

**A MARKET FEASIBILITY STUDY OF:**  
**HAVENWOOD**  
**ST. IVES**

# **A MARKET FEASIBILITY STUDY OF:**

# **HAVENWOOD ST. IVES**

**St. Ives Road**  
North Charleston, Charleston County, SC 29406

**Effective Date: April 26, 2021**  
**Report Date: May 26, 2021**

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

**Prepared by:**  
**Novogradac Consulting LLP**  
**555 North Point Center East, Suite 600**  
**Alpharetta, Georgia 30022**  
**678-867-2333**





May 26, 2021

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

Re: Market Study for Havenwood St. Ives, located in North Charleston, Charleston County, South Carolina

Dear Mr. Elbe:

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

The purpose of this market study is to assess the viability of Havenwood St. Ives, a proposed 72-unit family LIHTC project. The property will be restricted to households earning 20, 40, 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 to 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 March 2021, unemployment is at 6.2 percent nationally. Historically, the MSA 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 MSA as total employment contracted by 1.0 percent and the unemployment rate increased by 1.8 percentage points to 4.4 percent since March 2020, which is less than the nationwide employment contraction (3.0 percent) and slightly above the increase in the unemployment rate (1.7 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. Three of the eleven surveyed property managers reported a slight decrease in collections due to the COVID-19 pandemic, and no impact to occupancy or phone traffic. Atlantic On The Boulevard reported that lease-up was slower than expected due to the pandemic. The remaining seven 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.*

LOWCOUNTRY HOUSING COMMUNITIES  
HAVENWOOD ST. IVES  
MAY 14, 2021  
PAGE 4

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



---

H. Blair Kincer, MAI  
Partner  
[Blair.Kincer@novoco.com](mailto:Blair.Kincer@novoco.com)



---

Brian Neukam  
Manager  
[Brian.Neukam@novoco.com](mailto:Brian.Neukam@novoco.com)



---

Brinton Noble  
Analyst  
[Brinton.Noble@novoco.com](mailto:Brinton.Noble@novoco.com)



---

Taylor Zubek  
Junior Analyst  
[Taylor.Zubek@novoco.com](mailto:Taylor.Zubek@novoco.com)

## **TABLE OF CONTENTS**

<b>Executive Summary</b> .....	<b>1</b>
<b>A. Project Description</b> .....	<b>7</b>
<b>B. Site Description</b> .....	<b>11</b>
<b>C. Market Area</b> .....	<b>20</b>
Primary Market Area .....	21
<b>D. Market Area Economy</b> .....	<b>24</b>
Regional and Local Economic Overview .....	25
Commuting Patterns .....	35
Conclusion .....	35
<b>E. Community Demographic Data</b> .....	<b>37</b>
Household Trends .....	40
Renter Households by Number of Persons in the Household .....	43
Conclusion .....	43
<b>F. Project-Specific Demand Analysis</b> .....	<b>44</b>
Project Specific Demand Analysis.....	45
<b>G. Supply Analysis</b> .....	<b>61</b>
Survey of Comparable Projects .....	62
Reasonability of Rents .....	72
Summary Evaluation of the Proposed Project.....	75
<b>H. Interviews</b> .....	<b>76</b>
Interviews.....	77
<b>I. Recommendations</b> .....	<b>79</b>
<b>J. Signed Statement Requirements</b> .....	<b>81</b>

# **EXECUTIVE SUMMARY**

**Property Summary of Subject**

**Subject Property Overview:**

Havenwood St. Ives, the Subject, is a proposed 72-unit apartment community for families that will offer one, two, and three-bedroom units restricted to households earning 20, 40, and 60 percent of the AMI or less. The Subject will be located along the east side of St. Ives Road. As proposed, the Subject will contain one, three-story garden-style residential building, in addition to one community building.

**Targeted Tenancy:**

Families.

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

The following table details the Subject’s proposed rents, utility allowances, unit mix, and unit sizes.

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
				@20%			
1BR / 1BA	750	8	\$200	\$105	\$305	\$308	\$1,059
				@40%			
1BR / 1BA	750	6	\$510	\$105	\$615	\$616	\$1,059
				@60%			
1BR / 1BA	750	1	\$785	\$105	\$890	\$924	\$1,059
2BR / 2BA	950	39	\$895	\$136	\$1,031	\$1,108	\$1,207
3BR / 2BA	1,100	18	\$995	\$172	\$1,167	\$1,281	\$1,544
		<b>72</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
Etiwan Place	LIHTC	Family	60	0	0.0%
Hallmark Timberlake Apartments	LIHTC	Family	224	0	0.0%
Harbour Station	LIHTC	Family	49	0	0.0%
Ivy Ridge	LIHTC	Family	72	0	0.0%
Rivers Place Apartments	LIHTC	Family	48	0	0.0%
ARIUM North Charleston (FKA Cooper's Pointe)	Market	Family	192	4	2.1%
ARIUM St. Ives (FKA Springhouse Apartments)	Market	Family	248	4	1.6%
Atlantic On The Boulevard	Market	Family	280	12	4.3%
Jamison Park	Market	Family	216	0	0.0%
North Bluff	Market	Family	144	1	0.7%
Palmetto Grove (FKA Farrington Place)	Market	Family	168	2	1.2%
<b>Overall Total</b>			<b>1,701</b>	<b>23</b>	<b>1.4%</b>
<b>Overall Total in PMA</b>			<b>1,701</b>	<b>23</b>	<b>1.4%</b>

### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Etiwan Place	LIHTC	Family	60	0	0.0%
Hallmark Timberlake Apartments	LIHTC	Family	224	0	0.0%
Harbour Station	LIHTC	Family	49	0	0.0%
Ivy Ridge	LIHTC	Family	72	0	0.0%
Rivers Place Apartments	LIHTC	Family	48	0	0.0%
<b>Total LIHTC</b>			<b>453</b>	<b>0</b>	<b>0.0%</b>
<b>Total LIHTC in PMA</b>			<b>453</b>	<b>0</b>	<b>0.0%</b>

### MARKET VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
ARIUM North Charleston (FKA Cooper's Pointe)	Market	Family	192	4	2.1%
ARIUM St. Ives (FKA Springhouse Apartments)	Market	Family	248	4	1.6%
Atlantic On The Boulevard	Market	Family	280	12	4.3%
Jamison Park	Market	Family	216	0	0.0%
North Bluff	Market	Family	144	1	0.7%
Palmetto Grove (FKA Farrington Place)	Market	Family	168	2	1.2%
<b>Total Market Rate</b>			<b>1,248</b>	<b>23</b>	<b>1.8%</b>
<b>Total Market Rate in PMA</b>			<b>1,248</b>	<b>23</b>	<b>1.8%</b>

Overall vacancy among the 12 comparables is low at 1.4 percent. All of the comparable LIHTC properties are located inside the PMA. These comparables are fully-occupied, and four of the five properties maintain waiting lists, indicating strong demand for affordable housing in the area.

Among the market rate properties, vacancy is also low at 1.8 percent, indicating strong support for conventional apartments. All of the market rate comparable properties reported vacancy rates at or below 4.3 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 four of those properties, we expect that after completion of absorption, 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%	8	132	0	132	6.1%
1BR @40%	6	323	0	323	1.9%
1BR @60%	1	1,256	63	1,193	0.1%
1BR Overall	15	1,740	63	1,677	0.9%
2BR @60%	39	1,661	81	1,580	2.5%
3BR @60%	18	1,069	19	1,050	1.7%
@20% Overall	8	132	0	132	6.1%
@40% Overall	6	323	0	323	1.9%
@60% Overall	58	3,986	163	3,823	1.5%
Overall	72	5,524	163	5,361	1.3%

As the analysis illustrates, the Subject’s capture rates vary from 0.1 to 6.1 percent with an overall capture rate of 1.3 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. It should be noted that this is the most proximate absorption information available. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Etiwan Place	LIHTC	Family	2019	60	60
Atlantic on the Boulevard	Market	Family	2019	280	11
Rivers Place Apartments	LIHTC	Family	2016	48	24

On average, these properties reported an absorption rate of 32 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 full-occupancy 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 30 units per month upon opening. This equals an absorption period of two to three months. We expect the Subject to reach stabilized occupancy of 93 percent within three months.

### Market Conclusions

Overall vacancy in the local market is performing well with a 1.4 percent vacancy rate in the PMA and a 1.4 percent vacancy rate among all eleven surveyed comparable projects. The five LIHTC properties reported no vacancies and four of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Market rate comparables are also performing well, with an overall vacancy rate of 1.8 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, 40, and 60 percent AMI rents appear reasonable, and overall they are 22 to 80 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 1.3 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 0.1 to 6.1 percent, which are all considered achievable in the PMA, where moderate-income renter households are stable. Between 2020 and market entry, the total number of renter households is expected to increase at a rate of 2.1 percent annually in the PMA. The Subject site is located within two miles of most community services and facilities that tenants would utilize on a consistent basis.

There are no vacancies among LIHTC comparables. The developer's LIHTC rents represent a 22 to 80 percent overall advantage below achievable market rents. Further, the proposed rents offer a 35.8 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 18 LIHTC properties without subsidies in the PMA, and the 15 that we could contact all reported high or 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.

**HAVENWOOD ST. IVES – NORTH CHARLESTON, SC – APPLICATION MARKET STUDY**

<b>2021 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:</b>	
Development Name: Havenwood St. Ives	Total # of Units: 72
Address: East side of St. Ives Road	# of LIHTC Units: 72
PMA Boundary: North: Main Street, Myers Road, and Old Mount Holly Road; East: Henry E Brown Jr Boulevard and Rhett Avenue; South: Interstate 526 and Michaux Parkway; West: Dorchester Road and Old Trolley Road	
Development Type: <input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 7 miles

<b>RENTAL HOUSING STOCK (found on page 58)</b>				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	34	3,710	52	98.6%
Market-Rate Housing	6	1,248	23	98.2%
Assisted/Subsidized Housing not to include LIHTC	10	791	16	98.0%
<b>LIHTC (All that are stabilized)*</b>	18	1,671	13	99.2%
Stabilized Comps**	34	3,710	52	98.6%
Non-stabilized Comps	4	769	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
8	1	1	750	\$200	\$1,059	\$1.41	81.1%	\$1,199	\$1.60
6	1	1	750	\$510	\$1,059	\$1.41	51.8%	\$1,199	\$1.60
1	1	1	750	\$785	\$1,059	\$1.41	25.9%	\$1,199	\$1.60
39	2	2	950	\$895	\$1,207	\$1.27	25.8%	\$1,479	\$1.56
18	3	2	1,100	\$995	\$1,544	\$1.40	35.6%	\$1,748	\$1.59
<b>Gross Potential Rent Monthly*</b>				<b>\$58,260</b>	<b>\$90,750</b>		<b>35.8%</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	25,995	38.0%	32,293	38.8%	34,469	39.1%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	11,869	36.8%	12,065	35.0%
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%	40%	60%	Market-rate:	Other:___	Overall Affordable
Renter Household Growth	-16	-55	266			196
Existing Households (Overburd + Substand)	434	1,081	3,720			5,328
Homeowner conversion (Seniors)	0	0	0			0
Other:						
Less Comparable/Competitive Supply	0	0	163			163
<b>Net Income-qualified Renter HHs</b>	418	1,026	3,823			5,361

<b>CAPTURE RATES (found on page 56)</b>						
Targeted Population	20%	40%	60%	Market-rate:	Other:___	Overall
Capture Rate	6.1%	1.9%	1.5%			1.3%

**ABSORPTION RATE (found on page 56)**  
 Absorption Period 2 - 3 months

HAVENWOOD ST. IVES – NORTH CHARLESTON, 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
8	1 BR	\$200	\$1,600	\$1,059	\$8,472	81.1%
6	1 BR	\$510	\$3,060	\$1,059	\$6,354	51.8%
1	1 BR	\$785	\$785	\$1,059	\$1,059	25.9%
39	2 BR	\$895	\$34,905	\$1,207	\$47,073	25.8%
18	3 BR	\$995	<u>\$17,910</u>	\$1,544	<u>\$27,792</u>	<u>35.6%</u>
<b>Totals</b>	<b>72</b>		<b>\$58,260</b>		<b>\$90,750</b>	<b>35.8%</b>

Source: SCSHFDA, Novogradac & Company LLP, May 2021

# **A. PROJECT DESCRIPTION**

**PROPERTY DESCRIPTION**

- Development Location:** The Subject will be located on St. Ives Road in North Charleston, Charleston County, South Carolina.
- Construction Type:** The new construction Subject will be constructed in one, three-story garden-style residential building and one community building.
- Occupancy Type:** Family
- Target Income Group:** The Subject will be restricted to households earning 20, 40 and 60 percent of the AMI or less. The minimum allowable household income for the Subject is \$10,457 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 \$53,220 (the 60 percent AMI income for a five-person household).
- Special Population Target:** None.
- Number of Units by Unit Type:** The Subject will include 15 one, 39 two, and 18 three-bedroom units.
- Number of Buildings and Stories:** The new construction Subject will be constructed in one, three-story garden-style residential building and one community building.
- Unit Mix:** One-bedroom units will be 750 square feet, two-bedroom units will be 950 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	15	750	11,250
2BR / 2BA	39	950	37,050
3BR / 2BA	18	1,100	19,800
<b>TOTAL</b>	<b>72</b>		<b>68,100</b>

- Structure Type/Design:** The Subject will offer one, three-story garden-style residential building and one community building.
- 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.

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
				@20%			
1BR / 1BA	750	8	\$200	\$105	\$305	\$308	\$1,059
				@40%			
1BR / 1BA	750	6	\$510	\$105	\$615	\$616	\$1,059
				@60%			
1BR / 1BA	750	1	\$785	\$105	\$890	\$924	\$1,059
2BR / 2BA	950	39	\$895	\$136	\$1,031	\$1,108	\$1,207
3BR / 2BA	1,100	18	\$995	\$172	\$1,167	\$1,281	\$1,544
		<b>72</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 \$105, 136 and \$172 for the one, two and three-bedroom units, respectively.

**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 ST. IVES – NORTH CHARLESTON, SC – APPLICATION MARKET STUDY**

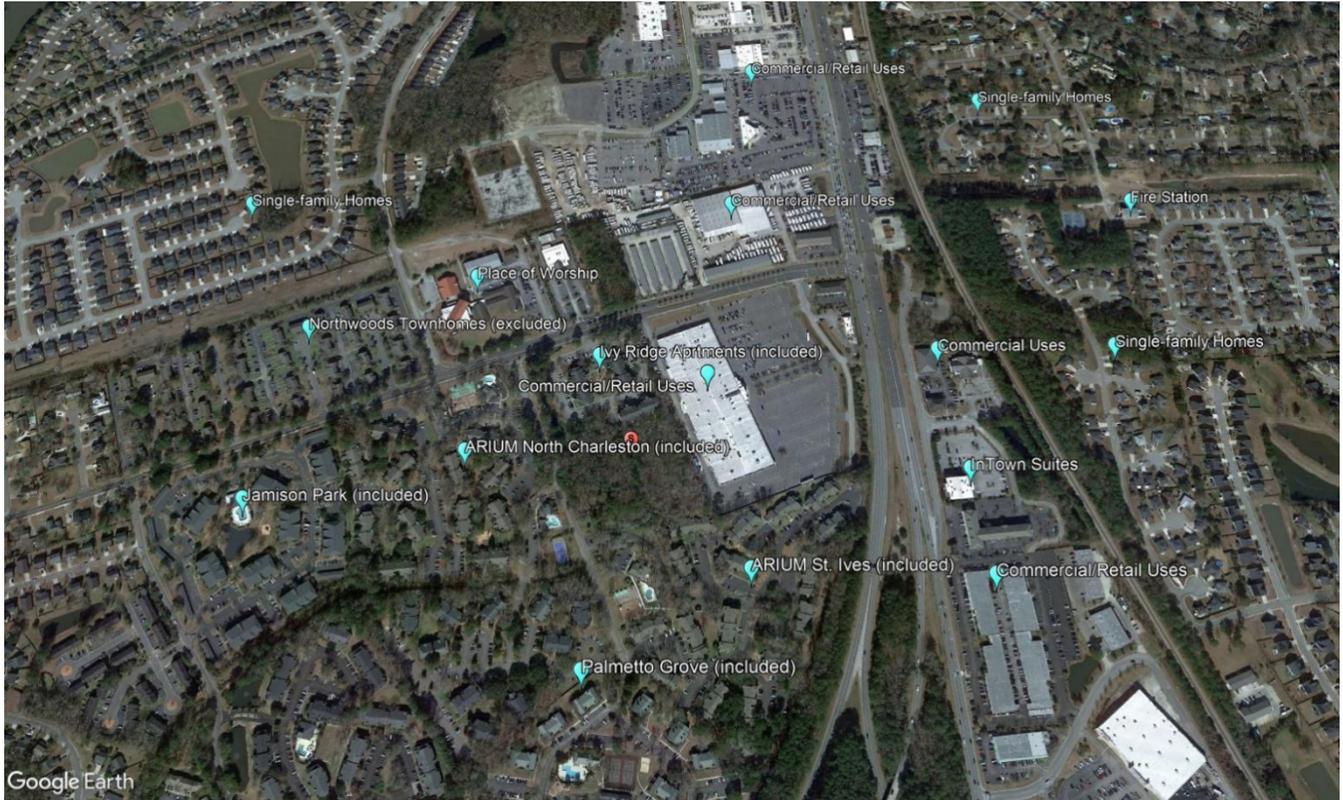
Havenwood St. Ives												
<b>Location</b>	St. Ives Road North Charleston, SC 29406 Charleston County											
<b>Units</b>	72											
<b>Type</b>	Garden (3 stories)											
<b>Year Built / Renovated</b>	2023 / N/A											
Market												
<b>Program</b>	@20%, @40%, @60%						<b>Leasing 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)	8	750	\$200	\$0	@20%	N/A	N/A	N/A	no	
1	1	Garden (3 stories)	6	750	\$510	\$0	@40%	N/A	N/A	N/A	no	
1	1	Garden (3 stories)	1	750	\$785	\$0	@60%	N/A	N/A	N/A	no	
2	2	Garden (3 stories)	39	950	\$895	\$0	@60%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	18	1,100	\$995	\$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 Playground						<b>Premium</b>	none				
<b>Services</b>	none						<b>Other</b>	none				
Comments												
This property will consist of one, three-story garden-style residential building 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 \$105, \$136, and \$172, 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 26, 2021.

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



Source: Google Earth, May 2021

**Physical Features of Site:** The Subject site is located in North Charleston, South Carolina and is undeveloped forested land.

**Location/Surrounding Uses:** The Subject site is located in a mixed-use neighborhood consisting of multifamily developments, single-family residential, and retail/commercial developments. North of the Subject site is Ivy Ridge Apartments, a family LIHTC property, which has been included as a comparable for the purposes of this report. Farther north is Northwoods Townhomes, a place of worship, retail/commercial uses in average condition, and single-family homes in average condition. For the purposes of this report, Northwoods Townhomes has been excluded as a comparable as it offers solely two-bedroom units and there are more proximate comparable properties to the Subject. East of the Subject site are retail/commercial uses that exhibit average condition. Farther east is InTown Suites, retail/commercial uses in average condition, single-family homes in average condition, and a fire station. South of the Subject site are retail/commercial uses in

average condition and multifamily developments by the names of ARIUM St. Ives and Palmetto Grove, which are both market rate properties included as comparables for the purposes of this report. West of the Subject are two multifamily developments by the names of ARIUM North Charleston and Jamison Park, which are both market rate properties that have been included as comparables for the purposes of this report. Farther west are single-family homes in average to good condition. Overall, the Subject site is considered a desirable site for rental housing.

**Photographs of Subject Site and Surrounding Uses**



View south along St. Ives Road



View north along St. Ives Road



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Miller Motte-College in Subject's neighborhood



Gas station in Subject's neighborhood



Commercial uses in Subject's neighborhood



InTown Suites in Subject's neighborhood



Commercial use in Subject's neighborhood



Commercial use in Subject's neighborhood



Single-family homes in Subject's neighborhood



Single-family homes in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood

**Visibility/Views:**

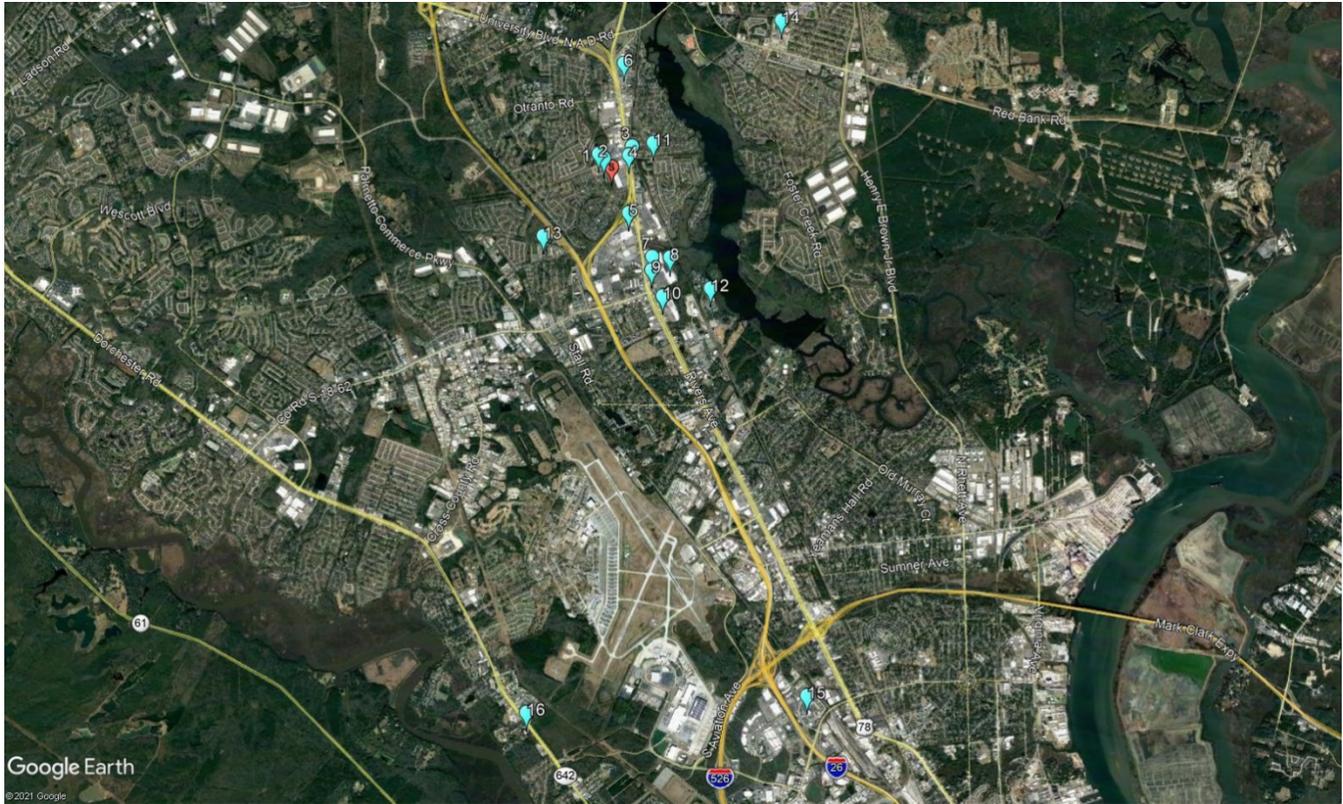
Views from the Subject site include Ivy Ridge Apartments to the north, retail/commercial uses in average condition to the east, ARIUM St. Ives to the south, and Palmetto Grove and ARIUM North Charleston to the west. All of these multifamily properties are included as comparables for the purposes of this report. Views from the site are considered average. The Subject will have good visibility from St. Ives Road. Overall, the Subject site is located within a mixed-use neighborhood with good access and visibility.

**Detrimental Influence:**

We did not observe any detrimental influences to the Subject site during our inspection.

**Proximity to Local Services:**

The Subject is located in reasonable proximity to local services including commercial and retail uses. 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, May 2021

**LOCATIONAL AMENITIES**

Map #	Service or Amenity	Distance from Subject (Crow)
1	Bus Stop	0.2 mile
2	Place of Worship	0.3 mile
3	Gas Station	0.4 mile
4	Arby's	0.5 mile
5	Northwoods Mall	1.2 miles
6	Piggly Wiggly	1.4 miles
7	Post Office	1.6 miles
8	Walmart Supercenter (and Pharmacy)	1.8 miles
9	Bank of America	1.8 miles
10	CVS Pharmacy	2.1 miles
11	Fire Station #2	2.4 miles
12	Hanahan Elementary School	3.0 miles
13	Northwoods Middle School	3.2 miles
14	Goose Creek High School	3.8 miles
15	North Charleston Police Department	7.9 miles
16	Dorchester Road Regional Library	8.0 miles

**Availability of Public Transportation:** Charleston Area Regional Transportation Authority (CARTA) provides public transportation throughout Charleston County and surrounding areas. The nearest bus stop is 0.2 miles from the Subject, located at the intersection of St. Ives Road and Greenridge Road. Fares are \$2.00 each way for trips within Charleston County.

**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 MSA.

**2020 CRIME INDICES**

	PMA	Charleston-North Charleston, SC Metropolitan Statistical Area
<b>Total Crime*</b>	<b>127</b>	<b>145</b>
<b>Personal Crime*</b>	<b>133</b>	<b>162</b>
Murder	110	151
Rape	166	137
Robbery	107	125
Assault	142	183
<b>Property Crime*</b>	<b>127</b>	<b>143</b>
Burglary	113	137
Larceny	132	146
Motor Vehicle Theft	125	135

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

The total crime index in the PMA and MSA are above the nation. Like the Subject, six of the eleven comparable properties do not offer security features. The comparables that do not offer security features report low vacancy and, in some instances, maintain waiting lists. 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 additional security features and that a lack of security features is market oriented.

**Access and Traffic Flow:**

The Subject will be accessible from St. Ives Road. St. Ives Road is a lightly-trafficked two lane street that provides access to Greenridge Road 0.1 mile north of the Subject site. Greenridge Road provides access to U.S. Route 78, 0.3 miles northeast of the Subject site. U.S. Route 78 provides access to Interstate 26, approximately 0.9 mile south of the Subject site. Interstate 26 is a heavily-trafficked thoroughfare that traverses northwest/southeast and provides access to downtown Charleston, approximately 15 miles southeast of the Subject site and Columbia, approximately 90 miles northwest of the Subject site. Overall, access and traffic flow are considered good.

**Positive/Negative Attributes:**

The Subject will have overall good access to area retail and community services in North Charleston, most of which are within less than 2.0 miles of the Subject site. We did not observe any 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 72-unit family development to be constructed in North Charleston, South Carolina. The PMA is defined as Main Street, Myers Road, and Old Mount Holly Road to the north, Henry E Brown Jr Boulevard and Rhett Avenue to the east, Interstate 526 and Michaux Parkway to the south, and Dorchester Road and Old Trolley Road to the west. Based on interviews with the property managers at the nearby comparables, the Subject will be able to draw from approximately a 10 to 15-minute drive time of the site. Based on interviews with local property managers, most of the tenants will originate from North Charleston and several other communities in Charleston County as well as some of the smaller communities in surrounding counties. 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: 7 miles
- East: 3 miles
- South: 6 miles
- West: 7 miles

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

Census Tracts				
450350108.14	450350108.17	450350108.21	450350108.13	450350108.22
450350108.23	450150207.23	450150207.18	450350108.15	450150207.17
450150207.22	450150208.12	450150207.21	450350108.19	450150207.19
450150210.00	450190034.00	450150208.11	450150207.14	450150207.20
450190032.00	450190031.09	450350108.08	450350108.18	450190031.17
450150208.10	450190031.15	450150207.10	450190031.08	450190031.16
450150208.07	450190031.04	450150207.13	450190031.13	450150208.06
450190033.00	450150208.09	450150207.16	450190031.05	450150209.04
450150207.07	450150208.08	450190031.07	450190031.11	450150208.04
450150207.15	450150209.01	450190031.10	450190035.00	450150209.03
450190031.06	450350106.06	450350107.00	450350108.09	

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 North Charleston 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 MSA.

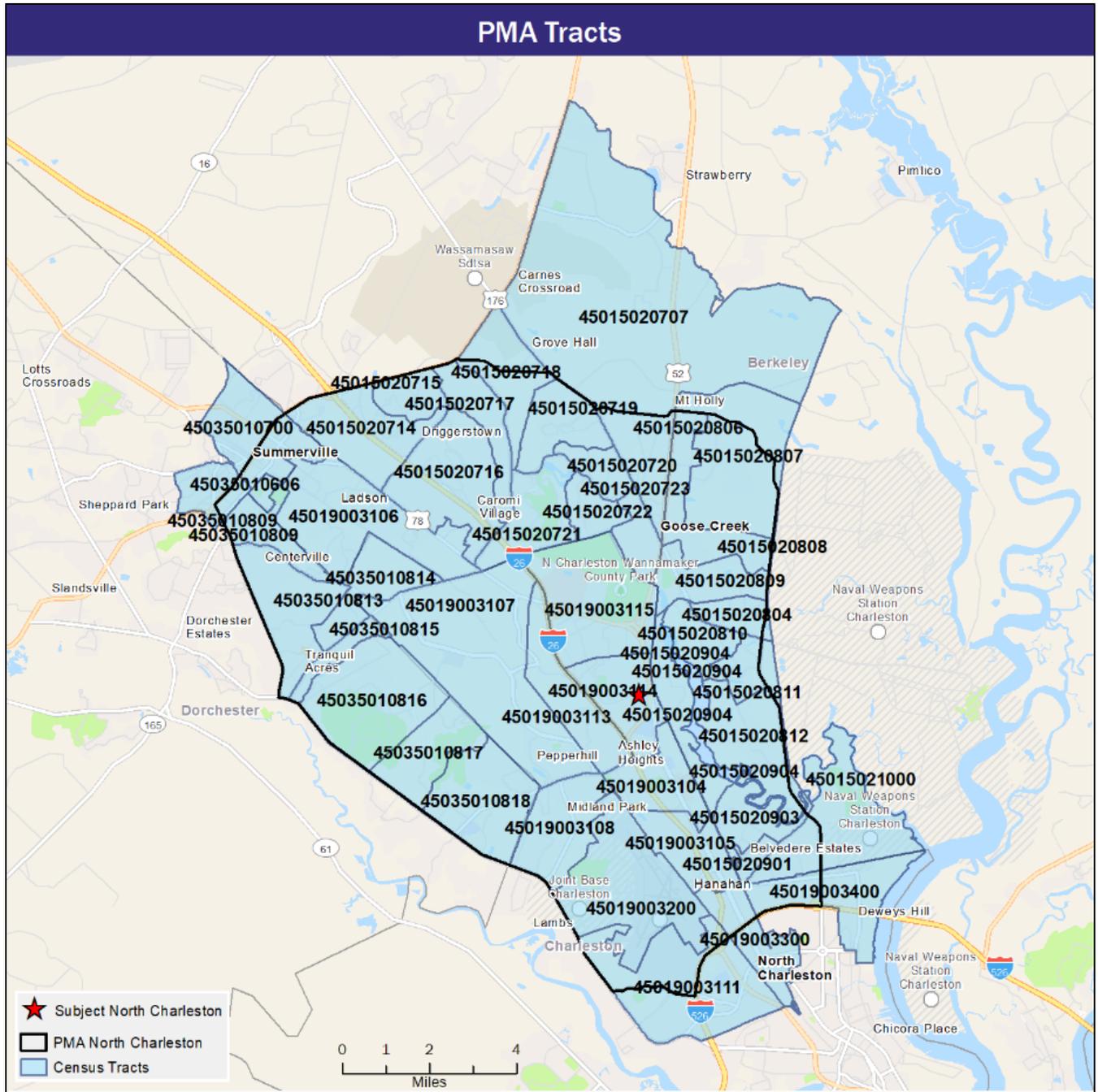
2010 POPULATION BY RACE

	PMA		SMA		USA	
<b>Total</b>	<b>184,112</b>	-	<b>664,607</b>	-	<b>308,745,538</b>	-
White	111,411	60.5%	435,763	65.6%	223,553,265	72.4%
Black	50,671	27.5%	184,019	27.7%	38,929,319	12.6%
American Indian	1,093	0.6%	3,039	0.5%	2,932,248	0.9%
Asian	5,289	2.9%	10,817	1.6%	14,674,252	4.8%
Pacific	258	0.1%	629	0.1%	540,013	0.2%
Other	9,455	5.1%	16,445	2.5%	19,107,368	6.2%
Two or More Races	5,935	3.2%	13,895	2.1%	9,009,073	2.9%
<b>Total Hispanic</b>	<b>18,322</b>	-	<b>35,707</b>	-	<b>50,477,594</b>	-
Hispanic: White	7,217	39.4%	15,523	43.5%	26,735,713	53.0%
Hispanic: Black	755	4.1%	1,656	4.6%	1,243,471	2.5%
Hispanic: American Indian	244	1.3%	438	1.2%	685,150	1.4%
Hispanic: Asian	74	0.4%	160	0.4%	209,128	0.4%
Hispanic: Pacific	52	0.3%	110	0.3%	58,437	0.1%
Hispanic: Other	8,744	47.7%	15,262	42.7%	18,503,103	36.7%
Hispanic: Two or More Races	1,236	6.7%	2,558	7.2%	3,042,592	6.0%

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

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.

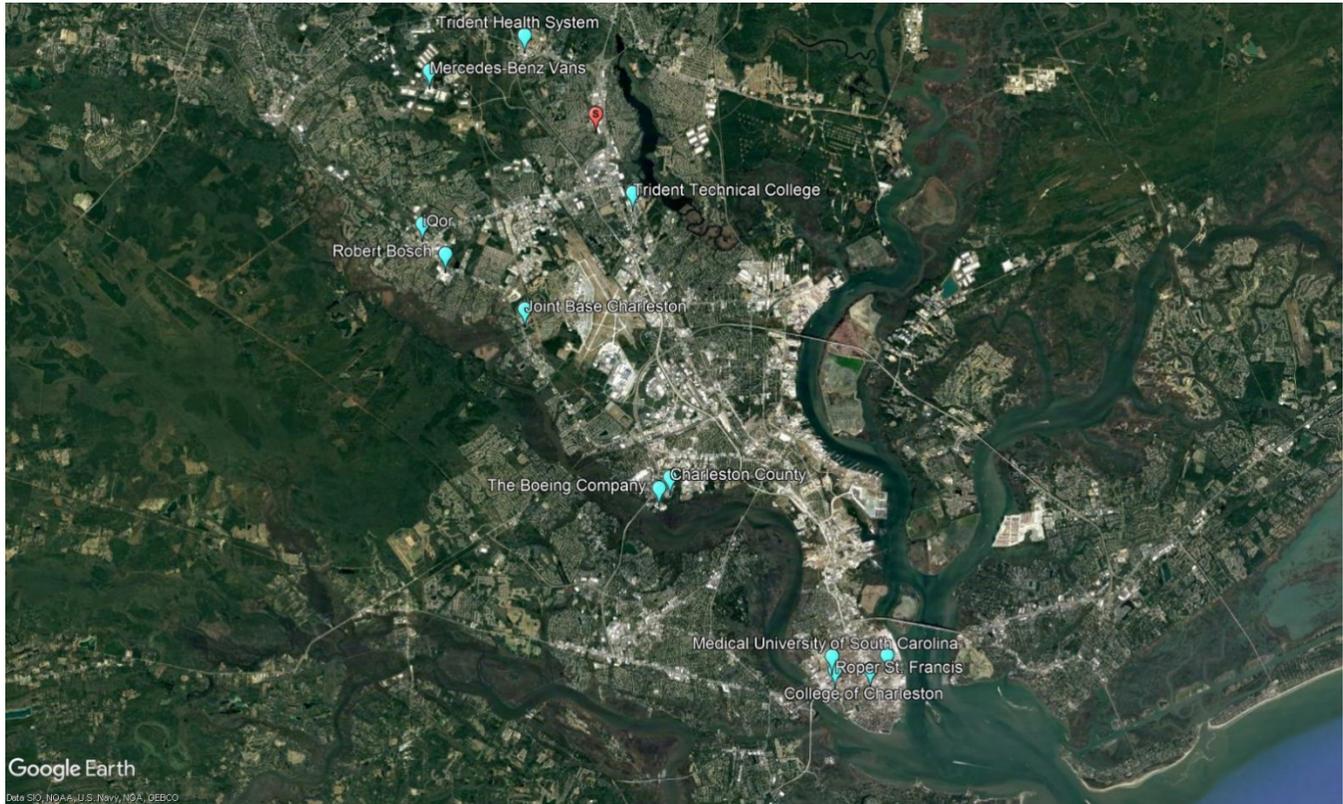


## **D. MARKET AREA ECONOMY**

## 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, May 2021

#### MAJOR EMPLOYERS CHARLESTON COUNTY, SOUTH CAROLINA

Employer Name	Industry	# Of Employees
Joint Base Charleston	Military	22,000
Medical University of South Carolina (MUSC)	Educational Services	16,000
Roper St. Francis Healthcare	Healthcare/Social Assistance	6,000
Charleston County School District	Educational Services	5,900
The Boeing Company	Manufacturing	5,700
Charleston County	Public Administration	2,700
Trident Health System	Healthcare/Social Assistance	2,600
Walmart Inc.	Retail Trade	2,300
College of Charleston	Educational Services	2,000
U.S. Postal Service	Postal Services	2,000
City of Charleston	Public Administration	1,700
Robert Bosch LLC	Manufacturing	1,600
Mercedes-Benz Vans, LLC	Manufacturing	1,600
City of North Charleston	Public Administration	1,200
Trident Technical College	Educational Services	1,200
Publix Supermarkets	Grocery Retail	1,200
iQor	Prof/Scientific/Tech Services	1,200
T-Mobile USA	Telecommunications	1,200
<b>Totals</b>		<b>78,100</b>

Source: Charleston County Economic Development, 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
Healthcare/Social Assistance	14,536	14.3%	22,313,586	15.1%
Manufacturing	11,945	11.7%	15,550,554	10.6%
Retail Trade	11,494	11.3%	14,356,334	9.7%
Construction	9,178	9.0%	10,829,187	7.4%
Prof/Scientific/Tech Services	7,044	6.9%	12,049,828	8.2%
Accommodation/Food Services	6,971	6.8%	8,202,612	5.6%
Educational Services	6,839	6.7%	14,320,448	9.7%
Public Administration	6,750	6.6%	7,071,492	4.8%
Admin/Support/Waste Mgmt Svcs	6,180	6.1%	5,786,624	3.9%
Other Services	5,331	5.2%	6,772,309	4.6%
Transportation/Warehousing	5,232	5.1%	6,959,787	4.7%
Finance/Insurance	2,542	2.5%	7,169,665	4.9%
Real Estate/Rental/Leasing	2,102	2.1%	3,082,197	2.1%
Information	1,861	1.8%	2,723,217	1.8%
Wholesale Trade	1,731	1.7%	3,744,789	2.5%
Arts/Entertainment/Recreation	1,031	1.0%	2,329,497	1.6%
Utilities	999	1.0%	1,274,383	0.9%
Agric/Forestry/Fishing/Hunting	136	0.1%	1,852,333	1.3%
Mining	95	0.1%	729,605	0.5%
Mgmt of Companies/Enterprises	0	0.0%	210,175	0.1%
<b>Total Employment</b>	<b>101,997</b>	<b>100.0%</b>	<b>147,328,622</b>	<b>100.0%</b>

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

Employment in the PMA is concentrated in the healthcare/social assistance, manufacturing, and retail trade industries, which collectively comprise 37.3 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 public administration, construction, and accommodation/food services industries. Conversely, the PMA is underrepresented in the professional/scientific/technical services, finance/insurance, and education services.

The following table illustrates the changes in employment by industry from 2010 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
Healthcare/Social Assistance	9,854	13.3%	14,536	14.3%	4,682	4.8%
Manufacturing	7,057	9.5%	11,945	11.7%	4,888	6.9%
Retail Trade	9,793	13.2%	11,494	11.3%	1,701	1.7%
Construction	6,773	9.2%	9,178	9.0%	2,405	3.6%
Prof/Scientific/Tech Services	4,118	5.6%	7,044	6.9%	2,926	7.1%
Accommodation/Food Services	4,757	6.4%	6,971	6.8%	2,214	4.7%
Educational Services	5,475	7.4%	6,839	6.7%	1,364	2.5%
Public Administration	5,797	7.8%	6,750	6.6%	953	1.6%
Admin/Support/Waste Mgmt Svcs	3,496	4.7%	6,180	6.1%	2,684	7.7%
Other Services	3,117	4.2%	5,331	5.2%	2,214	7.1%
Transportation/Warehousing	3,817	5.2%	5,232	5.1%	1,415	3.7%
Finance/Insurance	2,396	3.2%	2,542	2.5%	146	0.6%
Real Estate/Rental/Leasing	1,793	2.4%	2,102	2.1%	309	1.7%
Information	1,348	1.8%	1,861	1.8%	513	3.8%
Wholesale Trade	2,021	2.7%	1,731	1.7%	-290	-1.4%
Arts/Entertainment/Recreation	1,290	1.7%	1,031	1.0%	-259	-2.0%
Utilities	718	1.0%	999	1.0%	281	3.9%
Agric/Forestry/Fishing/Hunting	239	0.3%	136	0.1%	-103	-4.3%
Mining	27	0.0%	95	0.1%	68	25.2%
Mgmt of Companies/Enterprises	123	0.2%	0	0.0%	-123	-10.0%
<b>Total Employment</b>	<b>74,009</b>	<b>100.0%</b>	<b>101,997</b>	<b>100.0%</b>	<b>27,988</b>	<b>3.8%</b>

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

Total employment in the PMA increased at an annualized rate of 3.8 percent between 2010 and 2020. The industries which expanded most substantially during this period include healthcare/social assistance, manufacturing, and professional/scientific/technical services. Changes in the manufacturing sector are discussed below. Conversely, the wholesale trade, arts/entertainment/recreation, and management of companies sectors experienced the least growth. Overall, we view rise in healthcare-related employment as a positive aspect of the local economy. However, 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.

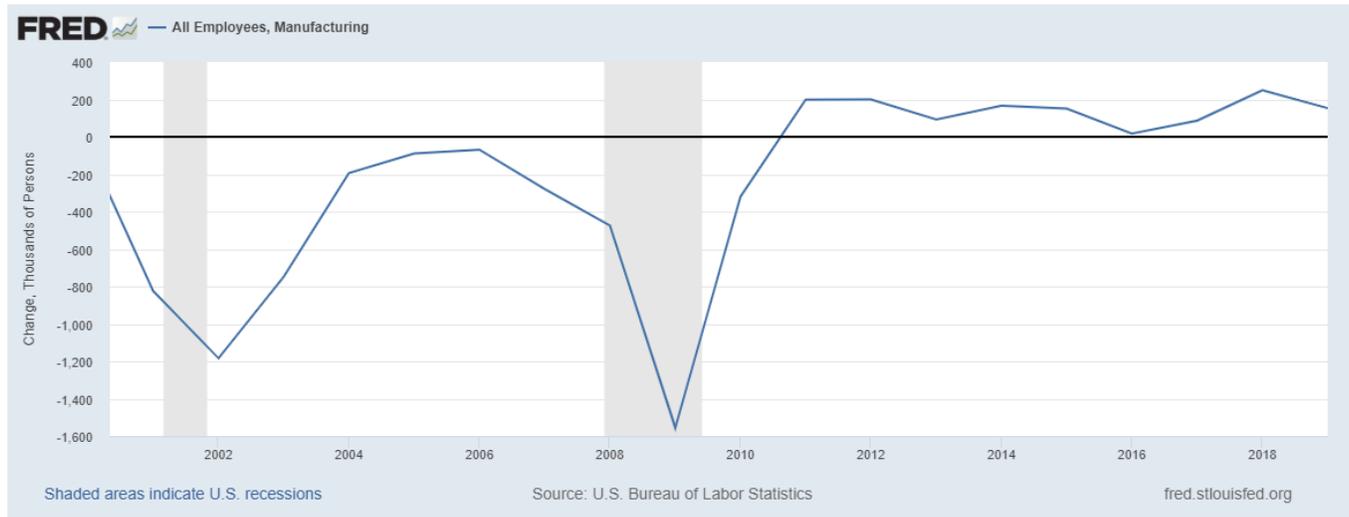
### Manufacturing

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.

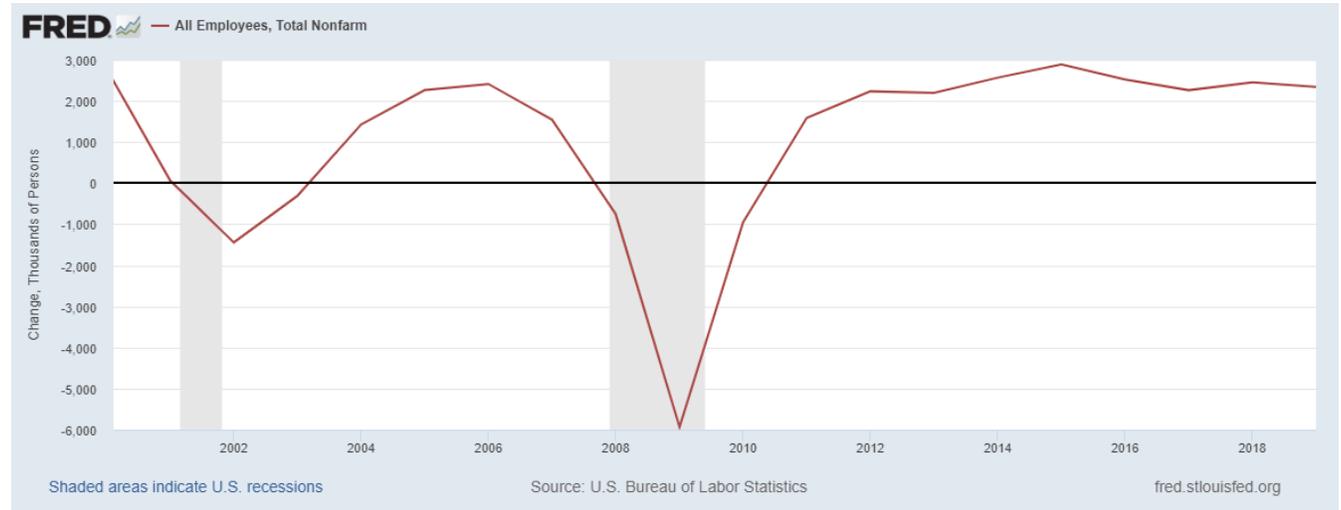
Although recent employment growth in the U.S. manufacturing sector bodes well for the MSA, the manufacturing sector is still not quite as strong as in the past. With manufacturing accounting for close to 10 percent of the U.S. economy and as a major source of employment for the MSA manufacturing employment 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.



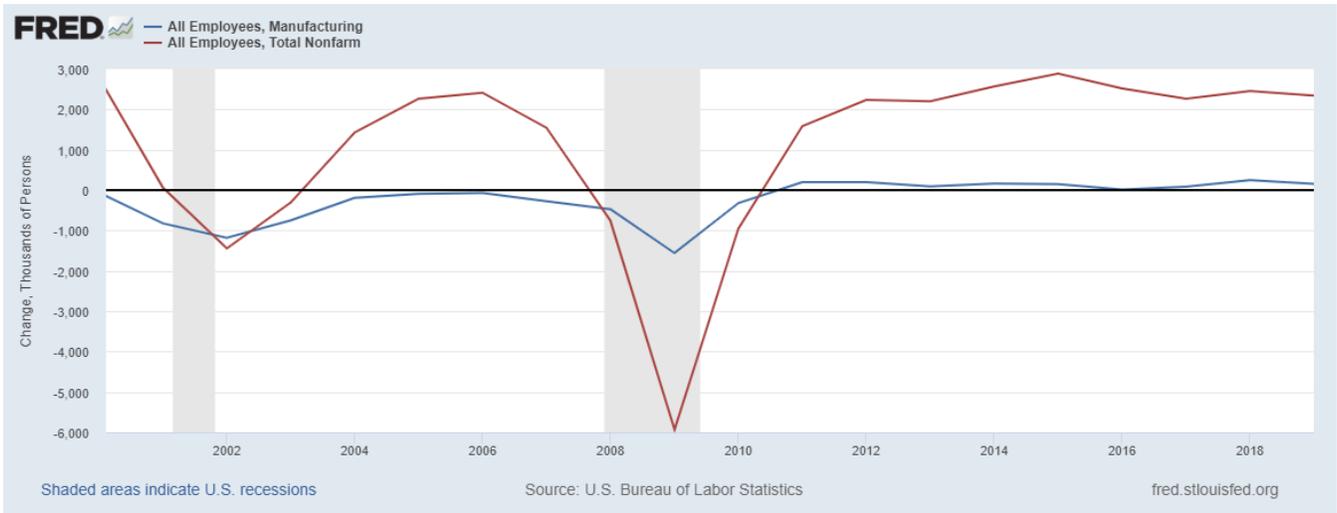
Source: Federal Reserve Bank of St. Louis, 1/2020.

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



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

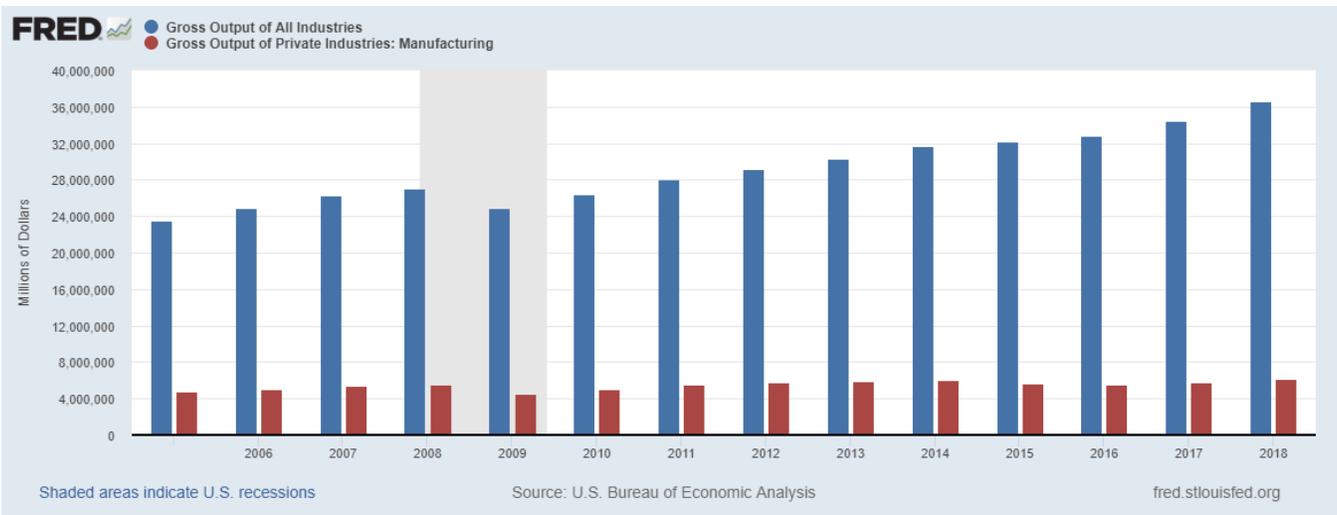
Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.



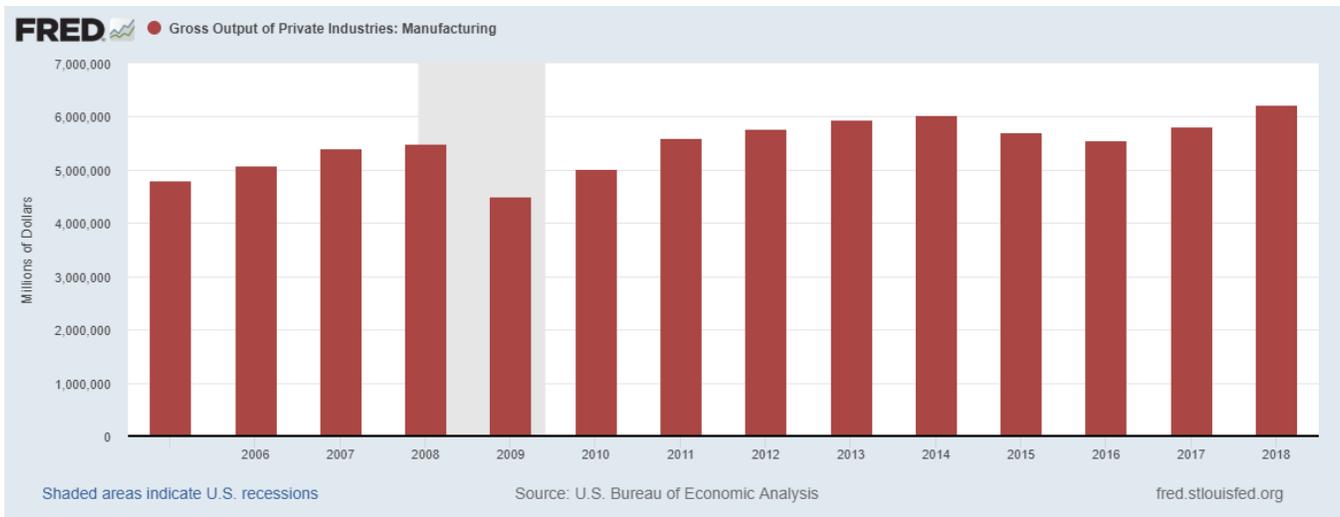
Source: Federal Reserve Bank of St. Louis, 1/2020.  
 Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.

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 steady 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 North Charleston area has experienced a 6.9 percent growth in employment from 2010 to 2020. However, we believe it is reasonable to assume that the North Charleston 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 Charleston County.

MAJOR EMPLOYERS CHARLESTON COUNTY, SOUTH CAROLINA		
Employer Name	Industry	# Of Employees
Joint Base Charleston	Military	22,000
Medical University of South Carolina (MUSC)	Educational Services	16,000
Roper St. Francis Healthcare	Healthcare/Social Assistance	6,000
Charleston County School District	Educational Services	5,900
The Boeing Company	Manufacturing	5,700
Charleston County	Public Administration	2,700
Trident Health System	Healthcare/Social Assistance	2,600
Walmart Inc.	Retail Trade	2,300
College of Charleston	Educational Services	2,000
U.S. Postal Service	Postal Services	2,000
City of Charleston	Public Administration	1,700
Robert Bosch LLC	Manufacturing	1,600
Mercedes-Benz Vans, LLC	Manufacturing	1,600
City of North Charleston	Public Administration	1,200
Trident Technical College	Educational Services	1,200
Publix Supermarkets	Grocery Retail	1,200
iQor	Prof/Scientific/Tech Services	1,200
T-Mobile USA	Telecommunications	1,200
<b>Totals</b>		<b>78,100</b>

Source: Charleston County Economic Development, April 2021.

The major employers in Charleston County are concentrated in the military, educational services, and healthcare/social assistance industries. As of April 2021, Joint Base Charleston has adjusted manning from Mission Critical to standard operations. Additionally, the process to allow base access to visitors have returned to normal procedures that were established before COVID-19 measures were implemented. The PMA also has a significant share of employment in the healthcare and education industries, which are historically known to exhibit greater stability during recessionary periods.

## Expansions/Contractions

We consulted the Charleston Regional Economic Development Alliance for information on recent business expansions in the area. Further, we conducted internet research on business developments in the area. We found evidence of the following employment expansions in the area.

- On April 7, 2021, Mercedes-Benz Vans, LLC, a part of the global Mercedes-Benz Vans production network, announced plans to build the next generation eSprinter van in Charleston County. The company will invest around \$59 million. Production of the eSprinter is expected to start by second half of 2023.
- On March 3, 2021, T-Mobile US, Inc., one of the largest wireless network operators in the country, announced it will expand its operations in Charleston County. The \$10.2 million investment in its Customer Experience Center will create up to 540 new jobs, bringing the Charleston County location to a total of approximately 1,540 full-time employees. Upgrades to the facility were completed in late spring of 2020.
- On February 25, 2021, Omatic Software, a data integration company, announced plans to expand operations in Charleston County. The \$450,000 investment will create approximately 100 new jobs over the next five years.
- On January 29, 2021, Ray-Mont Logistics, a fully integrated logistics company, announced plans to

establish operations in Charleston County. The more than \$16 million investment will create 85 new jobs. The new facility is expected to be completed by spring 2021

- On December 8, 2020, Vikor Scientific, LLC, a molecular diagnostics company, today announced plans to expand operations in Charleston County. The \$1 million investment will create 148 new jobs. The expansion was completed in early 2021.
- On November 23, 2020, Carver Maritime, LLC, an industrial port known for its shipping and warehousing storage operations, announced plans to expand its existing operations in Charleston County. The more than \$27.8 million investment will create 50 new jobs. The expansion is expected to be completed by 2025.
- On November 5, 2020, Defense Engineering Services (DES), a service-disabled veteran-owned small business, today announced plans to expand operations in Charleston County. The more than \$1.1 million investment will create 18 new jobs. The expansion is expected to be completed by 2025.
- On October 29, 2020, Vigilent Labs, an advanced health and medical technology company, announced plans to establish operations in Charleston County. The company is investing more than \$104.6 million and will create over 400 new jobs at its state-of-the-art COVID-19 test manufacturing facility in the Charleston Navy Yard. The new facility began manufacturing activities in December 2020.
- Daye North America announced plans to establish a manufacturing operation in the Charleston region in September 2020. A specific timeline for the expansion is not available as of the date of this report; however, the facility is projected to initially employ 16 upon completion.

Due to the onset of the COVID-19 pandemic in spring 2020, there have been no other recently announced employment expansions in the Charleston area. The Charleston Regional Economic Development Alliance is currently working with area employers to connect with resources in order to maintain operations during the pandemic. Additionally, the State of South Carolina and regional economic development agencies are currently working on a campaign aimed at the Boeing Company, which maintains a large manufacturing operation in the region. Due to demand impacts for aircraft as a result of the COVID-19 pandemic, the company shuttered one of two manufacturing lines for its 787 Dreamliner aircraft, one of which is located in Charleston, SC and the other in Seattle, Washington. Boeing announced in October 2020 that it will consolidate its production of the 787 Dreamliner in South Carolina in 2021. As detailed in our table of major employers, The Boeing Company current employs 5,700 in Charleston County.

### **WARN Notices**

According to South Carolina Works, there have been a number of Worker Adjustment and Retraining Notification (WARN) notices issued in Charleston County, South Carolina since 2019. The following table illustrates the employment contractions from January 2019 through 2021 year-to-date.

**WARN LISTINGS  
CHARLESTON COUNTY, SOUTH CAROLINA 2019-2021 YTD**

Company	Industry	Employees Affected	Layoff Date
BOSCH	Manufacturing	430	7/31/2021
Renaissance Charleston Historic District	Accommodation/Food Services	60	9/22/2020
Avis Budget Group	Accommodation/Food Services	12	8/28/2020
Renaissance Charleston Historic District	Accommodation/Food Services	60	8/26/2020
WestRock	Manufacturing	21	8/16/2020
Wyndham Mill House	Accommodation/Food Services	77	7/1/2020
Delaware North	Accommodation/Food Services	120	7/1/2020
Durham School Services	Accommodation/Food Services	465	6/30/2020
Hotel Bennett	Accommodation/Food Services	153	5/31/2020
King Charles Inn	Accommodation/Food Services	50	5/14/2020
Go Rentals	Arts/Entertainment/Recreation	275	3/21/2020
Palmetto Brewing	Accommodation/Food Services	9	3/21/2020
Renaissance Charleston	Accommodation/Food Services	60	3/21/2020
Halls Chophouse	Accommodation/Food Services	181	3/18/2020
High Cotton	Accommodation/Food Services	81	3/18/2020
Halls Signature Events	Accommodation/Food Services	27	3/18/2020
Halls on Exchange	Accommodation/Food Services	83	3/18/2020
Halls on the Creek	Accommodation/Food Services	132	3/18/2020
Alsco	Linen Services	36	3/18/2020
Embassy Suites North Charleston	Accommodation/Food Services	118	3/12/2020
WestRock	Manufacturing	23	3/9/2020
Gear Design & Manufacturing - AAM Charleston	Manufacturing	85	8/1/2019
Thesys CAT, LLC	Technology	41	4/15/2019
Lowe's Companies	Retail Trade	80	3/25/2019
DSV Solutions, LLC	Transportation/Warehousing	69	2/2/2019
<b>Total</b>		<b>2,748</b>	

Source: South Carolina Department of Employment and Workforce, April 2021.

As illustrated in the above table, there have been approximately 2,748 employees in the area impacted by layoffs or closures since 2019. However, as previously noted, recent employment expansions counteract these contractions. However, the local employment and unemployment data reflects 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 county as a whole has experienced some job creation after the onset of the COVID-19 pandemic.

### Employment and Unemployment Trends

According to the BLS, the Subject is located in the Charleston-North Charleston, SC MSA. As such, the following table details employment and unemployment trends for the Charleston-North Charleston, SC MSA from 2005 to 2021 (through March).

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

Year	Charleston-North Charleston, SC Metropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2005	278,400	-	5.8%	-	141,730,000	-	5.1%	-
2006	291,828	4.8%	5.5%	-0.3%	144,427,000	1.9%	4.6%	-0.5%
2007	302,115	3.5%	4.8%	-0.7%	146,047,000	1.1%	4.6%	0.0%
2008	300,885	-0.4%	6.0%	1.2%	145,363,000	-0.5%	5.8%	1.2%
2009	289,693	-3.7%	9.5%	3.5%	139,878,000	-3.8%	9.3%	3.5%
2010	298,962	3.2%	9.4%	-0.1%	139,064,000	-0.6%	9.6%	0.3%
2011	308,175	3.1%	8.7%	-0.7%	139,869,000	0.6%	9.0%	-0.7%
2012	318,178	3.2%	7.5%	-1.2%	142,469,000	1.9%	8.1%	-0.9%
2013	325,009	2.1%	6.1%	-1.3%	143,929,000	1.0%	7.4%	-0.7%
2014	334,555	2.9%	5.4%	-0.8%	146,305,000	1.7%	6.2%	-1.2%
2015	345,667	3.3%	5.1%	-0.3%	148,833,000	1.7%	5.3%	-0.9%
2016	355,215	2.8%	4.2%	-0.9%	151,436,000	1.7%	4.9%	-0.4%
2017	362,233	2.0%	3.6%	-0.6%	153,337,000	1.3%	4.4%	-0.5%
2018	371,774	2.6%	2.9%	-0.7%	155,761,000	1.6%	3.9%	-0.4%
2019	385,070	3.6%	2.3%	-0.5%	157,538,000	1.1%	3.7%	-0.2%
2020	370,769	-3.7%	6.0%	3.7%	147,795,000	-6.2%	8.1%	4.4%
2021 YTD Average*	374,930	1.1%	4.7%	-1.3%	149,466,000	1.1%	6.5%	-1.6%
Mar-2020	382,460	-	2.6%	-	155,167,000	-	4.5%	-
Mar-2021	378,730	-1.0%	4.4%	1.8%	150,493,000	-3.0%	6.2%	1.7%

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

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation in two years, 2006 and 2007. The effects of the recession were pronounced in the MSA, which experienced a 4.1 percentage point contraction in employment (2008-2009), below the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Employment in the MSA surpassed the pre-recessionary peak in 2011. Since 2010, the MSA has experienced positive job growth which has also exceeded the nation in all years after the recession. Due to the COVID-19 pandemic, employment totals in the 12-month period prior to March 2021 saw a decrease of 1.0 percent, compared to a decrease of 3.0 percent experienced by the nation over the same length of time. South Carolina began re-opening 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 MSA experienced a lower average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were less pronounced in the MSA, which experienced a 4.7 percentage point increase in unemployment, compared to a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a lower 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 MSA will remain elevated in the coming months.

### Housing and Economy

There are 18 LIHTC and ten 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.

The most recent national recession has impacted North Charleston’s single-family housing market. According to RealtyTrac’s March 2021 estimates, the city of North Charleston experienced a low foreclosure rate of one in every 11,933 housing units. Charleston County experienced a higher foreclosure rate compared to the town North Charleston, and experienced a foreclosure rate of one in every 7,850 housing units in March 2021. The state of South Carolina had a foreclosure rate of one in every 6,945 housing units, a rate higher than North Charleston and Charleston County.

## COMMUTING PATTERNS

The following table details travel time to work for residents within the PMA as of 2020. The weighted average travel time is 36 minutes. Approximately 51.2 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	1,053	1.1%
Travel Time 5-9 min	6,112	6.2%
Travel Time 10-14 min	9,925	10.0%
Travel Time 15-19 min	14,122	14.3%
Travel Time 20-24 min	19,379	19.6%
Travel Time 25-29 min	7,844	7.9%
Travel Time 30-34 min	19,416	19.6%
Travel Time 35-39 min	3,952	4.0%
Travel Time 40-44 min	3,926	4.0%
Travel Time 45-59 min	7,902	8.0%
Travel Time 60-89 min	4,246	4.3%
Travel Time 90+ min	1,064	1.1%
<b>Weighted Average</b>	<b>36 minutes</b>	

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

## CONCLUSION

Employment in the PMA is concentrated in the healthcare/social assistance, manufacturing, and retail trade industries, which collectively comprise 37.3 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 public administration, construction, and accommodation/food services industries. Conversely, the PMA is underrepresented in the professional/scientific/technical services, finance/insurance, and education services.

Since 2010, the MSA has experienced positive job growth which has also exceeded the nation in all years after the recession. Due to the COVID-19 pandemic, employment totals in the 12-month period prior to March 2021 saw a decrease of 1.0 percent, compared to a decrease of 3.0 percent experienced by the nation over the same length of time. South Carolina began re-opening 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. 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 MSA 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 12 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 12 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. Further, we believe that the Subject's affordable operations 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 Charleston-North Charleston, SC MSA, 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, MSA, 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		Charleston-North Charleston, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	135,167	-	552,984	-	280,304,282	-
2010	184,111	3.6%	664,607	2.0%	308,745,538	1.0%
2020	225,085	2.2%	818,498	2.3%	333,793,107	0.8%
Projected Mkt Entry April 2023	238,038	2.1%	863,012	2.0%	340,518,603	0.7%
2025	248,635	2.1%	899,432	2.0%	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	10,730	15,352	16,854	17,913	18,780
5-9	10,937	13,388	16,343	17,216	17,930
10-14	10,964	12,621	15,858	16,861	17,682
15-19	11,693	13,313	14,206	15,499	16,557
20-24	11,767	15,249	15,593	16,089	16,494
25-29	11,184	17,080	18,876	18,834	18,799
30-34	10,961	14,422	18,547	19,444	20,177
35-39	11,828	12,734	18,054	19,147	20,041
40-44	10,615	12,694	14,784	16,832	18,507
45-49	8,552	12,871	13,243	14,048	14,706
50-54	7,303	11,620	13,061	13,019	12,984
55-59	5,467	9,562	12,960	12,718	12,520
60-64	4,140	8,034	11,204	11,874	12,423
65-69	3,245	5,694	9,205	10,000	10,651
70-74	2,415	3,898	7,056	7,708	8,241
75-79	1,807	2,703	4,484	5,364	6,084
80-84	925	1,568	2,662	3,113	3,482
85+	629	1,308	2,093	2,360	2,578
<b>Total</b>	<b>135,162</b>	<b>184,111</b>	<b>225,083</b>	<b>238,037</b>	<b>248,636</b>

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

The total population in the PMA increased at an annual rate of 2.2 percent from 2010 to 2020, a rate below the MSA and above the nation. The population in the PMA is expected to continue to increase through the projected market entry date and 2023 at 2.1 percent per annum, a rate that will outpace the MSA and the nation.

The population in the PMA in 2020 was concentrated heavily in the age groups of 25 to 29 and 30 to 34, combined these age groups represent 16.6 percent of the total population in the PMA. Through market entry these age groups will have high 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		Charleston-North Charleston, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	48,332	-	208,892	-	105,081,032	-
2010	68,488	4.2%	260,019	2.4%	116,716,293	1.1%
2020	83,308	2.1%	319,917	2.2%	126,083,847	0.8%
Projected Mkt Entry April 2023	88,163	2.1%	337,425	2.0%	128,599,901	0.7%
2025	92,136	2.1%	351,749	2.0%	130,658,491	0.7%

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

#### AVERAGE HOUSEHOLD SIZE

Year	PMA		Charleston-North Charleston, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.69	-	2.55	-	2.59	-
2010	2.61	-0.3%	2.47	-0.3%	2.57	-0.1%
2020	2.68	0.2%	2.51	0.1%	2.58	0.0%
Projected Mkt Entry April 2023	2.68	0.0%	2.51	0.0%	2.58	0.0%
2025	2.68	0.0%	2.51	0.0%	2.59	0.0%

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

#### POPULATION IN GROUP QUARTERS

Year	PMA		Charleston-North Charleston, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	5,039	-	19,556	-	7,651,876	-
2010	5,205	0.3%	21,829	1.2%	8,273,003	0.8%
2020	1,989	-6.0%	16,491	-2.4%	8,091,273	-0.2%
Projected Mkt Entry April 2023	1,989	0.0%	16,491	0.0%	8,091,273	0.0%
2025	1,989	0.0%	16,491	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 2.1 percent per annum between 2010 and 2020, a lower rate compared to the MSA and a higher rate compared to the nation over the same time period. Through market entry date and 2023, the total number of households in the PMA is expected to increase by 2.1 percent annually, which will exceed the MSA and the nation. The average household sizes are expected to remain relatively stable for all areas of analysis. The number of persons in group quarters decreased 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 to local facilities than macro demographic trends.

**Households by Tenure**

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

**TENURE PATTERNS PMA**

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	29,302	60.6%	19,030	39.4%
2020	51,015	61.2%	32,293	38.8%
Projected Mkt Entry April 2023	53,694	60.9%	34,469	39.1%
2025	55,886	60.7%	36,250	39.3%

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

The PMA is dominated by owner-occupied housing units. In 2020, there were approximately 32,293 renter-occupied households in the PMA, equaling 38.8 percent of households in the PMA. Through market entry and 2023, the percentage of renter households is expected to increase slightly among households of all ages.

### Household Income Distribution

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

Income Cohort	HOUSEHOLD INCOME PMA					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,553	5.5%	4,560	4.9%	1	0.0%
\$10,000-19,999	6,077	7.3%	5,914	6.4%	-33	-0.5%
\$20,000-29,999	8,132	9.8%	7,537	8.2%	-119	-1.5%
\$30,000-39,999	8,020	9.6%	7,963	8.6%	-11	-0.1%
\$40,000-49,999	7,567	9.1%	7,795	8.5%	46	0.6%
\$50,000-59,999	6,732	8.1%	7,248	7.9%	103	1.5%
\$60,000-74,999	9,959	12.0%	9,921	10.8%	-8	-0.1%
\$75,000-99,999	12,281	14.7%	13,608	14.8%	265	2.2%
\$100,000-124,999	8,177	9.8%	9,891	10.7%	343	4.2%
\$125,000-149,999	4,575	5.5%	6,558	7.1%	397	8.7%
\$150,000-199,999	3,797	4.6%	5,607	6.1%	362	9.5%
\$200,000+	3,438	4.1%	5,534	6.0%	419	12.2%
<b>Total</b>	<b>83,308</b>	<b>100.0%</b>	<b>92,136</b>	<b>100.0%</b>		

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

The Subject will target family households earning between \$10,457 and \$53,220. As the table above depicts, approximately 43.9 percent of households in the PMA earned between \$10,000 and \$59,999 in 2020. Many 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.

Income Cohort	RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA					
	2020		Projected Mkt Entry April 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,764	8.6%	2,793	8.1%	2,817	7.8%
\$10,000-19,999	3,603	11.2%	3,542	10.3%	3,492	9.6%
\$20,000-29,999	4,636	14.4%	4,529	13.1%	4,442	12.3%
\$30,000-39,999	3,995	12.4%	4,042	11.7%	4,081	11.3%
\$40,000-49,999	3,545	11.0%	3,676	10.7%	3,783	10.4%
\$50,000-59,999	2,961	9.2%	3,240	9.4%	3,469	9.6%
\$60,000-74,999	3,452	10.7%	3,572	10.4%	3,671	10.1%
\$75,000-99,999	2,806	8.7%	3,193	9.3%	3,509	9.7%
\$100,000-124,999	1,861	5.8%	2,241	6.5%	2,552	7.0%
\$125,000-149,999	1,047	3.2%	1,348	3.9%	1,595	4.4%
\$150,000-199,999	817	2.5%	1,126	3.3%	1,378	3.8%
\$200,000+	806	2.5%	1,166	3.4%	1,461	4.0%
<b>Total</b>	<b>32,293</b>	<b>100.0%</b>	<b>34,469</b>	<b>100.0%</b>	<b>36,250</b>	<b>100.0%</b>

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

Renter households with incomes between \$10,000 and \$59,999 represent 58.2 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	10,672	33.0%	11,464	33.3%	12,112	33.4%
2 Persons	8,010	24.8%	8,430	24.5%	8,773	24.2%
3 Persons	6,349	19.7%	6,785	19.7%	7,141	19.7%
4 Persons	3,924	12.2%	4,201	12.2%	4,427	12.2%
5+ Persons	3,338	10.3%	3,590	10.4%	3,797	10.5%
<b>Total Households</b>	<b>32,293</b>	<b>100%</b>	<b>34,469</b>	<b>100%</b>	<b>36,250</b>	<b>100%</b>

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

Approximately 77.5 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 population in the PMA increased at an annual rate of 2.2 percent from 2010 to 2020 and is expected to continue increasing at 2.1 percent annually through 2023, a greater rate than the MSA and the nation. Between 2020 and market entry, the total number of households is expected to increase at a rate of 2.1 percent annually in the PMA. Renter households with incomes between \$10,000 and \$59,999 represent 58.2 percent of the renter households in the PMA in 2020, and this share is expected to decline slightly through market entry. Many 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 Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@20%		@40%		@60%	
1BR	\$10,457	\$13,140	\$21,086	\$26,280	\$30,514	\$39,420
2BR	-	-	-	-	\$35,349	\$44,340
3BR	-	-	-	-	\$40,011	\$53,220

## 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 is rural and generally 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. Only two such properties were allocated since 2019.

The Park at Hanahan was awarded tax credits in 2020 for the new construction of 72 LIHTC units targeting seniors. The property is proposed for construction off of Henry E. Brown Jr. Boulevard in Hanahan, approximately 2.9 miles east of the Subject site. Upon completion, the property will offer 48 one and 24 two-bedroom units at the 30, 50, and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Waters at Oakbrook was awarded tax credits in 2019 for the new construction of 163 LIHTC units and 53 market rate units targeting families. The property is proposed for construction off of Old Trolley Road in Summerville, approximately 6.9 miles west of the Subject site. Upon completion, the property will offer 63 one, 81 two, and 19 three-bedroom units at the 60 percent AMI level, as well as 21 one, 27 two, and five, three-bedroom market rate units. The 60 percent AMI units will be considered directly competitive with the Subject. As such, these units have been deducted from our demand analysis.

## 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		\$10,457		Maximum Income Limit		\$13,140	
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	29	1.3%	\$0	0.0%	0		
\$10,000-19,999	-61	-2.8%	\$2,683	26.8%	-16		
\$20,000-29,999	-107	-4.9%	\$0	0.0%	0		
\$30,000-39,999	47	2.2%	\$0	0.0%	0		
\$40,000-49,999	131	6.0%	\$0	0.0%	0		
\$50,000-59,999	279	12.8%	\$0	0.0%	0		
\$60,000-74,999	120	5.5%	\$0	0.0%	0		
\$75,000-99,999	387	17.8%	\$0	0.0%	0		
\$100,000-124,999	380	17.5%	\$0	0.0%	0		
\$125,000-149,999	301	13.8%	\$0	0.0%	0		
\$150,000-199,999	309	14.2%	\$0	0.0%	0		
\$200,000+	360	16.6%	\$0	0.0%	0		
<b>Total</b>	<b>2,176</b>	<b>100.0%</b>		<b>-0.8%</b>	<b>-16</b>		

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

Minimum Income Limit		\$10,457		Maximum Income Limit		\$13,140	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,764			8.6%	\$0	0.0%
\$10,000-19,999	3,603	11.2%	\$2,683	26.8%	967		
\$20,000-29,999	4,636	14.4%	\$0	0.0%	0		
\$30,000-39,999	3,995	12.4%	\$0	0.0%	0		
\$40,000-49,999	3,545	11.0%	\$0	0.0%	0		
\$50,000-59,999	2,961	9.2%	\$0	0.0%	0		
\$60,000-74,999	3,452	10.7%	\$0	0.0%	0		
\$75,000-99,999	2,806	8.7%	\$0	0.0%	0		
\$100,000-124,999	1,861	5.8%	\$0	0.0%	0		
\$125,000-149,999	1,047	3.2%	\$0	0.0%	0		
\$150,000-199,999	817	2.5%	\$0	0.0%	0		
\$200,000+	806	2.5%	\$0	0.0%	0		
<b>Total</b>	<b>32,293</b>	<b>100.0%</b>		<b>3.0%</b>	<b>967</b>		

**ASSUMPTIONS - @20%**

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		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	2,176
Percent Income Qualified	-0.8%
<b>New Renter Income Qualified Households</b>	<b>-16</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@20%
Total Existing Demand	32,293
Income Qualified	3.0%
Income Qualified Renter Households	967
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.6%
<b>Rent Overburdened Households</b>	<b>431</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	967
Percent Living in Substandard Housing	0.3%
<b>Households Living in Substandard Housing</b>	<b>3</b>

**Senior Households Converting from Homeownership**

Income Target Population	@20%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	434
Total New Demand	-16
<b>Total Demand (New Plus Existing Households)</b>	<b>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	33.3%	139
Two Persons	24.5%	102
Three Persons	19.7%	82
Four Persons	12.2%	51
Five Persons	10.4%	43
<b>Total</b>	<b>100.0%</b>	<b>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%	111
Of two-person households in 1BR units	20%	20
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%	28
Of two-person households in 2BR units	80%	82
Of three-person households in 2BR units	60%	49
Of four-person households in 2BR units	30%	15
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%	33
Of four-person households in 3BR units	70%	36
Of five-person households in 3BR units	100%	43
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>418</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	132	-	0	=	132
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>132</b>		<b>0</b>		<b>132</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	8	/	132	=	6.1%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>8</b>		<b>132</b>		<b>6.1%</b>

**40% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @40%**

Minimum Income Limit		\$21,086		Maximum Income Limit		\$26,280	
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	29	1.3%	\$0	0.0%	0		
\$10,000-19,999	-61	-2.8%	\$0	0.0%	0		
\$20,000-29,999	-107	-4.9%	\$5,194	51.9%	-55		
\$30,000-39,999	47	2.2%	\$0	0.0%	0		
\$40,000-49,999	131	6.0%	\$0	0.0%	0		
\$50,000-59,999	279	12.8%	\$0	0.0%	0		
\$60,000-74,999	120	5.5%	\$0	0.0%	0		
\$75,000-99,999	387	17.8%	\$0	0.0%	0		
\$100,000-124,999	380	17.5%	\$0	0.0%	0		
\$125,000-149,999	301	13.8%	\$0	0.0%	0		
\$150,000-199,999	309	14.2%	\$0	0.0%	0		
\$200,000+	360	16.6%	\$0	0.0%	0		
<b>Total</b>	<b>2,176</b>	<b>100.0%</b>		<b>-2.5%</b>	<b>-55</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @40%**

Minimum Income Limit		\$21,086		Maximum Income Limit		\$26,280	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	2,764	8.6%	\$0	0.0%	0		
\$10,000-19,999	3,603	11.2%	\$0	0.0%	0		
\$20,000-29,999	4,636	14.4%	\$5,194	51.9%	2,408		
\$30,000-39,999	3,995	12.4%	\$0	0.0%	0		
\$40,000-49,999	3,545	11.0%	\$0	0.0%	0		
\$50,000-59,999	2,961	9.2%	\$0	0.0%	0		
\$60,000-74,999	3,452	10.7%	\$0	0.0%	0		
\$75,000-99,999	2,806	8.7%	\$0	0.0%	0		
\$100,000-124,999	1,861	5.8%	\$0	0.0%	0		
\$125,000-149,999	1,047	3.2%	\$0	0.0%	0		
\$150,000-199,999	817	2.5%	\$0	0.0%	0		
\$200,000+	806	2.5%	\$0	0.0%	0		
<b>Total</b>	<b>32,293</b>	<b>100.0%</b>		<b>7.5%</b>	<b>2,408</b>		

**ASSUMPTIONS - @40%**

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		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	@40%
New Renter Households PMA	2,176
Percent Income Qualified	-2.5%
<b>New Renter Income Qualified Households</b>	<b>-55</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@40%
Total Existing Demand	32,293
Income Qualified	7.5%
Income Qualified Renter Households	2,408
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.6%
<b>Rent Overburdened Households</b>	<b>1,073</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,408
Percent Living in Substandard Housing	0.3%
<b>Households Living in Substandard Housing</b>	<b>8</b>

**Senior Households Converting from Homeownership**

Income Target Population	@40%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	1,081
Total New Demand	-55
<b>Total Demand (New Plus Existing Households)</b>	<b>1,026</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	33.3%	341
Two Persons	24.5%	251
Three Persons	19.7%	202
Four Persons	12.2%	125
Five Persons	10.4%	107
<b>Total</b>	<b>100.0%</b>	<b>1,026</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%	273
Of two-person households in 1BR units	20%	50
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%	68
Of two-person households in 2BR units	80%	201
Of three-person households in 2BR units	60%	121
Of four-person households in 2BR units	30%	37
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%	81
Of four-person households in 3BR units	70%	87
Of five-person households in 3BR units	100%	107
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>1,026</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	323	-	0	=	323
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>323</b>		<b>0</b>		<b>323</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	323	=	1.9%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>6</b>		<b>323</b>		<b>1.9%</b>

**60% AMI**

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

Minimum Income Limit		\$30,514		Maximum Income Limit		\$53,220	
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	29	1.3%	\$0	0.0%	0		
\$10,000-19,999	-61	-2.8%	\$0	0.0%	0		
\$20,000-29,999	-107	-4.9%	\$0	0.0%	0		
\$30,000-39,999	47	2.2%	\$9,485	94.9%	45		
\$40,000-49,999	131	6.0%	\$9,999	100.0%	131		
\$50,000-59,999	279	12.8%	\$3,220	32.2%	90		
\$60,000-74,999	120	5.5%	\$0	0.0%	0		
\$75,000-99,999	387	17.8%	\$0	0.0%	0		
\$100,000-124,999	380	17.5%	\$0	0.0%	0		
\$125,000-149,999	301	13.8%	\$0	0.0%	0		
\$150,000-199,999	309	14.2%	\$0	0.0%	0		
\$200,000+	360	16.6%	\$0	0.0%	0		
<b>Total</b>	<b>2,176</b>	<b>100.0%</b>		<b>12.2%</b>	<b>266</b>		

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

Minimum Income Limit		\$30,514		Maximum Income Limit		\$53,220	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	2,764	8.6%	\$0	0.0%	0		
\$10,000-19,999	3,603	11.2%	\$0	0.0%	0		
\$20,000-29,999	4,636	14.4%	\$0	0.0%	0		
\$30,000-39,999	3,995	12.4%	\$9,485	94.9%	3,790		
\$40,000-49,999	3,545	11.0%	\$9,999	100.0%	3,545		
\$50,000-59,999	2,961	9.2%	\$3,220	32.2%	954		
\$60,000-74,999	3,452	10.7%	\$0	0.0%	0		
\$75,000-99,999	2,806	8.7%	\$0	0.0%	0		
\$100,000-124,999	1,861	5.8%	\$0	0.0%	0		
\$125,000-149,999	1,047	3.2%	\$0	0.0%	0		
\$150,000-199,999	817	2.5%	\$0	0.0%	0		
\$200,000+	806	2.5%	\$0	0.0%	0		
<b>Total</b>	<b>32,293</b>	<b>100.0%</b>		<b>25.7%</b>	<b>8,288</b>		

**ASSUMPTIONS - @60%**

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		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	2,176
Percent Income Qualified	12.2%
<b>New Renter Income Qualified Households</b>	<b>266</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@60%
Total Existing Demand	32,293
Income Qualified	25.7%
Income Qualified Renter Households	8,288
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.6%
<b>Rent Overburdened Households</b>	<b>3,693</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	8,288
Percent Living in Substandard Housing	0.3%
<b>Households Living in Substandard Housing</b>	<b>27</b>

**Senior Households Converting from Homeownership**

Income Target Population	@60%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	3,720
Total New Demand	266
<b>Total Demand (New Plus Existing Households)</b>	<b>3,986</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	33.3%	1,326
Two Persons	24.5%	975
Three Persons	19.7%	785
Four Persons	12.2%	486
Five Persons	10.4%	415
<b>Total</b>	<b>100.0%</b>	<b>3,986</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%	1,061
Of two-person households in 1BR units	20%	195
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%	265
Of two-person households in 2BR units	80%	780
Of three-person households in 2BR units	60%	471
Of four-person households in 2BR units	30%	146
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%	314
Of four-person households in 3BR units	70%	340
Of five-person households in 3BR units	100%	415
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>3,986</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,256	-	63	=	1,193
2 BR	1,661	-	81	=	1,580
3 BR	1,069	-	19	=	1,050
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>3,986</b>		<b>163</b>		<b>3,823</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	1	/	1,193	=	0.1%
2 BR	39	/	1,580	=	2.5%
3 BR	18	/	1,050	=	1.7%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>58</b>		<b>3,823</b>		<b>1.5%</b>

**Overall**

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

Minimum Income Limit		\$10,457		Maximum Income Limit		\$53,220	
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	29	1.3%	\$0	0.0%	0		
\$10,000-19,999	-61	-2.8%	\$2,683	26.8%	-16		
\$20,000-29,999	-107	-4.9%	\$5,194	51.9%	-55		
\$30,000-39,999	47	2.2%	\$9,999	100.0%	47		
\$40,000-49,999	131	6.0%	\$9,999	100.0%	131		
\$50,000-59,999	279	12.8%	\$3,220	32.2%	90		
\$60,000-74,999	120	5.5%	\$0	0.0%	0		
\$75,000-99,999	387	17.8%	\$0	0.0%	0		
\$100,000-124,999	380	17.5%	\$0	0.0%	0		
\$125,000-149,999	301	13.8%	\$0	0.0%	0		
\$150,000-199,999	309	14.2%	\$0	0.0%	0		
\$200,000+	360	16.6%	\$0	0.0%	0		
<b>Total</b>	<b>2,176</b>	<b>100.0%</b>		<b>9.0%</b>	<b>196</b>		

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

Minimum Income Limit		\$10,457		Maximum Income Limit		\$53,220	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	2,764	8.6%	\$0	0.0%	0		
\$10,000-19,999	3,603	11.2%	\$2,683	26.8%	967		
\$20,000-29,999	4,636	14.4%	\$5,194	51.9%	2,408		
\$30,000-39,999	3,995	12.4%	\$9,999	100.0%	3,995		
\$40,000-49,999	3,545	11.0%	\$9,999	100.0%	3,545		
\$50,000-59,999	2,961	9.2%	\$3,220	32.2%	954		
\$60,000-74,999	3,452	10.7%	\$0	0.0%	0		
\$75,000-99,999	2,806	8.7%	\$0	0.0%	0		
\$100,000-124,999	1,861	5.8%	\$0	0.0%	0		
\$125,000-149,999	1,047	3.2%	\$0	0.0%	0		
\$150,000-199,999	817	2.5%	\$0	0.0%	0		
\$200,000+	806	2.5%	\$0	0.0%	0		
<b>Total</b>	<b>32,293</b>	<b>100.0%</b>		<b>36.8%</b>	<b>11,869</b>		

**ASSUMPTIONS - Overall**

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		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	2,176
Percent Income Qualified	9.0%
<b>New Renter Income Qualified Households</b>	<b>196</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	32,293
Income Qualified	36.8%
Income Qualified Renter Households	11,869
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.6%
<b>Rent Overburdened Households</b>	<b>5,289</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	11,869
Percent Living in Substandard Housing	0.3%
<b>Households Living in Substandard Housing</b>	<b>39</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	5,328
Total New Demand	196
<b>Total Demand (New Plus Existing Households)</b>	<b>5,524</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	33.3%	1,837
Two Persons	24.5%	1,351
Three Persons	19.7%	1,087
Four Persons	12.2%	673
Five Persons	10.4%	575
<b>Total</b>	<b>100.0%</b>	<b>5,524</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%	1,470
Of two-person households in 1BR units	20%	270
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%	367
Of two-person households in 2BR units	80%	1,081
Of three-person households in 2BR units	60%	652
Of four-person households in 2BR units	30%	202
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%	435
Of four-person households in 3BR units	70%	471
Of five-person households in 3BR units	100%	575
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>5,524</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,740	-	63	=	1,677
2 BR	2,303	-	81	=	2,222
3 BR	1,482	-	19	=	1,463
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>5,524</b>		<b>163</b>		<b>5,361</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	15	/	1,677	=	0.9%
2 BR	39	/	2,222	=	1.8%
3 BR	18	/	1,463	=	1.2%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>72</b>		<b>5,361</b>		<b>1.3%</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 2.1 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 (\$10,457 to \$13,140)	HH at @40% AMI (\$21,086 to \$26,280)	HH at @60% AMI (\$30,514 to \$53,220)	Overall Demand
Demand from New Households (age and income appropriate)	-16	-55	266	196
<b>PLUS</b>	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	431	1,073	3,693	5,289
<b>PLUS</b>	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	3	8	27	39
=	=	=	=	=
<b>Sub Total</b>	<b>418</b>	<b>1,026</b>	<b>3,986</b>	<b>5,524</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0	0	0
<b>Equals Total Demand</b>	<b>418</b>	<b>1,026</b>	<b>3,986</b>	<b>5,524</b>
<b>Less</b>	-	-	-	-
New Supply	0	0	163	163
<b>Equals Net Demand</b>	<b>418</b>	<b>1,026</b>	<b>3,823</b>	<b>5,361</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%	8	132	0	132	6.1%
1BR @40%	6	323	0	323	1.9%
1BR @60%	1	1,256	63	1,193	0.1%
1BR Overall	15	1,740	63	1,677	0.9%
2BR @60%	39	1,661	81	1,580	2.5%
3BR @60%	18	1,069	19	1,050	1.7%
@20% Overall	8	132	0	132	6.1%
@40% Overall	6	323	0	323	1.9%
@60% Overall	58	3,986	163	3,823	1.5%
Overall	72	5,524	163	5,361	1.3%

As the analysis illustrates, the Subject’s capture rates vary from 0.1 to 6.1 percent with an overall capture rate of 1.3 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. It should be noted that this is the most proximate absorption information available. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Etiwan Place	LIHTC	Family	2019	60	60
Atlantic on the Boulevard	Market	Family	2019	280	11
Rivers Place Apartments	LIHTC	Family	2016	48	24

On average, these properties reported an absorption rate of 32 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 full-occupancy 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 30 units per month upon opening. This equals an absorption period of two to three months. We expect the Subject to reach stabilized occupancy of 93 percent within three 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
Alston Lake	LIHTC	Family	Inferior age/condition	72	0.0%
Appian Way Apartments	LIHTC	Family	Inferior age/condition	204	2.0%
Birchwood Apartments	LIHTC	Family	Inferior age/condition	64	0.0%
Collins Park Apartments	LIHTC	Family	Unable to contact/inferior age/condition	50	N/A
Crowfield Greene	LIHTC	Family	More proximate properties	42	0.0%
Oak Hollow	LIHTC	Family	More proximate properties	44	4.5%
Planters Retreat	LIHTC	Family	More proximate properties	192	3.1%
The Preserve at Collins Park	LIHTC	Senior	Dissimilar tenancy	40	N/A
Villas At Oakbrook	LIHTC	Senior	More proximate properties	42	2.4%
Waters At Magnolia Bay	LIHTC, Market	Family	More proximate properties	300	N/A
Willow Trace	LIHTC	Family	Inferior age/condition	56	0.0%
Willow Trace II	LIHTC	Family	Inferior age/condition	48	0.0%
Wisteria Place	LIHTC	Family	More proximate properties	64	0.0%
Buskirk Street Housing	Public Housing	Senior	Subsidized rents	20	5.0%
Oakleaf Estates	Public Housing	Family	Subsidized rents	68	0.0%
Summer Pines Apartments	Rural Development	Family	Subsidized rents	48	4.2%
Fairwinds Apartments	Section 8	Family	Subsidized rents	168	3.6%
Filbin Creek Apartments	Section 8	Family	Subsidized rents	64	0.0%
Greentree North Apartments	Section 8	Family	Subsidized rents	96	3.1%
Lincolville Elderly Apartments	Section 8, LIHTC	Senior	Subsidized rents	39	0.0%
Oakfield Apartments	Section 8	Family	Subsidized rents	184	2.2%
Pinebrook	Section 8	Disabled	Subsidized rents	8	N/A
Shannon Park Apartments	Section 8	Family	Subsidized rents	96	0.0%
<b>Total LIHTC Only</b>				<b>1,218</b>	<b>1.1%</b>
<b>Total Assisted</b>				<b>791</b>	<b>2.0%</b>
<b>Total All Affordable</b>				<b>2,009</b>	<b>1.4%</b>

### **LIHTC Competition**

We attempted to contact the City of North Charleston Planning and Zoning 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 two new LIHTC allocations and two proposed market rate properties in the area.

The Park at Hanahan was awarded tax credits in 2020 for the new construction of 72 LIHTC units targeting seniors. The property is proposed for construction off of Henry E. Brown Jr. Boulevard in Hanahan, approximately 2.9 miles east of the Subject site. Upon completion, the property will offer 48 one and 24 two-bedroom units at the 30, 50, and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Waters at Oakbrook was awarded tax credits in 2019 for the new construction of 163 LIHTC units and 53 market rate units targeting families. The property is proposed for construction off of Old Trolley Road in Summerville, approximately 6.9 miles west of the Subject site. Upon completion, the property will offer 63 one, 81 two, and 19 three-bedroom units at the 60 percent AMI level, as well as 21 one, 27 two, and five, three-bedroom market rate units. The 60 percent AMI units will be considered directly competitive with the Subject. As such, these units have been deducted from our demand analysis.

### **Pipeline Construction**

As detailed above, we were unable to contact the City of North Charleston Planning and Zoning department. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists and uncovered four multifamily developments currently proposed in the Subject's PMA.

The Park at Hanahan was awarded tax credits in 2020 for the new construction of 72 LIHTC units targeting seniors. The property is proposed for construction off of Henry E. Brown Jr. Boulevard in Hanahan, approximately 2.9 miles east of the Subject site. Upon completion, the property will offer 48 one and 24 two-bedroom units at the 30, 50, and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Waters at Oakbrook was awarded tax credits in 2019 for the new construction of 163 LIHTC units and 53 market rate units targeting families. The property is proposed for construction off of Old Trolley Road in Summerville, approximately 6.9 miles west of the Subject site. Upon completion, the property will offer 63 one, 81 two, and 19 three-bedroom units at the 60 percent AMI level, as well as 21 one, 27 two, and five, three-bedroom market rate units. The 60 percent AMI units will be considered directly competitive with the Subject. As such, these units have been deducted from our demand analysis.

Botanic at Ingleside Apartments was proposed for the construction of 231 units targeting families. The property is under construction off of Ingleside Boulevard in Ladson, approximately 1.4 miles 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.

The Duke was proposed for the construction of 250 units targeting families. The property is under construction off of Treeland Drive in Ladson, approximately 4.7 miles northwest 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

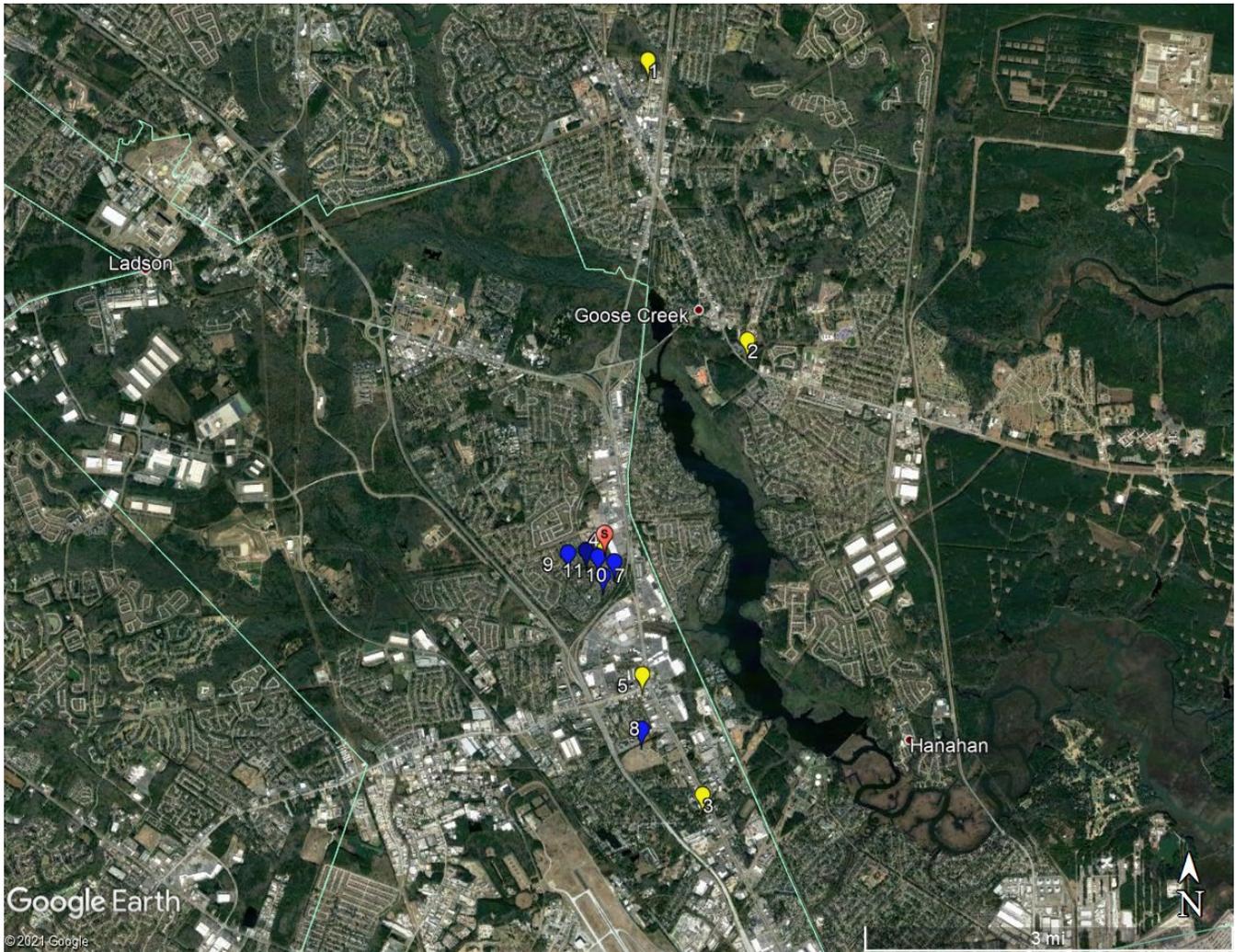
Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey includes eleven “true” comparable properties containing 1,701 units.

The availability of LIHTC data is considered good. All of the LIHTC comparables are located within the PMA, between 0.1 and 4.0 miles of the Subject. Etiwan Place and Hallmark Timberlake Apartments are located in Goose Creek, in slightly superior locations in terms of median rent, median household income, and median rent. The remaining LIHTC comparables are located in North Charleston and Charleston, in similar locations compared to the Subject. The LIHTC comparables target the general population and are considered most comparable as they are most proximate to the proposed Subject development. All of the LIHTC comparables were built or renovated between 2007 and 2019. Other LIHTC properties within the PMA have been excluded because they are also benefitting from subsidy programs such as Rural Development (RD) or Rural Rental Assistance Program (RRAP).

The availability of market rate data is considered good. The Subject is located in Charleston, and there are several market rate properties in the immediate area. We included six conventional properties in our analysis of the competitive market, all of which are located in the PMA. All of the market rate comparables are located in North Charleston, between 0.1 and 1.5 miles from the Subject site in similar locations. These comparables were built between 1985 and 2019. Overall, we believe the availability of data is adequate to support our conclusions. 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.

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 - GENERAL



Source: Google Earth, May 2021.

**COMPARABLE PROPERTIES**

#	Comparable Property	City	Rent Structure	Distance to Subject
<b>S</b>	<b>Havenwood St. Ives</b>	<b>North Charleston</b>	<b>LIHTC</b>	-
1	Etiwan Place	Goose Creek	LIHTC	4.0 miles
2	Hallmark Timberlake Apartments	Goose Creek	LIHTC	2.1 miles
3	Harbour Station	Charleston	LIHTC	2.1 miles
4	Ivy Ridge	North Charleston	LIHTC	0.1 miles
5	Rivers Place Apartments	North Charleston	LIHTC	1.1 miles
6	ARIUM North Charleston (FKA Cooper's Pointe)	North Charleston	Market	0.1 miles
7	ARIUM St. Ives (FKA Springhouse Apartments)	North Charleston	Market	0.1 miles
8	Atlantic On The Boulevard	North Charleston	Market	1.5 miles
9	Jamison Park	North Charleston	Market	0.3 miles
10	North Bluff	North Charleston	Market	0.2 miles
11	Palmetto Grove (FKA Farrington Place)	North Charleston	Market	0.1 miles

\*Located outside PMA

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.

# HAVENWOOD ST. IVES – NORTH CHARLESTON, SC – APPLICATION MARKET STUDY

## 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
Subject	Havenwood St. Ives St. Ives Road North Charleston, SC 29406 Charleston County		Garden 3-stories 2023 / n/a Family	@20%, @40%, @60%	1BR / 1BA	8	11.1%	750	@20%	\$200	No	N/A	N/A	N/A
					1BR / 1BA	6	8.3%	750	@40%	\$510	No	N/A	N/A	N/A
					1BR / 1BA	1	1.4%	750	@60%	\$785	No	N/A	N/A	N/A
					2BR / 2BA	39	54.2%	950	@60%	\$895	No	N/A	N/A	N/A
					3BR / 2BA	18	25.0%	1,100	@60%	\$995	No	N/A	N/A	N/A
<b>72</b>														
1	Etiwan Place 109 Central Avenue Goose Creek, SC 29445 Berkeley County	4.0 miles	Garden 3-stories 2019 / n/a Family	@50%, @60%	2BR / 2BA	8	13.3%	1,000	@50%	\$725	No	Yes	0	0.0%
					2BR / 2BA	34	56.7%	1,000	@60%	\$935	No	Yes	0	0.0%
					3BR / 2BA	5	8.3%	1,200	@50%	\$825	No	Yes	0	0.0%
					3BR / 2BA	13	21.7%	1,200	@60%	\$1,050	No	Yes	0	0.0%
<b>60</b>														
2	Hallmark Timberlake Apartments 901 Redbank Road Goose Creek, SC 29445 Berkeley County	2.1 miles	Garden 3-stories 2008 / n/a Family	@60%	1BR / 1BA	20	8.9%	700	@60%	\$783	No	Yes	0	0.0%
					2BR / 2BA	102	45.5%	969	@60%	\$937	No	Yes	0	0.0%
					3BR / 2BA	102	45.5%	1,100	@60%	\$1,017	No	Yes	0	0.0%
					<b>224</b>									
3	Harbour Station 6935 Rivers Avenue Charleston, SC 29406 Charleston County	2.1 miles	Garden 2-stories 2015 / n/a Family	@50%, @60%	2BR / 2BA	7	14.3%	1,075	@50%	\$808	Yes	No	0	0.0%
					2BR / 2BA	21	42.9%	1,075	@60%	\$990	Yes	No	0	0.0%
					3BR / 2BA	21	42.9%	1,225	@50%	\$1,128	Yes	No	0	0.0%
<b>49</b>														
4	Ivy Ridge 2215 Greenridge Road North Charleston, SC 29406 Charleston County	0.1 miles	Garden 3-stories 2007 / n/a Family	@50%	1BR / 1BA	12	16.7%	825	@50%	\$640	No	Yes	0	0.0%
					2BR / 2BA	42	58.3%	986	@50%	\$756	No	Yes	0	0.0%
					3BR / 2BA	18	25.0%	1,075	@50%	\$858	No	Yes	0	0.0%
					<b>72</b>									
5	Rivers Place Apartments 7511 Rivers Avenue North Charleston, SC 29406 Charleston County	1.1 miles	Garden 3-stories 2016 / n/a Family	@50%, @60%	1BR / 1BA	6	12.5%	850	@50%	\$642	Yes	Yes	0	0.0%
					1BR / 1BA	6	12.5%	850	@60%	\$775	Yes	Yes	0	0.0%
					2BR / 2BA	2	4.2%	1,140	@50%	\$764	Yes	Yes	0	0.0%
					2BR / 2BA	22	45.8%	1,140	@60%	\$915	Yes	Yes	0	0.0%
					3BR / 2BA	2	4.2%	1,272	@50%	\$868	Yes	Yes	0	0.0%
<b>48</b>														
6	ARIUM North Charleston (FKA Cooper's Pointe) 2225 Greenridge Road North Charleston, SC 29406 Charleston County	0.1 miles	Garden 2-stories 1986 / n/a Family	Market	1BR / 1BA	76	39.6%	697	Market	\$923	N/A	No	0	0.0%
					2BR / 2BA	116	60.4%	937	Market	\$1,016	N/A	No	4	3.5%
<b>192</b>														
7	ARIUM St. Ives (FKA Springhouse Apartments) 7930 St. Ives Road North Charleston, SC 29406 Charleston County	0.1 miles	Garden 2-stories 1985 / n/a Family	Market	1BR / 1BA	68	27.4%	680	Market	\$957	N/A	No	N/A	N/A
					1.5BR / 1BA	24	9.7%	826	Market	\$1,007	N/A	No	N/A	N/A
					2BR / 1BA	24	9.7%	837	Market	\$1,062	N/A	No	N/A	N/A
					2BR / 2BA	92	37.1%	934	Market	\$1,092	N/A	No	N/A	N/A
					2BR / 2BA	24	9.7%	1,048	Market	\$1,324	N/A	No	N/A	N/A
<b>248</b>														
8	Atlantic On The Boulevard 2155 Morris Baker Boulevard North Charleston, SC 29406 Charleston County	1.5 miles	Midrise 4-stories 2019 / n/a Family	Market	1BR / 1BA	102	36.4%	624	Market	\$1,085	N/A	No	N/A	N/A
					1BR / 1BA	7	2.5%	795	Market	\$1,097	N/A	No	N/A	N/A
					1BR / 1BA	37	13.2%	801	Market	\$1,221	N/A	No	N/A	N/A
					2BR / 2BA	6	2.1%	1,038	Market	\$1,349	N/A	No	N/A	N/A
					2BR / 2BA	58	20.7%	1,040	Market	\$1,472	N/A	No	N/A	N/A
					2BR / 2BA	48	17.1%	1,241	Market	\$1,501	N/A	No	N/A	N/A
<b>22</b>														
<b>280</b>														
9	Jamison Park 2245 Greenridge Road North Charleston, SC 29406 Charleston County	0.3 miles	Garden 3-stories 2001 / n/a Family	Market	1BR / 1BA	54	25.0%	700	Market	\$1,052	N/A	No	0	0.0%
					2BR / 2BA	126	58.3%	1,000	Market	\$1,177	N/A	No	0	0.0%
					3BR / 2BA	36	16.7%	1,230	Market	\$1,507	N/A	No	0	0.0%
<b>216</b>														
10	North Bluff 7925 St. Ives Road North Charleston, SC 29406 Charleston County	0.2 miles	Garden 2-stories 1985 / n/a Family	Market	1BR / 1BA	40	27.8%	820	Market	\$999	N/A	Yes	0	0.0%
					2BR / 2BA	96	66.7%	1,008	Market	\$1,099	N/A	Yes	1	1.0%
					3BR / 2BA	8	5.6%	1,206	Market	\$1,379	N/A	Yes	0	0.0%
<b>144</b>														
11	Palmetto Grove (FKA Farrington Place) 7927 St. Ives Road North Charleston, SC 29406 Charleston County	0.1 miles	Garden 3-stories 1990 / n/a Family	Market	1BR / 1BA	84	50.0%	738	Market	\$992	N/A	No	2	2.4%
					2BR / 2BA	60	35.7%	988	Market	\$1,167	N/A	No	0	0.0%
					3BR / 2BA	24	14.3%	1,250	Market	\$1,502	N/A	No	0	0.0%
<b>168</b>														
<b>2</b>														
<b>1.2%</b>														

# HAVENWOOD ST. IVES – NORTH CHARLESTON, SC – APPLICATION MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	1,701	Weighted Occupancy:	98.6%		
	Market Rate	1,248	Market Rate	98.2%		
	Tax Credit	453	Tax Credit	100.0%		
	One Bedroom One Bath		Two Bedroom One Bath		Three Bedroom Two Bath	
	Property	Average	Property	Average	Property	Average
<b>RENT</b>	Atlantic On The Boulevard (Market)	\$1,221	Atlantic On The Boulevard (Market)(2BA)	\$1,501	Atlantic On The Boulevard (Market)	\$1,770
	Atlantic On The Boulevard (Market)	\$1,097	Atlantic On The Boulevard (Market)(2BA)	\$1,472	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	\$1,527
	Atlantic On The Boulevard (Market)	\$1,085	Atlantic On The Boulevard (Market)(2BA)	\$1,349	Jamison Park (Market)	\$1,507
	Jamison Park (Market)	\$1,052	ARIUM St. Ives (FKA Springhouse Apartments) (Market)(2BA)	\$1,324	Palmetto Grove (FKA Farrington Place) (Market)	\$1,502
	North Bluff (Market)	\$999	Jamison Park (Market)(2BA)	\$1,177	North Bluff (Market)	\$1,379
	Palmetto Grove (FKA Farrington Place) (Market)	\$992	Palmetto Grove (FKA Farrington Place) (Market)(2BA)	\$1,167	Harbour Station (@50%)	\$1,128
	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	\$957	North Bluff (Market)(2BA)	\$1,099	Etiwan Place (@60%)	\$1,050
	ARIUM North Charleston (FKA Cooper's Pointe) (Market)	\$923	ARIUM St. Ives (FKA Springhouse Apartments) (Market)(2BA)	\$1,092	Rivers Place Apartments (@60%)	\$1,050
	<b>Havenwood St. Ives (@60%)</b>	<b>\$785</b>	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	\$1,062	Hallmark Timberlake Apartments (@60%)	\$1,017
	Hallmark Timberlake Apartments (@60%)	\$783	ARIUM North Charleston (FKA Cooper's Pointe) (Market)(2BA)	\$1,016	<b>Havenwood St. Ives (@60%)</b>	<b>\$995</b>
	Rivers Place Apartments (@60%)	\$775	Harbour Station (@60%)(2BA)	\$990	Rivers Place Apartments (@50%)	\$868
	Rivers Place Apartments (@50%)	\$642	Hallmark Timberlake Apartments (@60%)(2BA)	\$937	Ivy Ridge (@50%)	\$858
	Ivy Ridge (@50%)	\$640	Etiwan Place (@60%)(2BA)	\$935	Etiwan Place (@50%)	\$825
	<b>Havenwood St. Ives (@40%)</b>	<b>\$510</b>	Rivers Place Apartments (@60%)(2BA)	\$915		
	<b>Havenwood St. Ives (@20%)</b>	<b>\$200</b>	<b>Havenwood St. Ives (@60%)</b>	<b>\$895</b>		
		Harbour Station (@50%)(2BA)	\$808			
		Rivers Place Apartments (@50%)(2BA)	\$764			
		Ivy Ridge (@50%)(2BA)	\$756			
		Etiwan Place (@50%)(2BA)	\$725			
<b>SQUARE FOOTAGE</b>	Rivers Place Apartments (@50%)	850	Atlantic On The Boulevard (Market)(2BA)	1,241	Atlantic On The Boulevard (Market)	1,434
	Rivers Place Apartments (@60%)	850	Rivers Place Apartments (@50%)(2BA)	1,140	Rivers Place Apartments (@50%)	1,272
	Ivy Ridge (@50%)	825	Rivers Place Apartments (@60%)(2BA)	1,140	Rivers Place Apartments (@60%)	1,272
	North Bluff (Market)	820	Harbour Station (@60%)(2BA)	1,075	Palmetto Grove (FKA Farrington Place) (Market)	1,250
	Atlantic On The Boulevard (Market)	801	Harbour Station (@50%)(2BA)	1,075	Jamison Park (Market)	1,230
	Atlantic On The Boulevard (Market)	795	ARIUM St. Ives (FKA Springhouse Apartments) (Market)(2BA)	1,048	Harbour Station (@50%)	1,225
	<b>Havenwood St. Ives (@60%)</b>	<b>750</b>	Atlantic On The Boulevard (Market)(2BA)	1,040	North Bluff (Market)	1,206
	<b>Havenwood St. Ives (@20%)</b>	<b>750</b>	Atlantic On The Boulevard (Market)(2BA)	1,038	Etiwan Place (@50%)	1,200
	<b>Havenwood St. Ives (@40%)</b>	<b>750</b>	North Bluff (Market)(2BA)	1,008	Etiwan Place (@60%)	1,200
	Palmetto Grove (FKA Farrington Place) (Market)	738	Etiwan Place (@50%)(2BA)	1,000	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	1,101
	Jamison Park (Market)	700	Etiwan Place (@60%)(2BA)	1,000	Hallmark Timberlake Apartments (@60%)	1,100
	Hallmark Timberlake Apartments (@60%)	700	Jamison Park (Market)(2BA)	1,000	<b>Havenwood St. Ives (@60%)</b>	<b>1,100</b>
	ARIUM North Charleston (FKA Cooper's Pointe) (Market)	697	Palmetto Grove (FKA Farrington Place) (Market)(2BA)	988	Ivy Ridge (@50%)	1,075
	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	680	Ivy Ridge (@50%)(2BA)	986		
	Atlantic On The Boulevard (Market)	624	Hallmark Timberlake Apartments (@60%)(2BA)	969		
		<b>Havenwood St. Ives (@60%)</b>	<b>950</b>			
		ARIUM North Charleston (FKA Cooper's Pointe) (Market)(2BA)	937			
		ARIUM St. Ives (FKA Springhouse Apartments) (Market)(2BA)	934			
		ARIUM St. Ives (FKA Springhouse Apartments) (Market)	837			
<b>RENT PER SQUARE FOOT</b>	Atlantic On The Boulevard (Market)	\$1.74	Atlantic On The Boulevard (Market)(2BA)	\$1.42	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	\$1.39
	Atlantic On The Boulevard (Market)	\$1.52	Atlantic On The Boulevard (Market)(2BA)	\$1.30	Atlantic On The Boulevard (Market)	\$1.23
	Jamison Park (Market)	\$1.50	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	\$1.27	Jamison Park (Market)	\$1.23
	ARIUM St. Ives (FKA Springhouse Apartments) (Market)	\$1.41	ARIUM St. Ives (FKA Springhouse Apartments) (Market)(2BA)	\$1.26	Palmetto Grove (FKA Farrington Place) (Market)	\$1.20
	Atlantic On The Boulevard (Market)	\$1.38	Atlantic On The Boulevard (Market)(2BA)	\$1.21	North Bluff (Market)	\$1.14
	Palmetto Grove (FKA Farrington Place) (Market)	\$1.34	Palmetto Grove (FKA Farrington Place) (Market)(2BA)	\$1.18	Hallmark Timberlake Apartments (@60%)	\$0.92
	ARIUM North Charleston (FKA Cooper's Pointe) (Market)	\$1.32	Jamison Park (Market)(2BA)	\$1.18	Harbour Station (@50%)	\$0.92
	North Bluff (Market)	\$1.22	ARIUM St. Ives (FKA Springhouse Apartments) (Market)(2BA)	\$1.17	<b>Havenwood St. Ives (@60%)</b>	<b>\$0.90</b>
	Hallmark Timberlake Apartments (@60%)	\$1.12	North Bluff (Market)(2BA)	\$1.09	Etiwan Place (@60%)	\$0.88
	<b>Havenwood St. Ives (@60%)</b>	<b>\$1.05</b>	ARIUM North Charleston (FKA Cooper's Pointe) (Market)(2BA)	\$1.08	Rivers Place Apartments (@60%)	\$0.83
	Rivers Place Apartments (@60%)	\$0.91	Hallmark Timberlake Apartments (@60%)(2BA)	\$0.97	Ivy Ridge (@50%)	\$0.80
	Ivy Ridge (@50%)	\$0.78	<b>Havenwood St. Ives (@60%)</b>	<b>\$0.94</b>	Etiwan Place (@50%)	\$0.69
	Rivers Place Apartments (@50%)	\$0.76	Etiwan Place (@60%)(2BA)	\$0.94	Rivers Place Apartments (@50%)	\$0.68
	<b>Havenwood St. Ives (@40%)</b>	<b>\$0.68</b>	Harbour Station (@60%)(2BA)	\$0.92		
	<b>Havenwood St. Ives (@20%)</b>	<b>\$0.27</b>	Rivers Place Apartments (@60%)(2BA)	\$0.80		
		Ivy Ridge (@50%)(2BA)	\$0.77			
		Harbour Station (@50%)(2BA)	\$0.75			
		Etiwan Place (@50%)(2BA)	\$0.73			
		Rivers Place Apartments (@50%)(2BA)	\$0.67			

# HAVENWOOD ST. IVES – NORTH CHARLESTON, SC – APPLICATION MARKET STUDY

AMENITY MATRIX

Subject	Etiwan Place	Hallmark Timberlake Apartments	Harbour Station	Ivy Ridge	Rivers Place Apartments	ARIUM North Charleston (FKA Cooper's Pointe)	ARIUM St. Ives (FKA Springhouse Apartments)	Atlantic On The Boulevard	Jamison Park	North Bluff	Palmetto Grove (FKA Farrington Place)	
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	
<b>Building</b>												
Property Type	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Midrise	Garden	Garden	
# of Stories	3-stories	3-stories	3-stories	2-stories	3-stories	3-stories	2-stories	2-stories	4-stories	3-stories	2-stories	
Year Built	2023	2019	2008	2015	2007	2016	1986	1985	2019	2001	1985	
Year Renovated	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
Elevators	no	no	no	no	no	no	no	no	yes	no	no	
Courtyard	no	yes	no	no	no	no	no	yes	yes	no	no	
<b>Utility Structure</b>												
Cooking	no	no	no	no	no	no	no	no	no	no	no	
Water Heat	no	no	no	no	no	no	no	no	no	no	no	
Heat	no	no	no	no	no	no	no	no	no	no	no	
Other Electric	no	no	no	no	no	no	no	no	no	no	no	
Water	no	no	yes	no	yes	no	yes	no	no	no	no	
Sewer	no	no	yes	no	yes	no	yes	no	no	no	no	
Trash	yes	yes	yes	no	yes	yes	yes	no	no	yes	no	
<b>Unit Amenities</b>												
Balcony/Patio	yes	yes	no	no	no	no	yes	yes	yes	yes	yes	
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Carpeting	yes	yes	yes	yes	yes	yes	no	no	yes	yes	yes	
Hardwood	no	no	no	no	no	yes	yes	yes	no	no	no	
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	
Ceiling Fan	yes	yes	no	no	yes	yes	yes	yes	no	yes	no	
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Exterior Storage	no	yes	no	no	no	no	yes	no	no	yes	yes	
Fireplace	no	no	no	no	no	no	yes	yes	no	no	yes	
Vaulted Ceilings	no	no	no	no	no	no	yes	yes	no	no	yes	
Walk-In Closet	no	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	
Washer/Dryer	no	no	no	no	no	no	yes	yes	yes	yes	yes	
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Kitchen</b>												
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Microwave	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Community</b>												
Business Center	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
<b>Recreation</b>												
Exercise Facility	yes	yes	no	no	no	yes	yes	yes	yes	yes	yes	
Playground	yes	no	yes	yes	yes	yes	yes	yes	no	no	yes	
Swimming Pool	no	no	yes	no	no	no	yes	yes	yes	yes	yes	
Picnic Area	no	yes	no	yes	yes	no	yes	yes	yes	yes	yes	
Tennis Court	no	no	no	no	no	no	yes	yes	no	yes	yes	
Sauna	no	no	no	no	no	no	yes	no	no	yes	yes	
Jacuzzi	no	no	no	no	no	no	yes	no	no	no	yes	
Hot Tub	no	no	no	no	no	no	yes	no	no	no	yes	
Recreational Area	no	no	no	no	no	no	no	yes	no	no	no	
Volleyball Court	no	no	no	no	no	no	no	no	no	yes	no	
WiFi	no	no	no	no	no	no	no	yes	no	yes	no	
Adult Education	no	no	no	no	yes	no	no	no	no	no	no	
<b>Security</b>												
Intercom (Buzzer)	no	no	no	no	no	yes	no	no	yes	no	no	
Limited Access	no	no	no	no	no	yes	no	no	yes	no	no	
Patrol	no	no	yes	no	no	no	no	no	no	no	no	
Perimeter Fencing	no	no	no	no	no	no	no	no	no	no	yes	
Video Surveillance	no	no	no	yes	no	no	no	no	no	no	no	
<b>Parking</b>												
Garage	no	no	no	no	no	no	no	no	yes	yes	no	
Garage Fee	n/a	\$0	\$0	n/a	\$0	\$0	\$0	\$0	\$160	\$125	\$0	
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Off-Street Fee	n/a	\$0	\$0	n/a	\$0	\$0	\$0	\$0	n/a	\$0	\$0	

# PROPERTY PROFILE REPORT

## Etiwan Place

Effective Rent Date	4/27/2021
Location	109 Central Avenue Goose Creek, SC 29445 Berkeley County
Distance	4 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	N/A
Leasing Began	12/01/2019
Last Unit Leased	1/01/2020
Major Competitors	None
Tenant Characteristics	Mixed local tenancy
Contact Name	Crystal
Phone	(843) 297-4350



### Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	60
HCV Tenants	50%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to ten percent
Concession	None
Waiting List	Yes; 40 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)	8	1,000	\$725	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	34	1,000	\$935	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	5	1,200	\$825	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	13	1,200	\$1,050	\$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	\$725	\$0	\$725	\$0	\$725	2BR / 2BA	\$935	\$0	\$935	\$0	\$935
3BR / 2BA	\$825	\$0	\$825	\$0	\$825	3BR / 2BA	\$1,050	\$0	\$1,050	\$0	\$1,050

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	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
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		

Comments

The contact reported no issues to collections or occupancy due to the COVID-19 pandemic. Further, the contact reported high demand for affordable housing in the area.

# PROPERTY PROFILE REPORT

## Hallmark Timberlake Apartments

Effective Rent Date	4/27/2021
Location	901 Redbank Road Goose Creek, SC 29445 Berkeley County
Distance	2.1 miles
Units	224
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Collins Park
Tenant Characteristics	None identified
Contact Name	Becky
Phone	843-820-2528



### Market Information

Program	@60%
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	50%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to six percent
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
1	1	Garden (3 stories)	20	700	\$825	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	102	969	\$991	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	102	1,100	\$1,089	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$825	\$0	\$825	-\$42	\$783
2BR / 2BA	\$991	\$0	\$991	-\$54	\$937
3BR / 2BA	\$1,089	\$0	\$1,089	-\$72	\$1,017

## Hallmark Timberlake Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Patrol	None
Central A/C	Coat Closet		
Dishwasher	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog park
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool			

### Comments

The property manager reported the rents are not at the maximum allowable levels. However, the contact stated higher rents are achievable. Further, the contact reported strong demand for affordable housing in the area.

Photos



# PROPERTY PROFILE REPORT

## Harbour Station

Effective Rent Date	4/30/2021
Location	6935 Rivers Avenue Charleston, SC 29406 Charleston County
Distance	2.1 miles
Units	49
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Willow Trace
Tenant Characteristics	Mixed tenancy with majority families; five percent seniors
Contact Name	Rebecca
Phone	843-573-7361



### Market Information

Program	@50%, @60%
Annual Turnover Rate	4%
Units/Month Absorbed	N/A
HCV Tenants	50%
Leasing Pace	Within a month
Annual Chg. in Rent	Stable
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
2	2	Garden (2 stories)	7	1,075	\$786	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (2 stories)	21	1,075	\$968	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	21	1,225	\$1,106	\$0	@50%	No	0	0.0%	yes	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	\$786	\$0	\$786	\$22	\$808	2BR / 2BA	\$968	\$0	\$968	\$22	\$990
3BR / 2BA	\$1,106	\$0	\$1,106	\$22	\$1,128						

## Harbour Station, continued

### Amenities

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

### Comments

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

# PROPERTY PROFILE REPORT

## Ivy Ridge

Effective Rent Date	3/16/2021
Location	2215 Greenridge Road North Charleston, SC 29406 Charleston County
Distance	0.1 miles
Units	72
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Marlisha
Phone	843-797-0210



### Market Information

Program	@50%
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	25%
Leasing Pace	Pre-leased
Annual Chg. in Rent	No change
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
1	1	Garden (3 stories)	12	825	\$682	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	42	986	\$810	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	18	1,075	\$930	\$0	@50%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$682	\$0	\$682	-\$42	\$640
2BR / 2BA	\$810	\$0	\$810	-\$54	\$756
3BR / 2BA	\$930	\$0	\$930	-\$72	\$858

Amenities

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

Comments

The property manager reported the rents are not at the maximum allowable levels. However, the contact stated higher rents are achievable. The contact stated demand for affordable housing in the area is high. 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

## Rivers Place Apartments

Effective Rent Date	3/16/2021
Location	7511 Rivers Avenue North Charleston, SC 29406 Charleston County
Distance	1.1 miles
Units	48
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Collins Park, Hallmark Timberlake
Tenant Characteristics	Mixed tenancy with majority families
Contact Name	Denise
Phone	843-764-9602



### Market Information

Program	@50%, @60%
Annual Turnover Rate	4%
Units/Month Absorbed	24
HCV Tenants	50%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; 30 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
1	1	Garden (3 stories)	6	850	\$642	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	6	850	\$775	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	2	1,140	\$764	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	22	1,140	\$915	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	2	1,272	\$868	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	10	1,272	\$1,050	\$0	@60%	Yes	0	0.0%	yes	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	\$642	\$0	\$642	\$0	\$642	1BR / 1BA	\$775	\$0	\$775	\$0	\$775
2BR / 2BA	\$764	\$0	\$764	\$0	\$764	2BR / 2BA	\$915	\$0	\$915	\$0	\$915
3BR / 2BA	\$868	\$0	\$868	\$0	\$868	3BR / 2BA	\$1,050	\$0	\$1,050	\$0	\$1,050

## Rivers Place Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
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		
Playground			

### Comments

The property does not accept Housing Choice Vouchers. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Further, the property manager reported a stable amount of traffic and inquiries on units recently.

Photos



# PROPERTY PROFILE REPORT

## ARIUM North Charleston (FKA Cooper's Pointe)

Effective Rent Date	3/16/2021
Location	2225 Greenridge Road North Charleston, SC 29406 Charleston County
Distance	0.1 miles
Units	192
Vacant Units	4
Vacancy Rate	2.1%
Type	Garden (2 stories)
Year Built/Renovated	1986 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Spring House and North Bluff
Tenant Characteristics	Mostly younger residents and about 50 percent military members
Contact Name	Mika
Phone	843-572-1716



### Market Information

Program	Market
Annual Turnover Rate	38%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to three 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 (2 stories)	76	697	\$965	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	116	937	\$1,070	\$0	Market	No	4	3.4%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$965	\$0	\$965	-\$42	\$923
2BR / 2BA	\$1,070	\$0	\$1,070	-\$54	\$1,016

## ARIUM North Charleston (FKA Cooper's Pointe), continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	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	Clubhouse/Meeting Room/Community	None	Dog park
Exercise Facility	Jacuzzi		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Sauna		
Swimming Pool	Tennis Court		

### Comments

The property does not accept Housing Choice Vouchers. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Further, the contact stated that demand for rental housing in the area is high.

Photos



# PROPERTY PROFILE REPORT

## ARIUM St. Ives (FKA Springhouse Apartments)

Effective Rent Date	3/16/2021
Location	7930 St. Ives Road North Charleston, SC 29406 Charleston County
Distance	0.1 miles
Units	248
Vacant Units	4
Vacancy Rate	1.6%
Type	Garden (2 stories)
Year Built/Renovated	1985 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	North Bluff
Tenant Characteristics	Mixed tenancy with majority families
Contact Name	Mannie
Phone	843-572-0352



### Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Rents fluctuate daily; trending positive
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)	68	680	\$935	\$0	Market	No	N/A	N/A	N/A	None
1.5	1	Garden (2 stories)	24	826	\$985	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (2 stories)	24	837	\$1,040	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	92	934	\$1,070	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	24	1,048	\$1,302	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	16	1,101	\$1,505	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$935	\$0	\$935	\$22	\$957
1.5BR / 1BA	\$985	\$0	\$985	\$22	\$1,007
2BR / 1BA	\$1,040	\$0	\$1,040	\$22	\$1,062
2BR / 2BA	\$1,070 - \$1,302	\$0	\$1,070 - \$1,302	\$22	\$1,092 - \$1,324
3BR / 2BA	\$1,505	\$0	\$1,505	\$22	\$1,527

## ARIUM St. Ives (FKA Springhouse Apartments), continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Fireplace		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	Dog park
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool	Tennis Court		
Wi-Fi			

### 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

## Atlantic On The Boulevard

Effective Rent Date	4/27/2021
Location	2155 Morris Baker Boulevard North Charleston, SC 29406 Charleston County
Distance	1.5 miles
Units	280
Vacant Units	12
Vacancy Rate	4.3%
Type	Midrise (4 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	12/01/2018
Leasing Began	1/01/2019
Last Unit Leased	3/01/2021
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families; 20 percent military
Contact Name	Miranda
Phone	843-790-9596



### Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	11
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Stable
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	Midrise (4 stories)	102	624	\$1,063	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	7	795	\$1,075	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	37	801	\$1,199	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	6	1,038	\$1,327	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	58	1,040	\$1,450	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	48	1,241	\$1,479	\$0	Market	No	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	22	1,434	\$1,748	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,063 - \$1,199	\$0	\$1,063 - \$1,199	\$22	\$1,085 - \$1,221
2BR / 2BA	\$1,327 - \$1,479	\$0	\$1,327 - \$1,479	\$22	\$1,349 - \$1,501
3BR / 2BA	\$1,748	\$0	\$1,748	\$22	\$1,770

## Atlantic On The Boulevard, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Coat Closet	Limited Access	
Dishwasher	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog park
Courtyard	Elevators		
Exercise Facility	Garage(\$160.00)		
Off-Street Parking	On-Site Management		
Picnic Area	Swimming Pool		

### Comments

According to the property manager, lease-up was slower than expected due to the COVID-19 pandemic. However, the property manager reported no issues with collecting rent from current tenants and stated demand for rental housing in the area was high.

Photos



# PROPERTY PROFILE REPORT

## Jamison Park

Effective Rent Date	4/23/2021
Location	2245 Greenridge Road North Charleston, SC 29406 Charleston County
Distance	0.3 miles
Units	216
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	About half of the tenants are military and the remainder are mostly families
Contact Name	Jessica
Phone	843-797-5100



### 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	Changes daily; LRO
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 (3 stories)	54	700	\$1,030	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	126	1,000	\$1,155	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	36	1,230	\$1,485	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,030	\$0	\$1,030	\$22	\$1,052
2BR / 2BA	\$1,155	\$0	\$1,155	\$22	\$1,177
3BR / 2BA	\$1,485	\$0	\$1,485	\$22	\$1,507

## Jamison Park, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage(\$75.00)	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$125.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Swimming Pool		

### Comments

The property is currently renovating units as they become vacant. Approximately 130 units have been renovated as of the date of this interview. The contact stated renovated units carry a \$100 to \$200 dollar premium over non-renovated units. The rents portrayed in the property profile reflect renovated units. Renovations include new flooring, appliances, and light fixtures. According to the contact, there have been no negative effects to the property as a result of the COVID-19 pandemic.

Photos



# PROPERTY PROFILE REPORT

## North Bluff

Effective Rent Date	3/16/2021
Location	7925 St. Ives Road North Charleston, SC 29406 Charleston County
Distance	0.2 miles
Units	144
Vacant Units	1
Vacancy Rate	0.7%
Type	Garden (2 stories)
Year Built/Renovated	1985 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Spring House
Tenant Characteristics	Mixed tenancy with majority families; 25 percent senior and 10 percent military
Contact Name	Suzanne
Phone	843-797-2292



### Market Information

Program	Market
Annual Turnover Rate	42%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased up to two percent
Concession	None
Waiting List	Yes; four 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
1	1	Garden (2 stories)	40	820	\$999	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	96	1,008	\$1,099	\$0	Market	Yes	1	1.0%	N/A	None
3	2	Garden (2 stories)	8	1,206	\$1,379	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$999	\$0	\$999	\$0	\$999
2BR / 2BA	\$1,099	\$0	\$1,099	\$0	\$1,099
3BR / 2BA	\$1,379	\$0	\$1,379	\$0	\$1,379

## North Bluff, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage(\$30.00)	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Sauna		
Swimming Pool	Tennis Court		
Volleyball Court	Wi-Fi		

### Comments

The property does not accept Housing Choice Vouchers. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Further, the contact stated that demand for rental housing in the area is high.

Photos



# PROPERTY PROFILE REPORT

## Palmetto Grove (FKA Farrington Place)

Effective Rent Date	3/16/2021
Location	7927 St. Ives Road North Charleston, SC 29406 Charleston County
Distance	0.1 miles
Units	168
Vacant Units	2
Vacancy Rate	1.2%
Type	Garden (3 stories)
Year Built/Renovated	1990 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Chris
Phone	843-569-3509



### Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased
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 (3 stories)	84	738	\$970	\$0	Market	no	2	2.4%	N/A	None
2	2	Garden (3 stories)	60	988	\$1,145	\$0	Market	no	0	0.0%	N/A	None
3	2	Garden (3 stories)	24	1,250	\$1,480	\$0	Market	no	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$970	\$0	\$970	\$22	\$992
2BR / 2BA	\$1,145	\$0	\$1,145	\$22	\$1,167
3BR / 2BA	\$1,480	\$0	\$1,480	\$22	\$1,502

## Palmetto Grove (FKA Farrington Place), continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	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	Dog park
Clubhouse/Meeting Room/Community	Exercise Facility		
Jacuzzi	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Sauna	Swimming Pool		
Tennis Court			

### Comments

The vacant units are being processed from the waiting list. 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 stable amount of traffic and inquiries on units recently.

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
Etiwan Place	LIHTC	Family	60	0	0.0%
Hallmark Timberlake Apartments	LIHTC	Family	224	0	0.0%
Harbour Station	LIHTC	Family	49	0	0.0%
Ivy Ridge	LIHTC	Family	72	0	0.0%
Rivers Place Apartments	LIHTC	Family	48	0	0.0%
ARIUM North Charleston (FKA Cooper's Pointe)	Market	Family	192	4	2.1%
ARIUM St. Ives (FKA Springhouse Apartments)	Market	Family	248	4	1.6%
Atlantic On The Boulevard	Market	Family	280	12	4.3%
Jamison Park	Market	Family	216	0	0.0%
North Bluff	Market	Family	144	1	0.7%
Palmetto Grove (FKA Farrington Place)	Market	Family	168	2	1.2%
<b>Overall Total</b>			<b>1,701</b>	<b>23</b>	<b>1.4%</b>
<b>Overall Total in PMA</b>			<b>1,701</b>	<b>23</b>	<b>1.4%</b>

#### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Etiwan Place	LIHTC	Family	60	0	0.0%
Hallmark Timberlake Apartments	LIHTC	Family	224	0	0.0%
Harbour Station	LIHTC	Family	49	0	0.0%
Ivy Ridge	LIHTC	Family	72	0	0.0%
Rivers Place Apartments	LIHTC	Family	48	0	0.0%
<b>Total LIHTC</b>			<b>453</b>	<b>0</b>	<b>0.0%</b>
<b>Total LIHTC in PMA</b>			<b>453</b>	<b>0</b>	<b>0.0%</b>

#### MARKET VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
ARIUM North Charleston (FKA Cooper's Pointe)	Market	Family	192	4	2.1%
ARIUM St. Ives (FKA Springhouse Apartments)	Market	Family	248	4	1.6%
Atlantic On The Boulevard	Market	Family	280	12	4.3%
Jamison Park	Market	Family	216	0	0.0%
North Bluff	Market	Family	144	1	0.7%
Palmetto Grove (FKA Farrington Place)	Market	Family	168	2	1.2%
<b>Total Market Rate</b>			<b>1,248</b>	<b>23</b>	<b>1.8%</b>
<b>Total Market Rate in PMA</b>			<b>1,248</b>	<b>23</b>	<b>1.8%</b>

Overall vacancy among the 12 comparables is low at 1.4 percent. All of the comparable LIHTC properties are located inside the PMA. These comparables are fully-occupied, and four of the five properties maintain waiting lists, indicating strong demand for affordable housing in the area.

Among the market rate properties, vacancy is also low at 1.8 percent, indicating strong support for conventional apartments. All of the market rate comparable properties reported vacancy rates at or below 4.3 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 four of those properties, we expect that after completion of absorption, the Subject will operate with a waiting list.

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

There are 453 total LIHTC units in the PMA that we included in this comparable analysis. There are no vacancies among these units and four of the five 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 Low Country 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 table summarizes the Subject’s proposed 20 percent AMI net rents compared to the maximum allowable 20 percent AMI rents in Charleston County.

**LIHTC RENT COMPARISON @20%**

Property Name	County	1BR	Rents at Max?
Havenwood St. Ives	Charleston	\$200	Yes
<b>2021 LIHTC Maximum Rent (Net)</b>	<b>Charleston</b>	<b>\$203</b>	
<b>Achievable LIHTC Rent</b>		<b>\$203</b>	

The Subject’s proposed rent for its one-bedroom units are set below the 2021 maximum allowable level at the 20 percent AMI threshold. None of the comparable properties offer units at the 20 percent AMI level. The Subject’s proposed 20 percent AMI rents will be the lowest in the market and will offer an 80 percent rent advantage compared to achievable market rents. Additionally, the capture rates for the 20 percent AMI units are very 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 20 percent AMI rents for the one-bedroom units are achievable as proposed. Further, the Subject's proposed 20 percent AMI rents will be the lowest in the market.

The following table summarizes the Subject’s proposed 40 percent AMI net rents compared to the maximum allowable 40 percent AMI rents in Charleston County.

**LIHTC RENT COMPARISON @40%**

Property Name	County	1BR	Rents at Max?
Havenwood St. Ives	Charleston	\$510	Yes
<b>2021 LIHTC Maximum Rent (Net)</b>	<b>Charleston</b>	<b>\$511</b>	
<b>Achievable LIHTC Rent</b>		<b>\$511</b>	

The Subject’s proposed rent for its one-bedroom units are set below the 2021 maximum allowable level at the 40 percent AMI threshold. None of the comparable properties offer rents at the 40 percent of AMI level. The Subject's proposed 40 percent AMI rents offer a 49 percent rent advantage to achievable market rents. Additionally, the capture rates for the 40 percent AMI units are very low. As such, we conclude to an achievable

rent at the maximum allowable level for the Subject’s one-bedroom units at 40 percent AMI. Thus, we believe the Subject’s 40 percent AMI rents for the one-bedroom units are achievable as proposed. Further, the Subject’s proposed 40 percent AMI rents will be among the lowest in the market.

The following table summarizes the Subject’s proposed 60 percent AMI net rents compared to the maximum allowable 60 percent AMI rents in Charleston and Berkeley Counties where the comparables are located, the net rents at the comparables, and the averages of these comparable net rents.

**LIHTC RENT COMPARISON @60%**

<b>Property Name</b>	<b>County</b>	<b>1BR</b>	<b>2BR</b>	<b>3BR</b>	<b>Rents at Max?</b>
<b>Havenwood St. Ives</b>	<b>Charleston</b>	<b>\$785</b>	<b>\$895</b>	<b>\$995</b>	<b>No</b>
<b>2021 LIHTC Maximum Rent (Net)</b>		<b>\$819</b>	<b>\$972</b>	<b>\$1,109</b>	
Etiwan Place	Berkeley	-	\$935	\$1,050	No
Hallmark Timberlake Apartments	Berkeley	\$783	\$937	\$1,017	No
Harbour Station	Charleston	-	\$990	-	Yes
Rivers Place Apartments	Charleston	\$775	\$915	\$1,050	Yes
<b>Average</b>		<b>\$779</b>	<b>\$944</b>	<b>\$1,039</b>	
<b>Achievable LIHTC Rent</b>		<b>\$785</b>	<b>\$940</b>	<b>\$1,050</b>	

The Subject’s proposed 60 percent AMI rents are set below the maximum allowable 2021 rents at this AMI level. The average 60 percent AMI rents at the comparables are above the Subject’s proposed two and three-bedroom rents, and slightly below the Subject’s proposed one-bedroom rents. The Subject’s proposed 60 percent AMI rents are set below the maximum allowable 2021 rents for this AMI level. Two of the comparable properties with 60 percent AMI units, Harbour Station and Rivers Place Apartments, reported rents at maximum allowable levels. These properties are currently fully-occupied and Rivers Place Apartments maintains a waiting list. This indicates that the rents at these properties are well accepted in the market and that higher rents are likely achievable.

Hallmark Timberlake Apartments is a family development located in Goose Creek, 2.1 miles from the Subject site, in a slightly superior location in terms of median rent, median home value, and median household income. This property was constructed in 2008 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. Hallmark Timberlake Apartments offers slightly inferior in-unit amenities to the proposed Subject as it does not offer balconies/patios, which the Subject will offer. This property offers slightly superior property amenities as it offers a swimming pool, which the Subject will not offer, though it does not offer an exercise facility, which the Subject will offer. This property offers similar unit sizes to the proposed Subject. Overall, Hallmark Timberlake Apartments is considered slightly inferior to the proposed Subject. Hallmark Timberlake Apartments reports full occupancy and maintains a waiting list of approximately 50 households in length.

Rivers Place Apartments is a family development located in North Charleston, 1.1 miles from the Subject site, in a similar location. This property was constructed in 2016 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Rivers Place Apartments offers slightly inferior in-unit amenities to the proposed Subject as it does not offer balconies/patios, which the Subject will offer. This property offers similar property amenities to the proposed Subject. This property offers similar unit sizes to the proposed Subject. Overall, Rivers Place Apartments is considered slightly inferior to the proposed Subject. Rivers Place Apartments reports full occupancy and maintains a waiting list approximately 30 households in length.

The Subject will be slightly superior to Hallmark Timberlake Apartments and Rivers Place Apartments. Based on the above, we believe the Subject can achieve rents above those currently achieved at Hallmark Timberlake Apartments and Rivers Place Apartments for its units restricted to the 60 percent AMI level. As such, we

conclude to achievable rents of **\$785, \$940, and \$1,050** for its one, two, and three-bedroom units at 60 percent AMI. Thus, we believe that the Subject’s proposed 60 percent rents are reasonable and achievable.

**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%	\$200	\$640	\$1,221	\$931	\$1,000	80%
1BR / 1BA	@40%	\$510	\$640	\$1,221	\$931	\$1,000	49%
1BR / 1BA	@60%	\$785	\$775	\$1,221	\$988	\$1,000	22%
2BR / 2BA	@60%	\$895	\$915	\$1,501	\$1,145	\$1,150	22%
3BR / 2BA	@60%	\$995	\$1,017	\$1,770	\$1,350	\$1,400	29%

All of the market rate properties were built between 1985 and 2019, and are located in North Charleston and offer a similar location compared to the Subject. These comparables are the closest market rate comparables in the general area. The market rate comparables are considered inferior to similar to the proposed Subject with respect to age and condition.

Jamison Park is located in North Charleston, 0.3 mile from the Subject in a similar location. This property was constructed in 2001 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. Jamison Park 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 proposed Subject as it offers a swimming pool, which the Subject will not offer. Jamison Park offers similar unit sizes compared to those of the proposed Subject. Overall, Jamison Park is considered slightly superior to the Subject.

North Bluff is located in North Charleston, 0.2 mile from the Subject in a similar location. This property was constructed in 1985 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. North Bluff offers slightly superior in-unit amenities to the proposed Subject as it offers exterior storage, which the Subject will not offer. This property offers slightly superior property amenities to the proposed Subject as it offers a swimming pool, which the Subject will not offer. North Bluff offers similar unit sizes compared to those of the proposed Subject. Overall, North Bluff is considered similar to the Subject.

The Subject property is considered slightly inferior to Jamison Park and similar to North Bluff. Thus, we concluded to achievable market rents of **\$1,000, \$1,150 and \$1,400** for the Subject’s one, two, and three-bedroom units, respectively. The Subject’s proposed 20, 40, and 60 percent AMI LIHTC rents will have advantages of 22 to 80 percent over what we have determined to be the achievable market rents.

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

There are no comparable vacant LIHTC units surveyed, and four of the five 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 18 LIHTC properties without subsidies in the PMA, and the 15 that we could contact all reported high or 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 performing well with a 1.4 percent vacancy rate in the PMA and a 1.4 percent vacancy rate among all eleven surveyed comparable projects. The five LIHTC properties reported no vacancies and four of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Market rate comparables are also performing well, with an overall vacancy rate of 1.8 percent among all of the market rate comparables.

When compared to the current 60 percent AMI rents at the LIHTC properties, the Subject's proposed 20, 40, and 60 percent AMI rents appear reasonable, and overall they are 22 to 80 percent below our estimated achievable market rents. Further, the proposed rents offer a 35.8 percent advantage to HUD Fair Market Rents, which is within SCSHFDA thresholds. 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 City of North Charleston Planning and Zoning 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 two new LIHTC allocations and two proposed market rate properties in the area.

The Park at Hanahan was awarded tax credits in 2020 for the new construction of 72 LIHTC units targeting seniors. The property is proposed for construction off of Henry E. Brown Jr. Boulevard in Hanahan, approximately 2.9 miles east of the Subject site. Upon completion, the property will offer 48 one and 24 two-bedroom units at the 30, 50, and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Waters at Oakbrook was awarded tax credits in 2019 for the new construction of 163 LIHTC units and 53 market rate units targeting families. The property is proposed for construction off of Old Trolley Road in Summerville, approximately 6.9 miles west of the Subject site. Upon completion, the property will offer 63 one, 81 two, and 19 three-bedroom units at the 60 percent AMI level, as well as 21 one, 27 two, and five, three-bedroom market rate units. The 60 percent AMI units will be considered directly competitive with the Subject. As such, these units have been deducted from our demand analysis.

Botanic at Ingleside Apartments was proposed for the construction of 231 units targeting families. The property is under construction off of Ingleside Boulevard in Ladson, approximately 1.4 miles 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.

The Duke was proposed for the construction of 250 units targeting families. The property is under construction off of Treeland Drive in Ladson, approximately 4.7 miles northwest 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. Franklin Scott Jr., Executive Director with the North Charleston Housing Authority (843-266-5934), for information regarding the local voucher program. Mr. Scott indicated that the Housing Authority is authorized to distribute 2,315 tenant-based Housing Choice Vouchers. Of these, 2,052 vouchers are currently in use. According to Mr. Scott, the waiting list is currently open as of April 21, 2021. There are currently 250 households on the waiting list. The current payment standards are illustrated in the table below:

<b>PAYMENT STANDARDS</b>	
<b>Unit Type</b>	<b>Payment Standard</b>
One-Bedroom	\$1,059
Two-Bedroom	\$1,207
Three-Bedroom	\$1,544

Source: North Charleston Housing Authority, effective January 2021

The Subject’s proposed rents are below the current payment standards, which indicates that voucher tenants would be able to reside at the Subject without paying out of pocket.

### **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 1.3 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 0.1 to 6.1 percent, which are all considered achievable in the PMA, where moderate-income renter households are stable. Between 2020 and market entry, the total number of renter households is expected to increase at a rate of 2.1 percent annually in the PMA. The Subject site is located within two miles of most community services and facilities that tenants would utilize on a consistent basis.

There are no vacancies among LIHTC comparables. The developer's LIHTC rents represent a 22 to 80 percent overall advantage below achievable market rents. Further, the proposed rents offer a 35.8 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 26, 2021  
Date



---

H. Blair Kincer, MAI  
Partner  
[Blair.Kincer@novoco.com](mailto:Blair.Kincer@novoco.com)



---

Brian Neukam  
Manager  
[Brian.Neukam@novoco.com](mailto:Brian.Neukam@novoco.com)



---

Brinton Noble  
Analyst  
[Brinton.Noble@novoco.com](mailto:Brinton.Noble@novoco.com)



---

Taylor Zubek  
Junior Analyst  
[Taylor.Zubek@novoco.com](mailto:Taylor.Zubek@novoco.com)

**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.