



**BOWEN
NATIONAL
RESEARCH**

Market Feasibility Analysis

Canterfield Manor
89 Canterfield Court
Denmark, Bamberg County, South Carolina 29042

Prepared For

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Effective Date

April 14, 2022

Job Reference Number

22-217 JW

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2022 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):

Development Name:	Canterfield Manor	Total # Units: 20
Location:	89 Canterfield Court, Denmark, SC 29042 (Bamberg County)	# LIHTC Units: 20
PMA Boundary:	State Route 39, the Springfield town limits, State Route 4, the Neeses and Livingston town limits to the north; U.S. Highway 301, the Bamberg town limits and U.S. Highway 601 to the east; the Ehrhardt town limits, State Route 64, the Olar town limits and the Barnwell city limits to the south; and the Snelling town limits, Seven Pines Road, Moonlight Road and the Williston town limits to the west.	
Development Type:	<input type="checkbox"/> Family <input checked="" type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 16.0 miles

RENTAL HOUSING STOCK (found on pages H-1 & 12)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	16	522	0	100.0%
Market-Rate Housing	0	-	-	-
Assisted/Subsidized Housing not to include LIHTC	5	182	0	100.0%
LIHTC (All that are stabilized)*	11	340	0	100.0%
Stabilized Comps**	1	58	0	100.0%
Non-stabilized Comps	0	-	-	-

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

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Current Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
20	One	1.0	654	\$202	\$545	\$0.83	62.94%	\$1,155	\$1.65
Gross Potential Rent Monthly*				\$4,040	\$10,900		62.94%		

*Market Advantage is calculated using the following formula: Gross HUD FMR (minus) Net Proposed Tenant Rent (divided by) Gross HUD FMR. The calculation should be expressed as a percentage and rounded to two decimal points.

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

	2010	2021		2024	
Renter Households 62+		1,074	17.9%	1,085	17.4%
Income-Qualified Renter HHs (LIHTC)		821	76.4%	814	75.0%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other:___	Other:___	Overall
Renter Household Growth		-7				-7
Existing Households (Overburd + Substand)		463				463
Homeowner conversion (Seniors)		114				114
Other:		-				-
Less Comparable/Competitive Supply		0				0
Net Income-qualified Renter HHs		570				570

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other:___	Other:___	Overall
Capture Rate		3.5%				3.5%

ABSORPTION RATE (found on page G-6)

Absorption Period: 2 months

2022 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

# Units	Bedroom Type	Current Tenant Paid Rent	Net Tenant Paid Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
20	1 BR	\$202	\$4,040	\$545	\$10,900	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	20		\$4,040		\$10,900	62.94%

2022 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):

Development Name:	Canterfield Manor	Total # Units: 20
Location:	89 Canterfield Court, Denmark, SC 29042 (Bamberg County)	# LIHTC Units: 20
PMA Boundary:	State Route 39, the Springfield town limits, State Route 4, the Neeses and Livingston town limits to the north; U.S. Highway 301, the Bamberg town limits and U.S. Highway 601 to the east; the Ehrhardt town limits, State Route 64, the Olar town limits and the Barnwell city limits to the south; and the Snelling town limits, Seven Pines Road, Moonlight Road and the Williston town limits to the west.	
Development Type:	<input type="checkbox"/> Family <input checked="" type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 16.0 miles

RENTAL HOUSING STOCK (found on pages H-1 & 12)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	16	522	0	100.0%
Market-Rate Housing	0	-	-	-
Assisted/Subsidized Housing not to include LIHTC	5	182	0	100.0%
LIHTC (All that are stabilized)*	11	340	0	100.0%
Stabilized Comps**	1	58	0	100.0%
Non-stabilized Comps	0	-	-	-

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

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
20	One	1.0	654	\$694	\$545	\$0.83	-27.34%	\$1,155	\$1.65
Gross Potential Rent Monthly*				\$13,880	\$10,900		-27.34%		

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

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

	2012	2021		2024	
Renter Households 55+		1,667	20.3%	1,697	20.4%
Income-Qualified Renter HHs (LIHTC)		204	12.2%	209	12.3%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other: __	Other: __	Overall
Renter Household Growth		5				5
Existing Households (Overburd + Substand)		102				102
Homeowner conversion (Seniors)		26				26
Other:		-				-
Less Comparable/Competitive Supply		0				0
Net Income-qualified Renter HHs		133				133

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other: __	Other: __	Overall
Capture Rate		15.0%				15.0%

ABSORPTION RATE (found on page G-6)

Absorption Period: 3 months

2022 S-2 RENT CALCULATION WORKSHEET (LIHTC Only)

# Units	Bedroom Type	Proposed Tenant Paid Rent	Net Proposed Tenant Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
20	1 BR	\$694	\$13,880	\$545	\$10,900	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	20		\$13,880		\$10,900	-27.34%

B. Project Description

Project Name:	Canterfield Manor
Location:	89 Canterfield Court, Denmark, South Carolina 29042 (Bamberg County)
Census Tract:	9601.02
Target Market:	Senior Age 62+
Construction Type:	Renovation of Existing Development
Funding Source:	LIHTC

The subject project involves the renovation of the 20-unit Canterfield Manor rental community at 89 Canterfield Court in Denmark, South Carolina. Built in 1993, the project operates under the Low-Income Housing Tax Credit (LIHTC) and Rural Development Section 515 (RD 515) programs, with all units targeting senior households ages 62 and older earning up to 60% of Area Median Household Income (AMHI) and 19 units receiving Rental Assistance (RA). The RA requires tenants to pay up to 30% of their adjusted gross household incomes towards shelter costs (collected rent and tenant-paid utilities). According to management, the project is currently 100.0% occupied and maintains a one-household waiting list.

The project will be renovated utilizing funding from the LIHTC program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will continue to target senior households with incomes of up to 60% of Area Median Household Income (AMHI). Notably, the 19 units of RA are expected to be retained. All renovations are expected to be complete by October 2023. Additional details of the subject project are as follows:

Proposed Unit Configuration										
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Current Basic/Note Rent	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
20	One-Br.	1.0	Garden	654	60%/RD	\$643/\$809	\$694	\$107	\$801	\$801
20	Total									

Source: CAHEC Development, LLC & Canterfield Manor property management
 AMHI – Area Median Household Income (2022 National Nonmetropolitan Median Income)
 RD – Rural Development

Building/Site Information	
Residential Buildings:	Five (5) one-story buildings
Building Style:	Single-story
Community Space:	Integrated throughout
Acres:	3.0

Construction Timeline	
Original Year Built:	1993
Renovation Start:	June 2023
Begin Preleasing:	In-place renovation
Renovation End:	October 2023

Unit Amenities		
• Electric Range	• Washer/Dryer Hookups	• Composite Flooring
• Refrigerator	• Central Air Conditioning	• Window Blinds
• Microwave*	• Emergency Call System	• Ceiling Fans*
• Dishwasher*		

*Amenity to be added post renovations

Community Amenities		
• On-Site Management	• Community Kitchen	• Common Patio/Porch
• Laundry Room	• Grilling Area*	• Surface Parking Lot (32 Spaces)
• Clubhouse/Community Room	• CCTV/Cameras*	

*Amenity to be added post renovations

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

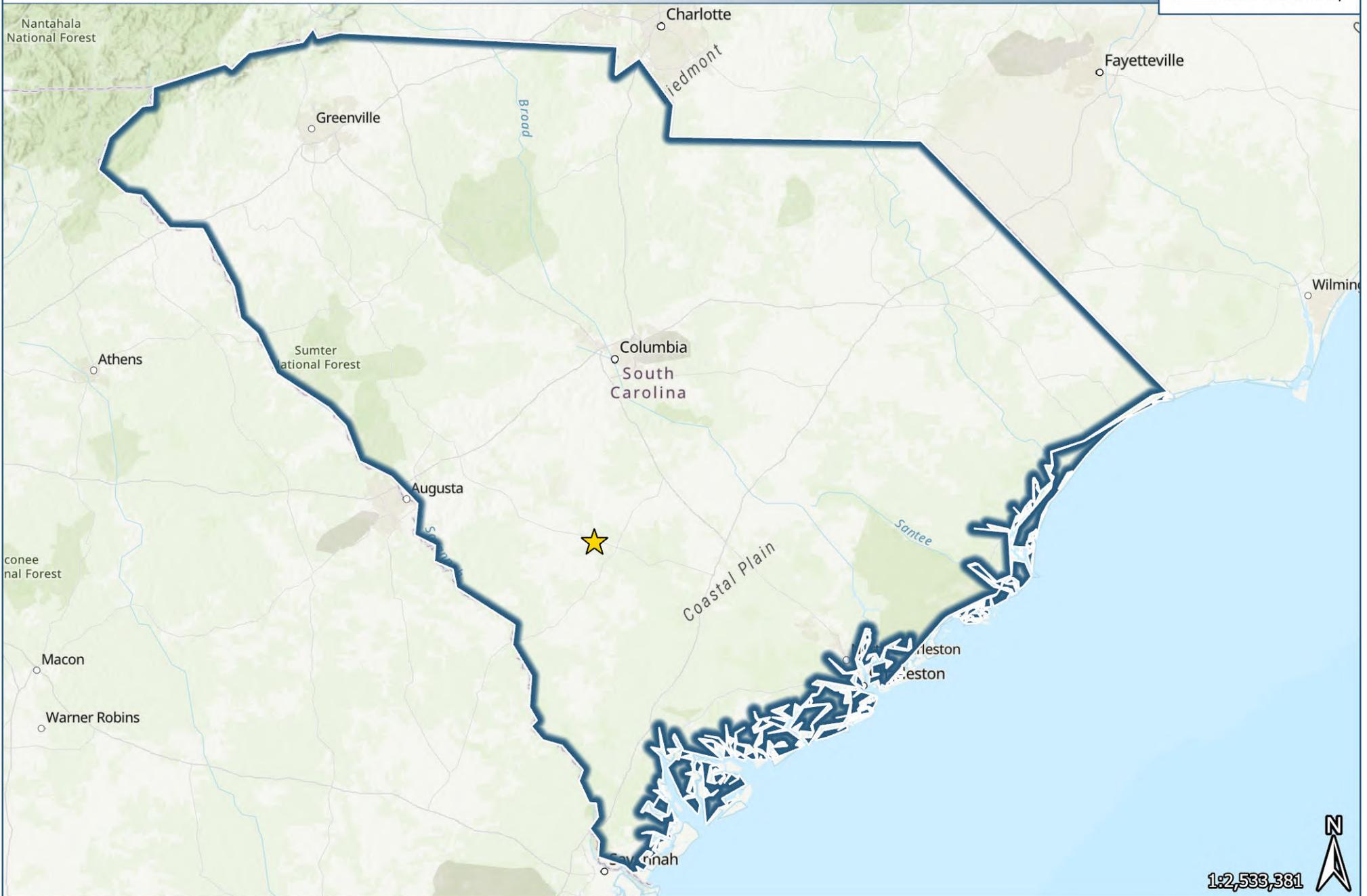
Current Occupancy Status			
Total Units	Vacant Units	Occupancy Rate	Waiting List
20	0	100.0%	1 Household

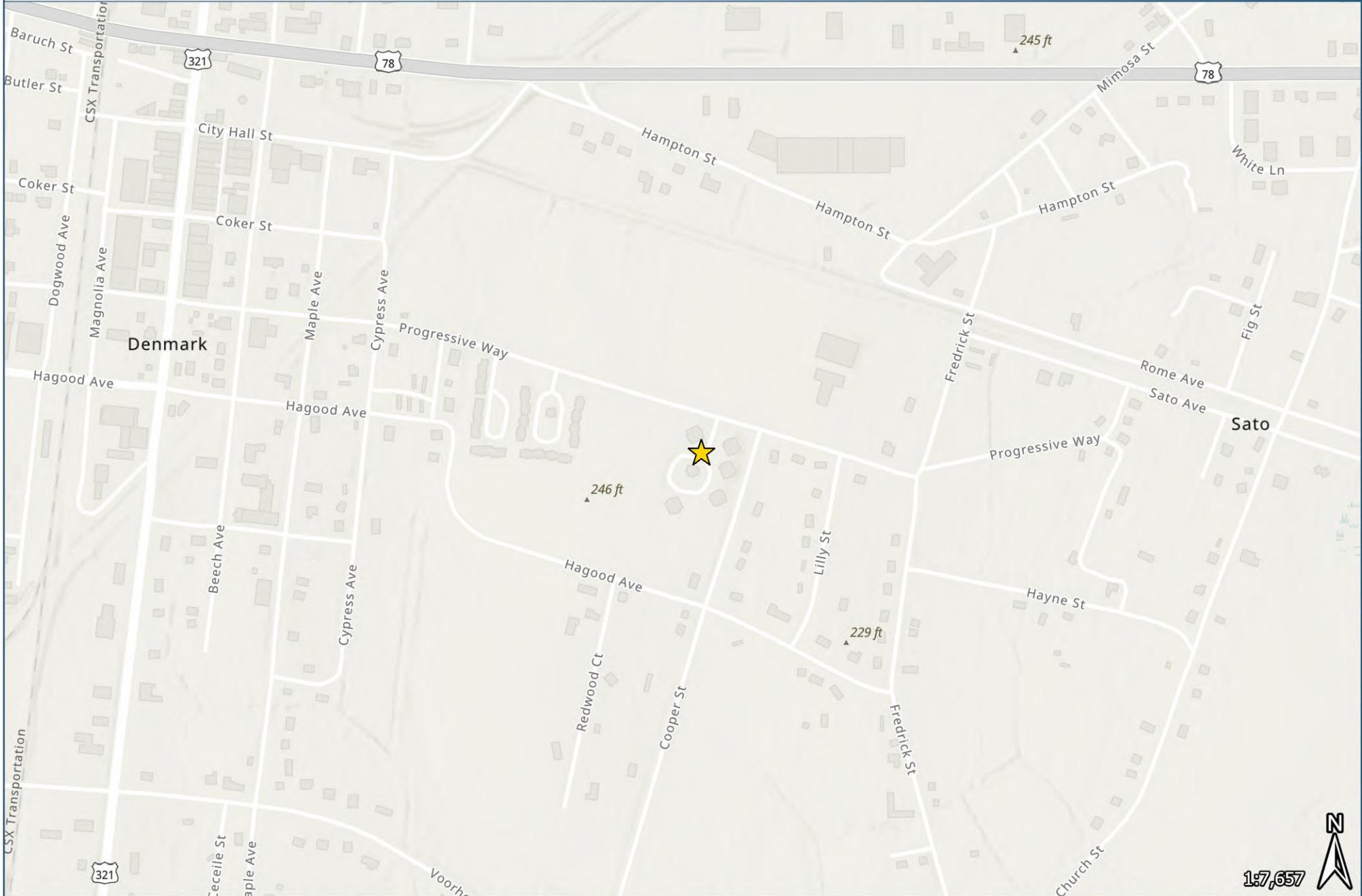
PLANNED RENOVATION & CURRENT OCCUPANCY:

A detailed scope of work provided by the developer at the time of this report is included in *Addendum C*.

The subject project consists of 20 one-bedroom units that are 100.0% occupied, with a one-household waiting list for the next available unit. The project currently charges \$643 (basic) and \$809 (note), with 19 units receiving RA from RD. Due to the subsidy that is available on nearly all of the subject units, the average tenant-paid rent is \$202, based on the subject project's current rent roll as illustrated in *Addendum D*. Following Tax Credit renovations, the subsidy will be retained on 19 units. It is anticipated that most, if not all, current tenants are expected to continue to income-qualify to reside at the subject project.

A state map and an area map are on the following pages.





C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of March 21, 2022. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site, Canterfield Manor, is located at 89 Canterfield Court in Denmark, South Carolina. Located within Bamberg County, Denmark is approximately 21.0 miles southwest of Orangeburg, South Carolina and approximately 50.0 miles south of Columbia, South Carolina. Following is a description of surrounding land uses:

North -	The northern boundary is defined by East Pinckney Street, a two-lane residential roadway with light traffic patterns, immediately followed by undeveloped land. Adjacent northeast is the Progressive Church in good condition. Continuing north are a Hardees, Subway and the Denmark Shopping Center, which houses Piggly Wiggly, Roses Discount Store and Southern Beauty Supply Store. Farther north is U.S. Highway 78/Heritage Highway, a four- to five-lane arterial roadway with moderate traffic patterns, which contains CVS, Advanced Auto, McDonalds, BP Fuel and Dollar General.
East -	The eastern boundary is defined by Cooper Street, a two-lane residential roadway with light traffic patterns. Continuing east are single-family homes in good condition. Single-family homes extend farther east, along with undeveloped land.
South -	The southern boundary is defined by wooded land. Continuing south are single-family homes in fair to good condition and wooded land, which extend farther south for a considerable distance.
West -	The western boundary is defined by wooded land. Continuing west are apartment communities in good condition. Farther east are single-family homes, various businesses, dining options, a church, and gas stations along U.S. Highway 321, a two-lane arterial roadway with light to moderate traffic patterns.

The existing property is within a residential neighborhood of Denmark, surrounded primarily by apartment communities, a church, single-family homes and undeveloped land. Most of the surrounding structures are in fair to good condition. Overall, the subject property fits well with the surrounding land uses, which should continue to contribute to its marketability.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 321	0.5 West
	U.S. Highway 78	0.7 Northwest
Public Bus Stop	Denver Amtrak Bamberg County Office on Aging	0.8 Northwest On-Call
Major Employers/Employment Centers	Advanced Auto Parts	0.7 North
	Voorhees College	1.4 Southeast
Convenience Store	EnMarket	0.4 West
	BP Shop	0.7 Northeast
Grocery	Piggly Wiggly	0.7 Northeast
Discount Department Store	Family Dollar	0.5 West
	Roses Discount Store	0.5 North
	Dollar General	0.6 Northeast
Shopping Center/Mall	Denmark Shopping Center	0.5 North
Hospital	Bamberg-Barnwell Medical Center	2.6 West
Police	Denmark Police Department	0.5 Northwest
Fire	Denmark Fire Department	0.6 West
Post Office	U.S. Post Office	0.5 West
Bank	South State Bank	0.5 Northwest
	Enterprise Bank of S.C.	0.6 Northwest
Recreational Facilities	Walter E. Booker Center	0.5 Northwest
Senior Center	Bamberg County Office on Aging	7.4 Southeast
Gas Station	Horizon Gas Station	0.4 West
	BP Gas	0.7 Northeast
Pharmacy	Daniel's Pharmacy	0.5 West
	CVS Pharmacy	0.7 Northeast
Restaurant	Hong Kong Denmark	0.4 West
	Hardees	0.5 North
	Subway	0.5 North
	McDonalds	0.7 Northeast
Church	Progressive Church	Adjacent Northeast
	First Baptist Church	0.4 West
Community Center	Walter E Booker Center	0.5 Northwest
Library	Denmark Public Library	0.6 West

Most essential community services, including shopping, employment and recreation can be accessed within 1.0 mile of the site. Notable services within proximity of the site include Piggly Wiggly, Roses Discount Store and Dollar General. Dining options and pharmacies can also be accessed within 1.0 mile of the site. Many of these services are northeast and northwest of the site along the U.S. Highway 78 and 321 commercial corridors.

Public safety services are provided by the Denmark Police and Fire departments, both of which are located within 0.6 miles. There are no public bus stops in Denmark; however, the Denmark Amtrak station is located 0.8 miles northwest of the site. The nearest full-service hospital with an emergency department is the Bamberg-Barnwell Medical Center, located approximately 2.6 miles west from the site. The Bamberg County Office on Aging (Rhoads Senior Center) is the nearest senior services center located 7.4 miles southeast of the site. The Rhoads Center provides home delivered meals, physical fitness programs, home care and transportation to work or medical appointments, which is considered beneficial to the targeted senior population.

Overall, the site's proximity to community services should positively contribute to its continued marketability.

4. SITE PHOTOGRAPHS

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

Canterfield Manor



Typical exterior of building



Entryway Signage



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast

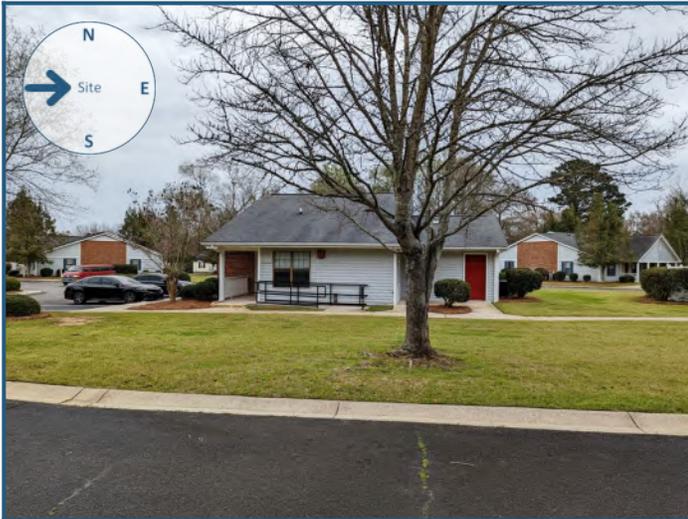
Canterfield Manor



View of site from the south



View of site from the southwest



View of site from the west



View of site from the northwest



North view from site



Northeast view from site

Canterfield Manor



East view from site



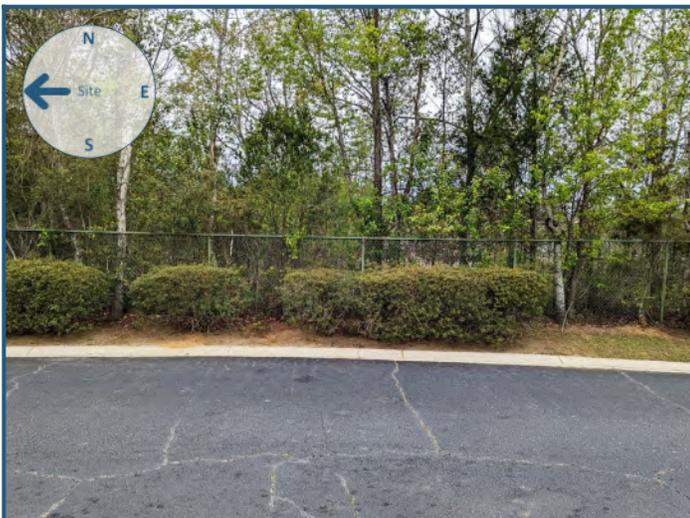
Southeast view from site



South view from site



Southwest view from site

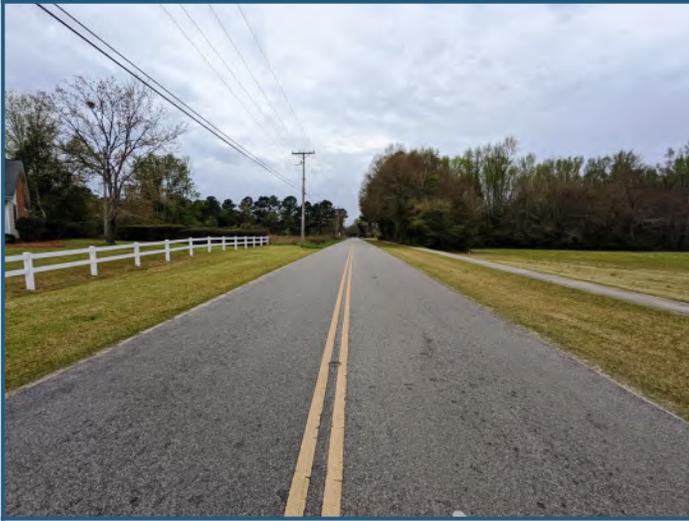


West view from site



Northwest view from site

Canterfield Manor



Streetscape: Northwest view of Pinckney Street



Streetscape: Southeast view of Pinckney Street



Community Room



Community Room: Kitchen



Laundry Facility



One-Bedroom (Living Room)

Canterfield Manor



One-Bedroom (Dining Room)



One-Bedroom (Kitchen)



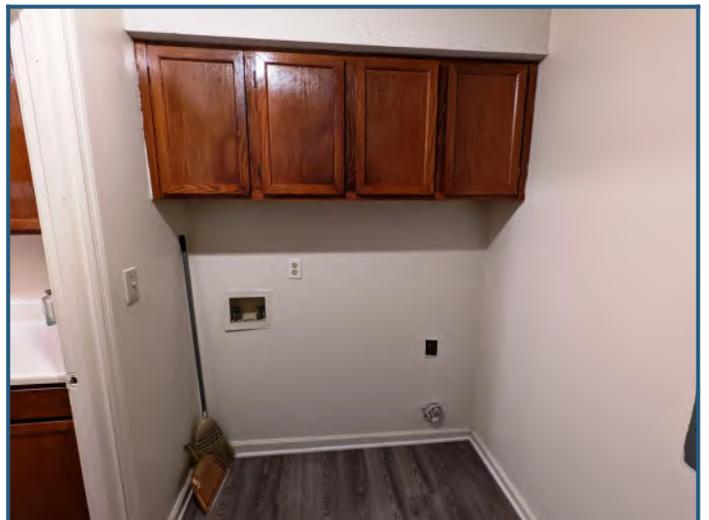
One-Bedroom (Bedroom - View A)



One-Bedroom (Bedroom - View B)



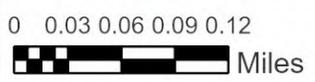
One-Bedroom (Bathroom)

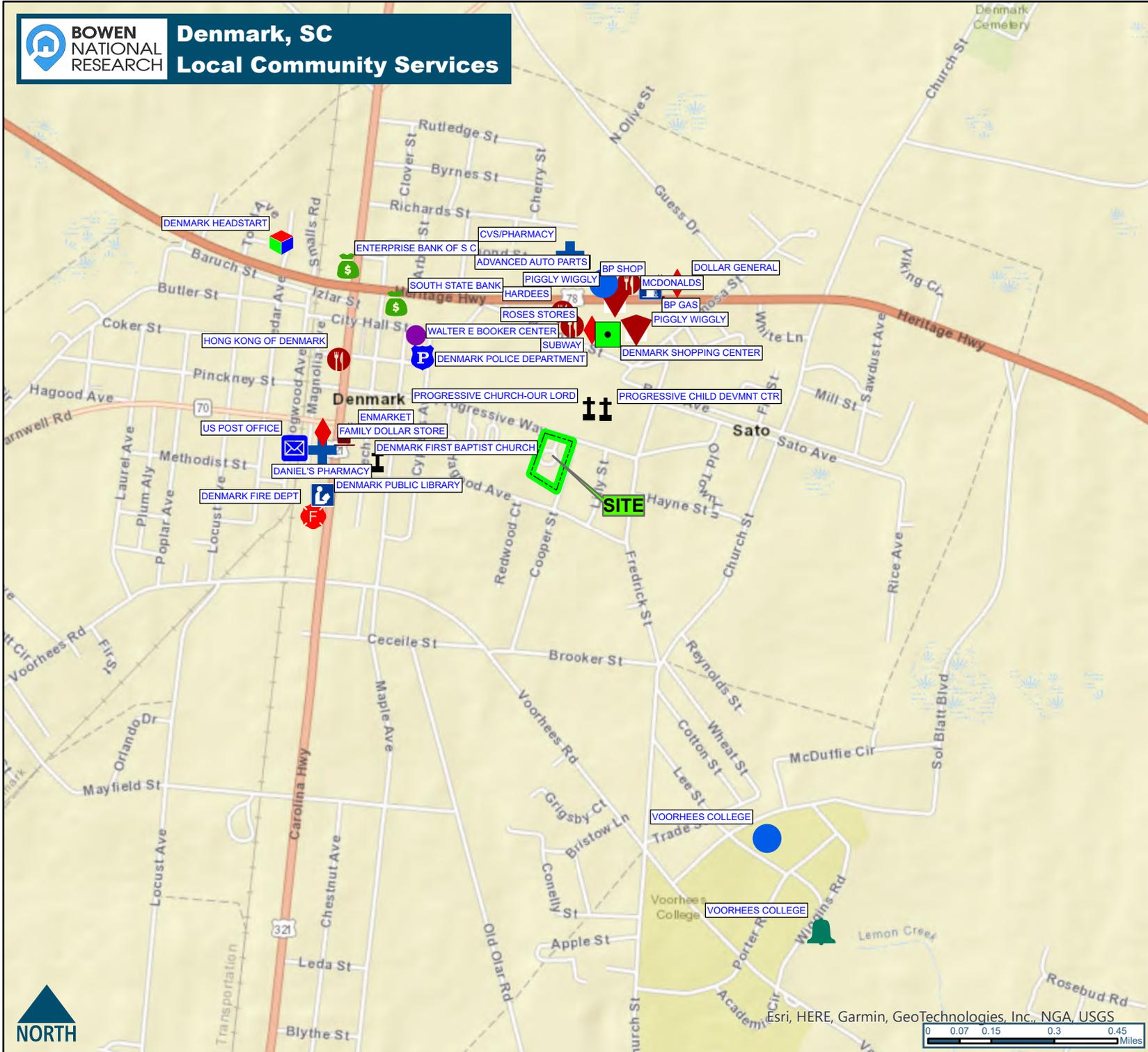


One-Bedroom (Attached Storage Unit)

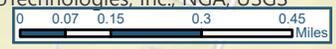
5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.



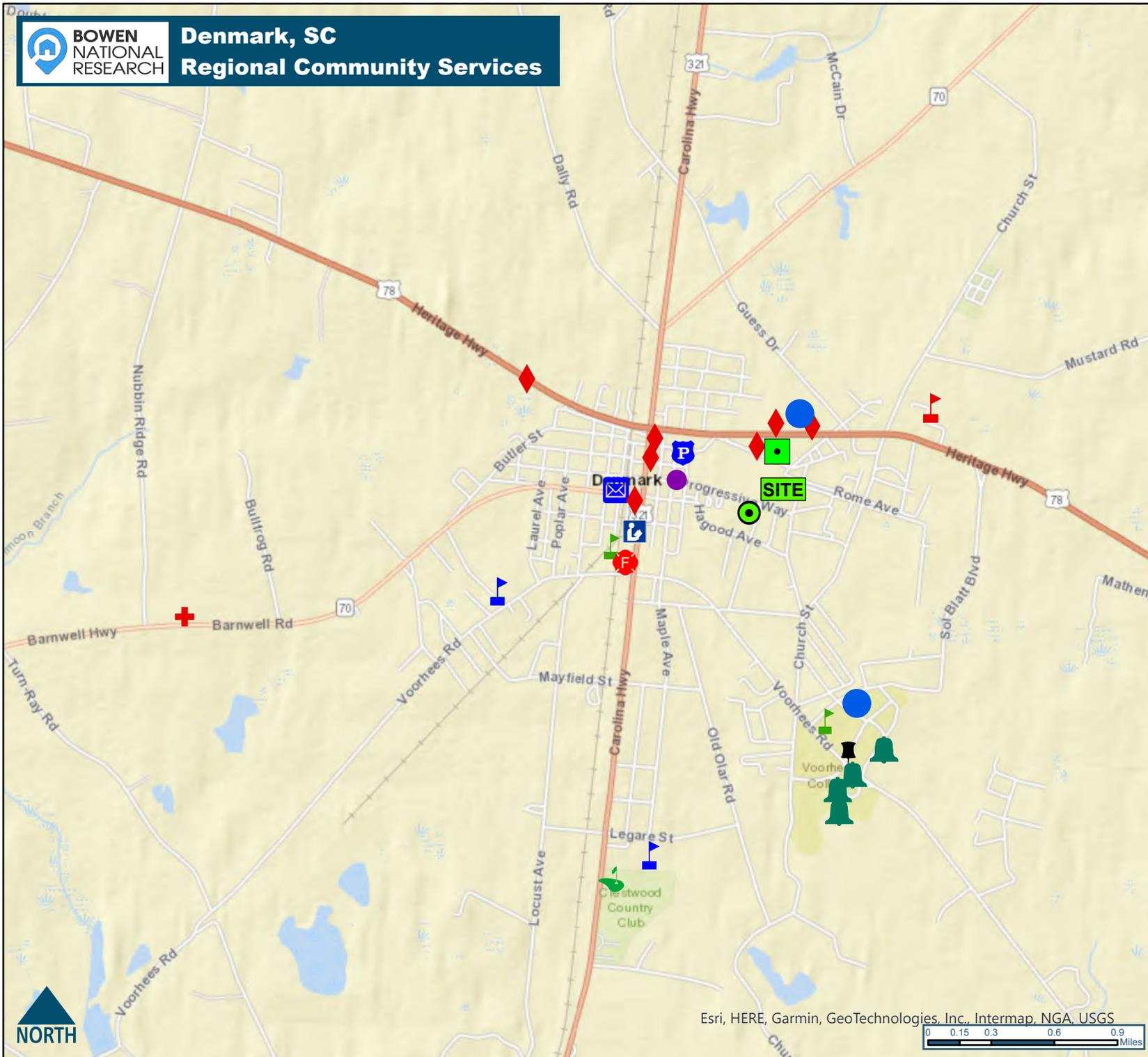


- Legend**
- Site Area
 - Bank
 - Child Care
 - Church
 - Convenience Store
 - Fire
 - Gas
 - Grocery
 - Library
 - Pharmacy
 - Police
 - Post Office
 - Recreation Center
 - Restaurant
 - Shopping
 - University
 - Employer 1000-5000
 - Shopping Center





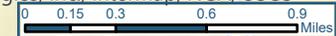
Denmark, SC
Regional Community Services



- Legend**
- Site
 - Elementary School
 - Fire
 - Golf
 - High School
 - Library
 - Medical Center
 - Middle School
 - Police
 - Post Office
 - Recreation Center
 - Shopping
 - Stadium
 - University
 - Employer 1000-5000
 - Shopping Center



Esri, HERE, Garmin, GeoTechnologies, Inc., Intermap, NGA, USGS



1:40,000

6. CRIME ISSUES

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

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

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

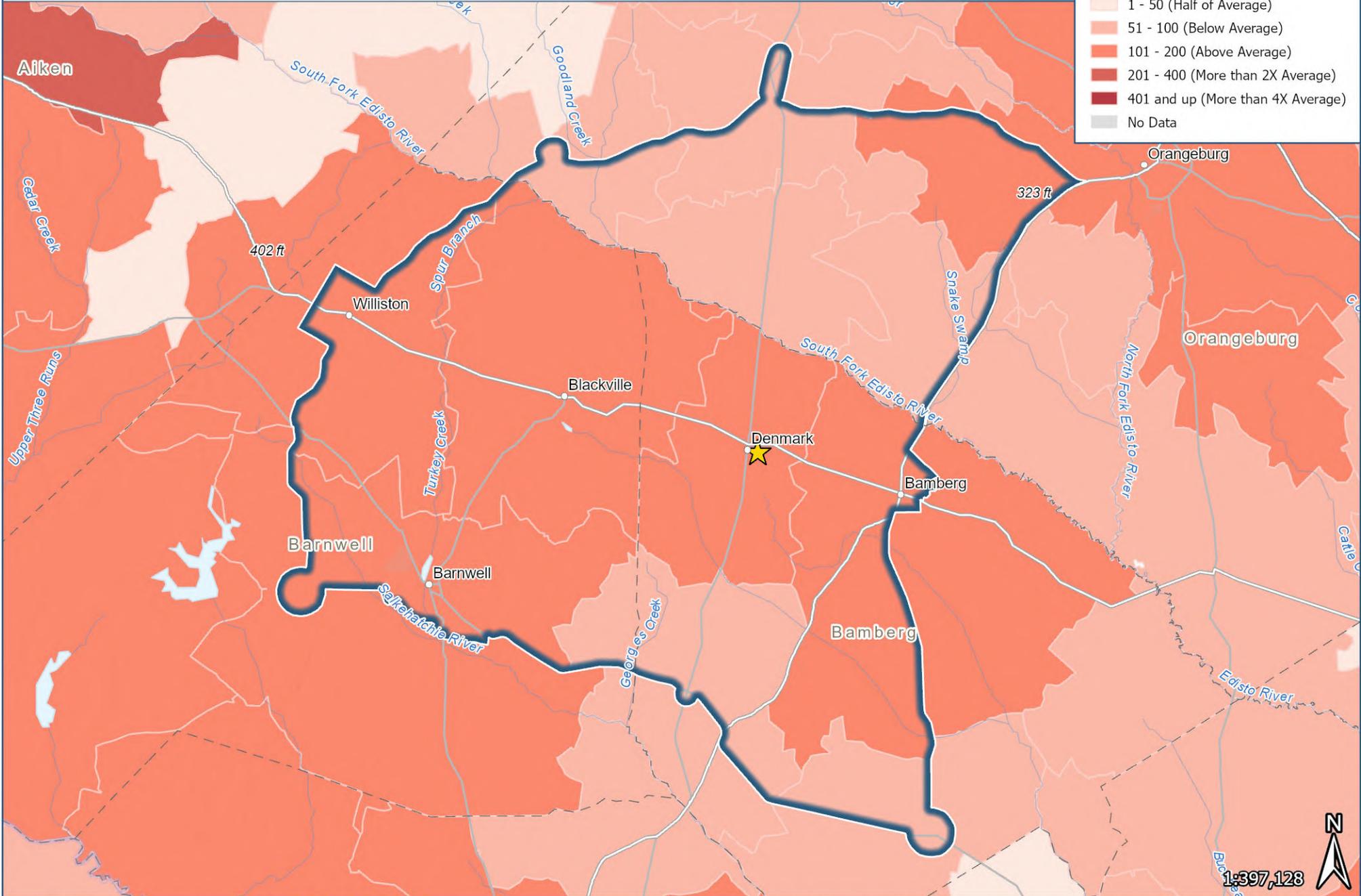
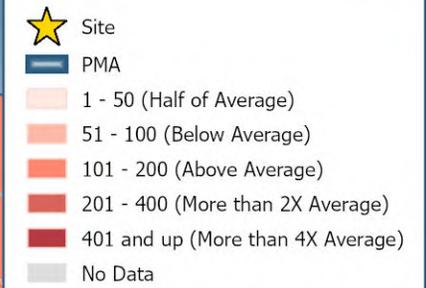
Total crime risk for the site's ZIP Code is 155, with an overall personal crime index of 186 and a property crime index of 150. Total crime risk for Bamberg County is 131, with indexes for personal and property crime of 175 and 124, respectively.

	Crime Risk Index	
	Site ZIP Code	Bamberg County
Total Crime	155	131
Personal Crime	186	175
Murder	775	472
Rape	70	93
Robbery	129	110
Assault	216	209
Property Crime	150	124
Burglary	299	219
Larceny	114	100
Motor Vehicle Theft	141	124

Source: Applied Geographic Solutions

The crime risk index within the site's ZIP Code (155) is above that of Bamberg County (131), both of which are above the national average (100). However, despite the elevated crime risk index within the site area, this has not had an adverse impact on the subject's marketability, as evidenced by its 100.0% occupancy rate and waiting list.

A map illustrating crime risk is on the following page.



7. ACCESS AND VISIBILITY

There is one point of entry to the site along Canterfield Road, which provides convenient ingress and egress to and from East Pinckney Street, a two-lane residential roadway with light traffic patterns. The proximity of arterial roadways such as, U.S. Highways 78 and 321, allows for convenient access to and from the subject site and the light traffic patterns of adjacent roadways will continue to positively contribute to site access. There are no public bus stops in Denmark. However, the Denmark Amtrak station is located 0.8 miles northwest of the site. Additionally, the Bamberg County Office on Aging provides on-call transportation service to seniors for work and medical appointments. Overall, access to and from the subject site is considered good.

The site is clearly visible from East Pinckney Street. As noted, East Pinckney Street contains light traffic patterns, which is primarily limited to area residents and their guests. While the subject project is not visible from arterial roadways, this has not had an adverse impact on its marketability, as evidenced by its full occupancy and waiting list. Therefore, visibility of the site is considered adequate.

8. VISIBLE OR ENVIRONMENTAL ISSUES

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

9. OVERALL SITE CONCLUSIONS

The site is the existing Canterfield Manor rental community located at 89 Canterfield Court in Denmark. Surrounding land uses include residential dwellings in good condition, a church and undeveloped land. As such, the subject site will continue to fit in well within the immediate neighborhood. The site is within 1.0 mile of most shopping, employment, recreation, entertainment and dining options. Social services, public transportation and public safety services are also within 1.0 mile. Access to and from the site is considered good, as it is within 0.7 miles of U.S. Highways 78 and 321. While visibility of the site is limited, this has not had an adverse impact on its marketability, as evidenced by its 100.0% occupancy rate and waiting list. Overall, we consider the site's location and proximity to community services to have a positive impact on its continued marketability.

D. Primary Market Area Delineation

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

The Denmark Site PMA includes all of Denmark, Blackville, Bamberg, Ehrhardt, Olar, Govan, Hilda, Barnwell, Snelling, Elko, Williston, Springfield, Neeses, Livingston, Norway and Cope, as well as the surrounding unincorporated areas of Bamberg, Barnwell and Orangeburg counties. Specifically, the boundaries of the Site PMA generally include State Route 39, the Springfield town limits, State Route 4, the Neeses and Livingston town limits to the north; U.S. Highway 301, the Bamberg town limits and U.S. Highway 601 to the east; the Ehrhardt town limits, State Route 64, the Olar town limits and the Barnwell city limits to the south; and the Snelling town limits, Seven Pines Road, Moonlight Road and the Williston town limits to the west. All areas of the Site PMA are generally within 16.0 miles from the site. The Site PMA includes all or portions of the following Census Tracts:

115.00	116.00	117.04	118.01	118.02
118.03	118.04	119.00	9601.01	9601.02*
9602.01	9602.02	9603.00	9604.00	9701.01
9701.02	9702.00	9703.00	9704.01	9704.02
9705.00	9801.00			

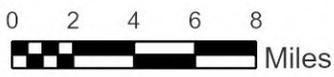
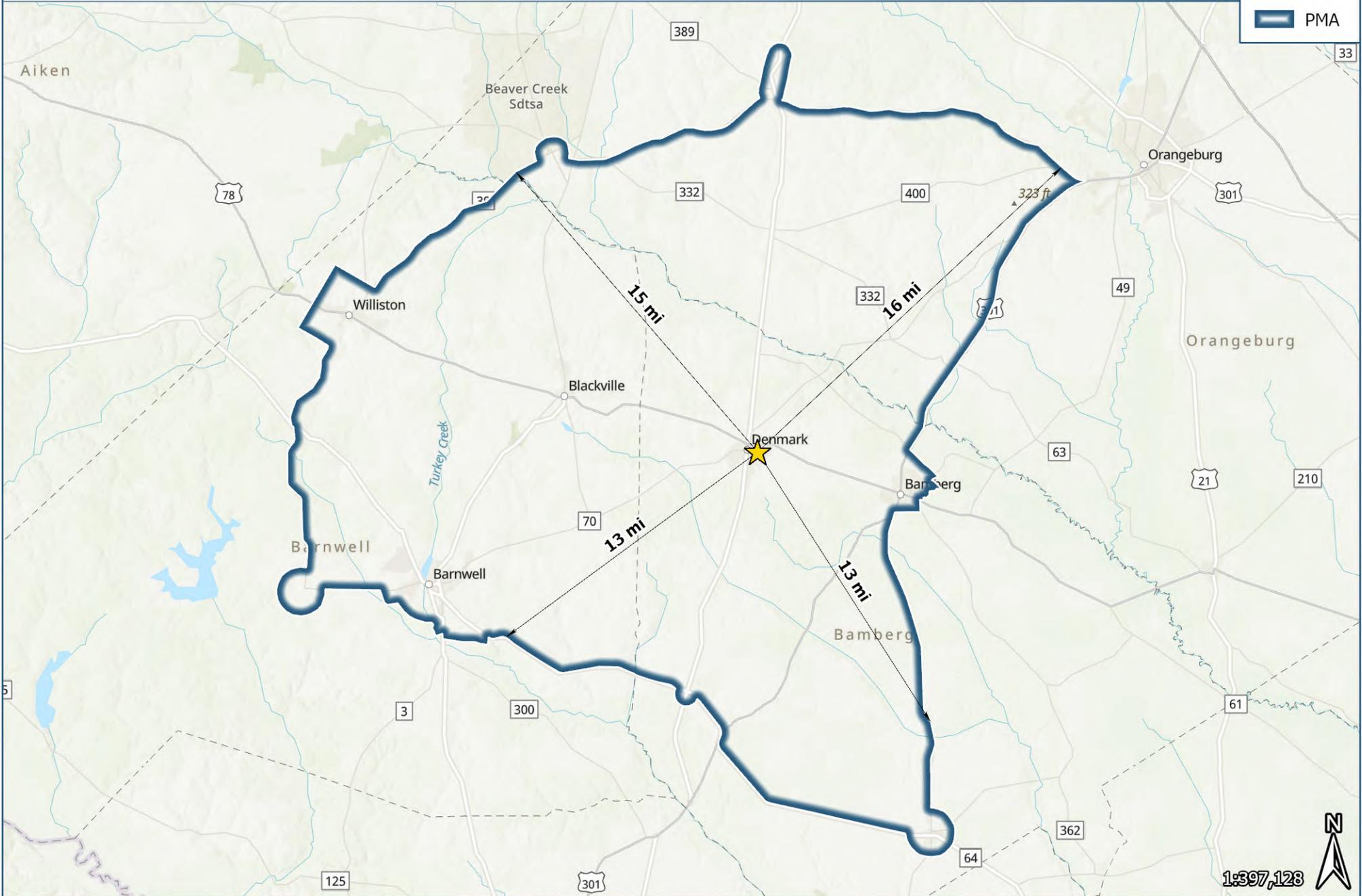
*Subject site location

Christina Loggia, Property Manager of Canterfield Manor (subject site), confirmed the boundaries of the Site PMA, stating that most support for the subject project derives from Denmark and the nearby smaller towns of Bamberg, Barnwell and Orangeburg counties.

Richard Croft, Property Manager at Ujima Village Apartments (Map ID 14), a government-subsidized age-restricted property located within the Site PMA in Bamberg, confirmed the boundaries of the Site PMA. Mr. Croft explained that his property attracts tenants from within the boundaries of the Site PMA, most of which are local to the immediate Bamberg area. Mr. Croft believes that the subject project likely generates support from similar areas, stating that residents who live within the smaller towns of Bamberg and nearby counties are willing to travel long distances for available affordable housing.

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

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



E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

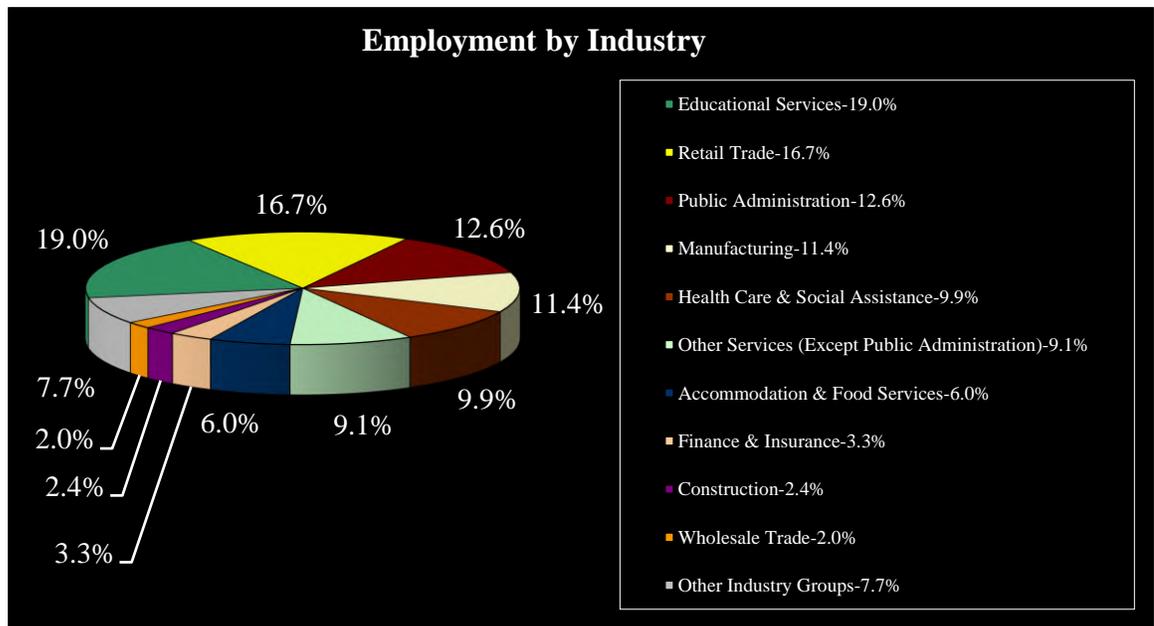
The labor force within the Denmark Site PMA is based primarily in four sectors. Educational Services (which comprises 19.0%), Retail Trade, Public Administration and Manufacturing comprise nearly 60% of the Site PMA labor force. Employment in the Denmark Site PMA, as of 2021, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	20	1.8%	65	0.6%	3.3
Mining	0	0.0%	0	0.0%	0.0
Utilities	5	0.4%	56	0.5%	11.2
Construction	39	3.4%	271	2.4%	6.9
Manufacturing	28	2.5%	1,298	11.4%	46.4
Wholesale Trade	32	2.8%	223	2.0%	7.0
Retail Trade	193	16.9%	1,909	16.7%	9.9
Transportation & Warehousing	32	2.8%	180	1.6%	5.6
Information	14	1.2%	74	0.6%	5.3
Finance & Insurance	64	5.6%	372	3.3%	5.8
Real Estate & Rental & Leasing	33	2.9%	73	0.6%	2.2
Professional, Scientific & Technical Services	51	4.5%	202	1.8%	4.0
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	25	2.2%	117	1.0%	4.7
Educational Services	52	4.6%	2,171	19.0%	41.8
Health Care & Social Assistance	87	7.6%	1,130	9.9%	13.0
Arts, Entertainment & Recreation	15	1.3%	88	0.8%	5.9
Accommodation & Food Services	65	5.7%	687	6.0%	10.6
Other Services (Except Public Administration)	233	20.4%	1,045	9.1%	4.5
Public Administration	121	10.6%	1,437	12.6%	11.9
Nonclassifiable	32	2.8%	23	0.2%	0.7
Total	1,141	100.0%	11,421	100.0%	10.0

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

E.P.E. - Average Employees Per Establishment

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



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

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

Typical Wage by Occupation Type		
Occupation Type	Lower Savannah South Carolina Nonmetropolitan Area	South Carolina
Management Occupations	\$91,540	\$103,360
Business and Financial Occupations	\$64,190	\$71,450
Computer and Mathematical Occupations	\$69,790	\$82,100
Architecture and Engineering Occupations	\$67,810	\$80,920
Community and Social Service Occupations	\$42,480	\$44,570
Art, Design, Entertainment and Sports Medicine Occupations	\$42,590	\$49,200
Healthcare Practitioners and Technical Occupations	\$71,480	\$80,470
Healthcare Support Occupations	\$27,960	\$30,030
Protective Service Occupations	\$41,020	\$41,270
Food Preparation and Serving Related Occupations	\$23,190	\$25,070
Building and Grounds Cleaning and Maintenance Occupations	\$25,850	\$28,120
Personal Care and Service Occupations	\$26,210	\$28,680
Sales and Related Occupations	\$31,580	\$37,650
Office and Administrative Support Occupations	\$36,200	\$38,340
Construction and Extraction Occupations	\$42,340	\$44,460
Installation, Maintenance and Repair Occupations	\$45,390	\$47,180
Production Occupations	\$37,530	\$41,540
Transportation and Moving Occupations	\$33,450	\$35,940

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

Most annual blue-collar salaries range from \$23,190 to \$45,390 within the Lower Savannah South Carolina Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$72,962. It is important to note that most occupational types within the Lower Savannah South Carolina Nonmetropolitan Area have lower typical wages than the State of South Carolina's typical wages.

3. AREA'S LARGEST EMPLOYERS

The ten largest employers within Bamberg County are summarized as follows. Note that specific employment numbers were not available at the time this report was issued.

Employer Name	Business Type
Bamberg County	Local Government
Bamberg School District 1	Education
Boddie Noell Enterprises Inc.	Corporate Restaurant Ownership
Delavan Spray LLC	Heating Equipment Supplier
Denmark Technical College	Higher Education
Earl B Hartzog DMD PA	Dentistry
Edisto Electric Cooperative Inc	Electric Utility Company
Fogle's , Inc.	Supermarkets
Heritage Services Corporation	Logistics
Kinard Wood Preserving Inc.	Manufacturing

Source: S.C. Department of Employment & Workforce (March 2022)

According to a representative with the Southern Carolina Regional Development Alliance, the Bamberg County economy is improving from the COVID-19 pandemic's effects. The following summarizes recent and notable economic development activity within the area:

- South Carolina Oak to Barrel, a barrel manufacturer, announced in September 2021 that it is developing a manufacturing plant in Bamberg, to be located at 3914 Main Highway. The \$6.8 million investment is to add 122 new jobs.
- Arnett Engineered Solutions LLC, a valve and pump manufacturer, plans to establish operations in Bamberg County at 61 Innovation Drive. A \$2.5 million investment, the company will purchase a building at CrossRhodes Industrial Park and will create 19 jobs.

Infrastructure

Infrastructure Projects			
Project Name	Scope of Work	Status	Investment
Little Swamp Road over Smith Branch Bridge Replacement	Bridge on S-385/S-133 (Little Swamp Road) over Smith Branch to be replaced. Current bridge not safe.	Pending approval	N/A

N/A – Not available

WARN Notices

WARN Notices were reviewed in March 2022 and according to the South Carolina Department of Employment and Workforce, there have been no WARN notices reported for Bamberg County over the past 12 months.

4. EMPLOYMENT TRENDS

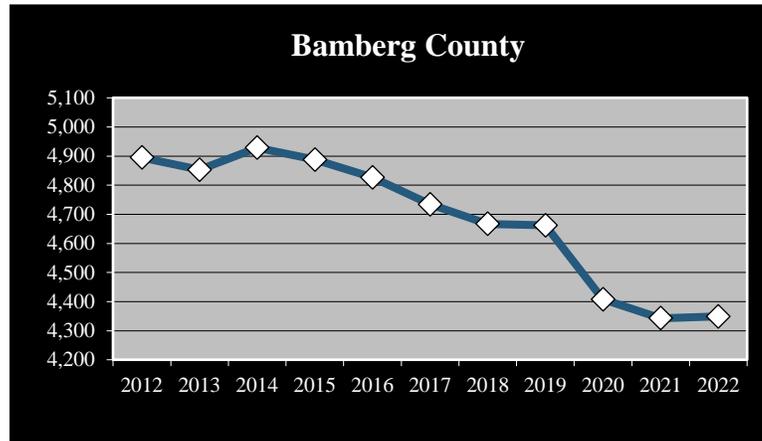
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2022, the employment base has declined by 8.3% over the past five years in Bamberg County, while the state of South Carolina increased by 4.8%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Bamberg County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2012	4,895	-	1,992,957	-	143,548,588	-
2013	4,853	-0.9%	2,034,404	2.1%	144,904,568	0.9%
2014	4,929	1.6%	2,082,941	2.4%	147,293,817	1.6%
2015	4,888	-0.8%	2,134,087	2.5%	149,540,791	1.5%
2016	4,827	-1.3%	2,174,301	1.9%	151,934,228	1.6%
2017	4,734	-1.9%	2,166,708	-0.3%	154,721,780	1.8%
2018	4,667	-1.4%	2,202,377	1.6%	156,709,685	1.3%
2019	4,662	-0.1%	2,256,313	2.4%	158,806,263	1.3%
2020	4,408	-5.5%	2,191,331	-2.9%	149,192,714	-6.1%
2021	4,343	-1.5%	2,269,813	3.6%	154,178,982	3.3%
2022*	4,349	0.1%	2,287,914	0.8%	157,420,669	2.1%

Source: Department of Labor; Bureau of Labor Statistics
*Through January

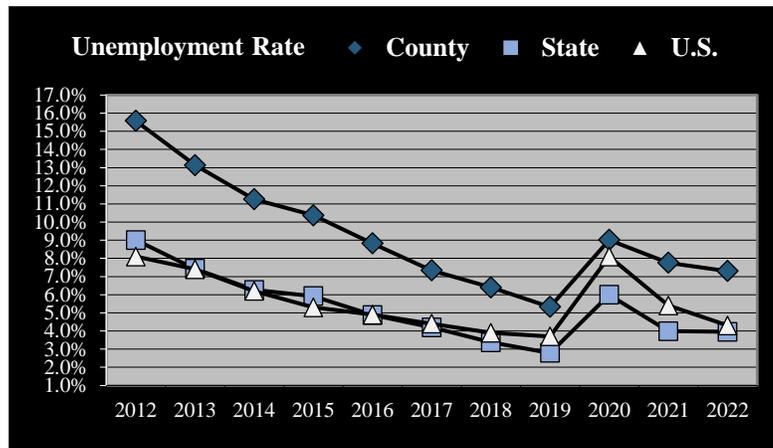


As the preceding illustrates, the employment base within Bamberg County generally declined between 1.0% and 2.0% annually between 2012 and 2019, then declined significantly by 5.5% in 2020 as the result of the COVID-19 pandemic. While the county's employment base continued to decline through 2021, it reported job growth thus far in 2022 for the first time since 2014, indicating that the local economy is beginning to improve.

Unemployment rates for Bamberg County, the state of South Carolina and the United States are illustrated as follows:

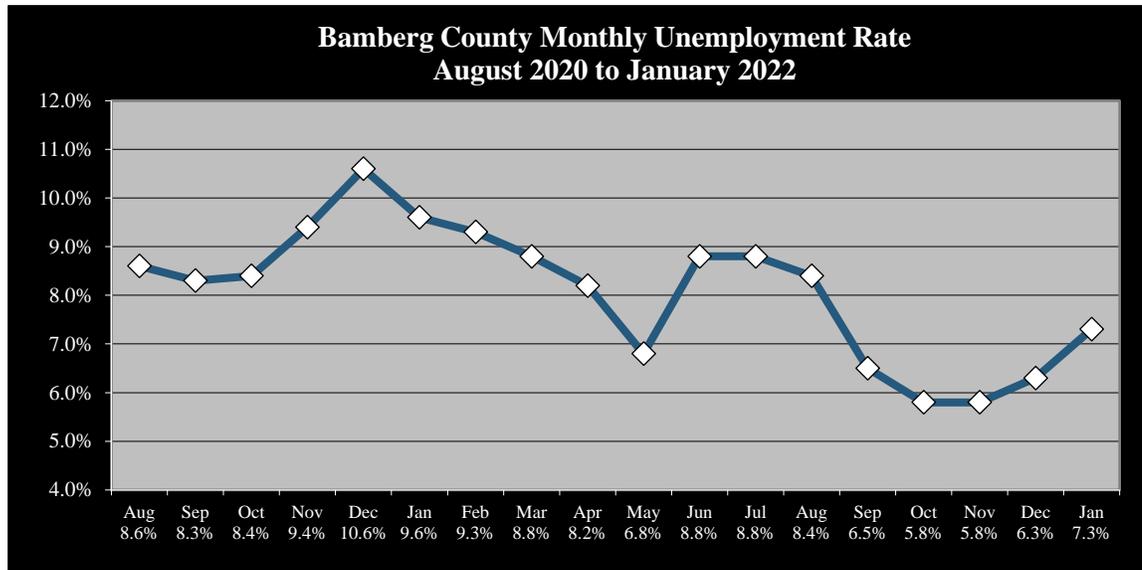
Year	Unemployment					
	Bamberg County		South Carolina		United States	
	Total Number	Percent	Total Number	Percent	Total Number	Percent
2012	904	15.6%	197,246	9.0%	12,683,816	8.1%
2013	736	13.1%	163,472	7.4%	11,624,030	7.4%
2014	626	11.3%	139,485	6.3%	9,774,435	6.2%
2015	567	10.4%	133,750	5.9%	8,419,872	5.3%
2016	468	8.8%	111,753	4.9%	7,857,015	4.9%
2017	375	7.3%	95,058	4.2%	7,119,353	4.4%
2018	319	6.4%	77,054	3.4%	6,411,465	3.9%
2019	262	5.3%	64,876	2.8%	6,100,479	3.7%
2020	438	9.0%	139,532	6.0%	13,122,634	8.1%
2021	366	7.8%	94,553	4.0%	8,751,466	5.4%
2022*	344	7.3%	94,178	4.0%	7,069,933	4.3%

Source: Department of Labor; Bureau of Labor Statistics
 *Through January



The unemployment rate in Bamberg County consistently declined between 2012 and 2019, then increased by nearly four percentage points between 2019 and 2020 as the result of the COVID-19 pandemic. On a positive note, the unemployment rate within the county has improved thus far through January 2022, which has declined by nearly two percentage points.

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



As the preceding table illustrates, the *monthly* unemployment rate within Bamberg County has generally trended downward within the preceding 18-month period.

The following table illustrates the monthly unemployment rate since January 2020:

Monthly Unemployment Rate – Bamberg County					
Month	Rate	Month	Rate	Month	Rate
2020		2021		2022	
January	5.8%	January	9.6%	January	7.3%
February	5.5%	February	9.3%		
March	6.6%	March	8.8%		
April	10.3%	April	8.2%		
May	12.2%	May	6.8%		
June	10.8%	June	8.8%		
July	11.7%	July	8.8%		
August	8.6%	August	8.4%		
September	8.3%	September	6.5%		
October	8.4%	October	5.8%		
November	9.4%	November	5.8%		
December	10.6%	December	6.3%		

Source: Department of Labor, Bureau of Labor Statistics

The *monthly* unemployment rate in the county increased by nearly seven full percentage points between February and May 2020 due to the COVID-19 pandemic. However, monthly unemployment has since declined to a rate of 7.3% through 2022.

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

In-Place Employment Bamberg County			
Year	Employment	Change	Percent Change
2011	4,301	-	-
2012	3,872	-429	-10.0%
2013	3,853	-19	-0.5%
2014	3,938	85	2.2%
2015	3,949	11	0.3%
2016	3,952	3	0.1%
2017	3,887	-65	-1.6%
2018	3,749	-138	-3.6%
2019	3,668	-81	-2.2%
2020	3,424	-244	-6.7%
2021*	3,384	-40	-1.2%

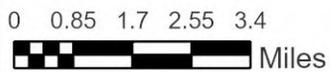
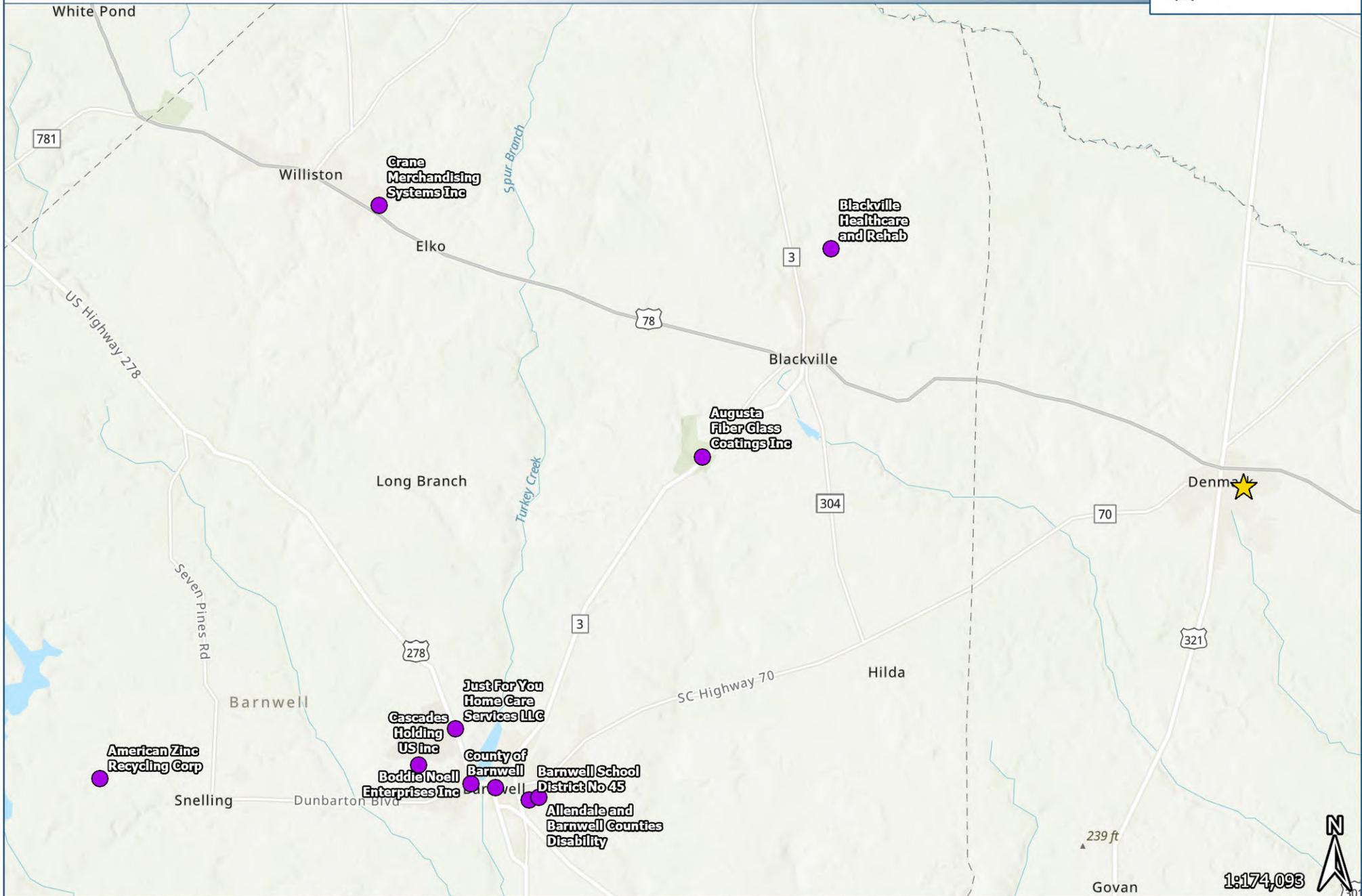
Source: Department of Labor, Bureau of Labor Statistics

*Through September

Data for 2020, the most recent year that year-end figures are available, indicates in-place employment in Bamberg County to be 77.7% of the total Bamberg County employment. This means that Bamberg County has more employed persons staying in the county for daytime employment. This will continue to have a positive impact on the subject's marketability, as it is likely that residents still within the workforce have minimal commute times to their place of employment.

5. **EMPLOYMENT CENTERS MAP**

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



6. COMMUTING PATTERNS

Based on the American Community Survey (2015-2019), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	11,823	84.9%
Carpooled	1,228	8.8%
Public Transit	156	1.1%
Walked	256	1.8%
Other Means	66	0.5%
Worked at Home	396	2.8%
Total	13,925	100.0%

Source: American Community Survey (2015-2019); ESRI; Urban Decision Group; Bowen National Research

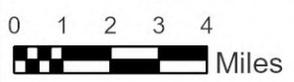
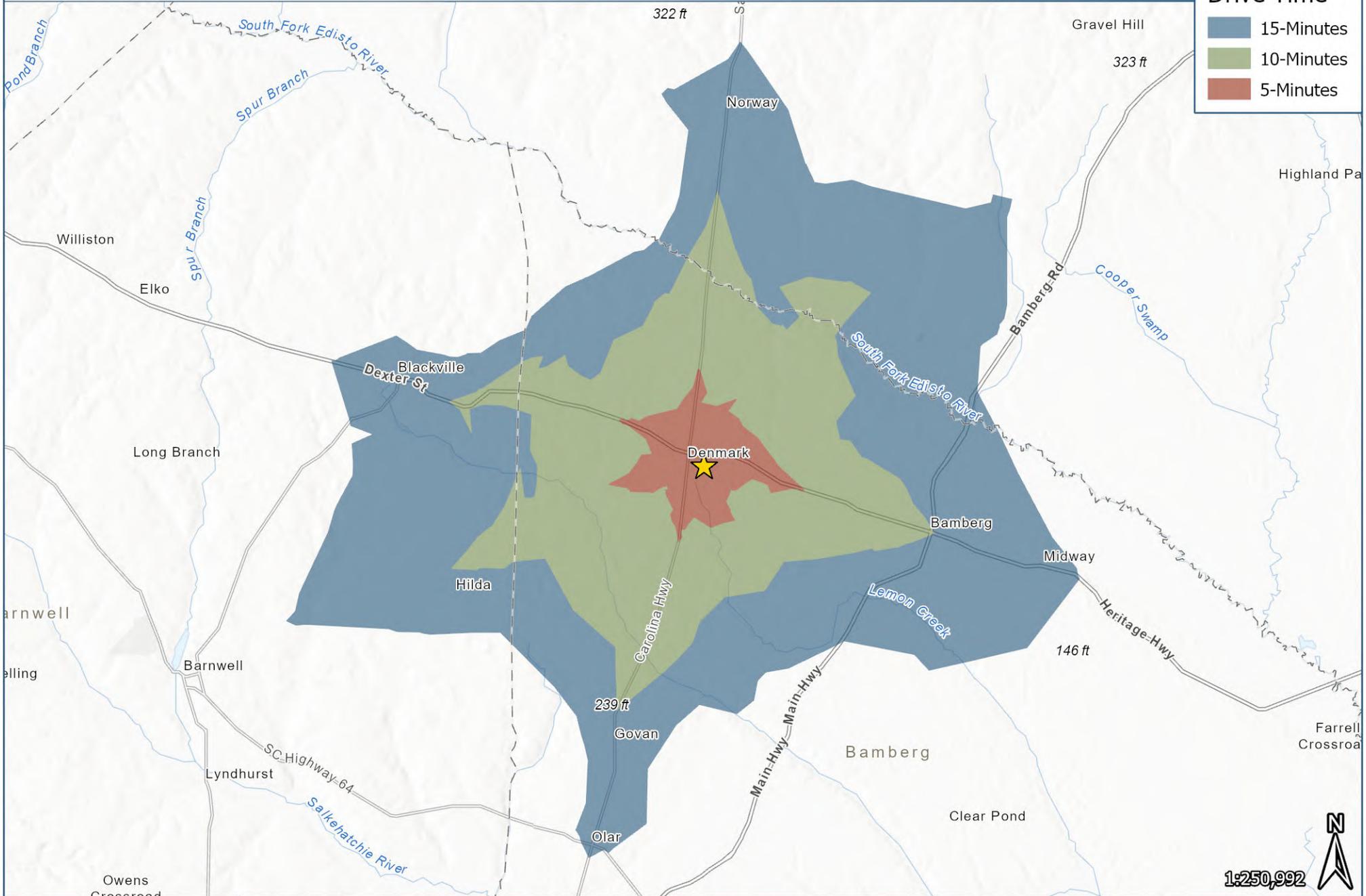
Nearly 85% of all workers drove alone, 8.8% carpoled and only 1.1% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	4,036	29.0%
15 to 29 Minutes	3,405	24.5%
30 to 44 Minutes	2,544	18.3%
45 to 59 Minutes	1,808	13.0%
60 or More Minutes	1,735	12.5%
Worked at Home	396	2.8%
Total	13,924	100.0%

Source: American Community Survey (2015-2019); ESRI; Urban Decision Group; Bowen National Research

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



Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA, Esri, NASA, NGA, USGS
Additional Source(s): Bowen National Research



7. ECONOMIC FORECAST AND HOUSING IMPACT

Based on data provided by the State of South Carolina Department of Labor, between 2012 and 2019, the employment base within Bamberg County generally declined at an annual rate between 1.0% and 2.0%. Notably, beginning in 2020, the area was further negatively impacted by the COVID-19 pandemic, which caused many area businesses to shut down in an attempt to mitigate the spread of the coronavirus. During this time, the Bamberg County employment base declined by over 250 jobs, or 5.5%, and its *annual* unemployment rate increased by nearly four percentage points. Specifically, between February and May 2020, the unemployment rate within the county spiked by nearly seven percentage points. On a positive note, the local economy appears to be improving thus far in 2022. Nonetheless, several of the businesses impacted include those within the Retail Trade and Accommodation & Food Services sectors, which account for nearly 23.0% of the market's labor force and provide lower wage paying positions. The subject site will continue to provide a good quality affordable housing option in an economy where lower-wage employees are most vulnerable.

F. Community Demographic Data

The following demographic data relates to the Site PMA. It is important to note that not all 2024 projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the 2024 projections do not vary more than 1.0%.

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2000, 2010, 2021 (estimated) and 2024 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2021 (Estimated)	2024 (Projected)
Population	41,965	40,556	39,631	39,229
Population Change	-	-1,409	-925	-402
Percent Change	-	-3.4%	-2.3%	-1.0%

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

As the preceding table illustrates, since 2000, the population base within the Denmark Site PMA has been generally stable. The population base within the market is projected to remain relatively stable through 2024.

Based on the 2010 Census, the population residing in group-quarters is represented by 2.9% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	1,168	2.9%
Population not in Group Quarters	39,388	97.1%
Total Population	40,556	100.0%

Source: 2010 Census

b. Population by Age Group

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

Population by Age	2010 (Census)		2021 (Estimated)		2024 (Projected)		Change 2021-2024	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	11,555	28.5%	9,753	24.6%	9,665	24.6%	-88	-0.9%
20 to 24	2,782	6.9%	2,357	5.9%	2,272	5.8%	-85	-3.6%
25 to 34	4,348	10.7%	5,111	12.9%	4,531	11.6%	-580	-11.3%
35 to 44	4,752	11.7%	4,527	11.4%	4,655	11.9%	128	2.8%
45 to 54	5,872	14.5%	4,594	11.6%	4,545	11.6%	-49	-1.1%
55 to 64	5,378	13.3%	5,471	13.8%	5,227	13.3%	-244	-4.5%
65 to 74	3,348	8.3%	4,908	12.4%	4,981	12.7%	73	1.5%
75 & Over	2,521	6.2%	2,910	7.3%	3,352	8.5%	442	15.2%
Total	40,556	100.0%	39,631	100.0%	39,229	100.0%	-402	-1.0%

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

As the preceding table illustrates, nearly 34% of the population is expected to be age 55 and older in 2021. This age group is the primary group of current support for the subject site and likely represents a significant number of the tenants.

c. Elderly and Non-Elderly Population

The following compares the PMA's elderly (age 62+) and non-elderly population.

Population Type	Year		
	2010 (Census)	2021 (Estimated)	2024 (Projected)
Elderly (Age 62+)	7,391	9,461	9,949
Non-Elderly	33,165	30,170	29,280
Total	40,556	39,631	39,229

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

The elderly population is projected to increase by 488, or 5.2%, between 2021 and 2024. This increase among the targeted age cohort will likely increase the demand of senior-oriented housing.

d. Special Needs Population

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

2. HOUSEHOLD TRENDS

a. Total Households

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

	Year			
	2000 (Census)	2010 (Census)	2021 (Estimated)	2024 (Projected)
Households	15,726	15,696	15,541	15,398
Household Change	-	-30	-155	-143
Percent Change	-	-0.2%	-1.0%	-0.9%
Household Size	2.67	2.58	2.47	2.47

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

Similar to the market's population base, households within the Site PMA have been generally stable since 2000. This trend is projected to remain relatively stable through 2024.

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

Households by Age	2010 (Census)		2021 (Estimated)		2024 (Projected)		Change 2021-2024	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	560	3.6%	418	2.7%	411	2.7%	-7	-1.7%
25 to 34	1,905	12.1%	2,131	13.7%	1,880	12.2%	-251	-11.8%
35 to 44	2,474	15.8%	2,272	14.6%	2,313	15.0%	41	1.8%
45 to 54	3,356	21.4%	2,504	16.1%	2,460	16.0%	-44	-1.8%
55 to 64	3,347	21.3%	3,177	20.4%	3,003	19.5%	-174	-5.5%
65 to 74	2,251	14.3%	3,089	19.9%	3,107	20.2%	18	0.6%
75 to 84	1,354	8.6%	1,289	8.3%	1,470	9.5%	181	14.1%
85 & Over	449	2.9%	661	4.3%	754	4.9%	93	14.1%
Total	15,696	100.0%	15,541	100.0%	15,398	100.0%	-143	-0.9%

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

Between 2021 and 2024, the greatest growth among household age groups is projected to be among those ages 75 and older, indicating that there will likely be an increasing need for ae-restricted housing within the Denmark Site PMA.

b. Households by Tenure

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2021 (Estimated)		2024 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	11,173	71.2%	10,369	66.7%	10,326	67.1%
Renter-Occupied	4,523	28.8%	5,172	33.3%	5,072	32.9%
Total	15,696	100.0%	15,541	100.0%	15,398	100.0%

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

In 2021, homeowners occupied 66.7% of all occupied housing units, while the remaining 33.3% were occupied by renters.

Households by tenure for those age 55 and older in 2010, 2021 (estimated) and 2024 (projected) are distributed as follows:

Tenure Age 55+	2010 (Census)		2021 (Estimated)		2024 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	6,140	83.0%	6,549	79.7%	6,637	79.6%
Renter-Occupied	1,261	17.0%	1,667	20.3%	1,697	20.4%
Total	7,401	100.0%	8,216	100.0%	8,334	100.0%

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

A total of 1,667 (20.3%) of all households age 55 and older within the Site PMA were renters in 2021.

Households by tenure for those age 62 and older in 2010, 2021 (estimated) and 2024 (projected) are distributed as follows:

Tenure Age 62+	2010 (Census)		2021 (Estimated)		2024 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	4,257	84.2%	4,920	82.1%	5,145	82.6%
Renter-Occupied	798	15.8%	1,074	17.9%	1,085	17.4%
Total	5,055	100.0%	5,994	100.0%	6,230	100.0%

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

A total of 1,074 (17.9%) of all households age 62 and older within the Site PMA were renters in 2021.

c. Households by Income

The distribution of households by income age 62 and older within the Denmark Site PMA is summarized as follows:

Household Income 62+	2010 (Census)		2021 (Estimated)		2024 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	869	17.2%	708	11.8%	687	11.0%
\$10,000 to \$19,999	1,323	26.2%	1,399	23.3%	1,410	22.6%
\$20,000 to \$29,999	922	18.2%	835	13.9%	812	13.0%
\$30,000 to \$39,999	513	10.1%	745	12.4%	783	12.6%
\$40,000 to \$49,999	334	6.6%	479	8.0%	511	8.2%
\$50,000 to \$59,999	316	6.3%	375	6.3%	412	6.6%
\$60,000 to \$74,999	334	6.6%	372	6.2%	410	6.6%
\$75,000 to \$99,999	212	4.2%	541	9.0%	600	9.6%
\$100,000 to \$124,999	107	2.1%	254	4.2%	282	4.5%
\$125,000 to \$149,999	52	1.0%	148	2.5%	164	2.6%
\$150,000 to \$199,999	39	0.8%	103	1.7%	122	2.0%
\$200,000 & Over	34	0.7%	35	0.6%	37	0.6%
Total	5,055	100.0%	5,994	100.0%	6,230	100.0%
Median Income	\$23,639		\$30,738		\$32,628	

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

In 2010, the median household income for households age 62 and older was \$23,639. This increased by 30.0% to \$30,738 in 2021. By 2024, it is projected that the median household income will be \$32,628, an increase of 6.1% from 2021.

d. Average Household Size

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

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for age 62 and older for 2010, 2021 and 2024 for the Denmark Site PMA:

Renter Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	141	40	22	18	16	237
\$10,000 to \$19,999	196	54	29	24	21	324
\$20,000 to \$29,999	74	20	11	9	7	121
\$30,000 to \$39,999	31	9	5	4	3	52
\$40,000 to \$49,999	16	5	2	2	2	27
\$50,000 to \$59,999	10	3	2	1	1	16
\$60,000 to \$74,999	9	3	2	2	1	16
\$75,000 to \$99,999	2	0	0	0	0	3
\$100,000 to \$124,999	0	0	0	0	0	1
\$125,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	480	134	74	60	51	798

Source: ESRI; Urban Decision Group

Renter Age 62+ Households	2021 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	146	29	17	12	10	213
\$10,000 to \$19,999	294	54	31	22	20	421
\$20,000 to \$29,999	95	19	10	7	7	138
\$30,000 to \$39,999	82	15	8	6	5	117
\$40,000 to \$49,999	48	9	6	4	3	70
\$50,000 to \$59,999	19	3	2	2	1	27
\$60,000 to \$74,999	20	4	2	2	1	29
\$75,000 to \$99,999	23	5	3	2	1	33
\$100,000 to \$124,999	8	2	1	0	0	12
\$125,000 to \$149,999	6	1	0	0	0	8
\$150,000 to \$199,999	4	0	0	0	0	5
\$200,000 & Over	1	0	0	0	0	1
Total	745	141	80	58	49	1,074

Source: ESRI; Urban Decision Group

Renter Age 62+ Households	2024 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	145	25	15	10	9	204
\$10,000 to \$19,999	305	50	29	21	19	424
\$20,000 to \$29,999	94	16	9	6	6	132
\$30,000 to \$39,999	93	15	8	6	6	128
\$40,000 to \$49,999	58	9	6	4	3	80
\$50,000 to \$59,999	21	3	2	2	1	29
\$60,000 to \$74,999	22	4	2	2	1	30
\$75,000 to \$99,999	24	5	2	2	1	34
\$100,000 to \$124,999	9	1	1	0	0	11
\$125,000 to \$149,999	6	1	0	0	0	7
\$150,000 to \$199,999	4	0	0	0	0	5
\$200,000 & Over	1	0	0	0	0	1
Total	781	130	74	54	47	1,085

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 62 and older for 2010, 2021 and 2024 for the Denmark Site PMA:

Owner Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	249	195	87	61	42	632
\$10,000 to \$19,999	401	304	134	94	65	999
\$20,000 to \$29,999	317	246	109	77	52	801
\$30,000 to \$39,999	175	146	64	45	30	461
\$40,000 to \$49,999	112	99	44	31	21	307
\$50,000 to \$59,999	112	96	43	30	20	300
\$60,000 to \$74,999	117	102	45	32	22	318
\$75,000 to \$99,999	79	66	30	21	14	209
\$100,000 to \$124,999	36	35	15	12	9	106
\$125,000 to \$149,999	18	18	7	5	3	52
\$150,000 to \$199,999	15	12	6	4	2	39
\$200,000 & Over	10	12	6	4	2	34
Total	1,640	1,329	590	416	282	4,257

Source: ESRI; Urban Decision Group

Owner Age 62+ Households	2021 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	206	161	64	36	28	495
\$10,000 to \$19,999	426	306	123	69	55	978
\$20,000 to \$29,999	299	221	89	50	39	697
\$30,000 to \$39,999	261	203	82	45	37	628
\$40,000 to \$49,999	167	134	54	30	25	409
\$50,000 to \$59,999	135	117	47	27	21	348
\$60,000 to \$74,999	133	117	47	27	20	343
\$75,000 to \$99,999	201	170	69	38	30	508
\$100,000 to \$124,999	93	82	33	18	16	242
\$125,000 to \$149,999	55	48	20	11	8	140
\$150,000 to \$199,999	40	32	13	8	5	98
\$200,000 & Over	13	11	5	3	2	34
Total	2,028	1,602	643	362	285	4,920

Source: ESRI; Urban Decision Group

Owner Age 62+ Households	2024 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	203	156	62	35	28	483
\$10,000 to \$19,999	432	308	123	67	55	986
\$20,000 to \$29,999	291	216	86	48	39	681
\$30,000 to \$39,999	273	213	85	46	38	656
\$40,000 to \$49,999	176	142	57	31	25	431
\$50,000 to \$59,999	149	130	52	29	24	384
\$60,000 to \$74,999	147	130	52	29	23	379
\$75,000 to \$99,999	223	191	77	41	33	565
\$100,000 to \$124,999	104	93	37	20	17	271
\$125,000 to \$149,999	61	53	22	12	9	156
\$150,000 to \$199,999	48	39	15	9	6	117
\$200,000 & Over	15	12	5	3	2	36
Total	2,122	1,683	672	369	299	5,145

Source: ESRI; Urban Decision Group

The following tables illustrate all household income by household size for age 62 and older for 2010, 2021 and 2024 for the Denmark Site PMA:

All Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	390	234	109	79	58	869
\$10,000 to \$19,999	597	358	164	119	86	1,323
\$20,000 to \$29,999	391	265	120	86	59	922
\$30,000 to \$39,999	206	154	70	49	34	513
\$40,000 to \$49,999	128	104	46	33	23	334
\$50,000 to \$59,999	121	99	44	31	21	316
\$60,000 to \$74,999	126	105	47	33	22	334
\$75,000 to \$99,999	81	66	30	21	14	212
\$100,000 to \$124,999	36	35	15	12	9	107
\$125,000 to \$149,999	18	18	8	5	3	52
\$150,000 to \$199,999	15	12	6	4	2	39
\$200,000 & Over	10	12	6	4	2	34
Total	2,120	1,462	664	476	333	5,055

Source: ESRI; Urban Decision Group

All Age 62+ Households	2021 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	351	189	81	48	38	708
\$10,000 to \$19,999	719	360	154	92	74	1,399
\$20,000 to \$29,999	394	239	99	57	46	835
\$30,000 to \$39,999	343	218	90	52	42	745
\$40,000 to \$49,999	215	143	59	34	28	479
\$50,000 to \$59,999	155	120	49	29	22	375
\$60,000 to \$74,999	152	121	49	28	21	372
\$75,000 to \$99,999	224	175	71	40	31	541
\$100,000 to \$124,999	101	84	33	19	16	254
\$125,000 to \$149,999	61	48	20	11	8	148
\$150,000 to \$199,999	44	32	13	8	6	103
\$200,000 & Over	14	11	5	3	2	35
Total	2,773	1,744	724	420	333	5,994

Source: ESRI; Urban Decision Group

All Age 62+ Households	2024 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	347	181	77	45	37	687
\$10,000 to \$19,999	738	359	152	88	74	1,410
\$20,000 to \$29,999	385	233	95	54	45	812
\$30,000 to \$39,999	367	227	93	53	44	783
\$40,000 to \$49,999	234	152	62	35	29	511
\$50,000 to \$59,999	170	133	54	30	25	412
\$60,000 to \$74,999	168	134	54	30	24	410
\$75,000 to \$99,999	248	195	79	43	34	600
\$100,000 to \$124,999	113	94	37	21	17	282
\$125,000 to \$149,999	67	54	22	12	9	164
\$150,000 to \$199,999	51	39	16	9	7	122
\$200,000 & Over	15	12	5	3	2	37
Total	2,903	1,813	746	422	346	6,230

Source: ESRI; Urban Decision Group

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

Demographic Summary

Approximately one-third of the market is occupied by renter households. Overall, population and household trends have generally been stable since 2000 and are projected to remain relatively stable through 2024. Regardless, the 5,994 senior households estimated in 2021 represent a good base of continued support in the market for the subject development. As discussed later in Section H of this report, all affordable rental communities surveyed in the market are 100.0% occupied. This indicates that pent-up demand exists for such housing and the continuing need for additional affordable housing options within the Site PMA, particularly when factoring in rent overburdened households or those living in substandard housing.

G. Project-Specific Demand Analysis

The subject project currently operates under the income and rent requirements of the Rural Development Section 515 (RD 515) program. While the project will be renovated utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program, it is expected to follow the same household eligibility requirements that are currently in effect. Regardless, we have provided various demand scenarios that evaluate the depth of continued support for the project under the RD program and in the unlikely event the project had to operate exclusively under the LIHTC program.

1. INCOME RESTRICTIONS

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

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

The subject site is within Bamberg County, South Carolina, which has a four-person median household income of \$57,800 for 2022. The project location, however, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$71,300 in 2022. The subject property will be restricted to senior households with incomes up to 60% of AMHI. The following table summarizes the maximum allowable income by household size:

Household Size	Maximum Allowable Income
	60%
One-Person	\$29,940
Two-Person	\$34,200

The subject project consists entirely of one-bedroom units that are expected to continue to house up to two-person senior households. As such, the maximum allowable income at the subject site is **\$34,200**.

2. AFFORDABILITY

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

The proposed gross one-bedroom unit at the site is \$801. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$9,612. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$24,030**.

Considering that the subject project will continue to offer Rental Assistance (RA) on 19 of the 20 units post LIHTC renovations, it will continue to serve senior households with little or no income. As such, we have also conducted a capture rate analysis that considers the project to continue to operate with RA.

Based on the preceding analyses, the income-appropriate ranges required to live at the renovated subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate under the RD 515 program and under the Tax Credit program separately.

Unit Type	Income Range	
	Minimum	Maximum
Rural Development/LIHTC with RA	\$0	\$34,200
LIHTC Only without RA	\$24,030	\$34,200

3. DEMAND COMPONENTS

The following are the demand components as outlined by the SC Housing:

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2021 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2024) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

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

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

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

Based on Table B25074 of the American Community Survey (ACS) 2015-2019 5-year estimates, approximately 43.6% to 50.3% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on the 2019 ACS 5-Year Estimates Table B25016, 6.2% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

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

The subject project is located in a rural area of South Carolina. As a result, we anticipate that 5.0% of senior homeowners will consider the subject project as a housing alternative. Therefore, we used a 5.0% homeowner conversion rate in our capture rate estimates.

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

4. **METHODOLOGY**

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2021 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2021 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. **DEMAND/CAPTURE RATE CALCULATIONS**

Within the Site PMA, there are no comparable affordable housing projects that were funded and/or built during the projection period (2021 to current). In addition, all existing affordable rental units surveyed within the market are occupied. Therefore, we did not utilize any existing units in the demand analysis illustrated on the following page.

Note that under the RD 515 program, the subject project is restricted to seniors age 62 and older. In the unlikely event the subsidy was lost and the project was to operate exclusively under the LIHTC guidelines, it would then be open to seniors age 55 and older. The following demand estimates consider these aforementioned age restrictions for each of these scenarios.

Demand Component	Percent of Median Household Income	
	As Proposed w/RA Age 62+ (\$0-\$34,200)	Tax Credit Only Age 55+ (\$24,030-\$34,200)
Demand from New Renter Households (Age- & Income-Appropriate)	814 - 821 = -7	209 - 204 = 5
+		
Demand from Existing Households (Rent Overburdened)	821 X 50.3% = 413	204 X 43.6% = 89
+		
Demand from Existing Households (Renters in Substandard Housing)	821 X 6.2% = 50	204 X 6.2% = 13
+		
Demand from Existing Households (Senior Homeowner Conversion)	2,434 X 5.0% = 114*	849 X 5.0% = 26*
=		
Total Demand	570	133
-		
Supply (Directly Comparable Units Built and/or Funded Since 2021)	0	0
=		
Net Demand	570	133
Subject Units	20	20
Subject Units / Net Demand	20 / 570	20 / 133
Capture Rate	= 3.5%	= 15.0%

*Demand from homeowners is limited to no more than 20% of overall demand.

Typically, under this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. As proposed, the subject project will maintain RA on 19 of the 20 units and will require an overall capture rate of 3.5%, which is considered very low and easily achievable. This is especially true, considering that the subject project is fully occupied with a waiting list. As all tenants are anticipated to income-qualify post renovations, the effective capture rate is **0.0%**.

In the unlikely event the subject project was to lose RA on most units and operated exclusively under the LIHTC program, its capture rate would be 15.0%, which is also considered achievable.

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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	80.0%
Two-Bedroom	20.0%
Total	100.0%

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

As Proposed with Subsidy

Units Targeting 60% Of AMHI with RA (570 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (80.0%)	456	0	456	20	4.4%
Two-Bedroom (20.0%)	114	0	114	-	-

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

LIHTC-Only

Units Targeting 60% Of AMHI Tax Credit Only (133 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (80.0%)	106	0	106	20	18.9%
Two-Bedroom (20.0%)	27	0	27	-	-

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

As proposed with the RA on most units, the subject’s capture rate by bedroom type is 4.4%. This capture rate is considered very low and easily achievable, which is further evidenced by the subject’s 100.0% occupancy rate and waiting list.

In the unlikely event the subject project did not offer RA, its capture rate by bedroom type of 18.9% is also considered achievable.

6. ABSORPTION PROJECTIONS

All 20 of the subject units are occupied, with the project maintaining a waiting list of one household for the next available unit. It is important to note that the renovations at the subject site will not necessitate the displacement of current residents. As a result, it is anticipated that none, or very few, of the current tenants will move from the project during or following renovations. Therefore, few if any of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 20 subject units will be vacated and that all units will have to be re-rented under the Rural Development Section 515 (RD 515) program. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy and that initial renovated units at the site will be available for rent in October 2023, though the actual completion time may be earlier.

It is our opinion that the 20 units at the subject site will reach a stabilized occupancy of 93.0% within approximately two months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 10 to 11 units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. These absorption projections also assume that the subsidy will be maintained on nearly all units.

Should RA not be secured, and the project had to operate exclusively under the LIHTC program, the 20 LIHTC units at the subject site would likely experience a slightly extended absorption period of approximately three months. This is based on an absorption rate of approximately six to seven units per month.

The following table summarizes the subject's projected absorption trends for each scenario if all units were vacated:

Absorption Projections		
Scenario	UPM	Absorption Period
With Subsidy	10 to 11	2 Months
LIHTC-Only (Developer Tax Credit Rent)	6 to 7	3 Months

UPM – Units Per Month

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

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

While the subject development will continue to operate with Rental Assistance (RA) on the majority of units post renovations, we have selected non-subsidized Low-Income Housing Tax Credit (LIHTC) developments for this comparable analysis. This was done so in order to evaluate the competitiveness of the subject development in the unlikely event it did not offer a subsidy and had to exclusively operate under the LIHTC program.

Note that there are no non-subsidized age-restricted LIHTC projects within the Denmark Site PMA. Therefore, we have selected the one family (general-occupancy) LIHTC community within the market that offers one-bedroom units, Colony West (Map ID 6), for this comparable analysis. Given the limited amount of non-subsidized one-bedroom LIHTC units within the market, we identified and surveyed two additional LIHTC properties outside of the Denmark Site PMA but within the region in Aiken and Orangeburg. Note that these two projects outside of the market are not considered competitive with the subject project, as they derive demographic support from a different geographical region. These properties outside of the market were selected for comparability purposes only. The three comparable LIHTC projects and the subject development are summarized in the following table:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Canterfield Manor	1993 / 2023	20	100.0%	-	1 HH	Seniors 62+; 60% AMHI & RD 515
6	Colony West	1970 / 2004	58	100.0%	15.6 Miles	14 HH	Families; 50% & 60% AMHI
906	Longleaf Senior Village	2015	50	100.0%	40.5 Miles	24 Months	Seniors 55+; 50% & 60% AMHI
907	Pine Hill Apts.	2008	71	100.0%	24.1 Miles	20 HH	Families; 50% & 60% AMHI

OCC. – Occupancy

HH – Households

900 series Map IDs are located outside the Site PMA

The three LIHTC projects have a combined occupancy rate of 100.0%, all of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing for both families and seniors within the market and region. The subject project will continue to accommodate a portion of this unmet demand.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Canterfield Manor	\$801/60% (20)	-	-	-	-
6	Colony West	\$740/50% (3/0) \$858/60% (4/0)	\$880/50% (15/0) \$998/60% (15/0)	\$999/50% (7/0) \$1,087/60% (8/0)	\$1,195/60% (6/0)	None
906	Longleaf Senior Village	\$677/50% (1/0) \$720/60% (5/0)	\$787/50% (12/0) \$863/60% (32/0)	-	-	None
907	Pine Hill Apts.	\$581/50% (6/0) \$674/60% (6/0)	\$698/50% (20/0) \$774/60% (21/0)	\$806/50% (9/0) \$946/60% (9/0)	-	None

*2022 maximum allowable LIHTC gross rent

900 series Map IDs are located outside the Site PMA

Note that the gross rents have been calculated for each property based on a Utility Allowance Worksheet provided by the South Carolina Regional Housing Authority #3. This has been done in order to more accurately compare the total cost of renting between properties. However, this estimated allowance results in an *approximate* gross rent, as each property may calculate their utility allowance differently or employ energy saving features. The comparable gross rents that exceed the maximum allowable are most likely operating at, or slightly below, the maximum rents reported. In some cases, it is likely due in part to the age of the comparable LIHTC projects which were all built/renovated prior to 2022 and are likely eligible to operate under the Hold Harmless rule, which does not require these properties to operate under current maximum allowable LIHTC limits when the area experiences an income reduction. Lastly, it is important to note that the comparable properties are located within different counties than that of the subject site, which likely operate under different maximum rent and income levels.

The subject's proposed gross LIHTC one-bedroom rent of \$801 is within the range of LIHTC rents offered for similar unit types within the market and region. In fact, this rent is lower than the comparable one-bedroom rent offered at the one comparable LIHTC project within the *market*, Colony West (Map ID 6). This will position the subject development at a competitive advantage.

Regardless, as nearly all of the subject units will continue to offer a RA subsidy post LIHTC renovations, requiring residents to pay up to 30% of their gross adjusted income towards housing costs, the subject development will continue to remain an even greater value to low-income seniors within the Denmark Site PMA.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
6	Colony West	58	10	17.2%
906	Longleaf Senior Village	50	11	22.0%
907	Pine Hill Apts.	71	5	7.0%
Total		179	26	14.5%

900 series Map IDs are located outside the Site PMA

As the preceding table illustrates, there are a total of 26 units that are occupied by Voucher holders among the three comparable LIHTC projects surveyed in the market and region. The 26 units occupied by Voucher holders comprise only 14.5% of these comparable units. This illustrates that over 85.0% of these comparable Tax Credit units are occupied by tenants which are not currently receiving rental assistance. Therefore, the gross rents charged at the comparable LIHTC project are achievable.

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

6 Colony West 15.6 miles to site



Address: 29 Colony West St., Barnwell, SC 29812
 Phone: (803) 259-2830 Contact: Darlene
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 58 Year Built: 1970
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2004
 Turnover: Stories: 2
 Waitlist: 14 HH
 Rent Special: None

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

Notes: Tax Credit; HOME Funds (6 unit)



Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Controlled Access; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Grilling Area, Playground); Extra Storage; Water Feature

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	750	\$0.78	\$582	50%
1	1	G	4	0	750	\$0.93	\$700	60%
2	2	T	15	0	1,130	\$0.60	\$682	50%
2	2	T	15	0	1,130	\$0.71	\$800	60%
3	2	T	7	0	1,224	\$0.62	\$762	50%
3	2	T	8	0	1,224	\$0.69	\$850	60%
4	3	T	6	0	1,420	\$0.63	\$900	60%

*Adaptive Reuse

*DTS is based on drive time

906 Longleaf Senior Village 40.5 miles to site



Address: 205 Bushwillow Cir., Aiken, SC 29801
 Phone: (803) 648-1097 Contact: Lenoria
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 50 Year Built: 2015
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 24 mos
 Rent Special: None

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

Notes: Tax Credit; HOME Funds

Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; E-Call System; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Common Patio; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Library)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	950	\$0.44	\$421	50%
1	1	G	5	0	950	\$0.49	\$464	60%
2	2	G	12	0	1,161	\$0.42	\$491	50%
2	2	G	32	0	1,161	\$0.49	\$567	60%

*Adaptive Reuse

*DTS is based on drive time

907 Pine Hill Apts. 24.1 miles to site



Address: 117 Yellow Jasmine Rd, Orangeburg, SC 29118
 Phone: (803) 536-2993 Contact: Karen (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 71 Year Built: 2008
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: 20 HH
 Rent Special: None

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

Notes: 71 HOME units



Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Security System; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Multipurpose Room; Cafe / Coffee Bar; Laundry Room; On-Site Management; Recreation Areas (Grilling Area, Playground); Social Services (Parties / Picnics); WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	6	0	700	\$0.60	\$423	50%
1	1	G	6	0	700	\$0.74	\$516	60%
2	2	G	20	0	850	\$0.59	\$500	50%
2	2	G	21	0	850	\$0.68	\$576	60%
3	2	G	9	0	1,000	\$0.57	\$569	50%
3	2	G	9	0	1,000	\$0.71	\$709	60%

*Adaptive Reuse

*DTS is based on drive time

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Canterfield Manor	654	-	-	-
6	Colony West	750	1,130	1,224	1,420
906	Longleaf Senior Village	950	1,161	-	-
907	Pine Hill Apts.	700	850	1,000	-

900 series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Canterfield Manor	1.0	-	-	-
6	Colony West	1.0	2.0	2.0	3.0
906	Longleaf Senior Village	1.0	2.0	-	-
907	Pine Hill Apts.	1.0	2.0	2.0	-

900 series Map IDs are located outside the Site PMA

The subject project will continue to offer the smallest LIHTC one-bedroom unit size (square feet) within the market and region. However, this is a typical characteristic among affordable age-restricted rental communities. Additionally, given that the subject development is fully occupied with a waiting list, its one-bedroom unit size is considered appropriate for the targeted population.

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

Tax Credit Unit Amenities by Map ID

	Site* ♦	6	906 ♦	907
Appliances	Dishwasher	X	X	X
	Disposal		X	X
	Microwave	X		X
	Range	X	X	X
	Refrigerator	X	X	X
	W/D Hookup	X	S	X
	W/D			
	No Appliances			
Unit Amenities	AC-Central	X	X	X
	AC-Other			
	Balcony/ Patio/ Sunroom		S	X
	Basement			
	Ceiling Fan	X		X
	Controlled Access		X	
	E-Call System	X		S
	Furnished			
	Walk-In Closet			
	Window Treatments	X	X	X
Flooring	Carpet		X	X
	Ceramic Tile			
	Hardwood			
	Finished Concrete			
	Composite/Vinyl/Laminate	X	X	X
Upgraded	Premium Appliances			
	Premium Countertops			
	Premium Cabinetry			
	Premium Fixtures			
	High/Vaulted Ceilings			
	Oversized Windows			
Parking	Attached Garage			
	Detached Garage			
	Street Parking			
	Surface Lot	X	X	X
	Carport			
	Property Parking Garage			
	No Provided Parking			

♦ - Senior Property

* Proposed Site(s): Canterfield Manor

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

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*◆	6	906◆	907	
Bike Racks / Storage					
Computer/Business Center	X		X	X	
Car Care **					
Community Garden					
Community	Multipurpose Room	X		X	
	Chapel				
	Community Kitchen	X			
	Dining Room - Private				
	Dining Room - Public				
	Rooftop Terrace				
	Concierge Service **				
	Convenience Amenities **			X	
	Covered Outdoor Area **				
	Elevator				
	Laundry Room	X	X	X	X
	On-Site Management	X	X	X	X
	Pet Care **				
	Recreation	Basketball			
Bocce Ball					
Firepit					
Fitness Center		X		X	
Grilling Area			X	X	X
Game Room - Billiards					
Walking Path					
Hot Tub					
Library				X	
Media Room / Theater					
Playground			X		X
Putting Green					
Racquetball					
Shuffleboard					
Swimming Pool - Indoor					
Swimming Pool - Outdoor					
Tennis					
Volleyball					
Security	CCTV	X			
	Courtesy Officer				
	Security Gate				
	Social Services **				X
	Storage - Extra		X		
	Common Space WiFi				X

◆ - Senior Property

* Proposed Site(s): Canterfield Manor

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

** Details in Comparable Property Profile Report

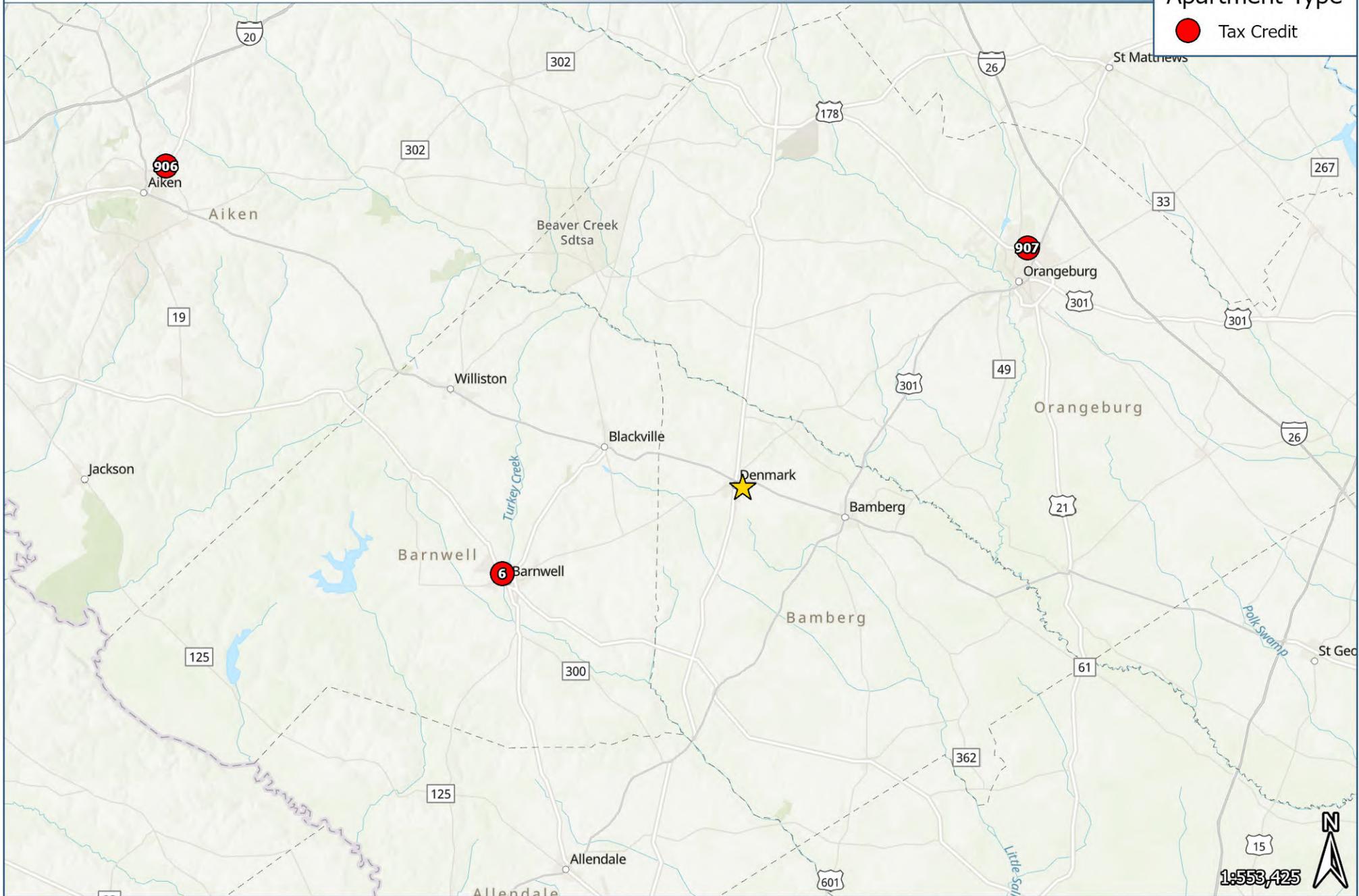
Once renovations are complete and additions are made, the subject's amenities package will be generally similar with those offered at the comparable LIHTC projects within the market and region. However, it is worth pointing out that, when compared to the one LIHTC project within the *market*, Colony West (Map ID 6), the subject development will offer amenities not offered at this property such as in-unit microwaves, ceiling fans and emergency call systems, as well as a community room with kitchen as community amenities. The inclusion of the aforementioned amenities will position the subject project at a competitive advantage.

Comparable Tax Credit Summary

Based on our analysis of the unit sizes (square feet), amenities, location, quality and occupancy rates of the existing low-income properties within the market and region, it is our opinion that the subject development will continue to be very marketable. Additionally, given that the subject project will continue to offer RA on nearly all of its units post LIHTC renovations, it will remain a substantial value to low-income seniors within the Denmark Site PMA. These factors have been considered in our absorption estimates.

2. COMPARABLE TAX CREDIT PROPERTIES MAP

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



3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Denmark Site PMA in 2010 and 2021 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2021 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	15,696	83.7%	15,541	83.0%
Owner-Occupied	11,173	71.2%	10,369	66.7%
Renter-Occupied	4,523	28.8%	5,172	33.3%
Vacant	3,057	16.3%	3,177	17.0%
Total	18,753	100.0%	18,718	100.0%

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

Based on a 2021 update of the 2010 Census, of the 18,718 total housing units in the market, 17.0% were vacant. In 2021, it was estimated that homeowners occupied 66.7% of all occupied housing units, while the remaining 33.3% were occupied by renters. The share of renters is considered relatively high for a rural market, such as the Denmark Site PMA, and the 5,172 renter households estimated in 2021 will continue to represent a good base of support for the subject project.

Conventional Apartments

We identified and personally surveyed 16 conventional housing projects (including the subject site) containing a total of 522 units, all of which are affordable, within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 100.0%, a very strong rate for rental housing. The surveyed rental projects broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Tax Credit	3	132	0	100.0%
Tax Credit/Government-Subsidized	8	208	0	100.0%
Government-Subsidized	5	182	0	100.0%
Total	16	522	0	100.0%

As noted, all affordable rental housing communities surveyed are fully occupied, nearly all of which maintain a waiting list, illustrating that pent-up demand exists for additional low-income rental housing within the Denmark Site PMA. The subject project will continue to accommodate a portion of this unmet demand.

In addition to the 11 Tax Credit properties surveyed, there are four additional Tax Credit developments within the market that we were unable to survey at the time this report was issued. The following table summarizes these Tax Credit projects we were unable to survey:

Name	Location	Year Built/ Renovated	Total Units
Ehrhardt Place Apts.	385 Mill Springs Rd., Ehrhardt	1993	16
Maple Glen Apts.	1810 Clinton St., Ehrhardt	1982 / 2002	32
Pines at Ehrhardt	77 Sylvan Ct., Ehrhardt	1996	16
Williston Elderly	25 Camden Ct., Williston	2004	24

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

Year Built	Projects	Units	Vacancy Rate
1970 to 1979	1	58	0.0%
1980 to 2014	0	0	0.0%
2015	1	40	0.0%
2016 to 2019	0	0	0.0%
2020	1	34	0.0%
2021 to 2022*	0	0	0.0%

*As of March

As the preceding table illustrates, we identified one non-subsidized rental community within the market built within the past two years, Low County Crossing (Map ID 12). This property is a 34-unit family (general-occupancy) Tax Credit community that opened in May 2020 and leased 33 apartments within the first month. Management began preleasing the property in March 2020, leasing approximately 16 to 17 units per month. This is a high absorption rate for affordable rental communities located within rural markets, illustrating that this product type has been very well received within the Denmark Site PMA.

Government-subsidized

We identified and surveyed 13 government-subsidized projects (including the subject project) within the Site PMA. Generally, these properties have few amenities, are older and offer small unit sizes (square feet). The government-subsidized units (both with and without Tax Credits) in the Site PMA are summarized in the table on the following page.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	110	52.9%	0	0.0%
Two-Bedroom	1.0	74	35.6%	0	0.0%
Three-Bedroom	2.0	24	11.5%	0	0.0%
Total Subsidized Tax Credit		208	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	8	4.4%	0	0.0%
One-Bedroom	1.0	74	40.7%	0	0.0%
Two-Bedroom	1.0	22	12.1%	0	0.0%
Two-Bedroom	1.5	24	13.2%	0	0.0%
Three-Bedroom	1.0	20	11.0%	0	0.0%
Three-Bedroom	1.5	20	11.0%	0	0.0%
Three-Bedroom	2.0	8	4.4%	0	0.0%
Four-Bedroom	1.0	2	1.1%	0	0.0%
Four-Bedroom	1.5	4	2.2%	0	0.0%
Total Subsidized		182	100.0%	0	0.0%

As noted, all government-subsidized rental communities surveyed are fully occupied, the majority of which maintain a waiting list. This illustrates that pent-up demand exists for very low-income rental housing within the Denmark Site PMA. The subject project will continue to accommodate a portion of this unmet demand.

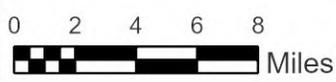
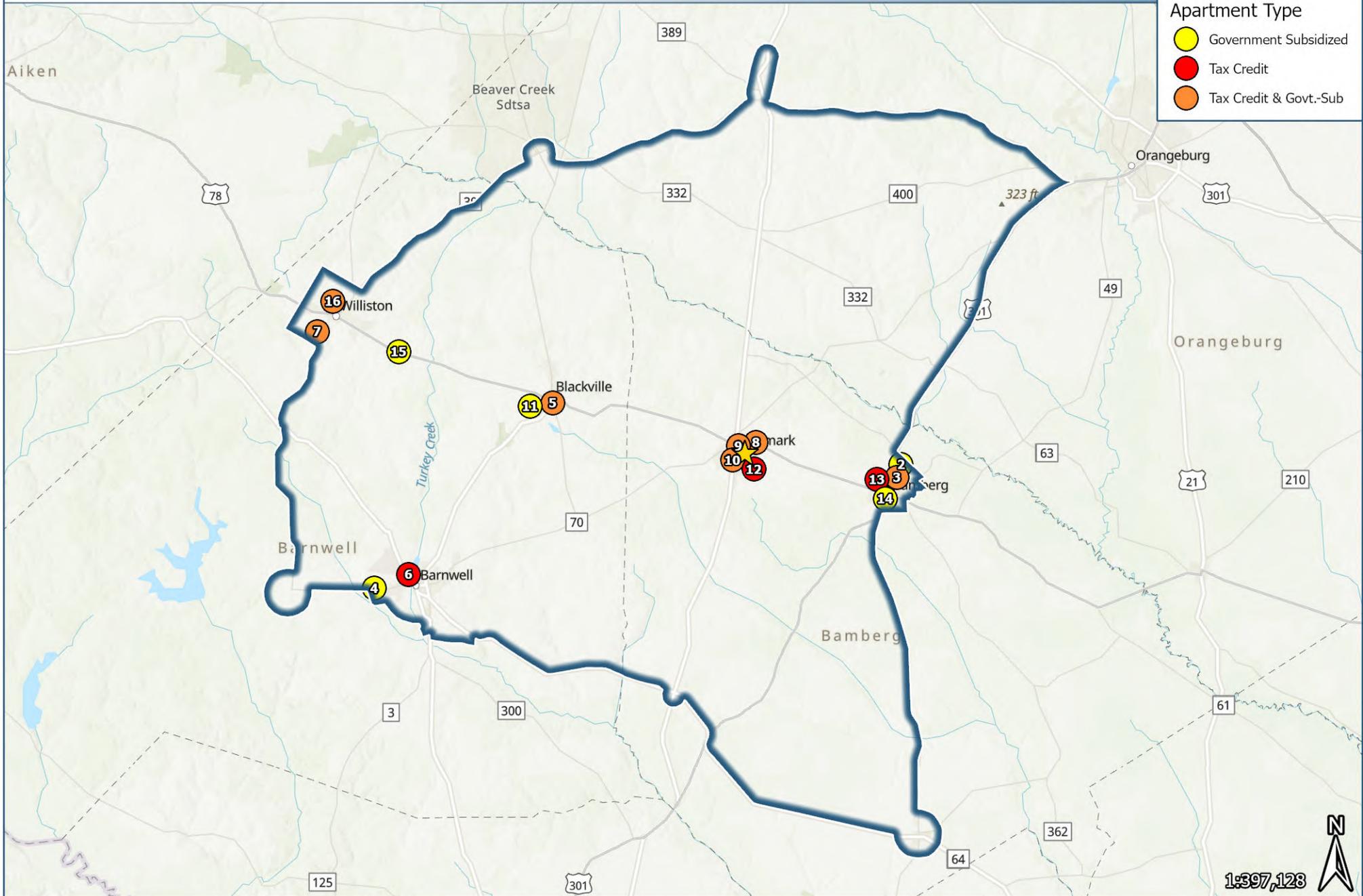
A complete list of all properties surveyed is included in Addendum A - *Field Survey of Conventional Rentals*.

4. RENTAL HOUSING INVENTORY MAP

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

Apartment Type

- Government Subsidized
- Tax Credit
- Tax Credit & Govt.-Sub



Esri, CGIAR, USGS, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS
Additional Source(s): Bowen National Research

5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

From interviews with planning representatives that responded to our inquiries and from extensive online research, it was determined that there are no rental housing projects within the development pipeline in the Site PMA.

7. MARKET ADVANTAGE

Per the direction of South Carolina (SC) Housing, the subject's market advantage must be based on current HUD Fair Market Rents (FMRs) for the statistical area the site is located.

The current HUD FMR for a one-bedroom unit within Bamberg County, South Carolina is \$545. Note that we have provided two market advantage analyses for the purposes of this report. The first analysis compares the one-bedroom FMR with the *average current tenant-paid rent*, assuming that the subsidy is retained on the majority of units as proposed and all current tenants continue to reside at the project post LIHTC renovations. The second analysis compares the one-bedroom FMR with the proposed Tax Credit one-bedroom rent in the unlikely event the subject project lost its subsidy and solely operated as a LIHTC development.

Market Advantage – Current Rents

Per SC Housing methodology, for existing projects that offer a project-based subsidy, the subject's market advantage should be calculated utilizing current tenant-paid rents to represent the "true" value the availability of the subsidy represents to low-income households, relative to FMRs. Based on the project's current rent roll, as illustrated in *Addendum D* of this report, the average tenant rent paid at the site is \$202. The following table illustrates the subject project's market advantage with the retention of the subsidy on the majority of the units:

Bedroom Type	Current Tenant-Paid Rent	Fair Market Rent	Market Advantage
One-Bedroom	\$202	\$545	62.94%

As the preceding illustrates, the subject's market advantage is 62.94% as proposed with the subsidy retained on the majority of the units. This demonstrates that the subject project will continue to represent a significant value within the Denmark market, which is further evident by its 100.0% occupancy rate and waiting list.

Market Advantage - Programmatic Tax Credit Rent

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

Bedroom Type	Proposed Collected Rent (AMHI)	Fair Market Rent	Market Advantage
One-Bedroom	\$694	\$545	-27.34%

The proposed collected Tax Credit rent represents no market advantage when compared to the one-bedroom FMR for the area. Regardless, the subject project will continue to operate with a subsidy on the majority of units, requiring tenants to pay up to 30% of their gross adjusted incomes towards housing costs. As such, the subject project will continue to represent a substantial value to low-income seniors. More importantly, we have provided an *achievable market rent* analysis for the subject units to determine the true value the proposed rent will represent to low-income seniors within the area, which is illustrated later in *Addendum E* of this report.

8. AFFORDABLE HOUSING IMPACT

Given that all affordable rental communities surveyed within the market are occupied, the majority of which maintain a waiting list, this provides clear evidence that the existence of the subject project has not had any impact on other low-income rental housing alternatives within the Denmark Site PMA.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value within the Site PMA was \$88,453. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for an \$88,453 home is \$532, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$88,453
Mortgaged Value = 95% of Median Home Price	\$84,030
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$426
Estimated Taxes and Insurance*	\$106
Estimated Monthly Mortgage Payment	\$532

*Estimated at 25% of principal and interest

In comparison, nearly all subject units operate with RA, requiring residents to pay up to 30% of their adjusted gross income towards housing costs. As such, residents are unlikely to be able to afford the monthly payments required to own a home. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As noted throughout this section of the report, all affordable rental communities surveyed in the market are fully occupied, the majority of which maintain a waiting list, including the subject project. This provides clear evidence that pent-up demand exists for additional affordable rental housing. The subject development will continue to fill a rental housing void within the Site PMA.

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

I. Interviews

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

- Christina Loggia, Property Manager of Canterfield Manor (subject site), stated that affordable housing is needed, specifically for the senior population. Ms. Loggia also explained that many properties that are age-restricted have one- to two-year waiting lists in length for the next available unit. Many seniors in the Denmark area are living with family members because affordable housing options are limited. (803) 649-4140
- Richard Croft, Property Manager at Ujima Village Apartments (Map ID 14), an age-restricted government-subsidized property within the Site PMA in Bamberg, explained that affordable housing is needed within Bamberg/Barnwell County due to the high share of low-income households and the lack of well-paying jobs within the region. Mr. Croft also stated that the property maintains an extensive waitlist and he receives calls daily for available units. (803) 245-6052
- Robyn Williams, Receptionist at the Denmark Town Office, stated that there is a need for affordable housing in general, both senior and family housing alike. (803) 793-3734
- Lynn McEwan, City Administrator of the city of Barnwell, noted that they do need more apartment housing, but not necessarily affordable housing. Ms. McEwan would like to see more apartments for middle-class families. (803) 259-3266
- Robin Chavis, Town Clerk/Treasurer of the town of Bamberg, explained that they do need more affordable apartment housing, workforce and senior in particular. Ms. Chavis stated that the senior housing within the area is almost always at full occupancy. (803) 245-5128
- According to Janie Robinson, Director of the Housing Choice Voucher Program (HCVP) with the South Carolina Regional Housing Authority #3, there are approximately 501 Housing Choice Vouchers issued within the housing authority's jurisdiction (which covers Bamberg, Barnwell, Allen, Calhoun, Orangeburg, Berkeley, Allendale, Hampton and Jasper counties), 500 of which are currently known to be in use. There are over 800 households currently on the waiting list for additional Vouchers. The waiting list is closed, and it is unknown when it will reopen. Annual turnover within the Voucher program is estimated at 80 households over the nine counties serviced. This reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance. (803) 259-3588

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market will continue to exist following renovations at the 20-unit Canterfield Manor rental community, assuming it is renovated as detailed in this report and retains the project-based subsidy as proposed. Note that changes in the project's scope of renovations or renovation completion date may alter these findings.

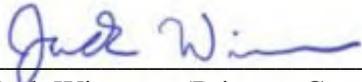
The subject site is currently 100.0% occupied and maintains a one-household waiting list for the next available unit. As the subject project is anticipated to continue to offer a subsidy on the majority of the units, we expect all current tenants to remain at the subject project. Even in the unlikely event the subsidy was lost and the subject project operated exclusively as a non-subsidized development, it will continue to be successful. The subject's Tax Credit-only capture rate in this unlikely scenario is 15.0%, illustrating that a good base of demographic support will exist for the subject project. Additionally, the proposed Tax Credit rent represents a market rent advantage of 10.45% (as illustrated later in *Addendum E* of this report), illustrating that it will likely represent an excellent value to low-income seniors within the market.

Nonetheless, the project-based subsidy will continue to be offered and will represent a substantial value to low-income seniors within the Denmark Site PMA. We have no recommendations or suggested modifications for the subject project at this time.

K. Signed Statement Requirement

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in South Carolina (SC) Housing'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 SC Housing's market study requirements. The information included is accurate and can be relied upon by SC Housing to present a true assessment of the low-income housing rental market.

Certified:



Jack Wiseman (Primary Contact)

Market Analyst

jackw@bowennational.com

Date: April 14, 2022



Sidney McCrary

Market Analyst

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Date: April 14, 2022



Patrick M. Bowen

President/Market Analyst

Bowen National Research

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L. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

Craig Rupert, Market Analyst, has conducted more than 1,000 market feasibility studies throughout the United States since 2010, within both urban and rural markets as well as on various tribal reservations. Mr. Rupert has prepared market studies for numerous types of housing including market-rate, Tax Credit, and various government-subsidized rental product, for-sale product, senior living (assisted living, nursing care, etc.), as well as market studies for retail/commercial space. Market studies prepared by Mr. Rupert have been used for submittal as part of state finance agency Tax Credit and HUD 221 (d)(4) applications, as well as various other financing applications submitted to local, regional, and national-level lenders/financial institutions. Mr. Rupert has a bachelor's degree in Hospitality Management from Youngstown State University.

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

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

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

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

Jonathan Kabat, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Kabat graduated from The Ohio State University with a Bachelor of Art in History and a minor in Geography.

Andrew Lundell, Market Analyst, has an experienced background in customer service and financial analysis. He has evaluated the rental market in cities throughout the United States and is able to provide detailed site-specific analysis. Mr. Lundell has a Bachelor of Arts in Criminal Justice from Ohio University.

Sidney McCrary, Market Analyst, is experienced in the on-site analysis of residential and commercial properties. He has the ability to analyze a site's location in relation to community services, competitive properties and the ease of access and visibility. Mr. McCrary has a Bachelor of Science in Business Administration from Ohio Dominican University.

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

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

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

Chris Wilhoit, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Wilhoit also has a background in architectural photography.

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

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

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
 - A drive-time analysis for the site
 - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property. The information in this survey was collected through a variety of methods, including phone surveys, in-person visits, email and fax. The contact person for each property is listed in *Addendum A: Field Survey of Conventional Rentals*.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the proposed development. An in-depth evaluation of these two property types provides an indication of the potential of the proposed development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information and projections that determine what the characteristics of the market will be when the proposed project opens and achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the proposed development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the proposed development.
- An analysis of the proposed project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows SC Housing's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the proposed development's capture rate is achievable.
- Achievable market rent for the proposed subject development is determined. Using a Rent Comparability Grid, the features of the proposed development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the proposed subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit. This analysis is done for each bedroom type proposed for the site.

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

2. REPORT LIMITATIONS

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

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

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

3. SOURCES

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

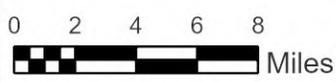
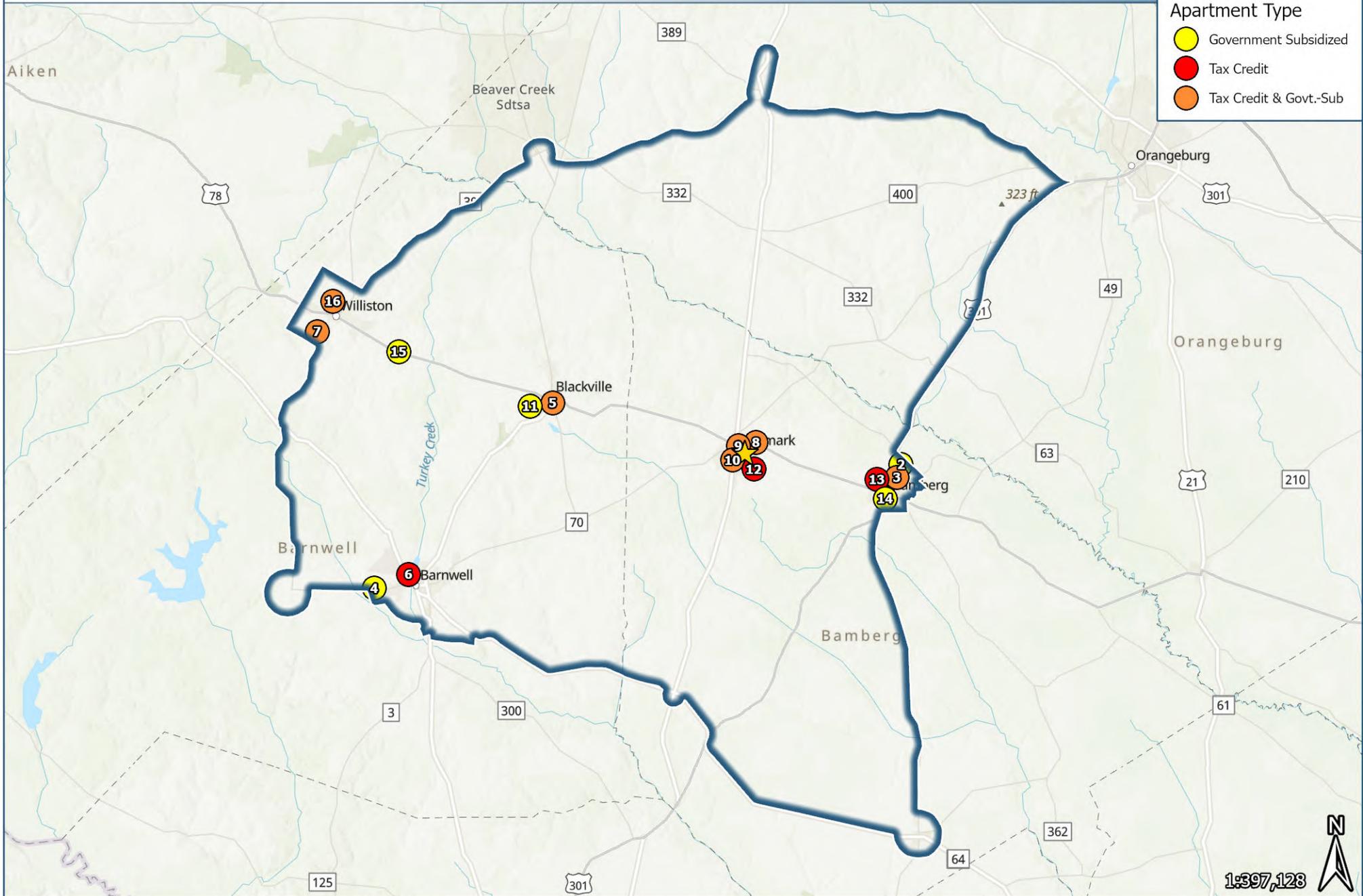
- The 2000 and 2010 Census on Housing
- American Community Survey
- ESRI
- Urban Decision Group (UDG)
- Applied Geographic Solutions
- Area Chamber of Commerce
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building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

ADDENDUM A:

FIELD SURVEY OF CONVENTIONAL RENTALS

Apartment Type

- Government Subsidized
- Tax Credit
- Tax Credit & Govt.-Sub



Esri, CGIAR, USGS, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS
Additional Source(s): Bowen National Research

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Canterfield Manor	TGS	B	1993	20	0	100.0%	-
2	Bamberg East	GSS	B	1997	24	0	100.0%	7.8
3	Bamberg Village Apts.	TGS	B	1989	24	0	100.0%	7.4
4	Barnwell Arms	GSS	B-	1983	50	0	100.0%	16.8
5	Blackville Gardens Apts.	TGS	B-	1983	24	0	100.0%	8.9
6	Colony West	TAX	B-	1970	58	0	100.0%	15.6
7	Cottonwood	TGS	B-	1997	24	0	100.0%	19.3
8	Edisto Apts.	TGS	B-	1982	44	0	100.0%	0.9
9	Fairridge Lane Apts.	TGS	B	1990	24	0	100.0%	0.2
10	Fairridge Village Apts.	TGS	B	1990	24	0	100.0%	0.1
11	Hampton Apts.	GSS	C+	1975	36	0	100.0%	9.3
12	Low Country Crossing	TAX	B+	2020	34	0	100.0%	0.2
13	Seaborn Greene	TAX	B-	2015	40	0	100.0%	6.4
14	Ujima Village Apts.	GSS	B	1995	36	0	100.0%	6.5
15	West Main Street Apts.	GSS	B-	1975	36	0	100.0%	15.3
16	Willow Run Apts.	TGS	B+	1991	24	0	100.0%	18.9
901	Boundary at Silverbluff	MRR	C+	1976	126	8	93.7%	41.4
902	Colony at South Park	MRR	A-	1989	184	0	100.0%	41.0
904	Dexter Arms	MRR	B-	1978	72	0	100.0%	40.8
906	Longleaf Senior Village	TAX	B+	2015	50	0	100.0%	40.5
907	Pine Hill Apts.	TAX	B+	2008	71	0	100.0%	24.1
908	Trotters Run Apts.	MRR	B+	2001	96	2	97.9%	42.4
909	Willington Lakes Apts.	MRR	B+	2002	216	0	100.0%	25.8

*Drive distance in miles

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

1	Canterfield Manor E Pinckney St, Denmark, SC 29042		Contact: Autumn Phone: (803) 793-0971	
		Total Units: 20 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1993 BR: 1 Vacant Units: 0 Waitlist: 1 HH AR Year: Target Population: Senior 62+, Disabled Yr Renovated: Rent Special: None Notes: 60% AMHI; RD 515, has RA (19 units); Accepts HCV (1 currently)		

2	Bamberg East 112 Creekside Dr., Bamberg, SC 29003		Contact: Andrea Phone: (803) 245-2603	
		Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1997 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 5 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Government-subsidized, RD 515; Has RA (16 units); Accepts HCV; Square footage & vacancy mix estimated		

3	Bamberg Village Apts. 712 North St., Bamberg, SC 29003		Contact: Andrea Phone: (803) 245-2603	
		Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1989 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Senior 62+ Yr Renovated: 2008 Rent Special: None Notes: 60% AMHI; RD 515, has RA (all units); Tax Credit Bond; Square footage estimated		

4	Barnwell Arms 185 Thomas St., Barnwell, SC 29812		Contact: Tina Drayton Phone: (803) 259-7617	
		Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1983 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 60 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8		

5	Blackville Gardens Apts. 5519 Hilda Rd, Blackville, SC 29817		Contact: Tasha Phone: (803) 284-3151	
		Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1983 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 7 HH AR Year: Target Population: Family Yr Renovated: 1998 Rent Special: None Notes: Tax Credit; RD 515, has RA (22 units)		

✓ Comparable Property ♦ Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC)	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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6	Colony West 29 Colony West St., Barnwell, SC 29812		Contact: Darlene Phone: (803) 259-2830	
		Total Units: 58 UC: 0 BR: 1, 2, 3, 4 Target Population: Family Rent Special: None Notes: Tax Credit; HOME Funds (6 unit)	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 14 HH

7	Cottonwood 625 Dunbarton Rd., Williston, SC 29853		Contact: Tasha Phone: (803) 266-5203	
		Total Units: 24 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes: 60% AMHI; RD 515, has RA (23 units); Accepts HCV (0 currently)	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 3 HH

8	Edisto Apts. 88 White Ln, Denmark, SC 29042		Contact: Andrea Phone: (803) 793-5958	
		Total Units: 44 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: 60% AMHI; RD 515, has RA (34 units); HCV (1 unit); Square footage estimated	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 1 HH

9	Fairridge Lane Apts. 38 Fairridge Ct., Denmark, SC 29042		Contact: Leslie Phone: (803) 793-3701	
		Total Units: 24 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes: 60% AMHI; RD 515, no RA	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 1 HH



10	Fairridge Village Apts. 19 Easterling Ct., Denmark, SC 29042		Contact: Leslie Phone: (803) 793-3701	
		Total Units: 24 UC: 0 BR: 1, 2 Target Population: Senior 62+, Disabled Rent Special: None Notes: 60% AMHI; RD 515, has RA (all units)	Occupancy: 100.0% Vacant Units: 0	Stories: 1 Waitlist: None

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

11	Hampton Apts. 1136 Hampton Ave, Blackville, SC 29817	Contact: Tina Phone: (803) 259-4617
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1975 BR: 0, 1, 2, 3, 4 Vacant Units: 0 Waitlist: 60 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: One 1-br manager unit not included in total	
12	Low Country Crossing 490 Progressive Wy, Denmark, SC 29042	Contact: MacGregor Phone: (803) 571-4641
	Total Units: 34 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2020 BR: 2, 3 Vacant Units: 0 Waitlist: 10 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing 3/2020, opened & reached 97% occupancy 5/2020 Rent range due to HOME Fund units (8 units)	
13	Seaborn Greene 174 Race St., Bamberg, SC 29003	Contact: Connie Phone: (803) 450-6970
	Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2015 BR: 2, 3 Vacant Units: 0 Waitlist: 20 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; HOME Funds (5 units); Rent range due to HOME Fund units (5 units)	
14	Ujima Village Apts. 94 Ujima Ct., Bamberg, SC 29003	Contact: Richard Phone: (803) 245-6052
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1995 BR: 1 Vacant Units: 0 Waitlist: 12 mos AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes:	
15	West Main Street Apts. W. Main St., Williston, SC 29853	Contact: Tina Phone: (803) 259-4617
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1975 BR: 0, 1, 2, 3, 4 Vacant Units: 0 Waitlist: 60 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8; Handicap units have washer hookups only	

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

<p>16</p>	<p>Willow Run Apts. 55 Harley Rd., Williston, SC 29853</p> 	<p>Contact: Tasha Phone: (803) 266-5203</p> <p>Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1991 BR: 1 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Senior 62+, Disabled Yr Renovated: Rent Special: None Notes: RD 515, has RA (24 units)</p>
<p>901</p>	<p>Boundary at Silverbluff 749 Silver Bluff Rd. SW, Aiken, SC 29803</p> 	<p>Contact: Erin Phone: (803) 648-3800</p> <p>Total Units: 126 UC: 0 Occupancy: 93.7% Stories: 2 Year Built: 1976 BR: 1, 2, 3 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on unit upgrades</p>
<p>902</p>	<p>Colony at South Park 101 Greengate Cir., Aiken, SC 29803</p> 	<p>Contact: Christina Phone: (803) 649-4140</p> <p>Total Units: 184 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1989 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2015 Rent Special: None Notes: Rent range based on unit amenities & upgrades</p>
<p>904</p>	<p>Dexter Arms 650 Silver Bluff Rd SW, Aiken, SC 29801</p> 	<p>Contact: Leslie Phone: (803) 648-8200</p> <p>Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1978 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 15 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>
<p>906</p>	<p>Longleaf Senior Village 205 Bushwillow Cir., Aiken, SC 29801</p> 	<p>Contact: Lenoria Phone: (803) 648-1097</p> <p>Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2015 BR: 1, 2 Vacant Units: 0 Waitlist: 24 mos AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit; HOME Funds</p>

<p>✓ Comparable Property</p> <p>◆ Senior Restricted</p> <p>■ (MRR) Market-Rate</p> <p>■ (MRT) Market-Rate & Tax Credit</p> <p>■ (MRG) Market-Rate & Government-Subsidized</p> <p>■ (MIN) Market-Rate & Income-Restricted (not LIHTC)</p>	<p>■ (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized</p> <p>■ (TAX) Tax Credit</p> <p>■ (TGS) Tax Credit & Government-Subsidized</p> <p>■ (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)</p> <p>■ (TIN) Tax Credit & Income-Restricted (not LIHTC)</p> <p>■ (TMG) Tax Credit, Market-Rate & Government-Subsidized</p>	<p>■ (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized</p> <p>■ (INR) Income-Restricted (not LIHTC)</p> <p>■ (ING) Income-Restricted (not LIHTC) & Government-Subsidized</p> <p>■ (GSS) Government-Subsidized</p> <p>■ (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted</p>
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907	Pine Hill Apts. 117 Yellow Jasmine Rd, Orangeburg, SC 29118	Contact: Karen Phone: (803) 536-2993	
		Total Units: 71 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: 71 HOME units	Occupancy: 100.0% Vacant Units: 0 Stories: 3 Waitlist: 20 HH Year Built: 2008 AR Year: Yr Renovated:



908	Trotters Run Apts. 925 Trail Ridge Rd., Aiken, SC 29803	Contact: Sherrice Phone: (803) 641-7163	
		Total Units: 96 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes:	Occupancy: 97.9% Vacant Units: 2 Stories: 3 Waitlist: None Year Built: 2001 AR Year: Yr Renovated:



909	Willington Lakes Apts. 401 Willing Lakes Ct, Orangeburg, SC 29118	Contact: Leslie Phone: (803) 536-1611	
		Total Units: 216 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Rent range based on unit upgrades, floor level & view	Occupancy: 100.0% Vacant Units: 0 Stories: 3 Waitlist: 9 HH Year Built: 2002 AR Year: Yr Renovated:

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

Source: South Carolina Regional Housing Authority 3
 Effective: 03/2021

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	15	21	27	33	43	49	15	21	27	33	43	49
	+Base Charge	10	10	10	10	10	10	10	10	10	10	10	10
	Bottled Gas	44	61	79	96	122	140	44	61	79	96	122	140
	Electric	34	48	62	76	96	110	34	48	62	76	96	110
	Heat Pump	16	22	29	35	45	51	16	22	29	35	45	51
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Cooking	Natural Gas	5	7	9	11	14	16	5	7	9	11	14	16
	Bottled Gas	14	14	26	31	40	46	14	14	26	31	40	46
	Electric	7	9	12	15	18	21	7	9	12	15	18	21
Other Electric	20	27	35	43	55	62	20	27	35	43	55	62	
+Base Charge	21	21	21	21	21	21	21	21	21	21	21	21	21
Air Conditioning	17	24	31	37	48	54	17	24	31	37	48	54	
Water Heating	Natural Gas	13	18	23	29	36	42	13	18	23	29	36	42
	Bottled Gas	32	45	56	70	89	102	32	45	56	70	89	102
	Electric	20	29	37	45	57	65	20	29	37	45	57	65
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water	44	44	44	44	44	44	44	44	44	44	44	44	
Sewer	54	54	54	54	54	54	54	54	54	54	54	54	
Trash Collection	9	9	9	9	9	9	9	9	9	9	9	9	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

* Estimated- not from source

Addendum B – Member Certification & Checklist

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

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

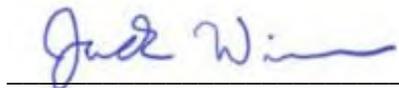
Certified:



Patrick M. Bowen
President

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Date: April 14, 2022



Jack Wiseman (Primary Contact)
Market Analyst

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Date: April 14, 2022

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

**ADDENDUM C:
SCOPE OF RENOVATIONS**

SECTION 01 11 00 - SCOPE OF WORK DESCRIPTION

Existing Conditions: Property was completed and first occupied in **1993**.
If completed after 1991, all improvements are to meet or exceed Fair Housing Act and Section 504.
 Yes No

Project Unit Mix:

20	one bedroom , including (1) UFAS/Type "A" accessible unit, (1) UFAS/AV unit, and (19) UFAS/Type 'B' units
	two bedroom
	three bedroom
	four bedroom
20	total units
1	office/ laundry/ community building

Elderly Family

Mobility Disabled Units: UFAS/ Type A, at least 5% of the total units (but no less than one unit) must be equipped for the mobility disable, including for wheelchair restricted residents. Roll-in showers must be incorporated into all of the Type A mobility equipped units. Mobility units with more than one bathroom must have at least one bathroom with a roll-in shower, as required by SC Housing.

Hearing and Sight-Impaired Units: UFAS/ AV, at least an additional 2% of the total units (but no less than one unit) must be equipped for hearing and sight-impaired residents. To provide hearing and sight-impaired accessibility, HUD recommends compliance with ICC/ ANSI A117.1 Section 1006, which includes audio and visual notification on fire alarms and at the primary unit entrance.

The same unit(s) cannot be used to satisfy the 5% and 2% requirement.
 For Older Persons 55+ Developments 100% of the units must be accessible and adaptable (Type B), as defined by the Fair Housing Amendments Act of 1988. *For rehabilitation projects refer to the Fair Housing Amendment Act of March 13, 1991.*

NOTE: Key numbers (**1, 2...**) below are positioned on the drawings to indicate general locations of scope of work items.
 See Unit by Unit Scope of Work for scope information for individual dwelling units and quantities required.
 See Site Plan for unit locations and key numbers within individual building and unit floor plans.
 Consult property condition assessment and environmental reports for existing condition information.

Key Section: *Required scope of work (scope includes community building and each unit):
 "Provide" means furnish material, equipment, labor, and insurance to complete.*

SC Housing QAP Appendix B, Development Design Criteria:

- Section I, Design Document Standards
- Section II, Accessibility
- Section III, Mandatory New Construction Design Criteria
- Mandatory Rehabilitation Criteria

GENERAL

<p>1 General Conditions: 00 7100 00 7200 00 7300</p>	<p>Compliance with 2022 SCSHFDA QAP documents published under the LIHTC program is required. General Contractor and all subcontractors are responsible for reading, evaluating and applying minimum standards referenced in SCSHFDA manuals for Year 2022.</p> <p>Unless otherwise noted, General Contractor shall request documentation from the owner for all waivers granted for this project.</p> <ul style="list-style-type: none"> a Provide evidence of maintained workman compensation insurance coverage. b Provide evidence of maintained liability Insurance \$500,000/ \$1,000,000. c All work shall meet all applicable codes, including 2006 International Energy Conservation Code. d All work shall be professional and guaranteed/warranted for one year. e Meet or exceed all building product manufacturer's recommendations. f Bidder visit and inspect jobsite and must confirm all counts and measurements. g Inspect each unit prior to turn-over with property manager. h Complete punch-list prior to final payment. i Final clean each unit immediately prior to turn-over to property manager.
<p>2 Coordination: 01 3100</p>	<ul style="list-style-type: none"> a Prepare sequencing plan (schedule) for relocation and staging of work. b Submit work sequencing plan to Property Manager and Owner designated representative, if applicable, one week before start. c Limit work duration in each apartment to shortest possible time interval.
<p>3 Demolition/ Cleaning:</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Remove / dispose of all items to be removed or replaced (per jurisdiction disposal requirements): <input type="checkbox"/> Consult environmental studies. <input type="checkbox"/> General Contractor to be responsible for all costs of disposal/removal. <input type="checkbox"/> The repair and finish of adjacent material where items have been removed shall be provided in kind by the General Contractor. <input type="checkbox"/> a entry sign, old overgrown or damaged plant material, <input type="checkbox"/> b broken concrete, concrete stoops and patios, broken asphalt paving, curb and sidewalks, <input type="checkbox"/> c mailboxes, damaged dumpsters and enclosures, <input type="checkbox"/> d walls shown on drawings to be removed, <input type="checkbox"/> e doors and frames/trim, hardware, windows and frames/trim, <input type="checkbox"/> f shingle roofing, gutters, damaged fascias and soffits, siding, trim, ridge vent, <input type="checkbox"/> g loose vinyl floor tile, carpeting, damaged wall trim and drywall, <input type="checkbox"/> h cabinets, countertops, sinks, lavatories, water closets, bath tubs, <input type="checkbox"/> i appliances, light fixtures,

SITE WORK

<p>4a General:</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<p>a Upgrade site access to meet UFAS accessibility requirements. See site plan.</p> <p>b Clean and camera existing sanitary sewer lines to confirm no blockages. Sewer lines must be scoped and repaired/ replaced as needed.</p>
<p>4b Site Improvements: 10 5500 12 9300 31 1100</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<p>a Provide covered, fully accessible mailbox center [with lighting] with USPS approved mailboxes. See site plan for location.</p> <p>b Repair existing 8'-0" pressure treated wood shadow box fencing.</p> <p>c Repair existing 6' chain link fencing.</p> <p>d Existing decorative white vinyl fence to remain.</p> <p>e Provide new 8' white vinyl dumpster enclosure fencing.</p> <p>f Provide bollards at dumpster. Painted pipe bollards must be installed behind all dumpsters. If not located within the building, the postal facility must:</p> <p>a. Have a roof covering which offers residents ample protection from the rain while gathering mail;</p> <p>b. Be located adjacent to available parking and sited such that tenants will not obstruct traffic while collecting mail; and</p> <p>c. Have adequate lighting functioning from dusk to dawn.</p>
<p>4c Asphalt Paving: 32 1216 32 1723</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<p>a Repair and patch parking areas and drives.</p> <p>b Seal and restripe parking areas and drives.</p> <p>c Restripe parking spaces to meet handicap requirements and provide ADA signage.</p> <p>d Provide crosswalks and curb ramps with access aisle striping per site plan.</p>
<p>5 Sidewalks; Concrete Pads: 03 1000 32 1313</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<p>Upgrade concrete to meet UFAS, per budget estimate, to include:</p> <p>a Replace broken and missing concrete sidewalks.</p> <p>b Remove, regrade and replace sidewalks flooded by rain.</p> <p>c Provide accessible sidewalks to dumpster enclosures and mail kiosk. See site plan.</p> <p>d Position curb-cuts and crosswalks for handicap accessibility of site. See site plan for location of handicap parking spaces and crosswalks.</p> <p>e Provide concrete fill for plumbing repairs below slab.</p> <p>f Provide accessible concrete pad for mail kiosk.</p> <p>g Provide concrete pad for dumpsters with concrete approach apron.</p>
<p>6 Site Amenities:</p>	<input type="checkbox"/>	<p>None</p>

- | | | | |
|---|--------------------------|---|--|
| 7 Landscaping:
31 1100
32 9300 | <input type="checkbox"/> | a | Provide landscaping around project entry sign. |
| | <input type="checkbox"/> | b | Prune existing trees and shrubs of dead wood. |
| | <input type="checkbox"/> | c | Provide additional plantings in bedded areas per landscape plans. |
| | <input type="checkbox"/> | d | Spread topsoil and reseed bare turf areas. |
| | <input type="checkbox"/> | e | Regrade flat site areas to slope away from buildings and to provide erosion control. |

- | | | | |
|-------------------|--------------------------|---|---|
| 8 Signage: | <input type="checkbox"/> | a | Provide new permanent project entry sign. |
| | <input type="checkbox"/> | b | Provide identification signage for each unit. |
| | <input type="checkbox"/> | c | Provide bold signage visible from the entry drive for the office/ laundry building. |
| | <input type="checkbox"/> | d | Provide building number identification sign on each building visible from street. |
| | <input type="checkbox"/> | e | Position new entrance sign to be lit on each side. |
| | <input type="checkbox"/> | f | Provide handicap parking signage. |
| | <input type="checkbox"/> | g | Braille signage to be provided in locations required by FHA, ADA and UFAS. |
- Property entrance must have a monument sign with brick or stone columns.

- | | | | |
|-------------------------|--------------------------|---|--|
| 9 Site Lighting: | <input type="checkbox"/> | a | Provide light at site entrance to light entry sign from dusk to dawn. |
| | | | Existing site lighting must be adequate and functioning according to photo metric analysis software. |

BUILDINGS

- | | | | |
|---|--------------------------|---|---|
| 10a General
Improvements:
06 1000
31 3116 | <input type="checkbox"/> | a | Seal all exterior joints and gaps. |
| | <input type="checkbox"/> | b | Seal all interior and exterior wall penetrations. |
| | <input type="checkbox"/> | c | Pressure wash all buildings and sidewalks. |
| | <input type="checkbox"/> | d | Provide renovation of office/laundry/community building. |
| | <input type="checkbox"/> | e | Clean mechanical rooms, replace damaged or mildewed wallboard. |
| | <input type="checkbox"/> | f | Clean all exterior wall surfaces to remove clay splash stains and mildew. |
| | <input type="checkbox"/> | g | Construction documents to include unit-by-unit matrix to identify items scheduled for replacement when the SOW does not identify items to be replaced in all units. |

- | | | | |
|-------------------------------------|--------------------------|---|--|
| 10b General
Accessibility | <input type="checkbox"/> | a | Provide upgrades to office/ laundry/community building building per plans. |
| | <input type="checkbox"/> | b | Provide upgrades to handicap units per UFAS accessibility requirements. See plans. |
- All Type A accessible units must be brought to current building standards.

- | | | | |
|--|--------------------------|---|---|
| 11 Masonry:
04 0513
04 0516 | <input type="checkbox"/> | a | Replace damaged and missing brick. |
| | <input type="checkbox"/> | b | Point up all missing and damaged mortar. |
| | <input type="checkbox"/> | c | Clean brick exterior walls per recommendations of Brick Institute of America. |

- | | | | |
|------------------------------|--------------------------|---|--------------------------------|
| 12 Metals:
05 5000 | <input type="checkbox"/> | a | Provide bollards at dumpsters. |
| | <input type="checkbox"/> | | |

13 Carpentry: 06 1000 06 4100 06 4600	<input type="checkbox"/>	a	Inspect for and replace damaged wood trim, exterior sheathing.
	<input type="checkbox"/>	b	Replace damaged sheathing with OSB.
	<input type="checkbox"/>	c	Provide lockable attic access panels in breezeways of all buildings.
	<input type="checkbox"/>	d	Replace damaged existing vinyl railings and pickets.
	<input type="checkbox"/>	e	Provide new trim at all new walls, doors and windows.
	<input type="checkbox"/>	f	Provide flooring, base, shoe molding and painted walls behind and under refrigerators and ranges.
	<input type="checkbox"/>	g	Repaire/ replace existing exterior stairs as needed.
	<input type="checkbox"/>	h	Provide new quarter round at all VCT/LVT or sheet vinyl areas.
	<input type="checkbox"/>	i	Provide mailbox kiosk.

14 Insulation:	<input type="checkbox"/>	a	Inspect attic/roof insulation; to be R30.
			Attic insulation must meet R-30 minimum value.

15 Roofing: 07 3113	<input type="checkbox"/>	a	Provide new 30-year antifungal architectural asphalt fiberglass roof shingles with ridge venting and vented soffits.
	<input type="checkbox"/>	b	Provide new 6" aluminum gutters and 3x5 downspouts to discharge a min. 6' from foundation. Install leaf guards in new gutter system.
	<input type="checkbox"/>	c	Provide splash blocks.
	<input type="checkbox"/>	d	Remove all existing roof shingles and damaged roof edges and accessories.
	<input type="checkbox"/>	e	Replace damaged fascia boards and sheathing.
	<input type="checkbox"/>	f	Provide aluminum roof edge trim and all necessary roof accessories.
	<input type="checkbox"/>	g	Provide metal step flashing at all gable sidewall roof conditions.
	<input type="checkbox"/>	h	Replace plumbing vent boots.
	<input type="checkbox"/>	i	Provide mailbox kiosk roofing.

16 Siding: 07 4633	<input type="checkbox"/>	a	Replace all vinyl siding throughout project with min. 30-year warranty and .044" thickness min.
	<input type="checkbox"/>	b	Replace all soffit with vented vinyl soffit, with min 30-year warranty and .040" thickness min.
	<input type="checkbox"/>	c	Cover all fascia with white PVC coated trim coil, .024" thickness or greater within a min. 3-year warranty.
	<input type="checkbox"/>	d	Provide air infiltration barrier behind all new siding and trim.
	<input type="checkbox"/>	e	Install 'J' boxes for all electrical boxes, disconnect boxes or surface mounted devices on siding. Where standard 'J' boxes are not available, the devices shall be fully flashed, caulked and water-proofed.
			High quality durable low maintenance materials are required for exterior building coverings on all elevations including all exterior trims, fascia, soffits, ceilings and vents and can consist of: Vinyl siding must have a .044" thickness or greater and be installed per manufacturer's requirements to achieve at least a 30 year warranty.

Vinyl soffit must have a .040" thickness or greater and be installed per manufacturer's requirements to achieve at least a 30 year warranty.
 PVC or Vinyl Composite Trim Boards must be installed per manufacturer's requirements to achieve at least a 30 year warranty.
 PVC Coated Trim Coil must have a .024" thickness or greater for fascia and breeze boards only- must be installed per manufacturer's requirements to achieve at least a 30 year warranty.
 See 2022 QAP Appendix B, III, F, Building Exterior.

17 Doors:
08 1416

- | | | |
|--------------------------|---|--|
| <input type="checkbox"/> | a | Replace all front exterior doors/frame/trim with new insulated metal or fiberglass doors units. Front entry doors at accessible units to have spring hinges. |
| <input type="checkbox"/> | b | Caulk all doors inside and outside. |
| <input type="checkbox"/> | c | Seal all exterior door thresholds with silicone caulk. |
| <input type="checkbox"/> | d | Provide new aluminum storm door at office entrance. |
| <input type="checkbox"/> | e | Replace all exterior doors at Community Building. |
| <input type="checkbox"/> | f | Replace all damaged and worn interior doors, jambs, frames, and hardware in dwelling units and Community Building. |
| <input type="checkbox"/> | g | Undercut bedroom and bathroom doors as needed to match area of air supply. |
| <input type="checkbox"/> | h | Provide min. 3/4" air space under all interior doors for air circulation (measured from finished floor). |
| <input type="checkbox"/> | i | Replace mechanical room louvered door with a louvered door. |

An automatic accessible door opener is required for the primary entrance into and out of senior congregate buildings.

All bi-fold and accordion doors must be replaced with hinged doors.

All windows and exterior doors must be Energy Star rated for zone south central be of high quality, durability and must be installed per manufacturer's requirements to achieve at least a 10 year warranty for windows and a 1 year warranty for fire rated doors. Developments are required to provide the Authority a written manufacturer warranty confirming the warranty has been acquired for the windows and exterior doors. This can be submitted with the placed in service application.

See 2022 QAP Appendix B, III, I, Windows and Doors.

18 Windows:
08 5300
08 8000

- | | | |
|--------------------------|---|---|
| <input type="checkbox"/> | a | Replace all windows with new insulated, double pane, vinyl windows. Install flashing per manufacturer's recommendation. Contractor to verify tempered glazing requirement against existing hazardous locations. |
| <input type="checkbox"/> | b | Bedroom windows must have egress area of 5.7 sf on 2nd floor and 5.0 sf on 1st floor, and a 24" min vertical egress opening, 20" horizontal. |
| <input type="checkbox"/> | c | Provide insect screens at all windows. |
| <input type="checkbox"/> | d | Caulk all windows inside and outside. |

All windows and exterior doors must be Energy Star rated for zone south central be of high quality, durability and must be installed per manufacturer's requirements to achieve at least a 10 year warranty for windows and a 1 year warranty for fire rated doors. Developments are required to provide the Authority a written manufacturer warranty confirming the warranty has been acquired for the windows and exterior doors. This can be submitted with the placed in service application.

See 2022 QAP Appendix B, III, I, Windows and Doors.

<p>19 Hardware: 08 7100</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<ul style="list-style-type: none"> a Replace all exterior entry door hardware. b Replace all interior door hardware. c Provide lever handles in all "public" rooms. Provide lever handles in UFAS units with push-button style locks. d All door stops/wall stops must be installed, whether the door is being replaced or not.
<p>20 Gypsum Wallboard: 09 2900</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<ul style="list-style-type: none"> a Inspect for and repair/ replace damaged wallboard. b Repair wallboard removed for new utilities including dryer vents. c Provide moisture resistant drywall where replaced in bathrooms, laundry rooms, mechanical closets, exterior storage closets, and behind kitchen sink base. <p style="background-color: #fce4d6; padding: 5px;">Moisture resistant gypsum board must be installed on all ceilings and walls of bathrooms, on all walls of laundry rooms, mechanical closets and exterior storage closets, and behind kitchen sink base and dishwasher.</p> <p style="background-color: #fce4d6; padding: 5px;">Water-resistant gypsum board or equivalent shall be provided behind any tub/ shower unit located on an exterior wall.</p>
<p>21 Vinyl Flooring: 09 6519</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<ul style="list-style-type: none"> a Provide new vinyl floorings in all units: LVT min 3mil thickness. b Provide new vinyl cove base at base of all tubs. See unit matrix. c Provide flooring coverings in all interior mechanical closets. <p style="background-color: #e2efda; padding: 5px;">Shoe molding must be installed in areas where glue down or laminate flooring is/ was installed.</p> <p style="background-color: #fce4d6; padding: 5px;">All materials must be installed to manufacturer's specifications using standard methods and resulting in the issuance of a manufacturer's guarantee/ warranty. Manufacturer's written warranties must be provided to the Authority with the placed in service application.</p> <p style="background-color: #fce4d6; padding: 5px;">See 2022 QAP Appendix B, III, N, Floor Coverings.</p>
<p>22 Carpet:</p>	<input type="checkbox"/>	<p>NONE</p>
<p>23 Painting: 09 9100</p>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<ul style="list-style-type: none"> a Paint entire interior of each dwelling unit. b Paint interior of the Community Building. c Paint all interior doors and trim. Paint top, bottom, sides, and both faces. d Paint all exterior doors and trim of units and Community Building. Paint top, sides, bottom, and faces of door. e Clean, prepare and sand all surfaces prior to painting. f Caulk all open joints. g Prime all new and repaired surfaces. h Prepare and paint all existing metal railings. <p style="background-color: #e2efda; padding: 5px;">Interior painting must include the entire unit.</p>

FURNISHINGS

24 Bath Fixtures:	<input type="checkbox"/>	a	Replace existing tubs and surrounds with 4-piece tub and surround, with blocking for all UFAS/ ANSI grab bar locations required for accessibility.
	<input type="checkbox"/>		Provide a min. 18" grab bar in all tub/ shower units, centered vertically 48" AFF and 4" inside face of tub enclosure on the wall opposite the controls.
	<input type="checkbox"/>	b	Provide accessible height water closet in UFAS/Type A accessible units.
	<input type="checkbox"/>		All toilets shall have blocking in the walls for future installation of grab bars to be compliant with accessibility requirements.
	<input type="checkbox"/>	c	Replace vanity tops.
	<input type="checkbox"/>	d	Provide vanity cabinet with removable or adaptable base cabinet with drop-in sink in all units.
	<input type="checkbox"/>	e	Replace wall hung lavatories in accessible units.

25 Accessories: 10 2813	<input type="checkbox"/>	a	Replace all bathroom accessories with brushed nickel: attached (not tension) shower rod, towel bar and toilet paper dispenser.
	<input type="checkbox"/>	b	Remove soap and toothbrush holder; do not replace.
	<input type="checkbox"/>	c	Provide 24"x36" mirror mounted at top of back splash in UFAS/ Type A units.
	<input type="checkbox"/>	d	Replace recessed medicine cabinets in existing locations.
	<input type="checkbox"/>	e	Replace and relocate medicine cabinets with new surface mounted units with mirror in UFAS/ Type A units.
	<input type="checkbox"/>	f	Provide grab bars in accessible bathrooms at tub and water closet.
	<input type="checkbox"/>		Provide a min. 18" grab bar in all tub/ shower units, centered vertically 48" AFF and 4" inside face of tub enclosure on the wall opposite the controls.

26 Casework: 06 4100	<input type="checkbox"/>	a	Provide new kitchen and vanity cabinets to meet SCSHFDA Design Standards.
	<input type="checkbox"/>	b	Provide cover for/box in exhaust vents.
	<input type="checkbox"/>	c	Provide new plastic laminate countertops with stainless steel sinks.
	<input type="checkbox"/>	d	Replace casework with UFAS compliant casework in accessible units. See unit matrix.
	<input type="checkbox"/>		All Type 'B' units to have removable fronts or adaptable base cabinets at kitchen sink and work space.
<p>All kitchen cabinets and bathroom vanities/ cabinets shall be constructed with solid wood or plywood stiles, rails, doors, and drawer fronts. All cabinets will conform to the performance and fabrication requirements of ANSI/ KCMA A161.1-2000 and bear the KCMA Certification Seal.</p> <p>See 2022 QAP Appendix B, III, J, Kitchens.</p>			

27 Appliances: 10 4413 11 3100	<input type="checkbox"/>	a	Provide new EnergyStar refrigerators, with ice-maker. See unit matrix. Handicap units to receive ADA compliant refrigerator.
	<input type="checkbox"/>	b	Provide all new self-cleaning electric range/ oven. Ranges with front controls to be provided in UFAS units. Install anti-tip devices at all ranges secured to floor. Provide splash guard behind all ranges. Ranges to fit flush against wall.
	<input type="checkbox"/>	c	Provide new recirculating range hoods in UFAS/Type A accessible units. Provide new over the range mounted microwave oven, with recirculating fan in all UFAS/ Type B units.
	<input type="checkbox"/>	d	Provide fire suppression device at underside of range hood and microhood.
	<input type="checkbox"/>	e	Provide new countertop microwave in UFAS/ Type A units.
	<input type="checkbox"/>	f	Install new fire extinguisher in kitchens. FE to be 5lbs ABC at location approved by Fire Marshal, mounted at 48" AFF max in UFAS/ Type 'A' units.
	<p>Splash panels must be installed behind all ranges. Anti-tip devices secured to the floor must be installed under all ranges.</p> <p>All units must have an 18 cubic foot minimum Energy Star rated frost free refrigerator freezer with ice maker.</p> <p>a. Doors must open beyond 90 degrees to allow bin removal. b. Ice maker box (cold water supply with shut off must be installed behind the refrigerator. All units must have over the range microwave. All units must have a slide in range that is at least 30 inches wide or a cooktop and wall oven. See 2022 QAP Appendix B, III, J, Kitchens.</p>		
	<input type="checkbox"/>		
	<input type="checkbox"/>		
	<input type="checkbox"/>		
28 Mini-blinds:	<input type="checkbox"/>	a	Replace existing blinds with vinyl miniblinds at all windows.
29 Other:	<input type="checkbox"/>	a	Provide sealing of all penetrations in mechanical closets, diffusers and electrical switches and outlets to prevent air infiltration.
	<input type="checkbox"/>		

PLUMBING, MECHANICAL, ELECTRICAL

30 Plumbing: 22 0000	

- a Inspect plumbing systems and replace washers, P traps, pipes, shut-off valves at sinks and toilets.
 - b Provide faucet, fittings and hook-up of kitchen sinks.
Provide shallow depth rear drain kitchen sinks in UFAS units per UFAS requirements. See unit matrix.
 - c Provide fittings and hook-up for ice-maker at refrigerator. Rough-in all units.
 - d Provide faucet, fittings and hook-up of bathroom vanities or sinks.
Bathroom faucets shall be low flow 1.5/2.0 gpm.
 - e Remount lavatory in UFAS/Type A accessible units at proper height
 - f Provide fittings and hook-up of new water closet (1.28gpm). See unit matrix, and Comm. Bldg.
 - g Caulk front and sides only.
 - h Provide accessible height water closet in UFAS/Type A accessible units.
 - i Relocate water closet and drain center 18" from adjacent wall surface in UFAS/ Type A accessible units.
 - j Provide faucet, fittings and hook-up of new tub/shower.
 - k In all UFAS units, controls are to be less than 12" from reach side edge, and have hand-held shower head.
 - l Replace bath valves and shower heads (low flow).
 - m Reposition controls in accessible tub/showers to less than 12" from reach side edge.
 - n Replace all water heaters and valves to comply with latest adopted edition of International Plumbing Code. Must have 0.93 UEF min. without blanket.
Water heater capacity to be 30-gallon in 1BR units.
 - o Pipe pans to exterior or hub drain. Provide elevated stand as required.
 - p Reuse existing piping for T&P relief valve to discharge to exterior.
 - q Repair/ Replace clothes washer valves and boxes. See unit matrix.
 - r Provide individual water shut off valves in each unit in accessible location and labeled.
 - s Replace any remaining polypipe with Pex piping.
- All units must have individual water shut off valves in the unit.
 All polybutylene ("Quest") piping must be replaced.
 All original cast iron p-traps must be replaced.
 All water heaters must be in an overflow pan and piped to the outside (where possible).
 Water heaters under kitchen countertops must be relocated.
- See 2022 QAP Appendix B, III, P, Plumbing.

31 HVAC: 23 0000	<input type="checkbox"/>
	<input type="checkbox"/>

- a Replace split system heat pump system with 15 SEER rated equipment in dwelling units and office building. See unit matrix.
- b All replaced HVAC systems shall have 410A refrigerant.
- c Replace line set to meet manufacturer's recommendation for all new units.
- d Provide leveled concrete pad for each outside unit- top surface 2" min above cut grass.
- e Clean ductwork, replace all supply diffusers and all return air grills.
- f Replace all supply diffusers and replace return air grills.
- g Replace existing flex duct at dryer and provide smooth metal dryer duct to the exterior. Install recessed dryer connection box for dryer duct in wall with rough-in connection max. 2" AFF.
- h Provide duct and new wall cap for new dryer vents.
- i Provide new EnergyStar bathroom exhaust fans; 70 cfm required. See unit matrix.
- j Provide new bath exhaust fan.
- k Exhaust duct shall have a backflow damper and be vented with hard duct to the exterior. See unit matrix.
- l Provide duct and wall cap for new exhaust fans.
- m All penetrations for mechanical venting shall be through the side wall or soffit, not thru the roof, to the exterior.

Existing HVAC air handlers must have a secondary condensate overflow line or cutoff switch.

Clothes dryer venting must be hard ducted to the exterior and concealed in wall.
Hard duct all new and existing bathroom exhaust fans where possible (in attics).
See 2022 QAP Appendix B, III, O, Mechanicals.

32 Electrical: 26 0000	<input type="checkbox"/>
	<input type="checkbox"/>

- a Inspect electrical system and repair or replace damaged components. Provide report to owner.
- b Confirm all circuits are properly wired with tester and rewire all that are incorrect. Provide report to owner.
- c Install new GFI receptacles in all kitchens and baths, and laundry, to meet current code.
- d Upgrade electrical breakers if necessary for added equipment.
- e Lower electrical panels where required to meet accessibility requirements.
- f Replace all receptacles, switches, and cover plates.
- g Outlets shall be tamper resistant.
- h Provide hardwired smoke detectors, wired in series, to meet code (UL 217). Smoke Detectors in all accessible units to be audible and flashing.
- i Update all unit emergency call systems to have audible alarm and strobe light outside of each apartment front exterior door for all UFAS and AV units.
- j Provide emergency pull cords in bathroom and bedroom of all UFAS/ Type A units.
- k Replace all interior and exterior lighting fixtures.
- l Provide porch lights at UFAS unit(s), wall mounted with less than 4" projection.
- m Replace common area exterior breezeway light fixtures and photo cells.
- n Provide ceiling fan/ light fixture in all units. Provide switch for fan and light to be controlled separately.
- o Provide new undercabinet light at sink.
- p Provide front exterior lights.
- q Provide lighting at mailbox kiosks enclosures (recessed in soffit).
- r Wire and hook-up range. See unit matrix.
- s Replace aluminum wiring from panel to range.
- t Wire and hook-up range hood or microhood.
- u Wire and hook-up water heater. Install new disconnect. See unit matrix.

- v Wire and hook-up bath exhaust fan. Switch with ceiling light See unit matrix.
- w Provide (2) switches in all bathrooms - (1) for sink/vanity lights and (1) for overhead light/exhaust fan combo.
- x Wire and hook-up new split system heat pump system.
- y Provide cable TV connection for each bedroom and living room.
- z Install cable TV wiring in walls or attic.
- aa Provide internet capable wiring in office.
- bb Provide cable TV connection for office.
- cc Provide internet capable wiring in each bedroom and living room.

All receptacles, switches and cover plates must be replaced.

All units must have looped smoke alarms.

In bathrooms, overhead ceiling light must be switched with the exhaust fan and the vanity light wired to a separate switch. If a ceiling light is not present, one must be installed and switched accordingly.

Ceiling fans with lights must be installed in all living rooms and bedrooms. Fan and light must be wired to a separate switch.

A telephone jack must be installed in the primary bedroom next to a receptacles for future TTY

A centrally located port with wireless internet network provided, per unit.

See 2022 QAP Appendix B, III, Q, Electrical.

Last revised: 02/24/22

**ADDENDUM D:
RENT ROLL**

NOTICE OF PAYMENT DUE REPORT

1. BORROWER NAME		2. CASE NUMBER		3. PROJECT NO.
4. AUDIT RECEIVABLES	5. LATE FEES	6. COST ITEMS	7. OVG/SURG	8. LOAN PAYMENT
9. PAST DUE	10. UNITS ON RA	11. TOTAL RA	12. RA CHECK	13. TOTAL PAYMENT

ONLY FOR SECTION 8 PROJECTS WHERE HUD RENT EXCEEDS THE RHS NOTE RATE RENT

14. No. of Section 8 units _____ x 15. HUD Rent _____ = 16. _____
 17. No. of Section 8 units _____ x 18. RHS Note Rate Rent _____ = 19. _____
 ADDITIONAL PAYMENT TO THE RESERVE ACCOUNT 20. _____

In accordance with Rural Housing Service's (RHS) formula and procedures, all rental units are occupied by households who have executed Form RD 3560-8 "Tenant Certification," and for labor housing projects, farmworkers, or for rental housing projects, have incomes within the limits set in Agency regulations or the project has written permission from RHS to rent to ineligible occupants on a temporary basis.

I certify that the statements made above and per attached Multi-Family Information System Notice of Payment Due Report are true to the best of my knowledge and belief and are made in good faith.

***WARNING: Section 1001 of title 18, United States Code provides, "Whoever, in any matter within the jurisdiction of the executive, legislative, or judicial branch of the Government of the United States, knowingly and willfully falsifies, conceals, or covers up by any trick, scheme, or device a material fact, makes any materially false, fictitious, or fraudulent statement or representation, or makes or uses any false writing or document knowing the same to contain any materially false, fictitious, or fraudulent statement or entry, shall be fined under this title or imprisoned not more than 5 years, or both."**

21. _____
(Date)

22. _____
(Borrower or Borrower's Representative)

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0575-0189. The time required to complete this information collection is estimated to average 15 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

Addendum E – Achievable Market Rent Analysis

A. INTRODUCTION

Due the rural nature of the area, we did not identify any market-rate rental communities considered comparable to the subject development within the Denmark Site PMA. As such, we identified five market-rate properties outside of the market but within the region in Aiken and Orangeburg for this comparability analysis. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

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

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

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

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

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

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

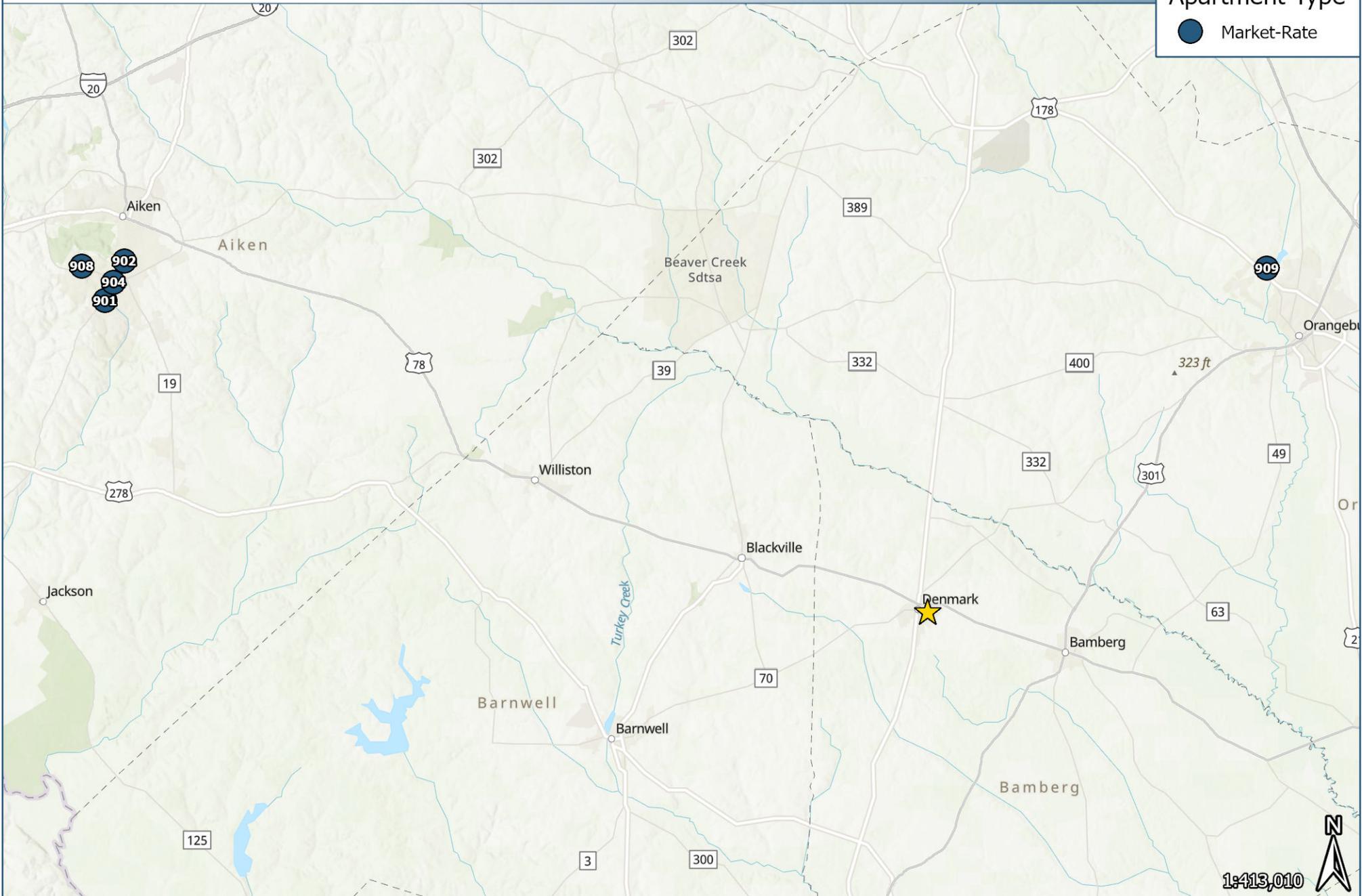
Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Canterfield Manor	1993 / 2023	20	100.0%	20 (100.0%)	-	-
901	Boundary at Silverbluff	1976	126	93.7%	100 (97.0%)	16 (68.8%)	10 (100.0%)
902	Colony at South Park	1989 / 2015	184	100.0%	48 (100.0%)	88 (100.0%)	48 (100.0%)
904	Dexter Arms	1978	72	100.0%	8 (100.0%)	48 (100.0%)	16 (100.0%)
908	Trotters Run Apts.	2001	96	97.9%	24 (95.8%)	60 (98.3%)	12 (100.0%)
909	Willington Lakes Apts.	2002	216	100.0%	12 (100.0%)	180 (100.0%)	24 (100.0%)

Occ. – Occupancy

900 series Map IDs are located outside Site PMA

The five selected market-rate projects have a combined total of 694 units with an overall occupancy rate of 98.6%, a very strong rate for rental housing. This illustrates that these projects have been well received within their respective markets and will serve as accurate benchmarks with which to compare the subject development.

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



Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Canterfield Manor		Boundary at Silverbluff		Colony at South Park		Dexter Arms		Trotters Run Apts.		Wilmington Lakes Apts.	
89 Canterfield Court		749 Silver Bluff Rd. SW		101 Greengate Cir.		650 Silver Bluff Rd SW		925 Trail Ridge Rd.		401 Willing Lakes Ct	
Denmark, SC		Aiken, SC		Aiken, SC		Aiken, SC		Aiken, SC		Orangeburg, SC	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,086		\$1,084		\$650		\$1,155		\$975	
2	Date Surveyed	Mar-22		Mar-22		Mar-22		Mar-22		Mar-22	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	97%		100%		100%		96%		100%	
5	Effective Rent & Rent/ sq. ft	\$1,086	1.71	\$1,084	1.45	\$650	0.87	\$1,155	1.65	\$975	0.99
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	R/1		WU/2		WU/1,2		WU/3		WU/3	
7	Yr. Built/Yr. Renovated	1993/2023		1976	\$32	1989/2015	\$6	1978	\$30	2001	\$7
8	Condition/Street Appeal	G		F	\$15	E	(\$15)	G		G	
9	Neighborhood	G		E	(\$10)	E	(\$10)	G		E	(\$10)
10	Same Market?			No	(\$217)	No	(\$217)	No	(\$130)	No	(\$231)
11	Same Market?			No	(\$217)	No	(\$217)	No	(\$130)	No	(\$231)
10	Same Market?			No	(\$217)	No	(\$217)	No	(\$130)	No	(\$231)
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	654		635	\$6	750	(\$31)	750	(\$31)	700	(\$15)
14	Patio/Balcony/Sunroom	N		N		Y	(\$5)	Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		N/Y	\$5	N/Y	\$5	N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L		HU/L		HU/L		L	\$10	HU	\$5
19	Floor Coverings	V		C/V		C/V		C/V		C/V	
20	Cable Included?	N		Y	(\$30)	Y	(\$30)	Y	(\$30)	N	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/E-Call System	Y/Y		Y/N	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5
23	Ceiling Fan/E-Call System	Y/Y		Y/N	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		N	\$5	N	\$5	N	\$5	N	\$5
27	Community Space	Y		Y		Y		N	\$5	Y	
28	Pool/Recreation Areas	N		P	(\$10)	P/F	(\$15)	P	(\$10)	P/F	(\$15)
29	Computer/Business Center	N		N		Y	(\$3)	N		Y	(\$3)
30	Grilling Area/Storage	Y/N		Y/N	(\$3)	Y/Y	(\$8)	N/N		Y/N	(\$3)
31	Library	N		N		N		N		N	
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		Y/N	(\$6)	N/N		Y/Y	(\$98)	N/N	
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		N/N	\$9
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	6	4	10	6	6	4	8	2	8
41	Sum Adjustments B to D	\$68	(\$275)	\$21	(\$339)	\$60	(\$211)	\$22	(\$287)	\$11	(\$211)
42	Sum Utility Adjustments		(\$6)				(\$98)	\$9			
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$213)	\$349	(\$318)	\$360	(\$249)	\$369	(\$256)	\$318	(\$200)	\$222
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$873		\$766		\$401		\$899		\$775	
45	Adj Rent/Last rent		80%		71%		62%		78%		79%
46	Estimated Market Rent	\$775		\$1.19		← Estimated Market Rent/ Sq. Ft					

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

Based on the preceding Rent Comparability Grid, it was determined that the present-day achievable market one-bedroom rent for units similar to the subject development is \$775, which is illustrated as follows:

Bedroom Type	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	\$694	\$775	10.45%

The proposed collected Tax Credit rent represents a market rent advantage of 10.45%. Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure that the project will have a sufficient flow of tenants. As such, the proposed subject rent should represent a good value for the local market, in the unlikely event Rental Assistance (RA) was not offered. This is considered in our absorption rate estimates.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.
7. Upon completion of renovations, the subject project will have an effective age of a project built in 2008. The selected properties were built between 1976 and 2002; however, one was extensively renovated in 2015. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.
8. It is anticipated that the subject project will have an improved appearance, once renovations are complete. We have made adjustments for the two properties that we consider to be of inferior or superior quality compared to the subject development.

9. Three of the selected properties are located in more desirable neighborhoods than that of the subject project. As such, we have made adjustments to account for differences in neighborhood desirability among these projects and the subject project.
10. As noted, all of the selected properties are located outside of the Denmark Site PMA in Aiken and Orangeburg. The Aiken and Orangeburg markets are generally more affluent than Denmark in terms of median gross rent, median household income and median home value. Given the differences in markets, the rents that are achievable in Aiken and Orangeburg will not directly translate to the Denmark market. Therefore, we have adjusted each collected rent at the four comparable projects located in Aiken by approximately 20.0% and the rent at the one comparable property located in Orangeburg by approximately 5.0% to account for these market differences.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package generally inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the subject property does offer.
- 24.-32. The subject project offers a comprehensive project amenities package. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.