



A MARKET FEASIBILITY STUDY OF:  
**STATION VILLAGE**

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# **STATION VILLAGE**

Firehouse Lane and Bowling Lane  
Beaufort, Beaufort County, SC 29902

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

Prepared for:  
Mr. Josh Thomason  
Principal  
Piedmont Housing Group  
295 West Crossville Road  
Suite 720  
Roswell, GA 30075

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





May 26, 2021

Mr. Josh Thomason  
Principal  
Piedmont Housing Group  
295 West Crossville Road  
Suite 720  
Roswell, GA 30075

Re: Market Study for Station Village, located in Beaufort, Beaufort County, South Carolina

Dear Mr. Thomason:

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

The purpose of this market study is to assess the viability of Station Village, a proposed 51-unit family LIHTC project. The property will be restricted to households earning 20, 40, 60 and 70 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the South Carolina State Housing Finance and Development Agency (SCSHFDA), including the following:

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

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

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

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

- 1) *Clients and market participants throughout the country report April 2020 through April 2021 collections that were better than expected for all types of multifamily properties. According to a report from the National Multifamily Housing Council, April 2021 rent collections increased by 1.9 percentage points year-over-year from April 2020. Note that the apartments in this sample are market rate apartments in multifamily buildings and do not include affordable units. Through April 6, 2021, 79.8 percent of households made full or partial rent payments for April, according to the National Multifamily Housing Council. Although one-in-five renters did not pay their rent in the first week of the month, the majority of these missed payments are made up with late payments by the end of the month. A significant change in the market is not yet discernible and we continue to be relatively optimistic about the market's ability to weather the current economic storm.*
- 2) *Based upon various conversations with market participants and published articles and webinars many believe that multifamily real estate will be impacted but significantly less so than other sectors. Further, the impact is expected be shorter lived. Many view multifamily as a safer haven during this period of uncertainty. The Subject will not be completed until April 2023, at which point the market is expected to be stabilized or have less uncertainty.*
- 3) *States are starting to plan the reopening over the next several weeks to months and the state of South Carolina has begun to re-open its restaurants, gyms, and other indoor venues as of April 2021, however, return to full economic potential is unlikely while the global health crisis continues. Additionally, Governor Henry McMaster required nursing homes and assisted living facilities to allow visitation to all residents if there is no high risk of COVID-19 transmission, starting March 19, 2021. A return to full economic potential is unlikely while the global health crisis continues. However, the Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.*
- 4) *As of December 2020, unemployment is at 6.5 percent nationally. Historically, the MSA has generally outpaced 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 2.3 percent and the unemployment rate increased by 2.8 percentage points to 5.0 percent since December 20219, which is less than the nationwide employment contraction (5.6 percent) and below the increase in the unemployment rate (3.1 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. The property managers at Cross Creek and Oak Tree Village reported a slight decrease in collections due to the COVID-19 pandemic, and no impact to occupancy or*

*phone traffic. The remaining nine surveyed comparable properties reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. The long-term impacts of COVID-19 on this market are yet to be seen; however, in the short-term the impact has been minimal.*

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

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

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

Respectfully submitted,  
Novogradac & Company LLP



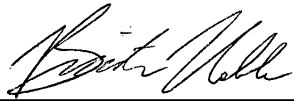
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H. Blair Kincer, MAI  
Partner  
[Blair.Kincer@novoco.com](mailto:Blair.Kincer@novoco.com)



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



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



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

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# **EXECUTIVE SUMMARY**



**Property Summary of Subject**

**Subject Property Overview:**

Station Village, the Subject, is a proposed 51-unit apartment community restricted to households earning 20, 40, 60, and 70 percent of the AMI or less. The Subject will be located on the corner of Bowling Lane and Firehouse Lane in Beaufort, Beaufort County, South Carolina. As proposed, the Subject will contain two, three-story garden-style residential buildings, 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	6	\$185	\$105	\$290	\$290	\$1,056
				@40%			
1BR / 1BA	750	3	\$476	\$105	\$581	\$581	\$1,056
3BR / 2BA	1,100	1	\$634	\$172	\$806	\$806	\$1,564
				@60%			
1BR / 1BA	750	12	\$725	\$105	\$830	\$872	\$1,056
2BR / 1.5BA	950	15	\$865	\$136	\$1,001	\$1,047	\$1,204
3BR / 2BA	1,100	13	\$966	\$172	\$1,138	\$1,209	\$1,564
				@70%			
3BR / 2BA	1,100	1	\$1,000	\$172	\$1,172	\$1,410	\$1,564
		<b>51</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
123 Club Apartments	LIHTC	Family	40	0	0.0%
Ashley Pointe Apartments	LIHTC	Family	56	0	0.0%
Cross Creek	LIHTC/ Market	Family	144	2	1.4%
Marsh Pointe	LIHTC	Family	48	0	0.0%
Sea Pointe	LIHTC	Family	56	0	0.0%
Shell Pointe	LIHTC	Family	72	0	0.0%
Abberly Pointe	Market	Family	240	0	0.0%
Bay South Apartments	Market	Family	132	5	3.8%
Oak Tree Village*	Market	Family	98	47	48.0%
The Preserve At Port Royal	Market	Family	400	32	8.0%
Waterleaf At Battery Creek	Market	Family	212	1	0.5%
<b>Overall Total</b>			<b>1,498</b>	<b>87</b>	<b>5.8%</b>
<b>Overall Total Stabilized</b>			<b>1,400</b>	<b>40</b>	<b>2.9%</b>

\*Vacant Units Are Being Held Offline For Renovations

### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
123 Club Apartments	LIHTC	Family	40	0	0.0%
Ashley Pointe Apartments	LIHTC	Family	56	0	0.0%
Cross Creek	LIHTC/ Market	Family	144	2	1.4%
Marsh Pointe	LIHTC	Family	48	0	0.0%
Sea Pointe	LIHTC	Family	56	0	0.0%
Shell Pointe	LIHTC	Family	72	0	0.0%
<b>Total LIHTC</b>			<b>416</b>	<b>2</b>	<b>0.5%</b>

### MARKET VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Abberly Pointe	Market	Family	240	0	0.0%
Bay South Apartments	Market	Family	132	5	3.8%
Oak Tree Village*	Market	Family	98	47	48.0%
The Preserve At Port Royal	Market	Family	400	32	8.0%
Waterleaf At Battery Creek	Market	Family	212	1	0.5%
<b>Total Market Rate</b>			<b>1,082</b>	<b>85</b>	<b>7.9%</b>
<b>Total Market Rate Stabilized</b>			<b>984</b>	<b>38</b>	<b>3.9%</b>

\*Vacant Units Are Being Held Offline For Renovations

Overall vacancy among the eleven comparables is moderate at 5.8 percent. However, Oak Tree Village reported that the vacant units are currently being held offline for renovations. Excluding Oak Tree Village, overall vacancy among the comparables is moderate at 2.9 percent. All of the comparable LIHTC properties are located inside the PMA. These comparables demonstrate an overall vacancy of 0.5 percent, and four of the six properties maintain waiting lists, indicating strong demand for affordable housing in the area.

Among the market rate properties, vacancy is elevated at 7.9 percent. It should be noted that Oak Tree Village reported that the vacant units are currently being held offline for renovations. Excluding Oak Tree Village,

overall vacancy among the market rate comparables is moderate at 3.9 percent. The Preserve At Port Royal reported a slightly elevated vacancy of 8.0 percent. According to our contact at The Preserve At Port Royal, vacancy is elevated due to a change in management and prior poor management. The remaining market rate comparable properties reported vacancy rates at or below 3.8 percent. Further, one of the market rate properties, Waterleaf At Battery Creek reported maintaining a waiting list consisting of nine households. 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 upon stabilization, the Subject will operate with a waiting list.

**Capture Rates**

The following table illustrates the capture rates for the Subject.

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR @20%	6	43	0	43	13.9%
1BR @40%	3	176	0	176	1.7%
1BR @60%	12	431	0	431	2.8%
1BR Overall	21	666	0	666	3.2%
2BR @60%	15	618	0	618	2.4%
3BR @40%	1	164	0	164	0.6%
3BR @60%	13	402	0	402	3.2%
3BR @70%	1	292	0	292	0.3%
3BR Overall	15	621	0	621	2.4%
@20% Overall	6	43	0	43	13.9%
@40% Overall	4	340	0	340	1.2%
@60% Overall	40	1,451	0	1,451	2.8%
@70% Overall	1	292	0	292	0.3%
Overall	51	2,243	0	2,243	2.3%

As the analysis illustrates, the Subject’s capture rates vary from 0.3 to 13.9 percent with an overall capture rate of 2.3 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, Waterleaf At Battery Creek, Marsh Pointe, and Ashley Pointe Apartments were able to provide absorption data. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Waterleaf At Battery Creek	Market	Family	2020	212	17
Marsh Pointe	LIHTC	Family	2018	48	12
Ashley Pointe Apartments	LIHTC	Family	2016	56	37

On average, these properties reported an absorption rate of 22 units per month. With the increasing demographic base in the PMA and the relatively limited supply of affordable multifamily housing, we believe the Subject should be able to experience an absorption rate similar to the average. The LIHTC comparables

report limited vacancies and nearly all maintain waiting lists, indicating strong demand for additional affordable housing in the area. Therefore, based upon the demand calculations presented within this report, which indicate capture rates within SCSHFDA guidelines, an ample number income-qualified households, and the Subject's tenancy, we believe that the Subject could absorb approximately 20 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**

Excluding Oak Tree Village, overall vacancy among the comparables is moderate at 2.9 percent. The six LIHTC properties reported two total vacancies and four of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Excluding Oak Tree Village, overall vacancy among the market rate comparables is moderate at 3.9 percent. The contact at The Preserve At Port Royal reported that vacancy is elevated due to a change in management and prior poor management. The remaining market rate comparable properties reported vacancy rates at or below 3.8 percent.

When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 20, 40, 60, and 70 percent AMI rents appear reasonable, and overall they are 23 to 82 percent below our estimated achievable market rents. Further, the proposed rents offer a 39.7 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.

### **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 2.3 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 0.3 to 13.9 percent, which are all considered achievable in the PMA. Between 2020 and market entry, the total number of renter households is expected to increase in the PMA. The Subject site is located within 2.4 miles of all community services and facilities that tenants would utilize on a consistent basis, which is superior to the majority of comparable properties.

There are only two vacancies among the LIHTC comparables. Further, four of the six surveyed LIHTC properties maintain waiting lists ranging from 50 to 150 households. The proposed rents offer a 39.7 percent advantage to HUD Fair Market Rents, which is within SCSHFDA thresholds. The proposed rents will also compete well with the LIHTC rents at the most similar LIHTC comparables we surveyed.

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

There are two total comparable vacant LIHTC units surveyed, and four of the six LIHTC comparables maintain waiting lists. There are six LIHTC properties we surveyed in the PMA. All but one of the LIHTC comparables is fully-occupied. 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.

**STATION VILLAGE – BEAUFORT, SC – APPLICATION MARKET STUDY**

**2021 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:**

Development Name: Station Village	Total # of Units: 51
Address: South side of Firehouse Lane and North side of Bowling Lane	# of LIHTC Units: 51
PMA Boundary: North: U.S. Route 17; East: Beaufort County line; South: Atlantic Ocean; West: Beaufort County line and Parris Island western limits	
Development Type: <input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 17 miles

**RENTAL HOUSING STOCK (found on page 58)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	21	2,088	95	95.5%
Market-Rate Housing	5	1,082	85	92.1%
Assisted/Subsidized Housing not to include LIHTC	7	414	7	98.3%
<b>LIHTC (All that are stabilized)*</b>	9	592	3	99.5%
Stabilized Comps**	21	2,088	95	95.5%
Non-stabilized Comps	1	48	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
6	1	1	750	\$185	\$1,056	\$1.41	82.5%	\$1,286	\$1.71
3	1	1	750	\$476	\$1,056	\$1.41	54.9%	\$1,286	\$1.71
12	1	1	750	\$725	\$1,056	\$1.41	31.3%	\$1,286	\$1.71
15	2	1.5	950	\$865	\$1,204	\$1.27	28.2%	\$1,575	\$1.66
1	3	2	1,100	\$634	\$1,564	\$1.42	59.5%	\$1,645	\$1.50
13	3	2	1,100	\$966	\$1,564	\$1.42	38.2%	\$1,645	\$1.50
1	3	2	1,100	\$1,000	\$1,564	\$1.42	36.1%	\$1,645	\$1.50
<b>Gross Potential Rent Monthly*</b>				<b>\$38,405</b>	<b>\$63,696</b>		<b>39.7%</b>		

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

**DEMOGRAPHIC DATA (found on page 46)**

	2010		2020		2023	
Renter Households	9,698	37.2%	9,751	32.3%	10,284	32.5%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	4,676	48.0%	4,818	46.8%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

**TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 55)**

Type of Demand	20%	40%	60%	70%	Market-rate:	Overall Affordable
Renter Household Growth	2	21	83	99		142
Existing Households (Overburd + Substand)	144	572	1,367	955		2,101
Homeowner conversion (Seniors)	0	0	0	0		0
Other:						
Less Comparable/Competitive Supply	0	0	0	0		0
<b>Net Income-qualified Renter HHs</b>	<b>146</b>	<b>593</b>	<b>1,451</b>	<b>1,055</b>		<b>2,243</b>

**CAPTURE RATES (found on page 56)**

Targeted Population	20%	40%	60%	70%	Market-rate:	Overall
Capture Rate	13.9%	1.2%	2.8%	0.3%		2.3%

**ABSORPTION RATE (found on page 56)**

Absorption Period 2 - 3 months

STATION VILLAGE – BEAUFORT, 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
6	1 BR	\$185	\$1,110	\$1,056	\$6,336	82.5%
3	1 BR	\$476	\$1,428	\$1,056	\$3,168	54.9%
12	1 BR	\$725	\$8,700	\$1,056	\$12,672	31.3%
15	2 BR	\$865	\$12,975	\$1,204	\$18,060	28.2%
1	3 BR	\$634	\$634	\$1,564	\$1,564	59.5%
13	3 BR	\$966	\$12,558	\$1,564	\$20,332	38.2%
1	<u>3 BR</u>	\$1,000	<u>\$1,000</u>	\$1,564	<u>\$1,564</u>	<u>36.1%</u>
<b>Totals</b>	<b>51</b>		<b>\$38,405</b>		<b>\$63,696</b>	<b>39.7%</b>

Source: SCSHFDA, Novogradac & Company LLP, May 2021

# **A. PROJECT DESCRIPTION**

**PROPERTY DESCRIPTION**

- Development Location:** The Subject will be located on the corner of Bowling Lane and Firehouse Lane in Beaufort, Beaufort County, South Carolina
- Construction Type:** The new construction Subject will be constructed in two, three-story garden-style residential buildings and one community building.
- Occupancy Type:** Family
- Target Income Group:** The Subject will be restricted to family households earning 20, 40, 60 and 70 percent of the AMI or less. The minimum allowable household income for the Subject is \$9,943 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 \$58,590 (the 70 percent AMI income for a five-person household).
- Special Population Target:** None.
- Number of Units by Unit Type:** The Subject will include two, one, 15 two and 15 three-bedroom units.
- Number of Buildings and Stories:** The new construction Subject will be constructed in two, three-story garden-style residential buildings 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	21	750	15,750
2BR / 1.5BA	15	950	14,250
3BR / 3BA	15	1,100	16,500
<b>TOTAL</b>	<b>51</b>		<b>46,500</b>

- Structure Type/Design:** The new construction Subject will be constructed in two, three-story garden-style residential buildings 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	6	\$185	\$105	\$290	\$290	\$1,056
				@40%			
1BR / 1BA	750	3	\$476	\$105	\$581	\$581	\$1,056
3BR / 2BA	1,100	1	\$634	\$172	\$806	\$806	\$1,564
				@60%			
1BR / 1BA	750	12	\$725	\$105	\$830	\$872	\$1,056
2BR / 1.5BA	950	15	\$865	\$136	\$1,001	\$1,047	\$1,204
3BR / 2BA	1,100	13	\$966	\$172	\$1,138	\$1,209	\$1,564
				@70%			
3BR / 2BA	1,100	1	\$1,000	\$172	\$1,172	\$1,410	\$1,564
		<b>51</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-bedroom, 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.

**STATION VILLAGE – BEAUFORT, SC – APPLICATION MARKET STUDY**

Station Village												
<b>Location</b>	Bowling Lane And Firehouse Lane Beaufort, SC 29902 Beaufort County											
<b>Units</b>	51											
<b>Type</b>	Garden (3 stories)											
<b>Year Built / Renovated</b>	2023 / N/A											
Market												
<b>Program</b>	@20%, @40%, @60%, @70%						<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)	6	750	\$185	\$0	@20%	N/A	N/A	N/A	yes	
1	1	Garden (3 stories)	3	750	\$476	\$0	@40%	N/A	N/A	N/A	yes	
1	1	Garden (3 stories)	12	750	\$725	\$0	@60%	N/A	N/A	N/A	no	
2	1.5	Garden (3 stories)	15	950	\$865	\$0	@60%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	1	1,100	\$634	\$0	@40%	N/A	N/A	N/A	yes	
3	2	Garden (3 stories)	13	1,100	\$966	\$0	@60%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	1	1,100	\$1,000	\$0	@70%	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>	Craft Room				
Comments												
This property will consist of two, three-story garden-style residential buildings targeting families, in addition to one community building. Construction is set to begin in April 2022 and to be completed in April 2023. The utility allowances for the one, two, and three-bedroom units are \$105, \$136, and \$172, respectively.												

## **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 Beaufort, South Carolina and is undeveloped forested land.

**Location/Surrounding Uses:** The Subject site is located in a mixed-use neighborhood consisting of forested land, single-family residential, and retail/commercial developments. North of the Subject site is a commercial use in average condition. Further north is vacant land, medical uses in average condition, and single-family homes in average condition. East of the Subject site is a fire station. Further east is vacant land and more single-family homes in average condition. South of the Subject site is vacant land, a place of worship, and commercial uses in average condition. Further south are more retail/commercial uses in average condition single-family homes in average condition, and vacant land. West of the Subject site is vacant land and single-family homes in average condition.

Photographs of Subject Site and Surrounding Uses



View north along Bowling Lane



View south along Bowling Lane



View east along Firehouse Lane



View of Subject site



View of Subject site



View of Subject site



Gas station in Subject's neighborhood



Fire station in Subject's neighborhood



Commercial use in Subject's neighborhood



Dollar General in Subject's neighborhood



Beaufort Memorial Hospital in Subject's neighborhood



Piggly Wiggly in Subject's neighborhood



Place of worship in Subject's neighborhood



Walgreens 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:**

The Subject site has good visibility from Bowling Lane and Firehouse Lane. Views from the Subject site primarily include residential uses, commercial uses, and wooded land. Views north of the site consist of commercial uses and single-family homes in fair to average condition. Views to the east consist of a fire station and commercial uses in average condition. Views to the south consist of wooded land, commercial uses, a place of worship, and single-family homes in average condition. Views to the west consist of wooded land and single-family homes in fair to average condition. Overall, visibility is considered good and views are considered average.

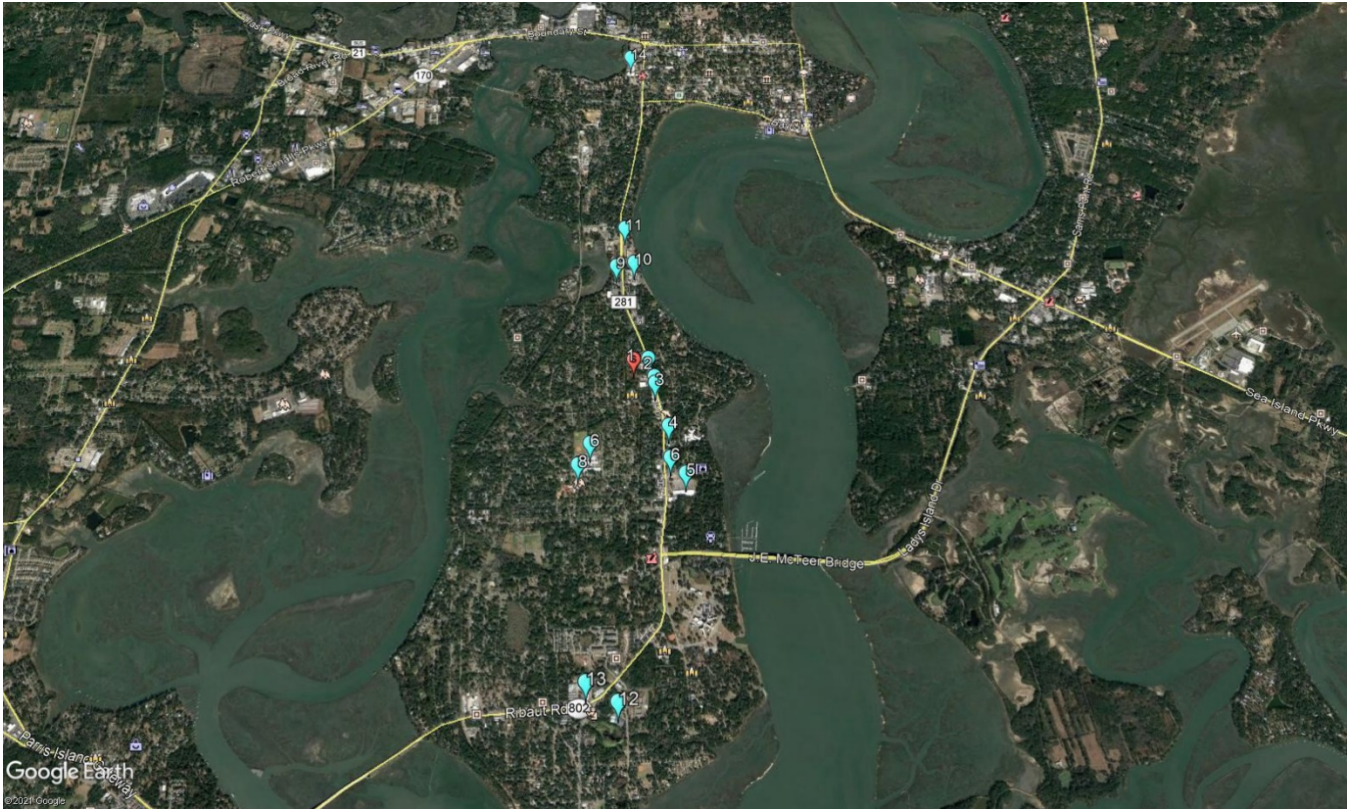
**Detrimental Influence:**

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. 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	Beaufort Fire Department Station 2	0.1 mile
2	Resource Medical Group	0.2 mile
3	Gas Station	0.2 mile
4	Family Dollar	0.5 mile
5	Piggly Wiggly	0.8 mile
6	Burger King	0.8 mile
7	Beaufort Middle School	0.8 mile
8	Mossy Oaks Elementary School	0.9 mile
9	Beaufort Pharmacy	1.0 mile
10	Beaufort Memorial Hospital	1.1 miles
11	Technical College of Lowcountry	1.3 miles
12	Beaufort County YMCA	1.9 miles
13	First Federal Bank	1.9 miles
14	Beaufort County Sheriff's Office	2.4 miles

**Availability of Public Transportation:** Palmetto Breeze Transit provides fixed-route public bus transit service in Beaufort County. The nearest bus stop is located approximately 1.3 miles north of the Subject at the Technical College of Lowcountry stop, which is operated by Route 502. Regular one-way fares start at \$3.75. A paratransit service is also available for those unable to use Palmetto Breeze Transit’s fixed-route bus service.

**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	Hilton Head Island-Bluffton, SC Metropolitan
<b>Total Crime*</b>	<b>165</b>	<b>173</b>
<b>Personal Crime*</b>	<b>161</b>	<b>166</b>
Murder	117	152
Rape	174	169
Robbery	83	103
Assault	198	196
<b>Property Crime*</b>	<b>165</b>	<b>174</b>
Burglary	178	173
Larceny	170	183
Motor Vehicle Theft	86	105

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

The total crime risk index in the PMA and MSA are above the nation. Like the Subject, several 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.

**Access and Traffic Flow:**

The Subject site will have access from Firehouse Lane. Firehouse Lane connects with Ribaut Road 0.1 mile east of the Subject site. Ribaut Road is a moderately trafficked road that runs through all of Mossy Oaks. Ribaut Road runs north/southwest and provides access to U.S. Route 21 2.3 miles north of the Subject site, which in turn connects to U.S. Route 17 and Interstate 95 approximately 19 miles northeast of the Subject site. Interstate 95 is a major thoroughfare that traverses north/south and provides access to Savannah, Georgia approximately 32 miles to the south and Florence, South Carolina approximately 135 miles to the North.

**Positive/Negative Attributes:**

The Subject will have overall good access to area retail and community services in Beaufort, most of which are within less than 1.0 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 51-unit family development to be constructed in Beaufort, South Carolina. The PMA boundaries are generally defined as U.S. Route 17 to the north, Beaufort County line to the east, Atlantic Ocean to the south, and Beaufort County line and Parris Island western limits to the west. Based on interviews with property managers at the nearby comparables, the Subject will be able to draw from approximately a 15 to 20-minute drive time of the site. Based on interviews with local property managers, most of the tenants will originate from Beaufort and several other communities in Beaufort 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: 17 miles
- East: 16 miles
- South: 11 miles
- West: 6 miles

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

Census Tracts		
45013000502	45013001104	45013001101
45013000902	45013000503	45029970800
45013001200	45013990100	45013000901
45013000300	45013000501	45013000700
45013002202	45053950204	45013000903
45013000800	45053950203	45013001103
45013000200	45013000400	45013000100
45013000600	45013001000	

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 Lancaster 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.

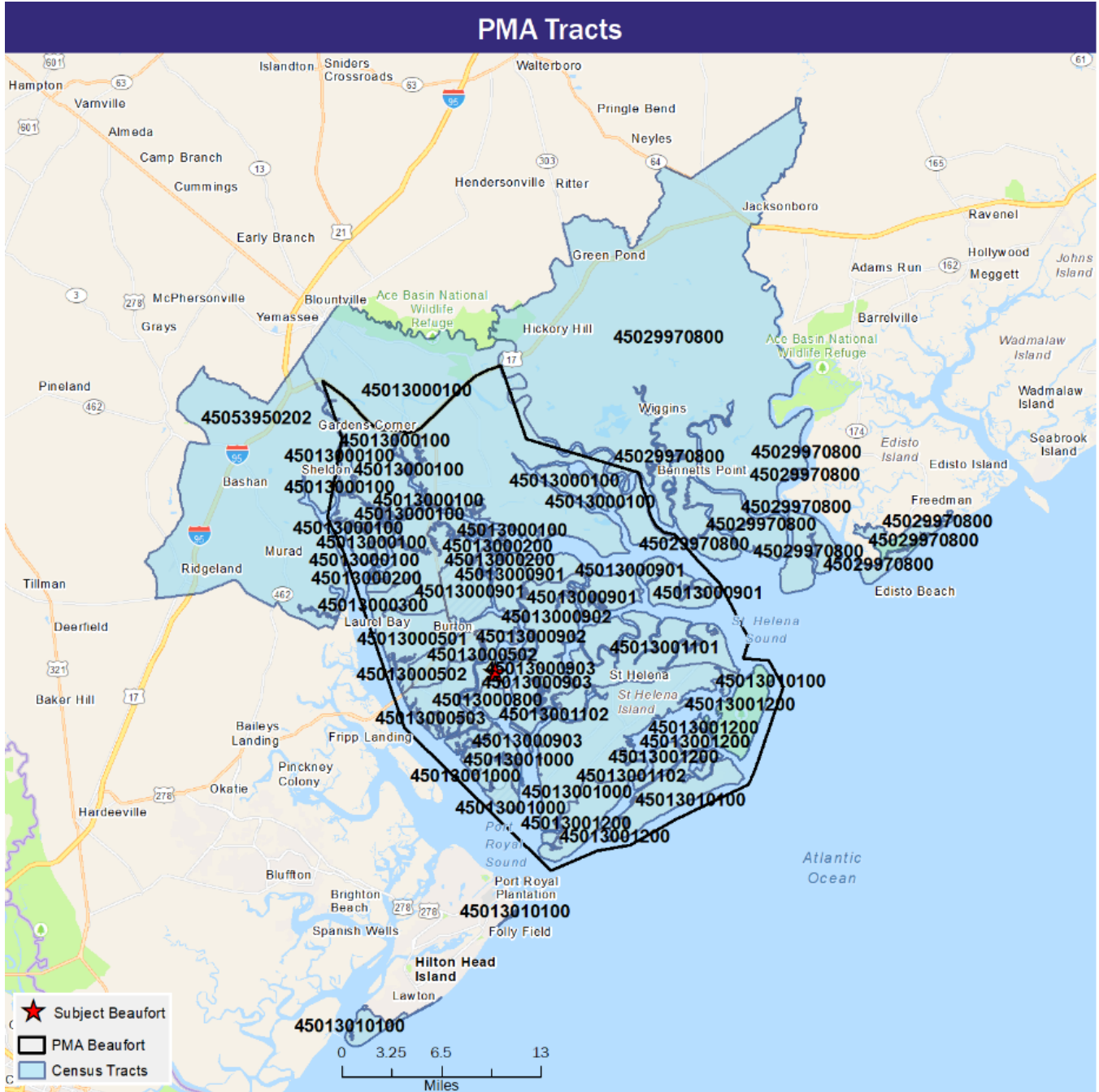
2010 POPULATION BY RACE

	PMA		SMA		USA	
<b>Total</b>	<b>70,705</b>	-	<b>186,863</b>	-	<b>308,745,538</b>	-
White	42,602	60.3%	127,137	68.0%	223,553,265	72.4%
Black	23,098	32.7%	42,691	22.8%	38,929,319	12.6%
American Indian	288	0.4%	603	0.3%	2,932,248	0.9%
Asian	924	1.3%	2,064	1.1%	14,674,252	4.8%
Pacific	83	0.1%	132	0.1%	540,013	0.2%
Other	1,906	2.7%	10,552	5.6%	19,107,368	6.2%
Two or More Races	1,804	2.6%	3,684	2.0%	9,009,073	2.9%
<b>Total Hispanic</b>	<b>5,362</b>	-	<b>23,299</b>	-	<b>50,477,594</b>	-
Hispanic: White	2,615	48.8%	10,715	46.0%	26,735,713	53.0%
Hispanic: Black	381	7.1%	731	3.1%	1,243,471	2.5%
Hispanic: American Indian	66	1.2%	216	0.9%	685,150	1.4%
Hispanic: Asian	32	0.6%	74	0.3%	209,128	0.4%
Hispanic: Pacific	17	0.3%	49	0.2%	58,437	0.1%
Hispanic: Other	1,794	33.5%	10,314	44.3%	18,503,103	36.7%
Hispanic: Two or More Races	457	8.5%	1,199	5.1%	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.

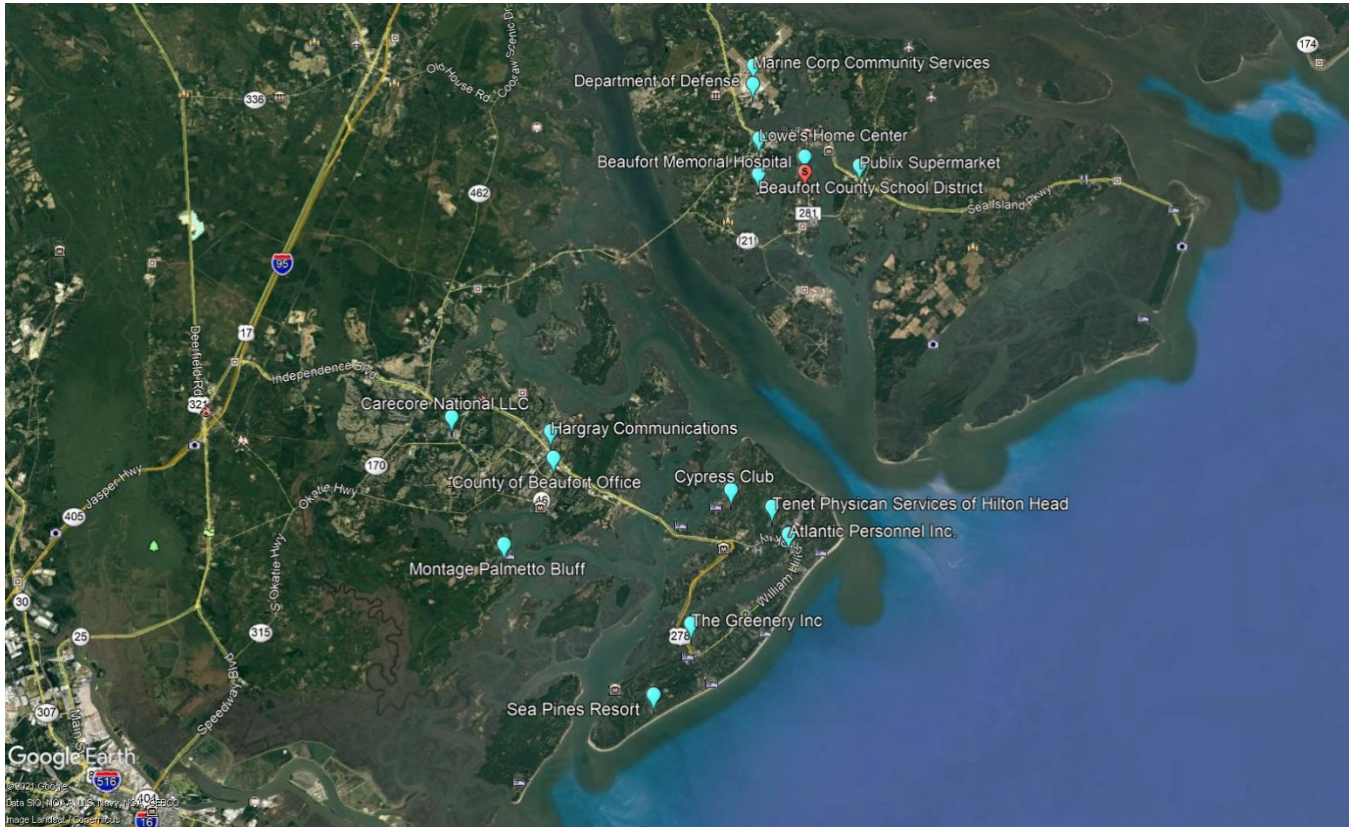


## **D. MARKET AREA ECONOMY**

## 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



## Employment by Industry

The following table illustrates employment by industry for the PMA as of 2021.

### 2020 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	5,516	17.8%	22,313,586	15.1%
Retail Trade	3,457	11.2%	14,356,334	9.7%
Construction	2,966	9.6%	10,829,187	7.4%
Accommodation/Food Services	2,952	9.5%	8,202,612	5.6%
Educational Services	2,925	9.4%	14,320,448	9.7%
Public Administration	2,524	8.2%	7,071,492	4.8%
Prof/Scientific/Tech Services	1,909	6.2%	12,049,828	8.2%
Other Services	1,575	5.1%	6,772,309	4.6%
Admin/Support/Waste Mgmt Svcs	1,566	5.1%	5,786,624	3.9%
Manufacturing	1,298	4.2%	15,550,554	10.6%
Transportation/Warehousing	1,028	3.3%	6,959,787	4.7%
Real Estate/Rental/Leasing	799	2.6%	3,082,197	2.1%
Finance/Insurance	763	2.5%	7,169,665	4.9%
Arts/Entertainment/Recreation	498	1.6%	2,329,497	1.6%
Information	395	1.3%	2,723,217	1.8%
Utilities	326	1.1%	1,274,383	0.9%
Agric/Forestry/Fishing/Hunting	259	0.8%	1,852,333	1.3%
Wholesale Trade	206	0.7%	3,744,789	2.5%
Mgmt of Companies/Enterprises	0	0.0%	210,175	0.1%
Mining	0	0.0%	729,605	0.5%
<b>Total Employment</b>	<b>30,962</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, retail trade, and construction industries, which collectively comprise 38.6 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns, which was evident during the COVID-19 pandemic. 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 accommodation/food services, public administration, and healthcare/social assistance industries. Conversely, the PMA is underrepresented in the manufacturing, finance/insurance, and professional/scientific/technology services industries.

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
Healthcare/Social Assistance	3,258	13.6%	5,516	17.8%	2,258	6.9%
Retail Trade	2,978	12.5%	3,457	11.2%	479	1.6%
Construction	2,729	11.4%	2,966	9.6%	237	0.9%
Accommodation/Food Services	1,806	7.6%	2,952	9.5%	1,146	6.3%
Educational Services	2,385	10.0%	2,925	9.4%	540	2.3%
Public Administration	2,114	8.8%	2,524	8.2%	410	1.9%
Prof/Scientific/Tech Services	1,203	5.0%	1,909	6.2%	706	5.9%
Other Services	1,023	4.3%	1,575	5.1%	552	5.4%
Admin/Support/Waste Mgmt Svcs	996	4.2%	1,566	5.1%	570	5.7%
Manufacturing	744	3.1%	1,298	4.2%	554	7.4%
Transportation/Warehousing	657	2.7%	1,028	3.3%	371	5.6%
Real Estate/Rental/Leasing	742	3.1%	799	2.6%	57	0.8%
Finance/Insurance	840	3.5%	763	2.5%	-77	-0.9%
Arts/Entertainment/Recreation	776	3.2%	498	1.6%	-278	-3.6%
Information	571	2.4%	395	1.3%	-176	-3.1%
Utilities	259	1.1%	326	1.1%	67	2.6%
Agric/Forestry/Fishing/Hunting	247	1.0%	259	0.8%	12	0.5%
Wholesale Trade	560	2.3%	206	0.7%	-354	-6.3%
Mgmt of Companies/Enterprises	24	0.1%	0	0.0%	-24	-10.0%
Mining	0	0.0%	0	0.0%	0	0.0%
<b>Total Employment</b>	<b>23,912</b>	<b>100.0%</b>	<b>30,962</b>	<b>100.0%</b>	<b>7,050</b>	<b>2.9%</b>

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

Total employment in the PMA increased at an annualized rate of 2.9 percent between 2010 and 2020. The industries which expanded most substantially during this period include healthcare/social assistance, accommodation/food services, and professional/scientific/tech services. Conversely, management of companies/enterprises and wholesale trade industries. experienced the least growth. Overall, we view the rise in healthcare-related employment as a positive aspect of the local economy. Total employment in the MSA has increased each year since 2010, surpassing its pre-recession peak in 2014. 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.

## Major Employers

The following table details the top major employers in Beaufort, South Carolina.

### MAJOR EMPLOYERS BEAUFORT, SC

Employer Name	Industry
Atlantic Personnel, Inc.	Food Services
Beaufort County School District	Education
Beaufort Memorial Hospital	Healthcare
Carecore National LLC	Healthcare
County of Beaufort	Government/Public Administration
Cypress Club Inc.	Hospitality
Department of Defense	Government/Public Administration
Gregory M Parker Inc	Retail
Hargray Communications Group Inc	Telecommunications
Lowe's Home Centers Inc	Retail
Marine Corps Community Services	Military
Marriott Resorts	Hospitality
Montage Palmetto Bluff	Hospitality
Publix Super Markets Inc	Retail
Sea Pines Resort LLC	Hospitality
Sitel Operating Corporation	Business/Enterprise Management
Tenet Physician Services of Hilton Head	Healthcare
The Greenery Inc	Landscaping Services
The Kroger Company	Retail
Wal-Mart Associates Inc	Retail

Source: Beaufort, SC Regional Chamber of Commerce, April 2021.

Beaufort's top employers are primarily concentrated in the food services, education, healthcare, government, hospitality, retail, military, business/enterprise management, and landscaping services industries. It should be noted that the number employed for the companies above were unavailable. The retail industry is historically volatile during recessionary periods. 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.

## Expansions/Contractions

We consulted the City of Beaufort Economic Development Department and the Beaufort County Economic Development Corporation for information on recent business expansions in the area. Further, we conducted internet research on business developments in the area. This information regarding expansions is detailed below.

- According to an article by WJCL 22, StoneWorks, Inc., an interior craftsmanship company, announced in January 2020, that they would be expanding their operations in Beaufort County. As part of this expansion, the company will be relocating to a 37,000 square foot facility located off of Robert Smalls Parkway in Port Royal. The investment will cost \$3.2-million and will create approximately 21 new jobs. The expansion was completed in Spring 2020.
- Glass WRX SC, a producer of recycled glass products and advanced materials has announced on October 16, 2019 that it will invest \$15.1 million in a manufacturing facility in Beaufort County, creating 63 jobs over the next five years.
- According to an article dated August 27, 2019 by The Island Packet, a new brewery/restaurant by Salt Marsh Brewing, would be opening at the end of 11th Street in Port Royal. The development will occupy

a 11,000 square foot warehouse, as well as a 7,000 square foot outdoor dock, and cost \$4.4-million. Salt Marsh Brewing is expected to open the new development in 16 months and create approximately 70 new jobs.

- Burnt Church Distillery announced in January 2019 its plans to launch new operations in Beaufort County. The expansion will include a 20,000-square-foot distillery which includes a 7,000-square-foot space for tastings, events, merchandise and displays of historical research. The site will also include a 5,000-square-foot rack house for the storage of aging whiskey barrels. Located at 120 Bluffton Road in Bluffton, S.C., approximately 15 miles southwest of the Subject site, the company’s new production facility is projected to come online in Fall 2020. Hiring for the new positions is slated to begin in the first quarter of 2020. The company’s \$7.7 million investment is projected to create approximately 27 new manufacturing jobs in the area.
- Blue Sky Processing LLC, a processor of hemp fiber, announced in November 2018 its plans to launch new operations in Beaufort County. The company will be renovating an existing property and will invest \$2.5 million, creating 16 new jobs.
- Spartina 449, an upscale women’s lifestyle brand that was named an Inc. 5000 fastest-growing company, announced in March 2018 its plans to expand its accounting and operations divisions at a 40,000 square-foot facility in Bluffton. The expansion will include moving 48 jobs to the larger facility, located approximately 14 miles southwest of the Subject site at 10 Buck Island Road in Bluffton, with plans to add 15 new jobs in the near future.

As illustrated, there are several additions in a variety of industries since 2018. There was a total of more than 200 jobs created or announced, which helps to counteract the 131 layoffs experienced in the county between 2018 and 2021 YTD, highlighted below.

**WARN Notices**

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

<b>WARN LISTINGS BEAUFORT COUNTY, SC</b>			
<b>Company</b>	<b>Industry</b>	<b>Employees Affected</b>	<b>Layoff Date</b>
Heritage Golf Group Port Royal LLC	Recreation	31	3/25/2020
Heritage Golf Group Shipyard LLC	Recreation	25	3/25/2020
Heritage Golf Group Oyster Reef	Recreation	17	3/25/2020
Beach House Resort	Hospitality	57	3/23/2020
Spectrum Pharmaceuticals	Pharmaceuticals	1	4/12/2019
<b>Total</b>		<b>131</b>	

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

As illustrated in the above table, there have been approximately 131 employees in Beaufort County impacted by layoffs or closures since 2018. It should be noted that there have not been any WARN listings filed for Beaufort County since March 2020, the onset of the COVID-19 pandemic. Due to the size of the Beaufort area labor market, these WARN filings are not anticipated to substantively affect total employment in the PMA or MSA, as overall job growth has far exceeded these losses. However, local employment and unemployment data reflects significant economic losses as a result of the COVID-19 pandemic. We expect that as businesses reopen and the COVID-19 vaccine becomes more widely available, employment levels and unemployment rates will return to historical levels.

## Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and overall nation since 2004.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)								
Hilton Head Island-Bluffton, SC Metropolitan Statistical Area					USA			
Year	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	% Change
2004	65,408	-	5.5%	-	139,252,000	-	5.5%	-
2005	67,821	3.7%	5.3%	-0.2%	141,730,000	1.8%	5.1%	-0.5%
2006	70,533	4.0%	5.1%	-0.2%	144,427,000	1.9%	4.6%	-0.5%
2007	71,381	1.2%	4.7%	-0.4%	146,047,000	1.1%	4.6%	0.0%
2008	70,035	-1.9%	5.8%	1.1%	145,363,000	-0.5%	5.8%	1.2%
2009	66,752	-4.7%	9.1%	3.3%	139,878,000	-3.8%	9.3%	3.5%
2010	69,993	4.9%	9.0%	-0.1%	139,064,000	-0.6%	9.6%	0.3%
2011	70,093	0.1%	8.7%	-0.2%	139,869,000	0.6%	9.0%	-0.7%
2012	71,234	1.6%	7.5%	-1.2%	142,469,000	1.9%	8.1%	-0.9%
2013	73,740	3.5%	6.3%	-1.2%	143,929,000	1.0%	7.4%	-0.7%
2014	76,395	3.6%	5.5%	-0.8%	146,305,000	1.7%	6.2%	-1.2%
2015	78,958	3.4%	5.4%	-0.1%	148,833,000	1.7%	5.3%	-0.9%
2016	80,368	1.8%	4.6%	-0.7%	151,436,000	1.7%	4.9%	-0.4%
2017	82,477	2.6%	4.0%	-0.6%	153,337,000	1.3%	4.4%	-0.5%
2018	85,135	3.2%	3.2%	-0.8%	155,761,000	1.6%	3.9%	-0.4%
2019	87,794	3.1%	2.6%	-0.6%	157,538,000	1.1%	3.7%	-0.2%
2020 YTD Average*	85,108	-3.1%	5.4%	2.8%	147,794,750	-6.2%	8.1%	4.4%
Dec-2019	86,612	-	2.2%	-	158,504,000	-	3.4%	-
Dec-2020	84,607	-2.3%	5.0%	2.8%	149,613,000	-5.6%	6.5%	3.1%

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

\*2020 data is through December

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation between 2005 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.6 percentage point contraction in employment (2008-2009), well above the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2013, one year before the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. Due to the COVID-19 pandemic, employment totals in the 12-month period prior to December 2020 saw a decrease of 2.3 percent, compared to a decrease of 5.6 percent experienced by the nation over the same length of time. South Carolina began re-opening its restaurants, gyms, and other indoor venues in October 2020, however, return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a slightly higher 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 4.4 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 nine LIHTC and seven subsidized properties in Beaufort. Given the very low vacancy rates and presence of waiting lists among the LIHTC comparables, the availability of housing for low to very low income renters is considered limited. The state of the economy has affected both the multifamily rental and the single-family home market in the PMA.

According to RealtyTrac’s March 2021 estimates, the city of Beaufort experienced a foreclosure rate of one in every 5,530 housing units, and Beaufort County experienced a lower foreclosure rate of one in every 7,625

housing units. The state of South Carolina had a lower foreclosure rate compared to the city of Beaufort of one in every 6,945 housing units.

**COMMUTING PATTERNS**

The following table details travel time to work for residents within the PMA as of 2020. The weighted average travel time for commuters in the PMA is 36 minutes. Approximately 67.5 percent of commuters within the PMA have a commute time of 24 minutes or less.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	1,625	4.8%
Travel Time 5-9 min	4,870	14.5%
Travel Time 10-14 min	5,841	17.4%
Travel Time 15-19 min	5,921	17.6%
Travel Time 20-24 min	4,444	13.2%
Travel Time 25-29 min	1,769	5.3%
Travel Time 30-34 min	3,707	11.0%
Travel Time 35-39 min	641	1.9%
Travel Time 40-44 min	744	2.2%
Travel Time 45-59 min	1,544	4.6%
Travel Time 60-89 min	1,650	4.9%
Travel Time 90+ min	811	2.4%
<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, retail trade, and construction industries, which collectively comprise 38.6 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns, which was evident during the COVID-19 pandemic. 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 accommodation/food services, public administration, and healthcare/social assistance industries. Conversely, the PMA is underrepresented in the manufacturing, finance/insurance, and professional/scientific/technology services industries.

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation between 2005 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.6 percentage point contraction in employment (2008-2009), well above the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2013, one year before the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. Due to the COVID-19 pandemic, employment totals in the 12-month period prior to December 2020 saw a decrease of 2.3 percent, compared to a decrease of 5.6 percent experienced by the nation over the same length of time. South Carolina began re-opening its restaurants, gyms, and other indoor venues in October 2020, however, return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a slightly higher 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 4.4 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.

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. We believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic. The Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.

# **E. COMMUNITY DEMOGRAPHIC DATA**



## COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Hilton Head Island-Bluffton, SC Metropolitan Statistical Area, 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		Hilton Head Island-Bluffton, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	57,923	-	132,629	-	280,304,282	-
2010	70,704	2.2%	186,862	4.1%	308,745,538	1.0%
2020	79,709	1.2%	224,278	2.0%	333,793,107	0.8%
Projected Mkt Entry April 2023	83,028	1.5%	235,946	1.9%	340,518,603	0.7%
2025	85,744	1.5%	245,492	1.9%	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	4,554	5,781	5,781	6,040	6,251
5-9	4,254	4,703	5,255	5,413	5,543
10-14	3,974	4,196	4,925	5,125	5,288
15-19	5,500	5,732	5,785	6,185	6,512
20-24	6,687	7,622	7,382	7,512	7,618
25-29	4,725	5,632	5,956	5,911	5,874
30-34	3,962	4,046	5,537	5,375	5,242
35-39	4,218	3,777	4,758	5,155	5,479
40-44	3,734	3,535	3,791	4,304	4,724
45-49	3,252	4,143	3,759	3,900	4,015
50-54	2,870	4,342	3,950	3,994	4,030
55-59	2,264	4,219	4,530	4,324	4,155
60-64	2,030	4,034	4,660	4,705	4,742
65-69	1,814	3,140	4,627	4,749	4,849
70-74	1,574	2,213	3,896	4,199	4,446
75-79	1,242	1,606	2,423	3,005	3,482
80-84	731	1,066	1,447	1,751	2,000
85+	544	917	1,249	1,384	1,494
<b>Total</b>	<b>57,929</b>	<b>70,704</b>	<b>79,711</b>	<b>83,029</b>	<b>85,744</b>

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

The total population in the PMA increased at an annual rate of 1.2 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 1.5 percent per annum, a rate that will slightly lag the MSA and outpace the nation.

The population in the PMA in 2020 was concentrated heavily in the age groups of 20 to 24 and 25 to 29, combined these age groups represent 16.7 percent of the total population in the PMA. Through market entry these age groups will have the 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

Year	HOUSEHOLDS					
	PMA		Hilton Head Island-Bluffton, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	19,709	-	49,708	-	105,081,032	-
2010	26,071	3.2%	73,459	4.8%	116,716,293	1.1%
2020	30,180	1.5%	88,884	2.0%	126,083,847	0.8%
Projected Mkt Entry April						
2023	31,639	1.8%	93,729	2.0%	128,599,901	0.7%
2025	32,832	1.8%	97,693	2.0%	130,658,491	0.7%

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

Year	AVERAGE HOUSEHOLD SIZE					
	PMA		Hilton Head Island-Bluffton, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.63	-	2.51	-	2.59	-
2010	2.51	-0.5%	2.45	-0.3%	2.57	-0.1%
2020	2.47	-0.1%	2.45	0.0%	2.58	0.0%
Projected Mkt Entry April						
2023	2.47	-0.1%	2.45	0.0%	2.58	0.0%
2025	2.46	-0.1%	2.44	0.0%	2.59	0.0%

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

Year	POPULATION IN GROUP QUARTERS					
	PMA		Hilton Head Island-Bluffton, SC Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	6,140	-	7,768	-	7,651,876	-
2010	5,390	-1.2%	6,962	-1.0%	8,273,003	0.8%
2020	5,044	-0.6%	6,769	-0.3%	8,091,273	-0.2%
Projected Mkt Entry						
April 2023	5,044	0.0%	6,769	0.0%	8,091,273	0.0%
2025	5,044	0.0%	6,769	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 1.5 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 2025, the total number of households in the PMA is expected to increase by 1.8 percent annually, which will slightly lag the MSA and exceed 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. It should be noted 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	13,258	67.3%	6,451	32.7%
2020	20,429	67.7%	9,751	32.3%
Projected Mkt Entry April 2023	21,355	67.5%	10,284	32.5%
2025	22,112	67.3%	10,720	32.7%

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

The PMA is dominated by owner-occupied housing units. In 2020, there were approximately 9,751 renter-occupied households in the PMA, equaling 32.3 percent of households in the PMA. This is similar to the overall nation, where approximately 33 percent of households reside in renter-occupied residences. This percentage is projected to increase over the next five years. The large percentage of renter-occupied residences in the PMA bodes well for the Subject.

### Household Income Distribution

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

Income Cohort	HOUSEHOLD INCOME PMA					
	2020		PMA 2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,590	5.3%	1,623	4.9%	7	0.4%
\$10,000-19,999	3,090	10.2%	3,009	9.2%	-16	-0.5%
\$20,000-29,999	2,882	9.5%	2,976	9.1%	19	0.7%
\$30,000-39,999	3,405	11.3%	3,376	10.3%	-6	-0.2%
\$40,000-49,999	2,877	9.5%	3,103	9.5%	45	1.6%
\$50,000-59,999	2,798	9.3%	2,867	8.7%	14	0.5%
\$60,000-74,999	3,128	10.4%	3,465	10.6%	67	2.2%
\$75,000-99,999	3,648	12.1%	4,060	12.4%	82	2.3%
\$100,000-124,999	2,625	8.7%	2,967	9.0%	68	2.6%
\$125,000-149,999	1,477	4.9%	1,912	5.8%	87	5.9%
\$150,000-199,999	1,313	4.4%	1,668	5.1%	71	5.4%
\$200,000+	1,347	4.5%	1,806	5.5%	92	6.8%
<b>Total</b>	<b>30,180</b>	<b>100.0%</b>	<b>32,832</b>	<b>100.0%</b>		

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

The Subject will target family households earning between \$9,943 and \$58,590. As the table above depicts, approximately 49.8 percent of households in the PMA earned between \$10,000 and \$59,999 in 2020. Some 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	816	8.4%	835	8.1%	851	7.9%
\$10,000-19,999	1,313	13.5%	1,321	12.8%	1,328	12.4%
\$20,000-29,999	1,066	10.9%	1,082	10.5%	1,095	10.2%
\$30,000-39,999	1,431	14.7%	1,459	14.2%	1,482	13.8%
\$40,000-49,999	1,429	14.7%	1,481	14.4%	1,523	14.2%
\$50,000-59,999	841	8.6%	898	8.7%	944	8.8%
\$60,000-74,999	1,024	10.5%	1,127	11.0%	1,211	11.3%
\$75,000-99,999	826	8.5%	911	8.9%	980	9.1%
\$100,000-124,999	347	3.6%	372	3.6%	393	3.7%
\$125,000-149,999	237	2.4%	282	2.7%	319	3.0%
\$150,000-199,999	210	2.2%	257	2.5%	295	2.8%
\$200,000+	211	2.2%	259	2.5%	299	2.8%
<b>Total</b>	<b>9,751</b>	<b>100.0%</b>	<b>10,284</b>	<b>100.0%</b>	<b>10,720</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 62.4 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	Projected Mkt Entry April					
	2020		2023		2025	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	2,954	30.3%	3,165	30.8%	3,338	31.1%
2 Persons	2,483	25.5%	2,613	25.4%	2,719	25.4%
3 Persons	1,954	20.0%	2,044	19.9%	2,117	19.7%
4 Persons	1,383	14.2%	1,443	14.0%	1,492	13.9%
5+ Persons	977	10.0%	1,019	9.9%	1,054	9.8%
<b>Total Households</b>	<b>9,751</b>	<b>100%</b>	<b>10,284</b>	<b>100%</b>	<b>10,720</b>	<b>100%</b>

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

Approximately 75.8 percent of renter households resided in a one to three-person households in the PMA in 2020. Over the next five years, this percentage is projected to increase slightly.

## CONCLUSION

The population in the PMA increased at an annual rate of 1.2 percent from 2010 to 2020 and is expected to continue increasing at 1.5 percent annually through 2023, a slightly lesser rate than the MSA and a greater rate than the nation. Between 2020 and market entry, the total number of households is expected to increase at a rate of 1.8 percent annually in the PMA. Renter households with incomes between \$10,000 and \$59,999 represent 62.4 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	Minimum Allowable Income	Maximum Allowable Income
	@20%		@40%		@60%		@70%	
1BR	\$9,943	\$12,400	\$19,920	\$24,800	\$28,457	\$37,200	-	-
2BR	-	-	-	-	\$34,320	\$41,880	-	-
3BR	-	-	\$27,634	\$33,480	\$39,017	\$50,220	\$40,183	\$58,590

### 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. There are no such properties in the PMA.

### **5. Method – Capture Rates**

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

**20% AMI**

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

Minimum Income Limit		\$9,943		Maximum Income Limit		\$12,400	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	19	3.6%	\$56	0.6%	0		
\$10,000-19,999	8	1.5%	\$2,400	24.0%	2		
\$20,000-29,999	16	3.0%	\$0	0.0%	0		
\$30,000-39,999	28	5.3%	\$0	0.0%	0		
\$40,000-49,999	52	9.7%	\$0	0.0%	0		
\$50,000-59,999	57	10.6%	\$0	0.0%	0		
\$60,000-74,999	103	19.3%	\$0	0.0%	0		
\$75,000-99,999	85	15.9%	\$0	0.0%	0		
\$100,000-124,999	25	4.7%	\$0	0.0%	0		
\$125,000-149,999	45	8.5%	\$0	0.0%	0		
\$150,000-199,999	47	8.8%	\$0	0.0%	0		
\$200,000+	48	9.1%	\$0	0.0%	0		
<b>Total</b>	<b>533</b>	<b>100.0%</b>		<b>0.4%</b>	<b>2</b>		

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

Minimum Income Limit		\$9,943		Maximum Income Limit		\$12,400	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	816	8.4%	\$56	0.6%	5		
\$10,000-19,999	1,313	13.5%	\$2,400	24.0%	315		
\$20,000-29,999	1,066	10.9%	\$0	0.0%	0		
\$30,000-39,999	1,431	14.7%	\$0	0.0%	0		
\$40,000-49,999	1,429	14.7%	\$0	0.0%	0		
\$50,000-59,999	841	8.6%	\$0	0.0%	0		
\$60,000-74,999	1,024	10.5%	\$0	0.0%	0		
\$75,000-99,999	826	8.5%	\$0	0.0%	0		
\$100,000-124,999	347	3.6%	\$0	0.0%	0		
\$125,000-149,999	237	2.4%	\$0	0.0%	0		
\$150,000-199,999	210	2.2%	\$0	0.0%	0		
\$200,000+	211	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>9,751</b>	<b>100.0%</b>		<b>3.3%</b>	<b>320</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	533
Percent Income Qualified	0.4%
<b>New Renter Income Qualified Households</b>	<b>2</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@20%
Total Existing Demand	9,751
Income Qualified	3.3%
Income Qualified Renter Households	320
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.0%
<b>Rent Overburdened Households</b>	<b>141</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	320
Percent Living in Substandard Housing	0.9%
<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	144
Total New Demand	2
<b>Total Demand (New Plus Existing Households)</b>	<b>146</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	30.8%	45
Two Persons	25.4%	37
Three Persons	19.9%	29
Four Persons	14.0%	20
Five Persons	9.9%	14
<b>Total</b>	<b>100.0%</b>	<b>146</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%	36
Of two-person households in 1BR units	20%	7
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%	9
Of two-person households in 2BR units	80%	30
Of three-person households in 2BR units	60%	17
Of four-person households in 2BR units	30%	6
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	12
Of four-person households in 3BR units	70%	14
Of five-person households in 3BR units	100%	14
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>146</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	43	-	0	=	43
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>43</b>		<b>0</b>		<b>43</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	43	=	13.9%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>6</b>		<b>43</b>		<b>13.9%</b>

**40% AMI**

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

Minimum Income Limit		\$19,920		Maximum Income Limit		\$33,480	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	19			3.6%	\$0	0.0%
\$10,000-19,999	8	1.5%	\$79	0.8%	0		
\$20,000-29,999	16	3.0%	\$7,165	71.7%	11		
\$30,000-39,999	28	5.3%	\$3,480	34.8%	10		
\$40,000-49,999	52	9.7%	\$0	0.0%	0		
\$50,000-59,999	57	10.6%	\$0	0.0%	0		
\$60,000-74,999	103	19.3%	\$0	0.0%	0		
\$75,000-99,999	85	15.9%	\$0	0.0%	0		
\$100,000-124,999	25	4.7%	\$0	0.0%	0		
\$125,000-149,999	45	8.5%	\$0	0.0%	0		
\$150,000-199,999	47	8.8%	\$0	0.0%	0		
\$200,000+	48	9.1%	\$0	0.0%	0		
<b>Total</b>	<b>533</b>	<b>100.0%</b>		<b>4.0%</b>	<b>21</b>		

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

Minimum Income Limit		\$19,920		Maximum Income Limit		\$33,480	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	816			8.4%	\$0	0.0%
\$10,000-19,999	1,313	13.5%	\$79	0.8%	10		
\$20,000-29,999	1,066	10.9%	\$7,165	71.7%	764		
\$30,000-39,999	1,431	14.7%	\$3,480	34.8%	498		
\$40,000-49,999	1,429	14.7%	\$0	0.0%	0		
\$50,000-59,999	841	8.6%	\$0	0.0%	0		
\$60,000-74,999	1,024	10.5%	\$0	0.0%	0		
\$75,000-99,999	826	8.5%	\$0	0.0%	0		
\$100,000-124,999	347	3.6%	\$0	0.0%	0		
\$125,000-149,999	237	2.4%	\$0	0.0%	0		
\$150,000-199,999	210	2.2%	\$0	0.0%	0		
\$200,000+	211	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>9,751</b>	<b>100.0%</b>		<b>13.0%</b>	<b>1,272</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	533
Percent Income Qualified	4.0%
<b>New Renter Income Qualified Households</b>	<b>21</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@40%
Total Existing Demand	9,751
Income Qualified	13.0%
Income Qualified Renter Households	1,272
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.0%
<b>Rent Overburdened Households</b>	<b>560</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	1,272
Percent Living in Substandard Housing	0.9%
<b>Households Living in Substandard Housing</b>	<b>12</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	572
Total New Demand	21
<b>Total Demand (New Plus Existing Households)</b>	<b>593</b>

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

**By Bedroom Demand**

One Person	30.8%	183
Two Persons	25.4%	151
Three Persons	19.9%	118
Four Persons	14.0%	83
Five Persons	9.9%	59
<b>Total</b>	<b>100.0%</b>	<b>593</b>

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

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	146
Of two-person households in 1BR units	20%	30
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%	37
Of two-person households in 2BR units	80%	121
Of three-person households in 2BR units	60%	71
Of four-person households in 2BR units	30%	25
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%	47
Of four-person households in 3BR units	70%	58
Of five-person households in 3BR units	100%	59
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>593</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	176	-	0	=	176
2 BR	-	-	-	=	-
3 BR	164	-	0	=	164
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>340</b>		<b>0</b>		<b>340</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	3	/	176	=	1.7%
2 BR	-	/	-	=	-
3 BR	1	/	164	=	0.6%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>4</b>		<b>340</b>		<b>1.2%</b>

**60% AMI**

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

Minimum Income Limit		\$28,457	Maximum Income Limit		\$50,220
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	19			
\$10,000-19,999	8	1.5%	\$0	0.0%	0
\$20,000-29,999	16	3.0%	\$1,542	15.4%	2
\$30,000-39,999	28	5.3%	\$9,999	100.0%	28
\$40,000-49,999	52	9.7%	\$9,999	100.0%	52
\$50,000-59,999	57	10.6%	\$220	2.2%	1
\$60,000-74,999	103	19.3%	\$0	0.0%	0
\$75,000-99,999	85	15.9%	\$0	0.0%	0
\$100,000-124,999	25	4.7%	\$0	0.0%	0
\$125,000-149,999	45	8.5%	\$0	0.0%	0
\$150,000-199,999	47	8.8%	\$0	0.0%	0
\$200,000+	48	9.1%	\$0	0.0%	0
<b>Total</b>	<b>533</b>	<b>100.0%</b>		<b>15.7%</b>	<b>83</b>

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

Minimum Income Limit		\$28,457	Maximum Income Limit		\$50,220
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	816			
\$10,000-19,999	1,313	13.5%	\$0	0.0%	0
\$20,000-29,999	1,066	10.9%	\$1,542	15.4%	164
\$30,000-39,999	1,431	14.7%	\$9,999	100.0%	1,431
\$40,000-49,999	1,429	14.7%	\$9,999	100.0%	1,429
\$50,000-59,999	841	8.6%	\$220	2.2%	19
\$60,000-74,999	1,024	10.5%	\$0	0.0%	0
\$75,000-99,999	826	8.5%	\$0	0.0%	0
\$100,000-124,999	347	3.6%	\$0	0.0%	0
\$125,000-149,999	237	2.4%	\$0	0.0%	0
\$150,000-199,999	210	2.2%	\$0	0.0%	0
\$200,000+	211	2.2%	\$0	0.0%	0
<b>Total</b>	<b>9,751</b>	<b>100.0%</b>		<b>31.2%</b>	<b>3,043</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	533
Percent Income Qualified	15.7%
<b>New Renter Income Qualified Households</b>	<b>83</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@60%
Total Existing Demand	9,751
Income Qualified	31.2%
Income Qualified Renter Households	3,043
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.0%
<b>Rent Overburdened Households</b>	<b>1,339</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	3,043
Percent Living in Substandard Housing	0.9%
<b>Households Living in Substandard Housing</b>	<b>28</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	1,367
Total New Demand	83
<b>Total Demand (New Plus Existing Households)</b>	<b>1,451</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	30.8%	447
Two Persons	25.4%	369
Three Persons	19.9%	288
Four Persons	14.0%	204
Five Persons	9.9%	144
<b>Total</b>	<b>100.0%</b>	<b>1,451</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%	357
Of two-person households in 1BR units	20%	74
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%	89
Of two-person households in 2BR units	80%	295
Of three-person households in 2BR units	60%	173
Of four-person households in 2BR units	30%	61
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%	115
Of four-person households in 3BR units	70%	142
Of five-person households in 3BR units	100%	144
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,451</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	431	-	0	=	431
2 BR	618	-	0	=	618
3 BR	402	-	0	=	402
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,451</b>		<b>0</b>		<b>1,451</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	12	/	431	=	2.8%
2 BR	15	/	618	=	2.4%
3 BR	13	/	402	=	3.2%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>40</b>		<b>1,451</b>		<b>2.8%</b>

**70% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @70%**

Minimum Income Limit		\$40,183		Maximum Income Limit		\$58,590	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	19	3.6%	\$0	0.0%	0		
\$10,000-19,999	8	1.5%	\$0	0.0%	0		
\$20,000-29,999	16	3.0%	\$0	0.0%	0		
\$30,000-39,999	28	5.3%	\$0	0.0%	0		
\$40,000-49,999	52	9.7%	\$9,816	98.2%	51		
\$50,000-59,999	57	10.6%	\$8,590	85.9%	49		
\$60,000-74,999	103	19.3%	\$0	0.0%	0		
\$75,000-99,999	85	15.9%	\$0	0.0%	0		
\$100,000-124,999	25	4.7%	\$0	0.0%	0		
\$125,000-149,999	45	8.5%	\$0	0.0%	0		
\$150,000-199,999	47	8.8%	\$0	0.0%	0		
\$200,000+	48	9.1%	\$0	0.0%	0		
<b>Total</b>	<b>533</b>	<b>100.0%</b>		<b>18.7%</b>	<b>99</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @70%**

Minimum Income Limit		\$40,183		Maximum Income Limit		\$58,590	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	816	8.4%	\$0	0.0%	0		
\$10,000-19,999	1,313	13.5%	\$0	0.0%	0		
\$20,000-29,999	1,066	10.9%	\$0	0.0%	0		
\$30,000-39,999	1,431	14.7%	\$0	0.0%	0		
\$40,000-49,999	1,429	14.7%	\$9,816	98.2%	1,403		
\$50,000-59,999	841	8.6%	\$8,590	85.9%	722		
\$60,000-74,999	1,024	10.5%	\$0	0.0%	0		
\$75,000-99,999	826	8.5%	\$0	0.0%	0		
\$100,000-124,999	347	3.6%	\$0	0.0%	0		
\$125,000-149,999	237	2.4%	\$0	0.0%	0		
\$150,000-199,999	210	2.2%	\$0	0.0%	0		
\$200,000+	211	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>9,751</b>	<b>100.0%</b>		<b>21.8%</b>	<b>2,125</b>		

**ASSUMPTIONS - @70%**

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	@70%
New Renter Households PMA	533
Percent Income Qualified	18.7%
<b>New Renter Income Qualified Households</b>	<b>99</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	@70%
Total Existing Demand	9,751
Income Qualified	21.8%
Income Qualified Renter Households	2,125
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.0%
<b>Rent Overburdened Households</b>	<b>935</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,125
Percent Living in Substandard Housing	0.9%
<b>Households Living in Substandard Housing</b>	<b>20</b>

**Senior Households Converting from Homeownership**

Income Target Population	@70%
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	955
Total New Demand	99
<b>Total Demand (New Plus Existing Households)</b>	<b>1,055</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	30.8%	325
Two Persons	25.4%	268
Three Persons	19.9%	210
Four Persons	14.0%	148
Five Persons	9.9%	105
<b>Total</b>	<b>100.0%</b>	<b>1,055</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%	260
Of two-person households in 1BR units	20%	54
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%	65
Of two-person households in 2BR units	80%	214
Of three-person households in 2BR units	60%	126
Of four-person households in 2BR units	30%	44
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%	84
Of four-person households in 3BR units	70%	104
Of five-person households in 3BR units	100%	105
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>1,055</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	-	-	-	=	-
2 BR	-	-	-	=	-
3 BR	292	-	0	=	292
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>292</b>		<b>0</b>		<b>292</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	-	/	-	=	-
2 BR	-	/	-	=	-
3 BR	1	/	292	=	0.3%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>1</b>		<b>292</b>		<b>0.3%</b>

**Overall**

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

Minimum Income Limit		\$9,943		Maximum Income Limit		\$58,590	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	19	3.6%	\$56	0.6%	0		
\$10,000-19,999	8	1.5%	\$2,479	24.8%	2		
\$20,000-29,999	16	3.0%	\$7,165	71.7%	11		
\$30,000-39,999	28	5.3%	\$9,999	100.0%	28		
\$40,000-49,999	52	9.7%	\$9,999	100.0%	52		
\$50,000-59,999	57	10.6%	\$8,590	85.9%	49		
\$60,000-74,999	103	19.3%	\$0	0.0%	0		
\$75,000-99,999	85	15.9%	\$0	0.0%	0		
\$100,000-124,999	25	4.7%	\$0	0.0%	0		
\$125,000-149,999	45	8.5%	\$0	0.0%	0		
\$150,000-199,999	47	8.8%	\$0	0.0%	0		
\$200,000+	48	9.1%	\$0	0.0%	0		
<b>Total</b>	<b>533</b>	<b>100.0%</b>		<b>26.6%</b>	<b>142</b>		

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

Minimum Income Limit		\$9,943		Maximum Income Limit		\$58,590	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	816	8.4%	\$56	0.6%	5		
\$10,000-19,999	1,313	13.5%	\$2,479	24.8%	326		
\$20,000-29,999	1,066	10.9%	\$7,165	71.7%	764		
\$30,000-39,999	1,431	14.7%	\$9,999	100.0%	1,431		
\$40,000-49,999	1,429	14.7%	\$9,999	100.0%	1,429		
\$50,000-59,999	841	8.6%	\$8,590	85.9%	722		
\$60,000-74,999	1,024	10.5%	\$0	0.0%	0		
\$75,000-99,999	826	8.5%	\$0	0.0%	0		
\$100,000-124,999	347	3.6%	\$0	0.0%	0		
\$125,000-149,999	237	2.4%	\$0	0.0%	0		
\$150,000-199,999	210	2.2%	\$0	0.0%	0		
\$200,000+	211	2.2%	\$0	0.0%	0		
<b>Total</b>	<b>9,751</b>	<b>100.0%</b>		<b>48.0%</b>	<b>4,676</b>		

**ASSUMPTIONS - Overall**

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	533
Percent Income Qualified	26.6%
<b>New Renter Income Qualified Households</b>	<b>142</b>

**Demand from Existing Households 2020**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	9,751
Income Qualified	48.0%
Income Qualified Renter Households	4,676
Percent Rent Overburdened Prj Mrkt Entry April 2023	44.0%
<b>Rent Overburdened Households</b>	<b>2,058</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	4,676
Percent Living in Substandard Housing	0.9%
<b>Households Living in Substandard Housing</b>	<b>43</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	2,101
Total New Demand	142
<b>Total Demand (New Plus Existing Households)</b>	<b>2,243</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	30.8%	691
Two Persons	25.4%	570
Three Persons	19.9%	446
Four Persons	14.0%	315
Five Persons	9.9%	222
<b>Total</b>	<b>100.0%</b>	<b>2,243</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%	552
Of two-person households in 1BR units	20%	114
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%	138
Of two-person households in 2BR units	80%	456
Of three-person households in 2BR units	60%	267
Of four-person households in 2BR units	30%	94
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%	178
Of four-person households in 3BR units	70%	220
Of five-person households in 3BR units	100%	222
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>2,243</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	666	-	0	=	666
2 BR	956	-	0	=	956
3 BR	621	-	0	=	621
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>2,243</b>		<b>0</b>		<b>2,243</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	21	/	666	=	3.2%
2 BR	15	/	956	=	1.6%
3 BR	15	/	621	=	2.4%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>51</b>		<b>2,243</b>		<b>2.3%</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 1.8 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 (\$9,943 to \$12,400)	HH at @40% AMI (\$19,920 to \$33,480)	HH at @60% AMI (\$28,457 to \$50,220)	HH at @70% AMI (\$40,183 to \$58,590)	Overall Demand
Demand from New Households (age and income appropriate)	2	21	83	99	142
<b>PLUS</b>	+	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	141	560	1,339	935	2,058
<b>PLUS</b>	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	3	12	28	20	43
=	=	=	=	=	=
<b>Sub Total</b>	<b>146</b>	<b>593</b>	<b>1,451</b>	<b>1,055</b>	<b>2,243</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0	0	0	0
<b>Equals Total Demand</b>	<b>146</b>	<b>593</b>	<b>1,451</b>	<b>1,055</b>	<b>2,243</b>
<b>Less</b>	-	-	-	-	-
New Supply	0	0	0	0	0
<b>Equals Net Demand</b>	<b>146</b>	<b>593</b>	<b>1,451</b>	<b>1,055</b>	<b>2,243</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%	6	43	0	43	13.9%
1BR @40%	3	176	0	176	1.7%
1BR @60%	12	431	0	431	2.8%
1BR Overall	21	666	0	666	3.2%
2BR @60%	15	618	0	618	2.4%
3BR @40%	1	164	0	164	0.6%
3BR @60%	13	402	0	402	3.2%
3BR @70%	1	292	0	292	0.3%
3BR Overall	15	621	0	621	2.4%
@20% Overall	6	43	0	43	13.9%
@40% Overall	4	340	0	340	1.2%
@60% Overall	40	1,451	0	1,451	2.8%
@70% Overall	1	292	0	292	0.3%
Overall	51	2,243	0	2,243	2.3%

As the analysis illustrates, the Subject’s capture rates vary from 0.3 to 13.9 percent with an overall capture rate of 2.3 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, Waterleaf At Battery Creek, Marsh Pointe, and Ashley Pointe Apartments were able to provide absorption data. Absorption rates at these properties are detailed in the table below.

**ABSORPTION**

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Waterleaf At Battery Creek	Market	Family	2020	212	17
Marsh Pointe	LIHTC	Family	2018	48	12
Ashley Pointe Apartments	LIHTC	Family	2016	56	37

On average, these properties reported an absorption rate of 22 units per month. With the increasing demographic base in the PMA and the relatively limited supply of affordable multifamily housing, we believe the Subject should be able to experience an absorption rate similar to the average. The LIHTC comparables report limited vacancies and nearly all maintain waiting lists, indicating strong demand for additional affordable housing in the area. Therefore, based upon the demand calculations presented within this report, which indicate capture rates within SCSHFDA guidelines, an ample number income-qualified households, and the Subject's tenancy, we believe that the Subject could absorb approximately 20 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
Laurel Hill	LIHTC	Senior	Dissimilar tenancy	71	1.4%
Magnolia Park Apartments	LIHTC	Family	More proximate comparables	56	0.0%
Ribaut Senior Village	LIHTC, Market	Senior	Dissimilar tenancy	49	0.0%
Oak Hill Terrace	Public Housing	Family	Subsidized rents	38	0.0%
Port Royal Apartments	Rural Development	Family	Subsidized rents	60	0.0%
Wilderness Cove Apartments	Rural Development	Family	Subsidized rents	48	2.1%
Wilderness Cove Too	Rural Development	Family	Subsidized rents	24	4.2%
Parkview Apartments	Section 8	Family	Subsidized rents	60	1.7%
Spanish Trace Apartments	Section 8	Family	Subsidized rents	88	2.3%
Mossy Oaks Village	Section 8	Family	Subsidized rents	96	2.1%
<b>Total LIHTC Only</b>				<b>176</b>	<b>0.6%</b>
<b>Total Assisted</b>				<b>414</b>	<b>1.7%</b>
<b>Total All Affordable</b>				<b>590</b>	<b>1.4%</b>

### **LIHTC Competition**

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

### **Pipeline Construction**

As detailed above, we were unable to contact the City of Beaufort Planning and Zoning department. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists and uncovered one multifamily development currently proposed in the Subject's PMA. Habersham Row will be a 48-unit market rate development that will offer one and two-bedroom units. The property is under construction off of Cherokee Farms Road in Beaufort, approximately 5.5 miles west of the Subject site. Due to this property's differing market rate rent structure, we do not expect it to directly compete with the Subject, as proposed.

### **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 11 "true" comparable properties containing 1,498 units.

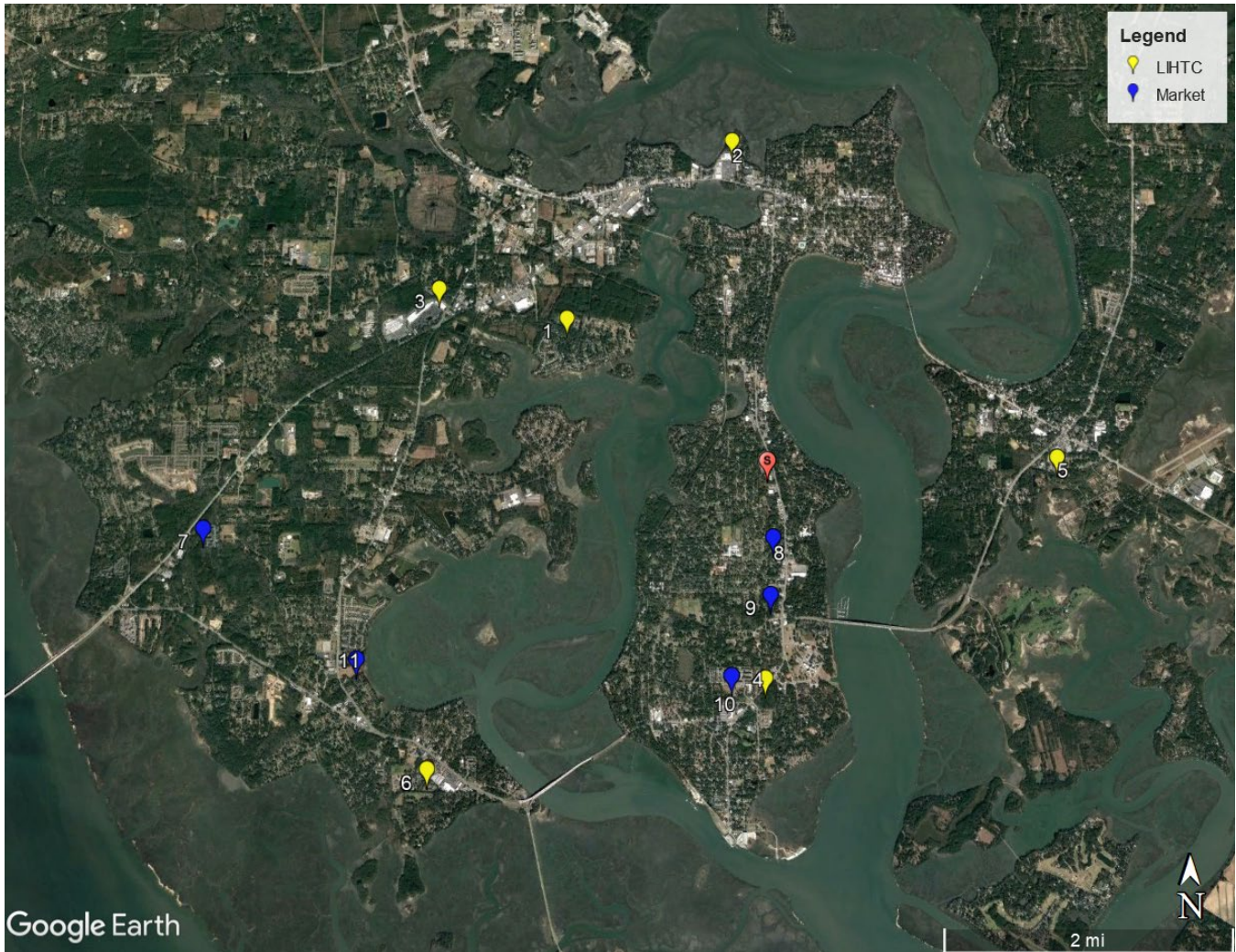
The availability of LIHTC data is considered good. We have included six LIHTC comparables in our analysis. All of the LIHTC comparables are located within the PMA, between 1.4 and 3.2 miles of the Subject site. The LIHTC comparables target the general population and are considered most comparable as they are most proximate to the proposed Subject development. All of the LIHTC comparables were built or renovated between 2005 and 2018. Other LIHTC properties within the PMA have been excluded because they are also benefitting from subsidy programs.

The availability of market rate data is considered good. The Subject is located in Beaufort, and there are a number of market rate properties in the immediate area. We included five conventional properties in our analysis of the competitive market, all of which are located in the PMA within 4.1 miles of the Subject. All of the market rate comparables were built or renovated between 1984 and 2020. Overall, we believe the market rate properties we used in our analysis are the most comparable. Other market rate properties were excluded based on proximity and unit types.

Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. All of the comparable properties were interviewed since March 2021. The property managers at Cross Creek and Oak Tree Village reported a slight decrease in collections due to the COVID-19 pandemic, and no impact to occupancy or phone traffic. However, none of the remaining comparable properties reported a similar trend.

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

**COMPARABLE RENTAL PROPERTY MAP - GENERAL**



Source: Google Earth, May 2021.

**COMPARABLE PROPERTIES**

#	Comparable Property	City	Rent Structure	Distance to Subject
<b>S</b>	<b>Station Village</b>	<b>Beaufort</b>	<b>LIHTC</b>	<b>-</b>
1	123 Club Apartments	Beaufort	LIHTC	1.8 miles
2	Ashley Pointe Apartments	Beaufort	LIHTC	2.5 miles
3	Cross Creek	Beaufort	LIHTC/ Market	2.8 miles
4	Marsh Pointe	Port Royal	LIHTC	1.4 miles
5	Sea Pointe	Beaufort	LIHTC	2.1 miles
6	Shell Pointe	Port Royal	LIHTC	3.2 miles
7	Abberly Pointe	Beaufort	Market	4.1 miles
8	Bay South Apartments	Beaufort	Market	0.5 miles
9	Oak Tree Village	Port Royal	Market	0.9 miles
10	The Preserve At Port Royal	Port Royal	Market	1.5 miles
11	Waterleaf At Battery Creek	Beaufort	Market	3.2 miles

STATION VILLAGE – BEAUFORT, SC – APPLICATION MARKET STUDY

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Station Village Bowling Lane And Firehouse Lane Beaufort, SC 29902 Beaufort County	-	Garden 3-stories 2023 / n/a Family	@20%, @40%, @60%, @70%	1BR / 1BA	6	11.8%	750	@20%	\$185	Yes	N/A	N/A	N/A
					1BR / 1BA	3	5.9%	750	@40%	\$476	Yes	N/A	N/A	N/A
					1BR / 1BA	12	23.5%	750	@60%	\$725	No	N/A	N/A	N/A
					2BR / 1.5BA	15	29.4%	950	@60%	\$865	No	N/A	N/A	N/A
					3BR / 2BA	1	2.0%	1,100	@40%	\$634	Yes	N/A	N/A	N/A
					3BR / 2BA	13	25.5%	1,100	@60%	\$966	No	N/A	N/A	N/A
					3BR / 2BA	1	2.0%	1,100	@70%	\$1,000	No	N/A	N/A	N/A
					51							N/A	N/A	
1	123 Club Apartments 123 Old Salem Road Beaufort, SC 29902 Beaufort County	1.8 miles	Garden 2-stories 1995 / 2018 Family	@50%, @60%	2BR / 1.5BA	N/A	N/A	800	@50%	\$496	No	Yes	0	N/A
					2BR / 1.5BA	N/A	N/A	800	@60%	\$496	No	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,000	@50%	\$628	No	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,000	@60%	\$628	No	Yes	0	N/A
					40							0	0.0%	
2	Ashley Pointe Apartments 2105 Carolina Wren Drive Beaufort, SC 29902 Beaufort County	2.5 miles	Garden 3-stories 2016 / n/a Family	@50%, @60%	2BR / 2BA	6	10.7%	1,100	@50%	\$762	Yes	Yes	0	0.0%
					2BR / 2BA	34	60.7%	1,100	@60%	\$946	Yes	Yes	0	0.0%
					3BR / 2BA	8	14.3%	1,250	@50%	\$865	Yes	Yes	0	0.0%
					3BR / 2BA	8	14.3%	1,250	@60%	\$1,077	Yes	Yes	0	0.0%
					56							0	0.0%	
3	Cross Creek 325 Ambrose Run Beaufort, SC 29906 Beaufort County	2.8 miles	Garden 3-stories 2009 / n/a Family	@60%, Market	1BR / 1BA	19	13.2%	733	@60%	\$753	Yes	No	1	5.3%
					1BR / 1BA	5	3.5%	733	Market	\$838	N/A	Yes	0	0.0%
					2BR / 2BA	36	25.0%	933	@60%	\$881	Yes	No	0	0.0%
					2BR / 2BA	24	16.7%	933	Market	\$981	N/A	Yes	0	0.0%
					3BR / 2BA	33	22.9%	1,149	@60%	\$983	Yes	No	0	0.0%
					27	18.8%	1,149	Market	\$1,028	N/A	Yes	1	3.7%	
					144							2	1.4%	
4	Marsh Pointe 1630 Ribaut Road Port Royal, SC 29935 Beaufort County	1.4 miles	Garden 2-stories 2018 / n/a Family	@50%, @60%	2BR / 2BA	5	10.4%	1,077	@50%	\$661	No	Yes	0	0.0%
					2BR / 2BA	19	39.6%	1,077	@60%	\$781	No	Yes	0	0.0%
					3BR / 2BA	5	10.4%	1,225	@50%	\$743	No	Yes	0	0.0%
					3BR / 2BA	19	39.6%	1,225	@60%	\$863	No	Yes	0	0.0%
					48							0	0.0%	
5	Sea Pointe 61 Hazel Farm Road Beaufort, SC 29907 Beaufort County	2.1 miles	Garden 3-stories 2016 / n/a Family	@50%, @60%	2BR / 2BA	7	12.5%	1,079	@50%	\$762	Yes	No	0	0.0%
					2BR / 2BA	21	37.5%	1,079	@60%	\$946	Yes	No	0	0.0%
					3BR / 2BA	7	12.5%	1,220	@50%	\$865	Yes	No	0	0.0%
					3BR / 2BA	21	37.5%	1,220	@60%	\$1,077	Yes	No	0	0.0%
					56							0	0.0%	
6	Shell Pointe 297 Midtown Drive Port Royal, SC 29906 Beaufort County	3.2 miles	Garden 3-stories 2005 / n/a Family	@50%, @60%	2BR / 2BA	26	36.1%	1,153	@50%	\$801	Yes	No	0	0.0%
					2BR / 2BA	10	13.9%	1,153	@60%	\$992	Yes	No	0	0.0%
					3BR / 2BA	26	36.1%	1,348	@50%	\$911	Yes	No	0	0.0%
					3BR / 2BA	10	13.9%	1,348	@60%	\$1,132	Yes	No	0	0.0%
					72							0	0.0%	
7	Abberly Pointe 100 Ashton Pointe Boulevard Beaufort, SC 29906 Beaufort County	4.1 miles	Garden 3-stories 2009 / n/a Family	Market	1BR / 1BA	24	10.0%	699	Market	\$1,240	N/A	No	0	0.0%
					1BR / 1BA	24	10.0%	707	Market	\$1,241	N/A	No	0	0.0%
					1BR / 1BA	40	16.7%	777	Market	\$1,286	N/A	No	0	0.0%
					2BR / 1BA	20	8.3%	931	Market	\$1,315	N/A	No	0	0.0%
					2BR / 2BA	36	15.0%	981	Market	\$1,338	N/A	No	0	0.0%
					2BR / 2BA	60	25.0%	1,075	Market	\$1,414	N/A	No	0	0.0%
					36	15.0%	1,136	Market	\$1,440	N/A	No	0	0.0%	
					240							0	0.0%	
8	Bay South Apartments 2201 Mossy Oaks Road Beaufort, SC 29902 Beaufort County	0.5 miles	Garden 3-stories 1984 / 2021 Family	Market	1BR / 1BA	36	27.3%	660	Market	\$1,015	N/A	No	5	13.9%
					2BR / 1BA	48	36.4%	860	Market	\$1,055	N/A	No	0	0.0%
					2BR / 2BA	48	36.4%	960	Market	\$1,098	N/A	No	0	0.0%
					132							5	3.8%	
9	Oak Tree Village 2208 Southside Boulevard Port Royal, SC 29902 Beaufort County	0.9 miles	Garden 2-stories 1977 / 1997 Family	Market	1BR / 1BA	16	16.3%	645	Market	\$890	N/A	No	N/A	N/A
					2BR / 1.5BA	64	65.3%	884	Market	\$1,015	N/A	No	N/A	N/A
					3BR / 2BA	18	18.4%	1,180	Market	\$1,245	N/A	No	N/A	N/A
					98							47	48.0%	
10	The Preserve At Port Royal 1 Preserve Avenue West Port Royal, SC 29935 Beaufort County	1.5 miles	Garden 3-stories 2003/2006 / n/a Family	Market	1BR / 1BA	10	2.5%	693	Market	\$1,272	N/A	No	N/A	N/A
					1BR / 1BA	24	6.0%	720	Market	\$1,042	N/A	No	N/A	N/A
					1BR / 1BA	48	12.0%	744	Market	\$1,072	N/A	No	N/A	N/A
					1BR / 1BA	30	7.5%	830	Market	\$1,092	N/A	No	N/A	N/A
					1BR / 1BA	48	12.0%	850	Market	\$1,107	N/A	No	N/A	N/A
					2BR / 1BA	24	6.0%	1,017	Market	\$1,217	N/A	No	N/A	N/A
					2BR / 1BA	30	7.5%	1,050	Market	\$1,237	N/A	No	N/A	N/A
					2BR / 2BA	144	36.0%	1,110	Market	\$1,287	N/A	No	N/A	N/A
					42	10.5%	1,151	Market	\$1,297	N/A	No	N/A	N/A	
					400							32	8.0%	
11	Waterleaf At Battery Creek 10 Shell Creek Drive Beaufort, SC 29906 Beaufort County	3.2 miles	Lowrise 3-stories 2020 / n/a Family	Market	1BR / 1BA	79	37.3%	737	Market	\$1,217	N/A	Yes	N/A	N/A
					2BR / 2BA	111	52.4%	911	Market	\$1,467	N/A	Yes	N/A	N/A
					2BR / 2BA	2	0.9%	1,038	Market	\$1,597	N/A	Yes	N/A	N/A
					3BR / 2BA	20	9.4%	1,243	Market	\$1,667	N/A	Yes	N/A	N/A
					212							1	0.5%	

## STATION VILLAGE – BEAUFORT, SC – APPLICATION MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	1,498	Weighted Occupancy:	94.2%		
	Market Rate	1,082	Market Rate	92.1%		
	Tax Credit	416	Tax Credit	99.5%		
	One Bedroom One Bath		Two Bedroom One and a Half Bath		Three Bedroom Two Bath	
	Property	Average	Property	Average	Property	Average
RENT	Abberly Pointe (Market)	\$1,286	Waterleaf At Battery Creek (Market)(2BA)	\$1,597	Waterleaf At Battery Creek (Market)	\$1,667
	The Preserve At Port Royal (Market)	\$1,272	Waterleaf At Battery Creek (Market)(2BA)	\$1,467	Oak Tree Village (Market)	\$1,245
	Abberly Pointe (Market)	\$1,241	Abberly Pointe (Market)(2BA)	\$1,440	Shell Pointe (@60%)	\$1,132
	Abberly Pointe (Market)	\$1,240	Abberly Pointe (Market)(2BA)	\$1,414	Sea Pointe (@60%)	\$1,077
	Waterleaf At Battery Creek (Market)	\$1,217	Abberly Pointe (Market)(2BA)	\$1,338	Ashley Pointe Apartments (@60%)	\$1,077
	The Preserve At Port Royal (Market)	\$1,107	Abberly Pointe (Market)(1BA)	\$1,315	Cross Creek (Market)	\$1,028
	The Preserve At Port Royal (Market)	\$1,092	The Preserve At Port Royal (Market)(2BA)	\$1,297	<b>Station Village (@70%)</b>	<b>\$1,000</b>
	The Preserve At Port Royal (Market)	\$1,072	The Preserve At Port Royal (Market)(2BA)	\$1,287	Cross Creek (@60%)	\$983
	The Preserve At Port Royal (Market)	\$1,042	The Preserve At Port Royal (Market)(1BA)	\$1,237	<b>Station Village (@60%)</b>	<b>\$966</b>
	Bay South Apartments (Market)	\$1,015	The Preserve At Port Royal (Market)(1BA)	\$1,217	Shell Pointe (@50%)	\$911
	Oak Tree Village (Market)	\$890	Bay South Apartments (Market)(2BA)	\$1,098	Ashley Pointe Apartments (@50%)	\$865
	Cross Creek (Market)	\$838	Bay South Apartments (Market)(1BA)	\$1,055	Sea Pointe (@50%)	\$865
	Cross Creek (@60%)	\$753	Oak Tree Village (Market)	\$1,015	Marsh Pointe (@60%)	\$863
	<b>Station Village (@60%)</b>	<b>\$725</b>	Shell Pointe (@60%)(2BA)	\$992	Marsh Pointe (@50%)	\$743
	<b>Station Village (@40%)</b>	<b>\$476</b>	Cross Creek (Market)(2BA)	\$981	<b>Station Village (@40%)</b>	<b>\$634</b>
	<b>Station Village (@20%)</b>	<b>\$185</b>	Ashley Pointe Apartments (@60%)(2BA)	\$946	123 Club Apartments (@50%)	\$628
			Sea Pointe (@60%)(2BA)	\$946	123 Club Apartments (@60%)	\$628
			Cross Creek (@60%)(2BA)	\$881		
			<b>Station Village (@60%)</b>	<b>\$865</b>		
			Shell Pointe (@50%)(2BA)	\$801		
			Marsh Pointe (@60%)(2BA)	\$781		
			Sea Pointe (@50%)(2BA)	\$762		
			Ashley Pointe Apartments (@50%)(2BA)	\$762		
			Marsh Pointe (@50%)(2BA)	\$661		
			123 Club Apartments (@50%)	\$496		
		123 Club Apartments (@60%)	\$496			
SQUARE FOOTAGE	The Preserve At Port Royal (Market)	850	Shell Pointe (@50%)(2BA)	1,153	Shell Pointe (@50%)	1,348
	The Preserve At Port Royal (Market)	830	Shell Pointe (@60%)(2BA)	1,153	Shell Pointe (@60%)	1,348
	Abberly Pointe (Market)	777	The Preserve At Port Royal (Market)(2BA)	1,151	Ashley Pointe Apartments (@50%)	1,250
	<b>Station Village (@60%)</b>	<b>750</b>	Abberly Pointe (Market)(2BA)	1,136	Ashley Pointe Apartments (@60%)	1,250
	<b>Station Village (@20%)</b>	<b>750</b>	The Preserve At Port Royal (Market)(2BA)	1,110	Waterleaf At Battery Creek (Market)	1,243
	<b>Station Village (@40%)</b>	<b>750</b>	Ashley Pointe Apartments (@60%)(2BA)	1,100	Marsh Pointe (@60%)	1,225
	The Preserve At Port Royal (Market)	744	Ashley Pointe Apartments (@50%)(2BA)	1,100	Marsh Pointe (@50%)	1,225
	Waterleaf At Battery Creek (Market)	737	Sea Pointe (@50%)(2BA)	1,079	Sea Pointe (@60%)	1,220
	Cross Creek (@60%)	733	Sea Pointe (@60%)(2BA)	1,079	Sea Pointe (@50%)	1,220
	Cross Creek (Market)	733	Marsh Pointe (@60%)(2BA)	1,077	Oak Tree Village (Market)	1,180
	The Preserve At Port Royal (Market)	720	Marsh Pointe (@50%)(2BA)	1,077	Cross Creek (Market)	1,149
	Abberly Pointe (Market)	707	Abberly Pointe (Market)(2BA)	1,075	Cross Creek (@60%)	1,149
	Abberly Pointe (Market)	699	The Preserve At Port Royal (Market)(1BA)	1,050	<b>Station Village (@70%)</b>	<b>1,100</b>
	The Preserve At Port Royal (Market)	693	Waterleaf At Battery Creek (Market)(2BA)	1,038	<b>Station Village (@40%)</b>	<b>1,100</b>
	Bay South Apartments (Market)	660	The Preserve At Port Royal (Market)(1BA)	1,017	<b>Station Village (@60%)</b>	<b>1,100</b>
	Oak Tree Village (Market)	645	Abberly Pointe (Market)(2BA)	981	123 Club Apartments (@50%)	1,000
			Bay South Apartments (Market)(2BA)	960	123 Club Apartments (@60%)	1,000
			<b>Station Village (@60%)</b>	<b>950</b>		
			Cross Creek (@60%)(2BA)	933		
			Cross Creek (Market)(2BA)	933		
			Abberly Pointe (Market)(1BA)	931		
			Waterleaf At Battery Creek (Market)(2BA)	911		
			Oak Tree Village (Market)	884		
			Bay South Apartments (Market)(1BA)	860		
			123 Club Apartments (@60%)	800		
		123 Club Apartments (@50%)	800			
RENT PER SQUARE FOOT	The Preserve At Port Royal (Market)	\$1.84	Waterleaf At Battery Creek (Market)(2BA)	\$1.61	Waterleaf At Battery Creek (Market)	\$1.34
	Abberly Pointe (Market)	\$1.77	Waterleaf At Battery Creek (Market)(2BA)	\$1.54	Oak Tree Village (Market)	\$1.06
	Abberly Pointe (Market)	\$1.76	Abberly Pointe (Market)(1BA)	\$1.41	<b>Station Village (@70%)</b>	<b>\$0.91</b>
	Abberly Pointe (Market)	\$1.66	Abberly Pointe (Market)(2BA)	\$1.36	Cross Creek (Market)	\$0.89
	Waterleaf At Battery Creek (Market)	\$1.65	Abberly Pointe (Market)(2BA)	\$1.32	Sea Pointe (@60%)	\$0.88
	Bay South Apartments (Market)	\$1.54	Abberly Pointe (Market)(2BA)	\$1.27	<b>Station Village (@60%)</b>	<b>\$0.88</b>
	The Preserve At Port Royal (Market)	\$1.45	Bay South Apartments (Market)(1BA)	\$1.23	Ashley Pointe Apartments (@60%)	\$0.86
	The Preserve At Port Royal (Market)	\$1.44	The Preserve At Port Royal (Market)(1BA)	\$1.20	Cross Creek (@60%)	\$0.86
	Oak Tree Village (Market)	\$1.38	The Preserve At Port Royal (Market)(1BA)	\$1.18	Shell Pointe (@60%)	\$0.84
	The Preserve At Port Royal (Market)	\$1.32	The Preserve At Port Royal (Market)(2BA)	\$1.16	Sea Pointe (@50%)	\$0.71
	The Preserve At Port Royal (Market)	\$1.30	Oak Tree Village (Market)	\$1.15	Marsh Pointe (@60%)	\$0.70
	Cross Creek (Market)	\$1.14	Bay South Apartments (Market)(2BA)	\$1.14	Ashley Pointe Apartments (@50%)	\$0.69
	Cross Creek (@60%)	\$1.03	The Preserve At Port Royal (Market)(2BA)	\$1.13	Shell Pointe (@50%)	\$0.68
	<b>Station Village (@60%)</b>	<b>\$0.97</b>	Cross Creek (Market)(2BA)	\$1.05	123 Club Apartments (@60%)	\$0.63
	<b>Station Village (@40%)</b>	<b>\$0.63</b>	Cross Creek (@60%)(2BA)	\$0.94	123 Club Apartments (@50%)	\$0.63
	<b>Station Village (@20%)</b>	<b>\$0.25</b>	<b>Station Village (@60%)</b>	<b>\$0.91</b>	Marsh Pointe (@50%)	\$0.61
			Sea Pointe (@60%)(2BA)	\$0.88	<b>Station Village (@40%)</b>	<b>\$0.58</b>
			Shell Pointe (@60%)(2BA)	\$0.86		
			Ashley Pointe Apartments (@60%)(2BA)	\$0.86		
			Marsh Pointe (@60%)(2BA)	\$0.73		
			Sea Pointe (@50%)(2BA)	\$0.71		
			Shell Pointe (@50%)(2BA)	\$0.69		
			Ashley Pointe Apartments (@50%)(2BA)	\$0.69		
			123 Club Apartments (@60%)	\$0.62		
			123 Club Apartments (@50%)	\$0.62		
		Marsh Pointe (@50%)(2BA)	\$0.61			



STATION VILLAGE – BEAUFORT, SC – APPLICATION MARKET STUDY

AMENITY MATRIX

Subject	123 Club Apartments	Ashley Pointe Apartments	Cross Creek	Marsh Pointe	Sea Pointe	Shell Pointe	Abberly Pointe	Bay South Apartments	Oak Tree Village	The Preserve At Port Royal	Waterleaf At Battery Creek	
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC/Market	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	
<b>Building</b>												
Property Type	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Lowrise	
# of Stories	3-stories	2-stories	3-stories	3-stories	2-stories	3-stories	3-stories	3-stories	2-stories	3-stories	3-stories	
Year Built	2023	1995	2016	2009	2018	2016	2005	2009	1984	1977	2003/2006	
Year Renovated	n/a	2018	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1997	n/a	
Elevators	no	no	no	no	no	no	no	no	no	no	yes	
<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	yes	yes	yes	yes	yes	yes	no	no	no	no	
Sewer	no	yes	yes	yes	yes	yes	yes	no	no	no	no	
Trash	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	
<b>Unit Amenities</b>												
Balcony/Patio	yes	no	yes	yes	no	no	no	yes	no	yes	yes	
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no	
Hardwood	no	no	no	no	no	no	no	yes	yes	no	no	
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	
Ceiling Fan	yes	no	yes	yes	yes	yes	yes	yes	yes	no	yes	
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Exterior Storage	no	yes	no	yes	no	no	no	yes	yes	no	yes	
Fireplace	no	no	no	no	no	no	no	no	no	no	no	
Walk-In Closet	no	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	
Washer/Dryer	no	no	no	yes	no	no	no	yes	no	no	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	no	
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	
Microwave	yes	no	yes	no	yes	yes	yes	yes	yes	no	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	no	yes	no	yes	yes	yes	yes	yes	no	yes	
Community Room	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Central Laundry	yes	yes	yes	no	yes	yes	yes	no	yes	yes	no	
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Concierge	no	no	no	no	no	no	no	yes	no	no	yes	
<b>Recreation</b>												
Basketball Court	no	yes	no	no	no	no	no	no	no	no	no	
Exercise Facility	yes	no	yes	yes	no	no	no	yes	no	yes	yes	
Playground	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no	
Swimming Pool	no	no	no	no	no	no	no	yes	yes	yes	yes	
Picnic Area	no	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Recreational Area	no	no	no	no	no	yes	no	yes	no	no	yes	
WiFi	no	no	no	no	no	no	no	yes	yes	no	yes	
Service Coordination	no	no	no	no	no	no	no	no	no	no	yes	
<b>Security</b>												
In-Unit Alarm	no	no	no	no	no	no	no	yes	no	no	no	
Intercom (Buzzer)	no	no	no	no	no	no	no	no	no	no	yes	
Limited Access	no	no	no	no	no	no	no	no	no	no	yes	
Patrol	no	no	no	yes	no	no	yes	no	no	yes	no	
Video Surveillance	no	no	no	yes	no	yes	no	no	no	no	yes	
<b>Parking</b>												
Garage	no	no	no	no	no	no	no	yes	no	no	no	
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$120	n/a	n/a	\$75	
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Off-Street Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	

# PROPERTY PROFILE REPORT

## 123 Club Apartments

Effective Rent Date	4/04/2021
Location	123 Old Salem Road Beaufort, SC 29902 Beaufort County
Distance	1.8 miles
Units	40
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1995 / 2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed local area tenancy; ten percent senior
Contact Name	Christie
Phone	843-982-0101



### Market Information

Program	@50%, @60%
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	25%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased seven percent
Concession	None
Waiting List	Yes; 100+ households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1.5	Garden (2 stories)	N/A	800	\$550	\$0	@50%	Yes	0	N/A	no	None
2	1.5	Garden (2 stories)	N/A	800	\$550	\$0	@60%	Yes	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,000	\$700	\$0	@50%	Yes	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,000	\$700	\$0	@60%	Yes	0	N/A	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 / 1.5BA	\$550	\$0	\$550	-\$54	\$496	2BR / 1.5BA	\$550	\$0	\$550	-\$54	\$496
3BR / 2BA	\$700	\$0	\$700	-\$72	\$628	3BR / 2BA	\$700	\$0	\$700	-\$72	\$628

## 123 Club Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	None	None
Central A/C	Coat Closet		
Dishwasher	Exterior Storage		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

### Comments

The property manager reported the rents were not at the maximum allowable levels. However, the contact stated higher rents are achievable and rents recently increased in January 2021.

Photos



# PROPERTY PROFILE REPORT

## Ashley Pointe Apartments

Effective Rent Date	3/24/2021
Location	2105 Carolina Wren Drive Beaufort, SC 29902 Beaufort County
Distance	2.5 miles
Units	56
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	Sea Pointe, Marsh Pointe
Tenant Characteristics	Single parents, families, seniors mostly from the Beaufort area
Contact Name	Britney
Phone	843-379-9746



### Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	37
HCV Tenants	25%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to max
Concession	None
Waiting List	Yes; 150 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	6	1,100	\$816	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	34	1,100	\$1,000	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	8	1,250	\$937	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	8	1,250	\$1,149	\$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
2BR / 2BA	\$816	\$0	\$816	-\$54	\$762	2BR / 2BA	\$1,000	\$0	\$1,000	-\$54	\$946
3BR / 2BA	\$937	\$0	\$937	-\$72	\$865	3BR / 2BA	\$1,149	\$0	\$1,149	-\$72	\$1,077

## Ashley Pointe Apartments, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	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	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		

### Comments

The contact noted that the property has not experienced a significant impact on operations due to the ongoing pandemic.

Photos



# PROPERTY PROFILE REPORT

## Cross Creek

Effective Rent Date	3/24/2021
Location	325 Ambrose Run Beaufort, SC 29906 Beaufort County
Distance	2.8 miles
Units	144
Vacant Units	2
Vacancy Rate	1.4%
Type	Garden (3 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	6/01/2010
Last Unit Leased	1/31/2010
Major Competitors	Ashton Pointe, Preserve at Port Royal
Tenant Characteristics	Military, state and federal government are major employers
Contact Name	Denise
Phone	843-536-8416



### Market Information

Program	@60%, Market
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 2-5% since 1Q19
Concession	None
Waiting List	Yes; unknown length for market rate units

### 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)	19	733	\$795	\$0	@60%	No	1	5.3%	yes	None
1	1	Garden (3 stories)	5	733	\$880	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	36	933	\$935	\$0	@60%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	24	933	\$1,035	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	33	1,149	\$1,055	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	27	1,149	\$1,100	\$0	Market	Yes	1	3.7%	N/A	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$795	\$0	\$795	-\$42	\$753	1BR / 1BA	\$880	\$0	\$880	-\$42	\$838
2BR / 2BA	\$935	\$0	\$935	-\$54	\$881	2BR / 2BA	\$1,035	\$0	\$1,035	-\$54	\$981
3BR / 2BA	\$1,055	\$0	\$1,055	-\$72	\$983	3BR / 2BA	\$1,100	\$0	\$1,100	-\$72	\$1,028



Amenities

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

Comments

The contact noted a decrease in moveouts and that some tenants have been affected by job losses and furloughs due to the ongoing COVID-19 pandemic. The contact reported that the property is offering payment plans to residents having difficulty paying rent, and approximated that under ten tenants have required payment plans.

Photos



# PROPERTY PROFILE REPORT

## Marsh Pointe

Effective Rent Date	4/30/2021
Location	1630 Ribaut Road Port Royal, SC 29935 Beaufort County
Distance	1.4 miles
Units	48
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	N/A
Leasing Began	6/01/2018
Last Unit Leased	10/01/2018
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families; ten percent seniors
Contact Name	Tracy
Phone	803-624-2495



### Market Information

Program	@50%, @60%
Annual Turnover Rate	20%
Units/Month Absorbed	12
HCV Tenants	37%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to five 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
2	2	Garden (2 stories)	5	1,077	\$715	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	19	1,077	\$835	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	5	1,225	\$815	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	19	1,225	\$935	\$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	\$715	\$0	\$715	-\$54	\$661	2BR / 2BA	\$835	\$0	\$835	-\$54	\$781
3BR / 2BA	\$815	\$0	\$815	-\$72	\$743	3BR / 2BA	\$935	\$0	\$935	-\$72	\$863

## Marsh Pointe, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	None	None
Central A/C	Coat Closet		
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	Gazebo
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 and that demand for affordable housing in the area is high. Further, the contact reported the property has experienced no significant impact from the COVID-19 pandemic.

Photos



# PROPERTY PROFILE REPORT

## Sea Pointe

Effective Rent Date	4/30/2021
Location	61 Hazel Farm Road Beaufort, SC 29907 Beaufort County
Distance	2.1 miles
Units	56
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	Shell Pointe
Tenant Characteristics	Mixed tenancy with majority families; ten percent seniors
Contact Name	Brittany
Phone	803-624-2495



### Market Information

Program	@50%, @60%
Annual Turnover Rate	21%
Units/Month Absorbed	N/A
HCV Tenants	26%
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
2	2	Garden (3 stories)	7	1,079	\$816	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	21	1,079	\$1,000	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	7	1,220	\$937	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	21	1,220	\$1,149	\$0	@60%	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	\$816	\$0	\$816	-\$54	\$762	2BR / 2BA	\$1,000	\$0	\$1,000	-\$54	\$946
3BR / 2BA	\$937	\$0	\$937	-\$72	\$865	3BR / 2BA	\$1,149	\$0	\$1,149	-\$72	\$1,077

## Sea Pointe, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Video Surveillance	None
Central A/C	Coat Closet		
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	Gazebo
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		

### Comments

The property manager reported the rents are not at the maximum allowable levels. However, the contact stated higher rents are achievable and demand for affordable housing in the area is high. Further, the contact reported no significant impact from the COVID-19 pandemic to the property.

Photos





# PROPERTY PROFILE REPORT

## Shell Pointe

Effective Rent Date	4/30/2021
Location	297 Midtown Drive Port Royal, SC 29906 Beaufort County
Distance	3.2 miles
Units	72
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	2/25/2005
Leasing Began	5/20/2005
Last Unit Leased	3/15/2006
Major Competitors	Sea Pointe
Tenant Characteristics	Mostly from the local area, about ten percent seniors
Contact Name	Tracy
Phone	803-624-2495



### Market Information

Program	@50%, @60%
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	50%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	26	1,153	\$855	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	10	1,153	\$1,046	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	26	1,348	\$983	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	10	1,348	\$1,204	\$0	@60%	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	\$855	\$0	\$855	-\$54	\$801	2BR / 2BA	\$1,046	\$0	\$1,046	-\$54	\$992
3BR / 2BA	\$983	\$0	\$983	-\$72	\$911	3BR / 2BA	\$1,204	\$0	\$1,204	-\$72	\$1,132

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Patrol	None
Central A/C	Coat Closet		
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	None
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground			

Comments

The property manager reported demand for affordable housing in the area is high. Further, the contact reported no significant impact from the COVID-19 pandemic to the property.

Photos



# PROPERTY PROFILE REPORT

## Abberly Pointe

Effective Rent Date	3/26/2021
Location	100 Ashton Pointe Boulevard Beaufort, SC 29906 Beaufort County
Distance	4.1 miles
Units	240
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	11/01/2008
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Mindy
Phone	844-820-6515



### Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	24	699	\$1,240	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	24	707	\$1,241	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	40	777	\$1,286	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (3 stories)	20	931	\$1,315	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	36	981	\$1,338	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	60	1,075	\$1,414	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	36	1,136	\$1,440	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,240 - \$1,286	\$0	\$1,240 - \$1,286	\$0	\$1,240 - \$1,286
2BR / 1BA	\$1,315	\$0	\$1,315	\$0	\$1,315
2BR / 2BA	\$1,338 - \$1,440	\$0	\$1,338 - \$1,440	\$0	\$1,338 - \$1,440

## Abberly Pointe, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
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
Concierge	Exercise Facility		
Garage(\$120.00)	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Wi-Fi			

### Comments

The property does not accept Housing Choice Vouchers. The contact reported the property has generally been unaffected by the ongoing COVID-19 pandemic in terms of vacancy rate, rent collection and turnover. Garage parking is available for an additional fee of \$120 per month. The property utilizes daily pricing software. As such, rents change daily.

Photos



# PROPERTY PROFILE REPORT

## Bay South Apartments

Effective Rent Date	3/31/2021
Location	2201 Mossy Oaks Road Beaufort, SC 29902 Beaufort County
Distance	0.5 miles
Units	132
Vacant Units	5
Vacancy Rate	3.8%
Type	Garden (3 stories)
Year Built/Renovated	1984 / 2021
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Preserve at Port Royal and Avery Point
Tenant Characteristics	Mixed tenancy with majority families; 27 percent military
Contact Name	Property Manager
Phone	843-521-4411



### Market Information

Program	Market
Annual Turnover Rate	54%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	No change
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	36	660	\$1,015	\$0	Market	No	5	13.9%	N/A	None
2	1	Garden (3 stories)	48	860	\$1,055	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	48	960	\$1,098	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,015	\$0	\$1,015	\$0	\$1,015
2BR / 1BA	\$1,055	\$0	\$1,055	\$0	\$1,055
2BR / 2BA	\$1,098	\$0	\$1,098	\$0	\$1,098

## Bay South Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	None	None
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	Dog park
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Swimming Pool	Wi-Fi		

### Comments

The property is currently renovating units as they become vacant. Approximately eight units have been renovated as of the date of this interview. The rents in the profile reflect non-renovated units and the renovated units will rent for a premium of \$150. Renovations include new flooring, appliances, and light fixtures. The property does not accept Housing Choice Vouchers. The contact noted that the property has not experienced a significant impact to leasing due to COVID-19. Further, the contact stated demand for rental housing in the area was high.



Photos



# PROPERTY PROFILE REPORT

## Oak Tree Village

Effective Rent Date	3/31/2021
Location	2208 Southside Boulevard Port Royal, SC 29902 Beaufort County
Distance	0.9 miles
Units	98
Vacant Units	47
Vacancy Rate	48.0%
Type	Garden (2 stories)
Year Built/Renovated	1977 / 1997
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families; ten percent senior tenancy
Contact Name	Dawn
Phone	844-296-1089



### Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	No change
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	16	645	\$890	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Garden (2 stories)	64	884	\$1,015	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	18	1,180	\$1,245	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$890	\$0	\$890	\$0	\$890
2BR / 1.5BA	\$1,015	\$0	\$1,015	\$0	\$1,015
3BR / 2BA	\$1,245	\$0	\$1,245	\$0	\$1,245

## Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	Dog Park
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

## Comments

The contact reported all vacant units are currently being held offline for renovations. The rents portrayed in the property profile reflect non-renovated units. The contact was unable to provide a scope of renovations. 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. The property manager reported a strong demand for rental housing in the area.

Photos



# PROPERTY PROFILE REPORT

## The Preserve At Port Royal

Effective Rent Date	3/31/2021
Location	1 Preserve Avenue West Port Royal, SC 29935 Beaufort County
Distance	1.5 miles
Units	400
Vacant Units	32
Vacancy Rate	8.0%
Type	Garden (3 stories)
Year Built/Renovated	2003/2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Ashton Pointe and Park at Rodriver
Tenant Characteristics	Mixture of families and young couples
Contact Name	Ryan
Phone	843-525-9999



### Market Information

Program	Market
Annual Turnover Rate	19%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	No change
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)	10	693	\$1,250	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	24	720	\$1,020	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	48	744	\$1,050	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	30	830	\$1,070	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	48	850	\$1,085	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	24	1,017	\$1,195	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	30	1,050	\$1,215	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	144	1,110	\$1,265	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	42	1,151	\$1,275	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,020 - \$1,250	\$0	\$1,020 - \$1,250	\$22	\$1,042 - \$1,272
2BR / 1BA	\$1,195 - \$1,215	\$0	\$1,195 - \$1,215	\$22	\$1,217 - \$1,237
2BR / 2BA	\$1,265 - \$1,275	\$0	\$1,265 - \$1,275	\$22	\$1,287 - \$1,297

## The Preserve At Port Royal, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpet/Hardwood	Central A/C	Video Surveillance	
Coat Closet	Dishwasher		
Exterior Storage(\$50.00)	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Concierge		
Exercise Facility	Garage(\$75.00)		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Service Coordination	Swimming Pool		
Wi-Fi			

### Comments

The property is currently under new management. The contact attributed the elevated vacancy to the change in management and poor prior management. 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

## Waterleaf At Battery Creek

Effective Rent Date	4/23/2021
Location	10 Shell Creek Drive Beaufort, SC 29906 Beaufort County
Distance	3.2 miles
Units	212
Vacant Units	1
Vacancy Rate	0.5%
Type	Lowrise (3 stories)
Year Built/Renovated	2020 / N/A
Marketing Began	N/A
Leasing Began	4/01/2020
Last Unit Leased	3/01/2021
Major Competitors	Park at Broad River and The Abberly
Tenant Characteristics	Mixed tenancy with majority military; ten percent senior tenancy
Contact Name	Kate
Phone	843-800-2287



### Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	17
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Stable
Concession	None
Waiting List	Yes; nine households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	79	737	\$1,195	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	111	911	\$1,445	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	2	1,038	\$1,575	\$0	Market	Yes	N/A	N/A	N/A	None
3	2	Lowrise (3 stories)	20	1,243	\$1,645	\$0	Market	Yes	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,195	\$0	\$1,195	\$22	\$1,217
2BR / 2BA	\$1,445 - \$1,575	\$0	\$1,445 - \$1,575	\$22	\$1,467 - \$1,597
3BR / 2BA	\$1,645	\$0	\$1,645	\$22	\$1,667



## Waterleaf At Battery Creek, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Coat Closet	Limited Access	
Ceiling Fan	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Dog park, Bicycle storage, Boat
Clubhouse/Meeting Room/Community	Elevators		
Exercise Facility	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Wi-Fi			

### Comments

The vacant unit is being processed from the waiting list. The property does not accept Housing Choice Vouchers. According to the contact, 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



## 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
123 Club Apartments	LIHTC	Family	40	0	0.0%
Ashley Pointe Apartments	LIHTC	Family	56	0	0.0%
Cross Creek	LIHTC/ Market	Family	144	2	1.4%
Marsh Pointe	LIHTC	Family	48	0	0.0%
Sea Pointe	LIHTC	Family	56	0	0.0%
Shell Pointe	LIHTC	Family	72	0	0.0%
Abberly Pointe	Market	Family	240	0	0.0%
Bay South Apartments	Market	Family	132	5	3.8%
Oak Tree Village*	Market	Family	98	47	48.0%
The Preserve At Port Royal	Market	Family	400	32	8.0%
Waterleaf At Battery Creek	Market	Family	212	1	0.5%
<b>Overall Total</b>			<b>1,498</b>	<b>87</b>	<b>5.8%</b>
<b>Overall Total Stabilized</b>			<b>1,400</b>	<b>40</b>	<b>2.9%</b>

\*Vacant Units Are Being Held Offline For Renovations

#### LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
123 Club Apartments	LIHTC	Family	40	0	0.0%
Ashley Pointe Apartments	LIHTC	Family	56	0	0.0%
Cross Creek	LIHTC/ Market	Family	144	2	1.4%
Marsh Pointe	LIHTC	Family	48	0	0.0%
Sea Pointe	LIHTC	Family	56	0	0.0%
Shell Pointe	LIHTC	Family	72	0	0.0%
<b>Total LIHTC</b>			<b>416</b>	<b>2</b>	<b>0.5%</b>

#### MARKET VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Abberly Pointe	Market	Family	240	0	0.0%
Bay South Apartments	Market	Family	132	5	3.8%
Oak Tree Village*	Market	Family	98	47	48.0%
The Preserve At Port Royal	Market	Family	400	32	8.0%
Waterleaf At Battery Creek	Market	Family	212	1	0.5%
<b>Total Market Rate</b>			<b>1,082</b>	<b>85</b>	<b>7.9%</b>
<b>Total Market Rate Stabilized</b>			<b>984</b>	<b>38</b>	<b>3.9%</b>

\*Vacant Units Are Being Held Offline For Renovations

Overall vacancy among the eleven comparables is moderate at 5.8 percent. However, Oak Tree Village reported that the vacant units are currently being held offline for renovations. Excluding Oak Tree Village, overall vacancy among the comparables is moderate at 2.9 percent. All of the comparable LIHTC properties are located inside the PMA. These comparables demonstrate an overall vacancy of 0.5 percent, and four of the six properties maintain waiting lists, indicating strong demand for affordable housing in the area.

Among the market rate properties, vacancy is elevated at 7.9 percent. It should be noted that Oak Tree Village reported that the vacant units are currently being held offline for renovations. Excluding Oak Tree Village, overall vacancy among the market rate comparables is moderate at 3.9 percent. The Preserve At Port Royal reported a slightly elevated vacancy of 8.0 percent. According to our contact at The Preserve At Port Royal, vacancy is elevated due to a change in management and prior poor management. The remaining market rate comparable properties reported vacancy rates at or below 3.8 percent. Further, one of the market rate properties, Waterleaf At Battery Creek reported maintaining a waiting list consisting of nine households. 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 upon stabilization, the Subject will operate with a waiting list.

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

There are 416 total LIHTC units in the PMA that we included in this comparable analysis. There are two vacancies among these units and four of the six properties maintain waiting lists, ranging from 50 to 150 households. 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 tables summarize the Subject’s proposed 20 and 40 percent AMI net rents compared to the maximum allowable 20 and 40 percent AMI rents in Beaufort County.

**LIHTC RENT COMPARISON @20%**

Property Name	1BR	Rents at Max?
Station Village	\$185	Yes
<b>2021 LIHTC Maximum Rent (Net) (Beaufort County)</b>	<b>\$185</b>	
<b>Achievable LIHTC Rent</b>	<b>\$185</b>	

The Subject’s proposed rent for its one-bedroom units are at the 2021 LIHTC 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 rent will be the lowest in the market and offers an 82 percent advantage to achievable market rent. Additionally, the capture rates for the 20 percent AMI units are considered low. Thus, we believe the Subject’s 20 percent AMI rents for the one-bedroom units are achievable as proposed.

**LIHTC RENT COMPARISON @40%**

	1BR	3BR	Rents at Max?
Station Village	\$476	\$634	Yes
<b>2021 LIHTC Maximum Rent (Net) (Beaufort County)</b>	<b>\$476</b>	<b>\$634</b>	
<b>Achievable LIHTC Rent</b>	<b>\$476</b>	<b>\$634</b>	

The Subject’s proposed 40 percent AMI rents are set at the 2021 LIHTC maximum allowable levels 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 51 to 54 percent rent advantage to achievable market rents. Additionally, the capture rates for the 40 percent AMI units are very low. Thus, we believe the Subject’s 40 percent AMI rents for the one and three-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 Beaufort County where comparables are located, the net rents at the comparables, and the averages of these comparable net rents.

**LIHTC RENT COMPARISON @60%**

Property Name	1BR	2BR	3BR	Rents at Max?
Station Village	\$725	\$865	\$966	No
<b>2021 LIHTC Maximum Rent (Net) (Beaufort County)</b>	<b>\$767</b>	<b>\$911</b>	<b>\$1,037</b>	
<b>2019 LIHTC Maximum Rent (Net) (Beaufort County - Held Harmless)</b>	<b>\$812</b>	<b>\$965</b>	<b>\$1,100</b>	
123 Club Apartments	-	\$496	\$628	No
Ashley Pointe Apartments	-	\$946	\$1,077	Yes
Cross Creek	\$753	\$881	\$983	Yes
Marsh Pointe	-	\$781	\$863	No
Sea Pointe	-	\$946	\$1,077	Yes
Shell Pointe	-	\$992	\$1,132	Yes
<b>Average</b>	<b>\$753</b>	<b>\$840</b>	<b>\$960</b>	
<b>Achievable LIHTC Rent</b>	<b>\$767</b>	<b>\$911</b>	<b>\$1,037</b>	

The Subject property is held to the 2021 LIHTC maximum allowable rents in Beaufort County. The AMI in Beaufort County reached its peak in 2019 and remains below the peak level as of 2021. All of the comparable LIHTC properties were built prior to 2019. As such, all of the comparable properties are held harmless to the 2019 maximum allowable rents in Beaufort County. The Subject’s proposed 60 percent AMI rents are set below the 2021 LIHTC maximum allowable rents at this AMI level. The average 60 percent AMI rents at the comparables are above the Subject’s proposed one-bedroom rents, and slightly below the Subject’s proposed two and three-bedroom rents. Additionally, the average 60 percent AMI rents are below the 2021 LIHTC maximum allowable rents at this AMI level. Four of the comparable properties with 60 percent AMI units reported rents at maximum allowable levels. Additionally, five of the six properties are fully-occupied and four properties maintain waiting lists. This indicates that the rents at the comparable properties are well accepted in the market and that higher rents are likely achievable.

Ashley Pointe Apartments is located in Beaufort, 2.5 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. Ashley Pointe Apartments offers similar in-unit and property amenities to the proposed Subject. Ashley Pointe Apartments offers similar unit sizes to the proposed Subject. Overall, Ashley Pointe Apartments is considered slightly inferior to the proposed Subject.

Marsh Pointe is located in Port Royal, 1.4 miles from the Subject site in a similar location. This property was constructed in 2018 and exhibits excellent condition, which is considered similar to the anticipated excellent condition of the Subject upon completion. Marsh Pointe 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 inferior property amenities to the proposed Subject as it lacks an exercise facility, which the Subject will offer. This property offers similar unit sizes to the proposed Subject. Overall, Marsh Pointe is considered slightly inferior to the proposed Subject.

Sea Pointe is located in Beaufort, 2.1 miles from the Subject site in a slightly superior location in terms of median rent, median household income, and median home value. 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. Sea Pointe 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 inferior property amenities to the proposed Subject as it lacks an exercise facility, which the Subject will offer. Sea Pointe offers similar unit sizes to the proposed Subject. Overall, Sea Pointe is considered slightly inferior to the proposed Subject.

Ashley Pointe Apartments and Sea Pointe report achieving rents at the 2021 LIHTC maximum allowable levels for their two and three-bedroom units at 60 percent AMI, while Marsh Pointe reports achieving rents below the 2021 LIHTC maximum allowable levels for its two and three-bedroom units at 60 percent AMI. The Subject will be slightly superior to Ashley Pointe Apartments, Marsh Pointe, and Sea Pointe. These properties are fully-occupied and Ashley Pointe Apartments and Marsh Pointe maintain waiting lists, indicating higher rents are likely achievable. Further, property managers reported a strong demand for affordable housing and that higher rents are achievable in the area. As such, we conclude to achievable rents at the maximum allowable levels for the Subject’s 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.

LIHTC RENT COMPARISON @70%

Property Name	1BR	2BR	3BR	Rents at Max?
Station Village	-	-	\$1,000	No
<b>2021 LIHTC Maximum Rent (Net) (Beaufort County)</b>	<b>\$912</b>	<b>\$1,085</b>	<b>\$1,238</b>	
Abberly Pointe (Market)	\$1,286	\$1,440	-	N/A
Bay South Apartments (Market)	\$1,015	\$1,098	-	N/A
Oak Tree Village (Market)	\$890	\$1,015	\$1,245	N/A
The Preserve At Port Royal (Market)	\$1,107	\$1,297	-	N/A
Waterleaf At Battery Creek (Market)	\$1,217	\$1,597	\$1,667	N/A
<b>Average</b>	<b>\$1,103</b>	<b>\$1,289</b>	<b>\$1,456</b>	
<b>Achievable LIHTC Rent</b>	<b>-</b>	<b>-</b>	<b>\$1,238</b>	

The Subject’s proposed 70 percent AMI rent is set below the 2021 LIHTC maximum allowable rent at this AMI level. The Subject will offer one-bedroom units at 70 percent AMI. None of the comparable properties offer rents at this moderate income level. Therefore, we believe the most comparable rents for the Subject’s 70 percent AMI units are market rate rents. The Subject’s proposed three-bedroom rents at the 70 percent AMI level are below the range and below the average of market rate rents at the market rate properties. The qualifying incomes for this unit type, as illustrated in our demand analysis, are above 60 percent of the median household income within a half-mile radius of the Subject site. This indicates that the majority of tenants who would qualify for the Subject’s unit types are likely living in market rate housing and the Subject’s units at the 70 percent of the AMI level would be in direct competition with these units.

Oak Tree Village is a market rate development located in Port Royal, 0.9 mile from the Subject in a similar location. Oak Tree Village was built in 1977, renovated in 1997, and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Oak Tree Village offers similar in-unit amenities to the Subject. This property offers slightly superior property amenities to the Subject as it offers a swimming pool, which the Subject will not offer. However, it does not offer a business center, which the Subject will offer. This property offers similar unit sizes to the proposed Subject. Overall, Oak Tree Village is considered slightly inferior to the proposed Subject. As such, we believe the Subject can achieve the maximum allowable level for its three-bedroom units at 70 percent AMI. Thus, we believe that the Subject’s proposed 70 percent rent for its three-bedroom units is 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%	\$185	\$753	\$1,286	\$1,082	\$1,025	82%
1BR / 1BA	@40%	\$476	\$753	\$1,286	\$1,082	\$1,025	54%
1BR / 1BA	@60%	\$725	\$753	\$1,286	\$1,082	\$1,025	29%
2BR / 1.5BA	@60%	\$865	\$496	\$1,597	\$1,140	\$1,125	23%
3BR / 2BA	@40%	\$634	\$628	\$1,667	\$979	\$1,300	51%
3BR / 2BA	@60%	\$966	\$628	\$1,667	\$1,078	\$1,300	26%
3BR / 2BA	@70%	\$1,000	\$628	\$1,667	\$1,313	\$1,300	23%

All of the market rate properties were built or renovated between 1984 and 2020, and are located in Beaufort and Port Royal. These comparables are the closest market rate comparables in the general area. The market rate comparables are considered similar to superior to the proposed Subject with respect to age and condition.

Bay South Apartments is a market rate development located in Beaufort, 0.5 mile from the Subject in a similar location. Bay South Apartments was built in 1984 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Bay South Apartments offers similar in-unit amenities to the Subject. This property offers slightly superior property amenities to the Subject as it offers a swimming pool, which the Subject will not offer. However, it does not offer an exercise facility, which the Subject will offer. Bay South Apartments offers similar unit sizes to the Subject. Overall, Bay South Apartments is considered slightly inferior to the proposed Subject.

Oak Tree Village is a market rate development located in Port Royal, 0.9 mile from the Subject in a similar location. Oak Tree Village was built in 1977, renovated in 1997, and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Oak Tree Village offers similar in-unit amenities to the Subject. This property offers slightly superior property amenities to the Subject as it offers a swimming pool, which the Subject will not offer. However, it does not offer a business center, which the Subject will offer. This property offers similar unit sizes to the proposed Subject. Overall, Oak Tree Village is considered slightly inferior to the proposed Subject.

The Preserve At Port Royal is a market rate development located in Port Royal, 1.5 miles from the Subject in a similar location. The Preserve At Port Royal was built in 2003 and 2006 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. The Preserve At Port Royal offers superior in-unit amenities to the Subject as it offers exterior storage and in-unit washers/dryers, which the Subject will not offer. This property offers slightly superior property amenities to the Subject as it offers a swimming pool, which the Subject will not offer. The Preserve At Port Royal offers similar unit sizes to the Subject. Overall, The Preserve At Port Royal is considered slightly superior to the proposed Subject.

The Subject property is considered slightly superior to Bay South Apartments and Oak Tree Village and slightly inferior to The Preserve At Port Royal. Thus, we conclude to achievable market rents of **\$1,025, \$1,125 and \$1,300** for the Subject’s one, two, and three-bedroom units, respectively. The Subject’s proposed 20, 40, 60, and 70 percent AMI LIHTC rents will have advantages of 23 to 82 percent over what we have determined to be the achievable market rents.

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

There are two total comparable vacant LIHTC units surveyed, and four of the six LIHTC comparables maintain waiting lists. There are six LIHTC properties we surveyed in the PMA. All but one of the LIHTC comparables is fully-occupied. 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 nine LIHTC properties without subsidies in the PMA, all nine of which reported near full occupancy with the majority maintaining waiting lists. Therefore, the availability of LIHTC housing targeting moderate incomes is considered somewhat limited given the depth of demand within the PMA. The Subject would bring better balance to the supply of affordable rental housing in the PMA.

### **SUMMARY EVALUATION OF THE PROPOSED PROJECT**

Excluding Oak Tree Village, overall vacancy among the comparables is moderate at 2.9 percent. The six LIHTC properties reported two total vacancies and four of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Excluding Oak Tree Village, overall vacancy among the market rate comparables is moderate at 3.9 percent. The contact at The Preserve At Port Royal reported that vacancy is elevated due to a change in management and prior poor management. The remaining market rate comparable properties reported vacancy rates at or below 3.8 percent.

When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 20, 40, 60, and 70 percent AMI rents appear reasonable, and overall they are 23 to 82 percent below our estimated achievable market rents. Further, the proposed rents offer a 39.7 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 Beaufort Planning and Zoning department. However, as of the date of this report, our calls have yet to be returned. We also consulted a CoStar new construction report and South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered no new LIHTC properties and one new market rate property in the area. Habersham Row will be a 48-unit market rate development that will offer one and two-bedroom units. The property is under construction off of Cherokee Farms Road in Beaufort, approximately 5.5 miles west of the Subject site. Due to this property’s differing market rate rent structure, we do not expect it to directly compete with the Subject, as proposed.

**Section 8/Public Housing**

We interviewed Mr. David Lavendol, Housing Choice Voucher Program Administrator with the Beaufort Housing Authority (843-525-7059 Extension 2260), for information regarding the local voucher program. Mr. Lavendol indicated that the Housing Authority is authorized to distribute 620 tenant-based Housing Choice Vouchers. All of these vouchers are currently in use. According to Mr. Lavendol, the waiting list is currently closed and was last open in January 2015. There are currently over 800 households on the waiting list. The current payment standards are illustrated in the table below:

PAYMENT STANDARDS	
Unit Type	Payment Standard
One-Bedroom	\$1,161
Two-Bedroom	\$1,324
Three-Bedroom	\$1,720

Source: Beaufort Housing Authority, effective November 1, 2020

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 2.3 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 0.3 to 13.9 percent, which are all considered achievable in the PMA. Between 2020 and market entry, the total number of renter households is expected to increase in the PMA. The Subject site is located within 2.4 miles of all community services and facilities that tenants would utilize on a consistent basis, which is superior to the majority of comparable properties.

There are only two vacancies among the LIHTC comparables. Further, four of the six surveyed LIHTC properties maintain waiting lists ranging from 50 to 150 households. The proposed rents offer a 39.7 percent advantage to HUD Fair Market Rents, which is within SCSHFDA thresholds. The proposed rents will also compete well with the LIHTC rents at the most similar LIHTC comparables we surveyed.

# **J. SIGNED STATEMENT REQUIREMENTS**

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

Respectfully submitted,  
Novogradac & Company LLP

May 26, 2021  
Date



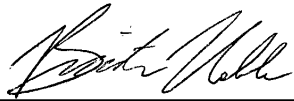
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H. Blair Kincer, MAI  
Partner  
[Blair.Kincer@novoco.com](mailto:Blair.Kincer@novoco.com)



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



---

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



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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.