



Two-Bedroom (Living Room)

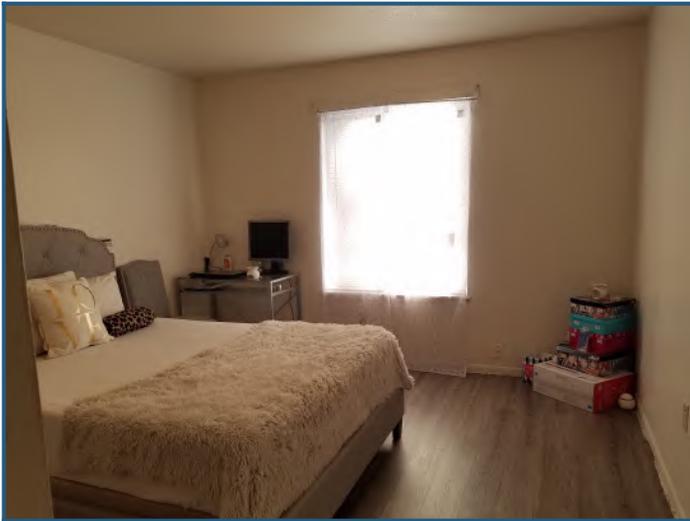


Two-Bedroom (Dining Room)



Two-Bedroom (Kitchen)

Westwood Apartments



Two-Bedroom (Master Bedroom - View A)



Two-Bedroom (Master Bedroom - View B)



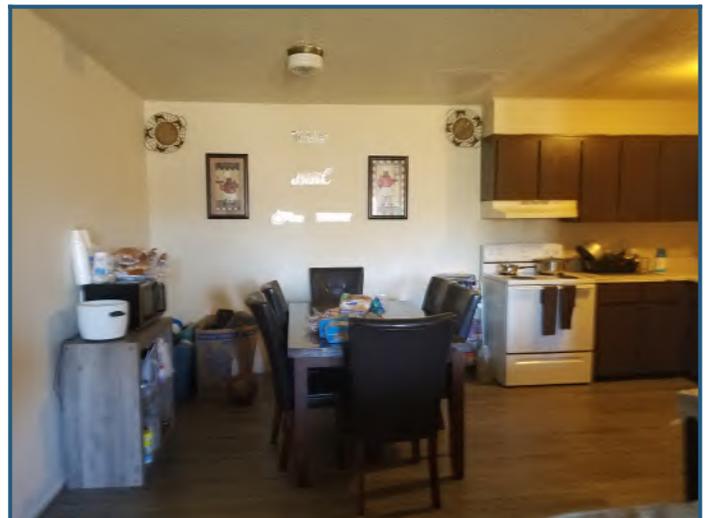
Two-Bedroom (Second Bedroom - View A)



Two-Bedroom (Full Bathroom)



Three-Bedroom (Living Room)



Three-Bedroom (Dining Room)

Westwood Apartments



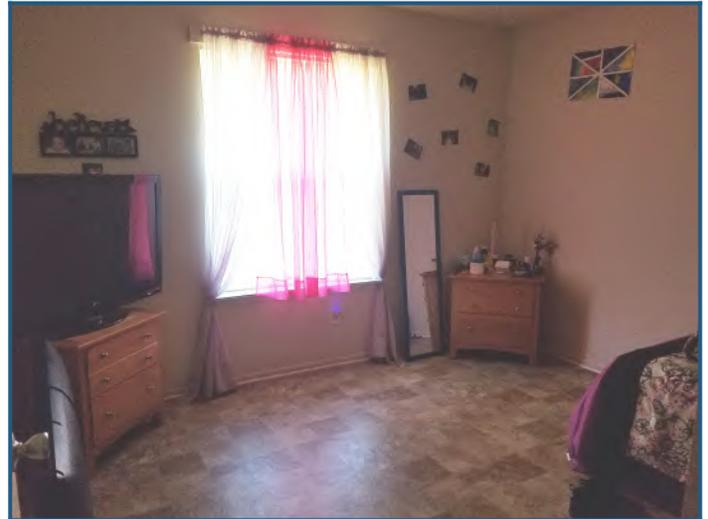
Three-Bedroom (Kitchen)



Three-Bedroom (Master Bedroom - View A)



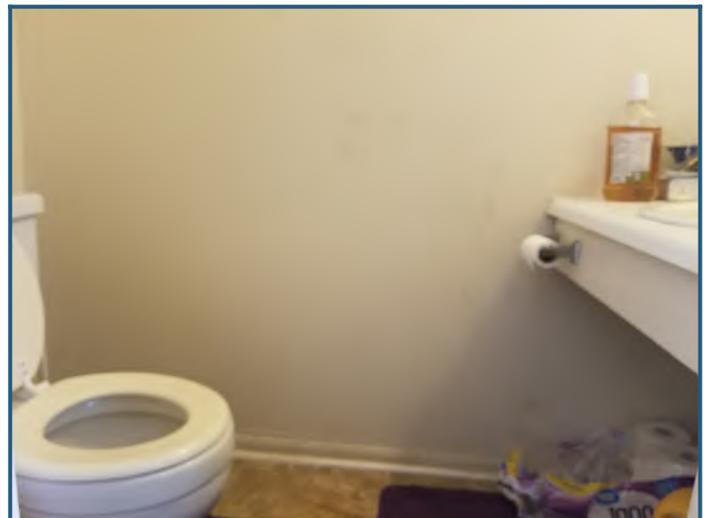
Three-Bedroom (Second Bedroom - View A)



Three-Bedroom (Third Bedroom)



Three-Bedroom (Full Bathroom)



Three-Bedroom (Half-Bath)

5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.





Manning, SC
Site Neighborhood

Legend
Site Area



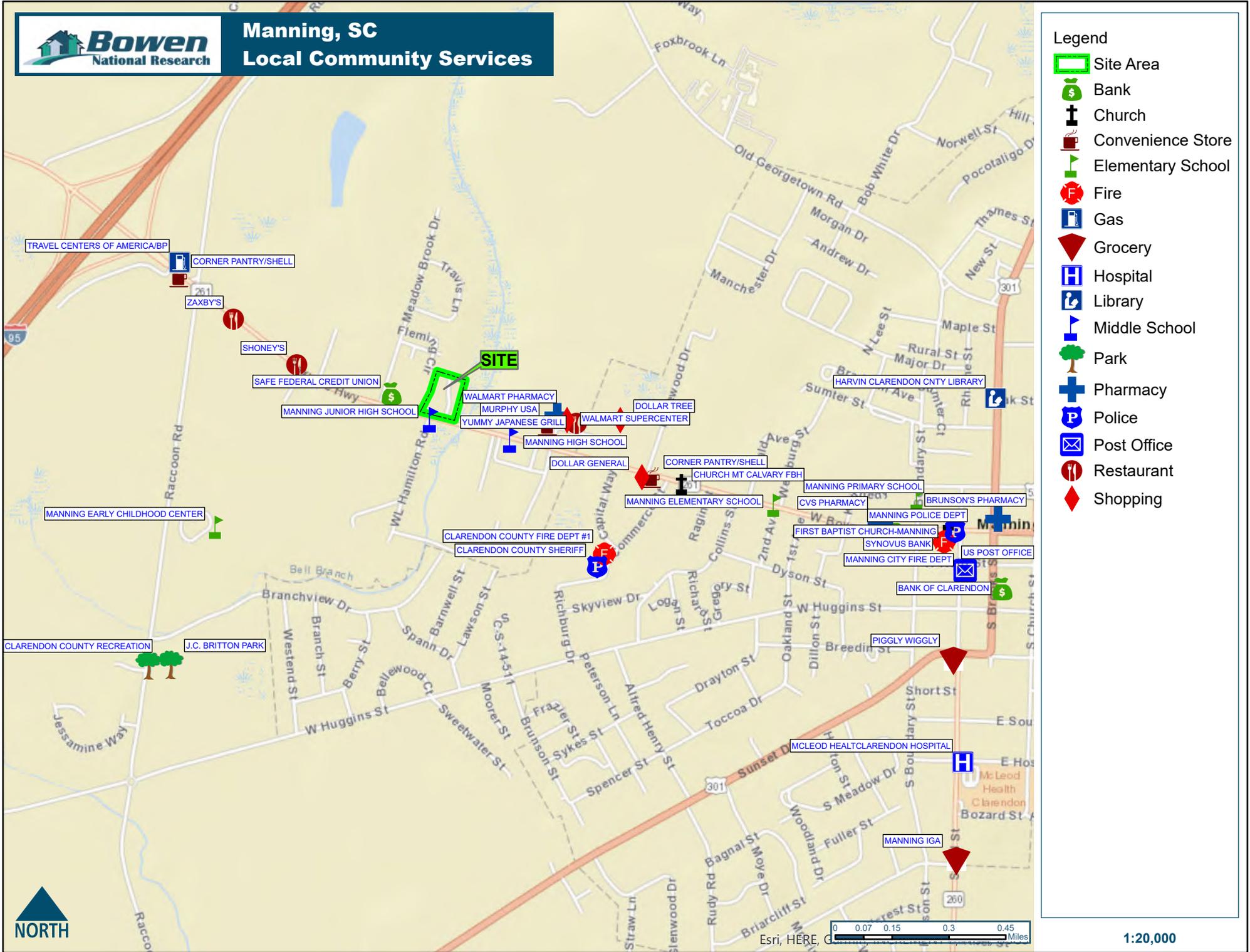
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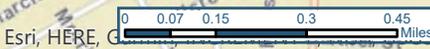
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Manning, SC Local Community Services



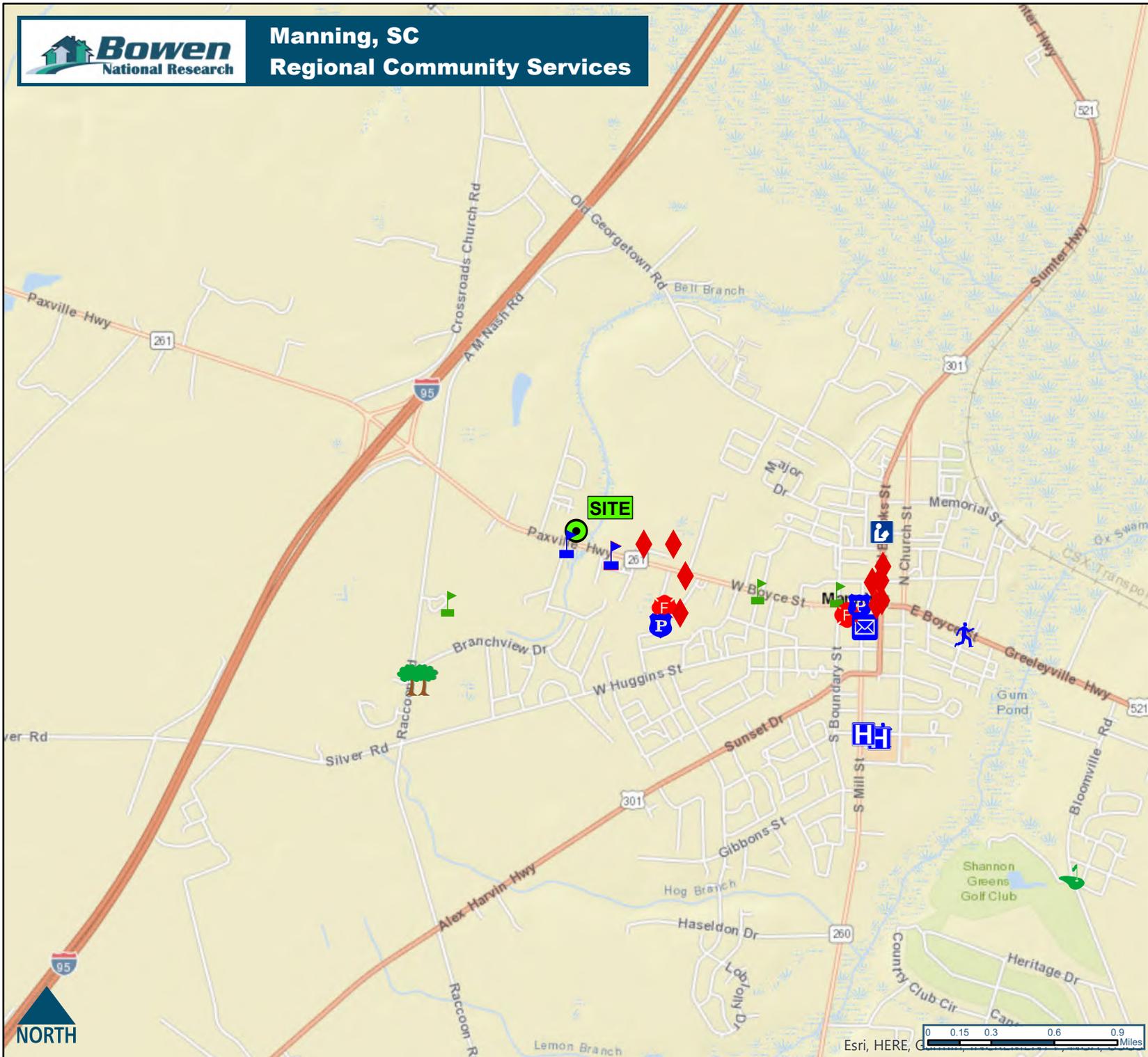
- Legend**
- Site Area
 - Bank
 - Church
 - Convenience Store
 - Elementary School
 - Fire
 - Gas
 - Grocery
 - Hospital
 - Library
 - Middle School
 - Park
 - Pharmacy
 - Police
 - Post Office
 - Restaurant
 - Shopping



1:20,000

Legend

-  Site
-  Elementary School
-  Fire
-  Fitness Center
-  Golf
-  High School
-  Hospital
-  Library
-  Middle School
-  Park
-  Police
-  Post Office
-  Shopping



NORTH

Esri, HERE, 0 0.15 0.3 0.6 0.9 Miles

1:40,000

6. CRIME ISSUES

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

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

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

Total crime risk for the site’s ZIP Code is 166, with an overall personal crime index of 223 and a property crime index of 157. Total crime risk for Clarendon County is 138, with indexes for personal and property crime of 195 and 130, respectively.

	Crime Risk Index	
	Site ZIP Code	Clarendon County
Total Crime	166	138
Personal Crime	223	195
Murder	293	277
Rape	114	102
Robbery	134	116
Assault	278	242
Property Crime	157	130
Burglary	211	188
Larceny	144	114
Motor Vehicle Theft	143	123

Source: Applied Geographic Solutions

The crime risk indices within both the site’s ZIP Code (166) and Clarendon County (138) are above the national average (100). However, these relatively high crime indices do not appear to have a negative impact on the overall marketability of the Manning rental housing market, as evidenced by the strong occupancy levels maintained at the majority of the surveyed rental projects, including the subject site. As such, the perception of crime within the area is not anticipated to have an impact on the site’s continued marketability. A map illustrating crime risk is on the following page.

7. ACCESS AND VISIBILITY

The subject property derives access from Paxville Highway/U.S. Highway 261, a five-lane arterial roadway that borders the site to the south. Traffic was observed to be light to moderate, which allows for convenient ingress and egress. Additionally, the subject site is within 1.3 miles of Interstate 95 and U.S. Highways 301 and 521. Overall, access is considered good. Visibility is considered good due to the mostly unobstructed views from Paxville Highway/U.S. Highway 261 and the undeveloped land west side of the site. Additionally, signage is present at the subject site entryway off Paxville Highway/U.S. Highway 261. Therefore, visibility of the site is good.

8. VISIBLE OR ENVIRONMENTAL ISSUES

There were no visible or environmental issues observed while conducting the site visit.

9. OVERALL SITE CONCLUSIONS

The subject site is situated within a predominantly established mixed-use area in the western portion of Manning and fits well with the surrounding land uses. Visibility of the subject site is good due to the unobstructed views south and west of the site from motorists traveling along Paxville Highway/U.S. Highway 261, a five-lane arterial that borders the site to the south. Access to and from the site is considered good, due to the light to moderate traffic on Paxville Highway/U.S. Highway 261. Additionally, the site is within 1.3 miles of Interstate 95 and U.S. Highways 301 and 521. The site is close to shopping, employment, recreation, entertainment, education opportunities, and social and public safety services are all within 2.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its continued marketability.

D. Primary Market Area Delineation

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

The Manning Site PMA includes Manning, Alcolu, Summerton and Paxville, as well as the surrounding unincorporated areas of Clarendon County. Specifically, the boundaries of the Site PMA include the Clarendon/Sumter County boundary to the north; Brewington Road to the east; State Route 261/Kingstree Highway, Nesbit Road, Tobias Road, Bonanza Crossing Road, Moses Dingle Road and Interstate 95 to the south; and Liberty Hill Road, Dysons Road, Governor Richardson Road, Cane Savannah Road, Richbourg Lane, Fremont Road, H. T. Everetts Road, Furse Road, U.S. Highway 15/Summerton Highway, Mahoney Road, McHoney Road, Tindal Lane, Corbett Road and the Clarendon/Sumter County boundary, north and west of Candlelight lane/Corbett Road intersection to the west. All boundaries of the Site PMA are generally within 12.9 miles from the site. The Site PMA includes all of, or portions of, the following Census Tracts:

9603.00	9604.00	9605.00*	9606.00
9607.01	9608.01	9608.02	

*Subject site location

Nekeia Dingle is the Property Manager of Westwood Apartments (subject site). Ms. Dingle confirmed the Site PMA, stating that most of the tenants that reside at the property are from Manning, and the immediate surrounding areas of Clarendon County, including Alcolu, Summerton and Paxville.

Rena Bell-James is the Property Manager of Forest Villa (Map ID 4), a government-subsidized property in Manning. Ms. Bell-James confirmed the Site PMA, stating that the majority of her property's tenants come from Manning, Paxville and Summerton.

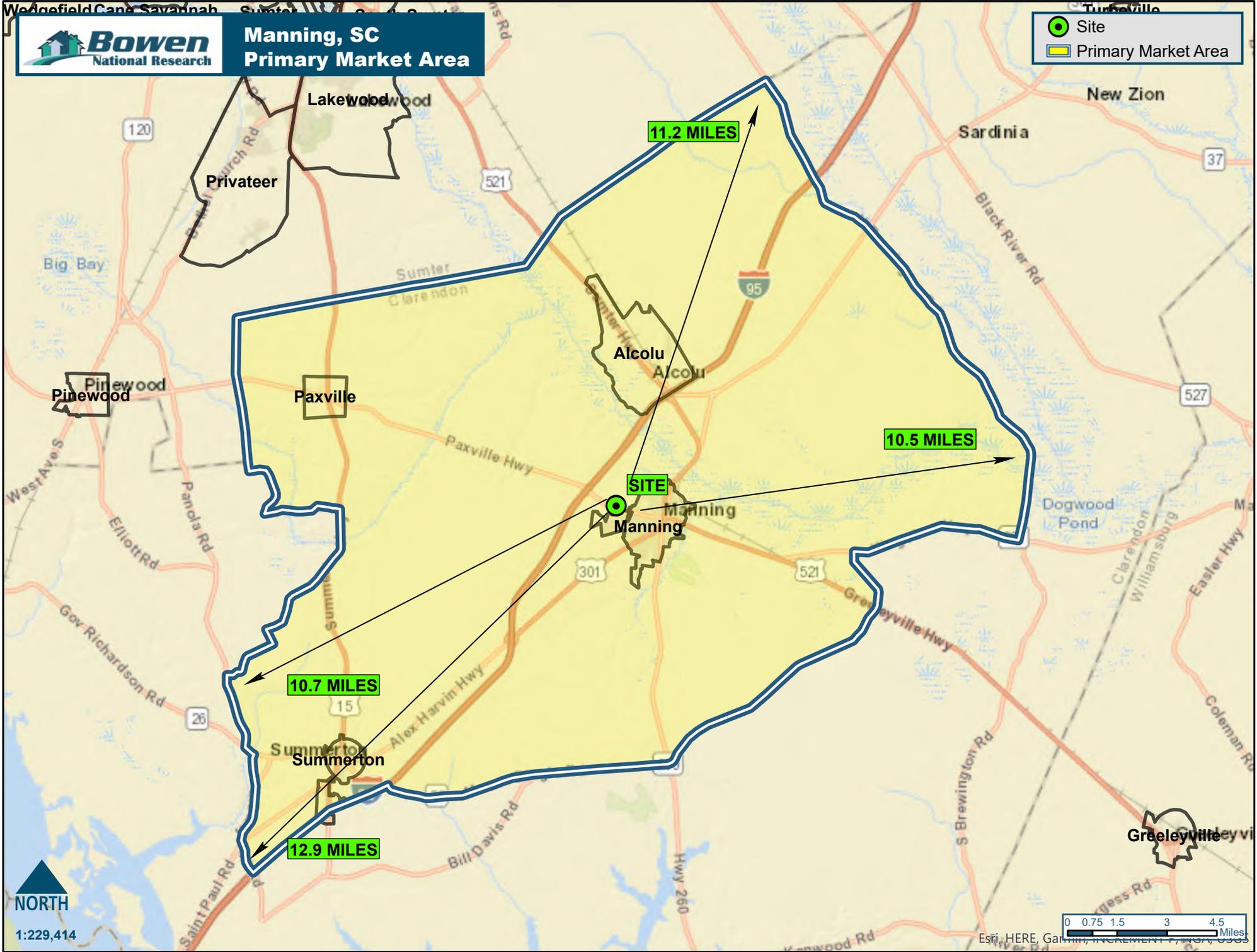
A modest portion of support may originate from some of the outlying areas of the Site PMA; we have not, however, considered any secondary market area in this report.

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



Manning, SC Primary Market Area

● Site
▭ Primary Market Area



NORTH
1:229,414



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

E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

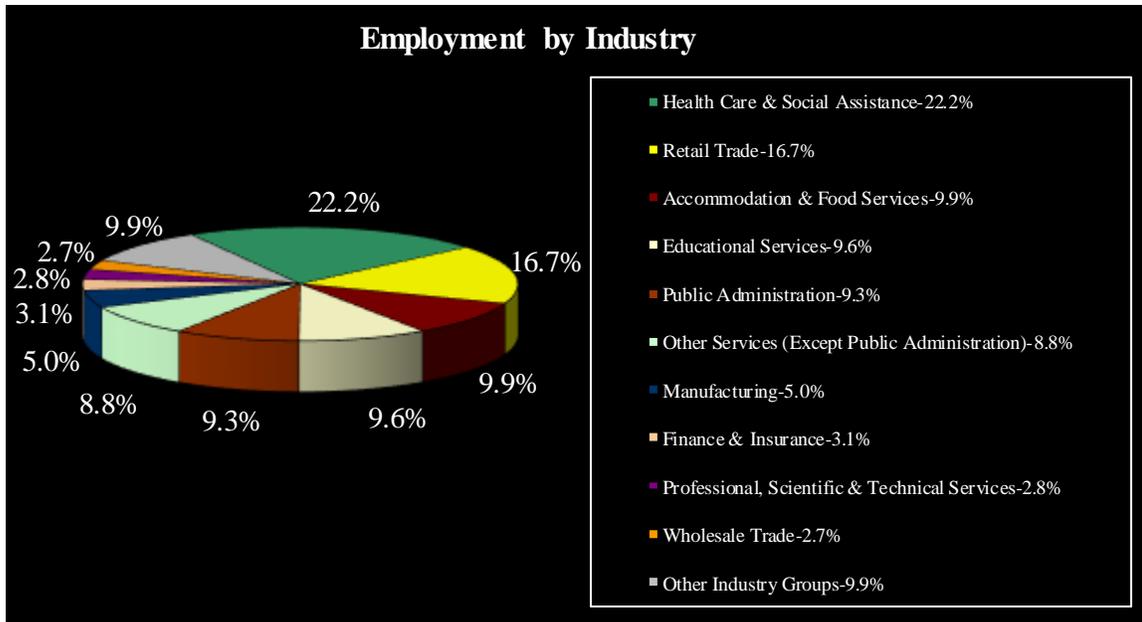
The labor force within the Manning Site PMA is based primarily in two sectors. Health Care & Social Assistance (which comprises 22.2%) and Retail Trade comprise nearly 39% of the Site PMA labor force. Employment in the Manning Site PMA, as of 2019, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	30	3.5%	169	2.4%	5.6
Mining	0	0.0%	0	0.0%	0.0
Utilities	2	0.2%	11	0.2%	5.5
Construction	30	3.5%	136	1.9%	4.5
Manufacturing	21	2.5%	356	5.0%	17.0
Wholesale Trade	22	2.6%	192	2.7%	8.7
Retail Trade	143	16.7%	1,200	16.7%	8.4
Transportation & Warehousing	9	1.1%	56	0.8%	6.2
Information	9	1.1%	62	0.9%	6.9
Finance & Insurance	48	5.6%	222	3.1%	4.6
Real Estate & Rental & Leasing	48	5.6%	144	2.0%	3.0
Professional, Scientific & Technical Services	46	5.4%	202	2.8%	4.4
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	18	2.1%	68	0.9%	3.8
Educational Services	20	2.3%	687	9.6%	34.4
Health Care & Social Assistance	88	10.3%	1,592	22.2%	18.1
Arts, Entertainment & Recreation	15	1.8%	63	0.9%	4.2
Accommodation & Food Services	57	6.7%	713	9.9%	12.5
Other Services (Except Public Administration)	166	19.4%	633	8.8%	3.8
Public Administration	72	8.4%	665	9.3%	9.2
Nonclassifiable	13	1.5%	3	0.0%	0.2
Total	857	100.0%	7,174	100.0%	8.4

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

E.P.E. - Average Employees Per Establishment

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



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for the Northeast South Carolina Nonmetropolitan Area are compared with those of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	Northeast South Carolina Nonmetropolitan Area	South Carolina
Management Occupations	\$86,310	\$103,100
Business and Financial Occupations	\$58,270	\$64,640
Computer and Mathematical Occupations	\$60,630	\$74,030
Architecture and Engineering Occupations	\$66,660	\$79,960
Community and Social Service Occupations	\$47,980	\$43,170
Art, Design, Entertainment and Sports Medicine Occupations	\$36,510	\$48,550
Healthcare Practitioners and Technical Occupations	\$71,470	\$73,040
Healthcare Support Occupations	\$27,820	\$29,070
Protective Service Occupations	\$39,340	\$38,670
Food Preparation and Serving Related Occupations	\$22,190	\$21,910
Building and Grounds Cleaning and Maintenance Occupations	\$24,430	\$25,170
Personal Care and Service Occupations	\$22,770	\$24,210
Sales and Related Occupations	\$26,560	\$34,590
Office and Administrative Support Occupations	\$32,050	\$34,970
Construction and Extraction Occupations	\$38,910	\$41,220
Installation, Maintenance and Repair Occupations	\$40,540	\$44,730
Production Occupations	\$34,850	\$39,000
Transportation and Moving Occupations	\$31,910	\$33,870

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

Most annual blue-collar salaries range from \$22,190 to \$47,980 within the Northeast South Carolina Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$68,668. It is important to note that most occupational types within the Northeast South Carolina Nonmetropolitan Area have lower typical wages than the State of South Carolina's typical wages. As such, the area employment base has a significant number of income-appropriate occupations from which the subject project will continue to draw renter support.

3. AREA'S LARGEST EMPLOYERS

The ten largest employers within Clarendon County comprise a total of approximately 2,000 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
McLeod Health	Health Care/Medical	800
Clarendon County	County Government	315
Trimaco Industries	Manufacturing	175
Meritor Automotive	Manufacturing	170
Bicycle Corporation of America	Manufacturing	150
Georgia-Pacific, LLC	Manufacturing	150
Edwards Wood Products, Inc.	Manufacturing	80
Bank of Clarendon	Finance & Insurance	58
Select Laboratories	Health Care/Medical	52
Advanta Southeast, LLC	Manufacturing	50
Total		2,000

Source: CentralSC.org

According to a representative with the Clarendon County Development Board, the Clarendon County economy is improving, based on the number of announcements they have had in the past couple of years and an increase in construction activity. Growth in the manufacturing, commercial and retail sectors have been positive factors impacting the local employment base in the last 12 months. The Alcolu and Summerton highway interchanges are popular areas for development. Below are summarizes of key economic factors impacting the local employment base:

- Announced in December 2018, Love's Travel Stop will be coming to the former Summerton Inn property, located at Exit 108 on Interstate 95 on the outskirts of Summerton. The \$1.2 million, 12,000 square-foot development will sit on 14.4 acres and will include a Speedco, Inc., which will provide on-site tire and lube services, as well as light mechanics services for professional truck drivers. Shower facilities will be available for tier one drivers. The site will also be open to the public, with gas being available. The building will house two new restaurants, McDonald's and Subway. The location will employ 40 to 50 people, including those working for the two restaurants. Construction began in June 2019, and expected completion is set for early 2020.

- Meritor, a global supplier of drivetrain and braking systems for the commercial truck market, announced in May 2019 that it will be investing \$5.2 million in machinery and equipment and adding 31 jobs at its Manning plant located at 2398 Ram Bay Road. Meritor plans to add the jobs within the next 12 months.
- Announced in October 2019, Sumter Casket Company, a manufacturer and distributor of caskets, plans to expand its operations to Clarendon County. The new location will be in the Clarendon County Industrial Park, located at the intersection of Interstate 95 and U.S. Highway 301. The company will construct a new 40,000 square-foot building to service South Carolina with a complete line of burial containers and cremation products, including both the standard line and custom-painted caskets. The company's \$1.8 million investment is projected to create 11 new jobs and is expected to be operational by the second quarter of 2020.
- Georgia-Pacific, LLC announced in October 2019 a major facility upgrade and a plant expansion at their Oriented Strand Board (OSB) facility located at 8250 Sumter Highway in Alcolu. Work is scheduled to begin in January 2020 on the \$4.5 million capital investment project, which will include a new 30,000 square-foot warehouse, a state-of-the-art laminating line and additional equipment. No new jobs are directly related to the capital expansion, but the investment could lead to additional employment in the future.
- Announced in November 2019, Provalus, an information technology support company, plans to establish operations in downtown Manning at 34 North Brooks Street. The new innovation center will expand the company's domestic services for business process outsourcing, formation technology outsourcing and support and will create 105 new tech positions, expecting to hire at least 30 new employees by January 2020.
- Outgrowing its current Manning facility at 1000 Bicycle Way, Bicycle Corporation of America, a maker of bicycle product lines for Walmart, Target and other retail outlets, will expand and add 65 new jobs at their new location at 9104 Alex Harvin Highway in Summerton. The \$5 million capital investment expansion will bring two new bicycle product lines for the company, making it Clarendon County's largest manufacturer. Construction improvements at the new Summerton facility will begin at the start of the new year, and hiring of the new, mostly production positions, will begin in the second quarter and continue through July and August.

Infrastructure

- Announced in August 2018, Southern Current, a leading developer in the residential, commercial and utility-scale solar markets, is expanding its solar farm portfolio with three new solar facilities in Clarendon County. The company is projected to invest approximately \$10 million in these new projects, two of which will be located outside of Summerton, and the third will be outside of Manning. The three solar farms are each on roughly 20 acres of land and will each produce three megawatts of power. The company manages projects from site selection and origination through construction and operation. There will be no permanent employees once the farms are completed and up and running in 2019.
- The South Carolina Department of Transportation plans to replace the existing, structurally deficient U.S. Highway 301 bridges over Pudding Swamp located at the Clarendon County line. The project includes bridge replacements on or near the existing alignment. A detour will be utilized throughout construction. Construction was to begin winter 2019. Expected completion is unknown at this time.
- Announced in late October 2019, Pine Gate Renewables will enter Clarendon County with the beginning of Bonefish Solar, LLC, who will produce 2.8 megawatts of clean energy, equating to powering roughly 500 homes, removing 79 vehicles from the road and 131 tons of waste recycled instead of landfilled annually. Bonefish Solar's operation was to begin in December 2019.

WARN (layoff notices):

WARN Notices were reviewed in December 2019 and according to SC Works, there has been one WARN notice reported for Clarendon County over the past 18 months. Below is a table summarizing this notice:

WARN Notices				
Company	Location	Jobs	Notice Date	Effective Date
ACS Industries	Manning	31	4/1/2019	4/1/2019

4. EMPLOYMENT TRENDS

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

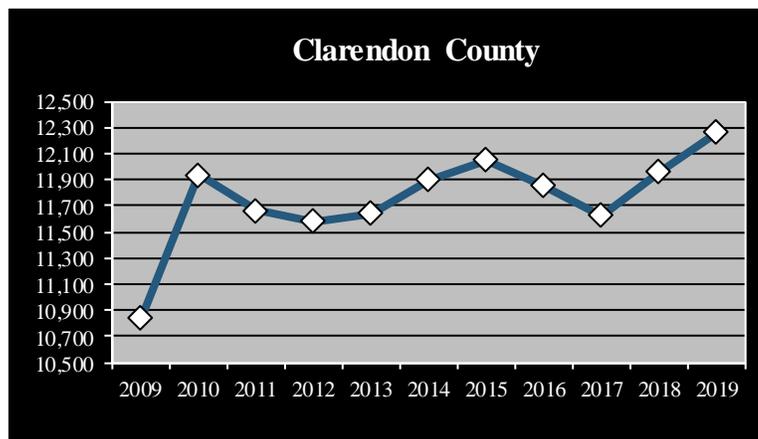
Excluding 2019, the employment base has increased by 0.5% over the past five years in Clarendon County, less than the South Carolina state increase of 7.9%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Clarendon County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	10,840	-	1,910,670	-	140,696,560	-
2010	11,937	10.1%	1,915,045	0.2%	140,469,139	-0.2%
2011	11,661	-2.3%	1,945,900	1.6%	141,791,255	0.9%
2012	11,578	-0.7%	1,985,618	2.0%	143,621,634	1.3%
2013	11,643	0.6%	2,023,642	1.9%	145,017,562	1.0%
2014	11,895	2.2%	2,078,592	2.7%	147,313,048	1.6%
2015	12,050	1.3%	2,132,099	2.6%	149,564,649	1.5%
2016	11,856	-1.6%	2,175,584	2.0%	151,965,225	1.6%
2017	11,623	-2.0%	2,207,404	1.5%	154,271,036	1.5%
2018	11,959	2.9%	2,243,656	1.6%	156,328,502	1.3%
2019*	12,263	2.5%	2,306,293	2.8%	157,533,049	0.8%

Source: Department of Labor; Bureau of Labor Statistics

*Through October



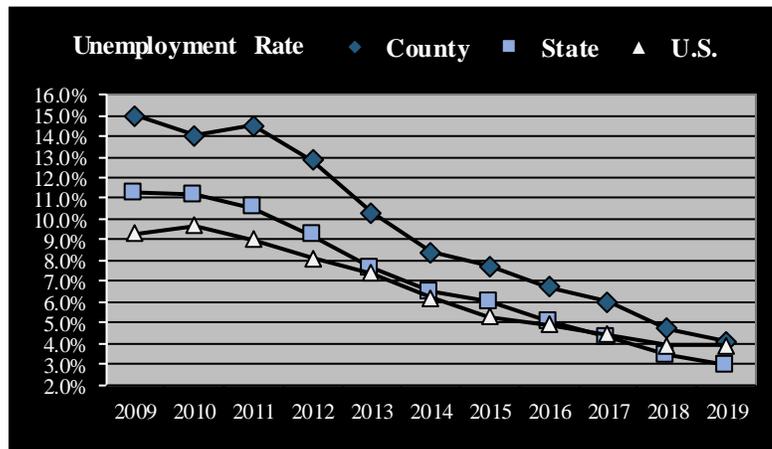
Since 2009, the Clarendon County employment base has increased by 1,423 jobs, or 13.1%, through October 2019.

Unemployment rates for Clarendon County, South Carolina and the United States are illustrated below:

Year	Unemployment					
	Clarendon County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	1,916	15.0%	242,075	11.3%	14,430,158	9.3%
2010	1,944	14.0%	240,623	11.2%	15,070,017	9.7%
2011	1,979	14.5%	229,623	10.6%	14,035,049	9.0%
2012	1,704	12.8%	201,260	9.2%	12,691,553	8.1%
2013	1,338	10.3%	167,326	7.6%	11,634,201	7.4%
2014	1,090	8.4%	143,753	6.5%	9,776,089	6.2%
2015	1,007	7.7%	135,450	6.0%	8,421,481	5.3%
2016	851	6.7%	114,978	5.0%	7,858,728	4.9%
2017	737	6.0%	98,617	4.3%	7,098,786	4.4%
2018	589	4.7%	79,553	3.4%	6,395,831	3.9%
2019*	524	4.1%	69,803	2.9%	6,310,591	3.9%

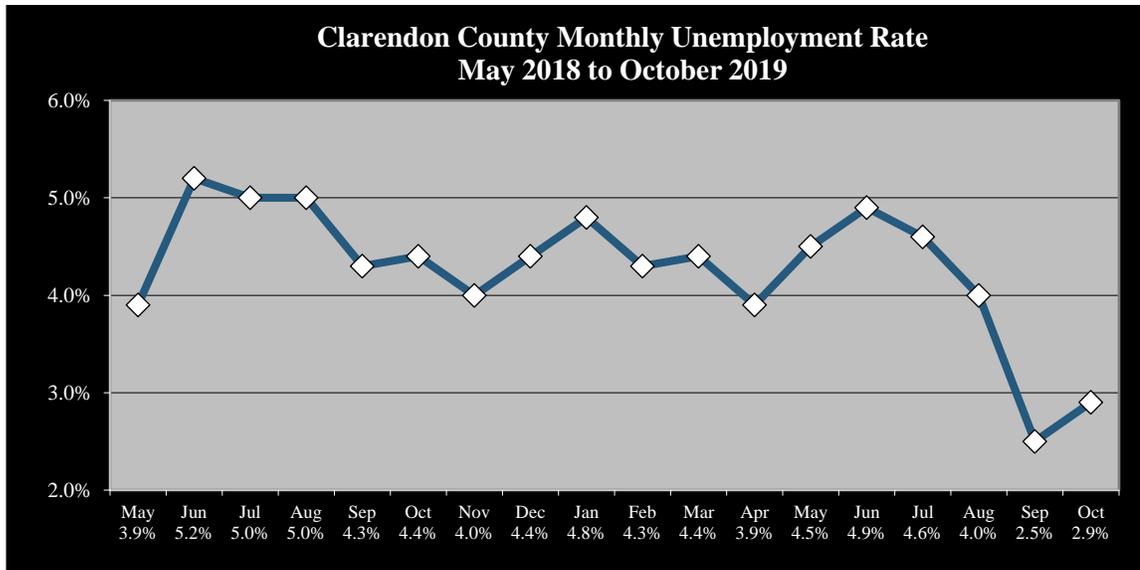
Source: Department of Labor; Bureau of Labor Statistics

*Through October



As the preceding illustrates, the unemployment rate within the county has generally trended downward within the preceding ten-year period. Notably, the county's current unemployment rate of 4.1% (through October 2019) is the lowest rate since 2009.

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



During the previous 18-month period, the unemployment rate has generally trended downward from a high of 5.2% reported in June 2018 to 2.9% reported in October 2019.

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

In-Place Employment Clarendon County			
Year	Employment	Change	Percent Change
2009	7,167	-	-
2010	7,016	-151	-2.1%
2011	6,715	-301	-4.3%
2012	6,698	-17	-0.3%
2013	6,766	68	1.0%
2014	6,874	108	1.6%
2015	6,992	118	1.7%
2016	6,807	-185	-2.6%
2017	6,703	-104	-1.5%
2018	6,879	176	2.6%
2019*	6,969	90	1.3%

Source: Department of Labor, Bureau of Labor Statistics
*Through June

Data for 2018, the most recent year that year-end figures are available, indicates in-place employment in Clarendon County to be 57.5% of the total Clarendon County employment. This means that Clarendon County has a high share of employed persons leaving the county for daytime employment, which could have an adverse impact on residency with increasing energy costs. However, residents in rural markets are accustomed to extensive commute times to their place of employment.

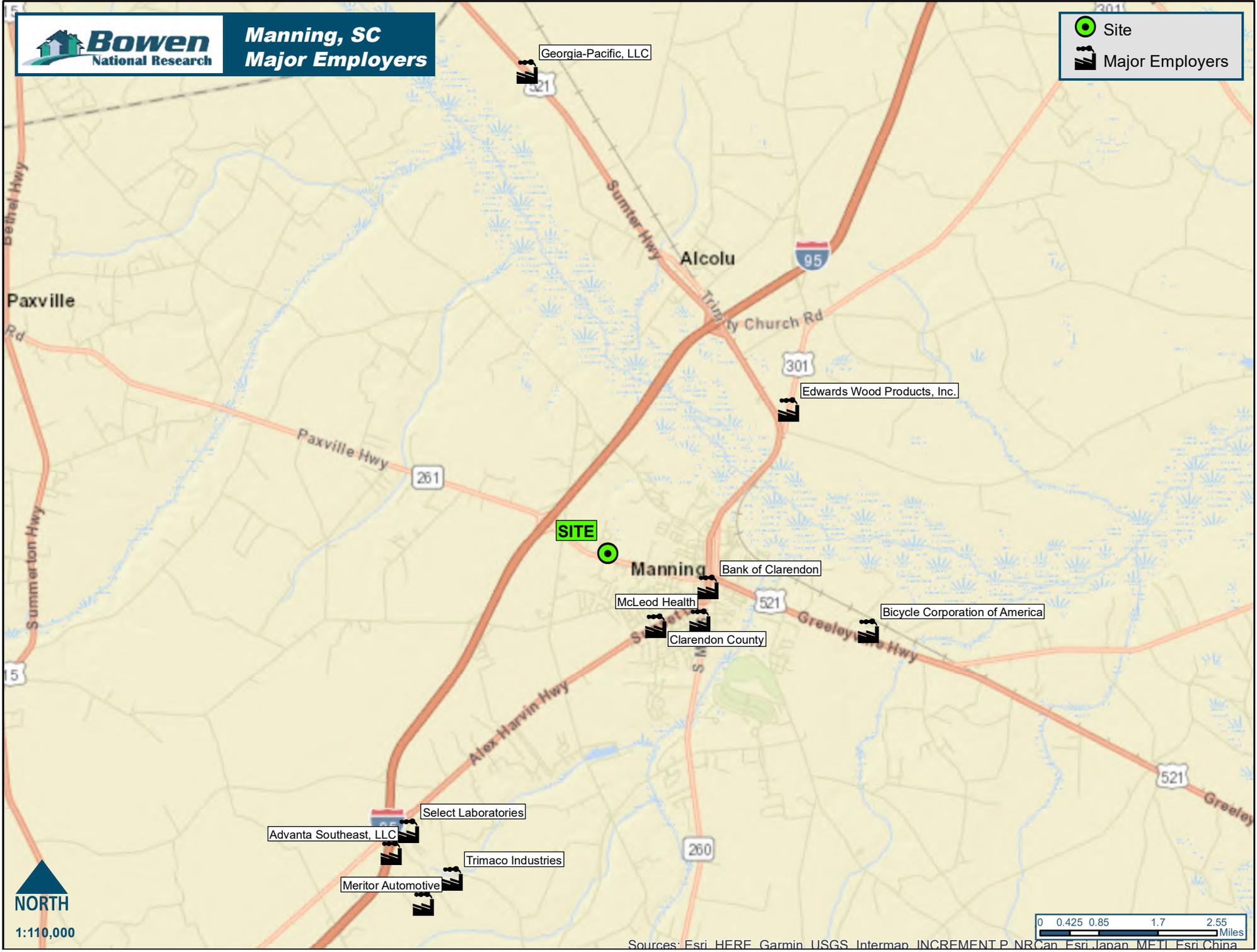
5. EMPLOYMENT CENTERS MAP

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



Manning, SC Major Employers

 Site
 Major Employers




NORTH
1:110,000



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

6. COMMUTING PATTERNS

Based on the American Community Survey (2013-2017), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	4,676	80.3%
Carpooled	764	13.1%
Public Transit	76	1.3%
Walked	36	0.6%
Other Means	101	1.7%
Worked at Home	169	2.9%
Total	5,822	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

Over 80% of all workers drove alone, 13.1% carpooled and only 1.3% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	1,580	27.1%
15 to 29 Minutes	1,999	34.3%
30 to 44 Minutes	1,078	18.5%
45 to 59 Minutes	230	4.0%
60 or More Minutes	766	13.2%
Worked at Home	169	2.9%
Total	5,822	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

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

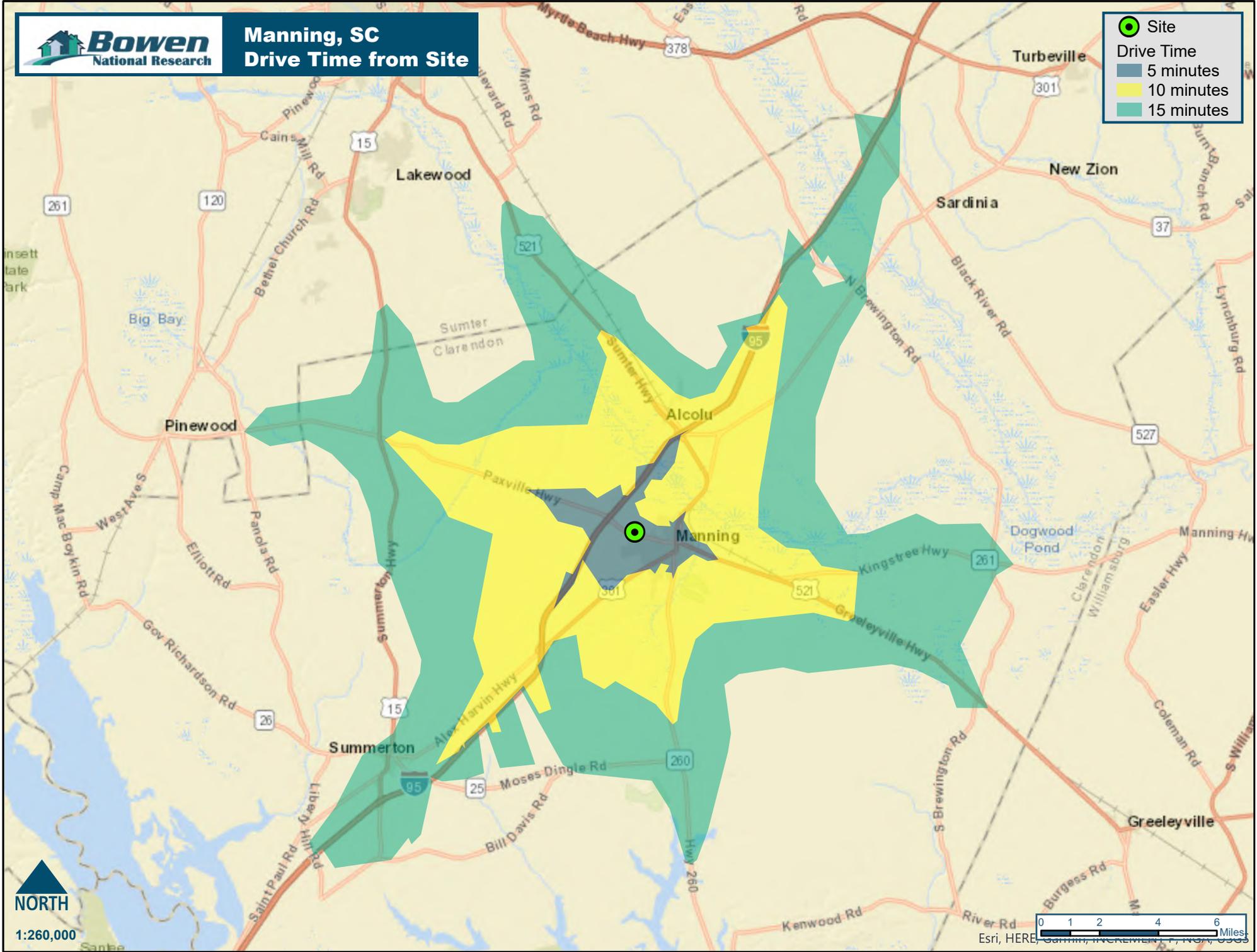


Manning, SC Drive Time from Site

● Site

Drive Time

- 5 minutes
- 10 minutes
- 15 minutes



NORTH
1:260,000

0 1 2 4 6 Miles
Esri, HERE, Garmin, INCREMENTAL, NAVTEQ, © 2008

7. ECONOMIC FORECAST AND HOUSING IMPACT

According to a representative with the Clarendon County Development Board, the area's economy continues to experience growth. There have been various new business/business expansion projects in Clarendon County, expected to create additional jobs within the next several years. Additionally, based on data provided by the U.S. Department of Labor: Bureau of Labor Statistics, the Clarendon County employment base has increased by over 1,400 jobs, or 13.1%, and its unemployment rate has decreased by nearly 11 percentage points to 4.1% (through October 2019) since 2009. Notably the county's unemployment is the lowest it has been within the past decade. Based on these trends, it is expected that the local economy will continue to experience growth within the foreseeable future. In turn, this will continue to create a stable environment for housing.

F. Community Demographic Data

The following demographic data relates to the Site PMA. It is important to note that not all 2022 projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the 2022 projections do not vary more than 1.0%.

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2000, 2010, 2019 (estimated) and 2022 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2022 (Projected)
Population	16,876	17,837	17,855	17,807
Population Change	-	961	18	-48
Percent Change	-	5.7%	0.1%	-0.3%

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

The Manning Site PMA population base increased by 961 between 2000 and 2010. This represents a 5.7% increase from the 2000 population, or an annual rate of 0.6%. Between 2010 and 2019, the market's population base was generally stable. This trend is projected to remain relatively stable through 2022.

Based on the 2010 Census, the population residing in group-quarters is represented by 1.2% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	208	1.2%
Population not in Group Quarters	17,629	98.8%
Total Population	17,837	100.0%

Source: 2010 Census

b. Population by Age Group

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

Population by Age	2010 (Census)		2019 (Estimated)		2022 (Projected)		Change 2019-2022	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	5,075	28.5%	4,422	24.8%	4,429	24.9%	7	0.2%
20 to 24	1,131	6.3%	977	5.5%	929	5.2%	-48	-4.9%
25 to 34	1,923	10.8%	2,394	13.4%	2,137	12.0%	-257	-10.7%
35 to 44	2,053	11.5%	1,953	10.9%	2,080	11.7%	127	6.5%
45 to 54	2,649	14.9%	2,167	12.1%	2,075	11.7%	-92	-4.3%
55 to 64	2,457	13.8%	2,590	14.5%	2,508	14.1%	-82	-3.2%
65 to 74	1,498	8.4%	2,137	12.0%	2,228	12.5%	91	4.3%
75 & Over	1,051	5.9%	1,215	6.8%	1,420	8.0%	205	16.9%
Total	17,837	100.0%	17,855	100.0%	17,807	100.0%	-48	-0.3%

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

As the preceding table illustrates, approximately 51% of the population is expected to be between 25 and 64 years old in 2019. This age group is the primary group of current and potential support for the subject site and likely represents a significant number of the tenants.

c. Elderly and Non-Elderly Population

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

d. Special Needs Population

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

e. Minority Concentrations

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

Minority Group	Statewide Share	Equal To or Greater Than	Site Census Tract Share
Total Minority Population	33.8%	33.8% + 20.0% = 53.8%	76.3%
Black or African American	27.9%	27.9% + 20.0% = 47.9%	71.9%
American Indian and Alaska Native	0.4%	0.4% + 20.0% = 20.4%	0.2%
Asian	1.3%	1.3% + 20.0% = 21.3%	1.1%
Native Hawaiian and Other Pacific Islander	0.1%	0.1% + 20.0% = 20.1%	0.0%
Hispanic or Latino	5.1%	5.1% + 20.0% = 25.1%	2.3%

Source: U.S. Census Bureau, 2010 Census

Based on the preceding table, the site Census Tract does contain a high share of minorities. However, based on Table B25074 of the American Community Survey (ACS) 2013-2017 5-year estimates, approximately 61% of households residing in the site Census Tract are considered to be rent overburdened. Combined with the fact that nearly all affordable properties surveyed within the market are maintaining strong occupancy levels, low-income renter households within the subject site's Census Tract are in need of good quality affordable rental housing and currently have limited options. The subject project will continue to accommodate a portion of this unmet demand.

2. HOUSEHOLD TRENDS

a. Total Households

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

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2022 (Projected)
Households	6,118	6,715	6,759	6,745
Household Change	-	597	44	-14
Percent Change	-	9.8%	0.7%	-0.2%
Household Size	2.76	2.66	2.61	2.61

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

Within the Manning Site PMA, households increased by 597 (9.8%) between 2000 and 2010. Similar to the market's population base, household growth has been generally stable since 2010. This trend is projected to remain relatively stable through 2022.

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

Households by Age	2010 (Census)		2019 (Estimated)		2022 (Projected)		Change 2019-2022	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	217	3.2%	172	2.5%	166	2.5%	-6	-3.5%
25 to 34	739	11.0%	888	13.1%	787	11.7%	-101	-11.4%
35 to 44	1,018	15.2%	923	13.7%	973	14.4%	50	5.5%
45 to 54	1,475	22.0%	1,143	16.9%	1,083	16.1%	-60	-5.2%
55 to 64	1,481	22.1%	1,463	21.6%	1,400	20.8%	-63	-4.3%
65 to 74	1,038	15.5%	1,379	20.4%	1,421	21.1%	42	3.0%
75 to 84	547	8.1%	585	8.7%	677	10.0%	92	15.7%
85 & Over	200	3.0%	206	3.0%	238	3.5%	32	15.7%
Total	6,715	100.0%	6,759	100.0%	6,745	100.0%	-14	-0.2%

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

Between 2019 and 2022, households ages 65 and older are the only age groups expected to experience growth within the market, increasing by 166, or 7.6%. This projected growth among senior households indicates that there will be an increasing need for housing for seniors in the market. However, over 65% of all households are projected to be under the age of 65 in 2022. This demonstrates that a larger number of age-appropriate households will continue to be present within the Site PMA to support the subject project.

b. Households by Tenure

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2019 (Estimated)		2022 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	4,626	68.9%	4,599	68.0%	4,595	68.1%
Renter-Occupied	2,089	31.1%	2,160	32.0%	2,150	31.9%
Total	6,715	100.0%	6,759	100.0%	6,745	100.0%

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

In 2019, homeowners occupied 68.0% of all occupied housing units, while the remaining 32.0% were occupied by renters. The share of renters is considered typical for rural markets, such as the Manning Site PMA, and the 2,160 renter households estimated in 2019 represent a good base of continued support for the subject site.

c. Households by Income

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

Household Income	2010 (Census)		2019 (Estimated)		2022 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,075	16.0%	776	11.5%	754	11.2%
\$10,000 to \$19,999	1,315	19.6%	1,108	16.4%	1,091	16.2%
\$20,000 to \$29,999	1,047	15.6%	1,006	14.9%	986	14.6%
\$30,000 to \$39,999	715	10.6%	752	11.1%	757	11.2%
\$40,000 to \$49,999	594	8.8%	688	10.2%	699	10.4%
\$50,000 to \$59,999	596	8.9%	437	6.5%	429	6.4%
\$60,000 to \$74,999	595	8.9%	561	8.3%	565	8.4%
\$75,000 to \$99,999	407	6.1%	607	9.0%	598	8.9%
\$100,000 to \$124,999	187	2.8%	393	5.8%	412	6.1%
\$125,000 to \$149,999	90	1.3%	191	2.8%	205	3.0%
\$150,000 to \$199,999	73	1.1%	83	1.2%	87	1.3%
\$200,000 & Over	21	0.3%	157	2.3%	161	2.4%
Total	6,715	100.0%	6,759	100.0%	6,745	100.0%
Median Income	\$29,241		\$36,509		\$37,148	

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

In 2010, the median household income was \$29,241. This increased by 24.9% to \$36,509 in 2019. By 2022, it is projected that the median household income will be \$37,148, an increase of 1.7% from 2019.

d. Average Household Size

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

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for 2010, 2019 and 2022 for the Manning Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	178	133	89	57	54	511
\$10,000 to \$19,999	208	128	85	55	52	528
\$20,000 to \$29,999	124	89	59	38	36	346
\$30,000 to \$39,999	76	58	39	25	24	222
\$40,000 to \$49,999	56	44	29	19	18	166
\$50,000 to \$59,999	40	34	22	14	14	124
\$60,000 to \$74,999	40	33	22	14	14	124
\$75,000 to \$99,999	13	12	8	5	5	45
\$100,000 to \$124,999	4	3	2	1	1	13
\$125,000 to \$149,999	2	2	1	1	1	6
\$150,000 to \$199,999	1	1	1	0	0	4
\$200,000 & Over	0	0	0	0	0	1
Total	742	538	359	231	220	2,089

Source: ESRI; Urban Decision Group

Renter Households	2019 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	150	100	71	51	38	410
\$10,000 to \$19,999	216	114	80	58	43	512
\$20,000 to \$29,999	141	94	66	48	35	384
\$30,000 to \$39,999	83	62	44	32	24	244
\$40,000 to \$49,999	63	50	35	25	19	191
\$50,000 to \$59,999	30	26	18	13	10	98
\$60,000 to \$74,999	38	34	24	17	13	125
\$75,000 to \$99,999	35	31	22	16	12	115
\$100,000 to \$124,999	13	12	9	6	5	44
\$125,000 to \$149,999	6	6	4	3	2	21
\$150,000 to \$199,999	1	1	1	1	0	5
\$200,000 & Over	2	3	2	1	1	9
Total	778	532	376	273	201	2,160

Source: ESRI; Urban Decision Group

Renter Households	2022 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	146	97	69	51	36	400
\$10,000 to \$19,999	216	112	80	59	42	509
\$20,000 to \$29,999	138	92	65	48	35	378
\$30,000 to \$39,999	81	60	43	31	23	238
\$40,000 to \$49,999	60	48	34	25	18	185
\$50,000 to \$59,999	29	25	17	13	9	93
\$60,000 to \$74,999	37	33	23	17	12	123
\$75,000 to \$99,999	41	35	25	18	13	132
\$100,000 to \$124,999	15	14	10	7	5	52
\$125,000 to \$149,999	8	7	5	4	3	26
\$150,000 to \$199,999	1	1	1	1	0	5
\$200,000 & Over	3	3	2	1	1	9
Total	775	527	374	276	198	2,150

Source: ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Nearly one-third of the market is occupied by renter households. Overall, population and household trends have generally been stable since 2010 and are projected to remain relatively stable through 2022. Regardless, the 2,160 renter households estimated in 2019 represent a good base of continued support in the market for the subject development. As discussed later in Section H of this report, nearly all affordable rental communities surveyed in the market are operating at high occupancy levels. This indicates that high demand exists for such housing and the continuing need for additional affordable housing options within the Site PMA, particularly when factoring in rent overburdened households or those living in substandard housing.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

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

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

The subject site is in Clarendon County, a nonmetropolitan statistical area, which has a four-person median household income of \$48,900 for 2020. The project location, however, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$62,300 in 2020. The subject property will be restricted to households with incomes up to 30%, 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size at various levels of AMHI:

Household Size	Maximum Allowable Income		
	30%	50%	60%
One-Person	\$13,080	\$21,800	\$26,160
Two-Person	\$14,940	\$24,900	\$29,880
Three-Person	\$16,830	\$28,050	\$33,660
Four-Person	\$18,690	\$31,150	\$37,380
Five-Person	\$20,190	\$33,650	\$40,380

The largest subject units (four-bedroom) at the subject site will continue to generally house up to six-person households. As such, the maximum allowable income at the subject site is **\$40,380**.

2. AFFORDABILITY

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

The lowest proposed gross LIHTC rent at the site is \$350. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$4,200. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$12,000**.

Considering that the subject project will continue to offer a project-based subsidy on all 48 units post LIHTC renovations, it will continue to serve households with little or no income. Therefore, we used \$0 as the minimum income requirement for the subject's Section 8 units.

Based on the preceding analyses, the income-appropriate ranges required to live at the renovated subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate with a project-based subsidy as proposed, as well as in the unlikely event the subject project lost its subsidy and operated exclusively under the Tax Credit program.

Unit Type	Income Range	
	Minimum	Maximum
As Proposed with Subsidy		
Section 8 (Limited To 50% AMHI)	\$0	\$33,650
As Proposed without Subsidy		
Tax Credit (Limited to 30% AMHI)	\$12,000	\$20,190
Tax Credit (Limited to 50% AMHI)	\$19,989	\$33,650
Tax Credit (Limited to 60% AMHI)	\$24,000	\$40,380

3. DEMAND COMPONENTS

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

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2019 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2022) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

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

- b. **Demand from Existing Households:** *The second source of demand should be determined using 2000 and 2010 Census data (as available), ACS 5 year estimates or demographic estimates provided by reputable companies. All data in tables should be projected from the same source:*

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

Based on Table B25074 of the American Community Survey (ACS) 2013-2017 5-year estimates, approximately 22.9% to 52.0% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on the 2017 ACS 5-Year Estimates Table B25016, 6.9% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

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

The subject project is not age-restricted; thus, we have not considered elderly homeowner conversion in our demand estimates.

- 4) **Other:** *Please note, the Authority does not, in general, consider household turnover rates other than those of elderly to be an accurate determination of market demand. However, if an analyst firmly believes that demand exists which is not being captured by the above methods, she/he may be allowed to consider this information in their analysis. The analyst may also use other indicators to estimate demand if they can be fully justified (e.g. an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

4. **METHODOLOGY**

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2019 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2019 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. **DEMAND/CAPTURE RATE CALCULATIONS**

Within the Site PMA, there are no comparable affordable housing projects that were funded and/or built during the projection period (2019 to current). However, we did identify one comparable Tax Credit rental community within the market that is currently operating below a stabilized occupancy level, Lakebrook Apartments (Map ID 7). However, based on historical data obtained by Bowen National Research, this property was operating at a stabilized occupancy level in 2012. Therefore, we did not utilize any existing units in the demand analysis illustrated on the following page.

Demand Component	Percent of Median Household Income				
	As Proposed w/Subsidy (\$0-\$33,650)	Tax Credit Only			Overall (\$12,000-\$40,380)
		30% AMHI (\$12,000-\$20,190)	50% AMHI (\$19,989-\$33,650)	60% AMHI (\$24,000-\$40,380)	
Demand from New Renter Households (Income-Appropriate)	1,383 - 1,396 = -13	415 - 417 = -2	469 - 474 = -5	476 - 482 = -6	1,036 - 1,045 = -9
+					
Demand from Existing Households (Rent Overburdened)	1,396 X 35.7% = 498	417 X 52.0% = 217	474 X 26.7% = 127	482 X 22.9% = 110	1,045 X 36.6% = 382
+					
Demand from Existing Households (Renters in Substandard Housing)	1,396 X 6.9% = 96	417 X 6.9% = 29	474 X 6.9% = 33	482 X 6.9% = 33	1,045 X 6.9% = 72
+					
Demand from Existing Households (Senior Homeowner Conversion)	N/A	N/A	N/A	N/A	N/A
=					
Total Demand	581	244	155	137	445
-					
Supply (Directly Comparable Units Built and/or Funded Since 2019)	0	0	0	0	0
=					
Net Demand	581	244	155	137	445
Subject Units	48	15	15	18	48
Subject Units/ Net Demand	48 / 581	15 / 244	15 / 155	18 / 137	48 / 445
Capture Rate	= 8.3%	= 6.1%	= 9.7%	= 13.1%	= 10.8%

N/A - Not Applicable

Typically, under this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. As such, the capture rate of 8.3% for the subject project as proposed with the retention of a project-based subsidy is considered very low and easily achievable. In the unlikely event that the subject project would ever lose its project-based subsidy and operated solely under the LIHTC program, the capture rate would increase to 10.8%. While this capture rate indicates that a sufficient base of support will continue to exist for the subject project in the unlikely scenario it lost its subsidy, as indicated later in this analysis, some of the proposed LIHTC rents at the site are considered high for the market. Therefore, in this unlikely scenario, select rents would need to be discounted to levels similar to their achievable LIHTC rents (as illustrated in Section H of this report) in order for the project to stabilize within a reasonable time frame. Regardless, the subject project will continue to operate with a subsidy and is 100.0% occupied. Therefore, the effective capture rate is **0.0%**.

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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	35.0%
Two-Bedroom	40.0%
Three-Bedroom	25.0%
Total	100.0%

Applying the preceding shares to the income-qualified renter households yields demand and capture rates of the subject units by bedroom type as illustrated in the following tables:

As Proposed with Subsidy

Units Targeting 50% Of AMHI with Section 8 (581 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (35%)	203	0	203	10	4.9%
Two-Bedroom (40%)	232	0	232	26	11.2%
Three-Bedroom (25%)	146	0	146	12	8.2%

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

LIHTC-Only

Units Targeting 30% Of AMHI Tax Credit Only (244 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (35%)	85	0	85	3	3.5%
Two-Bedroom (40%)	98	0	98	8	8.2%
Three-Bedroom (25%)	61	0	61	4	6.6%

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

Units Targeting 50% Of AMHI Tax Credit Only (155 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (35%)	54	0	54	3	5.6%
Two-Bedroom (40%)	62	0	62	8	12.9%
Three-Bedroom (25%)	39	0	39	4	10.3%

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

Units Targeting 60% Of AMHI Tax Credit Only (137 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (35%)	48	0	48	4	8.3%
Two-Bedroom (40%)	55	0	55	10	18.2%
Three-Bedroom (25%)	34	0	34	4	11.8%

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

As proposed with the subsidy on all units, the subject's capture rates by bedroom type are low and easily achievable, ranging from 4.9% to 11.2%. Conversely, while the subject's capture rates ranging from 3.5% to 18.2% are considered low in the unlikely scenario it operated exclusively under the LIHTC program, some of the proposed LIHTC rents are considered high for the market (as illustrated later in Section H – *Rental Housing Supply Analysis* of this report). Regardless, as previously stated, the subject project is expected to retain its subsidy and is 100.0% occupied. Additionally, all tenants are anticipated to income-qualify post renovations. Therefore, the effective capture rate is **0.0%** for each bedroom type.

Considering that the subject project offers 12 three-bedroom units, which comprise 25.0% of all subject units offered, the following analysis has been conducted to consider only large-households (three-person+) and the subject's three- and four-bedroom units:

Demand Component	Percent of Median Household Income				
	As Proposed w/Subsidy (\$0-\$33,650)	Tax Credit Only			Overall (\$16,663-\$40,380*)
		30% AMHI (\$16,663-\$20,190)	50% AMHI (\$27,771-\$33,650)	60% AMHI (\$33,326-\$40,380)	
Demand from New Larger Renter Households (Income-Appropriate)	520 - 528 = -8	63 - 64 = -1	68 - 70 = -2	68 - 69 = -1	196 - 199 = -3
+					
Demand from Existing Households (Rent Overburdened)	528 X 35.7% = 188	64 X 51.5% = 33	70 X 26.7% = 19	69 X 14.3% = 10	199 X 31.2% = 62
+					
Demand from Existing Households (Renters in Substandard Housing)	528 X 6.9% = 36	64 X 6.9% = 4	70 X 6.9% = 5	69 X 6.9% = 5	199 X 6.9% = 13
=					
Total Large Household Demand	216	36	22	14	72
-					
Supply (Directly Comparable (Three-Br.+) Units Built and/or Funded Since 2019)	0	0	0	0	0
=					
Net Large Household Demand	216	36	22	14	72
Subject (Three-Br.+) Units	12	4	4	4	12
Subject (Three-Br.+) Units/ Net Large Household Demand	12 / 216	4 / 36	4 / 22	4 / 14	12 / 72
Large-Household Capture Rate	= 5.6%	= 11.1%	= 18.2%	= 28.6%	= 16.7%

*Excludes larger households earning between \$20,190 and \$27,771

The capture rate for the subject's three-bedroom units as proposed with the retention of the project-based subsidy of 5.6% is considered low and easily achievable when considering larger (three-person+) household sizes. This is further illustrated by the subject's 100.0% occupancy rate. The Tax Credit only overall capture rate is 16.7%. Regardless, the subject project is expected to retain its subsidy and all tenants are anticipated to income-qualify post renovations. Therefore, the effective capture rate is **0.0%**. It is important to note that the net demand for the subject's three-bedroom units in the preceding table differs from the net demand by bedroom type on the preceding pages. The analysis in the preceding table considers all larger household sizes that will income-qualify to reside at the subject's three-bedroom units, regardless of bedroom type preference.

6. ABSORPTION PROJECTIONS

All 48 of the subject units are occupied with the project maintaining a waiting list of up to six months in length for the next available unit. It is important to note that the renovations at the subject site will not necessitate the displacement of current residents. As a result, it is anticipated that none or very few of the current tenants will move from the project during or following renovations. Therefore, few, if any, of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 48 subject units will be vacated and that all units will have to be re-rented under the Section 8 program. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy. We also assume that initial renovated units at the site will be available for rent sometime in 2022, though the actual completion time may be earlier.

It is our opinion that the 48 units at the subject site will reach a stabilized occupancy of 93.0% within less than four months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 12 units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. These absorption projections also assume that the subsidy will be maintained.

Should the Section 8 subsidy not be secured, and the project had to operate exclusively under the LIHTC program, the 48 LIHTC units at the subject site would likely experience difficulties reaching and/or maintaining a stabilized occupancy level if all units were vacated simultaneously. Note that if the subject project were to operate exclusively under the limitations of the Tax Credit program, we do not expect all existing tenants to remain at the site, as all existing residents would likely not be able or willing to pay the rent increase based on the current project's rent roll provided by management. In this unlikely scenario, some of the LIHTC rents at the site will likely need to be lowered to levels similar to their achievable LIHTC rents (as illustrated later in Section H of this report) to better compete within the market. If the achievable LIHTC rents are utilized, it is anticipated that the subject project would stabilize within approximately six months, based on an absorption rate of approximately eight units per month.

In reality, the absorption period for this project will be less than one month, as most tenants are expected to remain at the project and continue to pay up to 30% of their adjusted gross income towards housing costs.

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

We identified three family (general-occupancy) Low-Income Housing Tax Credit (LIHTC) developments within the Site PMA. These projects target households earning up to 50% and 60% of Area Median Household Income (AMHI) and are considered comparable to the subject development. These properties and the subject development are summarized in the following table:

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Westwood Apartments	1974 / 2021	48	100.0%	-	6 Months	Families; 30%, 50% & 60% AMHI & Section 8
3	Cambridge Court	1971 / 1999	60	98.3%	1.8 Miles	None	Families; 50% & 60% AMHI
6	Kensington Pointe	2015	48	100.0%	0.9 Miles	20 HH	Families; 50% & 60% AMHI
7	Lakebrook Apts.	1998	40	57.5%	1.5 Miles	None	Families; 50% & 60% AMHI

OCC. – Occupancy

HH - Households

The three LIHTC projects have a combined occupancy rate of 87.8%, a low rate for affordable rental housing. However, it should be noted that nearly all vacancies (17, or 94.4%) reported at the comparable LIHTC projects within the market are located at Lakebrook Apartments (Map ID 7). According to the property's management company, the high number of vacancies are attributed to the lack of personnel on-site. Considering that the combined occupancy rate of the remaining two LIHTC developments is 99.1% (a result of only one vacant unit), one of which is 100.0% occupied and maintains a waiting list, it can be concluded that the vacancies located at Lakebrook Apartments are attributed to management-related issues and are not reflective of the overall performance of the Manning affordable rental housing market.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Westwood Apartments	\$350/30% (3) \$583/50% (3) \$700/60% (4)	\$420/30% (8) \$701/50% (8) \$841/60% (10)	\$486/30% (4) \$810/50% (4) \$972/60% (4)	-
3	Cambridge Court	\$641/60% (8/0)	\$756/50% (13/0) \$756/60% (27/1)	\$901/60% (8/0)	\$979/60% (4/0)
6	Kensington Pointe	-	\$607/50% (6/0) \$712/60% (14/0)	\$707/50% (6/0) \$817/60% (18/0)	\$937/50% (2/0) \$987/60% (2/0)
7	Lakebrook Apts.	-	\$561-\$576/50% (12/4) \$676-\$701/60% (12/5)	\$646/50% (8/4) \$791-\$811/60% (8/4)	-

The proposed LIHTC gross rents at the subject site, ranging from \$350 to \$972, will be some of the highest LIHTC rents within the market. However, given that the majority of the comparable LIHTC projects are performing at very strong occupancy levels, indicates that they can likely charge higher rents without having an adverse impact on their marketability. Conversely, the fact that the subject project will continue to generally be much older than the comparable LIHTC properties, lacking two full bathrooms within the larger unit types, it is likely that some of the proposed LIHTC rents at the subject site are not achievable. As such, in the unlikely event the subject project did not offer a subsidy and operated exclusively under the LIHTC program, some of the rents will likely need to be lowered to levels similar to their achievable LIHTC rents (as illustrated later in this section) to better compete within the market. Regardless, the subject project will continue to offer a subsidy on all units, requiring residents to pay up to 30% of their gross adjusted income towards housing costs. As such, the subject units will continue to represent substantial values to low-income renters within the market.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
3	Cambridge Court	60	6	10.0%
6	Kensington Pointe	48	10	20.8%
7	Lakebrook Apts.	40	13	32.5%
Total		148	29	19.6%

As the preceding table illustrates, there are a total of approximately 29 units that are occupied by Voucher holders among the three comparable LIHTC projects in the market. The 29 units occupied by Voucher holders comprise 19.6% of these comparable units. This illustrates that over 80% of these comparable Tax Credit units in the market are occupied by tenants which are not currently receiving rental assistance. Therefore, the gross rents charged at the aforementioned LIHTC projects are achievable.

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

3 Cambridge Court 1.8 miles to site



Address: 211 Dickson St., Manning, SC 29102
 Phone: (803) 435-8786 Contact: Elaine (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 60 Year Built: 1971
 Vacant Units: 1 *AR Year:
 Occupancy: 98.3% Yr Renovated: 1999
 Turnover: Stories: 2
 Waitlist:
 Rent Special:

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B-/B

Notes: Tax Credit; HCV (6 units)



Features And Utilities

Utility Schedule Provided by: South Carolina State Housing Finance and Development Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; Central AC; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	8	0	672	\$0.82	\$550	60%
2	1	G	13	0	858	\$0.73	\$630	50%
2	1	G	27	1	858	\$0.73	\$630	60%
3	1	G	8	0	962	\$0.77	\$740	60%
4	1.5	G	4	0	1,120	\$0.71	\$790	60%

* Adaptive Reuse

6 Kensington Pointe 0.9 miles to site



Address: 201 Kensington Cir, Manning, SC 29102
 Phone: (803) 696-4226 Contact: Alicia (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 48 Year Built: 2015
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2.3
 Waitlist: 20 HH;
 Rent Special:

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B-/C

Notes: Tax Credit; HOME Funds (5 units); HCV (10 units)



Features And Utilities

Utility Schedule Provided by: South Carolina State Housing Finance and Development Authority
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Wood Laminate / Plank)

Property Amenities: Business Center (Computer, Copy); Community Room; Gazebo; Laundry Room; On-Site Management; Recreation Areas (Grill, Media Room / Theater, Picnic Table / Area, Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	6	0	1,100	\$0.40	\$435	50%
2	2	G	14	0	1,100	\$0.49	\$540	60%
3	2	G	6	0	1,250	\$0.39	\$490	50%
3	2	G	18	0	1,250	\$0.48	\$600	60%
4	2.5	G	2	0	1,400	\$0.48	\$675	50%
4	2.5	G	2	0	1,400	\$0.52	\$725	60%

* Adaptive Reuse

7 Lakebrook Apts. 1.5 miles to site



Address: 3101 Raccoon Rd., Manning, SC 29102
 Phone: (803) 473-9355 Contact: Savannah (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 40 Year Built: 1998 Ratings
 Vacant Units: 17 *AR Year: Quality: B
 Occupancy: 57.5% Yr Renovated: Neighborhood: B
 Turnover: Stories: 2 Access/Visibility: B/B
 Waitlist:
 Rent Special:



Notes: Tax Credit; HOME Funds (9 units @ 60% AMHI); HCV (13 units)

Features And Utilities

Utility Schedule Provided by: South Carolina State Housing Finance and Development Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; Central AC; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Activity-Craft Room, Community Room; Laundry Room; On-Site Management; Recreation Areas (Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	12	4	800	\$0.54 - \$0.56	\$435 - \$450	50%
2	1	G	12	5	800	\$0.69 - \$0.72	\$550 - \$575	60%
3	2	G	8	4	1,000	\$0.49	\$485	50%
3	2	G	8	4	1,000	\$0.63 - \$0.65	\$630 - \$650	60%

* Adaptive Reuse

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Westwood Apartments	684	1,036	1,064	-
3	Cambridge Court	672	858	962	1,120
6	Kensington Pointe	-	1,100	1,250	1,400
7	Lakebrook Apts.	-	800	1,000	-

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Westwood Apartments	1.0	1.0	1.5	-
3	Cambridge Court	1.0	1.0	1.0	1.5
6	Kensington Pointe	-	2.0	2.0	2.5
7	Lakebrook Apts.	-	1.0	2.0	-

The subject project will continue to offer some of the largest unit sizes (square feet) when compared to those offered at the comparable LIHTC projects within the market. Conversely, the subject project will continue to lack two full bathrooms within the two- and three-bedroom units. However, this characteristic is considered typical of older subsidized rental product. In addition, the subject's 100.0% occupancy rate and waiting list is a clear indication that the subject's unit designs are appropriate for and marketable to the targeted tenant population. The lesser number of bathrooms will, however, limit the subject project's rent potential if it operates without a subsidy.

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



		Tax Credit Unit Amenities by Map ID			
		Site**	3	6	7
Appliances	Dishwasher			X	
	Disposal	X		X	
	Icemaker			X	
	Microwave	X		X	
	Range	X	X	X	X
	Refrigerator	X	X	X	X
	No Appliances				
Unit Amenities	AC-Central	X	X	X	X
	AC-Other				
	Balcony				
	Deck / Patio				
	Basement				
	Ceiling Fan	X		X	
	Controlled Access				
	E-Call System				
	Fireplace				
	Furnished				
	Security System				
	Sunroom				
	W/D Hookup			X	
	W/D	X			
	Walk-In Closet				
	Window Treatments	X	X	X	X
Flooring	Carpet	X	X	X	X
	Ceramic Tile				
	Composite (VCT)(LVT)	X			
	Hardwood				
	Finished Concrete				
	Vinyl		X		X
Upgraded	Wood Laminate / Plank			X	
	Premium Appliances				
	Premium Countertops				
	Premium Cabinetry				
	Premium Fixtures				
	High Ceilings				
	Vaulted Ceilings				
	Crown Molding				
Oversized Windows					
Parking	Attached Garage				
	Detached Garage				
	Surface Lot	X	X	X	X
	Carport				
	Property Parking Garage				
	Podium Parking				
No Provided Parking					

** Proposed Site(s): Westwood Apartments

X = All Units, S = Some Units, O = Optional with Fee

* Details in Comparable Property Profile Report

Tax Credit Property Amenities by Map ID

	Site**	3	6	7
Bike Racks / Storage				
Business Center *	X		X	
Car Care *				
Common Patio				
Community Garden				
Community Space				
Activity / Craft Room				X
Chapel				
Clubhouse				
Conference Room				
Community Kitchen	X			
Community Room	X		X	X
Dining Room - Private				
Dining Room - Public				
Rooftop Lounge				
Study Lounge				
TV Lounge				
Concierge Service *				
Convenience Amenities *				
Courtyard				
Covered Outdoor Area *			X	
Elevator				
Laundry Room	X	X	X	X
Meals				
On-Site Management	X	X	X	X
Pet Care *				
Recreation				
Basketball				
Bocce Ball				
Firepit				
Fitness Center	X			
Grill			X	
Game Room - Billiards				
Hiking - Walking Trail				
Hot Tub				
Library				
Media Room / Theater			X	
Picnic Table / Area			X	
Playground	X	X	X	X
Putting Green				
Racquetball				
Shuffleboard				
Sports Court				
Swimming Pool - Indoor				
Swimming Pool - Outdoor				
Tennis				
Volleyball				
Security				
CCTV	X			
Courtesy Officer				
Gated Community				
Gated Parking				
Police Substation				
Social Services *				
Storage - Extra				
Water Feature				
WiFi				

** Proposed Site(s): Westwood Apartments

X = All Units, S = Some Units, O = Optional with Fee

* Details in Comparable Property Profile Report

Once renovations are complete and additions are made, the subject's amenities package will be slightly superior to those offered at the comparable LIHTC projects within the market. In terms of unit amenities, the subject project will be the only LIHTC project to offer washer/dryer appliances. Regarding project amenities, the subject project will be the only LIHTC project to offer a fitness center. The inclusion of the aforementioned amenities will position the subject project at a competitive advantage and will bode well in the continued demand of the subject units.

Comparable Tax Credit Summary

Based on our analysis of the unit sizes, amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the subject development will continue to be very marketable, assuming the Section 8 subsidy is retained. Although the subject will continue to generally be much older than the comparable LIHTC properties, lacking two full bathrooms within the larger unit types, these characteristics have not had an adverse impact on the subject site, as evidenced by its current occupancy rate and waiting list. However, the subject project would likely need to reduce some of its LIHTC rents to be competitive as a non-subsidized property. Regardless, the subject will continue to operate with a subsidy and the proposed renovations will significantly enhance the subject's overall quality and enable it to continue to compete well in this market.

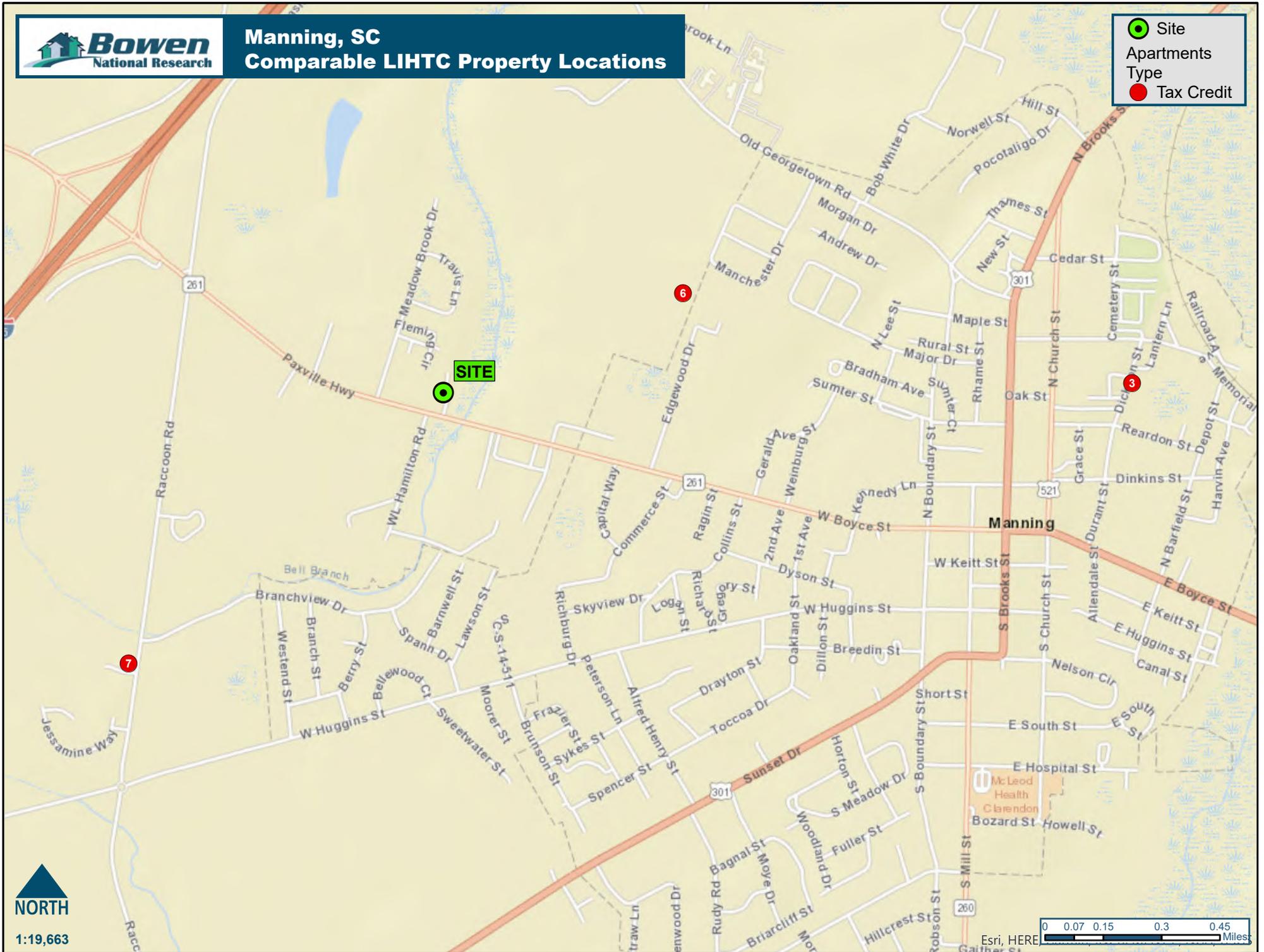
2. COMPARABLE TAX CREDIT PROPERTIES MAP

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



Manning, SC Comparable LIHTC Property Locations

- Site
- Apartments
- Type
- Tax Credit



1:19,663

0 0.07 0.15 0.3 0.45 Miles
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3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Manning Site PMA in 2010 and 2019 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2019 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	6,715	85.5%	6,759	83.4%
Owner-Occupied	4,626	68.9%	4,599	68.0%
Renter-Occupied	2,089	31.1%	2,160	32.0%
Vacant	1,143	14.5%	1,344	16.6%
Total	7,858	100.0%	8,103	100.0%

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

Based on a 2019 update of the 2010 Census, of the 8,103 total housing units in the market, 16.6% were vacant. In 2019, it was estimated that homeowners occupied 68.0% of all occupied housing units, while the remaining 32.0% were occupied by renters. The share of renters is considered typical for a rural market, such as the Manning Site PMA, and the 2,160 renter households estimated in 2019 represent a good base of continued and potential support for the subject project.

Conventional Apartments

We identified and personally surveyed 14 conventional housing projects (including the subject site) containing a total of 518 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 96.5%, a good rate for rental housing. The surveyed rental projects broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	1	6	0	100.0%
Tax Credit	5	180	18	90.0%
Tax Credit/Government-Subsidized	5	188	0	100.0%
Government-Subsidized	3	144	0	100.0%
Total	14	518	18	96.5%

Nearly all rental housing segments surveyed within the market are 100.0% occupied. Notably, the majority of the surveyed projects maintain a waiting list. This illustrates that pent-up demand exists for all types of rental housing within the Manning Site PMA. While the Tax Credit rental housing segment is operating at a relatively low occupancy rate of 90.0%, as indicated earlier in this analysis, nearly all vacancies are located at Lakebrook Apartments (Map ID 7). Excluding this property, the combined occupancy rate of the remaining Tax Credit developments is 99.3%, a very strong rate for rental housing.

In addition to the five rental properties that operate under the Tax Credit program, there is one Tax Credit property within the market that we were unable to survey at the time this report was issued. This development, Clarendon Court, is located at 12 Annie Tindal Road in Summerton and offers 40 one- and two-bedroom apartments targeting household earning up to 50% of AMHI. This project also operates under the Rural Development Section 515 (RD 515) program, with Rental Assistance (RA) available to all units. Based on historical data obtained Bowen National Research, this property was 100.0% occupied with a waiting list in January 2013.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	1	16.7%	0	0.0%	\$640
Two-Bedroom	1.0	3	50.0%	0	0.0%	\$743
Three-Bedroom	1.5	2	33.3%	0	0.0%	\$953
Total Market-Rate		6	100.0%	0	0.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	24	13.3%	0	0.0%	\$554
Two-Bedroom	1.0	64	35.6%	10	15.6%	\$756
Two-Bedroom	2.0	36	20.0%	0	0.0%	\$647
Three-Bedroom	1.0	8	4.4%	0	0.0%	\$901
Three-Bedroom	2.0	40	22.2%	8	20.0%	\$811
Four-Bedroom	1.5	4	2.2%	0	0.0%	\$979
Four-Bedroom	2.5	4	2.2%	0	0.0%	\$962
Total Tax Credit		180	100.0%	18	10.0%	-

As the preceding table illustrates, the median gross Tax Credit rents are generally below the median gross market-rate rents. As such, Tax Credit product likely represents a good value to low-income renters within the Manning Site PMA.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	6	0.0%
1970 to 1979	1	60	1.7%
1980 to 1989	0	0	0.0%
1990 to 1999	1	40	42.5%
2000 to 2009	1	32	0.0%
2010 to 2014	0	0	0.0%
2015	1	48	0.0%
2016 to 2019*	0	0	0.0%

*As of December

While vacancies are the highest among the one non-subsidized rental community surveyed built between 1990 and 1999, as noted throughout this section, vacancies are attributed to lack of on-site personnel. Given that all other rental properties surveyed broken out by age are maintaining vacancy levels no higher than 1.7%, it can be concluded that the overall performance of the Manning rental housing market is strong.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B	1	6	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	2	80	0.0%
B	2	100	18.0%

Excluding the one Tax Credit property in the market that has vacancy issues, all other rental properties are performing at strong occupancy levels, regardless of quality.

Government-Subsidized

The government-subsidized units (both with and without Tax Credits) surveyed in the Site PMA, including the subject site, are summarized as follows:

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	116	61.7%	0	0.0%
Two-Bedroom	1.0	24	12.8%	0	0.0%
Two-Bedroom	1.5	30	16.0%	0	0.0%
Three-Bedroom	1.5	8	4.3%	0	0.0%
Three-Bedroom	2.0	4	2.1%	0	0.0%
Four-Bedroom	2.0	6	3.2%	0	0.0%
Total Subsidized Tax Credit		188	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	14	9.7%	0	0.0%
Two-Bedroom	1.0	50	34.7%	0	0.0%
Two-Bedroom	1.5	28	19.4%	0	0.0%
Three-Bedroom	1.5	30	20.8%	0	0.0%
Three-Bedroom	2.0	16	11.1%	0	0.0%
Three-Bedroom	5.0	6	4.2%	0	0.0%
Total Subsidized		144	100.0%	0	0.0%

All government-subsidized units (both with and without Tax Credits) surveyed are fully occupied and maintain waiting lists. This illustrates that significant pent-up demand exists for very low-income housing in the market.

A complete list of all properties surveyed is included in Addendum A - *Field Survey of Conventional Rentals*.

4. RENTAL HOUSING INVENTORY MAP

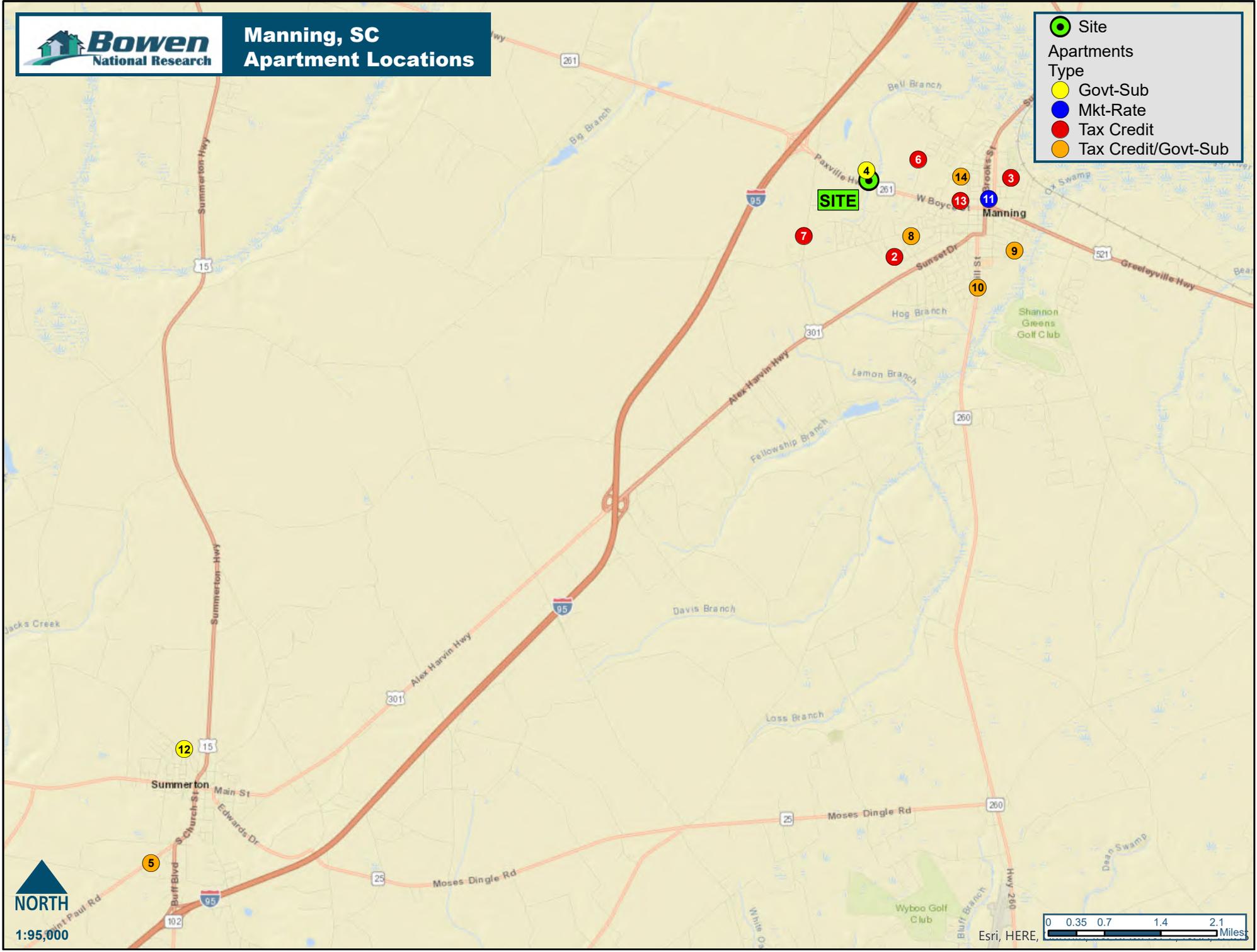
A map identifying the location of all properties surveyed within the Manning Site PMA is on the following page.



Manning, SC Apartment Locations

● Site
● Apartments Type

- Govt-Sub
- Mkt-Rate
- Tax Credit
- Tax Credit/Govt-Sub



NORTH
1:95,000



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5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on our interviews with planning representatives, it was determined that there is one rental housing project within the development pipeline in the Site PMA. This project, Peaks at Manning (Map ID 13), is an age-restricted (ages 55 and older) Tax Credit community currently under construction at 121 Kennedy Lane in Manning. The three-story, 42-unit development will consist of 21 one-bedroom/one-bath units at 758 square feet and 21 two-bedroom/two-bath units at 962 square feet. A total of five (5) one- and four (4) two-bedroom units will operate with HOME Funds at 50% AMHI, with the remaining 16 one- and 17 two-bedroom units targeting senior households at 60% AMHI. Rents will include the cost of trash removal, and community amenities will include a computer/business center, community room, fitness center, laundry facility and security camera system. The developer, Niemann Consulting, began construction in 2019, and estimated completion is scheduled for March or April 2020.

As the aforementioned development will target a different demographic than the subject project, it is not anticipated to have any tangible impact on the site's continued marketability.

7. MARKET ADVANTAGE

Per the direction of the South Carolina State Housing Finance and Development Authority (SCSHFDA), the subject's market advantage must be based on current HUD Fair Market Rents (FMRs) for the statistical area the site is located. All developments must have an overall minimum market advantage of **10.0%**.

The current HUD FMRs within Clarendon County are \$520 for a one-bedroom unit, \$651 for a two-bedroom unit and \$878 for a three-bedroom unit. Note that we have provided two market advantage analyses for the purposes of this report. The first analysis compares the FMRs with the *average current tenant-paid rent* per subsidized bedroom type, assuming that the subsidy is retained on all units as proposed and all current tenants continue to reside at the project post LIHTC renovations. The second analysis compares the FMRs with the proposed/programmatic Tax Credit rents in the unlikely event the subject project lost its subsidy and solely operated as a LIHTC development.

Market Advantage – Current Rents

Per SCSHFDA methodology, for existing projects that offer a project-based subsidy, the subject’s market advantage should be calculated utilizing current tenant-paid rents to represent the “true” value the availability of the subsidy represents to low-income households, relative to FMRs. Based on the project’s current rent roll, as illustrated in *Addendum D* of this report, the average tenant rent paid within the subsidized units are \$171 for a one-, \$128 for a two- and \$83 for a three-bedroom unit. The following table illustrates the subject project’s market advantages with the retention of the subsidy on all units:

Bedroom Type	Current Collected Rent	Fair Market Rent	Market Advantage
One-Bedroom	\$171	\$520	67.12%
Two-Bedroom	\$128	\$651	80.34%
Three-Bedroom	\$83	\$878	90.55%
Weighted Average			81.53%

As the preceding illustrates, the subject’s market advantages range between 67.12% and 90.55% as proposed with the subsidy retained on all units. The weighted average market advantage is 81.53%, which is well above the minimum SCSHFDA threshold of 10.0%. This demonstrates that the subject project will continue to represent a significant value within the Manning market, which is further evident by its 100.0% occupancy rate.

Market Advantage - Proposed Tax Credit Rents

As previously discussed, the proposed LIHTC rents evaluated throughout this report are only effective in the unlikely event the project-based subsidy was lost. Regardless, the market advantages for the proposed LIHTC rents evaluated throughout this report are illustrated in the following table:

Bedroom Type	Proposed Collected LIHTC Rent (AMHI)	Fair Market Rent	Market Advantage
One-Bedroom	\$269 (30%)	\$520	48.27%
	\$502 (50%)		3.46%
	\$619 (60%)		-19.04%
Two-Bedroom	\$315 (30%)	\$651	51.61%
	\$596 (50%)		8.45%
	\$736 (60%)		-13.06%
Three-Bedroom	\$356 (30%)	\$878	59.45%
	\$680 (50%)		22.55%
	\$842 (60%)		4.10%
Weighted Average			17.49%

*Maximum allowable rents less the value of tenant-paid utilities

The proposed collected Tax Credit rents represent market advantages between -19.04% and 59.45%. Note that the weighted average market advantage is 10.98%. While this is above the SCSHFDA minimum threshold of 10.0%, as indicated earlier in this section, some of the proposed Tax Credit rents at the subject site are considered high. In the unlikely event the subject project lost its subsidy and operated exclusively under the Tax Credit program, some of the rents would need to be discounted in order for it to stabilize within a reasonable time frame.

Achievable Tax Credit Rent Conclusions

Although not required by SCSHFDA, we have derived achievable Tax Credit rents for the subject project, assuming the project is renovated as outlined in this report. The achievable Tax Credit rents are the highest rent an income-eligible renter would be expected (or willing) to pay. These rents are determined by considering the achievable market rents (as shown in Addendum E), the rents, occupancy rates and quality levels of competing/comparable LIHTC properties (as detailed earlier in this section), the performance of other affordable projects, the status and occupancy rates of other rental choices and the depth of support (capture rate) from income-eligible renters within the Site PMA.

Bedroom Type	Programmatic Rent* (AMHI)	Proposed Collected Rent (AMHI)	Achievable LIHTC Rent (AMHI)
One-Bedroom	\$269 (30%)	\$269 (30%)	\$269 (30%)
	\$502 (50%)	\$502 (50%)	\$502 (50%)
	\$619 (60%)	\$619 (60%)	\$590 (60%)
Two-Bedroom	\$315 (30%)	\$315 (30%)	\$315 (30%)
	\$596 (50%)	\$596 (50%)	\$596 (50%)
	\$736 (60%)	\$736 (60%)	\$680 (60%)
Three-Bedroom	\$356 (30%)	\$356 (30%)	\$356 (30%)
	\$680 (50%)	\$680 (50%)	\$680 (50%)
	\$842 (60%)	\$842 (60%)	\$800 (60%)

*Maximum allowable rents less the value of tenant-paid utilities

As illustrated in the preceding table, the proposed LIHTC subject rents set aside at 60% of AMHI are positioned above the achievable LIHTC rent levels. Therefore, in the unlikely event the subject lost its subsidy on all units and operated exclusively as a LIHTC project, these rents will need to be set similar to their achievable LIHTC rent levels in order to stabilize within a reasonable time frame.

8. AFFORDABLE HOUSING IMPACT

The anticipated occupancy rates of the existing comparable Tax Credit developments surveyed within the Site PMA following renovations at the subject property are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2021*
3	Cambridge Court	98.3%	95.0%+
6	Kensington Pointe	100.0%	95.0%+
7	Lakebrook Apts.	57.5%	55.0%+

*Anticipated year of completion of renovations at the subject property

The three comparable LIHTC developments surveyed within the Site PMA have a combined occupancy rate of 87.8%; 99.1% when excluding Lakebrook Apartments (Map ID 7). While it is anticipated that Cambridge Court (Map ID 3) and Kensington Pointe (Map ID 6) will continue to operate at or near full occupancy, it is anticipated that Lakebrook Apartments will continue to experience issues if it continues to operate without on-site personnel. Regardless, the subject project is currently 100.0% occupied with a waiting list and tenant displacement is not anticipated during renovations. As such, we do not believe the renovation of Westwood Apartments will have a tangible impact on the occupancy rates of the comparable properties.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value within the Site PMA was \$97,308. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$97,308 home is \$585, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$97,308
Mortgaged Value = 95% of Median Home Price	\$92,443
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$468
Estimated Taxes and Insurance*	\$117
Estimated Monthly Mortgage Payment	\$585

*Estimated at 25% of principal and interest

In comparison, the proposed collected rents for the subject property are all subsidized where residents pay up to 30% of their adjusted gross income towards housing costs. As such, residents are unlikely to be able to afford the monthly payments required to own a home. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As previously noted, we identified and surveyed three comparable Tax Credit projects located within the Manning Site PMA. A total of two of these projects are operating at occupancy levels of at least 98.3%, one of which maintains a waiting list. In fact, nearly all affordable rental units identified and surveyed within the market (including the subject project) are occupied, illustrating that pent-up demand exists for additional low-income rental housing. The subject development will continue to fill a rental housing void within the Site PMA.

Additionally, it is our opinion that the renovations at the subject site will add much needed modern affordable rental units to a market that is generally aging and in need of updating. The subject site currently is and will continue to accommodate a portion of the housing void that exists in the market, as the project is currently 100.0% occupied with a six-month long wait list.

I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals:

- Nekeia Dingle, Property Manager at Westwood Apartments (subject site), stated that there is a need for affordable housing in Manning. She noted that most of the jobs in Manning are low-income jobs; wherein most tenants cannot afford to pay more than \$500 in rent. Additionally, Ms. Dingle noted that if someone wanted to work in Sumter, about a 25-minute drive, for a better paying job, they could not stay in Manning, due to a lot of lower-income people in the area not owning a car. (803) 435-8592
- Rena Bell-James, Property Manager at Forest Villa (Map ID 4), a government-subsidized development in Manning, explained that there is a need for affordable housing in Manning. She noted that market-rate rents are not reasonable for elderly people on fixed-incomes. Additionally, Ms. Bell-James noted that lower income wages were not keeping up with market-rate rents in the area. (803) 435-4633
- Maria Rose, Planning Director for the Clarendon County Planning Commission, stated that there is always a need for affordable housing in the county. However, the demand for affordable housing in the county is generally affordable single-family home ownership. Due to the limited amount of public water and sewer in the county, most multi-family housing is located in or very near the municipalities. Also, due to the need for amenities (groceries, shopping, health care, etc.) to be near affordable housing, these services are generally only available in the municipalities. (803) 435-8672
- George Kosinski, Executive Director for the Clarendon County Economic Development Board, stated that they do need more rental properties and affordable housing for first-time renters and home buyers. They also have a need for executive-level housing for management in the manufacturing sector. (803) 435-8813
- Dr. Bryan Grady, Director of Research for South Carolina Housing, stated that the initial volume of the 2019 South Carolina Housing Needs Assessment presents some hard truths regarding the challenges that citizens and the state as a whole face in the housing market. The reality is that the cost of housing is increasing in the state, and the amount of money that people earn to pay for housing is not on the same trajectory. Even at a time where the economy as a whole is performing well, there are an increasing number of individuals and families who are struggling to meet their basic need for shelter. (803) 896-8888

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market will continue to exist following renovations at the 48-unit Westwood Apartments, assuming it is renovated as detailed in this report and retains the project-based subsidy as proposed. Note that changes in the project's scope of renovations or renovation completion date may alter these findings.

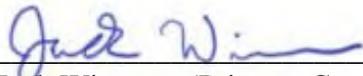
The subject site is currently 100.0% occupied with a waiting list of up to six months in length for the next available unit. As all 48 units are anticipated to continue to offer a subsidy, we expect all tenants to remain at the subject project. As such, the "effective" capture rate for the subject development is **0.0%**. However, it should be noted that in the unlikely event the subject project lost its subsidy, it is likely that some of the subject's LIHTC rents will need to be set at levels similar to their achievable LIHTC rents in order to better compete within the market and stabilize within a reasonable time frame. This conclusion is based on the fact that the subject project will continue to generally be significantly older than the comparable LIHTC properties, lacking two bathrooms within the larger unit types.

However, the subject project is considered competitive with the affordable housing options within the market and will represent a significant value within the market, as long as the subsidy is offered. So long as the HAP contract remains in place, we have no recommendations or suggested modifications for the subject project at this time.

K. Signed Statement Requirement

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

Certified:

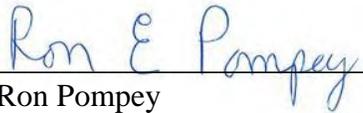


Jack Wiseman (Primary Contact)

Market Analyst

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Date: January 15, 2020



Ron Pompey

Market Analyst

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Date: January 15, 2020



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Date: January 15, 2020

L. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

Markus Atkins, Market Analyst, is experienced in surveying apartments and other housing alternatives throughout the United States. He can identify key metrics that affect a site's marketability, as well as to determine its impact on the overall housing market. Mr. Atkins graduated from Arizona State University and has a Bachelor of Arts degree in Business Administration.

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

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

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

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

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

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

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

Ron Pompey, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Pompey has a Bachelor of Science in Electrical Engineering from the University of Florida.

Nathan Stelts, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Stelts has a Bachelor of Science in Business Administration from Bowling Green State University.

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

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

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

2. REPORT LIMITATIONS

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

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

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

3. SOURCES

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

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

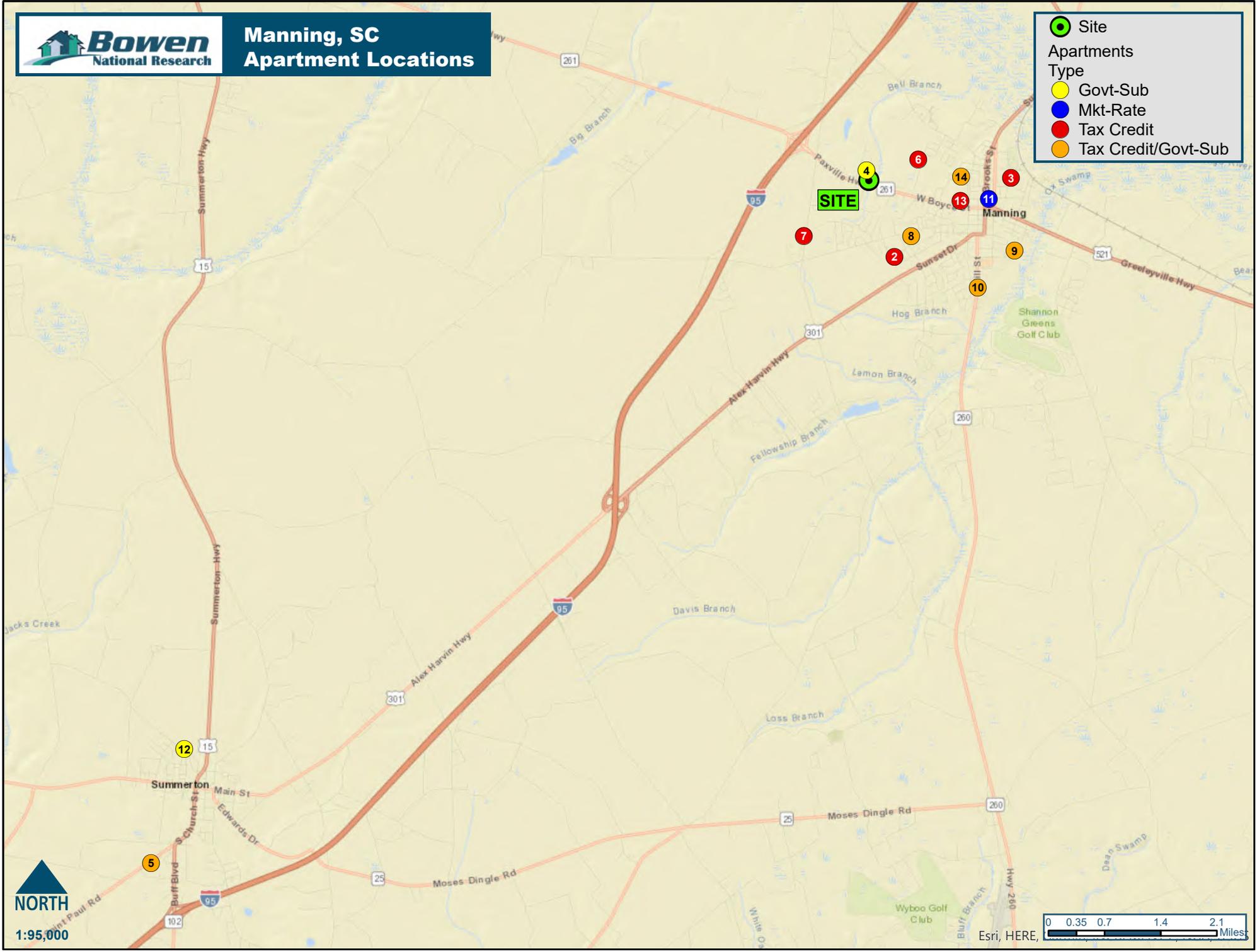
ADDENDUM A

FIELD SURVEY OF
CONVENTIONAL RENTALS



Manning, SC Apartment Locations

● Site
● Apartments Type
● Govt-Sub
● Mkt-Rate
● Tax Credit
● Tax Credit/Govt-Sub



NORTH
1:95,000



Esri, HERE,

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Westwood Apts.	GSS	B	1978	48	0	100.0%	-
2	Ashton Trace	TAX	B+	2006	32	0	100.0%	1.5
3	Cambridge Court	TAX	B	1971	60	1	98.3%	1.8
4	Forest Villa	GSS	B	1982	48	0	100.0%	0.4
5	Harvin Manor Apts.	TGS	B	1992	32	0	100.0%	12.7
6	Kensington Pointe	TAX	B+	2015	48	0	100.0%	0.9
7	Lakebrook Apts.	TAX	B	1998	40	17	57.5%	1.5
8	Manning Garden Apts.	TGS	B	1979	50	0	100.0%	1.1
9	Manning Lane	TGS	B	1990	42	0	100.0%	2.0
10	Mannington Place	TGS	B	1993	40	0	100.0%	2.0
11	Market Bureau Courtyard Apts.	MRR	B	1928	6	0	100.0%	1.4
12	Meadowfield Apts.	GSS	B	1982	48	0	100.0%	11.2
13	Peaks at Manning	TAX		2020	0	0		1.1
14	Walnut Village	TGS	B	1991	24	0	100.0%	1.2
903	Cypress Pointe Condominiums	MRR	B+	1989	3	0	100.0%	13.8
906	Huntington Place	MRR	B	1989	200	2	99.0%	17.9
908	Magnolia Manor	MRR	B	1980	112	2	98.2%	21.3
909	Palmetto Pointe Apts. & Townhomes	MRR	B	2000	233	20	91.4%	21.9

*Drive distance in miles

 Comparable Property	 (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	 (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
 Senior Restricted	 (TAX) Tax Credit	 (INR) Income Restricted (not LIHTC)
 (MRR) Market-Rate	 (TGS) Tax Credit & Govt Subsidized	 (ING) Income Restricted (not LIHTC) & Govt Subsidized
 (MRT) Market-Rate & Tax Credit	 (TIN) Tax Credit & Income Restricted (not LIHTC)	 (GSS) Govt Subsidized
 (MRG) Market-Rate & Govt Subsidized	 (TMG) Tax Credit, Market-Rate & Govt Subsidized	 (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
 (MIN) Market-Rate & Income Restricted (not LIHTC)		

1	Westwood Apts. 1028 Westwood Dr, Manning, SC 29102	Contact: Nekeia (In Person) Phone: (803) 435-8592
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1978 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 6 mos; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: HUD Section 8	
2	Ashton Trace 1013 Ashton Trace Dr., Manning, SC 29102	Contact: Alecia (In Person) Phone: (803) 435-9580
	Total Units: 32 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2006 BR: 1, 2 Vacant Units: 0 Waitlist: 10 HH; AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: Notes: Tax Credit; HCV (14 units)	
3	Cambridge Court 211 Dickson St., Manning, SC 29102	Contact: Elaine (In Person) Phone: (803) 435-8786
	Total Units: 60 UC: 0 Occupancy: 98.3% Stories: 2 Year Built: 1971 BR: 1, 2, 3, 4 Vacant Units: 1 Waitlist: AR Year: Target Population: Family Yr Renovated: 1999 Rent Special: Notes: Tax Credit; HCV (6 units)	
4	Forest Villa 1100 Fleming Cir, Manning, SC 29102	Contact: Ann (In Person) Phone: (803) 435-4633
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1982 BR: 2, 3 Vacant Units: 0 Waitlist: 6-12 mos; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: HUD Section 8	
5	Harvin Manor Apts. 53 S. Church St., Summerton, SC 29148	Contact: Dottie (In Person) Phone: (803) 485-2077
	Total Units: 32 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1992 BR: 1 Vacant Units: 0 Waitlist: 3 HH; AR Year: Target Population: Senior 62+ Yr Renovated: 2009 Rent Special: Notes: Tax Credit; Tax Credit Bond; RD 515, has RA (32 units)	

 Comparable Property	 Senior Restricted	 (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	 (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
 (MRR) Market-Rate	 (TAX) Tax Credit	 (INR) Income Restricted (not LIHTC)	
 (MRT) Market-Rate & Tax Credit	 (TGS) Tax Credit & Govt Subsidized	 (ING) Income Restricted (not LIHTC) & Govt Subsidized	
 (MRG) Market-Rate & Govt Subsidized	 (TIN) Tax Credit & Income Restricted (not LIHTC)	 (GSS) Govt Subsidized	
 (MIN) Market-Rate & Income Restricted (not LIHTC)	 (TMG) Tax Credit, Market-Rate & Govt Subsidized	 (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted	



6	Kensington Pointe 201 Kensington Cir, Manning, SC 29102	Contact: Alicia (In Person) Phone: (803) 696-4226
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2.3 Year Built: 2015 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 20 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HOME Funds (5 units); HCV (10 units)	



7	Lakebrook Apts. 3101 Raccoon Rd., Manning, SC 29102	Contact: Savannah (In Person) Phone: (803) 473-9355
	Total Units: 40 UC: 0 Occupancy: 57.5% Stories: 2 Year Built: 1998 BR: 2, 3 Vacant Units: 17 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HOME Funds (9 units @ 60% AMHI); HCV (13 units)	

8	Manning Garden Apts. 214 Alfred Henry St., Manning, SC 29102	Contact: Tammy (In Person) Phone: (803) 435-2717
	Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1979 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 45 HH; AR Year: Target Population: Family Yr Renovated: 2006 Rent Special: Notes: Tax Credit; HUD Section 8	

9	Manning Lane 300 E South St, Manning, SC 29102	Contact: Katie (In Person) Phone: (803) 435-4492
	Total Units: 42 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1990 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 1 HH; AR Year: Target Population: Family Yr Renovated: 2015 Rent Special: Notes: Tax Credit; RD 515, has RA (24 units); HCV (6 units)	



10	Mannington Place 625 S. Mill St., Manning, SC 29102	Contact: Tiarra (In Person) Phone: (803) 435-2751
	Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 2 w/Elevator Year Built: 1993 BR: 1 Vacant Units: 0 Waitlist: 5 HH; AR Year: Target Population: Senior 62+ Yr Renovated: 2013 Rent Special: Notes: Tax Credit; RD 515, has RA (40 units)	

Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		



11	Market Bureau Courtyard Apts. 6 E. Rigby St., Manning, SC 29102	Contact: Ann Phone: (803) 435-5474	(In Person)
		Total Units: 6 UC: 0 Occupancy: 100.0% Stories: 2 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Accepts HCV (0 currently)	Year Built: 1928 AR Year: Yr Renovated: 2011

12	Meadowfield Apts. 1015 Meadow Field Dr., Summerton, SC 29148	Contact: Wendy Phone: (803) 485-8259	(In Person)
		Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 10 HH; Target Population: Family Rent Special: Notes: HUD Section 8 & RD 515, no RA; Does not accept HCV	Year Built: 1982 AR Year: Yr Renovated:



13	Peaks at Manning Kennedy Ln, Manning, SC 29102	Contact: Phone:	(In Person)
		Total Units: 0 UC: 42 Occupancy: Stories: 4 BR: 1, 2 Vacant Units: 0 Waitlist: Target Population: Senior 55+ Rent Special: Notes: Tax Credit; 42 units UC, expect completion 2020	w/Elevator Year Built: 2020 AR Year: Yr Renovated:



14	Walnut Village 220 Bradham St., Manning, SC 29102	Contact: Tiarra Phone: (803) 435-2897	(In Person)
		Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 1 BR: 1, 2 Vacant Units: 0 Waitlist: 5 HH; Target Population: Senior 62+ Rent Special: Notes: Tax Credit; RD 515, has RA (24 units)	Year Built: 1991 AR Year: Yr Renovated: 2008



903	Cypress Pointe Condominiums 5302 Cypress Pointe, Manning, SC 29102	Contact: Ann Phone: (803) 435-5474	(In Person)
		Total Units: 3 UC: 0 Occupancy: 100.0% Stories: 3 BR: 1, 2 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Does not accept HCV; Part of majority owner-occupied condominium community	Year Built: 1989 AR Year: Yr Renovated:

Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		



906	Huntington Place 395 Coachman Dr., Sumter, SC 29154	Contact: Gayle Phone: (803) 773-3600	(In Person)
		Total Units: 200 UC: 0 BR: 2, 3 Occupancy: 99.0% Vacant Units: 2 Stories: 2 Target Population: Family Rent Special: Notes: Does not accept HCV	Year Built: 1989 AR Year: Yr Renovated:



908	Magnolia Manor 530 S. Pike E., Sumter, SC 29150	Contact: Lila Phone: (803) 778-1318	(In Person)
		Total Units: 112 UC: 0 BR: 1, 2, 3 Occupancy: 98.2% Vacant Units: 2 Stories: 2 Target Population: Family Rent Special: Notes: Does not accept HCV; Higher rent on 2-br that include washer/dryer	Year Built: 1980 AR Year: Yr Renovated: 2006



909	Palmetto Pointe Apts. & Townhomes 1005 Alice Dr., Sumter, SC 29150	Contact: Christine Phone: (803) 775-2888	(In Person)
		Total Units: 233 UC: 0 BR: 1, 2, 3 Occupancy: 91.4% Vacant Units: 20 Stories: 2,3 Target Population: Family Rent Special: Notes: Does not accept HCV; Higher rent for 3rd floor units which have vaulted ceilings. Townhomes originally built in 1974, renovated in 2006 & have exterior storage	Year Built: 2000 AR Year: Yr Renovated:

Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		

Source: South Carolina State Housing Finance and Development Authority
 Effective: 01/2015

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	30	30	36	52	61	61	30	30	36	52	61	61
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	32	32	39	57	66	66	32	32	39	57	66	66
	Electric	29	29	34	46	55	55	29	29	34	46	55	55
	Heat Pump	0	0	0	0	0	0	0	0	0	0	0	0
	Oil	34	34	41	59	68	68	34	34	41	59	68	68
Cooking	Natural Gas	6	6	7	10	14	14	6	6	7	10	14	14
	Bottled Gas	10	10	12	15	19	19	10	10	12	15	19	19
	Electric	2	2	3	6	8	8	2	2	3	6	8	8
Other Electric	29	29	44	55	64	64	29	29	44	55	64	64	
+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0	
Air Conditioning	13	13	20	24	29	29	13	13	20	24	29	29	
Water Heating	Natural Gas	15	15	23	25	30	30	15	15	23	25	30	30
	Bottled Gas	20	20	28	32	37	37	20	20	28	32	37	37
	Electric	18	18	25	30	33	33	18	18	25	30	33	33
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water	18	18	21	25	32	32	18	18	21	25	32	32	
Sewer	20	20	25	31	41	41	20	20	25	31	41	41	
Trash Collection	11	11	11	11	11	11	11	11	11	11	11	11	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

* Estimated- not from source

Addendum B – Member Certification & Checklist

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

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

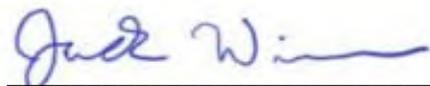
Certified:



Patrick M. Bowen
President

patrickb@bowennational.com

Date: January 15, 2020



Jack Wiseman (Primary Contact)
Market Analyst

jackw@bowennational.com

Date: January 15, 2020

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

ADDENDUM C

SCOPE OF RENOVATIONS

St. Clair Construction Company
Construction Budget:
Westwood Apartments, Manning, SC

Item	Category	Quantity	Price per	Total
3	Metals			
	Gutter installation	1,200	3	3,600
				3,600
4	Rough Carpentry			
	Convert 3 units (5%) to Sec. 504/UFAS Mobility Impaired units	3	25,000	75,000
	Laundry space (Incl. moving & bldg. walls/bldg. soffits and installing doors)	48	600	28,800
				103,800
7	Insulation			
	Increase Attic insulation (to R-38)	10,000	2	20,000
				20,000
8	Roofing			
	Decking repairs	6,000 sf	5	30,000
	Replace Roofing (30 year asphalt shingle) <i>(SCH - 30 year asphalt shingle)</i>	3	24,500	73,500
				103,500
9	Sheet Metal / Siding			
	Replace existing vinyl siding w/ New (30-YR Warranty)	4	30,000	120,000
				120,000
10	Doors			
	Replace Bldg. Entry Doors & hardware <i>(SCH - E-Star, metal or fiberglass, paneled, w/peephole)</i>	48	1,218	58,464
	Replace interior doors & hardware <i>(SCH - Replace all damaged & worn interior doors, jambs & hardware. Doors to be side hinged & hollow core paneled hardboard)</i>	120	500	60,000
				118,464
11	Windows			
	Replace Windows <i>(E-Star rated for south zone central, vinyl w/screens; 10 year warranty; sliding windows prohibited)</i>	92	550	50,600
				50,600
18	Resilient Flooring			
	Replace flooring in units - vinyl planking	48	5,874	281,952
				281,952
19	Painting and Decorating			
	Paint unit interiors (Low VOC)	48	1,900	91,200
	Paint Entry Doors (Low VOC)	48	214	10,272
	Paint exterior stairs & under decking <i>(Drywall replaced in the bathrooms, kitchens, laundry & mechanical rooms, etc. to be Moisture resistant gypsum board)</i>	6	5,000	30,000
				131,472

Item	Category	Quantity	Price per	Total
20	Specialties			
	Install "Accessible" tenant mailboxes	1	20,000	20,000
	Community Bldg.: (Tables & chairs/Sitting area/Computer stations/Exercise area & equipment)	1	15,000	15,000
				35,000
22	Cabinets & Countertops			
	Unit kitchens & Bathroom Vanities <i>(SCH - Dual track sliding drawers; Double bowl sink)</i>	48	3,500	168,000
				168,000
23	Appliances			
	Refrigerator (<i>SCH - E-Star W/14 cubic ft min. capacity w/ice maker</i>)	48	675	32,400
	Stove/Range	48	575	27,600
	Microwave w/ built in re-circulating fan (<i>SCH - Re-circ fan required in kitchens</i>)	48	275	13,200
	Range Queens	48	168	8,064
	Washer/Dryer <i>Appliances to be ADA compliant</i>	48	1,200	57,600
				138,864
24	Blinds/Shades/Artwork			
	Replace vertical blinds	150	75	11,250
				11,250
26	Special Construction			
	ACM Abatement/Encapsulation	48	1,800	86,400
	New Community Bldg.: (Including Kitchenette & Community Room)	1,700 sf	162	275,000
	Demo Existing office/laundry bldg.	1	15,000	15,000
				376,400
28	Plumbing and Hot Water			
	Replace Toilets (1.0 gpm)	60	360	21,600
	Replace bath tubs & surrounds (3 piece kit)	45	2,500	112,500
	Replace tub with Roll in shower Meets Sec 504/UFAS mobility impaired	3	3,900	11,700
	Replace shower valves	48	436	20,928
	Replace shower heads (1.5 gpm)	48	71	3,408
	Replace hot water storage tanks (E- Star)	48	2,500	120,000
	Replace faucets in kitchen (1.5 gpm)	48	130	6,240
	Replace faucets in bathroom (0.5 gpm)	60	60	3,600
	Disposals	48	175	8,400
	Replace kitchen sinks	48	150	7,200
	Replace bathroom sinks	60	45	2,700
	Unit water shut offs	48	500	24,000
	Plumbing for clothes washer	48	300	14,400
	Replace unit plumbing supply lines	48	3,000	144,000
	Sewer Scope <i>(SCH - New sinks, faucets & shut offs required)</i>	1	15,000	15,000
29	Heat and Ventilation			
	Heat Pumps	48	5,500	264,000
	Replace bath exhaust fans	60	500	30,000
				294,000

Item	Category	Quantity	Price per	Total
31	Electrical			
	Replace Building entry lights at stairs (LED)	6	500	3,000
	Install lights on exterior of buildings (LED)	33	500	16,500
	Parking lot lighting	12	6,000	72,000
	Replace interior light fixtures (LED)	328	200	65,600
	Upgrade service panel	48	1,800	86,400
	Microwave circuit	48	300	14,400
	Retrofit receptacles & switches from aluminum to copper	48	500	24,000
	Circuit for washer/dryer	48	300	14,400
	Power for disposal	48	250	12,000
	High speed internet hook-up (SCH - 1 port in each unit required)	48	250	12,000
	Sec 504/UFAS Audio/Visual Impaired units	1	2,269	2,269
			322,569	
	Low Voltage Electrical			
	Install CCTV (including tie-in to main office) Install Smoke Detectors (hardwire)	1 146	50,000 375	50,000 54,750
				104,750
37	Roads & Walks			
	Seal coat & stripe (SCH - Reseal all asphalt parking areas & roadways)	30,000 sf.	0.30	9,000
	Install ramps for Sec. 504/UFAS mobility impaired units	3	1,500	4,500
	Dumpster enclosure (2 side walls & a concrete apron)	1	12,000	12,000
				25,500
38	Site Improvements			
	Site signage H/C parking signs for Sec. 504/UFAS units	1 6	2,500 250	2,500 1,500
				4,000
39	Lawns and Plantings			
	Landscaping Clean and remove old/dead trees & brush from entire site. Install new native plants & trees throughout including new landscaping at Bldg. entries.	1	65,000	65,000
				65,000
42	Total Structures and Land Improvements			2,994,397

ADDENDUM D:
RENT ROLL

Affordable Rent Roll

Property: Westwood Holdings LLC (westwood) Sort by: Tenant
As of 10/28/2019

Unit	Sqft	Bed	Program	Contract No.	Tran Type	Effective Date	Market Rent	Gross Rent	Contract Rent	RD Basic Rent	Subsidy	Tenant Rent Allowance	Utility Reimb.
Westwood Holdings LLC (westwood)													
11C	wwd.2bd1	0 1 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	480	245	106
31B	wwd.2bd1	0 1 2	Sec 8	SC16M000067	MI	09/27/19	831	831	725	0	727	0	106
26B	wwd.3bd1	0 1 3	Sec 8	SC16M000067	GR-1	06/01/19	913	913	780	0	570	210	133
27B	wwd.2bd1	0 3 2	Sec 8	SC16M000067	MI	06/28/19	831	831	725	0	466	259	106
31C	wwd.1bd1	0 1 1	Sec 8	SC16M000067	GR	06/01/19	714	714	625	0	499	126	89
24B	wwd.2bd1	0 4 2	Sec 8	SC16M000067	IR	10/01/19	831	831	725	0	761	0	106
40A	wwd.2bd1	0 5 2	Sec 8	SC16M000067	AR	10/01/19	831	831	725	0	22	703	106
46A	wwd.2bd1	0 6 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	677	48	106
12C	wwd.3bd1	0 2 3	Sec 8	SC16M000067	GR	06/01/19	913	913	780	0	720	60	133
23B	wwd.3bd1	0 3 3	Sec 8	SC16M000067	AR	08/01/19	913	913	780	0	888	0	133
16C	wwd.3bd1	0 4 3	Sec 8	SC16M000067	GR	06/01/19	913	913	780	0	581	199	133
39C	wwd.2bd1	0 7 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	573	152	106
32C	wwd.2bd1	0 8 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	806	0	106
37C	wwd.2bd1	0 9 2	Sec 8	SC16M000067	IR	10/01/19	831	831	725	0	610	115	106
35C	wwd.1bd1	0 7 1	Sec 8	SC16M000067	AR	07/01/19	714	714	625	0	487	138	89
25B	wwd.2bd1	0 10 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	610	115	106
41A	wwd.2bd1	0 11 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	493	232	106
28B	wwd.3bd1	0 5 3	Sec 8	SC16M000067	AR	09/01/19	913	913	780	0	582	198	133
35A	wwd.1bd1	0 3 1	Sec 8	SC16M000067	AR	06/01/19	714	714	625	0	258	367	89
38A	wwd.2bd1	0 12 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	565	160	106
13C	wwd.2bd1	0 13 2	Sec 8	SC16M000067	IR	10/01/19	831	831	725	0	603	122	106
36C	wwd.2bd1	0 14 2	Sec 8	SC16M000067	AR	07/01/19	831	831	725	0	806	0	106
45A	wwd.1bd1	0 4 1	Sec 8	SC16M000067	AR	10/01/19	714	714	625	0	234	391	89
48A	wwd.2bd1	0 15 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	664	61	106
47A	wwd.1bd1	0 5 1	Sec 8	SC16M000067	GR	06/01/19	714	714	625	0	499	126	89
30B	wwd.3bd1	0 6 3	Sec 8	SC16M000067	AR	06/01/19	913	913	780	0	571	209	133
43A	wwd.2bd1	0 16 2	Sec 8	SC16M000067	AR	06/01/19	831	831	725	0	604	121	106
20B	wwd.2bd1	0 17 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	616	109	106
22B	wwd.2bd1	0 18 2	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	665	60	106
14C	wwd.3bd1	0 7 3	Sec 8	SC16M000067	AR	10/01/19	913	913	780	0	837	0	133
15C	wwd.2bd1	0 19 2	Sec 8	SC16M000067	AR	08/01/19	831	831	725	0	497	228	106

Affordable Rent Roll

Property: Westwood Holdings LLC (westwood) Sort by: Tenant
As of 10/28/2019

Jnit	Unit Type	Sqft	Bed Rms	Tenant	Program	Contract No.	Tran Type	Effective Date	Market Rent	Gross Rent	Contract Rent	RD Basic Rent	Subsidy	Tenant Rent Allowance	Utility Reimb.
Westwood Holdings LLC (westwood)															
21B	wwd.3bd1	0	3	[REDACTED]	Sec 8	SC16M000067	AR	08/01/19	913	913	780	0	752	28	133
33A	wwd.1bd1	0	1	[REDACTED]	Sec 8	SC16M000067	AR	07/01/19	714	714	625	0	479	146	89
34A	wwd.2bd1	0	2	[REDACTED]	Sec 8	SC16M000067	AR	10/01/19	831	831	725	0	503	222	106
17B	wwd.3bd1	0	3	[REDACTED]	Sec 8	SC16M000067	UT	09/11/19	913	913	780	0	843	0	133
38C	wwd.2bd1	0	2	[REDACTED]	Sec 8	SC16M000067	IR	09/01/19	831	831	725	0	795	0	106
42A	wwd.1bd1	0	1	[REDACTED]	Sec 8	SC16M000067	MI	07/31/19	714	714	625	0	610	15	89
44A	wwd.1bd1	0	1	[REDACTED]	Sec 8	SC16M000067	AR	10/01/19	714	714	625	0	487	138	89
36A	wwd.2bd1	0	2	[REDACTED]	Sec 8	SC16M000067	GR	06/01/19	831	831	725	0	806	0	106
34C	mor.2b1	0	2	[REDACTED]	Sec 8	SC16M000067	MI	08/30/19	831	831	725	0	752	0	106
10C	wwd.3bd1	0	3	[REDACTED]	Sec 8	SC16M000067	AR	08/01/19	913	913	780	0	888	0	133
29B	wwd.2bd1	0	2	[REDACTED]					831	0	725	0	0	0	106
32B	wwd.3bd1	0	3	[REDACTED]	Sec 8	SC16M000067	AR	09/01/19	913	913	780	0	684	96	133
33C	wwd.2bd1	0	2	[REDACTED]	Sec 8	SC16M000067	AR-1	09/01/19	831	831	725	0	488	237	106
18B	wwd.2bd1	0	2	[REDACTED]	Sec 8	SC16M000067	AR	08/01/19	831	831	725	0	806	0	106
19B	wwd.3bd1	0	3	[REDACTED]	Sec 8	SC16M000067	AR-1	08/01/19	913	913	780	0	819	0	133
39A	wwd.1bd1	0	1	[REDACTED]	Sec 8	SC16M000067	AR	08/01/19	714	714	625	0	493	132	89
37A	wwd.1bd1	0	1	[REDACTED]	Sec 8	SC16M000067	GR	06/01/19	714	714	625	0	493	132	89
Total :		0	98		48				39,702	38,871	34,460	0	28,669	5,900	5,242
Grand Total :		0	98		48				39,702	38,871	34,460		28,669	5,900	5,242
															834

Addendum E – Achievable Market Rent Analysis

A. INTRODUCTION

We identified five market-rate properties within and near the Manning Site PMA that we consider comparable in terms of unit and project amenities to the subject development. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

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

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

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

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

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

The subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Westwood Apartments	1974 / 2021	48	100.0%	10 (100.0%)	26 (100.0%)	12 (100.0%)
11	Market Bureau Courtyard Apts.	1928 / 2011	6	100.0%	1 (100.0%)	3 (100.0%)	2 (100.0%)
903	Cypress Pointe Condominiums	1989	3	100.0%	1 (100.0%)	2 (100.0%)	-
906	Huntington Place	1989	200	99.0%	-	184 (98.9%)	16 (100.0%)
908	Magnolia Manor	1980 / 2006	112	98.2%	16 (100.0%)	64 (98.4%)	32 (96.9%)
909	Palmetto Pointe Apts. & Townhomes	2000	233	91.4%	42 (90.5%)	179 (91.6%)	12 (91.7%)

Occ. – Occupancy

900 series Map IDs are located outside Site PMA

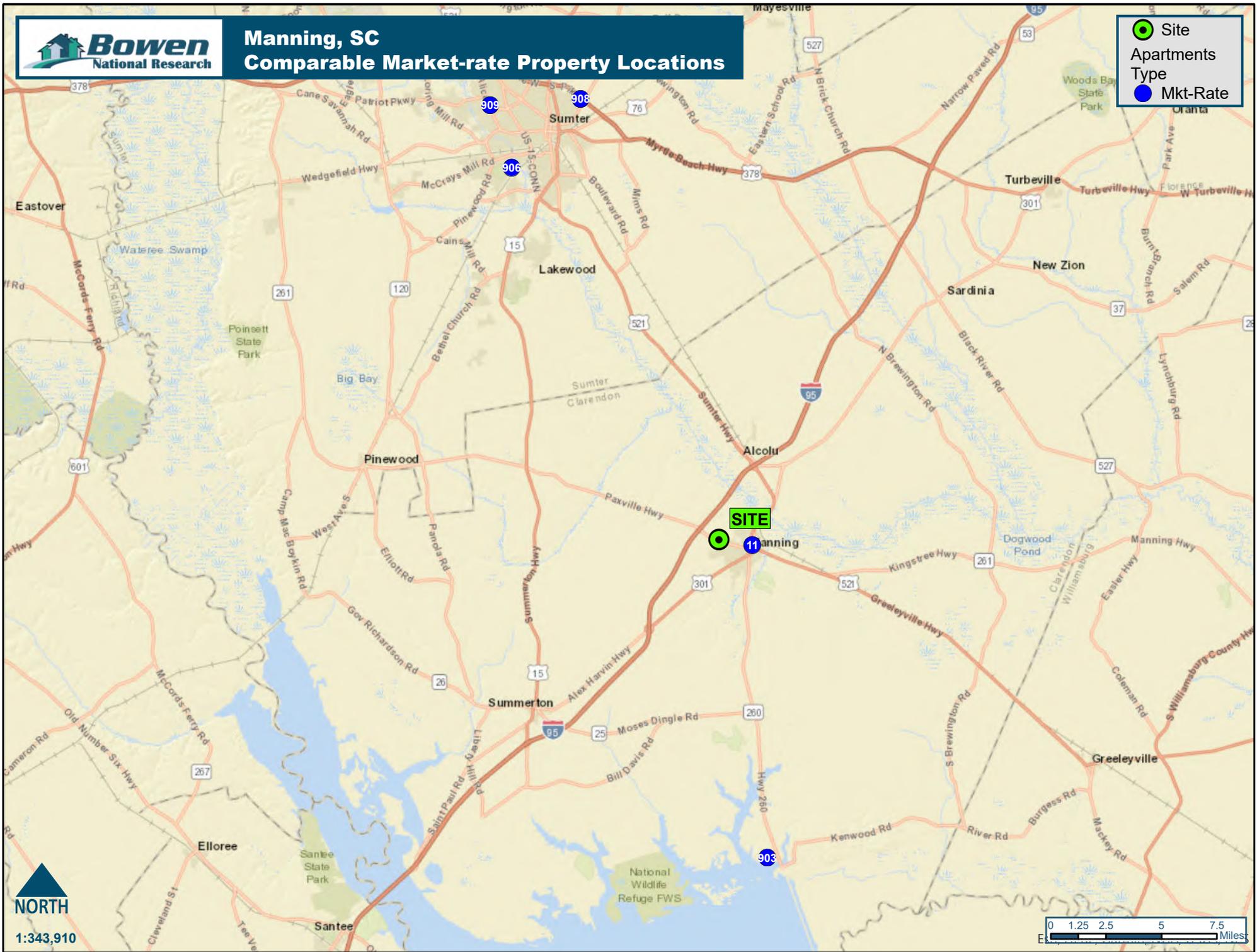
The five selected market-rate projects have a combined total of 554 units with an overall occupancy rate of 95.7%, a good rate for rental housing. This illustrates that these projects have been well received within the market and region and will serve as accurate benchmarks with which to compare the subject development.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist between the selected properties and the subject development. Preceding the Rent Comparability Grids is a map of the comparable market-rate properties in relation to the location of the subject project.



Manning, SC Comparable Market-rate Property Locations

- Site
- Apartments
- Type
- Mkt-Rate



NORTH
1:343,910

0 1.25 2.5 5 7.5 Miles

Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Westwood Apartments		Market Bureau Courtyard Apts.		Cypress Pointe Condominiums		Huntington Place		Magnolia Manor		Palmetto Pointe Apts. & Townhomes	
1028 Westwood Drive		6 E. Rigby St.		5302 Cypress Pointe		395 Coachman Dr.		530 S. Pike E.		1005 Alice Dr.	
Manning, SC		Manning, SC		Manning, SC		Sumter, SC		Sumter, SC		Sumter, SC	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$500		\$650		\$675		\$685		\$795	
2	Date Surveyed	Dec-19		Dec-19		Dec-19		Dec-19		Dec-19	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		99%		100%		92%	
5	Effective Rent & Rent/ sq. ft	\$500	0.74	\$650	0.90	\$675	0.68	\$685	1.12	\$795	1.06
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/3		WU/2		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1974/2021	1928/2011 \$28	1989 \$9		1989 \$9		1980/2006 \$5		2000 (\$2)	
8	Condition/Street Appeal	G+	G \$100	G \$100		G \$100		G \$100		G \$100	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		No		No (\$101)		No (\$103)		No (\$119)	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		2 (\$50)		1		1	
12	# Baths	1		1		2 (\$30)		1		1	
13	Unit Interior Sq. Ft.	684	680 \$1	720 (\$8)		1000 (\$69)		609 \$16		750 (\$15)	
14	Patio/Balcony	N	N	Y (\$5)		Y (\$5)		N		Y (\$5)	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N		Y/Y (\$10)		Y/Y (\$10)		N/Y (\$5)		Y/Y (\$10)	
18	Washer/Dryer	W/D	HU \$25	W/D		HU \$25		L \$35		W/D	
19	Floor Coverings	C/V	C/W/V	C		C/V		C/L		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	Y	N \$5	Y		Y		Y		Y	
23	Ceiling Fan/Storage	Y/N	Y/N	Y/N		Y/N		N/N \$5		Y/N	
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	N \$5	N \$5		N \$5		Y		Y	
26	Security Features	Y	N \$5	Y		N \$5		N \$5		N \$5	
27	Community Space	Y	N \$5	N \$5		N \$5		N \$5		Y	
28	Pool/Recreation Areas	F	N \$5	P/T/L (\$11)		P (\$5)		P/F (\$10)		P/F (\$10)	
29	Computer/Business Center	Y	N \$3	N \$3		N \$3		N \$3		N \$3	
30	Picnic Area/Grills	N	N	Y (\$3)		N		Y (\$3)		Y (\$3)	
31	Playground	Y	N \$3	N \$3		N \$3		Y		N \$3	
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E		N/G		N/E	
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E		N/G		N/E	
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	N/N \$38	Y/Y		Y/Y		Y/Y		N/N \$38	
39	Trash/Recycling	Y/N	N/N \$11	Y/N		Y/N		Y/N		N/N \$11	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		11	6	5	8	7	8	4	4	7
41	Sum Adjustments B to D		\$185	\$125	(\$37)	\$155	(\$270)	\$174	(\$121)	\$111	(\$164)
42	Sum Utility Adjustments		\$49							\$49	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E		\$234 \$234	\$88 \$162		(\$115) \$425		\$53 \$295		(\$4) \$324	
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$734	\$738		\$560		\$738		\$791	
45	Adj Rent/Last rent		147%		114%		83%		108%		100%
46	Estimated Market Rent	\$740	\$1.08	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **TWO-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5		
Westwood Apartments		Market Bureau Courtyard Apts.		Cypress Pointe Condominiums		Huntington Place		Magnolia Manor		Palmetto Pointe Apts. & Townhomes		
1028 Westwood Drive		6 E. Rigby St.		5302 Cypress Pointe		395 Coachman Dr.		530 S. Pike E.		1005 Alice Dr.		
Manning, SC		Manning, SC		Manning, SC		Sumter, SC		Sumter, SC		Sumter, SC		
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
1	\$ Last Rent / Restricted?	\$560		\$850		\$675		\$730		\$950		
2	Date Surveyed	Dec-19		Dec-19		Dec-19		Dec-19		Dec-19		
3	Rent Concessions	None		None		None		None		None		
4	Occupancy for Unit Type	100%		100%		99%		98%		92%		
5	Effective Rent & Rent/ sq. ft	\$560	0.65	\$850	0.84	\$675	0.68	\$730	0.86	\$950	0.94	
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
6	Structure / Stories	WU/2		WU/3		WU/2		WU/2		WU/2,3		
7	Yr. Built/Yr. Renovated	1974/2021	1928/2011 \$28	1989 \$9		1989 \$9		1980/2006 \$5		2000 (\$2)		
8	Condition/Street Appeal	G+	G \$100	G \$100		G \$100		G \$100		G \$100		
9	Neighborhood	G		G		G		G		G		
10	Same Market?	Yes		No		No (\$101)		No (\$110)		No (\$143)		
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
11	# Bedrooms	2		2		2		2		2		
12	# Baths	1		2 (\$30)		2 (\$30)		1		2 (\$30)		
13	Unit Interior Sq. Ft.	1036	860 \$35	1008 \$6		1000 \$7		846 \$38		1015 \$4		
14	Patio/Balcony	N	N	Y (\$5)		Y (\$5)		N		Y (\$5)		
15	AC: Central/Wall	C		C		C		C		C		
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F		
17	Microwave/Dishwasher	Y/N		Y/Y (\$10)		Y/Y (\$10)		N/Y (\$5)		Y/Y (\$10)		
18	Washer/Dryer	W/D	HU \$25	W/D		HU \$25		L \$35		W/D		
19	Floor Coverings	C/V	C/W/V	C		C/V		C/L		C/V		
20	Window Treatments	Y		Y		Y		Y		Y		
21	Secured Entry	N		N		N		N		N		
22	Garbage Disposal	N		Y (\$5)		Y (\$5)		Y (\$5)		Y (\$5)		
23	Ceiling Fan/Storage	Y/N	Y/N	Y/N		Y/N		N/N \$5		Y/N		
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		
25	On-Site Management	Y	N \$5	N \$5		N \$5		Y		Y		
26	Security Features	Y	N \$5	Y		N \$5		N \$5		N \$5		
27	Community Space	Y	N \$5	N \$5		N \$5		N \$5		Y		
28	Pool/Recreation Areas	F	N \$5	P/T/L (\$11)		P (\$5)		P/F (\$10)		P/F (\$10)		
29	Computer/Business Center	Y	N \$3	N \$3		N \$3		N \$3		N \$3		
30	Picnic Area/Grills	N	N	Y (\$3)		N		Y (\$3)		Y (\$3)		
31	Playground	Y	N \$3	N \$3		N \$3		Y		N \$3		
32	Social Services	N		N		N		N		N		
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/G		N/E		
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E		
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/G		N/E		
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G		N/E		
37	Other Electric	N		N		N		N		N		
38	Cold Water/Sewer	Y/Y	N/N \$46	Y/Y		Y/Y		Y/Y		N/N \$46		
39	Trash/Recycling	Y/N	N/N \$11	Y/N		Y/N		Y/N		N/N \$11		
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	
40	# Adjustments B to D		10	7	6	9	6	8	5	5	8	
41	Sum Adjustments B to D		\$214	\$131	(\$64)	\$162	(\$156)	\$196	(\$133)	\$115	(\$208)	
42	Sum Utility Adjustments		\$57							\$57		
			Net	Net	Gross	Net	Gross	Net	Gross	Net	Gross	
43	Net/ Gross Adjmts B to E		\$271	\$271	\$67	\$195	\$6	\$318	\$63	\$329	(\$36)	\$380
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		
44	Adjusted Rent (5+ 43)		\$831		\$917		\$681		\$793		\$914	
45	Adj Rent/Last rent				148%						108%	
46	Estimated Market Rent	\$875		\$0.84								
											← Estimated Market Rent/ Sq. Ft	

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Westwood Apartments		Market Bureau Courtyard Apts.		Cypress Pointe Condominiums		Huntington Place		Magnolia Manor		Palmetto Pointe Apts. & Townhomes	
1028 Westwood Drive		6 E. Rigby St.		5302 Cypress Pointe		395 Coachman Dr.		530 S. Pike E.		1005 Alice Dr.	
Manning, SC		Manning, SC		Manning, SC		Sumter, SC		Sumter, SC		Sumter, SC	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$725		\$850		\$800		\$835		\$1,095	
2	Date Surveyed	Dec-19		Dec-19		Dec-19		Dec-19		Dec-19	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		97%		92%	
5	Effective Rent & Rent/ sq. ft	\$725	0.68	\$850	0.84	\$800	0.67	\$835	0.75	\$1,095	0.89
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2		WU/3		WU/2		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1974/2021	1928/2011 \$28	1989 \$9		1989 \$9		1980/2006 \$5		2000 (\$2)	
8	Condition/Street Appeal	G+	G \$100	G \$100		G \$100		G \$100		G \$100	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		No		No (\$120)		No (\$125)		No (\$164)	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		2 \$50		3		3		3	
12	# Baths	1.5		2 (\$15)		2 (\$15)		1.5		2 (\$15)	
13	Unit Interior Sq. Ft.	1064	1060 \$1	1008 \$11		1200 (\$26)		1108 (\$8)		1225 (\$31)	
14	Patio/Balcony	N	N	Y (\$5)		Y (\$5)		N		Y (\$5)	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/N		Y/Y (\$10)		Y/Y (\$10)		N/Y (\$5)		Y/Y (\$10)	
18	Washer/Dryer	W/D	HU \$25	W/D		HU \$25		W/D		W/D	
19	Floor Coverings	C/V	C/W/V	C		C/V		C/L		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	Y	N \$5	Y		Y		Y		Y	
23	Ceiling Fan/Storage	Y/N	Y/N	Y/N		Y/N		N/N \$5		Y/N	
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	N \$5	N \$5		N \$5		Y		Y	
26	Security Features	Y	N \$5	Y		N \$5		N \$5		N \$5	
27	Community Space	Y	N \$5	N \$5		N \$5		N \$5		Y	
28	Pool/Recreation Areas	F	N \$5	P/T/L (\$11)		P (\$5)		P/F (\$10)		P/F (\$10)	
29	Computer/Business Center	Y	N \$3	N \$3		N \$3		N \$3		N \$3	
30	Picnic Area/Grills	N	N	Y (\$3)		N		Y (\$3)		Y (\$3)	
31	Playground	Y	N \$3	N \$3		N \$3		Y		N \$3	
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	N/N \$56	Y/Y		Y/Y		Y/Y		N/N \$56	
39	Trash/Recycling	Y/N	N/N \$11	Y/N		Y/N		Y/N		N/N \$11	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		11	8	5	8	6	6	5	4	8
41	Sum Adjustments B to D		\$185	\$186	(\$44)	\$155	(\$181)	\$123	(\$151)	\$111	(\$240)
42	Sum Utility Adjustments		\$67							\$67	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E		\$252 \$252	\$142 \$230		(\$26) \$336		(\$28) \$274		(\$62) \$418	
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$977	\$992		\$774		\$807		\$1,033	
45	Adj Rent/Last rent		135%		117%		97%		97%		94%
46	Estimated Market Rent	\$980	\$0.92	← Estimated Market Rent/ Sq. Ft							

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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the subject development are \$740 for a one-bedroom unit, \$875 for a two-bedroom unit and \$980 for a three-bedroom unit, which are illustrated as follows:

Bedroom Type	Proposed Collected Rent (AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$269 (30%)	\$740	63.6%
	\$502 (50%)		32.2%
	\$619 (60%)		16.4%
Two-Bedroom	\$315 (30%)	\$875	64.0%
	\$596 (50%)		31.9%
	\$736 (60%)		15.9%
Three-Bedroom	\$356 (30%)	\$980	63.7%
	\$680 (50%)		30.6%
	\$842 (60%)		14.1%

Typically, Tax Credit rents must represent at least a 10.0% market rent advantage in order to be viewed as a value within a market area. Tax Credit rents that represent a value can help to insure a steady flow of tenants that will allow the project to operate at a stabilized occupancy rate. The proposed collected rents at the site represent rent advantages between 14.1% and 64.0%. Regardless, all 48 units at the subject project will continue to operate with a subsidy, requiring residents to pay up to 30% of their adjusted gross incomes towards housing costs. Thus, the subject project will continue to represent a substantial value to low-income renters within the Site PMA.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.
7. Upon completion of renovations, the subject project will have an effective age of a project built in 1998. The selected properties were built between 1928 and 2000; two of which were extensively renovated between 2006 and 2011. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.

8. The subject project is expected to have a significantly improved overall quality and appearance, as the proposed renovations are valued at approximately \$62,380 per unit. These extensive renovations are expected to extend the life of the property by at least 30 years, which equates to a prorated value of approximately \$173 per unit per month. Given that the additional amenities to be included post renovations are already factored in other line item adjustments, we have made a positive adjustment of \$100 to all comparable properties that are considered to be of inferior quality compared to the subject site.
10. A total of three of the selected properties are located outside of the Manning Site PMA in Sumter. The Sumter market is larger than Manning in terms of population, community services and apartment selections. Given the differences in markets, the rents that are achievable in Sumter will not directly translate to the Manning market. Therefore, we have adjusted each collected rent at the three comparable projects located in Sumter by approximately 15.0% to account for this market difference.
11. We have made adjustments for the differences in the number of bedrooms offered at the selected market-rate projects due to the fact that not all of the selected properties offer one- and/or three-bedroom units. A conservative adjustment of \$50 per bedroom was used to reflect this difference.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the subject property does offer.
- 24.-32. The subject project will offer a project amenities package generally inferior to those offered at the selected market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.