

A MARKET FEASIBILITY STUDY OF:

# HAVENWOOD MATHIS

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# **HAVENWOOD MATHIS**

1228 Mathis Road  
Greenwood, Greenwood County, SC 29649

Effective Date: April 19, 2021  
Report Date: May 25, 2021

Prepared for:  
Mr. Max Elbe  
Principal  
Lowcountry Housing Communities  
295 Seven Farms Drive  
Suite C-225  
Charleston, SC 29492

Prepared by:  
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May 25, 2021

Mr. Max Elbe  
Principal  
Lowcountry Housing Communities  
295 Seven Farms Drive  
Suite C-225  
Charleston, SC 29492

Re: Market Study for Havenwood Mathis, located in Greenwood, Greenwood County, South Carolina

Dear Mr. Elbe:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Greenwood, Greenwood County, South Carolina area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project known as Havenwood Mathis, (the Subject).

The purpose of this market study is to assess the viability of Havenwood Mathis, a proposed 48-unit general tenancy LIHTC project. The property will be restricted to households earning 20 and 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the South Carolina State Housing Finance and Development Agency (SCSHFDA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed Subject's unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy levels for the market area.
- Investigating the health and conditions of the multifamily housing market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income-eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, both Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client.

The Stated Purpose of this assignment is for tax credit application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

*The COVID-19 coronavirus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. These efforts resulted in extensive impacts to economic activity. However, governments also implemented significant economic stimulus packages to help with the economic disruption.*

- 1) Clients and market participants throughout the country report April 2020 through April 2021 collections that were better than expected for all types of multifamily properties. According to a report from the National Multifamily Housing Council, April 2021 rent collections increased by 1.9 percentage points year-over-year from April 2020. Note that the apartments in this sample are market rate apartments in multifamily buildings and do not include affordable units. Through April 6, 2021, 79.8 percent of households made full or partial rent payments for April, according to the National Multifamily Housing Council. Although one-in-five renters did not pay their rent in the first week of the month, the majority of these missed payments are made up with late payments by the end of the month. A significant change in the market is not yet discernible and we continue to be relatively optimistic about the market's ability to weather the current economic storm.*
- 2) Based upon various conversations with market participants and published articles and webinars many believe that multifamily real estate will be impacted but significantly less so than other sectors. Further, the impact is expected be shorter lived. Many view multifamily as a safer haven during this period of uncertainty. The Subject will not be completed until April 2023, at which point the market is expected to be stabilized or have less uncertainty.*
- 3) States are starting to plan the reopening over the next several weeks to months and the state of South Carolina has begun to re-open its restaurants, gyms, and other indoor venues as of April 2021, however, return to full economic potential is unlikely while the global health crisis continues. Additionally, Governor Henry McMaster required nursing homes and assisted living facilities to allow visitation to all residents if there is no high risk of Covid-19 transmission, starting March 19, 2021. A return to full economic potential is unlikely while the global health crisis continues. However, the Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.*
- 4) As of February 2021, unemployment is at 6.6 percent nationally. Historically, the SMA has generally trailed the nation in terms of employment growth and the unemployment rate. The impacts of the COVID-19 pandemic and associated economic downturn appear to have impacted the SMA as total employment contracted by 2.2 percent and the unemployment rate increased by 2.3 percentage points to 5.7 percent since February 2020, which is less than the nationwide employment contraction (5.4 percent) and below the increase in the unemployment rate (2.8 percent). Overall, the local economy has been impacted by the COVID-19 pandemic. However, nationwide, state, and city assistance programs both for employees and businesses have reportedly and are expected to continue to mitigate these impacts.*
- 5) The impact of COVID-19 broadly on apartment operations in this market does not appear to have been significant as of the date of this report. Four of the 12 surveyed property managers reported a slight decrease in collections due to the COVID-19 pandemic, and no impact to occupancy or phone traffic. The remaining eight surveyed comparable properties reported that market demand has not softened as a*

*result of the COVID-19 pandemic and state and local stay-at-home orders. The long-term impacts of COVID-19 on this market are yet to be seen; however, in the short-term the impact has been minimal.*

- 6) *In March 2020, congress passed a \$2 trillion stimulus bill to respond to the coronavirus pandemic, with cash and assistance for Americans, and small businesses impacted by the virus. In December 2020, congress passed a \$900 billion stimulus bill in further response to the coronavirus pandemic. In March 2021, the Senate passed a third stimulus bill. This \$1.9 trillion stimulus bill includes \$1,400 checks to low and middle income families, additional unemployment aid, investment in transit, schools, hospitals, funding for infrastructure and assistance with child care.*

*All of the comparable properties were interviewed since March 2021. Property managers generally reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. Overall, we did not experience significant barriers to local data collection as a result of the pandemic and we believe the quality of data collected in this report supports the credibility of our conclusions.*

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,  
Novogradac & Company LLP



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# **EXECUTIVE SUMMARY**

**Property Summary of Subject**

**Subject Property Overview:**

Havenwood Mathis, the Subject, is a proposed 48-unit apartment community restricted to households earning 20 and 60 percent of the AMI or less. The Subject will be located at 1228 Mathis Road in Greenwood, Greenwood County, South Carolina. As proposed, the Subject will contain two, three-story residential buildings and one single-story community building.

**Targeted Tenancy:**

Family.

**Proposed Rents, Unit Mix and Utility Allowance:**

The following table details the Subject’s proposed rents and utility allowances. However, as the Subject qualifies as a rural area under the 2008 Housing Act, the Subject’s 20 and 60 percent LIHTC rents are bound by the national non-metropolitan maximum allowable rents, which are higher than the Greenwood County LIHTC limits.

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 National Non-Metro LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
				@20%			
1BR / 1BA	760	5	\$105	\$128	\$233	\$237	\$628
				@60%			
1BR / 1BA	760	1	\$450	\$128	\$578	\$713	\$628
2BR / 2BA	960	24	\$500	\$172	\$672	\$856	\$722
3BR / 2BA	1,100	18	\$550	\$226	\$776	\$989	\$971
		<b>48</b>					

Notes (1) Source of Utility Allowance provided by the Developer.

## Market Vacancy

The following tables illustrate the market vacancy at the comparable properties.

### OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Cypress Mill	LIHTC	Family	36	0	0.0%
Hallmark At Greenwood	LIHTC	Family	88	2	2.3%
Liberty Village	LIHTC	Family	36	0	0.0%
Oakmont Place	LIHTC	Family	56	0	0.0%
Sterling Ridge	LIHTC	Family	39	0	0.0%
The Gardens At Parkway	LIHTC	Family	48	1	2.1%
Barrington	Market	Family	134	0	0.0%
Cardinal Glen	Market	Family	64	1	1.6%
Huntington Apartments	Market	Family	92	2	2.2%
Lakeview Apartments	Market	Family	100	0	0.0%
Regency Park Apartments	Market	Family	132	2	1.5%
Winter Ridge & Montclair Apartments	Market	Family	248	0	0.0%
<b>Overall Total</b>			<b>1,073</b>	<b>8</b>	<b>0.7%</b>

### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Cypress Mill	LIHTC	Family	36	0	0.0%
Hallmark At Greenwood	LIHTC	Family	88	2	2.3%
Liberty Village	LIHTC	Family	36	0	0.0%
Oakmont Place	LIHTC	Family	56	0	0.0%
Sterling Ridge	LIHTC	Family	39	0	0.0%
The Gardens At Parkway	LIHTC	Family	48	1	2.1%
<b>Total LIHTC</b>			<b>303</b>	<b>3</b>	<b>1.0%</b>

### MARKET RATE VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Barrington	Market	Family	134	0	0.0%
Cardinal Glen	Market	Family	64	1	1.6%
Huntington Apartments	Market	Family	92	2	2.2%
Lakeview Apartments	Market	Family	100	0	0.0%
Regency Park Apartments	Market	Family	132	2	1.5%
Winter Ridge & Montclair Apartments	Market	Family	248	0	0.0%
<b>Total Market Rate</b>			<b>770</b>	<b>5</b>	<b>0.6%</b>

Overall vacancy among the 12 comparables is very low at 0.7 percent. All of the comparable properties are located inside the PMA. The LIHTC comparables demonstrate an overall weighted vacancy of 1.0 percent, and five of the six properties maintain waiting lists, indicating strong demand for affordable housing in the area. The contact at Hallmark At Greenwood noted that occupancy is typically 98 percent or higher, while the contact at The Gardens At Parkway reported that the vacant unit is currently being processed from the waiting list. Among the market rate properties, vacancy is also very low at 0.6 percent, indicating a strong market for conventional apartments.

All of the market rate comparable properties reported vacancy rates at or below 2.2 percent. Overall, the local rental market appears to be healthy, and we believe that the Subject will be able to maintain a stabilized vacancy rate of seven percent or less following stabilization per state guideline standards. In fact, based upon the low vacancy at the majority of the LIHTC properties and the presence of waiting lists at most of those properties, we expect that upon stabilization, the Subject will operate with a waiting list.

### Capture Rates

The following table illustrates the capture rates for the Subject.

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR @20%	5	60	0	60	8.3%
1BR @60%	1	487	0	487	0.2%
1BR Overall	6	547	0	547	1.1%
2BR @60%	24	582	0	582	4.1%
3BR @60%	18	349	0	349	5.2%
@20% Overall	5	60	0	60	8.3%
@60% Overall	43	1,418	0	1,418	3.0%
Overall	48	1,593	0	1,593	3.0%

As the analysis illustrates, the Subject’s capture rates vary from 0.2 to 8.3 percent with an overall capture rate of 3.0 percent. The Subject’s overall capture rates are within SCSHFDA guidelines and we believe that there is ample demand for the Subject’s units.

### Projected Absorption Period

Three of the surveyed comparable properties were able to provide absorption data. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Cypress Mill	LIHTC	Family	2018	36	18
Liberty Village	LIHTC	Family	2015	36	12
Sterling Ridge	LIHTC	Family	2013	39	13

On average, these properties reported an absorption rate of 14 units per month. With the increasing demographic base in the PMA and the relatively limited supply of affordable multifamily housing, we believe the Subject should be able to experience an absorption rate similar to the average. The LIHTC comparables report limited vacancies and nearly all maintain waiting lists, indicating strong demand for additional affordable housing in the area. Therefore, based upon the demand calculations presented within this report, which indicate capture rates within SCSHFDA guidelines, an ample number income-qualified households, and the Subject's tenancy, we believe that the Subject could absorb approximately 15 units per month upon opening. This equals an absorption period of three to four months. We expect the Subject to reach stabilized occupancy of 93 percent within four months.

### Market Conclusions

Overall vacancy in the local market is very low with a 0.7 percent vacancy rate among all 12 surveyed comparable projects. The six LIHTC properties reported three total vacancies and five of these properties maintain waiting lists, suggesting significant demand for affordable housing. Market rate comparables are also performing well, with an overall vacancy rate of 0.6 percent among all of the market rate comparables.

When compared to the current 60 percent rents at the LIHTC properties, the Subject’s proposed 20 and 60 percent AMI rents appear reasonable, and overall they are 39 to 86 percent below our estimated achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

## **Recommendations**

We believe there is ample demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's overall capture rate is 3.0 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 0.2 to 8.3 percent, which are all considered achievable in the PMA. Between 2020 and market entry, the total number of renter households is expected to increase in the PMA. The Subject site is located within 2.9 miles of most community services and facilities that tenants would utilize on a consistent basis, which is superior to the majority of comparable properties.

There are only three vacancies among the LIHTC comparables. The developer's LIHTC rents represent a 39 to 86 percent advantage below achievable market rents. Further, the proposed rents offer a 40.7 percent advantage to HUD Fair Market Rents, which is within SCSHFDA thresholds. The proposed rents will also compete well with the LIHTC rents at the most similar LIHTC comparables we surveyed.

## **Long Term Impact on Existing LIHTC Properties in the PMA**

There are three comparable vacant LIHTC units surveyed, and five of the six LIHTC comparables maintain waiting lists. With a relatively limited supply of affordable housing options in the market and a growing demographic base, we believe the Subject's opening and lease-up will have no long-term impact on the existing area LIHTC apartments. Between 2020 and market entry, the total number of renter households is expected to increase in the PMA. Since the Subject will not operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

**HAVENWOOD MATHIS – GREENWOOD, SC – APPLICATION MARKET STUDY**

<b>2021 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:</b>	
Development Name: Havenwood Mathis	Total # of Units: 48
Address: 1228 Mathis Road	# of LIHTC Units: 48
PMA Boundary: North: State Route 246; East: State Route 246 and State Route 248; South: State Route 67; West: Beulah Church Road and County Road S-1-61	
Development Type: <input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 10 miles

<b>RENTAL HOUSING STOCK (found on page 58)</b>				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	25	1,825	12	99.3%
Market-Rate Housing	6	770	5	99.4%
Assisted/Subsidized Housing not to include LIHTC	11	728	4	99.5%
<b>LIHTC (All that are stabilized)*</b>	8	327	3	99.1%
Stabilized Comps**	25	1,825	12	99.3%
Non-stabilized Comps	1	146	N/Ap	N/Ap

\* 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 Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
5	1	1	760	\$105	\$628	\$0.83	83.3%	\$897	\$1.18
1	1	1	760	\$450	\$628	\$0.83	28.3%	\$897	\$1.18
24	2	2	960	\$500	\$722	\$0.75	30.7%	\$1,229	\$1.28
18	3	2	1,100	\$550	\$971	\$0.88	43.4%	\$1,300	\$1.18
<b>Gross Potential Rent Monthly*</b>				<b>\$22,875</b>	<b>\$38,574</b>		<b>40.7%</b>		

\*Market Advantage is calculated using the following formula: Gross HUD FMR (minus) Net Proposed Tenant Rent (divided by) Gross HDU 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.

<b>DEMOGRAPHIC DATA (found on page 46)</b>						
	2010		2020		2023	
Renter Households	8,346	37.7%	9,931	43.0%	10,076	43.0%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	3,542	34.7%	3,477	34.5%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

<b>TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 55)</b>						
Type of Demand	20%	60%	-	Market-rate:	Other: __	Overall Affordable
Renter Household Growth	-10	-55				-65
Existing Households (Overburd + Substand)	185	1,473				1,658
Homeowner conversion (Seniors)	0	0				0
Other:						
Less Comparable/Competitive Supply	0	0				0
<b>Net Income-qualified Renter HHs</b>	175	1,418				1,593

<b>CAPTURE RATES (found on page 56)</b>						
Targeted Population	20%	60%	-	Market-rate:	Other: __	Overall
Capture Rate	8.3%	3.0%				3.0%

**ABSORPTION RATE (found on page 56)**  
 Absorption Period 3 - 4 months

HAVENWOOD MATHIS – GREENWOOD, SC – APPLICATION MARKET STUDY

# Units	Bedroom Type	Proposed Tenant Paid Rent	Net Proposed Tenant Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
5	1 BR	\$105	\$525	\$628	\$3,140	83.3%
1	1 BR	\$450	\$450	\$628	\$628	28.3%
24	2 BR	\$500	\$12,000	\$722	\$17,328	30.7%
18	3 BR	\$550	<u>\$9,900</u>	\$971	<u>\$17,478</u>	<u>43.4%</u>
<b>Totals</b>	<b>48</b>		<b>\$22,875</b>		<b>\$38,574</b>	<b>40.7%</b>

Source: SCSHFDA, Novogradac & Company LLP, May 2021

# **A. PROJECT DESCRIPTION**

**PROPERTY DESCRIPTION**

- Development Location:** The Subject will be located at 1214 Mathis Road in Greenwood, Greenwood County, South Carolina.
- Construction Type:** The new construction Subject will be constructed in two, three-story residential buildings and a single-story community building.
- Occupancy Type:** Family.
- Target Income Group:** The Subject will be restricted to households earning 20 and 60 percent of the AMI or less. The minimum allowable household income for the Subject is \$7,989 based on affordability for the Subject’s least expensive rent (one-bedroom unit at 20 percent AMI) and the maximum allowable household income will be \$41,100 (the 60 percent AMI income for a five-person household).
- Special Population Target:** None.
- Number of Units by Unit Type:** The Subject will include six, one, 24 two and 18 three-bedroom units.
- Number of Buildings and Stories:** The Subject will be constructed in three, two-story residential buildings and a single-story community building.
- Unit Mix:** One-bedroom units will be 760 square feet, two-bedroom units will be 960 square feet and three-bedroom units will be 1,100 square feet. The following table summarizes the Subject’s proposed unit sizes.

**UNIT MIX AND SQUARE FOOTAGE**

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
1BR / 1BA	6	760	4,560
2BR / 2BA	24	960	23,040
3BR / 2BA	18	1,100	19,800
<b>TOTAL</b>	<b>48</b>		<b>47,400</b>

- Structure Type/Design:** The Subject will offer two, three-story residential buildings.
- Proposed Rents and Utility Allowance:** The following table details the Subject’s proposed rents and utility allowances. The utility description is located in the property profile. As the Subject qualifies as a rural area under the 2008 Housing Act, the Subject’s 20 and 60 percent LIHTC rents are bound by the national non-metropolitan maximum allowable rents, which are higher than the Greenwood County LIHTC limits.

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 National Non-Metro LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
				@20%			
1BR / 1BA	760	5	\$105	\$128	\$233	\$237	\$628
				@60%			
1BR / 1BA	760	1	\$450	\$128	\$578	\$713	\$628
2BR / 2BA	960	24	\$500	\$172	\$672	\$856	\$722
3BR / 2BA	1,100	18	\$550	\$226	\$776	\$989	\$971
		<b>48</b>					

Notes (1) Source of Utility Allowance provided by the Developer.

**Utility Structure/Allowance:**

The landlord will pay for trash expenses, while the tenant will be responsible for all electric expenses including heating, cooling, water heating, cooking, and general electric usage, as well as water and sewer expenses. The developer-provided estimated utility allowances for the Subject are \$128, \$172 and \$226 for the one, two and three-bedroom units, respectively, which are below the amounts from the South Carolina State Housing Finance & Development Agency (Midlands Region) utility allowance schedule, effective February 24, 2021.

**Existing or Proposed Project-Based Rental Assistance:**

The Subject is proposed and will not operate with project-based rental assistance subsidy.

**Community Amenities**

See following Subject Profile sheet.

**Unit Amenities**

See following Subject Profile sheet.

**Current Occupancy/Rent Levels:**

The Subject will be proposed new construction.

**Scope of Renovations:**

The Subject will be proposed new construction.

**HAVENWOOD MATHIS – GREENWOOD, SC – APPLICATION MARKET STUDY**

Havenwood Mathis												
<b>Location</b>	1228 Mathis Road Greenwood, SC 29649 Greenwood County											
<b>Units</b>	48											
<b>Type</b>	Garden (3 stories)											
<b>Year Built / Renovated</b>	2023 / N/A											
Market												
<b>Program</b>	@20%, @60%						<b>Leasing Pace</b>	N/A				
<b>Annual Turnover Rate</b>	N/A						<b>Change in Rent (Past Year)</b>	N/A				
<b>Units/Month Absorbed</b>	N/A						<b>Concession</b>					
<b>Section 8 Tenants</b>	N/A											
Utilities												
<b>A/C</b>	not included – central						<b>Other Electric</b>	not included				
<b>Cooking</b>	not included – electric						<b>Water</b>	not included				
<b>Water Heat</b>	not included – electric						<b>Sewer</b>	not included				
<b>Heat</b>	not included – electric						<b>Trash Collection</b>	included				
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden (3 stories)	5	760	\$105	\$0	@20%	N/A	N/A	N/A	no	
1	1	Garden (3 stories)	1	760	\$450	\$0	@60%	N/A	N/A	N/A	no	
2	2	Garden (3 stories)	24	960	\$500	\$0	@60%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	18	1,100	\$550	\$0	@60%	N/A	N/A	N/A	no	
Amenities												
<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Refrigerator Washer/Dryer hookup						<b>Security</b>	none				
<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground						<b>Premium</b>	none				
<b>Services</b>	none						<b>Other</b>	none				
Comments												
This property will consist of two, three-story garden-style residential buildings targeting families in addition to one community building. Construction is set to begin in April 2022 and to be completed in April 2023. The utility allowances for the one, two, and three-bedroom units are \$128, \$172, and \$226, respectively. It should be noted that in the two-bedroom units, one of the bathrooms will have a shower but no tub.												

## **B. SITE DESCRIPTION**

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description discusses the physical features of the site, as well as the layout, access issues, and traffic flow.

**Date of Site Visit:** April 19, 2021.

**Surrounding Land Uses:** The following map and pictures illustrate the surrounding land uses.



Source: Google Earth, April 2021

**Physical Features of Site:** The Subject site is located in Greenwood, South Carolina and currently consists of a single-family home that will be razed prior to the Subject’s construction as well as undeveloped land.

**Location/Surrounding Uses:** The Subject site is located in a mixed-use neighborhood consisting of forested land, single family residential, and retail/commercial developments. Immediately north of the Subject site is a single-family home and place of worship, both in average condition. Farther north are single-family and mobile homes in fair to average condition. It should be noted, the Subject’s proximity to the mobile homes could

be considered a negative attribute. However, they do not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection. Immediately northeast is forested land, followed by a commercial office use in good condition and a Holiday Inn Express in good condition. Immediately east of the Subject is forested land followed by commercial retail uses including Tractor Supply Company, several restaurants, and the Greenwood Mall. Of note, the mall appears to be generally well occupied and is anchored by Belk and Von Maur. One of the anchor spaces is currently vacant following JCPenney closing in 2019. Immediately southeast is forested land followed by commercial retail uses in average to good condition. Farther southeast are single-family homes in average to good condition. Immediately south of the Subject site are commercial retail uses in average to good condition, including several restaurants, a convenience store, a pharmacy, a Publix grocery, and a Walmart. Immediately west and abutting the Subject site is a single-family home in good condition. Farther west, across Mathis Street, are several small multifamily buildings, which were excluded as comparables in this report as we were unable to contact management. Farther west is Regency Park Apartments and Lakeview Apartments, both general tenancy market rate properties that are included as comparables in this report. Based on our neighborhood observations and online research, the commercial retail uses in the neighborhood appear to be 90 percent occupied or better. Overall, the Subject site is considered a desirable site for rental housing.

Photographs of Subject Site and Surrounding Uses



View of Subject site



View of Subject site



Single-family home to be razed



View north along Mathis Road



View south on Mathis Road



Single-family home in Subject neighborhood



Single-family home in subject neighborhood



Small multifamily use west of Subject (Excluded – unable to contact management)



Single-family home in Subject neighborhood



Single-family home in Subject neighborhood



Single-family home in Subject neighborhood



Single-family home in Subject neighborhood



Place of worship in Subject's neighborhood



CVS Pharmacy in Subject's neighborhood



Walmart in Subject's neighborhood



Office Max in Subject's neighborhood



Grocery store in Subject's neighborhood



Commercial use in Subject's neighborhood

**Visibility/Views:**

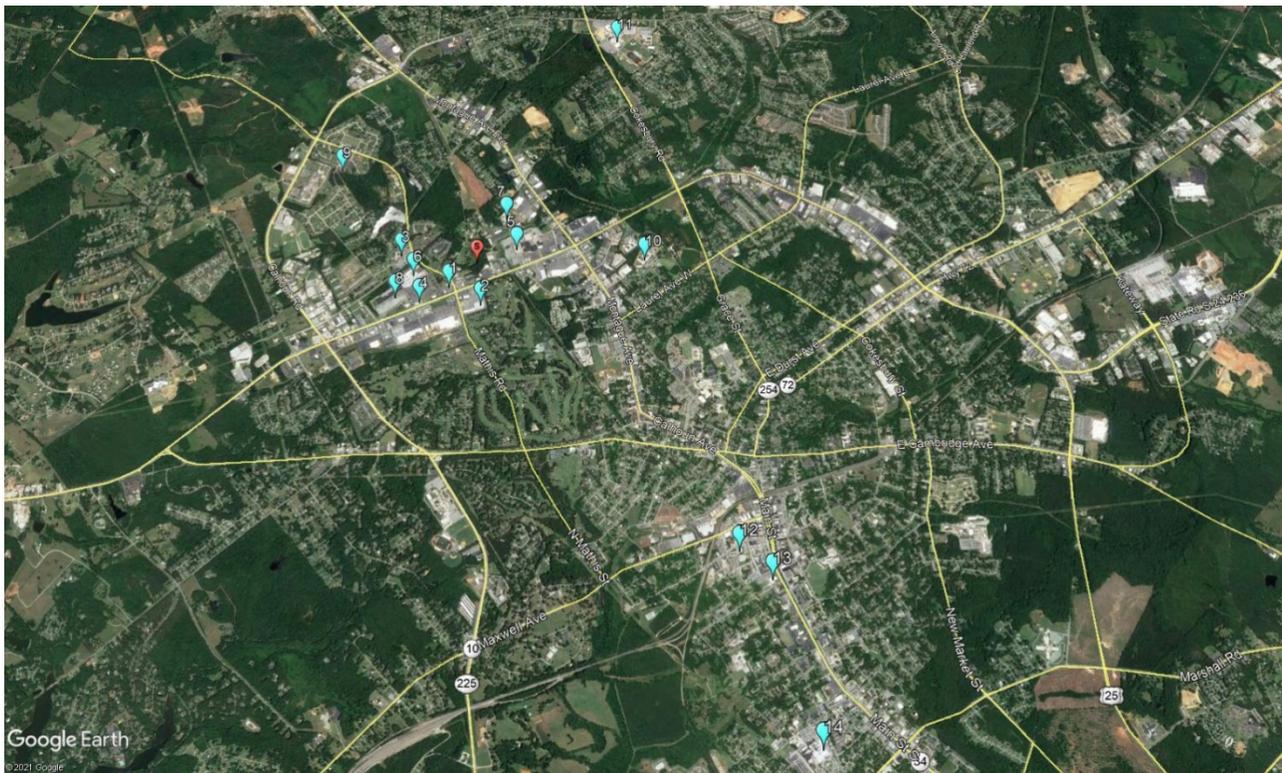
Views from the Subject site include forested land along the site periphery to the north, east, and south with views of single-family and multifamily residential uses to the west. The Subject will have good visibility from Mathis Road. Overall, the Subject site is located within a mixed-use neighborhood with good views and visibility.

**Detrimental Influence:**

The Subject's proximity to the mobile homes in fair condition north of the Subject could be considered a negative attribute. However, they do not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection.

**Proximity to Local Services:**

The Subject is located in reasonable proximity to local services including public services and retail. The following table details the Subject's distance from key locational amenities. A *Locational Amenities Map*, corresponding to the following table is below.



Source: Google Earth, April 2021

**LOCATIONAL AMENITIES**

Map #	Service or Amenity	Distance from Subject
1	First Citizens Bank	0.2 miles
2	Publix Grocery (& Pharmacy)	0.2 miles
3	Lakeview Elementary School	0.3 miles
4	Gas Station	0.3 miles
5	Greenwood Shopping Mall	0.3 miles
6	Walmart Supercenter (& Pharmacy)	0.3 miles
7	US Post Office	0.4 miles
8	Dollar Tree	0.4 miles
9	Fire Station	0.9 miles
10	Northside Junior High School	1.0 miles
11	Greenwood High School	1.6 miles
12	Police Station	2.0 miles
13	Public Library	2.2 miles
14	Self Regional Medical Center	2.9 miles

**Availability of Public Transportation:** There is no public transportation service in the city of Greenwood.

**Road/Infrastructure Proposed Improvements:** We witnessed no current road improvements within the Subject’s immediate neighborhood.

**Crime Rates:** Based upon our site inspection, there appeared to be no crime issues in the Subject’s neighborhood and property managers did not report having issues with crime. The following table illustrates crime statistics in the Subject’s PMA compared to the SMA.

**2020 CRIME INDICES**

	PMA	Greenwood, SC Micropolitan Statistical Area
<b>Total Crime*</b>	<b>137</b>	<b>109</b>
<b>Personal Crime*</b>	<b>212</b>	<b>169</b>
Murder	129	125
Rape	154	119
Robbery	58	54
Assault	295	231
<b>Property Crime*</b>	<b>127</b>	<b>101</b>
Burglary	150	127
Larceny	127	96
Motor Vehicle Theft	70	72

Source: Esri Demographics 2020, Novogradac Consulting LLP, April 2021

\*Unweighted aggregations

The total crime risk index in the PMA and SMA are moderately above the nation. Like the Subject, the vast majority of the comparable properties do not offer security features. The comparables that do not offer security features report low vacancy and strong performance. Thus, a lack of security features does not appear to impact the marketability of multifamily properties in the area. We believe the Subject will be competitive without security features and the lack of security features are market-oriented.

**Access and Traffic Flow:**

The Subject site will have access along Mathis Road. Mathis Road is a moderately trafficked road that extends north/south and provides access to By-pass 72 NW less than a quarter mile south of the Subject site. By-Pass 72 NW extends west into outlying Greenwood and towards Abbeville to the west. It extends east providing access to other highways connecting Greenwood and serves as a bypass for the city before extending west towards Columbia. Overall, access and traffic flow are considered good.

**Positive/Negative Attributes:**

The Subject will have excellent access to area retail and community services in Greenwood, nearly all of which are within less than 0.5 miles of the Subject site. The Subject's proximity to the mobile homes in fair condition north of the Subject could be considered a negative attribute. However, they do not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and our observations during the site inspection. We did not observe any other potential negative attributes pertaining to the Subject site during our site inspection.

## **C. MARKET AREA**

**PRIMARY MARKET AREA**

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

The Subject is a proposed 48-unit development to be constructed in Greenwood, South Carolina. The PMA is defined as State Route 246 to the north, State Route 246 and State Route 248 to the east, State Route 67 to the south, and Beulah Church Road and County Road S-1-61 to the west. The Subject will be located in the northern portion of the city of Greenwood and will be easily accessible from areas throughout the city and immediately surrounding areas. As such, we anticipate the Subject will be able to draw from approximately a 15-minute drive time of the site. Based on interviews with local property managers, most of the tenants will originate from Greenwood and immediately surrounding areas. Therefore, we anticipate that the majority of the Subject’s tenants will come from within the boundaries of the PMA. Approximate distances to the farthest boundaries of the PMA in each direction are as follows:

- North: 6 miles
- East: 10 miles
- South: 10 miles
- West: 5 miles

The PMA includes all or part of the following census tracts:

Census Tracts			
45001950400	45047970201	45047970400	45047970800
45001950500	45047970202	45047970500	45047970900
45047970101	45047970301	45047970600	45047971000
45047970102	45047970302	45047970702	45047970701

The primary market area has been identified based upon conversations with management at market rate and LIHTC properties in the area as well as other market participants in addition to demographic characteristics of census tracts within the area. Although we believe that neighborhood characteristics and geographic/infrastructure barriers are typically the best indicators of PMA boundaries, we have also examined demographic characteristics of census tracts in and around the Greenwood area in an effort to better identify the Subject’s PMA. It is important to note however that we do not base our PMA determinations on census tract information alone as these boundaries are rarely known to the average person.

As per SCSHFDA guidelines, we have provided a table that illustrates the racial characteristics of the PMA, as well as data for the SMA.

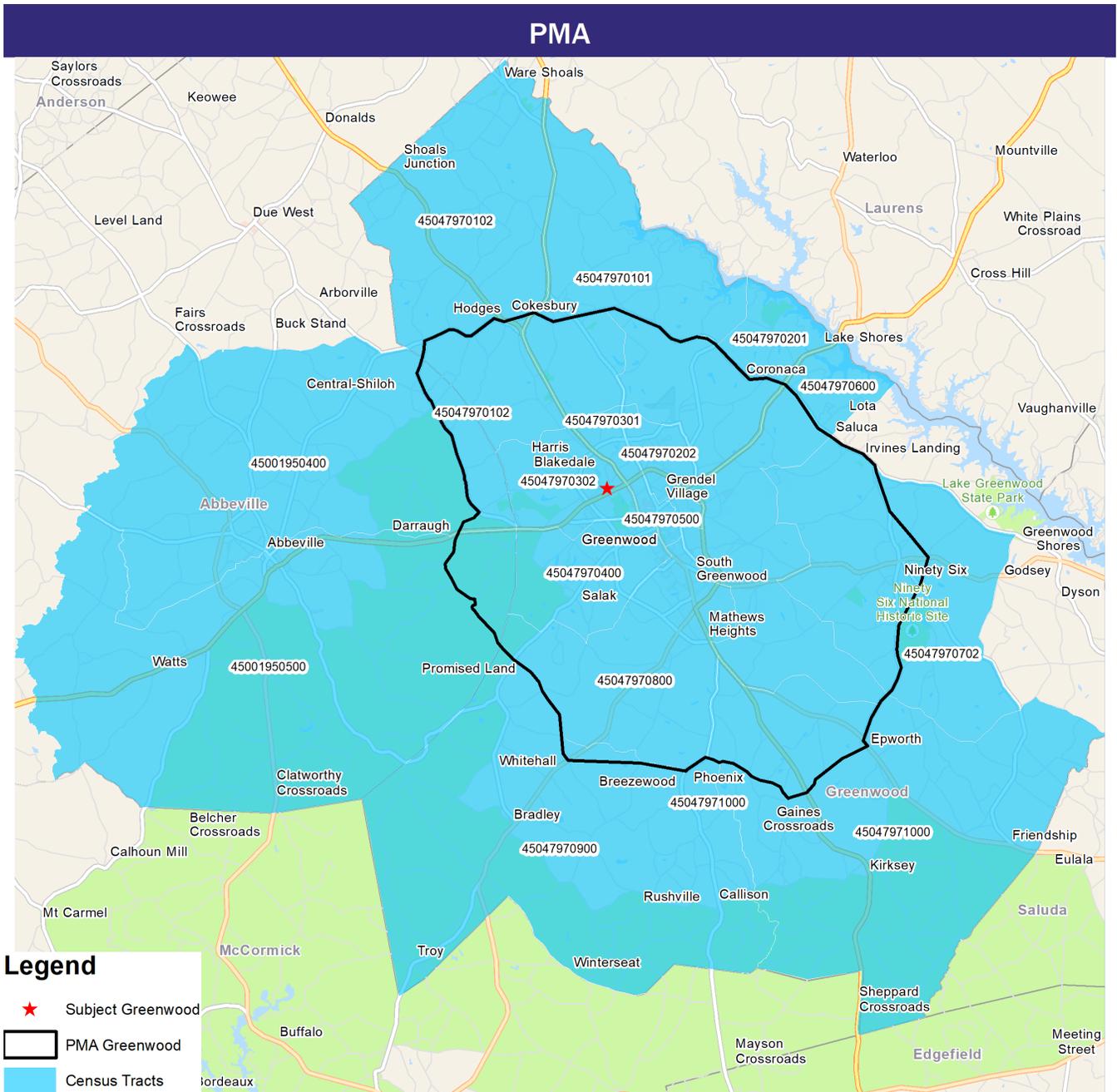
2010 POPULATION BY RACE

	PMA		SMA		USA	
<b>Total</b>	<b>56,402</b>	-	<b>95,078</b>	-	<b>308,745,538</b>	-
White	33,753	59.8%	61,474	64.7%	223,553,265	72.4%
Black	18,975	33.6%	29,033	30.5%	38,929,319	12.6%
American Indian	165	0.3%	256	0.3%	2,932,248	0.9%
Asian	536	1.0%	647	0.7%	14,674,252	4.8%
Pacific	21	0.0%	30	0.0%	540,013	0.2%
Other	2,277	4.0%	2,528	2.7%	19,107,368	6.2%
Two or More Races	675	1.2%	1,110	1.2%	9,009,073	2.9%
<b>Total Hispanic</b>	<b>3,543</b>	-	<b>4,044</b>	-	<b>50,477,594</b>	-
Hispanic: White	989	27.9%	1,201	29.7%	26,735,713	53.0%
Hispanic: Black	116	3.3%	145	3.6%	1,243,471	2.5%
Hispanic: American Indian	54	1.5%	58	1.4%	685,150	1.4%
Hispanic: Asian	4	0.1%	4	0.1%	209,128	0.4%
Hispanic: Pacific	14	0.4%	14	0.3%	58,437	0.1%
Hispanic: Other	2,206	62.3%	2,419	59.8%	18,503,103	36.7%
Hispanic: Two or More Races	159	4.5%	203	5.0%	3,042,592	6.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, February 2020

Per SCSHFDA guidelines, we have not accounted for leakage and have assumed 100 percent of demand will come from within the PMA boundaries.

The following map outlines the PMA and identifies the census tracts included within these boundaries.

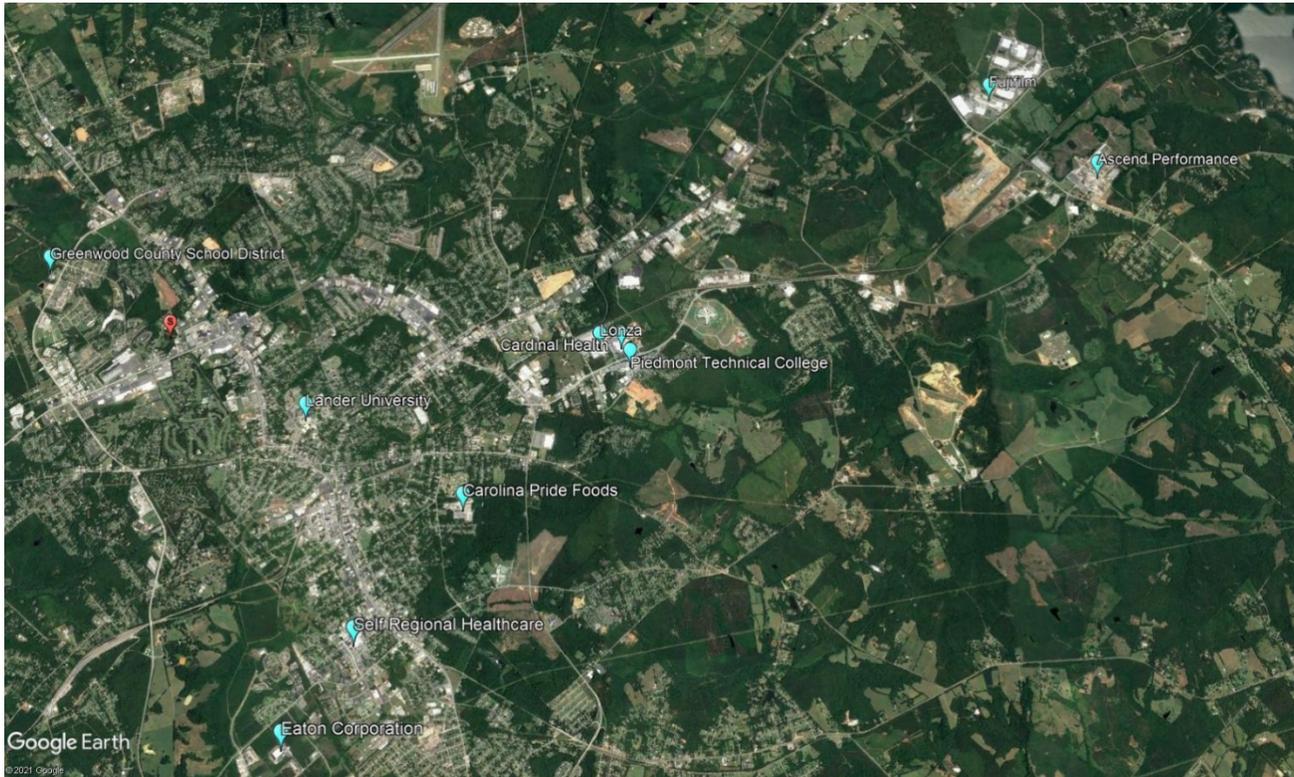


## **D. MARKET AREA ECONOMY**

## REGIONAL AND LOCAL ECONOMIC OVERVIEW

### Map of Employment Centers

The following map illustrates the Subject's location compared to major employment centers in the surrounding areas.



Source: Google Earth, April 2021

## Employment by Industry

The following table illustrates employment by industry for the PMA as of 2020.

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Manufacturing	5,718	24.1%	15,550,554	10.6%
Healthcare/Social Assistance	4,433	18.7%	22,313,586	15.1%
Retail Trade	2,478	10.4%	14,356,334	9.7%
Educational Services	2,167	9.1%	14,320,448	9.7%
Accommodation/Food Services	1,383	5.8%	8,202,612	5.6%
Other Services	1,132	4.8%	6,772,309	4.6%
Construction	1,068	4.5%	10,829,187	7.4%
Prof/Scientific/Tech Services	958	4.0%	12,049,828	8.2%
Transportation/Warehousing	888	3.7%	6,959,787	4.7%
Public Administration	725	3.1%	7,071,492	4.8%
Admin/Support/Waste Mgmt Svcs	704	3.0%	5,786,624	3.9%
Finance/Insurance	608	2.6%	7,169,665	4.9%
Wholesale Trade	559	2.4%	3,744,789	2.5%
Agric/Forestry/Fishing/Hunting	318	1.3%	1,852,333	1.3%
Information	218	0.9%	2,723,217	1.8%
Real Estate/Rental/Leasing	204	0.9%	3,082,197	2.1%
Arts/Entertainment/Recreation	103	0.4%	2,329,497	1.6%
Utilities	100	0.4%	1,274,383	0.9%
Mining	4	0.0%	729,605	0.5%
Mgmt of Companies/Enterprises	0	0.0%	210,175	0.1%
<b>Total Employment</b>	<b>23,768</b>	<b>100.0%</b>	<b>147,328,622</b>	<b>100.0%</b>

Source: Esri Demographics 2020, Novogradac Consulting LLP, April 2021

The largest industries in the PMA are manufacturing, healthcare/social assistance, and retail trade, which collectively comprise 53.2 percent of local employment. The percentage of manufacturing jobs in the PMA is significantly larger than that of the nation. The largest share of PMA employment in manufacturing and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. This has been evident during the COVID-19 pandemic. The manufacturing industry has experienced a negative impact to demand, production, and revenues over the past several months. Many manufacturing jobs are on-site and cannot be carried out remotely. Additionally, slowed economic activity as a result of the shutdown has reduced demand for industrial products in the United States and globally. Due to the COVID-19 pandemic, retail spending has decreased significantly and a majority of retailers are suffering as a result of the shutdown. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The healthcare industry is also over represented in the PMA; industries under-represented in the PMA include construction, professional/scientific and tech services, public administration, and finance/insurance. As discussed later in this section and confirmed by the chart on the following page, the manufacturing industry has been affected by structural changes and employment declines both regionally and nationwide.

The following table illustrates the changes in employment by industry from 2000 to 2020, in the Subject's PMA.

2010-2020 CHANGE IN EMPLOYMENT - PMA

Industry	2010		2020		2010-2020	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent Change
Manufacturing	4,099	23.6%	5,718	24.1%	1,619	3.9%
Healthcare/Social Assistance	2,723	15.7%	4,433	18.7%	1,710	6.3%
Retail Trade	1,860	10.7%	2,478	10.4%	618	3.3%
Educational Services	1,722	9.9%	2,167	9.1%	445	2.6%
Accommodation/Food Services	976	5.6%	1,383	5.8%	407	4.2%
Other Services	762	4.4%	1,132	4.8%	370	4.9%
Construction	1,352	7.8%	1,068	4.5%	-284	-2.1%
Prof/Scientific/Tech Services	515	3.0%	958	4.0%	443	8.6%
Transportation/Warehousing	385	2.2%	888	3.7%	503	13.1%
Public Administration	749	4.3%	725	3.1%	-24	-0.3%
Admin/Support/Waste Mgmt Svcs	466	2.7%	704	3.0%	238	5.1%
Finance/Insurance	463	2.7%	608	2.6%	145	3.1%
Wholesale Trade	282	1.6%	559	2.4%	277	9.8%
Agric/Forestry/Fishing/Hunting	131	0.8%	318	1.3%	187	14.3%
Information	239	1.4%	218	0.9%	-21	-0.9%
Real Estate/Rental/Leasing	176	1.0%	204	0.9%	28	1.6%
Arts/Entertainment/Recreation	222	1.3%	103	0.4%	-119	-5.4%
Utilities	196	1.1%	100	0.4%	-96	-4.9%
Mining	17	0.1%	4	0.0%	-13	-7.6%
Mgmt of Companies/Enterprises	51	0.3%	0	0.0%	-51	-10.0%
<b>Total Employment</b>	<b>17,386</b>	<b>100.0%</b>	<b>23,768</b>	<b>100.0%</b>	<b>6,382</b>	<b>3.7%</b>

Source: Esri Demographics 2020, Novogradac Consulting LLP, April 2021

Total employment in the PMA increased at an annualized rate of 3.7 percent between 2010 and 2020. The industries which expanded most substantially during this period include healthcare/social assistance, manufacturing, and retail trade. Conversely, the construction, arts/entertainment/recreation, and management of companies/enterprises sectors experienced the greatest contraction. Changes and shifts in the manufacturing sector are discussed below. The healthcare/social assistance industry is less susceptible to economic downturns. However, the manufacturing and retail trade industries are historically volatile during economic recessions. Due to the sudden impact of the COVID-19 pandemic, the regional economy has been significantly affected and the near-term employment growth is unclear at this time.

### Manufacturing Sector Trends

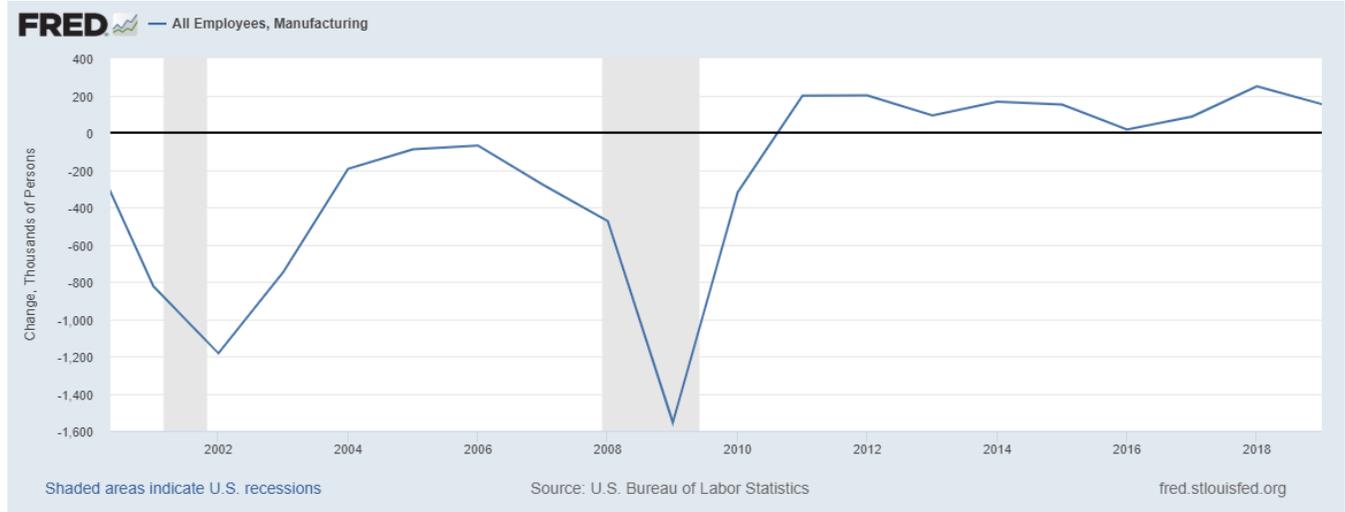
In recent years, manufacturing in the U.S. has grown at a faster rate than the overall economy, a rarity with respect to recent declines in national manufacturing. Unfortunately, U.S. manufacturing has struggled with the onset of globalization and increased foreign manufacturing. Prior to the rapid expansion and refinement of technological capabilities in the late 1990s and the accelerated pace of globalization that accompanied it, foreign countries enjoyed a comparative advantage in manufacturing by leveraging their low labor costs. However, as global markets have become more integrated over time, the foreign labor cost advantage has minimized significantly. Furthermore, the U.S. enjoys relatively low costs of capital, raw materials, and transportation.

U.S. manufacturing output growth is expected to increase modestly through 2021. The Manufacturers Alliance for Productivity and Innovation (MAPI), a non-profit organization that produces research and projections for the manufacturing industry, publishes periodic economic forecasts. According to their March 2018 publication, U.S. manufacturing is expected to grow at an average of 2.8 percent through 2021.

Although recent employment growth in the U.S. manufacturing sector bodes well for the SMA, the manufacturing sector is still not quite as strong as in the past. With manufacturing accounting for close to 10

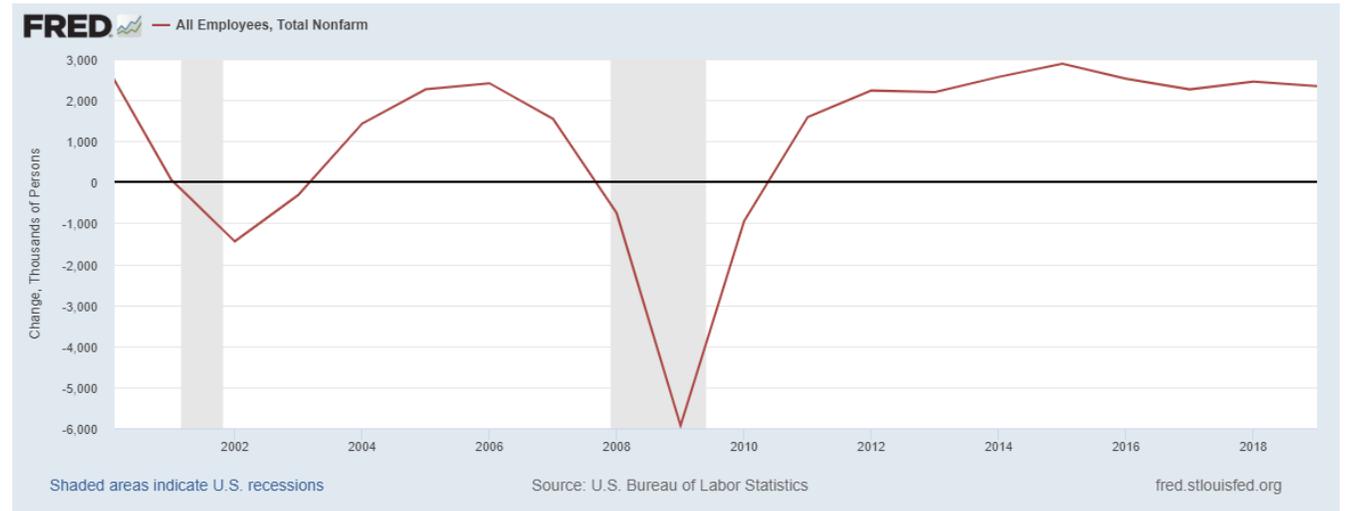
percent of the U.S. economy and as a major source of employment for the SMA manufacturing employment should continue to be monitored closely.

The following graphs details total employment trends in both manufacturing and all industries (non-farm) in the nation since 2000.



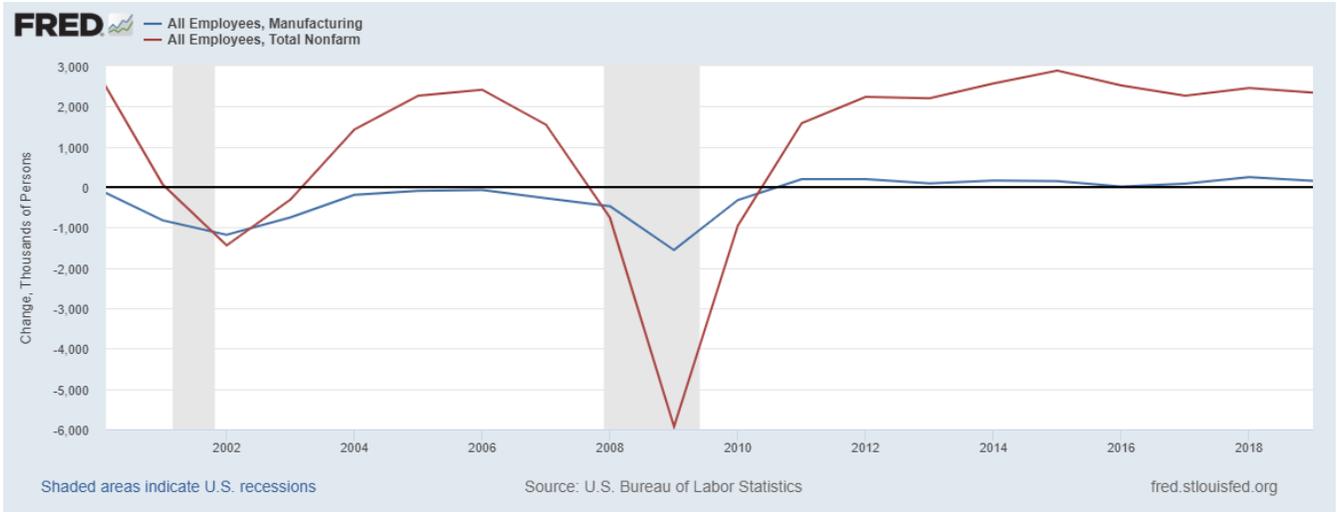
Source: Federal Reserve Bank of St. Louis, 1/2020.

Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.



Source: Federal Reserve Bank of St. Louis, 1/2020.

Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.

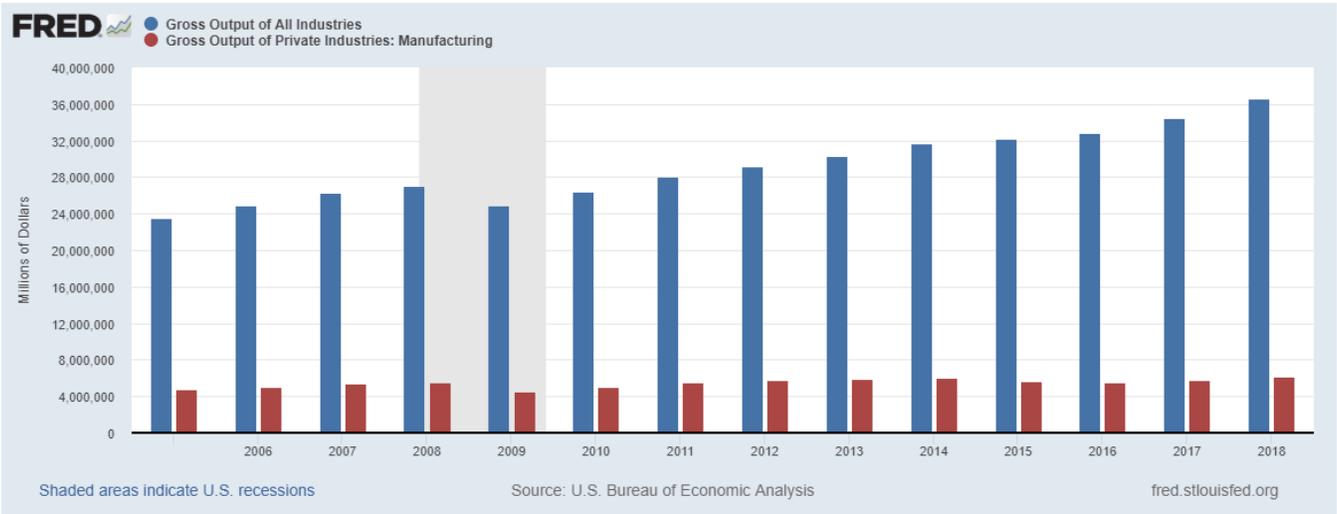


Source: Federal Reserve Bank of St. Louis, 1/2020.

Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.

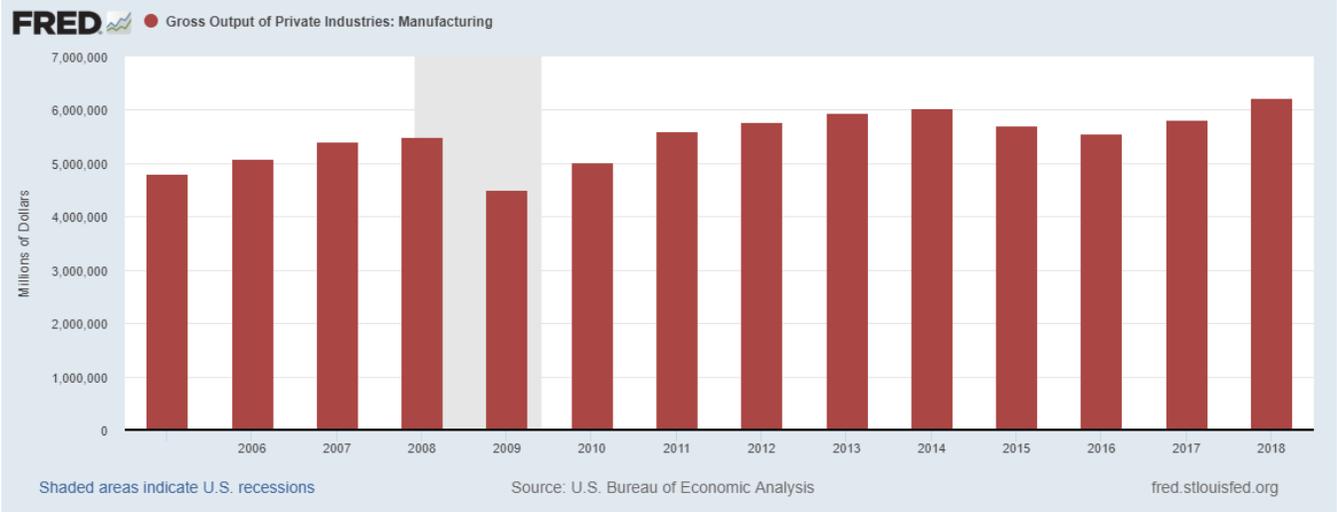
Total employment in the manufacturing sector, as well as the overall non-farm industry sector, declined from 2007 to 2009. Due to the most recent recession, all non-farm industries in the nation, including manufacturing, experienced significant loss. Since the most recent recession, total employment in non-farm industries has steadily increased, though the manufacturing sector has experienced a slower recovery than other non-farm industries.

The following charts illustrate U.S. manufacturing gross output compared to that across all industries since 2005.



Source: Federal Reserve Bank of St. Louis, 1/2020.

Note: Shaded area indicates U.S. recessions.



Source: Federal Reserve Bank of St. Louis, 1/2020.  
 Note: Shaded area indicates U.S. recessions.

As illustrated by the previous graphs, manufacturing constitutes approximately 17 percent of the gross output of all private industries and experienced five years of consistent growth starting in 2009. Manufacturing output also surpassed pre-recessionary output levels in 2011, three years following the most recent national recession. However, manufacturing output decreased for both 2015 and 2016.

While the rebound in manufacturing output is noteworthy, this has not necessarily turned into job creation for the national economy. Since the most recent recession, job creation in the manufacturing sector continues to lag the overall economy. According to a November 18, 2016 article published by the *MIT Technology Review*, automation in the manufacturing sector has curtailed employment growth- a trend that is likely to continue through the coming years. As illustrated in the following graph, national employment in the manufacturing sector has been steadily declining since the 1980s, while production has increased. Overall, the Greenwood area has experienced a 3.9 percent growth in employment from 2010 to 2020. However, we believe it is reasonable to assume that the Greenwood area, similar to the rest of the nation, could be negatively impacted by automation in the manufacturing sector, leading to a decline in manufacturing employment.

### Major Employers

The following table details major employers in Greenwood County.

#### MAJOR EMPLOYERS GREENWOOD COUNTY, SOUTH CAROLINA

Employer Name	Industry	# Of Employees
Self Regional Healthcare	Healthcare/Social Assistance	2,636
South Carolina State Government	Public Administration	1,728
Greenwood County School Districts	Educational Services	1,478
Fujifilm	Retail Trade	1,000
Carolina Pride Foods	Agric/Forestry/Fishing/Hunting	925
Lonza	Healthcare/Social Assistance	605
Lander University	Educational Services	558
Piedmont Technical College	Educational Services	525
Cardinal Health	Healthcare/Social Assistance	500
<b>Totals</b>		<b>9,955</b>

Source: Upstate SC Alliance, April 2021.

The major employers in Greenwood County are in sectors including healthcare, public administration, and education. Healthcare and education are historically stable industries. The diverse industries represented in Greenwood County's major employers provide stability to the local economy.

### **Expansions/Contractions**

According to SC.gov, Upstate SC Alliance, and local news articles, the following businesses have announced expansions or relocated to Greenwood County since 2018.

- On February 2, 2021, Upstate SC Alliance highlighted that Lonza, a world leading supplier to the pharmaceutical, biotech and nutrition markets, announced plans to expand operations in Greenwood County. The \$53.7 million investment will create 30 new jobs over the next five years.
- A June 24, 2020 article published by Area Development announced that Power Pool Plus, an industrial generator manufacturer, contract steel fabricator and generator service provider, plans to establish operations in Greenwood County, South Carolina. The company's \$1.5 million investment is projected to create 21 new jobs.
- An SC.gov article dated June 18, 2020 announced that VELUX Greenwood, LLC (VELUX), a world leader in skylights and roof window manufacturing, is planning to expand operations in Greenwood County. The company is investing \$26 million into the expansion.
- Eaton, a global leader in power management technologies and services, announced on June 17, 2020 plans to expand operations in Greenwood County. Eaton's investment will create 30 new jobs.
- A January 23, 2019 article published by Trade & Industry Development announced that Ascend Performance Materials (Ascend), a global provider of high-quality fibers, chemicals and plastics, is expanding its Greenwood County operations. To accommodate the company's continued growth, Ascend is investing \$35.2 million, creating 30 new jobs.
- The South Carolina Economic Developers' Association announced on April 5, 2019 that Greenwood Fabricating and Plating revealed plans to expand its existing Greenwood County manufacturing operations. The company's \$17.1 million investment is projected to create an additional 31 new jobs.
- A July, 2, 2018 article published by the South Carolina Department of Commerce announced that FUJIFILM Manufacturing USA, Inc., one of the strategic manufacturing locations for Tokyo-based FUJIFILM Corporation, revealed plans to expand its existing operations in Greenwood County. The company's \$3.9 million investment is projected to create 67 new jobs.

As detailed above, there have been several announcements regarding business expansion in the manufacturing sector, which helps to offset the manufacturing job losses highlighted below.

### **WARN Notices**

According to South Carolina Works, there have been two Worker Adjustment and Retraining Notification (WARN) notices issued in Greenwood County, South Carolina since 2018. The following table illustrates the employment contractions from January 2018 through 2021 year-to-date.

**WARN LISTINGS**  
**GREENWOOD COUNTY, SOUTH CAROLINA 2018-2021 YTD**

Company	Industry	Employees Affected	Layoff Date
Mayville Engineering Company	Manufacturing	165	7/6/2020
SYKES	Prof/Scientific/Tech Services	<u>213</u>	9/13/2018
<b>Total</b>		<b>378</b>	

Source: SC Works, April 2021.

As illustrated in the above table, there have been approximately 378 employees in the area impacted by layoffs or closures since 2018. However, as previously noted, recent employment expansions counteract these contractions.

The local employment and unemployment data reflect significant economic losses as a result of the COVID-19 pandemic. We expect significant employment losses will continue in the market, particularly those in volatile industries including retail trade and manufacturing. Despite these job losses that have been reported, the country as a whole has experienced some job creation after the onset of the COVID-19 pandemic.

**Employment and Unemployment Trends**

The following table details employment and unemployment trends for the SMA from 2005 to 2021 (through February).

**EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

Year	Greenwood, SC Micropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2005	40,519	-	9.4%	-	141,730,000	-	5.1%	-
2006	40,683	0.4%	8.7%	-0.7%	144,427,000	1.9%	4.6%	-0.5%
2007	39,750	-2.3%	7.7%	-1.0%	146,047,000	1.1%	4.6%	0.0%
2008	38,825	-2.3%	8.3%	0.5%	145,363,000	-0.5%	5.8%	1.2%
2009	36,954	-4.8%	13.2%	4.9%	139,878,000	-3.8%	9.3%	3.5%
2010	37,793	2.3%	12.5%	-0.7%	139,064,000	-0.6%	9.6%	0.3%
2011	38,066	0.7%	11.5%	-1.0%	139,869,000	0.6%	9.0%	-0.7%
2012	38,489	1.1%	10.1%	-1.4%	142,469,000	1.9%	8.1%	-0.9%
2013	38,569	0.2%	8.6%	-1.4%	143,929,000	1.0%	7.4%	-0.7%
2014	39,312	1.9%	6.9%	-1.7%	146,305,000	1.7%	6.2%	-1.2%
2015	38,924	-1.0%	6.4%	-0.5%	148,833,000	1.7%	5.3%	-0.9%
2016	39,373	1.2%	5.1%	-1.3%	151,436,000	1.7%	4.9%	-0.4%
2017	38,669	-1.8%	4.5%	-0.7%	153,337,000	1.3%	4.4%	-0.5%
2018	39,234	1.5%	3.7%	-0.8%	155,761,000	1.6%	3.9%	-0.4%
2019	40,100	2.2%	3.0%	-0.7%	157,538,000	1.1%	3.7%	-0.2%
2020	39,069	-2.6%	6.4%	3.4%	147,795,000	-6.2%	8.1%	4.4%
2021 YTD Average*	39,048	-0.1%	5.8%	-0.6%	149,466,000	1.1%	6.5%	-1.6%
Feb-2020	40,246	-	3.4%	-	158,017,000	-	3.8%	-
Feb-2021	39,349	-2.2%	5.7%	2.3%	149,522,000	-5.4%	6.6%	2.8%

Source: U.S. Bureau of Labor Statistics, April 2021

\*2021 data is through February

Total employment in the SMA contracted in the years preceding the national recession, likely due to the manufacturing sector serving as a leading indicator of the recession to come, with annual employment declines in 2007 through 2009. The effects of the recession were particularly pronounced in the SMA, which experienced a 9.4 percent contraction in employment (2007-2009), well above the 4.9 percent contraction reported by the nation as a whole (2008-2010). However, SMA employment increased at a moderate rate in 2010 while the nation continued to experience job losses. Since 2012, average employment growth in the SMA trailed the nation in all but two years. Due to the COVID-19 pandemic, employment totals in the 12-month period prior to February 2021 saw a decrease of 2.2 percent compared to 5.4 percent experienced by the

nation over the same length of time. Employment growth is expected to be limited in the coming months as a result of the COVID-19 pandemic. South Carolina began reopening its restaurants, gyms, and other indoor venues as of October 2020, however, return to full economic potential is unlikely while the global health crisis continues.

The SMA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the SMA, which experienced a 5.4 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the SMA generally experienced a higher unemployment rate compared to the overall nation. As a result of the COVID-19 pandemic and stay-at-home orders record national unemployment claims began in March 2020 and will likely continue in the near future. We anticipate the unemployment rate in the SMA will remain elevated in the coming months.

### Housing and Economy

There are eight LIHTC (without subsidy) properties and eight subsidized properties in the PMA. Given the very low vacancy rates and presence of waiting lists among the LIHTC comparables, the availability of housing for low to very low-income renters is considered limited. The state of the economy has affected both the multifamily rental and the single-family home market in the PMA.

According to RealtyTrac’s March 2021 estimates, the city of Greenwood experienced a low foreclosure rate of one in every 12,254 housing units. Greenwood County experienced a higher foreclosure rate of once in every 10,432 in March 2021. The state of South Carolina had a higher a foreclosure rate of one in every 6,945, which is a higher rate than that of the city of Greenwood and Greenwood County.

### Commuting Patterns

The following table details travel time to work for residents within the PMA as of 2021. The PMA has a weighted average travel time is 36 minutes. Approximately 75.7 percent of households within the PMA have commute times of less than 25 minutes.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	1,032	4.5%
Travel Time 5-9 min	3,731	16.2%
Travel Time 10-14 min	5,326	23.2%
Travel Time 15-19 min	4,695	20.4%
Travel Time 20-24 min	2,629	11.4%
Travel Time 25-29 min	1,021	4.4%
Travel Time 30-34 min	1,013	4.4%
Travel Time 35-39 min	319	1.4%
Travel Time 40-44 min	434	1.9%
Travel Time 45-59 min	1,214	5.3%
Travel Time 60-89 min	1,214	5.3%
Travel Time 90+ min	344	1.5%
<b>Weighted Average</b>	<b>36 minutes</b>	

Source: US Census 2020, Novogradac Consulting LLP, April 2021

### CONCLUSION

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and retail trade industries, which collectively comprise 53.2 percent of local employment. The large share of PMA employment in manufacturing and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. This has been evident during the COVID-19 pandemic. The manufacturing

industry has experienced a negative impact to demand, production, and revenues over the past several months. Many manufacturing jobs are on-site and cannot be carried out remotely. Additionally, slowed economic activity as a result of the shutdown has reduced demand for industrial products in the United States and globally. Due to the COVID-19 pandemic, retail spending has decreased significantly and a majority of retailers are suffering as a result of the shutdown. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, healthcare/social assistance, and retail trade industries. Conversely, the PMA is underrepresented in the construction, professional/scientific and tech services, public administration, and finance/insurance.

Total employment in the SMA contracted in the years preceding the national recession, likely due to the manufacturing sector serving as a leading indicator of the recession to come, with annual employment declines in 2007 through 2009. The effects of the recession were particularly pronounced in the SMA, which experienced a 9.4 percent contraction in employment growth (2007-2009), well above the 4.9 percent contraction reported by the nation as a whole (2008-2010). However, SMA employment increased at a moderate rate in 2010 while the nation continued to experience job losses. Since 2012, average employment growth in the SMA trailed the nation in all but two years. Due to the COVID-19 pandemic, employment totals in the 12-month period prior to February 2021 saw a decrease of 2.2 percent compared to 5.4 percent experienced by the nation over the same length of time. Employment growth is expected to be limited in the coming months as a result of the COVID-19 pandemic. South Carolina began reopening its restaurants, gyms, and other indoor venues as of October 2020, however, return to full economic potential is unlikely while the global health crisis continues.

The SMA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the SMA, which experienced a 5.4 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the SMA generally experienced a higher unemployment rate compared to the overall nation. As a result of the COVID-19 pandemic and stay-at-home orders record national unemployment claims began in March 2020 and will likely continue in the near future. We anticipate the unemployment rate in the SMA will remain elevated in the coming months.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on health care systems. Consequently, over the past twelve months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through twelve months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area but a return to full economic potential is unlikely while the global health crisis continues. We believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic. The Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.

# **E. COMMUNITY DEMOGRAPHIC DATA**

## COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Greenwood County, SC, which serves as the Secondary Market Area, are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA, SMA, and nation.

### Population Trends

The following tables illustrate (a) Total Population and (b) Population by Age Group, and (c) Population Growth Rate.

#### POPULATION

Year	PMA		Greenwood, SC Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	44,031	-	95,421	-	280,304,282	-
2010	56,403	2.8%	95,078	0.0%	308,745,538	1.0%
2020	58,334	0.3%	98,046	0.3%	333,793,107	0.8%
Projected Mkt Entry April 2023	58,953	0.4%	98,976	0.3%	340,518,603	0.7%
2025	59,460	0.4%	99,736	0.3%	346,021,282	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

#### POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2020	Projected Mkt Entry April 2023	2025
0-4	2,982	4,029	3,755	3,771	3,784
5-9	3,153	3,558	3,806	3,758	3,718
10-14	3,137	3,665	3,752	3,832	3,898
15-19	3,398	4,386	3,878	4,097	4,276
20-24	3,294	4,406	3,891	3,796	3,718
25-29	2,928	3,762	4,104	3,885	3,705
30-34	3,065	3,397	4,116	3,950	3,814
35-39	3,082	3,413	3,625	3,830	3,997
40-44	3,191	3,657	3,278	3,441	3,574
45-49	2,959	3,768	3,398	3,342	3,297
50-54	2,746	3,597	3,514	3,436	3,372
55-59	2,284	3,315	3,597	3,511	3,441
60-64	1,836	3,067	3,280	3,410	3,517
65-69	1,659	2,382	3,076	3,122	3,160
70-74	1,557	1,830	2,542	2,692	2,815
75-79	1,253	1,644	1,836	2,074	2,268
80-84	861	1,279	1,334	1,431	1,510
85+	646	1,248	1,552	1,576	1,595
<b>Total</b>	<b>44,031</b>	<b>56,403</b>	<b>58,334</b>	<b>58,953</b>	<b>59,459</b>

Source: Esri Demographics 2020, Novogradac Consulting LLP, April 2021

The total population in the PMA increased at an annual rate of 0.3 percent from 2010 to 2020, a rate similar to the SMA and below the nation. The population in the PMA is expected to continue to increase through the projected market entry date and 2023 at 0.4 percent per annum, a rate that will slightly outpace the SMA and lag the nation.

The population in the PMA in 2020 was concentrated slightly more heavily in the age groups of 20 to 34, which combined represent 20.8 percent of the total population in the PMA. This is in part due to the presence of Lander University and Piedmont Technical College. In addition, young singles, couples and families are within these age ranges. Through market entry these age groups will be among the highest representation in the PMA. Growth in these age cohorts bodes well for the Subject.

## HOUSEHOLD TRENDS

### Total Number of Households, Average Household Size, and Group Quarters

#### HOUSEHOLDS

Year	PMA		Greenwood, SC Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	17,079	-	37,038	-	105,081,032	-
2010	22,141	3.0%	37,499	0.1%	116,716,293	1.1%
2020	23,110	0.4%	38,998	0.4%	126,083,847	0.8%
Projected Mkt Entry April 2023	23,408	0.5%	39,409	0.4%	128,599,901	0.7%
2025	23,652	0.5%	39,745	0.4%	130,658,491	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

#### AVERAGE HOUSEHOLD SIZE

Year	PMA		Greenwood, SC Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.49	-	2.51	-	2.59	-
2010	2.47	-0.1%	2.46	-0.2%	2.57	-0.1%
2020	2.41	-0.2%	2.42	-0.2%	2.58	0.0%
Projected Mkt Entry April 2023	2.41	-0.1%	2.42	0.0%	2.58	0.0%
2025	2.41	-0.1%	2.42	0.0%	2.59	0.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

#### POPULATION IN GROUP QUARTERS

Year	PMA		Greenwood, SC Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	1,549	-	2,504	-	7,651,876	-
2010	1,681	0.9%	2,760	1.0%	8,273,003	0.8%
2020	2,553	5.1%	3,546	2.8%	8,091,273	-0.2%
Projected Mkt Entry April 2023	2,553	0.0%	3,546	0.0%	8,091,273	0.0%
2025	2,553	0.0%	3,546	0.0%	8,091,273	0.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

The total number of households in the PMA increased at 0.4 percent per annum between 2010 and 2020, a similar rate compared to the SMA and a lower rate compared to the nation over the same time period. Through market entry date and 2025, the total number of households in the PMA is expected to increase by 0.5 percent annually, which will slightly outpace the SMA and lag the nation. The average household size in the PMA slightly decreased at a 0.2 percent per annum between 2010 and 2020 a similar rate compared to the SMA and a lower rate compared to the nation. Through market entry date and 2025, the average

household size is expected to decrease by 0.1 percent annually, which is slightly lower than the SMA and the nation. The number of persons in group quarters increased in the PMA between 2010 and 2020. Note that forecasted data for the population in group quarters is not available as growth in this population is more often a result of changes in local facilities rather than macro demographic trends.

### Households by Tenure

The table below depicts household growth by tenure from 2000 through 2025.

#### TENURE PATTERNS PMA

Year	Owner-	Percentage	Renter-	Percentage
	Occupied Units	Owner-Occupied	Occupied Units	Renter-Occupied
2000	11,736	68.7%	5,343	31.3%
2020	13,179	57.0%	9,931	43.0%
Projected Mkt Entry April 2023	13,332	57.0%	10,076	43.0%
2025	13,457	56.9%	10,195	43.1%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in the PMA compared to the nation. This percentage is projected to increase over the next five years. The large percentage of renter-occupied residences in the PMA bodes well for the Subject.

### Household Income Distribution

The following table depicts household income in the PMA from 2020 to 2025.

#### HOUSEHOLD INCOME PMA

Income Cohort	PMA					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,439	10.6%	2,253	9.5%	-37	-1.5%
\$10,000-19,999	2,917	12.6%	2,642	11.2%	-55	-1.9%
\$20,000-29,999	3,307	14.3%	2,923	12.4%	-77	-2.3%
\$30,000-39,999	2,596	11.2%	2,665	11.3%	14	0.5%
\$40,000-49,999	2,002	8.7%	2,069	8.7%	13	0.7%
\$50,000-59,999	1,620	7.0%	1,629	6.9%	2	0.1%
\$60,000-74,999	1,965	8.5%	1,999	8.5%	7	0.3%
\$75,000-99,999	2,324	10.1%	2,422	10.2%	20	0.8%
\$100,000-124,999	1,506	6.5%	1,734	7.3%	46	3.0%
\$125,000-149,999	800	3.5%	1,118	4.7%	64	8.0%
\$150,000-199,999	801	3.5%	984	4.2%	37	4.6%
\$200,000+	833	3.6%	1,214	5.1%	76	9.1%
<b>Total</b>	<b>23,110</b>	<b>100.0%</b>	<b>23,652</b>	<b>100.0%</b>		

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2021

The Subject will target households earning between \$7,989 and \$41,100. As the table above depicts, approximately 48.7 percent of households in the PMA earned between \$0 and \$39,999 in 2020. Most of the households within these income cohorts will provide support for the Subject.

## Renter Household Income Distribution

The following tables depict renter household incomes in the PMA in 2020, market entry, and 2025.

**RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA**

Income Cohort	2020		Projected Mkt Entry April 2023		2025	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	1,846	18.6%	1,803	17.9%	1,767	17.3%
\$10,000-19,999	1,754	17.7%	1,680	16.7%	1,619	15.9%
\$20,000-29,999	1,774	17.9%	1,696	16.8%	1,633	16.0%
\$30,000-39,999	1,240	12.5%	1,261	12.5%	1,278	12.5%
\$40,000-49,999	913	9.2%	941	9.3%	964	9.5%
\$50,000-59,999	551	5.5%	581	5.8%	605	5.9%
\$60,000-74,999	555	5.6%	590	5.9%	618	6.1%
\$75,000-99,999	471	4.7%	496	4.9%	517	5.1%
\$100,000-124,999	270	2.7%	314	3.1%	350	3.4%
\$125,000-149,999	175	1.8%	224	2.2%	264	2.6%
\$150,000-199,999	132	1.3%	160	1.6%	182	1.8%
\$200,000+	250	2.5%	331	3.3%	398	3.9%
<b>Total</b>	<b>9,931</b>	<b>100.0%</b>	<b>10,076</b>	<b>100.0%</b>	<b>10,195</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, April 2021

Renter households with incomes between \$0 and \$39,999 represent 66.7 percent of the renter households in the PMA in 2020, and this share is expected to decline slightly through market entry.

## RENTER HOUSEHOLDS BY NUMBER OF PERSONS IN THE HOUSEHOLD

The following table illustrates household size for renter households in the PMA.

**RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA**

Household Size	2020		Projected Mkt Entry April 2023		2025	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	3,660	36.9%	3,731	37.0%	3,789	37.2%
2 Persons	2,363	23.8%	2,384	23.7%	2,401	23.6%
3 Persons	1,863	18.8%	1,892	18.8%	1,916	18.8%
4 Persons	1,145	11.5%	1,162	11.5%	1,175	11.5%
5+ Persons	900	9.1%	908	9.0%	914	9.0%
<b>Total Households</b>	<b>9,931</b>	<b>100%</b>	<b>10,076</b>	<b>100%</b>	<b>10,195</b>	<b>100%</b>

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, April 2021

Approximately 79.5 percent of renter households resided in a one to three-plus-person household in the PMA in 2020. Over the next five years, this percentage is projected to remain generally stable.

## CONCLUSION

The total population in the PMA increased at an annual rate of 0.3 percent from 2010 to 2020, a rate similar to the SMA and below the nation. The population in the PMA is expected to continue to increase through the market entry date and 2025 at 0.4 percent per annum, a rate that will slightly outpace the SMA and lag the nation. The total number of households in the PMA increased at 0.4 percent per annum between 2010 and 2020, a similar rate compared to the SMA and a lower rate compared to the nation over the same time period. Through market entry and 2025, the percentage of renter households is expected to remain generally stable with a steady increase in the number of renter-occupied households. Renter households with incomes between \$0 and \$39,999 represent 66.7 percent of the renter households in the PMA in 2020, and this

share is expected to decline slightly through market entry. Most of these households would income-qualify at the Subject.

# **F. PROJECT-SPECIFIC DEMAND ANALYSIS**

## PROJECT SPECIFIC DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by SCSHFDA.

### 1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (AMI), adjusted for household size and utilities. South Carolina State Housing Finance and Development Agency (SCSHFDA) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum gross rent a family household will pay is 35 percent of its household income at the appropriate AMI level and the maximum gross rent a senior household will pay is 40 percent of its household income at the appropriate AMI level.

According to SCSHFDA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, for one-bedroom units we assume the average income limits of a one- and two-person household and for three-bedroom units we assume the average income limits for a four- and five-person household. This applies to family projects. For elderly projects, we have used a maximum income based on two-person households.

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Business Information Solutions to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from Novogradac & Company’s website.

### 2. Affordability

As discussed above, the maximum income for LIHTC units is set by SCSHFDA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. SCSHFDA guidelines utilize 35 for families and 40 percent for senior households, which we will use to set the minimum income levels for the demand analysis.

### 3. Minimum and Maximum Income Levels

The following tables illustrate the minimum and maximum allowable income levels for the Subject’s units.

FAMILY INCOME LIMITS				
Unit Type	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable
	@20%		@60%	
	Income	Income	Income	Income
1BR	\$7,989	\$10,140	\$19,817	\$30,420
2BR	-	-	\$23,040	\$34,260
3BR	-	-	\$26,606	\$41,100

#### **4. Demand**

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated on the attached table.

##### **4a. Demand from New Renter Households**

The number of new households entering the market is the first level of demand calculated. SCSHFDA has requested that we utilize 2020 as the base year for the analysis, with demographic projections to 2023. This is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure.

##### **4b. Demand from Existing Households**

Demand for existing households is estimated by summing three sources of potential tenants. (a) The first source is tenants who are rent overburdened. These are households who are paying over 35 percent of their income in housing costs for general occupancy housing or over 40 percent of their income in housing costs for elderly housing. This number is estimated using census 2010 or American Community Survey (ACS) data. (b) The second source is households living in substandard housing. This number is estimated using 2000 Census data. (c) The third source is those seniors likely to move from their own homes into rental housing. Data from the American Housing Survey and interviews with area senior apartment property managers regarding the number or share of current renters who originated from homeownership must be used to refine the analysis. The Subject targets family tenancy and is not likely to attract homeowners seeking to downsize into a family rental unit. (d) The fourth potential “Other” source of demand is demand which may exist that is not captured by the above methods, which may be allowed if the factors used can be fully justified.

##### **4c. Additions to Supply**

SCSHFDA guidelines indicate that units in all competing projects that were allocated, under construction, placed in service, or funded in 2020 as well as those units at properties that have not reached a stabilized occupancy of 93 percent should be removed from the demand analysis. There are no such properties in the PMA.

#### **5. Method – Capture Rates**

The above calculations and derived capture rates are illustrated in the following table.

**20% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @20%**

Minimum Income Limit		\$7,989		Maximum Income Limit		\$10,140	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2020 to Prj Mrkt Entry April 2023				Households within Bracket		
\$0-9,999	-43	-29.9%	\$2,010	20.1%	-9		
\$10,000-19,999	-74	-51.1%	\$140	1.4%	-1		
\$20,000-29,999	-78	-53.4%	\$0	0.0%	0		
\$30,000-39,999	21	14.4%	\$0	0.0%	0		
\$40,000-49,999	28	19.3%	\$0	0.0%	0		
\$50,000-59,999	30	20.5%	\$0	0.0%	0		
\$60,000-74,999	35	23.9%	\$0	0.0%	0		
\$75,000-99,999	25	17.4%	\$0	0.0%	0		
\$100,000-124,999	44	30.3%	\$0	0.0%	0		
\$125,000-149,999	49	33.7%	\$0	0.0%	0		
\$150,000-199,999	28	18.9%	\$0	0.0%	0		
\$200,000+	81	56.1%	\$0	0.0%	0		
<b>Total</b>	<b>145</b>	<b>100.0%</b>		<b>-6.7%</b>	<b>-10</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @20%**

Minimum Income Limit		\$7,989		Maximum Income Limit		\$10,140	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	1,846	18.6%	\$2,010	20.1%	371		
\$10,000-19,999	1,754	17.7%	\$140	1.4%	25		
\$20,000-29,999	1,774	17.9%	\$0	0.0%	0		
\$30,000-39,999	1,240	12.5%	\$0	0.0%	0		
\$40,000-49,999	913	9.2%	\$0	0.0%	0		
\$50,000-59,999	551	5.5%	\$0	0.0%	0		
\$60,000-74,999	555	5.6%	\$0	0.0%	0		
\$75,000-99,999	471	4.7%	\$0	0.0%	0		
\$100,000-124,999	270	2.7%	\$0	0.0%	0		
\$125,000-149,999	175	1.8%	\$0	0.0%	0		
\$150,000-199,999	132	1.3%	\$0	0.0%	0		
\$200,000+	250	2.5%	\$0	0.0%	0		
<b>Total</b>	<b>9,931</b>	<b>100.0%</b>		<b>4.0%</b>	<b>396</b>		

**ASSUMPTIONS - @20%**

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Rural		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	80%	20%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	70%	0%	
5+	0%	0%	0%	100%	0%	

**Demand from New Renter Households 2020 to April 2023**

Income Target Population	@20%
New Renter Households PMA	145
Percent Income Qualified	-6.7%
<b>New Renter Income Qualified Households</b>	<b>-10</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@20%
Total Existing Demand	9,931
Income Qualified	4.0%
Income Qualified Renter Households	396
Percent Rent Overburdened Prj Mrkt Entry April 2023	43.5%
<b>Rent Overburdened Households</b>	<b>172</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	396
Percent Living in Substandard Housing	3.3%
<b>Households Living in Substandard Housing</b>	<b>13</b>

**Senior Households Converting from Homeownership**

Income Target Population	@20%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	185
Total New Demand	-10
<b>Total Demand (New Plus Existing Households)</b>	<b>175</b>

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 20 percent of Total Demand?	No

**By Bedroom Demand**

One Person	37.0%	65
Two Persons	23.7%	42
Three Persons	18.8%	33
Four Persons	11.5%	20
Five Persons	9.0%	16
<b>Total</b>	<b>100.0%</b>	<b>175</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	52
Of two-person households in 1BR units	20%	8
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	20%	13
Of two-person households in 2BR units	80%	33
Of three-person households in 2BR units	60%	20
Of four-person households in 2BR units	30%	6
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	13
Of four-person households in 3BR units	70%	14
Of five-person households in 3BR units	100%	16
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>175</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	60	-	0	=	60
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>60</b>		<b>0</b>		<b>60</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	5	/	60	=	8.3%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>5</b>		<b>60</b>		<b>8.3%</b>

**60% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$19,817	Maximum Income Limit		\$41,100
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-43			
\$10,000-19,999	-74	-51.1%	\$182	1.8%	-1
\$20,000-29,999	-78	-53.4%	\$9,999	100.0%	-78
\$30,000-39,999	21	14.4%	\$9,999	100.0%	21
\$40,000-49,999	28	19.3%	\$1,100	11.0%	3
\$50,000-59,999	30	20.5%	\$0	0.0%	0
\$60,000-74,999	35	23.9%	\$0	0.0%	0
\$75,000-99,999	25	17.4%	\$0	0.0%	0
\$100,000-124,999	44	30.3%	\$0	0.0%	0
\$125,000-149,999	49	33.7%	\$0	0.0%	0
\$150,000-199,999	28	18.9%	\$0	0.0%	0
\$200,000+	81	56.1%	\$0	0.0%	0
<b>Total</b>	<b>145</b>	<b>100.0%</b>		<b>-37.8%</b>	<b>-55</b>

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$19,817	Maximum Income Limit		\$41,100
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,846			
\$10,000-19,999	1,754	17.7%	\$182	1.8%	32
\$20,000-29,999	1,774	17.9%	\$9,999	100.0%	1,774
\$30,000-39,999	1,240	12.5%	\$9,999	100.0%	1,240
\$40,000-49,999	913	9.2%	\$1,100	11.0%	100
\$50,000-59,999	551	5.5%	\$0	0.0%	0
\$60,000-74,999	555	5.6%	\$0	0.0%	0
\$75,000-99,999	471	4.7%	\$0	0.0%	0
\$100,000-124,999	270	2.7%	\$0	0.0%	0
\$125,000-149,999	175	1.8%	\$0	0.0%	0
\$150,000-199,999	132	1.3%	\$0	0.0%	0
\$200,000+	250	2.5%	\$0	0.0%	0
<b>Total</b>	<b>9,931</b>	<b>100.0%</b>		<b>31.7%</b>	<b>3,146</b>

**ASSUMPTIONS - @60%**

ASSUMPTIONS - @60%					
Tenancy		Family	% of Income towards Housing		35%
Rural/Urban		Rural	Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	80%	20%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	70%	0%
5+	0%	0%	0%	100%	0%

**Demand from New Renter Households 2020 to April 2023**

Income Target Population	@60%
New Renter Households PMA	145
Percent Income Qualified	-37.8%
<b>New Renter Income Qualified Households</b>	<b>-55</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@60%
Total Existing Demand	9,931
Income Qualified	31.7%
Income Qualified Renter Households	3,146
Percent Rent Overburdened Prj Mrkt Entry April 2023	43.5%
<b>Rent Overburdened Households</b>	<b>1,370</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	3,146
Percent Living in Substandard Housing	3.3%
<b>Households Living in Substandard Housing</b>	<b>103</b>

**Senior Households Converting from Homeownership**

Income Target Population	@60%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	1,473
Total New Demand	-55
<b>Total Demand (New Plus Existing Households)</b>	<b>1,418</b>

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 20 percent of Total Demand?	No

**By Bedroom Demand**

One Person	37.0%	525
Two Persons	23.7%	335
Three Persons	18.8%	266
Four Persons	11.5%	163
Five Persons	9.0%	128
<b>Total</b>	<b>100.0%</b>	<b>1,418</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	420
Of two-person households in 1BR units	20%	67
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	20%	105
Of two-person households in 2BR units	80%	268
Of three-person households in 2BR units	60%	160
Of four-person households in 2BR units	30%	49
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	107
Of four-person households in 3BR units	70%	114
Of five-person households in 3BR units	100%	128
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,418</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	487	-	0	=	487
2 BR	582	-	0	=	582
3 BR	349	-	0	=	349
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,418</b>		<b>0</b>		<b>1,418</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	1	/	487	=	0.2%
2 BR	24	/	582	=	4.1%
3 BR	18	/	349	=	5.2%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>43</b>		<b>1,418</b>		<b>3.0%</b>

**Overall**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$7,989		Maximum Income Limit		\$41,100	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2020 to Prj Mrkt Entry April 2023				Households within Bracket		
\$0-9,999	-43	-29.9%	\$2,010	20.1%	-9		
\$10,000-19,999	-74	-51.1%	\$322	3.2%	-2		
\$20,000-29,999	-78	-53.4%	\$9,999	100.0%	-78		
\$30,000-39,999	21	14.4%	\$9,999	100.0%	21		
\$40,000-49,999	28	19.3%	\$1,100	11.0%	3		
\$50,000-59,999	30	20.5%	\$0	0.0%	0		
\$60,000-74,999	35	23.9%	\$0	0.0%	0		
\$75,000-99,999	25	17.4%	\$0	0.0%	0		
\$100,000-124,999	44	30.3%	\$0	0.0%	0		
\$125,000-149,999	49	33.7%	\$0	0.0%	0		
\$150,000-199,999	28	18.9%	\$0	0.0%	0		
\$200,000+	81	56.1%	\$0	0.0%	0		
<b>Total</b>	<b>145</b>	<b>100.0%</b>		<b>-44.6%</b>	<b>-65</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$7,989		Maximum Income Limit		\$41,100	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	1,846			18.6%	\$2,010	20.1%
\$10,000-19,999	1,754	17.7%	\$322	3.2%	56		
\$20,000-29,999	1,774	17.9%	\$9,999	100.0%	1,774		
\$30,000-39,999	1,240	12.5%	\$9,999	100.0%	1,240		
\$40,000-49,999	913	9.2%	\$1,100	11.0%	100		
\$50,000-59,999	551	5.5%	\$0	0.0%	0		
\$60,000-74,999	555	5.6%	\$0	0.0%	0		
\$75,000-99,999	471	4.7%	\$0	0.0%	0		
\$100,000-124,999	270	2.7%	\$0	0.0%	0		
\$125,000-149,999	175	1.8%	\$0	0.0%	0		
\$150,000-199,999	132	1.3%	\$0	0.0%	0		
\$200,000+	250	2.5%	\$0	0.0%	0		
<b>Total</b>	<b>9,931</b>	<b>100.0%</b>		<b>35.7%</b>	<b>3,542</b>		

**ASSUMPTIONS - Overall**

ASSUMPTIONS - Overall					
Tenancy		Family	% of Income towards Housing		35%
Rural/Urban		Rural	Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	80%	20%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	70%	0%
5+	0%	0%	0%	100%	0%

**Demand from New Renter Households 2020 to April 2023**

Income Target Population	Overall
New Renter Households PMA	145
Percent Income Qualified	-44.6%
<b>New Renter Income Qualified Households</b>	<b>-65</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	9,931
Income Qualified	35.7%
Income Qualified Renter Households	3,542
Percent Rent Overburdened Prj Mrkt Entry April 2023	43.5%
<b>Rent Overburdened Households</b>	<b>1,542</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	3,542
Percent Living in Substandard Housing	3.3%
<b>Households Living in Substandard Housing</b>	<b>116</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	5.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	1,658
Total New Demand	-65
<b>Total Demand (New Plus Existing Households)</b>	<b>1,593</b>

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 20 percent of Total Demand?	No

**By Bedroom Demand**

One Person	37.0%	590
Two Persons	23.7%	377
Three Persons	18.8%	299
Four Persons	11.5%	184
Five Persons	9.0%	144
<b>Total</b>	<b>100.0%</b>	<b>1,593</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	472
Of two-person households in 1BR units	20%	75
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	20%	118
Of two-person households in 2BR units	80%	302
Of three-person households in 2BR units	60%	180
Of four-person households in 2BR units	30%	55
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	120
Of four-person households in 3BR units	70%	129
Of five-person households in 3BR units	100%	144
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,593</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	547	-	0	=	547
2 BR	654	-	0	=	654
3 BR	392	-	0	=	392
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,593</b>		<b>0</b>		<b>1,593</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	6	/	547	=	1.1%
2 BR	24	/	654	=	3.7%
3 BR	18	/	392	=	4.6%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>48</b>		<b>1,593</b>		<b>3.0%</b>

**Conclusions**

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 0.5 percent annually between 2020 and projected market entry 2023.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject’s units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

**DEMAND AND NET DEMAND**

	HH at @20% AMI (\$7,989 to \$10,140)	HH at @60% AMI (\$19,817 to \$41,100)	Overall Demand
Demand from New Households (age and income appropriate)	-10	-55	-65
<b>PLUS</b>	<b>+</b>	<b>+</b>	<b>+</b>
Demand from Existing Renter Housholds - Rent Overburdened Households	172	1,370	1,542
<b>PLUS</b>	<b>+</b>	<b>+</b>	<b>+</b>
Demand from Existing Renter Households - Substandard Housing	13	103	116
<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>
<b>Sub Total</b>	<b>175</b>	<b>1,418</b>	<b>1,593</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0	0
<b>Equals Total Demand</b>	<b>175</b>	<b>1,418</b>	<b>1,593</b>
<b>Less</b>	<b>-</b>	<b>-</b>	<b>-</b>
New Supply	0	0	0
<b>Equals Net Demand</b>	<b>175</b>	<b>1,418</b>	<b>1,593</b>

Note that the above *Demand and Net Demand* estimates include all income-eligible renter households. These estimates are then adjusted to reflect only the size-appropriate households by bedroom type in the following *Capture Rate Analysis*.

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR @20%	5	60	0	60	8.3%
1BR @60%	1	487	0	487	0.2%
1BR Overall	6	547	0	547	1.1%
2BR @60%	24	582	0	582	4.1%
3BR @60%	18	349	0	349	5.2%
@20% Overall	5	60	0	60	8.3%
@60% Overall	43	1,418	0	1,418	3.0%
Overall	48	1,593	0	1,593	3.0%

As the analysis illustrates, the Subject’s capture rates vary from 0.2 to 8.3 percent with an overall capture rate of 3.0 percent. The Subject’s overall capture rates are within SCSHFDA guidelines and we believe that there is ample demand for the Subject’s units.

**Absorption Rate**

Three of the surveyed comparable properties were able to provide absorption data. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Cypress Mill	LIHTC	Family	2018	36	18
Liberty Village	LIHTC	Family	2015	36	12
Sterling Ridge	LIHTC	Family	2013	39	13

On average, these properties reported an absorption rate of 14 units per month. With the increasing demographic base in the PMA and the relatively limited supply of affordable multifamily housing, we believe the Subject should be able to experience an absorption rate similar to the average. The LIHTC comparables report limited vacancies and nearly all maintain waiting lists, indicating strong demand for additional affordable housing in the area. Therefore, based upon the demand calculations presented within this report, which indicate capture rates within SCSHFDA guidelines, an ample number income-qualified households, and the Subject's tenancy, we believe that the Subject could absorb approximately 15 units per month upon opening. This equals an absorption period of three to four months. We expect the Subject to reach stabilized occupancy of 93 percent within four months.

## **G. SUPPLY ANALYSIS**

## SURVEY OF COMPARABLE PROJECTS

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. We surveyed many properties that we chose not to use in the survey because they were not as comparable to the Subject as others that were selected.

### Description of Property Types Surveyed/Determination of Number of Tax Credit Units

We interviewed numerous properties to determine which ones were considered “true” competition for the Subject. Several properties in the market area were interviewed and not included because of their dissimilarity or other factors. Fully subsidized properties were excluded due to differing rent structures from the Subject without a subsidy; however, it should be noted that subsidized properties in the market area were found to have stable occupancies.

The following table illustrates the excluded properties and the vacancy rates, where they were available, for the excluded properties.

EXCLUDED PROPERTIES						
Property Name	Rent Structure	Tenancy	Reason for Exclusion	No. of Units	2021 Vacancy Rate	
Ellison Avenue Atrium Homes	LIHTC	Family	Low number of units; different unit mix	6	N/A	
Trakas Avenue Apartments, Phase I & II	LIHTC	Family	Low number of units; different unit mix	18	0.0%	
Dove Pointe Apartments	LIHTC/USDA	Family	Different unit types; subsidized rents	30	0.0%	
Swann Meadows	LIHTC/USDA	Family	Subsidized rents	56	0.0%	
Phoenix Place	Section 8/LIHTC	Family	Subsidized rents	100	0.0%	
Twin Oaks Apartments	Section 8/LIHTC	Family	Subsidized rents	56	0.0%	
Cambridge Apartments	Section 8	Senior	Subsidized rents	62	1.6%	
Hampton House Apartments	Section 8	Senior	Subsidized rents	60	1.7%	
Pineridge Apartments	Section 8	Senior	Subsidized rents	51	0.0%	
Wisewood Apartments	Section 8	Family	Subsidized rents	90	0.0%	
Burgess Homes	Public Housing	Family	Subsidized rents	39	N/A	
Coleman Terrace	Public Housing	Family	Subsidized rents	66	0.0%	
Fairfield & Winns Apartments	Public Housing	Family	Subsidized rents	118	1.7%	
<b>Total LIHTC Only</b>				24	0.0%	
<b>Total Assisted</b>				728	0.5%	
<b>Total All Affordable</b>				752	0.5%	

### LIHTC Competition

We attempted to contact the County and City of Greenwood Planning department. However, as of the date of this report, our calls have yet to be returned. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered no new LIHTC allocations in the area.

### Pipeline Construction

As detailed above, we were unable to contact the County and City of Greenwood Planning department. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists and uncovered one multifamily development currently proposed in the Subject’s PMA.

Hamilton Park Apartments is proposed for the construction of 146 units targeting families. The property is under construction off of Calhoun Road in Greenwood, approximately one mile west of the Subject site. Given the nature of its unrestricted rents, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

## Comparable Properties

Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey includes 12 “true” comparable properties containing 1,073 units.

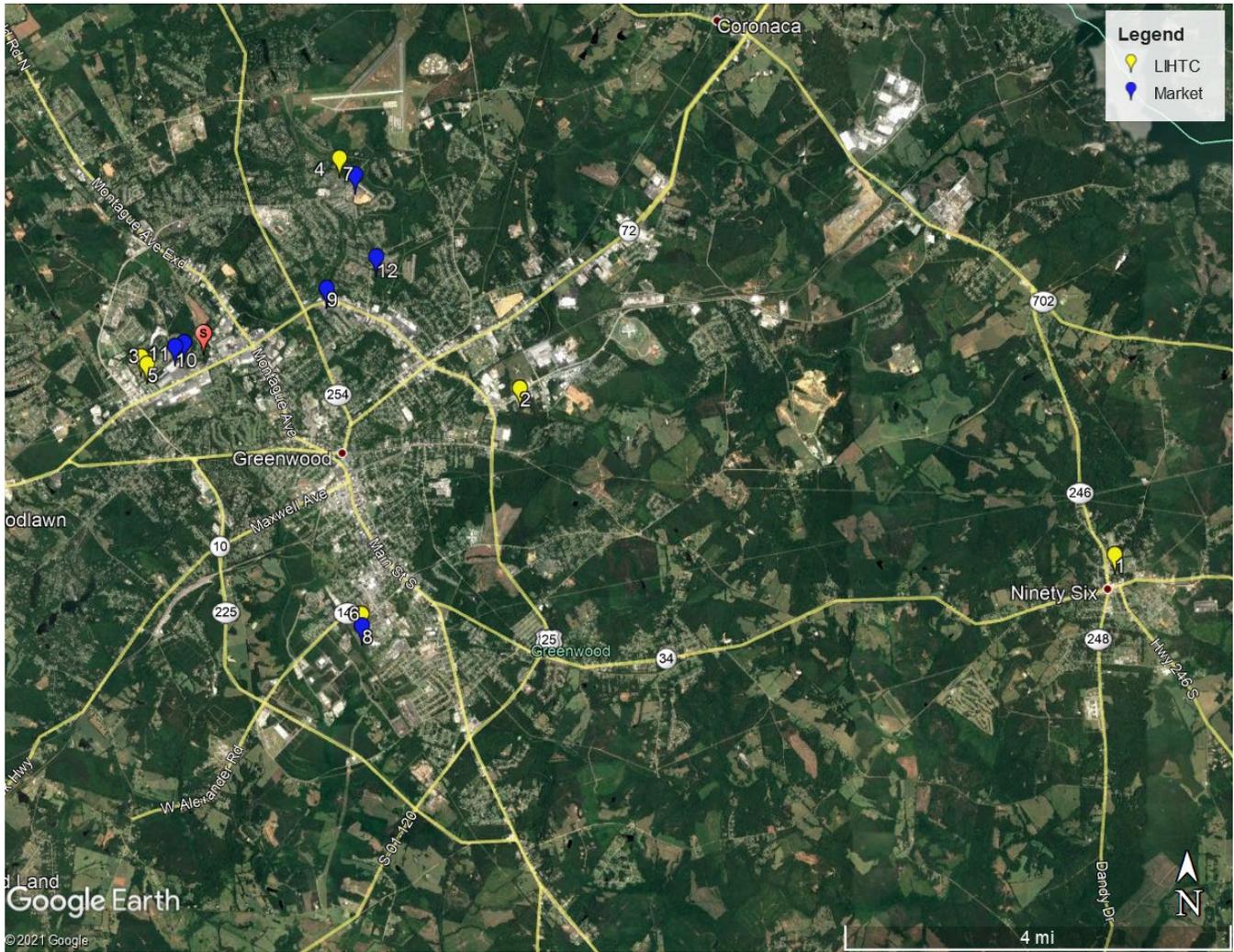
The availability of LIHTC data is considered good. All of the LIHTC comparables are located within the PMA, between 0.6 and 9.7 miles of the Subject. All of the comparable LIHTC properties target general tenancy, similar to the Subject. Other LIHTC properties within the PMA have been excluded because they are also benefitting from subsidy programs such as Rural Development (RD) or Section 8.

The availability of market-rate data is considered good. We included six conventional properties in our analysis of the competitive market, all of which are located in the PMA within 3.3 miles of the Subject. The comparables include the newest market rate properties in the area that will offer a similar age and condition to the Subject. Overall, we believe the market-rate properties we used in our analysis are the most comparable. Other market-rate properties were excluded based on proximity and unit types.

Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. All of the comparable properties were interviewed since March 2021. Eight of the 12 surveyed property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. Hallmark At Greenwood, Cardinal Glen, Huntington Apartments, and Lakeview Apartments reported that collections have decreased slightly due to tenants becoming unable to pay rent during the COVID-19 pandemic. However, none of the remaining comparable properties reported a similar trend.

A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A Comparable Properties Map, illustrating the location of the Subject in relation to comparable properties is also provided on the following page. The properties are further profiled in the write-ups following. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available. Throughout the course of performing this analysis of the local rental market, many apartment managers, realtors, leasing agents, and owners were contacted in person, or through the telephone or email.

**COMPARABLE RENTAL PROPERTY MAP**



Source: Google Earth, April 2021.

**COMPARABLE PROPERTIES**

#	Comparable Property	City	Rent Structure	Distance to Subject
<b>S</b>	<b>Havenwood Mathis</b>	<b>Greenwood</b>	<b>LIHTC</b>	<b>-</b>
1	Cypress Mill	Ninety Six	LIHTC	9.7 miles
2	Hallmark At Greenwood	Greenwood	LIHTC	3.3 miles
3	Liberty Village	Greenwood	LIHTC	0.6 miles
4	Oakmont Place	Greenwood	LIHTC	2.4 miles
5	Sterling Ridge	Greenwood	LIHTC	0.6 miles
6	The Gardens At Parkway	Greenwood	LIHTC	3.2 miles
7	Barrington	Greenwood	Market	2.4 miles
8	Cardinal Glen	Greenwood	Market	3.3 miles
9	Huntington Apartments	Greenwood	Market	1.4 miles
10	Lakeview Apartments	Greenwood	Market	0.3 miles
11	Regency Park Apartments	Greenwood	Market	0.2 miles
12	Winter Ridge & Montclair Apartments	Greenwood	Market	2.0 miles

**HAVENWOOD MATHIS – GREENWOOD, SC – APPLICATION MARKET STUDY**

The following tables illustrate unit mix by bedroom type and income level, square footage by bedroom type, year built, common area and in-unit amenities, rent per square foot, monthly rents and utilities included, and vacancy information for the comparable properties and the Subject in a comparative framework.

SUMMARY MATRIX																			
Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate					
<b>Subject</b>	Havenwood Mathis 1228 Mathis Road Greenwood, SC 29649 Greenwood County	-	Garden 3-stories 2023 / n/a Family	@20%, @60%	1BR / 1BA	5	10.4%	760	@20%	\$105	No	N/A	N/A	N/A					
					1BR / 1BA	1	2.1%	760	@60%	\$450	No	N/A	N/A	N/A					
					2BR / 2BA	24	50.0%	960	@60%	\$500	No	N/A	N/A	N/A					
					3BR / 2BA	18	37.5%	1,100	@60%	\$550	No	N/A	N/A	N/A					
						<u>48</u>										N/A	N/A		
1	Cypress Mill 306 N Cambridge St Ninety Six, SC 29666 Greenwood County	9.7 miles	Garden 3-stories 2018 / n/a Family	@50%, @60%	2BR / 2BA	5	13.9%	1,000	@50%	\$485	No	Yes	0	0.0%					
					2BR / 2BA	11	30.6%	1,000	@60%	\$545	No	Yes	0	0.0%					
					3BR / 2BA	3	8.3%	1,200	@50%	\$545	No	Yes	0	0.0%					
					3BR / 2BA	17	47.2%	1,200	@60%	\$595	No	Yes	0	0.0%					
						<u>36</u>										0	0.0%		
2	Hallmark At Greenwood 337 North Emerald Road Greenwood, SC 29646 Greenwood County	3.3 miles	Garden 2-stories 1982 / 2008 Family	@50%, @60%	2BR / 2BA	22	25.0%	730	@50%	\$489	No	No	0	0.0%					
					2BR / 2BA	66	75.0%	730	@60%	\$514	No	No	2	3.0%					
						<u>88</u>										2	2.3%		
					3	Liberty Village 109 Liberty Circle Greenwood, SC 29649 Greenwood County	0.6 miles	Garden 2-stories 2015 / n/a Family	@50%, @60%	2BR / 2BA	3	8.3%	1,100	@50%	\$405	No	Yes	0	0.0%
										2BR / 2BA	9	25.0%	1,100	@60%	\$495	No	Yes	0	0.0%
3BR / 2.5BA	6	16.7%	1,250	@50%						\$460	No	Yes	0	0.0%					
3BR / 2.5BA	18	50.0%	1,250	@60%						\$520	No	Yes	0	0.0%					
	<u>36</u>															0	0.0%		
4	Oakmont Place 104 Pampas Drive Greenwood, SC 29649 Greenwood County	2.4 miles	Garden 2-stories 2013 / n/a Family	@50%, @60%	1BR / 1BA	3	5.4%	850	@50%	\$414	Yes	Yes	0	0.0%					
					1BR / 1BA	5	8.9%	850	@60%	\$519	No	Yes	0	0.0%					
					2BR / 1BA	5	8.9%	1,100	@50%	\$478	Yes	Yes	0	0.0%					
					2BR / 1BA	15	26.8%	1,100	@60%	\$604	No	Yes	0	0.0%					
					3BR / 2BA	5	8.9%	1,250	@50%	\$532	Yes	Yes	0	0.0%					
					3BR / 2BA	15	26.8%	1,250	@60%	\$678	No	Yes	0	0.0%					
					4BR / 2BA	8	14.3%	1,400	@60%	\$732	No	Yes	0	0.0%					
						<u>56</u>										0	0.0%		
5	Sterling Ridge 128 Leslie Drive Greenwood, SC 29649 Greenwood County	0.6 miles	Garden 2-stories 2013 / n/a Family	@50%, @60%	2BR / 2BA	2	5.1%	1,100	@50%	\$405	No	Yes	0	0.0%					
					2BR / 2BA	2	5.1%	1,100	@60%	\$490	No	Yes	0	0.0%					
					3BR / 2.5BA	10	25.6%	1,450	@50%	\$460	No	Yes	0	0.0%					
					3BR / 2.5BA	21	53.9%	1,450	@60%	\$520	No	Yes	0	0.0%					
					4BR / 2.5BA	4	10.3%	1,540	@60%	\$545	No	Yes	0	0.0%					
	<u>39</u>										0	0.0%							
6	The Gardens At Parkway 1508 Parkway Greenwood, SC 29646 Greenwood County	3.2 miles	Garden 2-stories 2003 / n/a Family	@50%, @60%	2BR / 2BA	7	14.6%	900	@50%	\$494	No	Yes	0	0.0%					
					2BR / 2BA	25	52.1%	900	@60%	\$623	No	Yes	1	4.0%					
					3BR / 2BA	4	8.3%	1,000	@50%	\$552	No	Yes	0	0.0%					
					3BR / 2BA	12	25.0%	1,000	@60%	\$701	No	Yes	0	0.0%					
						<u>48</u>										1	2.1%		
7	Barrington 101 Bevington Ct Greenwood, SC 29649 Greenwood County	2.4 miles	Various 2-stories 2016/2017 / n/a Family	Market	1BR / 1BA	40	29.9%	608	Market	\$881	N/A	No	0	0.0%					
					2BR / 2BA	1	0.8%	1,088	Market	\$1,111	N/A	No	0	0.0%					
					2BR / 2.5BA	92	68.7%	1,216	Market	\$1,241	N/A	No	0	0.0%					
					3BR / 2BA	1	0.8%	1,265	Market	\$1,312	N/A	No	0	0.0%					
						<u>134</u>										0	0.0%		
8	Cardinal Glen 1524 Parkway Greenwood, SC 29646 Greenwood County	3.3 miles	Garden 2-stories 2003 / n/a Family	Market	1BR / 1BA	16	25.0%	730	Market	\$725	N/A	No	0	0.0%					
					2BR / 1BA	32	50.0%	935	Market	\$825	N/A	No	1	3.1%					
					3BR / 2BA	16	25.0%	1,150	Market	\$995	N/A	No	0	0.0%					
						<u>64</u>										1	1.6%		
					9	Huntington Apartments 1814 Bypass 72 NE Greenwood, SC 29649 Greenwood County	1.4 miles	Various 2-stories 1981 / 2018 Family	Market	1BR / 1BA	N/A	N/A	550	Market	\$694	N/A	No	0	N/A
2BR / 1.5BA	N/A	N/A	915	Market						\$753	N/A	No	2	N/A					
3BR / 2BA	N/A	N/A	1,100	Market						\$779	N/A	No	0	N/A					
	<u>92</u>															2	2.2%		
10	Lakeview Apartments 106 Barkwood Drive Greenwood, SC 29649 Greenwood County	0.3 miles	Townhouse 2-stories 1974 / 2013/2018 Family	Market						1BR / 1BA	8	8.0%	543	Market	\$629	N/A	Yes	0	0.0%
					2BR / 1.5BA	82	82.0%	810	Market	\$764	N/A	Yes	0	0.0%					
					3BR / 1.5BA	10	10.0%	900	Market	\$630	N/A	Yes	0	0.0%					
						<u>100</u>										0	0.0%		
					11	Regency Park Apartments 120 Edinborough Circle Greenwood, SC 29649 Greenwood County	0.2 miles	Garden 3-stories 2001 / 2019 Family	Market	1BR / 1BA	N/A	N/A	850	Market	\$897	N/A	No	N/A	N/A
1BR / 1BA	18	13.6%	750	Market						\$754	N/A	No	N/A	N/A					
2BR / 2BA	N/A	N/A	1,125	Market						\$1,087	N/A	No	N/A	N/A					
2BR / 2BA	66	50.0%	1,000	Market						\$841	N/A	No	N/A	N/A					
3BR / 2BA	N/A	N/A	1,325	Market						\$1,175	N/A	No	N/A	N/A					
3BR / 2BA	48	36.4%	1,200	Market						\$968	N/A	No	N/A	N/A					
	<u>132</u>										2	1.5%							
12	Winter Ridge & Montclair Apartments 102 Winter Way Greenwood, SC 29649 Greenwood County	2.0 miles	Garden 2-stories 2006 / n/a Family	Market	1BR / 1BA	64	25.8%	665	Market	\$742	N/A	Yes	0	0.0%					
					2BR / 2BA	80	32.3%	985	Market	\$867	N/A	Yes	0	0.0%					
					2BR / 2BA	52	21.0%	1,000	Market	\$907	N/A	Yes	0	0.0%					
					3BR / 2BA	52	21.0%	1,180	Market	\$1,137	N/A	Yes	0	0.0%					
						<u>248</u>										0	0.0%		

# HAVENWOOD MATHIS – GREENWOOD, SC – APPLICATION MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.							
		Units Surveyed: 1,073	Weighted Occupancy: 99.3%				
		Market Rate 770	Market Rate 99.4%				
		Tax Credit 303	Tax Credit 99.0%				
		One Bedroom One Bath Property		Two Bedroom Two Bath Property		Three Bedroom Two Bath Property	
		Average	Average		Average		
<b>RENT</b>	Regency Park Apartments (Market)	\$897	Barrington (Market)(2.5BA)	\$1,241	Barrington (Market)	\$1,312	
	Barrington (Market)	\$881	Barrington (Market)	\$1,111	Regency Park Apartments (Market)	\$1,175	
	Regency Park Apartments (Market)	\$754	Regency Park Apartments (Market)	\$1,087	Winter Ridge & Montclair Apartments (Market)	\$1,137	
	Winter Ridge & Montclair Apartments (Market)	\$742	Winter Ridge & Montclair Apartments (Market)	\$907	Cardinal Glen (Market)	\$995	
	Cardinal Glen (Market)	\$725	Winter Ridge & Montclair Apartments (Market)	\$867	Regency Park Apartments (Market)	\$968	
	Huntington Apartments (Market)	\$694	Regency Park Apartments (Market)	\$841	Lakeview Apartments (Market)(1.5BA)	\$830	
	Lakeview Apartments (Market)	\$629	Cardinal Glen (Market)(1BA)	\$825	Huntington Apartments (Market)	\$779	
	Oakmont Place (@60%)	\$519	Lakeview Apartments (Market)(1.5BA)	\$764	The Gardens At Parkway (@60%)	\$701	
	<b>Havenwood Mathis (@60%)</b>	<b>\$450</b>	Huntington Apartments (Market)(1.5BA)	\$753	Oakmont Place (@60%)	\$678	
	Oakmont Place (@50%)	\$414	The Gardens At Parkway (@60%)	\$623	Cypress Mill (@60%)	\$595	
	<b>Havenwood Mathis (@20%)</b>	<b>\$105</b>	Oakmont Place (@60%)(1BA)	\$604	The Gardens At Parkway (@50%)	\$552	
			Cypress Mill (@60%)	\$545	<b>Havenwood Mathis (@60%)</b>	<b>\$550</b>	
			Hallmark At Greenwood (@60%)	\$514	Cypress Mill (@50%)	\$545	
			<b>Havenwood Mathis (@60%)</b>	<b>\$500</b>	Oakmont Place (@50%)	\$532	
			Liberty Village (@60%)	\$495	Sterling Ridge (@60%)(2.5BA)	\$520	
			The Gardens At Parkway (@50%)	\$494	Liberty Village (@60%)(2.5BA)	\$520	
			Sterling Ridge (@60%)	\$490	Liberty Village (@50%)(2.5BA)	\$460	
			Hallmark At Greenwood (@50%)	\$489	Sterling Ridge (@50%)(2.5BA)	\$460	
			Cypress Mill (@50%)	\$485			
			Oakmont Place (@50%)(1BA)	\$478			
		Liberty Village (@50%)	\$405				
		Sterling Ridge (@50%)	\$405				
<b>SQUARE FOOTAGE</b>	Regency Park Apartments (Market)	850	Barrington (Market)(2.5BA)	1,216	Sterling Ridge (@50%)(2.5BA)	1,450	
	Oakmont Place (@50%)	850	Regency Park Apartments (Market)	1,125	Sterling Ridge (@60%)(2.5BA)	1,450	
	Oakmont Place (@60%)	850	Liberty Village (@60%)	1,100	Regency Park Apartments (Market)	1,325	
	<b>Havenwood Mathis (@60%)</b>	<b>760</b>	Oakmont Place (@50%)(1BA)	1,100	Barrington (Market)	1,265	
	<b>Havenwood Mathis (@20%)</b>	<b>760</b>	Sterling Ridge (@50%)	1,100	Liberty Village (@50%)(2.5BA)	1,250	
	Regency Park Apartments (Market)	750	Oakmont Place (@60%)(1BA)	1,100	Oakmont Place (@60%)	1,250	
	Cardinal Glen (Market)	730	Liberty Village (@50%)	1,100	Oakmont Place (@50%)	1,250	
	Winter Ridge & Montclair Apartments (Market)	665	Sterling Ridge (@60%)	1,100	Liberty Village (@60%)(2.5BA)	1,250	
	Barrington (Market)	608	Barrington (Market)	1,088	Regency Park Apartments (Market)	1,200	
	Huntington Apartments (Market)	550	Winter Ridge & Montclair Apartments (Market)	1,000	Cypress Mill (@60%)	1,200	
	Lakeview Apartments (Market)	543	Regency Park Apartments (Market)	1,000	Cypress Mill (@50%)	1,200	
			Cypress Mill (@60%)	1,000	Winter Ridge & Montclair Apartments (Market)	1,180	
			Cypress Mill (@50%)	1,000	Cardinal Glen (Market)	1,150	
			Winter Ridge & Montclair Apartments (Market)	985	<b>Havenwood Mathis (@60%)</b>	<b>1,100</b>	
			<b>Havenwood Mathis (@60%)</b>	<b>960</b>	Huntington Apartments (Market)	1,100	
			Cardinal Glen (Market)(1BA)	935	The Gardens At Parkway (@50%)	1,000	
			Huntington Apartments (Market)(1.5BA)	915	The Gardens At Parkway (@60%)	1,000	
			The Gardens At Parkway (@50%)	900	Lakeview Apartments (Market)(1.5BA)	900	
			The Gardens At Parkway (@60%)	900			
			Lakeview Apartments (Market)(1.5BA)	810			
		Hallmark At Greenwood (@60%)	730				
		Hallmark At Greenwood (@50%)	730				
<b>RENT PER SQUARE FOOT</b>	Barrington (Market)	\$1.45	Barrington (Market)	\$1.02	Barrington (Market)	\$1.04	
	Huntington Apartments (Market)	\$1.26	Barrington (Market)(2.5BA)	\$1.02	Winter Ridge & Montclair Apartments (Market)	\$0.96	
	Lakeview Apartments (Market)	\$1.16	Regency Park Apartments (Market)	\$0.97	Lakeview Apartments (Market)(1.5BA)	\$0.92	
	Winter Ridge & Montclair Apartments (Market)	\$1.12	Lakeview Apartments (Market)(1.5BA)	\$0.94	Regency Park Apartments (Market)	\$0.89	
	Regency Park Apartments (Market)	\$1.06	Winter Ridge & Montclair Apartments (Market)	\$0.91	Cardinal Glen (Market)	\$0.87	
	Regency Park Apartments (Market)	\$1.01	Cardinal Glen (Market)(1BA)	\$0.88	Regency Park Apartments (Market)	\$0.81	
	Cardinal Glen (Market)	\$0.99	Winter Ridge & Montclair Apartments (Market)	\$0.88	Huntington Apartments (Market)	\$0.71	
	Oakmont Place (@60%)	\$0.61	Regency Park Apartments (Market)	\$0.84	The Gardens At Parkway (@60%)	\$0.70	
	<b>Havenwood Mathis (@60%)</b>	<b>\$0.59</b>	Huntington Apartments (Market)(1.5BA)	\$0.82	The Gardens At Parkway (@50%)	\$0.55	
	Oakmont Place (@50%)	\$0.49	Hallmark At Greenwood (@60%)	\$0.70	Oakmont Place (@60%)	\$0.54	
	<b>Havenwood Mathis (@20%)</b>	<b>\$0.14</b>	The Gardens At Parkway (@60%)	\$0.69	<b>Havenwood Mathis (@60%)</b>	<b>\$0.50</b>	
			Hallmark At Greenwood (@50%)	\$0.67	Cypress Mill (@60%)	\$0.50	
			Oakmont Place (@60%)(1BA)	\$0.55	Cypress Mill (@50%)	\$0.45	
			The Gardens At Parkway (@50%)	\$0.55	Oakmont Place (@50%)	\$0.43	
			Cypress Mill (@60%)	\$0.55	Liberty Village (@60%)(2.5BA)	\$0.42	
			<b>Havenwood Mathis (@60%)</b>	<b>\$0.52</b>	Liberty Village (@50%)(2.5BA)	\$0.37	
			Cypress Mill (@50%)	\$0.49	Sterling Ridge (@60%)(2.5BA)	\$0.36	
			Liberty Village (@60%)	\$0.45	Sterling Ridge (@50%)(2.5BA)	\$0.32	
			Sterling Ridge (@60%)	\$0.45			
			Oakmont Place (@50%)(1BA)	\$0.43			
		Sterling Ridge (@50%)	\$0.37				
		Liberty Village (@50%)	\$0.37				

# HAVENWOOD MATHIS – GREENWOOD, SC – APPLICATION MARKET STUDY

## AMENITY MATRIX

	Subject	Cypress Mill	Hallmark At Greenwood	Liberty Village	Oakmont Place	Sterling Ridge	The Gardens At Parkway	Barrington	Cardinal Glen	Huntington Apartments	Lakeview Apartments	Regency Park Apartments	Winter Ridge & Montclair Apartments
Rent Structure	LIHTC Family	LIHTC Family	LIHTC Family	LIHTC Family	LIHTC Family	LIHTC Family	LIHTC Family	Market Family	Market Family	Market Family	Market Family	Market Family	Market Family
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
<b>Building</b>													
Property Type	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Various	Garden	Various	Townhouse	Garden	Garden
# of Stories	3-stories	3-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	3-stories	2-stories
Year Built	2023	2018	1982	2015	2013	2013	2003	2016/2017	2003	1981	1974	2001	2006
Year Renovated	n/a	n/a	2008	n/a	n/a	n/a	n/a	n/a	n/a	2018	2013/2018	2019	n/a
Courtyard	no	no	no	no	no	no	no	no	no	no	yes	no	no
<b>Utility Structure</b>													
Cooking	no	no	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no	no
Water	no	no	yes	no	yes	yes	yes	no	no	yes	yes	no	no
Sewer	no	no	yes	no	yes	no	yes	no	no	yes	yes	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	no
<b>Unit Amenities</b>													
Balcony/Patio	yes	yes	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	yes	no	no	no	no	yes	no	yes	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes	yes
Hardwood	no	no	no	no	no	no	no	yes	no	no	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	no	yes	no	yes	no	no	yes	yes
Fireplace	no	no	no	no	no	no	no	no	no	no	no	yes	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	no	no	yes	no
Walk-In Closet	no	no	yes	no	no	no	yes	yes	yes	no	no	yes	yes
Washer/Dryer	no	no	no	no	no	no	no	no	no	no	no	yes	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
<b>Kitchen</b>													
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	yes	no	yes	yes	yes	no	yes	no	no	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Community</b>													
Business Center	yes	yes	yes	yes	yes	yes	no	no	no	no	no	yes	no
Community Room	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Recreation</b>													
Basketball Court	no	no	yes	no	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	no	no	no	no	yes	yes	no
Playground	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	no
Swimming Pool	no	no	yes	no	no	no	no	no	no	yes	yes	yes	no
Picnic Area	yes	yes	yes	yes	yes	yes	no	no	no	no	no	yes	no
Recreational Area	no	yes	yes	yes	yes	yes	no	no	no	no	no	yes	no
Volleyball Court	no	no	no	no	no	no	no	no	no	no	no	yes	no
WiFi	no	no	no	no	no	no	no	no	no	no	no	yes	no
Adult Education	no	no	no	no	no	no	no	no	yes	no	no	no	no
<b>Security</b>													
In-Unit Alarm	no	no	no	no	no	no	no	no	no	no	yes	no	no
Intercom (Buzzer)	no	no	no	no	no	no	no	no	no	no	no	no	no
Intercom (Phone)	no	no	no	no	no	no	no	no	no	no	no	no	no
Limited Access	no	no	no	no	no	no	no	no	no	no	no	no	no
Patrol	no	no	no	no	no	no	no	no	no	no	no	no	yes
Perimeter Fencing	no	no	no	no	no	no	no	no	no	no	no	yes	no
Video Surveillance	no	no	no	yes	no	no	no	no	no	no	no	yes	no
<b>Parking</b>													
Garage	no	no	no	no	no	no	no	yes	no	no	no	yes	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

# PROPERTY PROFILE REPORT

## Cypress Mill

Effective Rent Date	3/18/2021
Location	306 N Cambridge St Ninety Six, SC 29666 Greenwood County
Distance	9.7 miles
Units	36
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Gardens at Parkway
Tenant Characteristics	Mixed tenancy with majority families; 33 percent senior
Contact Name	Joyce
Phone	864543-1538



### Market Information

Program	@50%, @60%
Annual Turnover Rate	3%
Units/Month Absorbed	18
HCV Tenants	25%
Leasing Pace	Pre-leased
Annual Chg. in Rent	No change
Concession	None
Waiting List	Yes; 150+ households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	5	1,000	\$485	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	11	1,000	\$545	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	3	1,200	\$545	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	17	1,200	\$595	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$485	\$0	\$485	\$0	\$485	2BR / 2BA	\$545	\$0	\$545	\$0	\$545
3BR / 2BA	\$545	\$0	\$545	\$0	\$545	3BR / 2BA	\$595	\$0	\$595	\$0	\$595

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas			

Comments

The property manager reported the rents are not at the maximum allowable levels, as rents are intentionally kept low to promote affordability. However, the contact stated higher rents are achievable, referencing the property's extensive waiting list. Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic.

Photos



# PROPERTY PROFILE REPORT

## Hallmark At Greenwood

Effective Rent Date	3/16/2021
Location	337 North Emerald Road Greenwood, SC 29646 Greenwood County
Distance	3.3 miles
Units	88
Vacant Units	2
Vacancy Rate	2.3%
Type	Garden (2 stories)
Year Built/Renovated	1982 / 2008
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with a majority of families; seven percent senior
Contact Name	Wendy
Phone	864-223-6000



### Market Information

Program	@50%, @60%
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	23%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased four percent
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	22	730	\$575	\$0	@50%	No	0	0.0%	no	None
2	2	Garden (2 stories)	66	730	\$600	\$0	@60%	No	2	3.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$575	\$0	\$575	-\$86	\$489	2BR / 2BA	\$600	\$0	\$600	-\$86	\$514

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	None	None
Cable/Satellite/Internet	Carpeting		
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Hand Rails	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool			

Comments

Basic cable is included with the rent. The property manager reported the rents are not at the maximum allowable levels. However, the contact stated higher rents are achievable in the area. The manager reported that current vacancy is typical at the property. During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported a high demand for low income housing in the area.

Photos



# PROPERTY PROFILE REPORT

## Liberty Village

Effective Rent Date	3/16/2021
Location	109 Liberty Circle Greenwood, SC 29649 Greenwood County
Distance	0.6 miles
Units	36
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	11/01/2015
Last Unit Leased	2/01/2016
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy from the Greenwood area; roughly 50 percent senior
Contact Name	Linda
Phone	864-396-5043



### Market Information

Program	@50%, @60%
Annual Turnover Rate	3%
Units/Month Absorbed	12
HCV Tenants	36%
Leasing Pace	Within one week
Annual Chg. in Rent	No change
Concession	None
Waiting List	Yes: five households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	3	1,100	\$405	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	9	1,100	\$495	\$0	@60%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	6	1,250	\$460	\$0	@50%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	18	1,250	\$520	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$405	\$0	\$405	\$0	\$405	2BR / 2BA	\$495	\$0	\$495	\$0	\$495
3BR / 2.5BA	\$460	\$0	\$460	\$0	\$460	3BR / 2.5BA	\$520	\$0	\$520	\$0	\$520

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Video Surveillance	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas			

Comments

The manager reported that higher rents are achievable but that the owners intentionally keep rents low to promote affordability. The manager noted a high demand for low income housing in the area. Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic. This property is under the same management as Sterling Ridge.

Photos



# PROPERTY PROFILE REPORT

## Oakmont Place

Effective Rent Date	3/24/2021
Location	104 Pampas Drive Greenwood, SC 29649 Greenwood County
Distance	2.4 miles
Units	56
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families; five percent seniors
Contact Name	Sandra
Phone	864-223-1319



### Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	48%
Leasing Pace	Pre-leased
Annual Chg. in Rent	No change
Concession	None
Waiting List	Yes; eight households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	3	850	\$475	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	5	850	\$580	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (2 stories)	5	1,100	\$564	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Garden (2 stories)	15	1,100	\$690	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	5	1,250	\$652	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	15	1,250	\$798	\$0	@60%	Yes	0	0.0%	no	None
4	2	Garden (2 stories)	8	1,400	\$881	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$475	\$0	\$475	-\$61	\$414	1BR / 1BA	\$580	\$0	\$580	-\$61	\$519
2BR / 1BA	\$564	\$0	\$564	-\$86	\$478	2BR / 1BA	\$690	\$0	\$690	-\$86	\$604
3BR / 2BA	\$652	\$0	\$652	-\$120	\$532	3BR / 2BA	\$798	\$0	\$798	-\$120	\$678
						4BR / 2BA	\$881	\$0	\$881	-\$149	\$732

## Oakmont Place, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	None	None
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas			

### Comments

The property manager reported a strong demand for affordable housing in the area. Overall, the property manager did not report any significant impact to the property as a result of the COVID-19 pandemic.

Photos



# PROPERTY PROFILE REPORT

## Sterling Ridge

Effective Rent Date	3/16/2021
Location	128 Leslie Drive Greenwood, SC 29649 Greenwood County
Distance	0.6 miles
Units	39
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	8/01/2013
Last Unit Leased	11/01/2013
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy from the Greenwood area; roughly 50 percent senior
Contact Name	Linda
Phone	864-396-5043



### Market Information

Program	@50%, @60%
Annual Turnover Rate	23%
Units/Month Absorbed	13
HCV Tenants	23%
Leasing Pace	Within one week
Annual Chg. in Rent	No change
Concession	None
Waiting List	Yes; five households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	2	1,100	\$405	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	2	1,100	\$490	\$0	@60%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	10	1,450	\$460	\$0	@50%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	21	1,450	\$520	\$0	@60%	Yes	0	0.0%	no	None
4	2.5	Garden (2 stories)	4	1,540	\$545	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$405	\$0	\$405	\$0	\$405	2BR / 2BA	\$490	\$0	\$490	\$0	\$490
3BR / 2.5BA	\$460	\$0	\$460	\$0	\$460	3BR / 2.5BA	\$520	\$0	\$520	\$0	\$520
						4BR / 2.5BA	\$545	\$0	\$545	\$0	\$545

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas			

Comments

The manager reported that higher rents are achievable but that the owners intentionally keep rents low to promote affordability. The manager noted a high demand for low income housing in the area. Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic. This property is under the same management as Liberty Village.

Photos



# PROPERTY PROFILE REPORT

## The Gardens At Parkway

Effective Rent Date	4/20/2021
Location	1508 Parkway Greenwood, SC 29646 Greenwood County
Distance	3.2 miles
Units	48
Vacant Units	1
Vacancy Rate	2.1%
Type	Garden (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Newer properties within Greenwood
Tenant Characteristics	Mixed tenancy with majority families; 20 percent seniors
Contact Name	Sarah
Phone	864-223-6837



### Market Information

Program	@50%, @60%
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	40%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes; 50 households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	7	900	\$580	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	25	900	\$709	\$0	@60%	Yes	1	4.0%	no	None
3	2	Garden (2 stories)	4	1,000	\$672	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	12	1,000	\$821	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$580	\$0	\$580	-\$86	\$494	2BR / 2BA	\$709	\$0	\$709	-\$86	\$623
3BR / 2BA	\$672	\$0	\$672	-\$120	\$552	3BR / 2BA	\$821	\$0	\$821	-\$120	\$701

## The Gardens At Parkway, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

### Comments

The property manager reported the property is typically fully-occupied, and the one vacant unit is being processed from the waiting list. Further, the property has experienced no significant impact from the COVID-19 pandemic. Additionally, the demand for rental housing in the area is high.

Photos



# PROPERTY PROFILE REPORT

## Barrington

Effective Rent Date	3/15/2021
Location	101 Bevington Ct Greenwood, SC 29649 Greenwood County
Distance	2.4 miles
Units	134
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	2016/2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy from local area
Contact Name	Joe
Phone	(864) 606-3232



### Market Information

Program	Market
Annual Turnover Rate	6%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increase of 15% to a decrease of 3%
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	40	608	\$869	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	1	1,088	\$1,099	\$0	Market	No	0	0.0%	N/A	None
2	2.5	Townhouse (2 stories)	92	1,216	\$1,229	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	1	1,265	\$1,300	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$869	\$0	\$869	\$12	\$881
2BR / 2BA	\$1,099	\$0	\$1,099	\$12	\$1,111
2BR / 2.5BA	\$1,229	\$0	\$1,229	\$12	\$1,241
3BR / 2BA	\$1,300	\$0	\$1,300	\$12	\$1,312

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Cable/Satellite/Internet	Carpet/Hardwood		
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Garage	Off-Street Parking	None	Dog park
On-Site Management			

Comments

The property does not accept Housing Choice Vouchers. The property's three-bedroom units include a single-space attached garage. According to the contact, the property has experienced no significant impact to operations due to the COVID-19 pandemic. Further, management reported a strong demand for rental housing in the area.

Photos



# PROPERTY PROFILE REPORT

## Cardinal Glen

Effective Rent Date	3/15/2021
Location	1524 Parkway Greenwood, SC 29646 Greenwood County
Distance	3.3 miles
Units	64
Vacant Units	1
Vacancy Rate	1.6%
Type	Garden (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Phoenix Place, Gardens at Parkway
Tenant Characteristics	Majority families. Most of the tenants are from Greenwood with some from the Ninety-Six and Lawrence area's.
Contact Name	Kelly
Phone	864-943.8883



### Market Information

Program	Market
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	33%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to 12 percent
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	16	730	\$725	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	32	935	\$825	\$0	Market	No	1	3.1%	N/A	None
3	2	Garden (2 stories)	16	1,150	\$995	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$725	\$0	\$725	\$0	\$725
2BR / 1BA	\$825	\$0	\$825	\$0	\$825
3BR / 2BA	\$995	\$0	\$995	\$0	\$995

## Cardinal Glen, continued

### Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	None	Adult Education
Carpeting	Central A/C		Afterschool Program
Coat Closet	Dishwasher		Computer Tutoring
Exterior Storage	Ceiling Fan		Tutoring
Garbage Disposal	Oven		
Pull Cords	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

### Comments

The property manager reported a strong demand for rental housing in the area. During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported an increase in the amount of traffic and inquiries on units recently.

Photos



# PROPERTY PROFILE REPORT

## Huntington Apartments

Effective Rent Date	3/16/2021
Location	1814 Bypass 72 NE Greenwood, SC 29649 Greenwood County
Distance	1.4 miles
Units	92
Vacant Units	2
Vacancy Rate	2.2%
Type	Various (2 stories)
Year Built/Renovated	1981 / 2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Karen
Phone	(864) 942-8890



### Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to two percent
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	N/A	550	\$755	\$0	Market	No	0	N/A	N/A	None
2	1.5	Townhouse (2 stories)	N/A	915	\$839	\$0	Market	No	2	N/A	N/A	None
3	2	Townhouse (2 stories)	N/A	1,100	\$899	\$0	Market	No	0	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$755	\$0	\$755	-\$61	\$694
2BR / 1.5BA	\$839	\$0	\$839	-\$86	\$753
3BR / 2BA	\$899	\$0	\$899	-\$120	\$779

## Huntington Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Off-Street Parking	On-Site Management	None	None
Playground	Swimming Pool		

### Comments

The property has renovated select units upon turnover, with the scope generally including new bathrooms and kitchens, new flooring, and new appliances. However, the contact was unable to provide the number of renovated units. Renovated units rent for a premium of \$125 to \$185 compared to non-renovated units. The rents in the property profile reflect renovated units. During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported demand for rental housing in the area was high.

Photos



# PROPERTY PROFILE REPORT

## Lakeview Apartments

Effective Rent Date	3/16/2021
Location	106 Barkwood Drive Greenwood, SC 29649 Greenwood County
Distance	0.3 miles
Units	100
Vacant Units	0
Vacancy Rate	0.0%
Type	Townhouse (2 stories)
Year Built/Renovated	1974 / 2013/2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families
Contact Name	Laura
Phone	864-223-6285



### Market Information

Program	Market
Annual Turnover Rate	45%
Units/Month Absorbed	N/A
HCV Tenants	4%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to nine percent
Concession	None
Waiting List	Yes; two households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Townhouse (2 stories)	8	543	\$690	\$0	Market	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	82	810	\$850	\$0	Market	Yes	0	0.0%	N/A	None
3	1.5	Townhouse (2 stories)	10	900	\$950	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$690	\$0	\$690	-\$61	\$629
2BR / 1.5BA	\$850	\$0	\$850	-\$86	\$764
3BR / 1.5BA	\$950	\$0	\$950	-\$120	\$830

## Lakeview Apartments, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator			
Property		Premium	Other
Basketball Court	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool			

### Comments

The property manager reported a strong demand for rental housing in the area. The property is currently renovating units as they become vacant. Approximately 30 units have been renovated as of the date of this interview. Renovated units rent for a premium of \$50 to \$100 compared to non-renovated units. The rents in the profile reflect renovated units. Renovations include new flooring, appliances, and light fixtures. During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported an increase in the amount of traffic and inquiries on units recently.

Photos



# PROPERTY PROFILE REPORT

## Regency Park Apartments

Effective Rent Date	3/15/2021
Location	120 Edinborough Circle Greenwood, SC 29649 Greenwood County
Distance	0.2 miles
Units	132
Vacant Units	2
Vacancy Rate	1.5%
Type	Garden (3 stories)
Year Built/Renovated	2001 / 2019
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Winter Ridge Apartments
Tenant Characteristics	Majority of the tenants are from out of the area
Contact Name	Doug
Phone	864-943-1333



### Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Prices change daily; generally increasing
Concession	None
Waiting List	None

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	850	\$897	\$0	Market	No	N/A	N/A	N/A	HIGH*
1	1	Garden (3 stories)	18	750	\$754	\$0	Market	No	N/A	N/A	N/A	LOW*
2	2	Garden (3 stories)	N/A	1,125	\$1,087	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Garden (3 stories)	66	1,000	\$841	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Garden (3 stories)	N/A	1,325	\$1,175	\$0	Market	No	N/A	N/A	N/A	HIGH*
3	2	Garden (3 stories)	48	1,200	\$968	\$0	Market	No	N/A	N/A	N/A	LOW*

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$754 - \$897	\$0	\$754 - \$897	\$0	\$754 - \$897
2BR / 2BA	\$841 - \$1,087	\$0	\$841 - \$1,087	\$0	\$841 - \$1,087
3BR / 2BA	\$968 - \$1,175	\$0	\$968 - \$1,175	\$0	\$968 - \$1,175

## Regency Park Apartments, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpet/Hardwood	Carpeting	Video Surveillance	
Central A/C	Coat Closet		
Dishwasher	Exterior Storage		
Ceiling Fan	Fireplace		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$50.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Volleyball Court	Wi-Fi		

### Comments

The property offers units that have not been renovated as well as those that are fully renovated with new kitchens (featuring granite countertops, tile backsplashes, and stainless steel appliances), new bathrooms with granite counters, new light fixtures, new flooring, and new paint. The low end of the range reflects the smaller unit types that have not been renovated and the high end of the range reflects larger units that are newly renovated. The owner did not comment on the impact to collections, occupancy, or traffic due to the COVID-19 pandemic.

Photos



# PROPERTY PROFILE REPORT

## Winter Ridge & Montclair Apartments

Effective Rent Date	3/15/2021
Location	102 Winter Way Greenwood, SC 29649 Greenwood County
Distance	2 miles
Units	248
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	6/03/2006
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy: 50 percent students, 40 percent families, and 10 percent seniors
Contact Name	Kim
Phone	(864) 610-5288



### Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	32
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to 11 percent
Concession	None
Waiting List	Yes; 17 households

### Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	64	665	\$730	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	80	985	\$855	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	52	1,000	\$895	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	52	1,180	\$1,125	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$730	\$0	\$730	\$12	\$742
2BR / 2BA	\$855 - \$895	\$0	\$855 - \$895	\$12	\$867 - \$907
3BR / 2BA	\$1,125	\$0	\$1,125	\$12	\$1,137

## Winter Ridge & Montclair Apartments, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Off-Street Parking	On-Site Management	None	None

### Comments

According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Further, the contact stated demand for rental housing in the area is high.

Photos



## Comparable Property Analysis

### Vacancy

The following tables illustrate the market vacancy at the comparable properties.

#### OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Cypress Mill	LIHTC	Family	36	0	0.0%
Hallmark At Greenwood	LIHTC	Family	88	2	2.3%
Liberty Village	LIHTC	Family	36	0	0.0%
Oakmont Place	LIHTC	Family	56	0	0.0%
Sterling Ridge	LIHTC	Family	39	0	0.0%
The Gardens At Parkway	LIHTC	Family	48	1	2.1%
Barrington	Market	Family	134	0	0.0%
Cardinal Glen	Market	Family	64	1	1.6%
Huntington Apartments	Market	Family	92	2	2.2%
Lakeview Apartments	Market	Family	100	0	0.0%
Regency Park Apartments	Market	Family	132	2	1.5%
Winter Ridge & Montclair Apartments	Market	Family	248	0	0.0%
<b>Overall Total</b>			<b>1,073</b>	<b>8</b>	<b>0.7%</b>

#### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Cypress Mill	LIHTC	Family	36	0	0.0%
Hallmark At Greenwood	LIHTC	Family	88	2	2.3%
Liberty Village	LIHTC	Family	36	0	0.0%
Oakmont Place	LIHTC	Family	56	0	0.0%
Sterling Ridge	LIHTC	Family	39	0	0.0%
The Gardens At Parkway	LIHTC	Family	48	1	2.1%
<b>Total LIHTC</b>			<b>303</b>	<b>3</b>	<b>1.0%</b>

#### MARKET RATE VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Barrington	Market	Family	134	0	0.0%
Cardinal Glen	Market	Family	64	1	1.6%
Huntington Apartments	Market	Family	92	2	2.2%
Lakeview Apartments	Market	Family	100	0	0.0%
Regency Park Apartments	Market	Family	132	2	1.5%
Winter Ridge & Montclair Apartments	Market	Family	248	0	0.0%
<b>Total Market Rate</b>			<b>770</b>	<b>5</b>	<b>0.6%</b>

Overall vacancy among the 12 comparables is very low at 0.7 percent. All of the comparable properties are located inside the PMA. The LIHTC comparables demonstrate an overall weighted vacancy of 1.0 percent, and five of the six properties maintain waiting lists, indicating strong demand for affordable housing in the area. The contact at Hallmark At Greenwood noted that occupancy is typically 98 percent or higher, while the contact at The Gardens At Parkway reported that the vacant unit is currently being processed from the waiting list. Among the market rate properties, vacancy is also very low at 0.6 percent, indicating a strong market for conventional apartments.

All of the market rate comparable properties reported vacancy rates at or below 2.2 percent. Overall, the local rental market appears to be healthy, and we believe that the Subject will be able to maintain a stabilized vacancy rate of seven percent or less following stabilization per state guideline standards. In fact, based upon

the low vacancy at the majority of the LIHTC properties and the presence of waiting lists at most of those properties, we expect that upon stabilization, the Subject will operate with a waiting list.

**LIHTC Vacancy – All LIHTC Properties in PMA**

There are 303 total LIHTC units in the PMA that we included in this comparable analysis. There are three vacancies among these units and five of the six properties maintain waiting lists. This indicates strong demand for affordable rental housing in the PMA.

**REASONABILITY OF RENTS**

This report is written to SCSHFDA guidelines. Therefore, the conclusions contained herein may not be replicated by a more stringent analysis. We recommend that the sponsor understand the guidelines of all those underwriting the Subject development to ensure the proposed rents are acceptable to all.

Rents provided by property managers at some properties may include all utilities while others may require tenants to pay all utilities. To make a fair comparison of the Subject rent levels to comparable properties, rents at comparable properties are typically adjusted to be consistent with the Subject. Adjustments are made using the SCSHFDA utility allowance for the Midlands Region, effective February 24, 2021, the most recent available. The rent analysis is based on net rents at the Subject as well as surveyed properties.

The following tables summarize the Subject’s proposed 20 and 60 percent AMI net rents compared to the maximum allowable 20 and 60 percent AMI rents in the SMA where comparables are located, the net rents at the comparables, and the averages of these comparable net rents. The Subject’s location is considered a rural area as determined by USDA. Therefore, the Subject is eligible to use the national non-metropolitan rent and income limits, which are higher than the published rent and income limits for Greenwood County.

**LIHTC RENT COMPARISON @20%**

Property Name	1BR	Rents at Max?
Havenwood Mathis	\$105	Yes
2021 National Non-Metro LIHTC Maximum Rent (Net)	\$109	
Achievable LIHTC Rent	\$109	

The Subject property is held to the 2021 National Non-Metro maximum allowable levels. The Subject will offer one-bedroom units at 20 percent AMI. The Subject’s proposed 20 percent AMI rents are set below the 2021 National Non-Metro maximum allowable levels. The Subject's proposed 20 percent AMI rent offers an 86 percent rent advantage to achievable market rent. Additionally, the capture rates for the 20 percent AMI units are considered low. As such, we conclude to an achievable rent at the maximum allowable level for the Subject’s one-bedroom units at 20 percent AMI. Thus, we believe the Subject's proposed rents at 20 percent AMI are reasonable and achievable as proposed. Further, the Subject's proposed rents at 20 percent AMI will be the lowest in the market.

**LIHTC RENT COMPARISON @60%**

	1BR	2BR	3BR	Rents at Max?
Havenwood Mathis	\$450	\$500	\$550	No
<b>2021 National Non-Metro LIHTC Maximum Rent (Net)</b>	<b>\$585</b>	<b>\$684</b>	<b>\$763</b>	
Cypress Mill	-	\$545	\$595	No
Hallmark At Greenwood	-	\$514	-	No
Liberty Village	-	\$495	\$520	No
Oakmont Place	\$519	\$604	\$678	No
Sterling Ridge	-	\$490	\$520	No
The Gardens At Parkway	-	\$623	\$701	No
<b>Average</b>	<b>\$519</b>	<b>\$545</b>	<b>\$603</b>	
<b>Achievable LIHTC Rent</b>	<b>\$550</b>	<b>\$600</b>	<b>\$650</b>	

The Subject’s proposed 60 percent AMI rents are set below the 2021 National Non-Metro maximum allowable rents at this AMI level. The average 60 percent AMI rents at the comparables are above the proposed rents, and below the 2021 National Non-Metro maximum allowable rents. None of the comparable properties with 60 percent AMI units reported rents at maximum allowable levels. However, property managers at several of the LIHTC properties reported strong demand for affordable housing in the area and that higher rents are achievable.

Liberty Village is located in Greenwood, 0.6 mile from the Subject site, in a similar location. This property was constructed in 2015 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Liberty Village offers similar in-unit and property amenities to the proposed Subject. This property offers similar unit sizes to the proposed Subject. Overall, Liberty Village is considered slightly inferior to the proposed Subject. The property manager at Liberty Village reported that rents are intentionally held low and higher rents are achievable. Thus, we believe Liberty Village is not testing the market. Thus, we believe the Subject can achieve rents higher than those at Liberty Village.

Sterling Ridge is located in Greenwood, 0.6 mile from the Subject site, in a similar location. This property was constructed in 2013 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. Sterling Ridge offers similar in-unit and property amenities to the proposed Subject. This property offers slightly superior unit sizes to the proposed Subject. Overall, Sterling Ridge is considered slightly inferior to the proposed Subject. The property manager at Sterling Ridge reported that rents are intentionally held low and higher rents are achievable. Thus, we believe Sterling Ridge is not testing the market. Thus, we believe the Subject can achieve rents higher than those at Sterling Ridge.

Cypress Mill is located in Ninety Six, 9.7 miles from the Subject site, in a slightly inferior location in terms of median rent, median household income, and median home value. This property was constructed in 2018 and exhibits excellent condition, which is considered similar to the anticipated excellent condition of the Subject upon completion. Cypress Mill offers similar in-unit and property amenities to the proposed Subject. This property offers similar unit sizes to the proposed Subject. Overall, Cypress Mill is considered slightly inferior to the proposed Subject. The property manager at Cypress Mill reported that rents are intentionally held low and higher rents are achievable. Thus, we believe Cypress Mill is not testing the market. Thus, we believe the Subject can achieve rents higher than those at Cypress Mill.

Liberty Village, Sterling Ridge, and Cypress Mill report achieving rents below the 2021 National Non-Metro maximum allowable levels for their one, two, and three-bedroom units at 60 percent AMI. These properties are fully-occupied and maintain waiting lists, indicating higher rents are likely achievable. Further, all three property managers reported that higher rents are achievable in the area. The Subject will be slightly superior to Liberty Village, Sterling Ridge, and Cypress Mill. As such, we believe the Subject can achieve rents above those currently achieved at Liberty Village, Sterling Ridge, and Cypress Mill for its units restricted to the 60 percent AMI level. Additionally, we believe Liberty Village, Sterling Ridge, and Cypress Mill are not adequately

testing the market and higher rents are achievable. Thus, we believe the Subject can achieve rents of **\$550**, **\$600**, and **\$650** for its one, two, and three-bedroom units at 60 percent AMI.

**Achievable Market Rents**

Based on the quality of the surveyed comparable properties and the anticipated quality of the proposed Subject, we conclude that the Subject’s rental rates are well below the achievable market rates for the Subject’s area. The following table shows both market rent comparisons and achievable market rents.

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@20%	\$105	\$414	\$897	\$695	\$750	86%
1BR / 1BA	@60%	\$450	\$519	\$897	\$730	\$750	40%
2BR / 2BA	@60%	\$500	\$490	\$1,241	\$778	\$825	39%
3BR / 2BA	@60%	\$550	\$520	\$1,312	\$851	\$950	42%

All of the market rate properties were built or renovated between 2006 and 2019, and are located in Greenwood. These comparables are the closest market rate comparables in the general area. The market rate comparables are considered inferior to superior to the proposed Subject with respect to age and condition.

Lakeview Apartments is located in Greenwood, 0.3 mile from the Subject site in a similar location. This property was constructed in 1974, renovated in 2013 and 2018, and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. Lakeview Apartments offers slightly inferior in-unit amenities to the proposed Subject as it does not offer washer/dryer hookups, which the Subject will offer. This property offers slightly superior property amenities to the proposed subject as it offers a swimming pool, which the Subject will not offer. In terms of unit sizes, this property is slightly inferior to the proposed Subject. Overall, Lakeview Apartments is considered inferior to the Subject.

Regency Park Apartments is located in Greenwood, 0.2 mile from the Subject in a similar location. This property was constructed in 2001, renovated in 2019, and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Regency Park Apartments offers superior in-unit amenities to the proposed Subject as it offers exterior storage and in-unit washers/dryers, which the Subject will not offer. This property offers slightly superior property amenities to the Subject as it offers a swimming pool, which the Subject will not offer. Regency Park Apartments offers similar unit sizes compared to those of the proposed Subject. Overall, Regency Park Apartments is considered superior to the Subject.

The Subject property is considered inferior to Lakeview Apartments and superior to Regency Park Apartments. Thus, we concluded to achievable market rents of **\$750**, **\$825**, and **\$950** for the Subject’s one, two, and three-bedroom units, respectively. The Subject’s proposed LIHTC rents will have advantages of 39 to 86 percent over what we have determined to be the achievable market rents.

**Impact of Subject on Other Affordable Units in Market**

There are three comparable vacant LIHTC units surveyed, and five of the six LIHTC comparables maintain waiting lists. With a relatively limited supply of affordable housing options in the market and a growing demographic base, we believe the Subject’s opening and lease-up will have no long-term impact on the existing area LIHTC apartments. Between 2020 and market entry, the total number of renter households is expected to increase in the PMA. Since the Subject will not operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

### **Availability of Affordable Housing Options**

There are six LIHTC properties without subsidies in the PMA, all six of which reported near full occupancy with the majority maintaining waiting lists. Therefore, the availability of LIHTC housing targeting moderate incomes is considered somewhat limited given the depth of demand within the PMA. The Subject would bring better balance to the supply of affordable rental housing in the PMA.

### **Summary Evaluation of the Proposed Project**

Overall vacancy in the local market is very low with a 0.7 percent vacancy rate among all 12 surveyed comparable projects. The six LIHTC properties reported three total vacancies and five of these properties maintain waiting lists, suggesting significant demand for affordable housing. Market rate comparables are also performing well, with an overall vacancy rate of 0.6 percent among all of the market rate comparables.

When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 20 and 60 percent AMI rents appear reasonable, and overall they are 39 to 86 percent below our estimated achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

## **H. INTERVIEWS**

**INTERVIEWS**

The following section details interviews with local market participants regarding the housing market.

**Planning**

We attempted to contact the County and City of Greenwood Planning department. However, as of the date of this report, our calls have yet to be returned. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered no new LIHTC allocations and one proposed market rate property in the area.

Hamilton Park Apartments is proposed for the construction of 146 units targeting families. The property is under construction off of Calhoun Road in Greenwood, approximately one mile west of the Subject site. Given the nature of its unrestricted rents, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

**Section 8/Public Housing**

We interviewed Mr. Patrick Prince, Executive Director with the Greenwood Housing Authority (864-227-3670 extension 30), for information regarding the local voucher program. Mr. Prince indicated that the Housing Authority is authorized to distribute 975 tenant-based Housing Choice Vouchers. Of these, 931 vouchers are currently in use. According to Mr. Prince, the waiting list is currently open. The payment standards for Greenwood County are provided in the following table. There are currently 664 households on the waiting list. The payment standards for Greenwood County are provided in the following table.

<b>PAYMENT STANDARDS</b>	
<b>Unit Type</b>	<b>Payment Standard</b>
One-Bedroom	\$659
Two-Bedroom	\$758
Three-Bedroom	\$1,019

Source: Greenwood Housing Authority, effective April 2021

The payment standards are above the achievable LIHTC rents for all of the Subject’s units. Therefore, tenants using vouchers will not have to pay additional rent out of pocket to reside at the Subject.

**Property Managers**

The results from our interviews with property managers are included in the comments section of the property profile reports.

# **I. RECOMMENDATIONS**

## Recommendations

We believe there is ample demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's overall capture rate is 3.0 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 0.2 to 8.3 percent, which are all considered achievable in the PMA. Between 2020 and market entry, the total number of renter households is expected to increase in the PMA. The Subject site is located within 2.9 miles of most community services and facilities that tenants would utilize on a consistent basis, which is superior to the majority of comparable properties.

There are only three vacancies among the LIHTC comparables. The developer's LIHTC rents represent a 39 to 86 percent advantage below achievable market rents. Further, the proposed rents offer a 40.7 percent advantage to HUD Fair Market Rents, which is within SCSHFDA thresholds. The proposed rents will also compete well with the LIHTC rents at the most similar LIHTC comparables we surveyed.

# **J. SIGNED STATEMENT REQUIREMENTS**

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 new rental LIHTC units. I understand that any misrepresentation of this statement may result in 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.

Respectfully submitted,  
Novogradac & Company LLP

May 25, 2021  
Date



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**ADDENDA**

**ADDENDUM A**  
**Qualifications of Consultants**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI, CRE

### I. Education

Duquesne University, Pittsburgh, Pennsylvania  
Masters in Business Administration  
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia  
Bachelor of Science in Business Administration  
Graduated Magna Cum Laude

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Member, The Counselors of Real Estate (CRE)  
LEED Green Associate  
Member, National Council of Housing Market Analysts (NCHMA)  
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. GA12288 – District of Columbia  
Certified General Real Estate Appraiser, No. RZ4162 – State of Florida  
Certified General Real Estate Appraiser, No. CG1694 – State of Maine  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

### III. Professional Experience

**Partner**, Novogradac & Company LLP  
**Vice President/Owner**, Capital Realty Advisors, Inc.  
**Vice President - Acquisitions**, The Community Partners Development Group, LLC  
**Commercial Loan Officer/Work-Out Specialist**, First Federal Savings Bank of Western MD  
**Manager** - Real Estate Valuation Services, Ernst & Young LLP  
**Senior Associate**, Joseph J. Blake and Associates, Inc.  
**Senior Appraiser**, Chevy Chase, F.S.B.  
**Senior Consultant**, Pannell Kerr Forster

#### **IV. Professional Training**

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

#### **V. Real Estate Assignments – Examples**

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered

(LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
BRIAN NEUKAM**

**EDUCATION**

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

**State of Georgia Certified General Real Property Appraiser No.329471**

**State of North Carolina Certified General Appraiser No. 8284**

**State of South Carolina Certified General Appraiser No. 7493**

**PROFESSIONAL TRAINING**

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

**EXPERIENCE**

**Novogradac & Company LLP, Manager, December 2016-present**

Novogradac & Company LLP, Senior Real Estate Analyst, September 2015- December 2016

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

**REAL ESTATE ASSIGNMENTS**

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income-producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## Brinton Noble

### I. Education

Clemson University - Clemson, SC  
Bachelor of Science in Economics

### II. Professional Experience

Analyst, Novogradac & Company LLP, December 2019 – Present  
Junior Analyst, Novogradac & Company LLP, January 2019 – December 2019  
Substitute Teacher, Fayetteville-Manlius School District, September 2017 - October 2018  
Intern to the Assistant Superintendent of Business Administration, Fayetteville-Manlius School District, May 2016 - June 2016

### III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS TAYLOR ZUBEK

## I. Education

Georgia Southern University – Statesboro, GA  
Bachelor of Business Administration – Management, Minor in Finance

## II. Professional Experience

Junior Analyst, *Novogradac & Company LLP* – February 2020 – Present

## III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies of proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and Housing Choice Voucher information.
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.