



REAL PROPERTY RESEARCH GROUP

ATLANTA ■ WASHINGTON/BALTIMORE

Market Feasibility Analysis

Kennedy Street Apartments

Spartanburg, Spartanburg County, South Carolina

Prepared for: NHE, Inc. and
The South Carolina State Housing Finance and Development Authority

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EXECUTIVE SUMMARY

Proposed Site

The subject site is a suitable location for affordable rental housing as it is compatible with surrounding land uses and has access to major traffic arteries, employers, and neighborhood amenities and services in downtown Spartanburg.

- The subject site is within roughly two miles of grocery stores, convenience stores, shopping, banks, restaurants, and a pharmacy including several that are walkable. Additionally, the subject property is adjacent to the Mary Black Rail Trail, a popular multi-modal walking and cycling trail that is undergoing an expansion through Downtown Spartanburg to Barnett Park less than one-third of a mile north of the subject site.
- Kennedy Street Apartments will be compatible with surrounding land uses which primarily include commercial and multi-family uses along Kennedy and Converse Streets, as well as a mix of uses in Downtown Spartanburg.
- The subject site is within four miles of several state and U.S. Highways as well as Interstates 585, 85, and 26. These major traffic arteries connect the site to broader employment opportunities throughout the county and region.
- RPRG did not identify any negative land uses at the time of the site visit that would negatively impact the proposed development's viability in the marketplace.

Proposed Unit Mix and Rent Schedule

- Kennedy Street Apartments will offer 48 LIHTC units addressing households earning at or below 20 percent, 50 percent, 60 percent, and 70 percent of Area Median Income (AMI).
- The proposed unit mix at Kennedy Street Apartments includes ten efficiency units (20.8 percent), 21 one bedroom units (43.8 percent), and 17 two bedroom units (35.4 percent).
- The proposed tenant paid rents are set at maximum allowable levels and represent an advantage relative to the estimate of market rent and the top of the market. Rents are appropriately positioned between exiting LIHTC and most market-rate communities.

Proposed Amenities

- Kennedy Street Apartments' unit features will be generally comparable to the moderately-priced communities and existing LIHTC communities in the market area. The subject property will offer fully equipped kitchens with black appliances including dishwasher, garbage disposal, refrigerator with icemaker, and microwave, laminate countertops, and washer and dryer connections. The proposed unit features and finishes are appropriate for the intended target markets.
- Kennedy Street Apartments will offer a community room, fitness center, and business/computer center, which is comparable to many of the surveyed communities, including two of the three surveyed LIHTC communities. The amenities are appropriate based on the proposed rents and will be well received.
- The proposed features and amenities will be competitive in the Kennedy Street Market Area and are appropriate given the income target and project location.

Economic Analysis

Spartanburg County's economy is strong with significant job growth and a decreasing unemployment rate since 2010. The impact of the COVID-19 pandemic on the county's economy was less severe



compared to the nation overall including the announcement of over \$3 billion in capital investments and nearly 5,100 jobs added.

- Spartanburg County’s annual average unemployment rate reached a ten year low of 2.5 percent in 2019 before increasing to 6.3 percent in 2020 due to the impact of the COVID-19 pandemic. In 2021, the unemployment rate recovered to 4.0 percent with the most recent unemployment rate in December 2021 at 3.2 percent, below both the state (3.3 percent) and national (3.7 percent) rates.
- Spartanburg County added nearly 38,000 net jobs from 2010 to 2019 with job growth in each year; the county added roughly 4,200 jobs each year from 2011 to 2019. Growth in the county matched or outpaced the nation on a percentage basis every year during the past decade.
- Manufacturing is the largest employment sector in Spartanburg County, accounting for 23.6 percent of jobs in 2021 (Q3) compared to 8.6 percent of jobs nationally. Trade-Transportation-Utilities comprised a slightly smaller share of the county’s employment base at 22.3 percent compared to 19.0 percent nationally. Two additional sectors (Professional-Business and Government) each account for roughly at least 10.8 percent of the county’s jobs while all other sectors account for less than 10 percent.
- Nine of eleven sectors added jobs in Spartanburg County from 2011 to the first quarter of 2020 (pre-pandemic) including the Construction sector with 52.0 percent growth since 2011. Six other sectors had growth of 26.7 percent or greater since 2011, including the largest sector of Manufacturing with 47.7 percent growth.
- Based on discussions with and reports from OneSpartanburg, Inc., economic growth has continued despite the COVID-19 pandemic with 21 expansions and 62 new projects/relocations announced since 2020 representing over \$3 billion in capital investments and nearly 5,100 jobs added.

Demographic Analysis

Reflecting the presence of multiple universities in the area, the demographics of the Kennedy Street Market Area reflect a younger population with a mix of household types, higher renter percentage, and lower median income than Spartanburg County overall.

- The Kennedy Street Market Area’s population had a median age of 38, slightly younger than Spartanburg County’s median age of 39. Adults ages 35 to 61 comprise the largest proportions of each area’s population at 30.9 percent in the Kennedy Street Market Area and 34.2 percent in Spartanburg County. The market area has higher percentages of its population in the remaining age cohorts compared to the county with 25.2 percent among Children/Youth, 23.1 percent among Seniors 62 and older, and 20.8 percent among Young Adults ages 20 to 34.
- Single-person households were the most common household type in the Kennedy Street Market Area (35.1 percent) and significantly more common compared to Spartanburg County’s 26.2 percent. Households without children were also common in the Kennedy Street Market Area at 34.5 percent but comprised a smaller share of households compared to Spartanburg County at 39.5 percent. The county also had a greater share of households with children compared to the Kennedy Street Market Area at 34.3 percent and 30.3 percent, respectively.
- The 2022 renter percentage of 48.1 percent in the Kennedy Street Market Area is higher than Spartanburg County’s renter percentage of 29.0 percent. The market area added an average of 38 renter households (0.3 percent annually) per year over the past 22 years with total renter household growth of 7.7 percent since 2000; however, this reflects a net loss of renter households from 2000 to 2010. Since 2010, the market area added 1,268 renter households (12.1 percent), or 106 renter households annually (1.0 percent).



- Esri projects renter households will account for 44.5 percent of net household growth over the next two years, which appears reasonable based on past trends and current rental development activity in the market area.
- Young working age households age 25 to 44 account for 39.6 percent of all renter households in the Kennedy Street Market Area compared to 42.2 percent in Spartanburg County overall. Roughly 29 percent of renter householders are older adults ages 45 to 64 in the Kennedy Street Market Area while 21.4 percent are ages 65+ and 9.9 percent are under the age of 25.
- Roughly two-thirds (66.2 percent) of renter households in the Kennedy Street Market Area had one or two people, 15.9 percent had three people, and 17.9 percent had four or more people as of the 2010 Census.
- Esri estimates that the current median income for the Kennedy Street Market Area of \$43,029 is \$16,359 or 27.5 percent lower than Spartanburg County's median income of \$59,388, reflecting the presence of multiple universities in the immediate area.
- Median incomes by tenure in the Kennedy Street Market Area in 2022 are estimated at \$33,201 among renters and \$54,804 among owner households. Roughly 38.5 percent of the market area's renters earn less than \$25,000, 30.9 percent earn between \$25,000 to \$49,999, and 30.6 percent earn over \$50,000 annually.

Affordability Analysis

- The affordability capture rates indicate a sufficient number of income-qualified renter households will exist within the Kennedy Street Market Area for the units proposed at Kennedy Street Apartments. A projected 4,268 renter households fall within the subject property's income range of \$8,949 to \$47,110, resulting in a project wide capture rate of 1.1 percent.
- Capture rates by floorplan range from 0.1 percent to 1.5 percent.

Demand and Capture Rates

- The project's overall capture rate based on SCSHFDA LIHTC demand methodology is 2.4 percent.
- Capture rates by income level are 1.4 percent for 20 percent units, 1.1 percent for 50 percent units, 2.8 percent for 60 percent units, and 0.8 percent for 70 percent units.

Competitive Environment

The multi-family rental housing stock is performing well across all segments; RPRG surveyed 25 multi-family rental communities including 22 market-rate communities and three comparable Low Income Housing Tax Credit (LIHTC) communities.

- The average year built of all surveyed communities is 2002; Upper Tier communities are newer compared to Lower Tier communities with average ages of nine years and 29 years, respectively. The surveyed LIHTC communities are more recent additions with an average age of six years; the most recent LIHTC community, 500 Northside Station, was introduced in 2021. Two market-rate communities were also introduced in 2021 and are still in their initial lease up phases.
- Garden structures are the most common design in the market area and exclusively offered at ten communities including two of the three surveyed LIHTC communities; one additional community offers garden-style and townhome units. Reflecting the historic nature of Spartanburg, adaptive reuse structures are also common with six communities consisting of this structure type.



- The surveyed communities range from 18 to 289 units for an average of 108 units per community. Upper Tier communities are smaller on average at 99 units per community whereas Lower Tier communities are larger on average at 115 units per community; the three LIHTC communities are also larger on average with 118 units per community.
- The market area's stabilized rental stock is performing well with a vacancy rate of 1.5 percent among communities reporting vacancy data. Three communities reported elevated vacancy rates, including two properties that opened in 2021 and are still in their initial lease up phases. Including these communities, the market area's aggregate vacancy rate is 7.7 percent among 2,404 reported units. The surveyed LIHTC communities reported only two vacancies among 354 combined units for a 0.6 percent vacancy rate.
- Average effective rents among all surveyed communities:
 - **Efficiency** units at \$1,019 for 519 square feet or \$1.96 per square foot.
 - **One-bedroom** units at \$1,014 for 752 square feet or \$1.36 per square foot.
 - **Two-bedroom** units at \$1,269 for 1,023 square feet or \$1.24 per square foot.
 - **Three-bedroom** units at \$1,298 for 1,336 square feet or \$0.97 per square foot.

The overall average rents include a mix of market-rate rents and LIHTC units ranging from 30 percent to 80 percent AMI. LIHTC communities are among the lowest priced in the market area and well below the top of the market.

- The estimate of market rents for the Spartanburg, SC HUD Metro FMR Area are \$998 for efficiency units, \$1,260 for one bedroom units, and \$1,623 for two bedroom units. All units at 20 percent, 50 percent, and 60 percent AMI have significant market advantages ranging from 21.5 percent to 79.3 percent, while the 70 percent units have market advantages ranging from 8.3 percent to 31.2 percent. The community's overall market advantage relative to the estimates of market rent is 37.23 percent.
- RPRG identified six communities in the near-term development pipeline in the Kennedy Street Market Area; however, none of the units in these communities will be comparable to Kennedy Street Apartments' units as they are market-rate or target different income targets than the subject property.

Absorption Estimate

The most recent absorption data among the surveyed market-rate communities is based on The Charles on Liberty and The Bon Haven, both of which opened in 2021 and delivered units in phases. The Charles, which is still finishing construction, leased an average of 16.3 units per month while The Bon Haven has leased at a slower rate of 12.7 units per month. In addition to the experiences of existing communities, the projected absorption rate of the subject property is based on a variety of other market factors, including the following:

- The market area is generally performing well with a stabilized vacancy rate of 1.6 percent among 2,038 reported units.
- Annual household growth in the market area is projected to increase to 269 households over the next two years, or 1.1 percent annually. Renter households are projected to account for 44.5 percent of the market area's net household growth during this period.
- The proposed product will be competitive in the market area with rents positioned comparably to existing LIHTC communities and moderately-priced market-rate communities; the rents are among the lowest in the market area and well below the top of the market.
- Acceptable capture rates based on affordability and LIHTC demand methodology.



Based on the factors noted above, we estimate the subject property will lease at an average monthly rate of 15 units per month. At this rate, the subject property will reach stabilization within roughly three months.

Final Conclusion/Recommendation

The proposed Kennedy Street Apartments will be well received in the market area. According to South Carolina's demand methodology, the market area has net demand for nearly 2,000 income-qualified renters for the 48 proposed units at the subject property; the market area is projected to added significant renter households over the next two years and has a deep pool of income-qualified renter households. The subject property will offer a new affordable mid-rise community at a highly desirable location in Downtown Spartanburg at rents that will be competitive in the market.

Given the renter household growth projected for the Kennedy Street Market Area, strong performance among existing LIHTC properties, and tight rental market conditions in the market, we believe the construction of the units at Kennedy Street Apartments will not have a negative impact on existing communities in the Kennedy Street Market Area, including those with tax credits.

Based on our review of demographic, economic, and competitive data, RPRG does not expect the COVID-19 pandemic to negatively impact the demand for affordable rental housing. All units at the subject property will be affordable to households earning at or below 20 percent, 50 percent, 60 percent, and 70 percent AMI. Demand for affordable housing is expected to remain high over the next several years.

We recommend proceeding with the project as proposed.



SCSHFDA Rent Calculation Worksheet

| # Units | Bedroom Type | Proposed Tenant Paid Rent | Net Proposed Tenant Rent | Estimate of Market Rent | Estimate of Market Rent Total | Tax Credit Gross Rent Advantage |
|---------------|--------------|---------------------------|--------------------------|-------------------------|-------------------------------|---------------------------------|
| 2 | 0 BR | \$207 | \$414 | \$998 | \$1,996 | |
| 4 | 0 BR | \$730 | \$2,920 | \$998 | \$3,992 | |
| 4 | 0 BR | \$861 | \$3,444 | \$998 | \$3,992 | |
| 2 | 1 BR | \$218 | \$436 | \$1,260 | \$2,520 | |
| 4 | 1 BR | \$638 | \$2,552 | \$1,260 | \$5,040 | |
| 12 | 1 BR | \$778 | \$9,336 | \$1,260 | \$15,120 | |
| 3 | 1 BR | \$918 | \$2,754 | \$1,260 | \$3,780 | |
| 1 | 2 BR | \$257 | \$257 | \$1,623 | \$1,623 | |
| 4 | 2 BR | \$762 | \$3,048 | \$1,623 | \$6,492 | |
| 11 | 2 BR | \$930 | \$10,230 | \$1,623 | \$17,853 | |
| 1 | 2 BR | \$1,038 | \$1,038 | \$1,623 | \$1,623 | |
| Totals | 48 | | \$36,429 | | \$64,031 | 43.11% |

SCSHFDA Summary Form – Exhibit S-2

| EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY: | |
|---|---|
| Development Name: | Kennedy Street Apartments Total # Units: 48 |
| Location: | NW Corner of East Kennedy Street & South Converse Street # LIHTC Units: 48 |
| PMA Boundary: | I-85 Business/Veterans Parkway (north), Floyd Road to Plainview Road to Zion's Hill Road (east), Southport Road (south), I-26 to Fair Forest Creek (west) |
| Development Type: | <input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons Farthest Boundary Distance to Subject: 4.0 miles |

| RENTAL HOUSING STOCK (found on pages 48-50) | | | | |
|--|--------------|-------------|--------------|-------------------|
| Type | # Properties | Total Units | Vacant Units | Average Occupancy |
| All Rental Housing | 25 | 2,404 | 185 | 92.3% |
| Market-Rate Housing | 22 | 2,050 | 183 | 91.07% |
| Assisted/Subsidized Housing not to include LIHTC | - | - | - | - |
| LIHTC (All that are stabilized)* | 3 | 354 | 2 | 99.44% |
| Stabilized Comps** | 22 | 2,018 | 30 | 98.51% |
| Non-stabilized Comps | 3 | 386 | 155 | 59.84% |

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

| Subject Development | | | | | Estimate of Market Rent | | | Highest Unadjusted Comp Rent | |
|--------------------------------------|----------|-------|-----------|----------------------|-------------------------|--------|---------------|------------------------------|--------|
| Units | Bedrooms | Baths | Size (SF) | Proposed Tenant Rent | Per Unit | Per SF | Advantage | Per Unit | Per SF |
| 2 | 0 | 1 | 511 | \$207 | \$998 | \$1.95 | 79.26% | \$1,050 | \$2.05 |
| 4 | 0 | 1 | 511 | \$730 | \$998 | \$1.95 | 27.85% | \$1,050 | \$2.05 |
| 4 | 1 | 1 | 511 | \$861 | \$998 | \$1.95 | 13.73% | \$1,050 | \$2.05 |
| 2 | 1 | 1 | 761 | \$218 | \$1,260 | \$1.66 | 82.70% | \$1,375 | \$1.81 |
| 4 | 1 | 1 | 761 | \$638 | \$1,260 | \$1.66 | 49.37% | \$1,375 | \$1.81 |
| 12 | 1 | 1 | 761 | \$778 | \$1,260 | \$1.66 | 38.25% | \$1,375 | \$1.81 |
| 3 | 1 | 1 | 761 | \$918 | \$1,260 | \$1.66 | 27.14% | \$1,375 | \$1.81 |
| 1 | 2 | 2 | 942 | \$257 | \$1,623 | \$1.72 | 84.17% | \$2,135 | \$2.27 |
| 4 | 2 | 2 | 942 | \$762 | \$1,623 | \$1.72 | 53.05% | \$2,135 | \$2.27 |
| 11 | 2 | 2 | 942 | \$930 | \$1,623 | \$1.72 | 42.70% | \$2,135 | \$2.27 |
| 1 | 2 | 2 | 942 | \$1,038 | \$1,623 | \$1.72 | 36.04% | \$2,135 | \$2.27 |
| Gross Potential Rent Monthly* | | | | \$36,429 | \$64,031 | | 43.11% | | |

* Market Advantage is calculated using the following formula: Estimate of Market Rent (minus) Net Proposed Tenant Rent (divided by) Estimate of Market Rent, per Page 6 of the 2022 Appendix A. The calculation should be expressed as a percentage and rounded to two decimal points.

| DEMOGRAPHIC DATA (found on pages 31-36) | | | | | | |
|---|--------|-------|--------|-------|--------|------|
| | 2010 | | 2022 | | 2024 | |
| Renter Households | 10,472 | 48.3% | 11,740 | 48.1% | 11,979 | 48% |
| Income-Qualified Renter HHs (Income Restricted) | 4,017 | 1.2% | 4,221 | 1.1% | 4,268 | 1.1% |
| Income-Qualified Renter HHs (MR) | -- | -- | -- | -- | -- | -- |

| TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on pages 43-44) | | | | | | |
|--|------------|------------|------------|--------------|--------------|--|
| Type of Demand | 20% | 50% | 60% | 70% | Overall | |
| Renter Household Growth | 17 | 35 | 45 | 48 | 92 | |
| Existing Households (Overburd + Substand) | 347 | 714 | 915 | 993 | 1,887 | |
| Homeowner conversion (Seniors) | | | | | | |
| Other: | | | | | | |
| Less Comparable/Competitive Supply | 0 | 0 | 0 | 0 | 0 | |
| Net Income-qualified Renter HHs | 364 | 748 | 960 | 1,041 | 1,979 | |

| CAPTURE RATES (found on pages 41-43) | | | | | | |
|--------------------------------------|------|------|------|------|---------|--|
| Targeted Population | 20% | 50% | 60% | 70% | Overall | |
| Capture Rate | 1.4% | 1.1% | 2.8% | 0.8% | 2.4% | |

ABSORPTION RATE (found on page 68)

15 units per month, stabilization in 3.2 months

1. INTRODUCTION

A. Overview of Subject

The subject of this report is the proposed development of a new multi-family rental community in Spartanburg, Spartanburg County, South Carolina. Kennedy Street Apartments will be comprised of one five-story mid-rise building with an elevator and community amenities included in the building. The community's 48 units will target renter households earning 20 percent, 50 percent, 60 percent, and 70 percent of the Area Median Income (AMI). The community will be located at the northwestern corner of the intersection of East Kennedy Street and South Converse Street in Downtown Spartanburg. The developer intends to apply for nine percent Low Income Housing Tax Credits through the South Carolina State Housing Finance and Development Authority (SCSHFDA).

B. Purpose

The purpose of this market study is to perform a market feasibility analysis through an examination of site characteristics, the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and affordability analyses. RPRG expects this study to be submitted to SCSHFDA in conjunction with an application for nine percent Low Income Housing Tax Credits.

C. Format of Report

The report format is comprehensive and conforms to SCSHFDA's 2022 Market Study Requirements. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is NHE, Inc. (Developer). Along with the Client, the Intended Users are lenders/investors and SCSHFDA.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- SCSHFDA's 2022 Market Study Requirements as detailed in Appendix A of SCSHFDA's 2022 QAP.
- National Council of Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Checklist.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 2 for the National Council of Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Checklist.
- Candler Vinson (Analyst) conducted visits to the subject site, neighborhood, and market area on June 22, 2022.



- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers and leasing agents. As part of our housing market research, RPRG contacted planners with the City of Spartanburg and Spartanburg County, and reviewed South Carolina’s LIHTC allocation lists.
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

H. Other Pertinent Remarks

None.

2. PROJECT DESCRIPTION

A. Project Overview

Kennedy Street Apartments will offer 48 newly constructed rental units, all of which will benefit from Low Income Housing Tax Credits and target renter households earning 20 percent, 50 percent, 60 percent, and 70 percent of the Area Median Income (AMI), adjusted for household size. Kennedy Street Apartments will be located on the northwestern corner of the intersection of East Kennedy Street and South Converse Street in Downtown Spartanburg, Spartanburg County, South Carolina. The community will consist of one mid-rise building with five stories and an elevator, as well as a variety of community amenities.

B. Project Type and Target Market

Kennedy Street Apartments will target very-low, low, and moderate-income renter households earning 20 percent, 50 percent, 60 percent, and 70 percent AMI. The proposed unit mix includes efficiency, one, and two bedroom units, which will appeal to a range of households including single-person households, couples, roommates, and families with children.

C. Building Types and Placement

Kennedy Street Apartments will consist of a five-story mid-rise building adjacent to the existing Kennedy Street Parking Garage. All community amenities will be included in the residential structure, which will have an entrance along South Converse Street (Figure 1).

Figure 1 Preliminary Rendering, Kennedy Street Apartments



Source: City of Spartanburg

D. Detailed Project Description

1. Project Description

- The proposed unit mix includes 10 efficiency units (20.8 percent), 21 one bedroom units (43.8 percent), and 17 two bedroom units (35.4 percent) (Table 1). Efficiency and one bedroom units will have one bathroom while two bedroom units will have two bathrooms.
- The proposed unit will have weighted average sizes (gross heated) of 511 square feet for efficiency units, 761 square feet for one bedroom units, and 942 square feet for two bedroom units.
- Water/sewer, and trash removal will be included in the rent with tenants responsible for all remaining utilities. Pest control will also be included in rent.
- Proposed unit features and community amenities are detailed in Table 2.

Table 1 Project Summary, Kennedy Street Apartments

| Unit Composition, Sizes, and Rents | | | | | | | | | |
|------------------------------------|---------|---------------|-----------|--------------|----------------------|---------------|-------------------|------------|----------------------|
| # Beds | # Baths | Income Target | Unit # | Unit Mix | Gross Heated Sq. Ft. | Contract Rent | Utility Allowance | Gross Rent | Gross Rent / Sq. Ft. |
| 0 | 1 | 20% | 2 | 4.2% | 511 | \$207 | \$54 | \$261 | \$0.51 |
| 0 | 1 | 60% | 4 | 8.3% | 511 | \$730 | \$54 | \$784 | \$1.53 |
| 0 | 1 | 70% | 4 | 8.3% | 511 | \$861 | \$54 | \$915 | \$1.79 |
| Eff. Subtotal/Average: | | | 10 | 20.8% | | | | | \$1.43 |
| 1 | 1 | 20% | 2 | 4.2% | 761 | \$218 | \$62 | \$280 | \$0.37 |
| 1 | 1 | 50% | 4 | 8.3% | 761 | \$638 | \$62 | \$700 | \$0.92 |
| 1 | 1 | 60% | 12 | 25.0% | 761 | \$778 | \$62 | \$840 | \$1.10 |
| 1 | 1 | 70% | 3 | 6.3% | 761 | \$918 | \$62 | \$980 | \$1.29 |
| 1 BR Subtotal/Average: | | | 21 | 43.8% | | | | | \$1.02 |
| 2 | 2 | 20% | 1 | 2.1% | 942 | \$257 | \$79 | \$336 | \$0.36 |
| 2 | 2 | 50% | 4 | 8.3% | 942 | \$762 | \$79 | \$841 | \$0.89 |
| 2 | 2 | 60% | 11 | 22.9% | 942 | \$930 | \$79 | \$1,009 | \$1.07 |
| 2 | 2 | 70% | 1 | 2.1% | 942 | \$1,038 | \$79 | \$1,117 | \$1.19 |
| 2 BR Subtotal/Average: | | | 17 | 35.4% | | | | | \$0.99 |
| Total/Average | | | 48 | | 773 | | | | \$1.10 |

Source: NHE

Rents include water/sewer and trash removal

Table 2 Unit Features and Community Amenities, Kennedy Street Apartments

| Unit Features | Community Amenities |
|---|---|
| <ul style="list-style-type: none"> • Kitchen with dishwasher, disposal, and microwave • Washer/dryer connections • Carpeting in bedrooms and hallways; LVT in bathroom and kitchen • Grab bars in bathrooms | <ul style="list-style-type: none"> • Community room • Computer/business center • Central laundry • Leasing office • Fitness center |

Source: NHE, Inc.



2. Other Proposed Uses

None.

3. Proposed Timing of Development

Kennedy Street Apartments is expected to begin construction in September 2023 with first move-ins in August 2024 and construction completed in September 2024. As such, the subject property's anticipated placed-in-service year is 2024 for the purposes of this report.

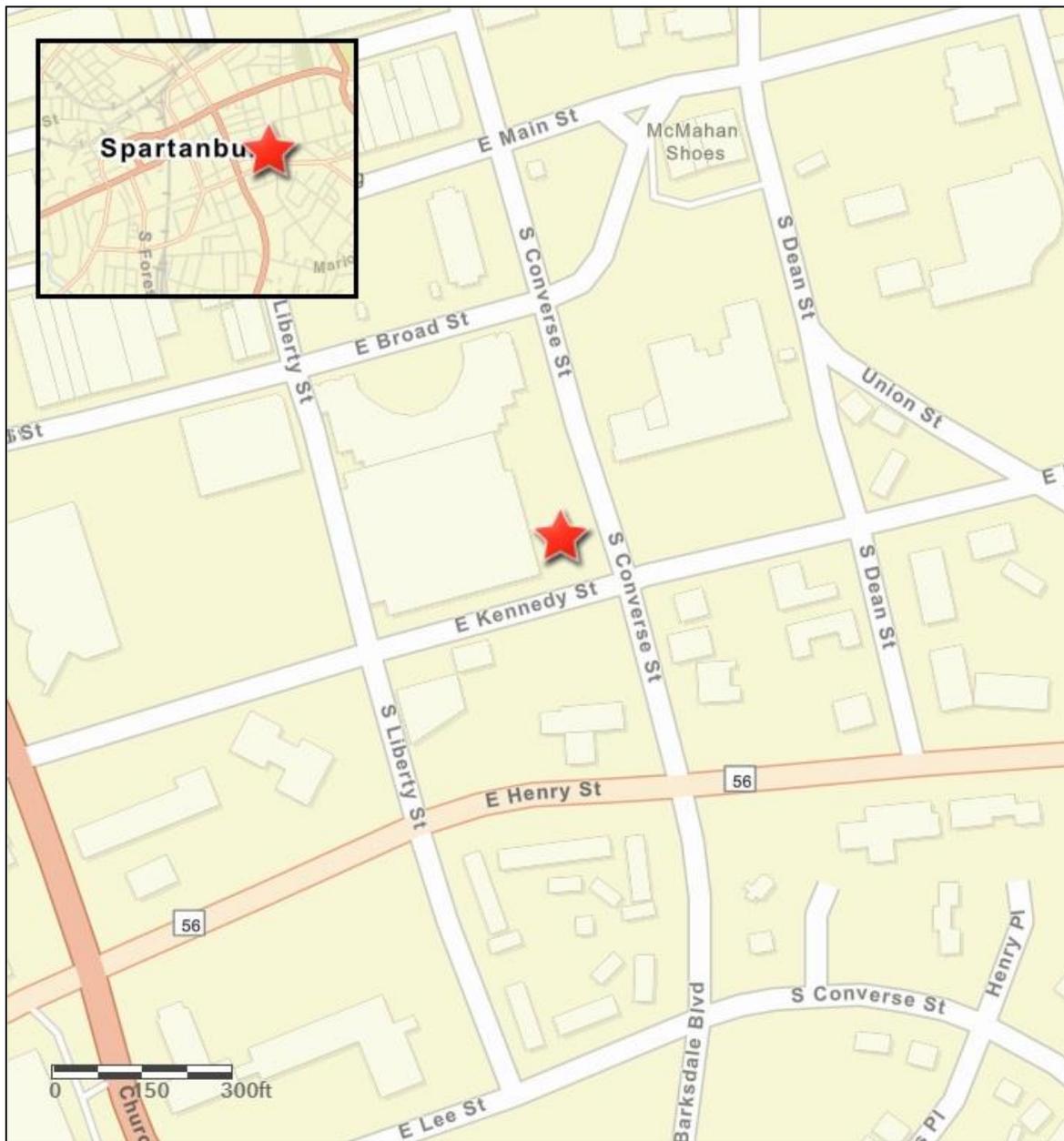
3. SITE AND NEIGHBORHOOD ANALYSIS

A. Site Analysis

1. Site Location

The subject site is located on the northwest corner of the intersection of East Kennedy and South Converse Streets, just south of East Main Street in Spartanburg, South Carolina (Map 1). The site is roughly 4.4 miles south of Interstate 85 and 4.2 miles west of Interstate 26.

Map 1 Site Location, Kennedy Street Apartments



2. Existing Uses and Proposed Uses

The subject property will be developed on a small lawn adjacent to the Kennedy Street Parking Garage; the site is rectangular with a relatively flat topography with a southward slope (Figure 2). Kennedy Street Apartments will comprise 48 affordable apartments on a roughly 2.6 acre development parcel.

Figure 2 Views of Subject Site



Site frontage at northwest corner of South Converse and East Kennedy Streets



Site frontage on South Converse Street

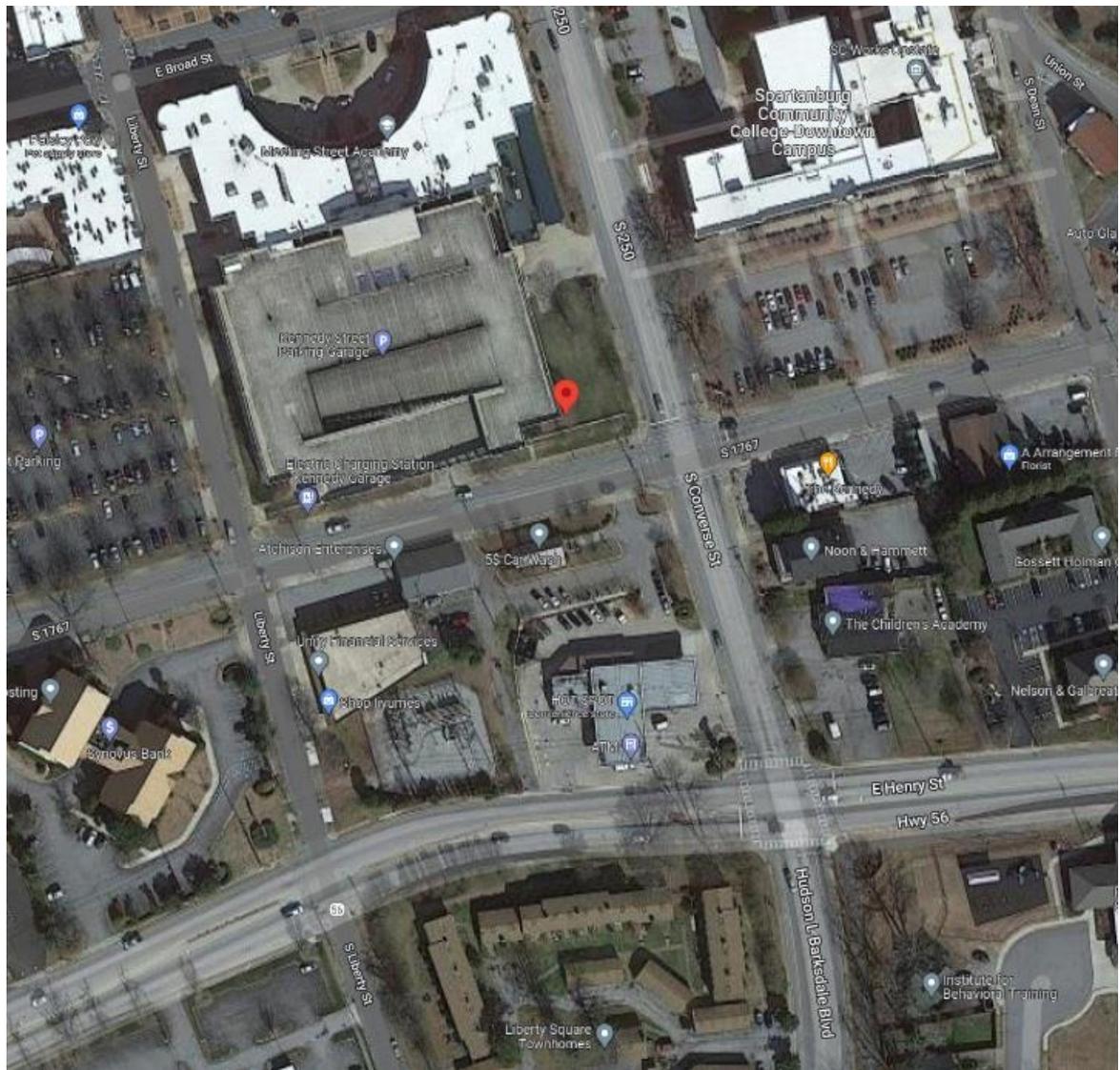


View of frontage north along South Converse Street at parking garage entrance

3. General Description of Land Uses Surrounding the Subject Site

The subject site is located in the southern portion of the Spartanburg Downtown Cultural District, a four square block area with five museums, 15 green spaces and arboretums, six historic sites and nine outdoor performance venues. This area also overlaps with Spartanburg’s central business district and, as a result, the surrounding land uses generally reflect this downtown location with large concentrations of office and government uses (Figure 1). The existing uses surrounding the subject site are generally commercial or institutional in nature, including the Spartanburg Community College – Downtown Campus, automotive parts stores, and other small restaurants and businesses. To the north and west of the subject site is Downtown Spartanburg with its restaurants, bars, and cultural attractions as well as major office buildings. The areas to the south and east of the subject site primarily dominated by single and multi-family uses, including The Fitzgerald, a new market-rate multi-family community less than one-quarter of a mile east of the subject site along Kennedy Street.

Figure 3 Satellite Image of Site and Surrounding Land Uses



4. Specific Identification of Land Uses Surrounding the Subject Site

Bordering and nearby land uses include (Figure 4):

- **North:** Meeting Street Academy, Denny’s Corporate Headquarters
- **East:** Spartanburg Community College – Downtown Campus, SC Works Upstate, The Fitzgerald Apartments (under construction)
- **South:** Small businesses and restaurants along Kennedy and Converse Streets
- **West:** Spartanburg County Public Libraries Headquarters, Downtown Spartanburg



The Fitzgerald under construction to the east



The Mary Black Rail Trail under construction and The Kennedy restaurant southeast of the site

Figure 4 Views of Surrounding Land Uses



Denny’s Corporate Headquarters north of site



Spartanburg Community College to the east



Restaurants and retail along East Main Street northwest of the subject site



B. Neighborhood Analysis

1. General Description of Neighborhood

Downtown Spartanburg serves as Spartanburg County's cultural and economic center. Several downtown landmarks are within a 10-20 minute walk of the subject site, including the Spartanburg County Courthouse, Wofford College, Converse College, the Chapman Cultural Center, Spartanburg Science Center, Spartanburg Art Museum, and Spartanburg City Hall. East Main Street is two blocks north of the subject site, which serves as the primary east-west route through Spartanburg.

Several new construction residential options are underway in Spartanburg at this time. The nearest residential project to the subject site currently underway in Spartanburg is The Fitzgerald Apartments, with 132 units and located along East Kennedy and Advent Streets on the southeastern edge of Downtown Spartanburg's central business district. Older and modestly valued single-family detached homes are interspersed in and surrounding downtown Spartanburg.

Spartanburg is the largest city and county seat for Spartanburg County. Located southeast of the intersection of I-85 and I-26, Spartanburg is roughly 30 miles northeast of downtown Greenville. Several smaller suburban communities span the gap between Greenville and Spartanburg, creating a larger regional employment and housing base.

2. Neighborhood Investment and Planning Activities

The most notable planning activity near the subject site is the Northside Initiative, a revitalization effort on the northside of Downtown Spartanburg to add housing opportunities (both multi-family and single-family), improved street connectivity, commercial activity, and community resources. This effort is located roughly 1.3 miles to the northwest of the subject site and is the location of the newest LIHTC community in the market area, 500 Northside Station. Additionally, the Mary Black Rail Trail extension project is also immediately adjacent to the subject site and is discussed further on page 18.

C. Site Visibility and Accessibility

1. Visibility

Kennedy Street Apartments will have excellent visibility with frontage on both East Kennedy and South Converse Streets. The five-story design will extend the subject property's visibility beyond the immediate area. Awareness for the subject property would be enhanced by its colocation to the Kennedy Street Parking Garage, which is a heavily utilized parking garage for workers and visitors in Downtown Spartanburg.

2. Vehicular Access

Kennedy Street Apartments will be accessible via an entrance along South Converse Street. Both South Converse and East Kennedy Streets offer turn lanes and signalized intersections, which will provide access to the subject property for northbound traffic; as such, RPRG does not anticipate problems with accessibility.

3. Availability of Inter Regional and Public Transit

The subject site is located in Downtown Spartanburg, southeast of Interstate 85 and west of 385, connecting the site to downtown Greenville, Atlanta, Charlotte, and Columbia. Interstate 26 is roughly

four miles west of the subject and offers connectivity to Columbia to the southeast. Many additional state and U.S. highways are within several miles of the site connecting to the cities of Mauldin, Easley, Greer, and Columbus.

The Spartanburg Area Regional Transit Agency (SPARTA) provides public bus service through Spartanburg and the surrounding areas. The central bus hub is located roughly 0.3 mile north of the subject site and provides connections to the transportation center.

Spartanburg is served by Interstates 85 and 26, which provide access throughout the Upstate region including Greenville and Columbia. Major highways serving downtown Spartanburg include U.S. 29 (Main Street), U.S. 221, and U.S. 176. Main Street runs in front of the site and provides access to downtown and Interstate 26. The Greenville-Spartanburg International Airport, located approximately 19 miles to the west, is the closest airport to the subject site.

4. Pedestrian Access

The subject site is walkable to several neighborhood amenities in Downtown Spartanburg including convenience stores, restaurants, commercial and office buildings, hotels, and banks. Both Kennedy and Converse Streets have sidewalks along both sides of the roadways including crosswalks to facilitate pedestrian access to the broader vicinity.

5. Accessibility Improvements under Construction and Planned

a. Roadway Improvements under Construction and Planned

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to this process. RPRG did not identify any major roadway or transit-oriented improvements that would have a direct impact on this market aside from the Mary Black Rail Trail expansion discussed below.

b. Transit and Other Improvements Under Construction and Planned

The Mary Black Rail Trail, a popular multi-modal cycling and walking trail, is undergoing an expansion adjacent to the subject property along Kennedy and Converse Streets. The existing terminus of the trail is roughly one-quarter of a mile east of the subject site at the intersection of East Henry and Union Streets; upon its completion, the trail will provide a multi-modal path separated from the roadway that will extend north to the Chapman Cultural Center and Barnet Park at the intersection of Converse and East St. John Streets. Construction of the 0.6 mile, \$2 million expansion began in mid-April 2022 is expected to be completed by the end of the summer.

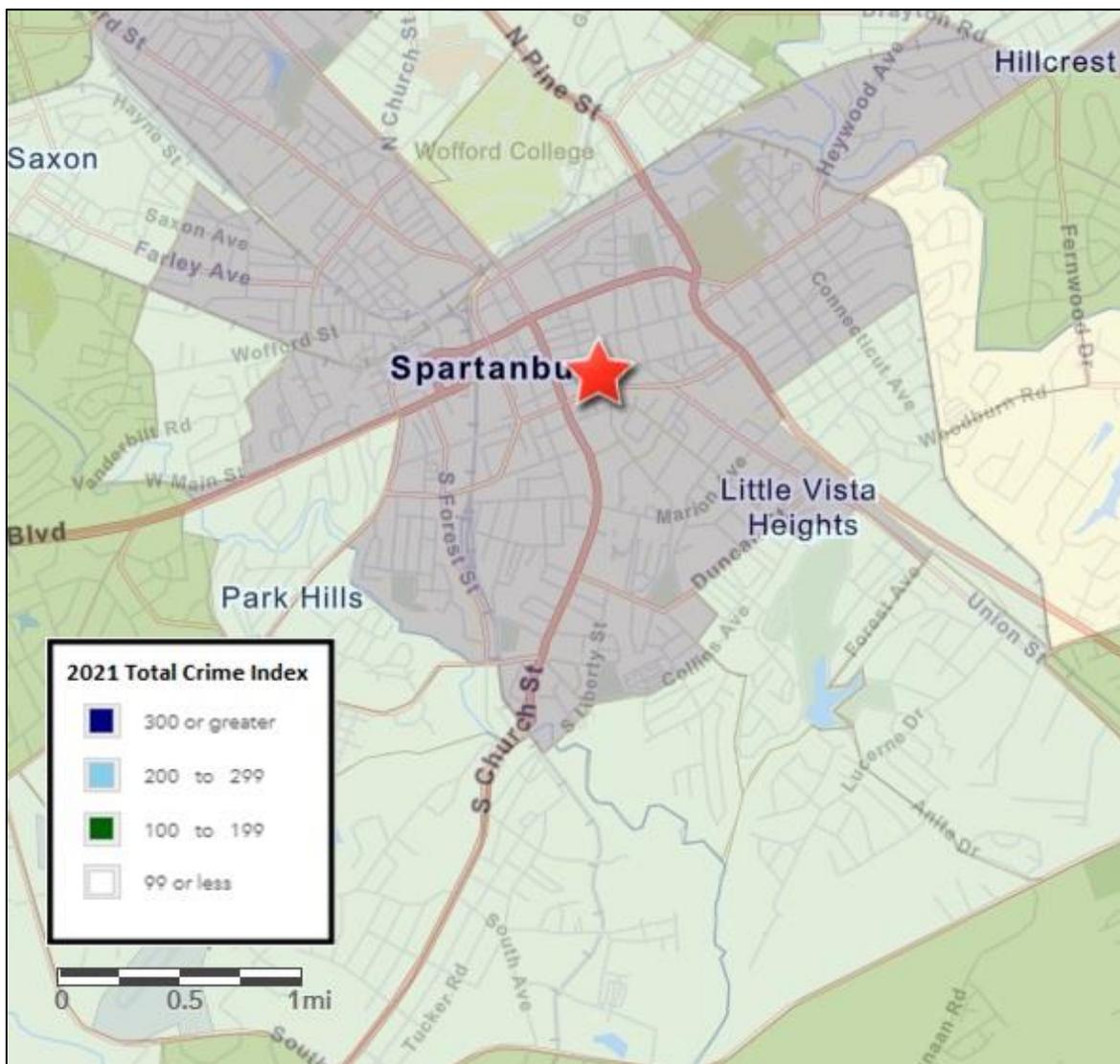
6. Public Safety

CrimeRisk is a census tract level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. An index of 100 reflects a total crime risk on par with the national average, with values below 100 reflecting below average risk and values above 100 reflecting above average risk. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the census tract level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful

measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

The 2021 CrimeRisk Index for the census tracts in the general vicinity of the subject site is displayed in gradations from yellow (least risk) to purple (most risk) (Map 2). The crime risk of the areas surrounding the site is light purple, indicating an elevated risk compared to the national average. The area is set in Spartanburg’s historic downtown with a wide variety of commercial and residential uses in the surrounding areas, which may contribute to this elevated crime risk rating; more dense areas typically have higher than average crime risk ratings. However, based on observations made during our site visit, RPRG does not believe crime, nor the perception of crime will negatively impact the subject property’s viability. Several upscale market rate apartment communities operate in the downtown area.

Map 2 Crime Index Map



D. Residential Support Network

1. Key Facilities and Services near the Subject Property

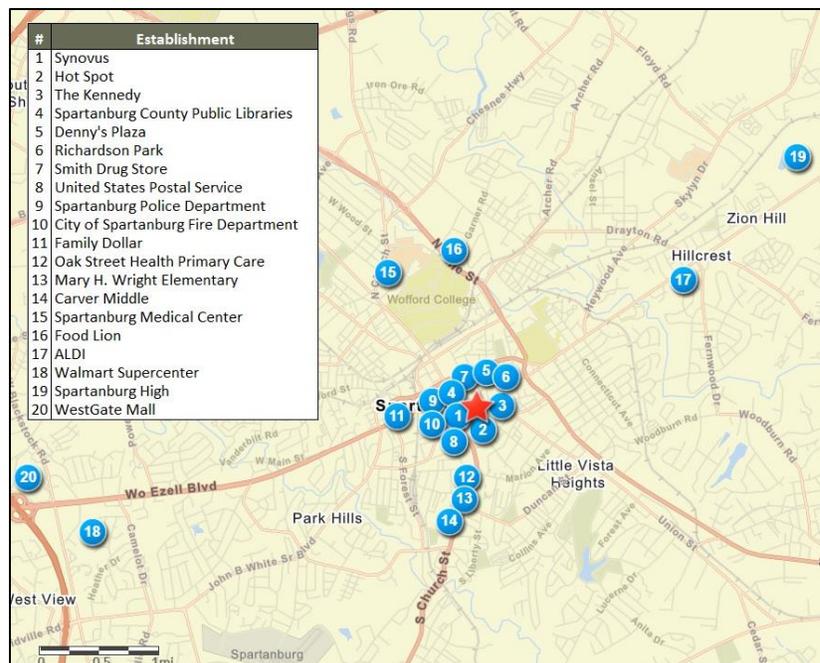
The appeal of any given community is often based in part to its proximity to those facilities and services required daily. Key facilities and services and their distances from the subject site are listed in Table 3 and their locations are plotted on Map 3.

Table 3 Key Facilities and Services

| Establishment | Type | Address | Driving Distance |
|-------------------------------------|-------------------|---------------------------|------------------|
| Synovus | Bank | 150 E Henry St. | 0.1 mile |
| Hot Spot | Convenience Store | 194 E Henry St. | 0.1 mile |
| The Kennedy | Restaurant | 221 E Kennedy St. | 0.1 mile |
| Spartanburg County Public Libraries | Library | 151 S Church St. | 0.2 mile |
| Denny's Plaza | Public Park | E Broad St. & Liberty St. | 0.2 mile |
| Richardson Park | Public Park | E Broad St. & S 250 | 0.2 mile |
| Smith Drug Store | Pharmacy | 142 E Main St. | 0.3 mile |
| United States Postal Service | Post Office | 250 S Church St. | 0.3 mile |
| Spartanburg Police Department | Police | 145 W Broad St. | 0.4 mile |
| City of Spartanburg Fire Department | Fire | 151 S Spring St. | 0.4 mile |
| Family Dollar | General Retail | 362 W Main St. | 0.9 mile |
| Oak Street Health Primary Care | Doctor/Medical | 550 S Church St. | 1 mile |
| Mary H. Wright Elementary | Public School | 457 S Church St. | 1.1 miles |
| Carver Middle | Public School | 467 S Church St. | 1.1 miles |
| Spartanburg Medical Center | Hospital | 101 E Wood St. | 1.9 miles |
| Food Lion | Grocery | 95 Garner Rd | 2.1 miles |
| ALDI | Grocery | 1605 E Main St. | 2.2 miles |
| Walmart Supercenter | General Retail | 141 Dorman Centre Dr. | 4 miles |
| Spartanburg High | Public School | 2250 E Main St. | 4.1 miles |
| WestGate Mall | Mall | 205 W BlackSt.ock Rd. | 4.3 miles |

Source: Field and Internet Research, RPRG, Inc.

Map 3 Location of Key Facilities and Services





2. Essential Services

a. Health Care

Spartanburg Regional Medical Center is the county's largest medical provider on the north side of downtown Spartanburg, approximately 1.9 miles from the site. This Center offers a wide range of services including general medicine and emergency care. Several smaller medical clinics and doctors' offices are within roughly one mile of the subject site near the hospital.

b. Education

Kennedy Street Apartments will be located in Spartanburg Public School District 7, which includes nine elementary schools, three middle schools, and one high school. The district serves nearly 7,500 students and employs roughly 1,400 full-time faculty and staff. Students residing at the subject site would attend Mary H. White Elementary (1.1 miles), Carver Middle School (1.1 miles), and Spartanburg High School (4.1 miles).

Post-secondary educational options in the Greenville / Spartanburg area include Bob Jones University, Greenville Technical College, Furman University, Spartanburg Methodist College, Spartanburg Community College, USC Upstate, and Converse College. Wofford College, Converse College, and University of South Carolina Upstate are all located near Downtown Spartanburg.

3. Shopping

The site is within one mile of several commercial retailers including the HUB City Farmer's Market, CVS Pharmacy, and Family Dollar. Downtown Spartanburg's collection of restaurants and retailers are within one mile northwest of the site with many within walking distance. The closest full-service grocery store is Food Lion on Garner Road roughly 2.1 miles of the subject site.

WestGate Mall is Spartanburg's largest concentration of commercial uses, located 4.3 miles west of the site near Main Street and Interstate 26. Westgate Mall features nearly 1 million square feet of retail space and seven anchor stores: Bed Bath & Beyond, Belk, Costco, Dick's Sporting Goods, Dillard's, J.C. Penney, and Sears. Many shopping centers and big box retailers are near the mall.

4. Recreational Amenities

Downtown Spartanburg is home to several parks and recreation centers including Denny's Plaza and Richardson Park within roughly 0.2 mile from the subject site. The Spartanburg Public Library is also 0.2 mile from the subject site. Downtown Spartanburg's growing restaurant and bar district is proximate to the subject site. Additionally, the Mary Black Rail Trail connects the subject site to recreational opportunities beyond the subject's immediate proximity including the Hot Spot Skate Park, YMCA of Greater Spartanburg, Mary H. Wright Greenway, Duncan Park and Stadium, and more to the southeast of the subject site. The ongoing expansion of the trail will provide safer pedestrian and cyclist connections to Barnet Park north of the subject site.



4. HOUSING MARKET AREA

A. Introduction

The primary market area for Kennedy Street Apartments is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities and dynamics of the local rental housing marketplace.

B. Delineation of Market Area

The Kennedy Street Market Area consists of 20 census tracts located in and near Downtown Spartanburg (Map 4). The majority of the Kennedy Street Market Area is south of I-85 Business and is centered on Downtown Spartanburg and the immediately surrounding areas. The subject property will benefit from its location along Converse Street just south of Main Street and its proximity to Downtown Spartanburg’s historic district, employment concentrations, and colleges. The proposed Kennedy Street Apartments will compete with rental communities located in and near Downtown Spartanburg. The portions of Spartanburg County not included in the market area are more suburban in nature and not directly comparable with the areas nearer Downtown. Residents of this market area would be likely to consider the subject site an acceptable location for rental housing.

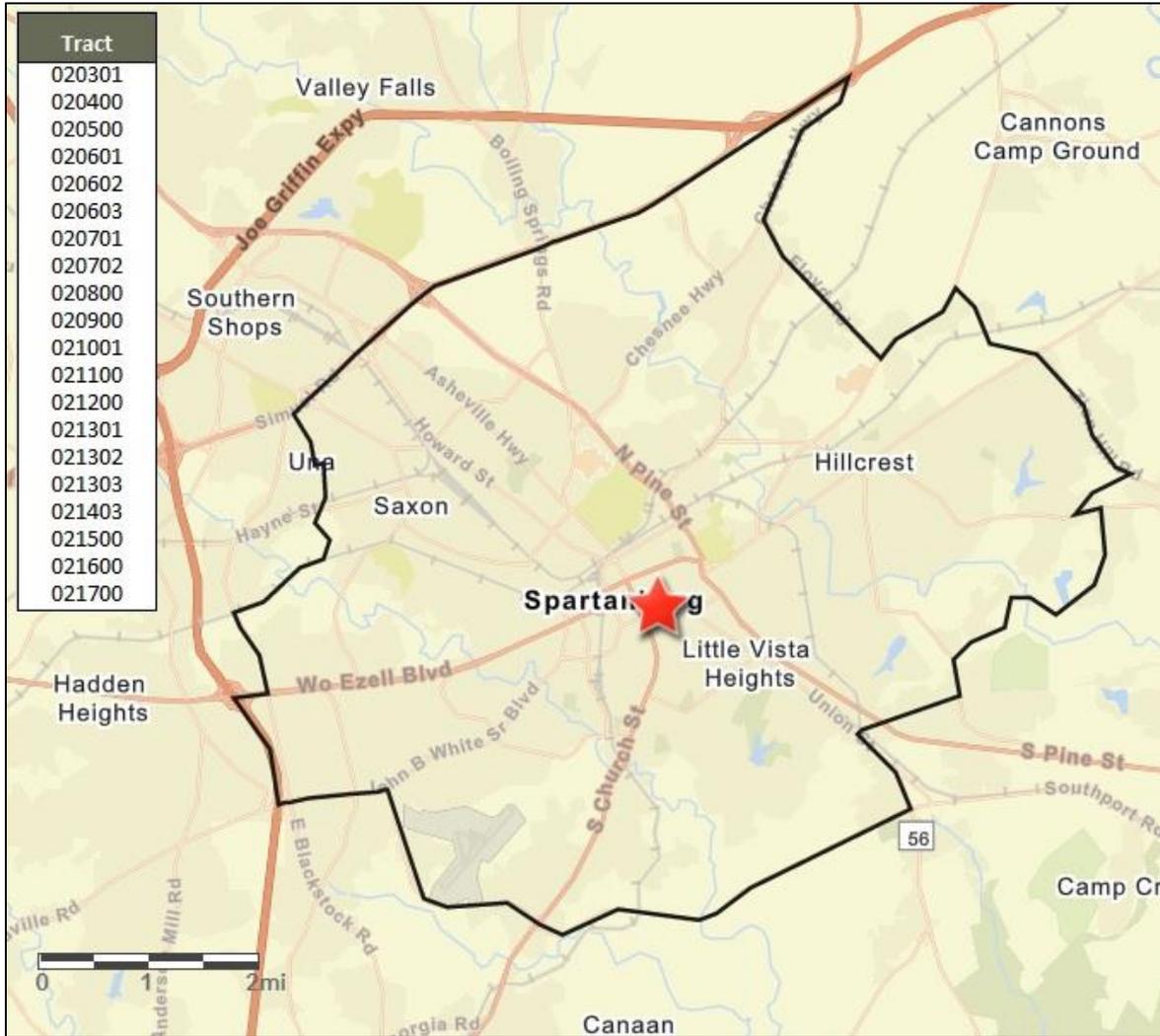
The approximate boundaries of the Kennedy Street Market Area and their approximate distance from the subject site are:

- North:** I-85 Business (Veterans Parkway) (3.6 miles)
- East:** Varied; Floyd Road to Plainview Road to Zion’s Hill Road (4.0 miles)
- South:** Southport Road..... (2.9 miles)
- West:** I-26 to Fair Forest Creek (3.9 miles)

As appropriate for this analysis, the Kennedy Street Market Area is compared to Spartanburg County. This is considered the secondary market area although demand estimates are based solely on the Kennedy Street Market Area.



Map 4 Kennedy Street Market Area





5. ECONOMIC CONTEXT

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Spartanburg County, South Carolina, the county in which the subject site is located. Economic trends in South Carolina and the nation are also discussed for comparison purposes. This section presents the latest economic data available at the local level which provide indicators regarding the impact on the COVID-19 pandemic. Available data including monthly unemployment, quarterly At-Place Employment, and employment by sector allow for a comparison of the local, state, and national economies.

B. Labor Force, Resident Employment, and Unemployment

1. Trends in Annual Average Labor Force and Unemployment Rates

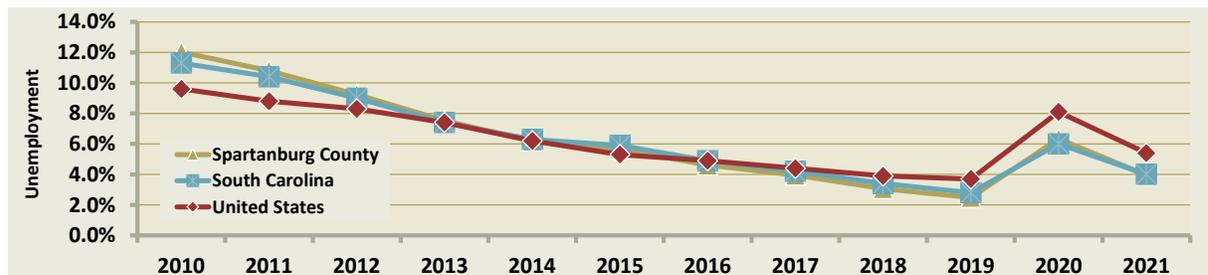
Spartanburg County’s labor force increased in each year from 2010 to 2019, adding a net total of 18,565 workers (14.0 percent) since 2010 (Table 4). Employed workers increased from 117,019 in 2010 to 147,797 workers (26.3 percent) in 2019 while the number of workers classified as unemployed decreased by 12,213 workers (76.4 percent) since 2010. Reflecting the impact of the COVID-19 pandemic, the total labor force slightly increased while the number of workers classified as unemployed increased by over 160 percent from 2019 to 2020; the portion of workers classified as employed decreased by less than two thousand workers or 1.3 percent. The labor force gained 4,113 employed workers (2.8 percent) and decreased by 3,682 unemployed workers (37.4 percent) in 2021.

Spartanburg County’s average annual unemployment rate decreased from a high of 12.0 percent in 2010 to 2.5 percent in 2019, the lowest level in at least ten years, before increasing to 6.3 percent in 2020 due to the COVID-19 Pandemic. The county’s unemployment rate has consistently been in line with the state and below the nation since 2016. Unemployment rates as of 2021 are 4.0 percent in the county and state, and 5.4 percent in the nation.

Table 4 Annual Average Labor Force and Unemployment Data

| Annual Average Unemployment | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Labor Force | 133,003 | 133,878 | 134,988 | 135,982 | 136,871 | 139,790 | 141,957 | 143,524 | 146,259 | 151,568 | 155,678 | 156,109 |
| Employment | 117,019 | 119,426 | 122,526 | 125,746 | 128,416 | 131,890 | 135,410 | 137,850 | 141,770 | 147,797 | 145,822 | 149,935 |
| Unemployment | 15,984 | 14,452 | 12,462 | 10,236 | 8,455 | 7,900 | 6,547 | 5,674 | 4,489 | 3,771 | 9,856 | 6,174 |
| Unemployment Rate | | | | | | | | | | | | |
| Spartanburg County | 12.0% | 10.8% | 9.2% | 7.5% | 6.2% | 5.7% | 4.6% | 4.0% | 3.1% | 2.5% | 6.3% | 4.0% |
| South Carolina | 11.3% | 10.4% | 9.0% | 7.4% | 6.3% | 5.9% | 4.9% | 4.2% | 3.4% | 2.8% | 6.0% | 4.0% |
| United States | 9.6% | 8.8% | 8.3% | 7.4% | 6.2% | 5.3% | 4.9% | 4.4% | 3.9% | 3.7% | 8.1% | 5.4% |

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



2. Trends in Recent Monthly Labor Force and Unemployment Data

The total labor force remained relatively unchanged through the first quarter of 2020 before increasing by 6,388 workers (4.2 percent) from March to April 2020 during the onset of the COVID-19 pandemic (Table 5). The total labor force fluctuated in the subsequent months before stabilizing with approximately 156,500 workers from November 2020 to March 2021; by December 2021, the total labor force reached 157,320 workers, higher than pre-pandemic levels. However, the employed portion of the labor force decreased by over 10,200 workers from March to April 2020, a decrease of 6.9 percent. The county regained all of these workers by September 2020 with a total employed labor force of 147,990 workers and remained relatively steady over the subsequent year before increasing in the final quarter of 2021 with 152,290 employed workers as of December 2021. Those classified as unemployed increased nearly fivefold from March to April 2020 before steadily falling in most months with 5,030 unemployed workers in December 2021, roughly ten percent greater than the number of unemployed workers in March 2020.

The county's unemployment rate increased slightly during the first quarter of 2020 before spiking to 13.4 percent in April; this increase reflects the impact of business-related closures related to the COVID-19 pandemic. The county's unemployment rate decreased consistently over the subsequent months, reaching 3.2 percent in December 2021, lower than the state's 3.3 percent and nation's 3.7 percent.

Table 5 Monthly Labor Force Data and Unemployment Rates

| 2020 Monthly Unemployment | Jan-20 | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-20 |
|---------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Labor Force | 152,528 | 152,855 | 152,092 | 158,480 | 154,682 | 157,161 | 155,497 | 157,226 | 156,892 | 157,694 | 156,536 | 156,494 |
| Employment | 148,129 | 148,569 | 147,500 | 137,255 | 138,279 | 143,748 | 143,335 | 147,101 | 147,990 | 149,802 | 149,193 | 148,960 |
| Unemployment | 4,399 | 4,286 | 4,592 | 21,225 | 16,403 | 13,413 | 12,162 | 10,125 | 8,902 | 7,892 | 7,343 | 7,534 |
| Unemployment Rate | | | | | | | | | | | | |
| Spartanburg County | 2.9% | 2.8% | 3.0% | 13.4% | 10.6% | 8.5% | 7.8% | 6.4% | 5.7% | 5.0% | 4.7% | 4.8% |
| South Carolina | 3.2% | 3.1% | 3.4% | 11.0% | 9.1% | 7.9% | 7.5% | 6.3% | 5.6% | 5.0% | 4.8% | 5.0% |
| United States | 4.0% | 3.8% | 4.5% | 14.4% | 13.0% | 11.2% | 10.5% | 8.5% | 7.7% | 6.6% | 6.4% | 6.5% |

| 2021 Monthly Unemployment | Jan-21 | Feb-21 | Mar-21 | Apr-21 | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 |
|---------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Labor Force | 155,751 | 156,231 | 156,816 | 155,303 | 155,245 | 157,710 | 156,024 | 155,808 | 154,883 | 156,183 | 156,037 | 157,320 |
| Employment | 148,093 | 149,071 | 150,074 | 149,343 | 149,417 | 150,466 | 149,134 | 149,241 | 149,794 | 151,096 | 151,200 | 152,290 |
| Unemployment | 7,658 | 7,160 | 6,742 | 5,960 | 5,828 | 7,244 | 6,890 | 6,567 | 5,089 | 5,087 | 4,837 | 5,030 |
| Unemployment Rate | | | | | | | | | | | | |
| Spartanburg County | 4.9% | 4.6% | 4.3% | 3.8% | 3.8% | 4.6% | 4.4% | 4.2% | 3.3% | 3.3% | 3.1% | 3.2% |
| South Carolina | 5.1% | 4.8% | 4.4% | 3.8% | 3.6% | 4.5% | 4.3% | 4.2% | 3.3% | 3.3% | 3.2% | 3.3% |
| United States | 6.8% | 6.6% | 6.2% | 5.7% | 5.5% | 6.1% | 5.7% | 5.3% | 4.6% | 4.3% | 3.9% | 3.7% |

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

C. Commutation Patterns

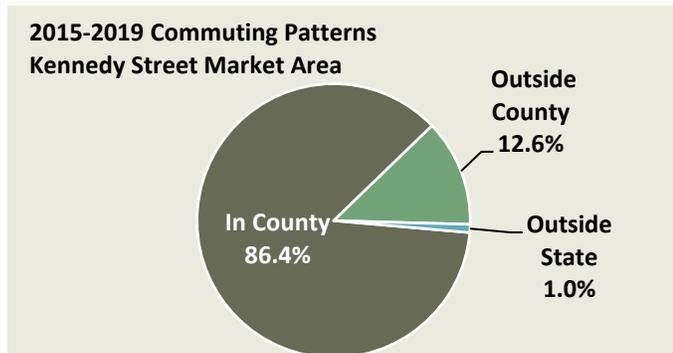
According to 2016-2020 American Community Survey (ACS) data, the market area's workers are primarily employed locally with a smaller subset employed throughout the region. Roughly three-fifths (60.6 percent) of workers residing in the Kennedy Street Market Area commuted under 20 minutes or worked at home, including 21.5 percent commuting 10 to 14 minutes (Table 6). Over one-quarter (26.7 percent) commuted 20 to 34 minutes and approximately 13 percent commuted 35 minutes or more to work.

Over 86 percent of workers residing in the market area worked in Spartanburg County while 12.6 percent worked in another South Carolina county. Just one percent of workers residing in the market area work in another state.

Table 6 Commutation Data, Kennedy Street Market Area

| Travel Time to Work | | | Place of Work | | |
|-----------------------|---------------|-------|------------------------------------|---------------|-------------|
| Workers 16 years+ | # | % | Workers 16 years and over | # | % |
| Did not work at home: | 22,341 | 95.6% | Worked in state of residence: | 23,145 | 99.0% |
| Less than 5 minutes | 791 | 3.4% | Worked in county of residence | 20,193 | 86.4% |
| 5 to 9 minutes | 2,929 | 12.5% | Worked outside county of residence | 2,952 | 12.6% |
| 10 to 14 minutes | 5,028 | 21.5% | Worked outside state of residence | 224 | 1.0% |
| 15 to 19 minutes | 4,390 | 18.8% | Total | 23,369 | 100% |
| 20 to 24 minutes | 3,284 | 14.1% | | | |
| 25 to 29 minutes | 973 | 4.2% | | | |
| 30 to 34 minutes | 1,992 | 8.5% | | | |
| 35 to 39 minutes | 363 | 1.6% | | | |
| 40 to 44 minutes | 647 | 2.8% | | | |
| 45 to 59 minutes | 1,081 | 4.6% | | | |
| 60 to 89 minutes | 687 | 2.9% | | | |
| 90 or more minutes | 176 | 0.8% | | | |
| Worked at home | 1,028 | 4.4% | | | |
| Total | 23,369 | | | | |

Source: American Community Survey 2016-2020



Source: American Community Survey 2016-2020

D. County At-Place Employment

1. Trends in Total At-Place Employment, Spartanburg County

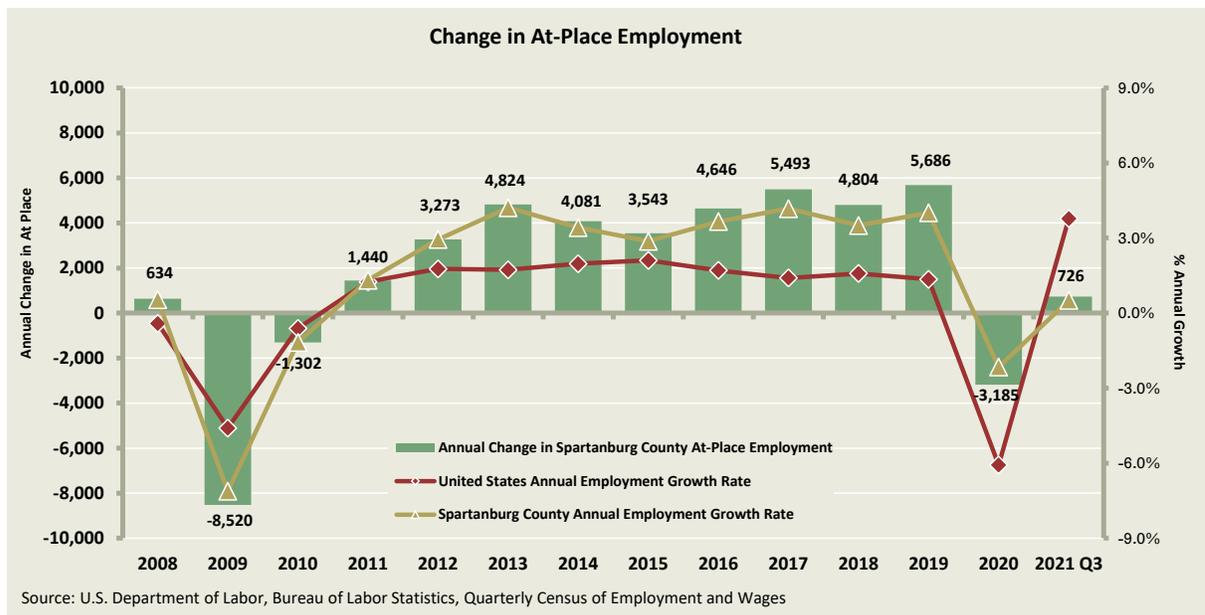
The number of jobs in Spartanburg County increased by roughly one-third from 2010 to 2019 with net growth of 37,790 jobs or 34.4 percent. This job growth is nearly quadruple the 9,822 jobs lost in the county from 2008 to 2010 during the previous national recession (Figure 5). The county lost less than 3,200 jobs in 2020 due to the COVID-19 pandemic or a 2.2 percent decrease; however, these job losses do not appear permanent as evidenced by the recovery of 726 jobs by the third quarter of 2021. As illustrated in the lines of Figure 6, Spartanburg County's annual percentage At-Place Employment growth has generally been well above the national rate since 2012; in 2020, the county experienced a much less severe decline on a percentage basis compared to the nation overall with 2.2 percent and 6.1 percent declines, respectively. As of the third quarter of 2021, the county's recovery has been less pronounced on a percentage basis compared to the nation at just 0.5 percent compared to 3.8 percent.



Figure 5 At-Place Employment, Spartanburg County



Figure 6 Change in At-Place Employment, Spartanburg County



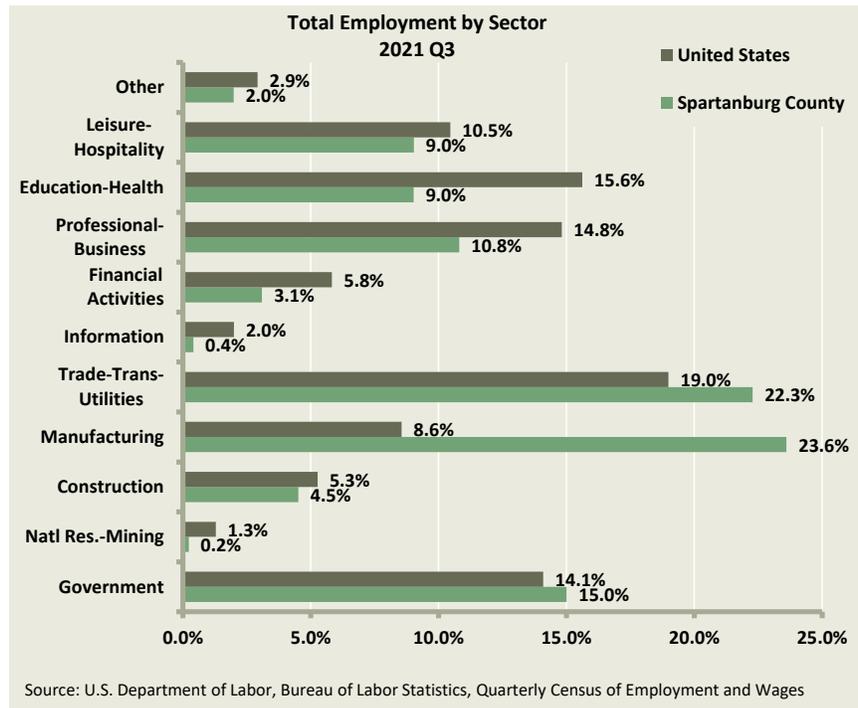
2. At-Place Employment by Industry Sector, Spartanburg County

Manufacturing, Trade-Transportation-Utilities, Government, and Professional-Business are Spartanburg County’s largest economic sectors with a combined 71.7 percent of all jobs in the county; each of these four sectors account for 10.8 percent or more of the county’s jobs. By comparison, these sectors account for roughly 57 percent of the nation’s employment (Table 7). The most significant disparity between the county and the nation is in the Manufacturing sector, which accounts for 23.6 percent of the county’s employment base compared to just 8.6 percent of jobs nationally. However, the county has significantly lower proportions of jobs in Professional-Business and Education-Health sectors.



Figure 7 Total Employment by Sector, Spartanburg County 2021 (Q3)

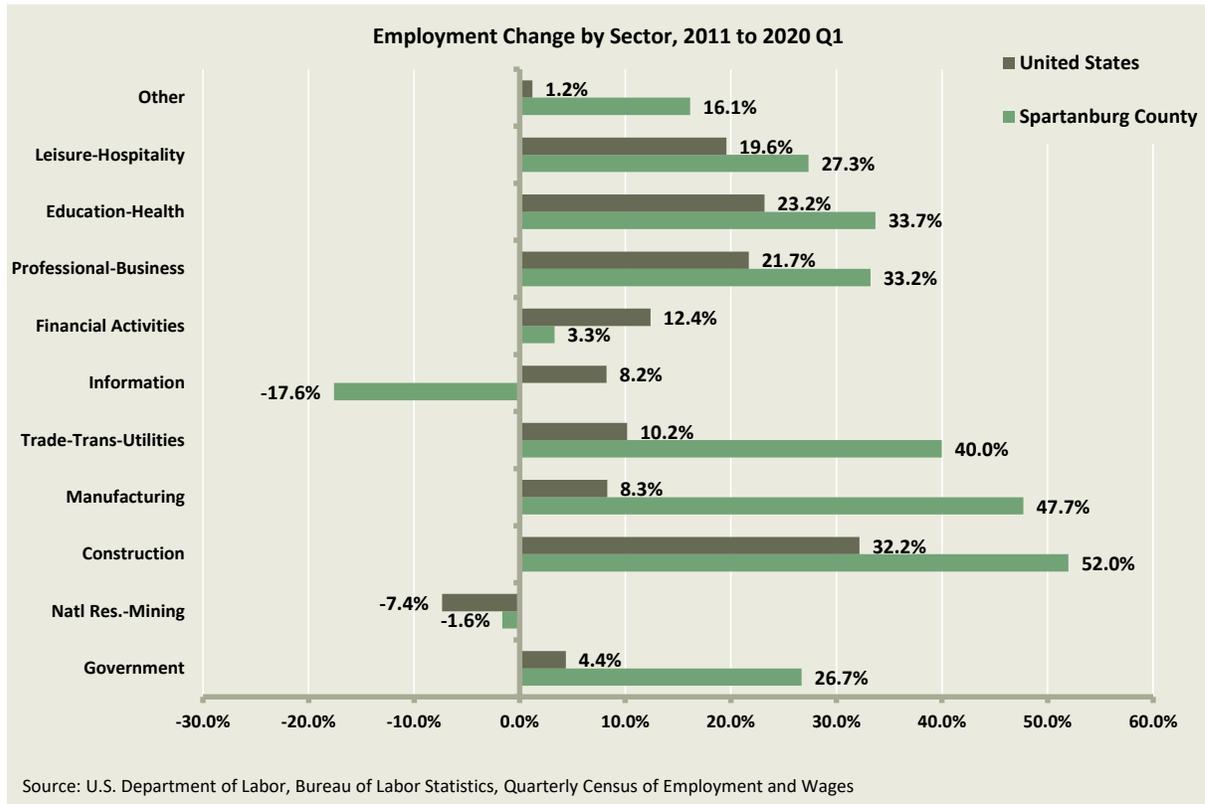
| Spartanburg County Employment by Industry Sector 2021 Q3 | |
|--|----------------|
| Sector | Jobs |
| Other | 2,880 |
| Leisure-Hospitality | 13,111 |
| Education-Health | 13,102 |
| Professional-Business | 15,692 |
| Financial Activities | 4,494 |
| Information | 594 |
| Trade-Trans-Utilities | 32,348 |
| Manufacturing | 34,274 |
| Construction | 6,562 |
| Natl. Res.-Mining | 332 |
| Government | 21,791 |
| Total Employment | 145,179 |



Nine of 11 economic sectors added jobs in Spartanburg County from 2011 to the third quarter of 2021 with the greatest growth on a percentage basis among the Construction, Manufacturing, and Trade-Transportation-Utilities sectors. Education-Health, Professional-Business, Leisure-Hospitality, and Government also experienced substantial increases of roughly 27 to 34 percent; Other and Financial Activities sectors experienced smaller growth of 16.1 percent and 3.3 percent, respectively (Figure 8). The two sectors that experienced job losses were Information (17.6 percent) and Natural Resources-Mining (1.6 percent).



Figure 8 Employment Change by Sector, Spartanburg County 2011-2021 (Q1)



3. Major Employers

The single largest employer in the county is BMW of North America with nearly 11,000 employees. The next largest employers are ABM Onsite Services and Spartanburg Medical Group with roughly 4,100 to 4,500 employees each followed by Spartanburg Regional Healthcare System with 3,444 employees and Spartanburg County government with 2,662 employees. Seven other major employers have at least 1,000 employees including five manufacturers and two logistics/utility companies. (Table 7). Most of the county’s largest individual employers are spread throughout the county, generally along the Interstate 85 corridor with most concentrated in and around Spartanburg to the north of the subject site. Another cluster of employers is located southwest of Spartanburg including the largest employer, BMW of North America (Map 5).

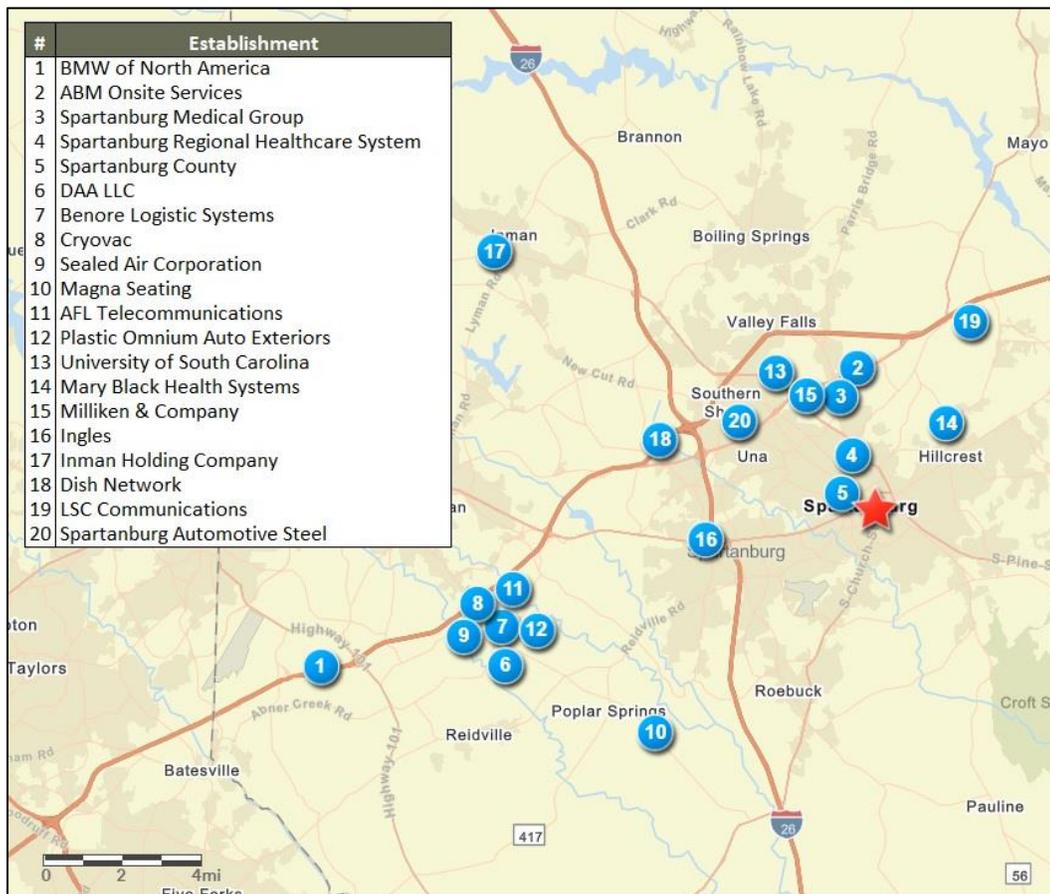


Table 7 Major Employers, Spartanburg County

| Rank | Name | Sector | Employment |
|------|--|-----------------------|------------|
| 1 | BMW of North America | Manufacturing | 10,916 |
| 2 | ABM Onsite Services | Professional-Business | 4,500 |
| 3 | Spartanburg Medical Group | Healthcare | 4,121 |
| 4 | Spartanburg Regional Healthcare System | Healthcare | 3,444 |
| 5 | Spartanburg County | Government | 2,662 |
| 6 | DAA LLC | Manufacturing | 1,225 |
| 7 | Benore Logistic Systems | Trade-Trans-Utilities | 1,100 |
| 8 | Cryovac | Manufacturing | 1,100 |
| 9 | Sealed Air Corporation | Manufacturing | 1,100 |
| 10 | Magna Seating | Manufacturing | 1,070 |
| 11 | AFL Telecommunications | Trade-Trans-Utilities | 1,057 |
| 12 | Plastic Omnium Auto Exteriors | Manufacturing | 1,000 |
| 13 | University of South Carolina | Education | 957 |
| 14 | Mary Black Health Systems | Healthcare | 950 |
| 15 | Milliken & Company | Manufacturing | 903 |
| 16 | Ingles | Retail | 756 |
| 17 | Inman Holding Company | Manufacturing | 700 |
| 18 | Dish Network | Trade-Trans-Utilities | 660 |
| 19 | LSC Communications | Trade-Trans-Utilities | 650 |
| 20 | Spartanburg Automotive Steel | Manufacturing | 618 |

Source: Spartanburg County Economic Development Authority

Map 5 Major Employers, Spartanburg County



E. Recent Employment Expansions and Contractions

As detailed by the change in At Place Employment, Spartanburg County has had consistent economic growth from 2009 to 2019 with significant growth in most sectors. We discussed recent economic activity with Katherine O'Neill, Chief Economic Development Officer of OneSpartanburg, Inc., the economic development corporation of Spartanburg County. Despite the economic impacts of the COVID-19 pandemic, the county experienced significant growth during the past two years: 20 companies with pre-existing operations in the county announced expansions during this two year period while the county added 62 projects with 52 new companies. In total, the expansions represent capital investment of over \$603 million and nearly 1,200 jobs created while new projects/companies added over \$2.4 billion in capital investment and nearly 4,000 jobs (Table 8, Table 9). In 2022 to date, OneSpartanburg reported 12 new additions/relocations and one expansion, totaling \$691,720,586 in investments and 601 jobs created, indicative of strong recovery from any workforce and job decreases related to COVID-19.

Table 8 Recent Expansions, Spartanburg County

| Project Name | Company Name | Projected Investment | Projected Jobs | Primary Project Category | Year |
|---|--|----------------------|----------------|--------------------------|------|
| Tennis | Staubli Corporation | \$5,900,000 | 15 | Advanced Manufacturing | 2020 |
| Storm Drain | Tindall Corporation | \$27,900,000 | 20 | Advanced Manufacturing | 2020 |
| Southern States Packaging | Southern States Packaging Co | \$3,500,000 | 0 | Advanced Manufacturing | 2020 |
| Cocoa | AMAMCO Tool & Supply Co., Inc. | \$10,000,000 | 10 | Advanced Materials | 2020 |
| Stitch | Tietex International Ltd | \$17,314,600 | 100 | Advanced Manufacturing | 2020 |
| Blue Ridge '20 | Blue Ridge Log Cabins, LLC | \$0 | 0 | Advanced Manufacturing | 2020 |
| Henry II | Plastic Omnium Industries, Inc. | \$27,000,000 | 0 | Advanced Manufacturing | 2020 |
| Milk | Milliken & Company - Roger Milliken Center (RMC) | \$25,000,000 | 0 | Advanced Manufacturing | 2020 |
| Bounce | adidas NAM | \$15,600,000 | 0 | Distribution & Logistics | 2020 |
| Rolling Forward | Michelin North America Inc | \$75,000,000 | 0 | Advanced Manufacturing | 2020 |
| Flash/Spark | Siemens Energy Management | \$39,883,452 | 176 | Advanced Manufacturing | 2020 |
| 2020 Subtotal | | \$247,098,052 | 321 | | |
| Sabre | Inman Mills - Ramey Plant | \$15,525,000 | 126 | Advanced Manufacturing | 2021 |
| Wiper | Contec, Inc. (Corp HQ) | \$6,405,448 | 39 | Advanced Materials | 2021 |
| Spider | AFL Connectivity | \$39,916,000 | 197 | Advanced Materials | 2021 |
| Carpet | Auria Solutions | \$12,479,000 | 133 | Automotive | 2021 |
| RENA (formerly Apollo - LC-X (Phase I)) | BMW Manufacturing Corp | \$45,000,000 | -- | Distribution & Logistics | 2021 |
| Host | Hospice Care of South Carolina LLC | \$3,000,000 | 76 | Office/Shared Services | 2021 |
| Sunrise | ILJIN USA Corp. | \$13,300,000 | 89 | Automotive | 2021 |
| Box | GEORGIA-PACIFIC LLC | \$15,000,000 | 0 | Advanced Manufacturing | 2021 |
| Blue | Johnson Development Associates, Inc. | \$5,500,000 | 0 | Distribution & Logistics | 2021 |
| 2021 Subtotal | | \$156,125,448 | 660 | | |
| Apollo - Press | BMW Manufacturing Corp | \$200,000,000 | 200 | Advanced Manufacturing | 2022 |
| 2022 Subtotal | | \$200,000,000 | 200 | | |
| Total 2020 - 2022 | | \$603,223,500 | 1,181 | | |

Source: OneSpartanburg, Inc.



Table 9 Recent Relocations/Additions, Spartanburg County

| Project Name | Company Name | Projected Investment | Projected Jobs | Primary Project Category | Year |
|-----------------------------------|--|------------------------|----------------|--------------------------|------|
| Smith Animal Hospital | Smith Animal Hospital | \$2,450,000 | 19 | Agribusiness | 2020 |
| Green Bean (TBD) | PGS USA LLC (Pacorini) | \$14,369,573 | 25 | Agribusiness | 2020 |
| Northside Townhomes Phase I | Montgomery Development Group | \$8,000,000 | 0 | Multifamily | 2020 |
| MTM Investments | -- | \$420,000 | 3 | Office/Shared Services | 2020 |
| Code SOS | Synterra Corp | \$0 | 15 | Office/Shared Services | 2020 |
| Rubric | Flexcube | -- | -- | Advanced Manufacturing | 2020 |
| Speedway | Race City Steel | \$0 | 20 | Advanced Materials | 2020 |
| The Fitzgerald(formerly LPA) | My Niche Apartments | \$16,500,000 | 0 | Multifamily | 2020 |
| Columbus 2/Victor | IGP Pulvertechnik AG | \$7,080,000 | 40 | Advanced Materials | 2020 |
| The Lively at Drayton Mill | Orange Capital Advisors | \$50,000,000 | 0 | Multifamily | 2020 |
| The Lively at Victor Park | Orange Capital Advisors | \$50,000,000 | 0 | Multifamily | 2020 |
| Epic Shift | Epic International | \$1,500,000 | 6 | Life Sciences | 2020 |
| Global Commerce Park Building One | -- | \$10,730,000 | 0 | Distribution & Logistics | 2020 |
| Smith Farms Building 11A | -- | \$18,160,000 | 0 | Distribution & Logistics | 2020 |
| Carolina Commerce Center Bldg Two | -- | \$7,800,000 | 0 | Distribution & Logistics | 2020 |
| 2020 Subtotal | | \$187,009,573 | 128 | | |
| Blue Duck Scooters | Blue Duck Scooters | \$151,250 | 10 | Other | 2021 |
| Sunshine | Fletcher Development LLC | \$4,500,000 | 0 | Commercial | 2021 |
| Stone (Phase II) | Pall Corporation | \$45,200,000 | 350 | Life Sciences | 2021 |
| Spartan | TTI Floor Care North America, Inc. | \$93,050,000 | 134 | Distribution & Logistics | 2021 |
| Stone (Phase I) | Pall Corporation | \$30,200,000 | 425 | Life Sciences | 2021 |
| Juniper | Pacolet Milliken Enterprises Inc. | \$25,000,000 | 0 | Other | 2021 |
| Schoolhouse Lofts | Montgomery Development Group | \$11,000,000 | 0 | Multifamily | 2021 |
| Seed | Bwi Co Inc | \$13,500,000 | 15 | Distribution & Logistics | 2021 |
| Thunder II | CNC Cabinetry | \$1,200,000 | 40 | Distribution & Logistics | 2021 |
| Slapshot | Magna Mirrors | \$31,250,000 | 174 | Automotive | 2021 |
| Skywalker | Exeter Poperty Group | \$10,000,000 | 0 | Distribution & Logistics | 2021 |
| Black Bull | Oshkosh Defense Spartanburg Assembly Plant | \$155,000,000 | 1078 | Automotive | 2021 |
| Otto | Maddox Industrial | \$9,700,000 | 32 | Advanced Manufacturing | 2021 |
| Sculptures | Meva Formwork Systems Limited | \$3,200,000 | 46 | Distribution & Logistics | 2021 |
| Anderson | Nexsen Pruet LLC | \$60,000,000 | 0 | Distribution & Logistics | 2021 |
| Prince | Nexsen Pruet LLC | \$15,162,560 | 0 | Distribution & Logistics | 2021 |
| Next Wave | Nexsen Pruet LLC | \$167,000,000 | 0 | Distribution & Logistics | 2021 |
| Silver | Womble Bond Dickinson US LLP | \$110,200,000 | 0 | Distribution & Logistics | 2021 |
| Sunrise-LS1 | Limelight Solar I LLC | \$3,456,191 | 0 | Commercial | 2021 |
| Artie | Seefried Industrial Properties | \$10,830,000 | 0 | Distribution & Logistics | 2021 |
| Fairfield Inn & Suites | Hawkeye Hotels Inc | \$20,100,000 | 20 | Other | 2021 |
| Chestnut | M Peters Group | \$60,000,000 | 4 | Multifamily | 2021 |
| Sunrise - AT2 | Johnson, Smith, Hibbard, & Wildman | \$5,140,682 | 0 | Commercial | 2021 |
| Blue Sky (Phase I) | MP Cloud Technologies | \$500,000 | 316 | Office/Shared Services | 2021 |
| Apple (formerly Rockefeller) | Womble Bond Dickinson US LLP | \$62,880,000 | 0 | Distribution & Logistics | 2021 |
| Green Spa | Johnson Development Associates, Inc. | \$85,000,000 | 0 | Other | 2021 |
| Green Spa 2 | Johnson, Smith, Hibbard, & Wildman | \$11,000,000 | 0 | Other | 2021 |
| EGP | EastGroup Properties, Inc. | \$19,070,000 | 0 | Advanced Manufacturing | 2021 |
| Replay | Walmart | \$380,000,000 | 450 | Distribution & Logistics | 2021 |
| Crossroads | Brennan Investment Group LLC | \$57,600,000 | 0 | Distribution & Logistics | 2021 |
| Railside | Nexsen Pruet LLC | \$38,000,000 | 0 | Advanced Manufacturing | 2021 |
| Robinson | Nexsen Pruet LLC | \$68,000,000 | 0 | Advanced Manufacturing | 2021 |
| Freeman Farms | Nexsen Pruet LLC | \$55,300,000 | 0 | Advanced Manufacturing | 2021 |
| Bridle | GML Industries, LLC | \$966,850 | 74 | Advanced Manufacturing | 2021 |
| Wild Turkey | Womble Bond Dickinson US LLP | \$76,000,000 | 217 | Advanced Manufacturing | 2021 |
| 2021 Subtotal | | \$1,739,157,533 | 3,385 | | |
| Breeze | Newair Inc | \$2,200,000 | 36 | Distribution & Logistics | 2022 |
| Skypass | Ingram Micro Inc | \$37,900,000 | 203 | Distribution & Logistics | 2022 |
| Frontier | Nexsen Pruet LLC | \$21,274,000 | 0 | Distribution & Logistics | 2022 |
| Gray | Nexsen Pruet LLC | \$18,500,000 | 0 | Distribution & Logistics | 2022 |
| Quick Link (former Project Green) | Sunnie & DeWorken | \$264,600,000 | 40 | Other | 2022 |
| Freeman Farms II | Nexsen Pruet LLC | \$22,770,000 | 0 | Distribution & Logistics | 2022 |
| Peas (former Gateway) | Grant Thorton | \$23,000,000 | 82 | Distribution & Logistics | 2022 |
| Seven Princes | Womble Bond Dickinson US LLP | \$15,150,000 | 0 | Advanced Manufacturing | 2022 |
| Three Twos I | Nexsen Pruet LLC | \$23,000,000 | 0 | Distribution & Logistics | 2022 |
| Flex | Parker Poe Consulting LLC | \$10,800,000 | 0 | Distribution & Logistics | 2022 |
| BCC | Blackstock Commerce Center LLC | \$32,756,980 | 0 | Distribution & Logistics | 2022 |
| Viper | VPET USA Inc | \$19,769,500 | 40 | Advanced Manufacturing | 2022 |
| 2022 Subtotal | | \$491,720,480 | 401 | | |
| Total 2020 - 2022 | | \$2,417,887,586 | 3,914 | | |

Source: OneSpartanburg, Inc.

6. DEMOGRAPHIC ANALYSIS

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Kennedy Street Market Area and Spartanburg County using U.S. Census data and data from Esri, a national data vendor which prepares small area estimates and projections of population and households. Building permit trends collected from the HUD State of the Cities Data Systems (SOCDS) database were also considered. Demographic data is presented for 2022 and 2024 which matches the demand years outlined in the South Carolina State Housing Finance and Development Authority's 2022 market study guidelines.

It is important to note that all demographic data is based on historic Census data and the most recent local area projections available for the Kennedy Street Market Area and Spartanburg County. RPRG utilized estimates and projection derived by Esri in 2021, which were developed following the onset of the COVID-19 pandemic.

B. Trends in Population and Households

1. Recent Past Trends

The Kennedy Street Market Area's population and household base decreased by roughly eight percent from 2000 to 2010 with a net loss of 4,638 people (8.0 percent) and 1,862 households (7.9 percent) (Table 10); annual losses were 464 people and 186 households, or 0.8 percent annually. Conversely, Spartanburg County increased by 12.0 percent for population and 11.8 percent for households; the county's annual growth rates were 1.1 percent for both population and households.

The Kennedy Street Market Area experienced a reversal of trends from the previous decade with population and household growth over the past twelve years; net growth was 6,077 people (11.3 percent) and 2,728 households (12.6 percent). Annual averages in the market area were 506 people and 227 households, at 0.9 percent and 1.0 percent annually, respectively. Spartanburg County's growth rates also accelerated compared to the previous decade with average annual growth of 1.4 percent for both population and households over the past 12 years.

2. Projected Trends

Based on Esri data, RPRG projects the Kennedy Street Market Area's growth will continue to accelerate over the next two years, increasing slightly compared to the previous 12 years with annual growth of 598 people and 269 households or annual gains of 1.0 percent and 1.1 percent, respectively. Spartanburg County's growth will also remain strong over the next two years and remain consistent with the previous 12 years on a percentage basis; the region will increase annually by 4,639 people and 1,812 households, both at 1.4 percent.

The average household size in the market area of 2.29 persons per household in 2022 has remained relatively consistent since 2010 and is expected to remain unchanged through 2024 (Table 11).



Table 10 Population and Household Estimates and Projections

| | | Spartanburg County | | | | Kennedy Street Market Area | | | | |
|------------|---------|--------------------|-------|---------------|------|----------------------------|--------------|-------|---------------|-------|
| Population | Count | Total Change | | Annual Change | | Count | Total Change | | Annual Change | |
| | | # | % | # | % | | # | % | # | % |
| 2000 | 253,791 | | | | | 58,315 | | | | |
| 2010 | 284,307 | 30,516 | 12.0% | 3,052 | 1.1% | 53,677 | -4,638 | -8.0% | -464 | -0.8% |
| 2022 | 336,066 | 51,759 | 18.2% | 4,313 | 1.4% | 59,754 | 6,077 | 11.3% | 506 | 0.9% |
| 2024 | 345,343 | 9,278 | 2.8% | 4,639 | 1.4% | 60,950 | 1,196 | 2.0% | 598 | 1.0% |
| Households | Count | Total Change | | Annual Change | | Count | Total Change | | Annual Change | |
| | | # | % | # | % | | # | % | # | % |
| 2000 | 97,735 | | | | | 23,536 | | | | |
| 2010 | 109,246 | 11,511 | 11.8% | 1,151 | 1.1% | 21,674 | -1,862 | -7.9% | -186 | -0.8% |
| 2022 | 129,446 | 20,200 | 18.5% | 1,683 | 1.4% | 24,402 | 2,728 | 12.6% | 227 | 1.0% |
| 2024 | 133,069 | 3,624 | 2.8% | 1,812 | 1.4% | 24,939 | 537 | 2.2% | 269 | 1.1% |

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.

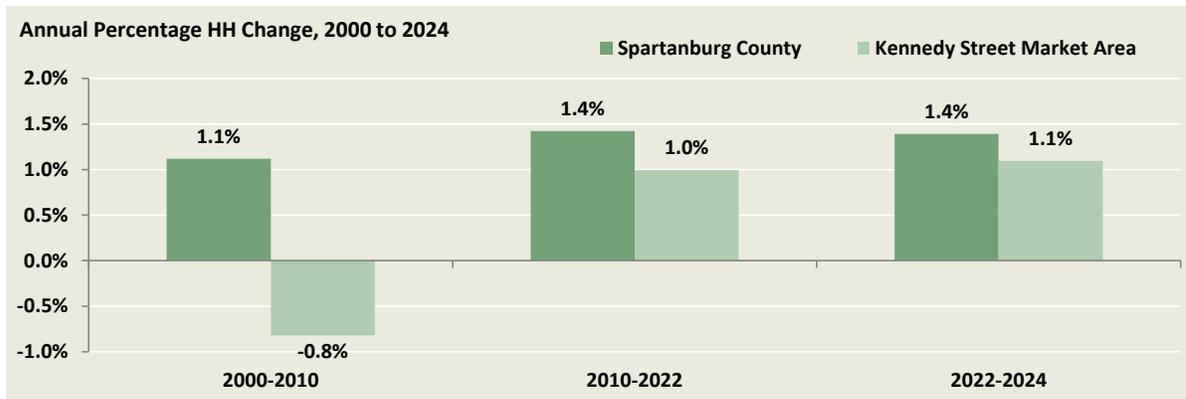


Table 11 Persons per Household, Kennedy Street Market Area

| Average Household Size | | | |
|------------------------|-------------|-------------|-------------|
| Year | 2010 | 2022 | 2024 |
| Population | 53,677 | 59,754 | 60,950 |
| Group Quarters | 3,882 | 3,891 | 3,806 |
| Households | 21,674 | 24,402 | 24,939 |
| Avg. HH Size | 2.30 | 2.29 | 2.29 |

Source: 2010 Census; Esri; and RPRG, Inc.

3. Building Permit Trends

Permit activity in Spartanburg County averaged 2,725 units permitted from 2009 to 2020. Single-family detached homes have accounted for over half (53.4 percent) of all units permitted during this period while approximately 46 percent of permitted units were in multi-family structures with five or more units. Less than one percent of units permitted were multi-family structures with two to four units (Table 12). Permit activity increased substantially since 2011 with slight decreases in only two years, 2014 and 2019. The number of units permitted more than doubled from 2011 to 2013 and doubled again by 2017. Following 2017, Spartanburg County’s annual building permits averaged 2,711 permits from 2018 to 2020 including 2,876 permits issued in 2020, the highest permit activity on record, representing an increase of more than 500 percent since 2011.

Table 12 Building Permits by Structure Type, Spartanburg County

| Spartanburg County | | | | | |
|--------------------|---------------|-----------|-----------|------------|---------------|
| Year | Single - Unit | Two Units | 3-4 Units | 5+ Units | Ann. Total |
| 2009 | 606 | 0 | 0 | 28 | 634 |
| 2010 | 562 | 0 | 0 | 0 | 562 |
| 2011 | 532 | 0 | 0 | 0 | 532 |
| 2012 | 727 | 0 | 0 | 0 | 727 |
| 2013 | 954 | 4 | 0 | 240 | 1,198 |
| 2014 | 1,070 | 20 | 0 | 0 | 1,090 |
| 2015 | 1,399 | 0 | 0 | 0 | 1,399 |
| 2016 | 1,901 | 0 | 0 | 0 | 1,901 |
| 2017 | 2,293 | 0 | 0 | 0 | 2,293 |
| 2018 | 2,659 | 0 | 0 | 0 | 2,659 |
| 2019 | 2,599 | 0 | 0 | 0 | 2,599 |
| 2020 | 2,876 | 0 | 0 | 0 | 2,876 |
| 2009-2020 | 18,178 | 24 | 0 | 268 | 18,470 |
| Ann. Avg. | 1,515 | 2 | 0 | 22 | 1,539 |



Source: U.S. Census Bureau, C-40 Building Permit Reports.

C. Demographic Characteristics

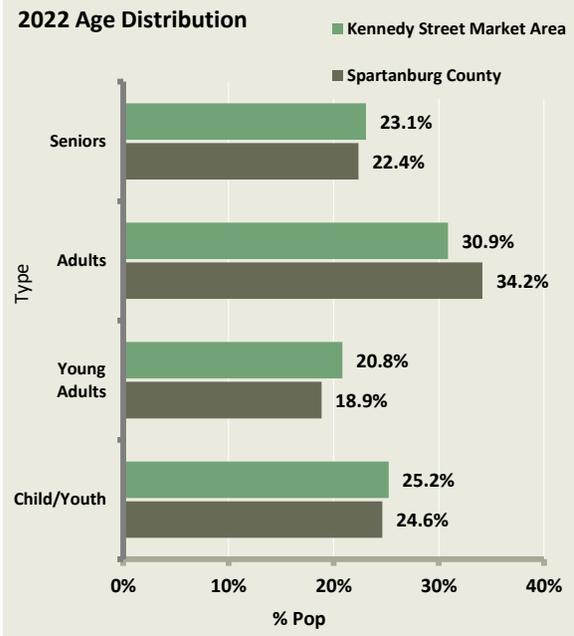
1. Age Distribution and Household Type

The Kennedy Street Market Area has a slightly younger median age of 38 compared with Spartanburg County's median age of 39 (Table 13). Adults ages 35 to 61 comprise the largest percentage of each area's population at 30.9 percent in the Kennedy Street Market Area and 34.2 percent in Spartanburg County. Children/Youth under the age of 20 is the next largest age cohort in both area, accounting for 25.2 percent of the population in the Kennedy Street Market Area and 24.6 percent in Spartanburg County. The market area contains a slightly greater percentage of Seniors ages 62 and older at 23.1 percent versus 22.4 percent in the county overall. However, Young Adults ages 20 to 34 also comprise a larger share of the market area's population at 20.8 percent compared to 18.9 percent in the county, reflecting the presence of the multiple universities in the area.



Table 13 Age Distribution

| 2022 Age Distribution | Spartanburg County | | Kennedy Street Market Area | |
|-----------------------|--------------------|--------------|----------------------------|--------------|
| | # | % | # | % |
| Children/Youth | 82,813 | 24.6% | 15,071 | 25.2% |
| Under 5 years | 19,766 | 5.9% | 3,794 | 6.3% |
| 5-9 years | 20,910 | 6.2% | 3,716 | 6.2% |
| 10-14 years | 21,296 | 6.3% | 3,433 | 5.7% |
| 15-19 years | 20,841 | 6.2% | 4,129 | 6.9% |
| Young Adults | 63,350 | 18.9% | 12,443 | 20.8% |
| 20-24 years | 19,689 | 5.9% | 4,499 | 7.5% |
| 25-34 years | 43,661 | 13.0% | 7,944 | 13.3% |
| Adults | 114,773 | 34.2% | 18,448 | 30.9% |
| 35-44 years | 41,806 | 12.4% | 6,735 | 11.3% |
| 45-54 years | 41,962 | 12.5% | 6,524 | 10.9% |
| 55-61 years | 31,005 | 9.2% | 5,189 | 8.7% |
| Seniors | 75,130 | 22.4% | 13,792 | 23.1% |
| 62-64 years | 13,288 | 4.0% | 2,224 | 3.7% |
| 65-74 years | 36,875 | 11.0% | 6,250 | 10.5% |
| 75-84 years | 18,748 | 5.6% | 3,595 | 6.0% |
| 85 and older | 6,219 | 1.9% | 1,723 | 2.9% |
| TOTAL | 336,066 | 100% | 59,754 | 100% |
| Median Age | 39 | | 38 | |

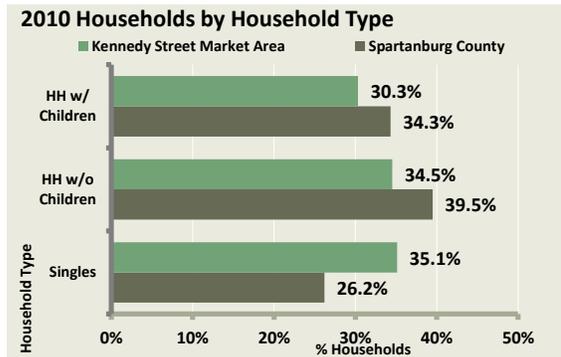


Source: Esri; RPRG, Inc.

Single-person households were the most common household type in the market area, accounting for 35.1 percent of all households in the Kennedy Street Market Area compared to just 26.2 percent in Spartanburg County (Table 14). Multi-person households without children were the next most common household type in the Kennedy Street Market Area comprising 34.5 percent; in Spartanburg County, this was the most common household type representing 39.5 percent of households. Households with children were much less common in the market area at 30.3 percent compared to 34.3 percent in the county overall. Further reflecting the presence of Spartanburg’s universities, the market area also had a significantly lower proportion of married households compared to the county at 31.9 percent and 48.9 percent, respectively.

Table 14 Households by Household Type

| 2010 Households by Household Type | Spartanburg County | | Kennedy Street Market Area | |
|-----------------------------------|--------------------|--------------|----------------------------|--------------|
| | # | % | # | % |
| Married w/Children | 23,128 | 21.2% | 2,643 | 12.2% |
| Other w/ Children | 14,368 | 13.2% | 3,930 | 18.1% |
| Households w/ Children | 37,496 | 34.3% | 6,573 | 30.3% |
| Married w/o Children | 30,278 | 27.7% | 4,268 | 19.7% |
| Other Family w/o Children | 7,960 | 7.3% | 2,063 | 9.5% |
| Non-Family w/o Children | 4,903 | 4.5% | 1,157 | 5.3% |
| Households w/o Children | 43,141 | 39.5% | 7,488 | 34.5% |
| Singles | 28,609 | 26.2% | 7,613 | 35.1% |
| Total | 109,246 | 100% | 21,674 | 100% |



Source: 2010 Census; RPRG, Inc.

2. Renter Household Characteristics

The Kennedy Street Market Area’s renter percentage of 48.1 percent in 2022 is nearly 20 percentage points greater than Spartanburg County’s 29.0 percent (Table 15). The market area’s renter



percentage increased from 46.3 percent in 2000 as the number of renter households increased by 7.7 percent over the past 22 years with the net addition of 835 renter occupied households; however, the market area lost 433 households from 2000 to 2010 before adding nearly 1,300 households (12.1 percent) during the past 12 years. Spartanburg County’s renter percentage increased slightly from 28.0 percent in 2000 to 29.0 percent in 2022 with the net addition of 10,106 renter households, a 36.9 percent net increase. Renter households accounted for nearly all (96.4 percent) of the Kennedy Street Market Area’s net household growth from 2000 to 2022 reflecting the decline of renter and owner occupied households counts from 2000 to 2010; over the past 12 years, renter households accounted for 46.5 percent net household growth in the market area. Comparatively, renter households contributed roughly 32 percent of net household growth in the county since 2000 and less than one quarter of net household growth since 2010.

Table 15 Households by Tenure, 2000-2022

| | | | | | | | Change 2000-2022 | | | | % of Change 2000 - 2022 |
|---------------------------|----------------|-------------|----------------|-------------|----------------|-------------|-------------------------|--------------|---------------|-------------|-------------------------|
| | | | | | | | Total Change | | Annual Change | | |
| | | | | | | | # | % | # | % | |
| Spartanburg County | 2000 | | 2010 | | 2022 | | 21,605 | 30.7% | 982 | 1.2% | 68.1% |
| Housing Units | # | % | # | % | # | % | 10,106 | 36.9% | 459 | 1.4% | 31.9% |
| Owner Occupied | 70,339 | 72.0% | 76,260 | 69.8% | 91,944 | 71.0% | 31,711 | 32.4% | 1,441 | 1.3% | 100% |
| Renter Occupied | 27,396 | 28.0% | 32,986 | 30.2% | 37,502 | 29.0% | | | | | |
| Total Occupied | 97,735 | 100% | 109,246 | 100% | 129,446 | 100% | Change 2010-2022 | | | | |
| Total Vacant | 9,251 | | 13,382 | | 14,664 | | Total Change | | Annual Change | | % of Change 2010 - 2022 |
| TOTAL UNITS | 106,986 | | 122,628 | | 144,110 | | # | % | # | % | |
| | | | | | | | 15,684 | 20.6% | 1,307 | 1.6% | 77.6% |
| | | | | | | | 4,516 | 13.7% | 376 | 1.1% | 22.4% |
| | | | | | | | 20,200 | 18.5% | 1,683 | 1.4% | 100% |

| | | | | | | | Change 2000-2022 | | | | % of Change 2000 - 2022 |
|-----------------------------------|---------------|-------------|---------------|-------------|---------------|-------------|-------------------------|--------------|---------------|-------------|-------------------------|
| | | | | | | | Total Change | | Annual Change | | |
| | | | | | | | # | % | # | % | |
| Kennedy Street Market Area | 2000 | | 2010 | | 2022 | | 31 | 0.2% | 1 | 0.0% | 3.6% |
| Housing Units | # | % | # | % | # | % | 835 | 7.7% | 38 | 0.3% | 96.4% |
| Owner Occupied | 12,631 | 53.7% | 11,202 | 51.7% | 12,662 | 51.9% | 866 | 3.7% | 39 | 0.2% | 100% |
| Renter Occupied | 10,905 | 46.3% | 10,472 | 48.3% | 11,740 | 48.1% | | | | | |
| Total Occupied | 23,536 | 100% | 21,674 | 100% | 24,402 | 100% | Change 2010-2022 | | | | |
| Total Vacant | 2,636 | | 3,474 | | 3,737 | | Total Change | | Annual Change | | % of Change 2010 - 2022 |
| TOTAL UNITS | 26,172 | | 25,148 | | 28,139 | | # | % | # | % | |
| | | | | | | | 1,460 | 13.0% | 122 | 1.0% | 53.5% |
| | | | | | | | 1,268 | 12.1% | 106 | 1.0% | 46.5% |
| | | | | | | | 2,728 | 12.6% | 227 | 1.0% | 100% |

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

Esri data suggests renter households will contribute 44.5 percent of the market area’s net household growth over the next two years, below the overall trend from the past 22 years but in line with the previous 12 years and reflective of recent growth in the market area (Table 16). Based on our research including an analysis of demographic and multi-family trends, this project appears appropriate and results in annual growth of 120 renter households from 2022 to 2024. This projection yields 239 renter households and 298 owner occupied households added during the next two years.



Table 16 Households by Tenure, 2022-2024

| Kennedy Street Market Area | 2022 | | 2024 Esri HH by Tenure | | Esri Change by Tenure | | Annual Change by Tenure | |
|----------------------------|---------------|-------------|------------------------|-------------|-----------------------|-------------|-------------------------|-------------|
| | # | % | # | % | # | % | # | % |
| Housing Units | | | | | | | | |
| Owner Occupied | 12,662 | 51.9% | 12,960 | 52.0% | 298 | 55.5% | 149 | 1.2% |
| Renter Occupied | 11,740 | 48.1% | 11,979 | 48.0% | 239 | 44.5% | 120 | 1.0% |
| Total Occupied | 24,402 | 100% | 24,939 | 100% | 537 | 100% | 269 | 1.1% |
| Total Vacant | 3,737 | | 3,785 | | | | | |
| TOTAL UNITS | 28,139 | | 28,724 | | | | | |

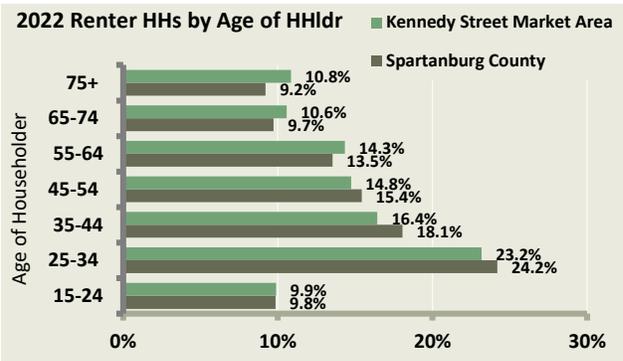
Source: Esri, RPRG, Inc.

Kennedy Street Market Area renter households are well distributed among all age cohorts. Youth and Young Adult households (ages 15 to 34) account for roughly one-third (33.1 percent) of market area renter households with working age households (ages 35 to 54) comprising 31.2 percent (Table 15). Roughly 36 percent of market area renter households are at least 55 years old including 21.4 percent 65 and over. Spartanburg County has a similar age distribution with slightly greater percentages of renter households ages 25 to 54 and a lower percentage of older renter households 55 and over when compared to the market area.

Table 17 Renter Households by Age of Householder

| Renter Households | Spartanburg County | | Kennedy Street Market Area | |
|---------------------|--------------------|-------------|----------------------------|-------------|
| | # | % | # | % |
| Age of HHldr | | | | |
| 15-24 years | 3,694 | 9.8% | 1,160 | 9.9% |
| 25-34 years | 9,072 | 24.2% | 2,721 | 23.2% |
| 35-44 years | 6,772 | 18.1% | 1,930 | 16.4% |
| 45-54 years | 5,785 | 15.4% | 1,732 | 14.8% |
| 55-64 years | 5,077 | 13.5% | 1,682 | 14.3% |
| 65-74 years | 3,648 | 9.7% | 1,241 | 10.6% |
| 75+ years | 3,454 | 9.2% | 1,273 | 10.8% |
| Total | 37,502 | 100% | 11,740 | 100% |

Source: Esri, Real Property Research Group, Inc.



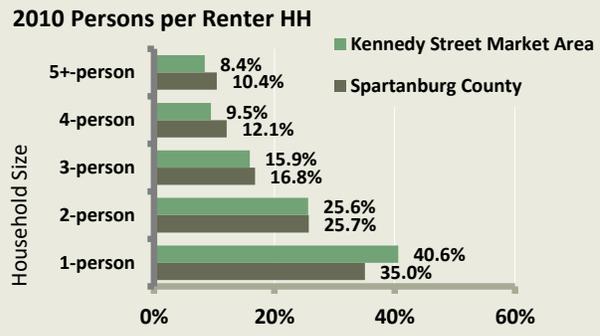
Roughly two-thirds (66.2 percent) percent of renter households in the Kennedy Street Market Area had one or two people, including 40.6 percent with one occupant (Table 18). One-quarter (25.4 percent) of market area renter households had three or four people and 8.4 percent had five or more people. Spartanburg County had lower percentages of smaller renter households with 60.7 percent of renter households with one or two occupants and slightly higher percentages of medium and larger renter households compared to the market area.



Table 18 Renter Households by Household Size

| Renter Occupied | Spartanburg County | | Kennedy Street Market Area | |
|-----------------|--------------------|-------------|----------------------------|-------------|
| | # | % | # | % |
| 1-person hhld | 11,553 | 35.0% | 4,249 | 40.6% |
| 2-person hhld | 8,478 | 25.7% | 2,684 | 25.6% |
| 3-person hhld | 5,529 | 16.8% | 1,664 | 15.9% |
| 4-person hhld | 3,984 | 12.1% | 991 | 9.5% |
| 5+-person hhld | 3,442 | 10.4% | 884 | 8.4% |
| TOTAL | 32,986 | 100% | 10,472 | 100% |

Source: 2010 Census



3. Population by Race

SCSHFDA’s requests population by race for the subject census tract. The population of the subject site’s census tract (0212.00) is comprised of 83.1 percent White residents and 12.0 percent Black residents (Table 19). The market area and county have a lower percentage of White residents and a higher percentage of Black residents when compared to the subject’s census tract.

Table 19 Population by Race

| Race | Tract 0212.00 | | Kennedy Street Market Area | | Spartanburg County | |
|---------------------------------------|---------------|---------------|----------------------------|---------------|--------------------|---------------|
| | # | % | # | % | # | % |
| Total Population | 3,612 | 100.0% | 59,156 | 100.0% | 331,427 | 100.0% |
| Population Reporting One Race | 3,524 | 97.6% | 57,697 | 97.5% | 323,670 | 97.7% |
| White | 3,003 | 83.1% | 28,212 | 47.7% | 235,235 | 71.0% |
| Black | 434 | 12.0% | 25,814 | 43.6% | 65,749 | 19.8% |
| American Indian | 2 | 0.1% | 188 | 0.3% | 917 | 0.3% |
| Asian | 48 | 1.3% | 1,416 | 2.4% | 8,700 | 2.6% |
| Pacific Islander | 2 | 0.1% | 47 | 0.1% | 193 | 0.1% |
| Some Other Race | 35 | 1.0% | 2,020 | 3.4% | 12,876 | 3.9% |
| Population Reporting Two Races | 88 | 2.4% | 1,459 | 2.5% | 7,757 | 2.3% |

Source: 2010 Census; Esri

4. Income Characteristics

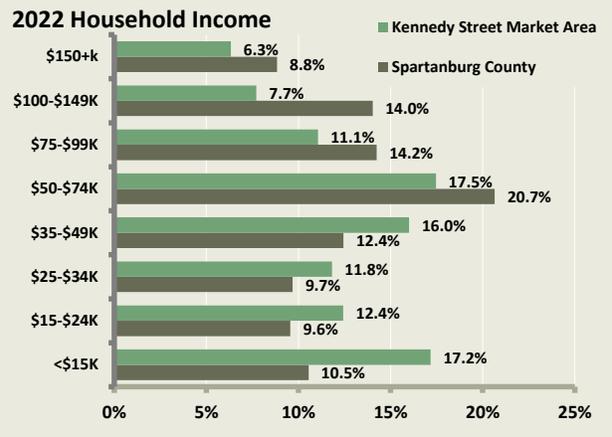
The Kennedy Street Market Area’s 2022 median income of \$43,029 is \$16,359 or 27.5 percent lower than Spartanburg County’s median income of \$59,388 (Table 20). Over 41 percent of the market area’s households earn less than \$35,000, 33.5 percent earn \$35,000 to \$74,999, and 25.1 percent earn at least \$75,000.



Table 20 Household Income

| Estimated 2022 Household Income | | Spartanburg County | | Kennedy Street Market Area | |
|---------------------------------|-----------------------|--------------------|-------------|----------------------------|-------------|
| | | # | % | # | % |
| less than | \$15,000 | 13,656 | 10.5% | 4,192 | 17.2% |
| | \$15,000 - \$24,999 | 12,379 | 9.6% | 3,033 | 12.4% |
| | \$25,000 - \$34,999 | 12,540 | 9.7% | 2,885 | 11.8% |
| | \$35,000 - \$49,999 | 16,109 | 12.4% | 3,906 | 16.0% |
| | \$50,000 - \$74,999 | 26,733 | 20.7% | 4,261 | 17.5% |
| | \$75,000 - \$99,999 | 18,435 | 14.2% | 2,698 | 11.1% |
| | \$100,000 - \$149,999 | 18,158 | 14.0% | 1,882 | 7.7% |
| | \$150,000 - Over | 11,437 | 8.8% | 1,544 | 6.3% |
| Total | | 129,446 | 100% | 24,402 | 100% |
| Median Income | | \$59,388 | | \$43,029 | |

Source: Esri; Real Property Research Group, Inc.

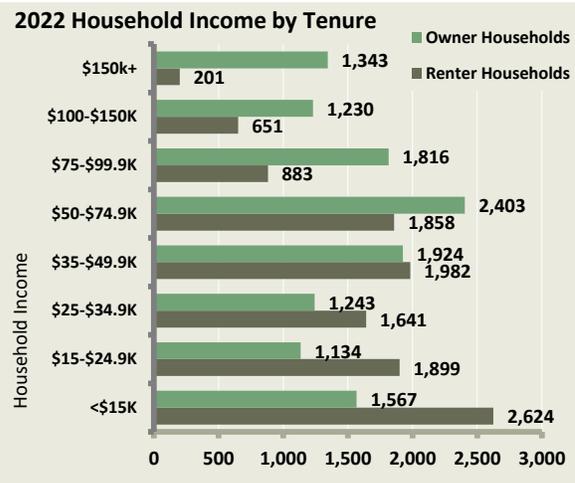


Based on the relationship between owner and renter incomes as recorded in the 2016-2020 American Community Survey, the breakdown of tenure, and household estimates, RPRG estimates that the 2022 median income of renter households in the Kennedy Street Market Area is \$33,201 compared to an owner median of \$54,804 (Table 21). Among renter households, 52.5 percent earn less than \$35,000 and 32.7 percent earn \$35,000 to \$74,000.

Table 21 Household Income by Tenure

| Estimated 2022 HH Income | | Renter Households | | Owner Households | |
|----------------------------|-----------------------|-------------------|-------------|------------------|-------------|
| | | # | % | # | % |
| Kennedy Street Market Area | | | | | |
| less than | \$15,000 | 2,624 | 22.4% | 1,567 | 12.4% |
| | \$15,000 - \$24,999 | 1,899 | 16.2% | 1,134 | 9.0% |
| | \$25,000 - \$34,999 | 1,641 | 14.0% | 1,243 | 9.8% |
| | \$35,000 - \$49,999 | 1,982 | 16.9% | 1,924 | 15.2% |
| | \$50,000 - \$74,999 | 1,858 | 15.8% | 2,403 | 19.0% |
| | \$75,000 - \$99,999 | 883 | 7.5% | 1,816 | 14.3% |
| | \$100,000 - \$149,999 | 651 | 5.5% | 1,230 | 9.7% |
| | \$150,000 - over | 201 | 1.7% | 1,343 | 10.6% |
| Total | | 11,740 | 100% | 12,662 | 100% |
| Median Income | | \$33,201 | | \$54,804 | |

Source: American Community Survey 2016-2020 Estimates, RPRG, Inc.



Over 40 percent of renter households in the Kennedy Street Market Area pay at least 35 percent of their income toward rent (Table 22). Approximately 4.7 percent of renter households are living in substandard conditions which includes only overcrowding and incomplete plumbing.

Table 22 Substandard and Cost Burdened Calculations, Kennedy Street Market Area

| Rent Cost Burden | | |
|--------------------------------|---------------|---------------|
| Total Households | # | % |
| Less than 10.0 percent | 307 | 2.9% |
| 10.0 to 14.9 percent | 838 | 7.8% |
| 15.0 to 19.9 percent | 1,325 | 12.4% |
| 20.0 to 24.9 percent | 1,241 | 11.6% |
| 25.0 to 29.9 percent | 1,238 | 11.6% |
| 30.0 to 34.9 percent | 902 | 8.4% |
| 35.0 to 39.9 percent | 500 | 4.7% |
| 40.0 to 49.9 percent | 850 | 8.0% |
| 50.0 percent or more | 2,613 | 24.5% |
| Not computed | 862 | 8.1% |
| Total | 10,676 | 100.0% |
| > 35% income on rent | 3,963 | 40.4% |

Source: American Community Survey 2016-2020

| Substandardness | |
|---------------------------------------|-------------|
| Total Households | |
| Owner occupied: | |
| Complete plumbing facilities: | 11,336 |
| 1.00 or less occupants per room | 11,170 |
| 1.01 or more occupants per room | 166 |
| Lacking complete plumbing facilities: | 29 |
| Overcrowded or lacking plumbing | 195 |
| Renter occupied: | |
| Complete plumbing facilities: | 10,634 |
| 1.00 or less occupants per room | 10,170 |
| 1.01 or more occupants per room | 464 |
| Lacking complete plumbing facilities: | 42 |
| Overcrowded or lacking plumbing | 506 |
| Substandard Housing | 701 |
| % Total Stock Substandard | 3.2% |
| % Rental Stock Substandard | 4.7% |

7. PROJECT SPECIFIC DEMAND ANALYSIS

A. Affordability Analysis

1. Methodology

The Affordability Analysis tests the percentage of age and income-qualified households in the market area that the subject community must capture to achieve full occupancy.

The first component of the Affordability/Penetration Analyses involves looking at total income and renter income among primary market area households for the target year. Using 2024 as our target year for this analysis, RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2016-2020 American Community Survey with estimates and projected income growth since the Census (Table 23).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household's 'gross rent burden'. For the Affordability/Penetration Analyses, RPRG employs a 35 percent gross rent burden as all units will be income restricted.

Table 23 2024 Total and Renter Income Distribution

| Kennedy Street Market Area | | 2024 Total Households | | 2024 Renter Households | |
|----------------------------|-----------|-----------------------|-------------|------------------------|-------------|
| 2024 Income | | # | % | # | % |
| less than | \$15,000 | 4,142 | 16.6% | 2,610 | 21.8% |
| \$15,000 | \$24,999 | 3,007 | 12.1% | 1,895 | 15.8% |
| \$25,000 | \$34,999 | 2,877 | 11.5% | 1,648 | 13.7% |
| \$35,000 | \$49,999 | 4,000 | 16.0% | 2,043 | 17.0% |
| \$50,000 | \$74,999 | 4,433 | 17.8% | 1,945 | 16.2% |
| \$75,000 | \$99,999 | 2,846 | 11.4% | 937 | 7.8% |
| \$100,000 | \$149,999 | 2,001 | 8.0% | 697 | 5.8% |
| \$150,000 | Over | 1,632 | 6.5% | 214 | 1.8% |
| Total | | 24,939 | 100% | 11,989 | 100% |
| Median Income | | \$44,159 | | \$34,037 | |

Source: American Community Survey 2016-2020 Projections, RPRG, Inc.

HUD has computed a 2022 median household income of \$74,700 for the Spartanburg, SC HUD Metro FMR Area. Based on that median income, adjusted for household size, the maximum income limit and minimum income requirements are computed for each floor plan (Table 24). The proposed units at Kennedy Street Apartments will target renter households earning up to 20 percent, 50 percent, 60 percent, and 70 percent of the Area Median Income (AMI), adjusted for household size. The minimum income limits are calculated assuming up to 35 percent of income is spent on total housing cost (rent plus utilities). The maximum income limits and rents are based on an average of household size of 1.5



percent per bedroom rounded up to the next whole numbers per SCSHFDA’s 2022 market study guidelines.

Table 24 LIHTC Income and Rent Limits, Spartanburg, SC HUD Metro FMR Area

| HUD 2022 Median Household Income | | | | | | | | | | | | |
|--|------------|----------|----------|----------|----------|----------|----------|-----------|-----------|-----------|-----------------|---------|
| Spartanburg, SC HUD Metro FMR Area | | | | | | | | | | | \$74,700 | |
| Very Low Income for 4 Person Household | | | | | | | | | | | \$37,350 | |
| 2022 Computed Area Median Gross Income | | | | | | | | | | | \$74,700 | |
| Utility Allowance: | | | | | | | | | | | | |
| Efficiency | | | | | | | | | | | \$54 | |
| 1 Bedroom | | | | | | | | | | | \$62 | |
| 2 Bedroom | | | | | | | | | | | \$79 | |
| Household Income Limits by Household Size: | | | | | | | | | | | | |
| Household Size | 20% | 30% | 40% | 50% | 60% | 70% | 100% | 120% | 150% | 200% | | |
| 1 Person | \$10,460 | \$15,690 | \$20,920 | \$26,150 | \$31,380 | \$36,610 | \$52,300 | \$62,760 | \$78,450 | \$104,600 | | |
| 2 Persons | \$11,960 | \$17,940 | \$23,920 | \$29,900 | \$35,880 | \$41,860 | \$59,800 | \$71,760 | \$89,700 | \$119,600 | | |
| 3 Persons | \$13,460 | \$20,190 | \$26,920 | \$33,650 | \$40,380 | \$47,110 | \$67,300 | \$80,760 | \$100,950 | \$134,600 | | |
| 4 Persons | \$14,940 | \$22,410 | \$29,880 | \$37,350 | \$44,820 | \$52,290 | \$74,700 | \$89,640 | \$112,050 | \$149,400 | | |
| 5 Persons | \$16,140 | \$24,210 | \$32,280 | \$40,350 | \$48,420 | \$56,490 | \$80,700 | \$96,840 | \$121,050 | \$161,400 | | |
| 6 Persons | \$17,340 | \$26,010 | \$34,680 | \$43,350 | \$52,020 | \$60,690 | \$86,700 | \$104,040 | \$130,050 | \$173,400 | | |
| Imputed Income Limits by Number of Bedroom (Assuming 1.5 persons per bedroom): | | | | | | | | | | | | |
| Persons | # Bedrooms | 20% | 30% | 40% | 50% | 60% | 70% | 100% | 120% | 150% | 200% | |
| 1 | 0 | \$10,460 | \$15,690 | \$20,920 | \$26,150 | \$31,380 | \$36,610 | \$52,300 | \$62,760 | \$78,450 | \$104,600 | |
| 1.5 | 1 | \$11,210 | \$16,815 | \$22,420 | \$28,025 | \$33,630 | \$39,235 | \$56,050 | \$67,260 | \$84,075 | \$112,100 | |
| 3 | 2 | \$13,460 | \$20,190 | \$26,920 | \$33,650 | \$40,380 | \$47,110 | \$67,300 | \$80,760 | \$100,950 | \$134,600 | |
| LIHTC Tenant Rent Limits by Number of Bedrooms (assumes 1.5 persons per bedroom): | | | | | | | | | | | | |
| # Persons | 20% | | 30% | | 40% | | 50% | | 60% | | 70% | |
| | Gross | Net | Gross | Net | Gross | Net | Gross | Net | Gross | Net | Gross | Net |
| Efficiency | \$261 | \$207 | \$392 | \$338 | \$523 | \$469 | \$653 | \$599 | \$784 | \$730 | \$915 | \$861 |
| 1 Bedroom | \$280 | \$218 | \$420 | \$358 | \$560 | \$498 | \$700 | \$638 | \$840 | \$778 | \$980 | \$918 |
| 2 Bedroom | \$336 | \$257 | \$504 | \$425 | \$673 | \$594 | \$841 | \$762 | \$1,009 | \$930 | \$1,177 | \$1,098 |

Source: U.S. Department of Housing and Urban Development

2. Affordability Analysis

The steps in the affordability analysis (Table 25) are as follows:

- The overall shelter cost for a two bedroom unit at 20 percent AMI (upper right corner) at the proposed rent would be \$336 (\$257 net rent plus a \$79 utility allowance).
- We determined that a two bedroom unit at 20 percent AMI would be affordable to households earning at least \$11,520 per year by applying a 35 percent rent burden to the gross rent. A projected 9,985 renter households residing in the market area will earn at least this amount in 2024.
- Assuming a household size of two people, the maximum income limit for a two bedroom unit at 20 percent AMI would be \$13,460. According to the interpolated income distribution for 2024, 9,647 renter households will reside in the market area with incomes exceeding this income limit.
- Subtracting the 9,647 renter households with incomes above the maximum income limit from the 9,985 renter households that could afford to rent this unit, RPRG computes that a projected 338 renter households in the Kennedy Street Market Area are in the band of affordability for Kennedy Street Apartments’ two bedroom units at 20 percent AMI.
- Kennedy Street Apartments would need to capture 0.3 percent of these income-qualified renter households to absorb the one unit in this floorplan.



- Using the same methodology, we determined the band of qualified renter households for the remaining units by bedroom and income target, as well as the project overall. Remaining capture rates by floorplan range from 0.1 percent to 1.5 percent.
- Overall, the 48 units at the subject property represent 1.1 percent of the 4,268 income-qualified renter households.

Table 25 Affordability Analysis

| 20% AMI | | 35% Rent Burden | | Efficiency Units | | One Bedroom Units | | Two Bedroom Units | |
|-------------------------------|--|------------------|------|------------------|------|-------------------|------|-------------------|------|
| | | Min. | Max. | Min. | Max. | Min. | Max. | Min. | Max. |
| Number of Units | | 2 | | 2 | | 1 | | | |
| Net Rent | | \$207 | | \$218 | | \$257 | | | |
| Gross Rent | | \$261 | | \$280 | | \$336 | | | |
| Income Range (Min, Max) | | \$8,949 \$10,460 | | \$9,600 \$11,210 | | \$11,520 \$13,460 | | | |
| Renter Households | | | | | | | | | |
| Range of Qualified Hhlds | | 10,423 10,160 | | 10,310 10,030 | | 9,976 9,639 | | | |
| # Qualified Hhlds | | 263 | | 280 | | 337 | | | |
| Renter HH Capture Rate | | 0.8% | | 0.7% | | 0.3% | | | |

| 50% AMI | | 35% Rent Burden | | Efficiency Units | | One Bedroom Units | | Two Bedroom Units | |
|-------------------------------|--|-----------------|------|-------------------|------|-------------------|------|-------------------|------|
| | | Min. | Max. | Min. | Max. | Min. | Max. | Min. | Max. |
| Number of Units | | 0 | | 4 | | 4 | | | |
| Net Rent | | -- | | \$638 | | \$762 | | | |
| Gross Rent | | -- | | \$700 | | \$841 | | | |
| Income Range (Min, Max) | | na 0 | | \$24,000 \$28,025 | | \$28,834 \$33,650 | | | |
| Renter Households | | | | | | | | | |
| Range of Qualified Hhlds | | 0 0 | | 7,667 6,979 | | 6,846 6,053 | | | |
| # Qualified Hhlds | | 0 | | 687 | | 793 | | | |
| Renter HH Capture Rate | | na | | 0.6% | | 0.5% | | | |

| 60% AMI | | 35% Rent Burden | | Efficiency Units | | One Bedroom Units | | Two Bedroom Units | |
|-------------------------------|--|-------------------|------|-------------------|------|-------------------|------|-------------------|------|
| | | Min. | Max. | Min. | Max. | Min. | Max. | Min. | Max. |
| Number of Units | | 4 | | 12 | | 11 | | | |
| Net Rent | | \$730 | | \$778 | | \$930 | | | |
| Gross Rent | | \$784 | | \$840 | | \$1,009 | | | |
| Income Range (Min, Max) | | \$26,880 \$31,380 | | \$28,800 \$33,630 | | \$34,594 \$40,380 | | | |
| Renter Households | | | | | | | | | |
| Range of Qualified Hhlds | | 7,168 6,427 | | 6,852 6,057 | | 5,898 5,099 | | | |
| # Qualified Households | | 741 | | 795 | | 799 | | | |
| Renter HH Capture Rate | | 0.5% | | 1.5% | | 1.4% | | | |

| 70% AMI | | 35% Rent Burden | | Efficiency Units | | One Bedroom Units | | Two Bedroom Units | |
|-------------------------------|--|-------------------|------|-------------------|------|-------------------|------|-------------------|------|
| | | Min. | Max. | Min. | Max. | Min. | Max. | Min. | Max. |
| Number of Units | | 4 | | 3 | | 1 | | | |
| Net Rent | | \$861 | | \$918 | | \$1,038 | | | |
| Gross Rent | | \$915 | | \$980 | | \$1,117 | | | |
| Income Range (Min, Max) | | \$31,371 \$36,610 | | \$33,600 \$39,235 | | \$38,297 \$47,110 | | | |
| Renter Households | | | | | | | | | |
| Range of Qualified Hhlds | | 6,428 5,612 | | 6,061 5,255 | | 5,382 4,183 | | | |
| # Qualified Households | | 817 | | 807 | | 1,199 | | | |
| Renter HH Capture Rate | | 0.5% | | 0.4% | | 0.1% | | | |

| Income Target | # Units | Renter Households = 11,979 | | | | |
|---------------|---------|----------------------------|-------------------|-------------------|--------------|-------------|
| | | Band of Qualified HHlds | | # Qualified HHs | Capture Rate | |
| 20% AMI | 5 | <i>Income Households</i> | \$8,949 10,423 | \$13,460 9,639 | 784 | 0.6% |
| 50% AMI | 8 | <i>Income Households</i> | \$24,000 7,667 | \$33,650 6,053 | 1,614 | 0.5% |
| 60% AMI | 27 | <i>Income Households</i> | \$26,880 7,168 | \$40,380 5,099 | 2,069 | 1.3% |
| 70% AMI | 8 | <i>Income Households</i> | \$31,371 6,428 | \$47,110 4,183 | 2,245 | 0.4% |
| Total | 48 | <i>Income Households</i> | \$8,949 10,423 | \$47,110 4,183 | 4,268 | 1.1% |

Source: Income Projections, RPRG, Inc.

B. Demand Estimates and Capture Rates

1. Methodology

SCSHFDA's LIHTC demand methodology for general occupancy communities consists of three components:

- The first component of demand is household growth. This number is the number of income qualified renter households anticipated to move into the Kennedy Street Market Area between the base year of 2022 and estimated placed in service date of 2024.
- The second component is income qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 2016-2020 American Community Survey (ACS) data, 4.7 percent of the market area's renter households live in "substandard" housing (see Table 22 on page 41).
- The third and final component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to ACS data, 40.4 percent of Kennedy Street Market Area renter households are categorized as cost burdened (see Table 22 on page 41).

2. Demand Analysis

Directly comparable units approved or built in the Kennedy Street Market Area since the base year must be subtracted from the demand estimates per SCSHDA's market study requirements. RPRG identified seven communities under construction or in development process; however, three of these communities are market-rate, three offer both market-rate units and a limited number of units at 80 percent AMI, and one community is covered by a project-based Section 8 Housing Assistance Payment Contract with the U.S. Department of Housing and Urban Development. As such, none of these communities is directly comparable with the low-income units at the subject property.

The project's overall demand capture rate is 2.4 percent of the nearly 2,000 income-qualified renter households projected in 2024 (Table 26). Capture rates by income level are 1.4 percent for 20 percent AMI units, 1.1 percent for 50 percent AMI units, 2.8 percent for 60 percent AMI units, and 0.8 percent for 70 percent AMI units (Table 26).

We further calculated capture rates by bedroom/income level with individual rates ranging from 0.2 percent to 3.3 percent. All capture rates are acceptable; the SCSHFDA threshold is 30 percent for the project overall.

Table 26 Overall SCSHFDA LIHTC Demand Estimates and Capture Rates

| <i>Income Target</i> | 20% AMI | 50% AMI | 60% AMI | 70% AMI | Total |
|--|-------------|-------------|-------------|--------------|--------------|
| <i>Minimum Income Limit</i> | \$8,949 | \$24,000 | \$26,880 | \$31,371 | \$8,949 |
| <i>Maximum Income Limit</i> | \$13,460 | \$33,650 | \$40,380 | \$47,110 | \$47,110 |
| <i>(A) Renter Income Qualification Percentage</i> | 6.5% | 13.5% | 17.3% | 18.7% | 35.6% |
| Demand from New Renter Households <i>Calculation: (C-B) * A</i> | 17 | 35 | 45 | 48 | 92 |
| Plus | | | | | |
| Demand from Substandard Housing <i>Calculation: B * D * F * A</i> | 36 | 75 | 96 | 104 | 198 |
| Plus | | | | | |
| Demand from Rent Over-burdened Households <i>Calculation: B * E * F * A</i> | 310 | 639 | 819 | 889 | 1,689 |
| Equals | | | | | |
| Total PMA Demand | 364 | 748 | 960 | 1,041 | 1,979 |
| Less | | | | | |
| Comparable Units | 0 | 0 | 0 | 0 | 0 |
| Equals | | | | | |
| Net Demand | 364 | 748 | 960 | 1,041 | 1,979 |
| Proposed Units | 5 | 8 | 27 | 8 | 48 |
| Capture Rate | 1.4% | 1.1% | 2.8% | 0.8% | 2.4% |

| Demand Calculation Inputs | |
|--|-----------|
| A). % of Renter Hhlds with Qualifying Income | see above |
| B). 2022 Households | 24,402 |
| C). 2024 Households | 24,939 |
| (D) ACS Substandard Percentage | 4.7% |
| (E) ACS Rent Over-Burdened Percentage | 40.4% |
| (F) 2022 Renter Percent | 48.1% |

Table 27 SCSHFDA LIHTC Demand Estimates and Capture Rates by Floorplan

| Efficiency Units | 20% AMI | 50% AMI | 60% AMI | 70% AMI | Total Units |
|---|----------------|----------------|----------------|----------------|--------------------|
| <i>Minimum Income Limit</i> | \$8,949 | na | \$26,880 | \$31,371 | \$8,949 |
| <i>Maximum Income Limit</i> | \$10,460 | 0 | \$31,380 | \$36,610 | \$36,610 |
| <i>Renter Income Qualification Percentage</i> | 2.2% | 0.0% | 6.2% | 6.8% | 15.2% |
| Total Demand | 122 | 0 | 344 | 379 | 844 |
| Supply | 0 | 0 | 0 | 0 | 0 |
| Net Demand | 122 | 0 | 344 | 379 | 844 |
| Units Proposed | 2 | 0 | 4 | 4 | 10 |
| Capture Rate | 1.6% | na | 1.2% | 1.1% | 1.2% |
| One Bedroom Units | 20% AMI | 50% AMI | 60% AMI | 70% AMI | Total Units |
| <i>Minimum Income Limit</i> | \$9,600 | \$24,000 | \$28,800 | \$33,600 | \$9,600 |
| <i>Maximum Income Limit</i> | \$11,210 | \$28,025 | \$33,630 | \$39,235 | \$39,235 |
| <i>Renter Income Qualification Percentage</i> | 2.3% | 5.7% | 6.6% | 6.7% | 21.4% |
| Total Demand | 130 | 319 | 369 | 374 | 1,189 |
| Supply | 0 | 0 | 0 | 0 | 0 |
| Net Demand | 130 | 319 | 369 | 374 | 1,189 |
| Units Proposed | 2 | 4 | 12 | 3 | 21 |
| Capture Rate | 1.5% | 1.3% | 3.3% | 0.8% | 1.8% |
| Two Bedroom Units | 20% AMI | 50% AMI | 60% AMI | 70% AMI | Total Units |
| <i>Minimum Income Limit</i> | \$11,520 | \$28,834 | \$34,594 | \$38,297 | \$11,520 |
| <i>Maximum Income Limit</i> | \$13,460 | \$33,650 | \$40,380 | \$47,110 | \$47,110 |
| <i>Renter Income Qualification Percentage</i> | 2.8% | 6.6% | 6.7% | 10.0% | 23.7% |
| Total Demand | 156 | 368 | 370 | 556 | 1,319 |
| Supply | 0 | 0 | 0 | 0 | 0 |
| Net Demand | 156 | 368 | 370 | 556 | 1,319 |
| Units Proposed | 1 | 4 | 11 | 1 | 17 |
| Capture Rate | 0.6% | 1.1% | 3.0% | 0.2% | 1.3% |

Demand by floor plan is based on gross demand multiplied by each floor plan's income qualification percentage.



8. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of housing in the Kennedy Street Market Area. We pursued several avenues of research to identify residential rental projects that are actively being planned or that are currently under construction within the Kennedy Street Market Area. Information was gathered through contact with planners with the City of Spartanburg and Spartanburg County; we also reviewed South Carolina LIHTC allocation lists online. The rental survey, conducted in April and May 2022, includes a wide range of communities including those deemed most comparable with the subject property. Age-restricted and deep subsidy communities were excluded from the analysis. The rents at deeply subsidized communities are based on a percentage of each tenant incomes and minimum income limits do not apply; thus, these communities are not considered comparable.

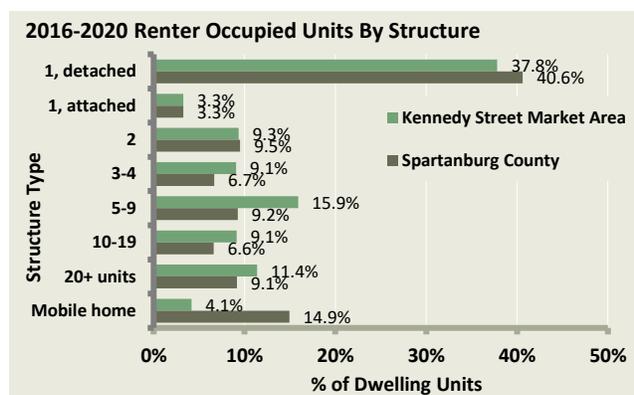
B. Overview of Market Area Housing Stock

Based on the 2016-2020 ACS survey, the Kennedy Street Market Area’s rental housing is contained within a range of structure types including 37.8 percent in single-family detached homes, 36.4 percent in larger multi-family units with five or more units, and 21.6 percent in multi-family units with two to four units (Table 28). Spartanburg County’s renter occupied housing stock has a greater percentage of units in single-family detached homes and mobile homes, and only one-quarter of units in multi-family structures with five or more units.

Table 28 Renter Occupied Dwelling Units by Structure Type

| Renter Occupied Housing Units | Spartanburg County | | Kennedy Street Market Area | |
|-------------------------------|--------------------|-------------|----------------------------|-------------|
| | # | % | # | % |
| 1, detached | 13,852 | 40.6% | 4,038 | 37.8% |
| 1, attached | 1,113 | 3.3% | 347 | 3.3% |
| 2 | 3,242 | 9.5% | 997 | 9.3% |
| 3-4 | 2,268 | 6.7% | 967 | 9.1% |
| 5-9 | 3,153 | 9.2% | 1,697 | 15.9% |
| 10-19 | 2,249 | 6.6% | 973 | 9.1% |
| 20+ units | 3,119 | 9.1% | 1,214 | 11.4% |
| Mobile home | 5,094 | 14.9% | 443 | 4.1% |
| TOTAL | 34,090 | 100% | 10,676 | 100% |

Source: American Community Survey 2016-2020



The Kennedy Street Market Area’s housing stock is older than Spartanburg County overall with a median year built of 1972 for renter occupied units and 1965 among owner occupied units. The median year built of Spartanburg County’s occupied housing stock is 1978 for rental units and 1989 for owner occupied units (Table 29). Over one-third (38.7 percent) of the renter occupied units in the Kennedy Street Market Area were built in the 1960’s and 1970’s compared to 28.9 percent in Spartanburg County. Roughly 22 percent of the Kennedy Street Market Area’s renter occupied stock was built in the 1990’s or 1980’s compared to nearly 32 percent of renter occupied stock in Spartanburg County. Less than 12 percent of the renter occupied units in the market area have been built since 2000, including just four percent built since 2010, compared to 17.4 percent in the county overall. Among owner occupied units, roughly 40 percent of units in the market area were built during the 1950’s and 1960’s while a plurality (38.2 percent) of the county’s owner occupied units were built in the 1990’s and 2000’s.



Table 29 Dwelling Units by Year Built and Tenure

| Year Built | Owner Occupied | | | | Renter Occupied | | | |
|--------------------------|--------------------|-------------|----------------------------|-------------|--------------------|-------------|----------------------------|-------------|
| | Spartanburg County | | Kennedy Street Market Area | | Spartanburg County | | Kennedy Street Market Area | |
| | # | % | # | % | # | % | # | % |
| 2014 or later | 6,827 | 8.1% | 222 | 2.0% | 1,185 | 3.5% | 185 | 1.7% |
| 2010 to 2013 | 2,746 | 3.2% | 89 | 0.8% | 1,193 | 3.5% | 239 | 2.2% |
| 2000 to 2009 | 16,305 | 19.3% | 816 | 7.2% | 3,541 | 10.4% | 843 | 7.9% |
| 1990 to 1999 | 16,051 | 19.0% | 908 | 8.0% | 5,256 | 15.4% | 847 | 7.9% |
| 1980 to 1989 | 9,540 | 11.3% | 852 | 7.5% | 5,489 | 16.1% | 1,546 | 14.5% |
| 1970 to 1979 | 11,223 | 13.3% | 1,657 | 14.6% | 6,375 | 18.7% | 2,323 | 21.8% |
| 1960 to 1969 | 8,941 | 10.6% | 2,536 | 22.3% | 3,476 | 10.2% | 1,807 | 16.9% |
| 1950 to 1959 | 5,790 | 6.8% | 2,046 | 18.0% | 3,058 | 9.0% | 1,154 | 10.8% |
| 1940 to 1949 | 2,177 | 2.6% | 794 | 7.0% | 2,237 | 6.6% | 920 | 8.6% |
| 1939 or earlier | 5,089 | 6.0% | 1,445 | 12.7% | 2,289 | 6.7% | 812 | 7.6% |
| TOTAL | 84,689 | 100% | 11,365 | 100% | 34,099 | 100% | 10,676 | 100% |
| MEDIAN YEAR BUILT | 1989 | | 1965 | | 1978 | | 1972 | |

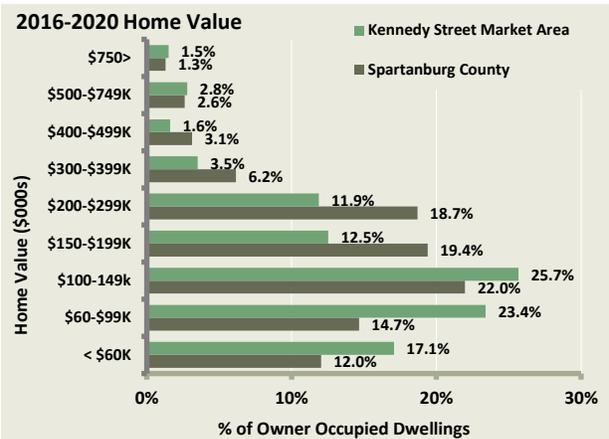
Source: American Community Survey 2016-2020

According to ACS data, the median value among owner-occupied housing units in the Kennedy Street Market Area as of 2016-2020 was \$118,215, which is \$35,155 or 22.9 percent below Spartanburg County’s median of \$153,370 (Table 30). This data is a less accurate and reliable indicator of home prices in an area than actual sales data but offers insight on relative housing values among two or more areas.

Table 30 Value of Owner-Occupied Housing Stock

| 2016-2020 Home Value | Spartanburg County | | Kennedy Street Market Area | |
|-----------------------|--------------------|-------------|----------------------------|-------------|
| | # | % | # | % |
| less than \$60,000 | 10,203 | 12.0% | 1,940 | 17.1% |
| \$60,000 - \$99,999 | 12,418 | 14.7% | 2,659 | 23.4% |
| \$100,000 - \$149,999 | 18,616 | 22.0% | 2,918 | 25.7% |
| \$150,000 - \$199,999 | 16,428 | 19.4% | 1,425 | 12.5% |
| \$200,000 - \$299,999 | 15,833 | 18.7% | 1,351 | 11.9% |
| \$300,000 - \$399,999 | 5,209 | 6.2% | 399 | 3.5% |
| \$400,000 - \$499,999 | 2,655 | 3.1% | 184 | 1.6% |
| \$500,000 - \$749,999 | 2,221 | 2.6% | 318 | 2.8% |
| \$750,000 over | 1,106 | 1.3% | 171 | 1.5% |
| Total | 84,689 | 100% | 11,365 | 100% |
| Median Value | \$153,370 | | \$118,215 | |

Source: American Community Survey 2016-2020





C. Survey of General Occupancy Rental Communities

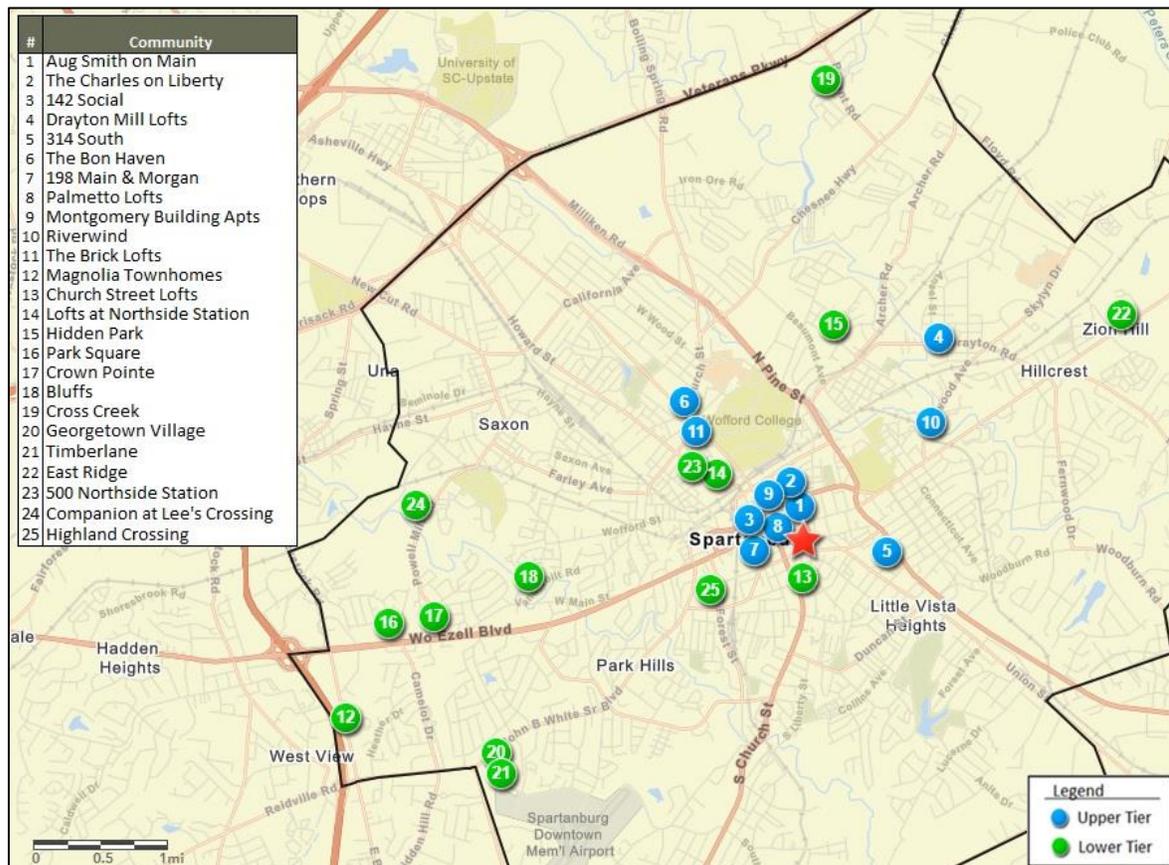
1. Introduction to the Rental Housing Survey

RPRG surveyed 25 multi-family rental communities in the Kennedy Street Market Area including 22 market-rate properties and three LIHTC communities. The surveyed communities are divided into 11 Upper Tier communities and 14 Lower Tier communities, which includes the three LIHTC properties. The surveyed LIHTC communities provides a representative sample of market conditions. Neither deeply subsidized nor senior communities are comparable with the subject property, thus are not included in our analysis. Profile sheets with detailed information on each surveyed community are attached as Appendix 5.

2. Location

Over half of surveyed communities, including nearly all Upper Tier communities, are proximate to the subject site in and around downtown Spartanburg while the remaining properties are scattered throughout the market area (Map 6). The remaining Upper Tier communities not located in Downtown Spartanburg are typically closer to the subject compared to the Lower Tier communities, which are further from Downtown. However, two of the three LIHTC communities are within roughly one mile of the subject site with 500 Northside Station to the northwest and Highland Crossing to the west.

Map 6 Surveyed Rental Communities



3. Age of Communities

The average year built of all surveyed communities is 2002 (Table 31); Upper Tier communities are generally newer than Lower Tier communities with average years built of 2013 and 1993, respectively. However, the LIHTC communities were all built since 2010 with an average age of six years. In total, 13 of the surveyed communities have been placed in service since 2010.

4. Structure Type

While garden-style structures are the most common design in the market area, offered at 11 of 25 communities, the market area also has a number of properties contained in adaptive reuse structures, reflecting the historic nature of Spartanburg's downtown (Table 31). Four communities are modern mid-rise structures and three are solely comprised of townhome style units; one garden-style community also offers townhome-style units. Two of the three LIHTC communities are garden-style structures while the newest, 500 Northside Station, is a mid-rise structure.

5. Size of Communities

The surveyed communities range from 18 to 289 units for an average of 108 units per community (Table 31). Upper Tier communities are smaller on average compared to the Lower Tier with average sizes of 99 units and 115 units. The LIHTC communities are slightly larger than Lower Tier communities overall with an average size of 118 units.

6. Vacancy Rates

The market area's stabilized rental stock is performing well with a vacancy rate of 1.5 percent among communities reporting vacancy data (Table 31); Drayton Mills Lofts was the only community to not report vacancy information. Two Upper Tier communities, The Charles on Liberty and The Bon Haven, opened in 2021 and are still in their initial lease up phases and one other community, Lofts at Northside Station, has a slightly elevated vacancy rate of 10%; however, this rate reflects just two vacancies among 20 units. Including these three communities, the market area's rental stock has an aggregate vacancy rate of 7.7 percent among 2,404 reported units. The three LIHTC communities reported only two vacancies among 354 combined units for a vacancy rate of 0.6 percent. In total, 19 of the 24 reporting properties reported vacancy rates of five percent or less.

None of the surveyed communities provided vacancy information by floorplan.

7. Rent Concessions

Reflecting tight market conditions among stabilized communities, only one market-rate community, Crown Pointe, reported rental incentives of three hundred dollars off the first month's rent. None of the lower priced communities (including the three LIHTC properties) reported rental incentives or concessions.

8. Absorption History

- **The Charles on Liberty** (Upper Tier) is the most recent delivery in the market area and delivered units in phases with roughly 50 units still under construction at the time of our survey. This 208-unit community opened in December 2021 and leased 83 units by early May 2022, resulting in an average monthly absorption of 16.3 units.
- **The Bon Haven** (Upper Tier) also opened in 2021 with phased delivery of units from July to December 2021. Like The Charles on Liberty, the staggered delivery of units results in a slower monthly absorption of roughly 13 units.



Table 31 Summary, Surveyed Rental Communities

| Map # | Community | Year Built | Year Rehab | Structure Type | Total Units | Vacant Units | Vacancy Rate | Avg 1BR Rent (1) | Avg 2BR Rent (1) | Avg 3BR Rent (1) | Incentives |
|-------------------------------|------------------------------------|-------------|-------------|----------------|--------------|--------------|--------------|------------------|------------------|------------------|----------------------------------|
| | Subject Property - 20% AMI | | | | 5 | | | \$218 | \$257 | | |
| | Subject Property - 50% AMI | | | | 8 | | | \$638 | \$762 | | |
| | Subject Property - 60% AMI | | | | 27 | | | \$778 | \$930 | | |
| | Subject Property - 70% AMI | | | | 8 | | | \$918 | \$1,038 | | |
| | Total | | | Mrise | 48 | | | | | | |
| Upper Tier Communities | | | | | | | | | | | |
| 1 | Aug Smith on Main | 2018 | | Reuse | 45 | 0 | 0.0% | \$1,318 | \$2,135 | | None |
| 2 | The Charles on Liberty# | 2021 | | MRise | 208 | 125 | 60.1% | \$1,349 | \$2,021 | \$1,715 | None |
| 3 | 142 Social | 2020 | | Reuse | 18 | 1 | 5.6% | \$1,400 | \$1,900 | | None |
| 4 | Drayton Mill Lofts^ | 2016 | | Reuse | 289 | - | - | \$1,216 | \$1,703 | \$1,990 | Daily Pricing; None |
| 5 | 314 South | 2014 | | TH | 21 | 0 | 0.0% | | \$1,700 | | None |
| 6 | The Bon Haven# | 2021 | | MRise | 158 | 28 | 17.7% | \$1,350 | \$1,615 | | None |
| 7 | 198 Main & Morgan | 2019 | | MRise | 30 | 0 | 0.0% | \$1,250 | \$1,600 | | None |
| 8 | Palmetto Lofts | 2007 | | Reuse | 21 | 0 | 0.0% | \$1,325 | \$1,625 | \$2,500 | None |
| 9 | Montgomery Building Apts | 2018 | | Reuse | 63 | 1 | 1.6% | \$1,314 | \$1,542 | | None; Preferred Employer Program |
| 10 | Riverwind | 1986 | | Gar | 194 | 5 | 2.6% | \$1,143 | \$1,473 | \$1,745 | None |
| 11 | The Brick Lofts | 2004 | 2018 | Reuse | 43 | 1 | 2.3% | \$1,250 | \$1,325 | | None |
| | Upper Tier Total | | | | 1,090 | 161 | 14.8% | | | | |
| | Upper Tier Stabilized Total | | | | 724 | 8 | 1.1% | | | | |
| | Upper Tier Average | 2013 | 2018 | | 99 | | | \$1,291 | \$1,694 | \$1,988 | |
| Lower Tier Communities | | | | | | | | | | | |
| 12 | Magnolia Townhomes | 1974 | 2019 | TH | 98 | 2 | 2.0% | \$975 | \$1,185 | \$1,325 | None |
| 13 | Church Street Lofts | 2014 | | High Rise | 88 | 0 | 0.0% | \$1,100 | | | None |
| 14 | Lofts at Northside Station | 2020 | | Gar | 20 | 2 | 10.0% | \$1,017 | \$1,157 | | None |
| 15 | Hidden Park | 1984 | 2005 | Gar | 100 | 5 | 5.0% | \$1,004 | \$1,149 | \$1,279 | Yieldstar |
| 16 | Park Square | 1972 | | Gar | 96 | 0 | 0.0% | | \$1,100 | \$1,200 | None |
| 17 | Crown Pointe | 1975 | 1994 | Gar | 241 | 0 | 0.0% | \$905 | \$1,057 | \$1,180 | \$300 off first month |
| 18 | Bluffs | 1985 | | Gar/TH | 144 | 0 | 0.0% | \$950 | \$942 | \$1,165 | None |
| 19 | Cross Creek | 1981 | | Gar | 152 | 8 | 5.3% | \$847 | | | None |
| 20 | Georgetown Village | 1979 | | TH | 74 | 2 | 2.7% | \$845 | \$971 | \$1,112 | None |
| 21 | Timberlane | 1996 | | Gar | 92 | 3 | 3.3% | \$845 | \$971 | \$1,112 | None |
| 22 | East Ridge | 1974 | 2011 | Gar | 144 | 0 | 0.0% | \$809 | \$967 | \$1,150 | None |
| 23 | 500 Northside Station | 2021 | | MRise | 90 | 1 | 1.1% | \$644 | \$731 | \$957 | None |
| 24 | Companion at Lee's Crossing | 2010 | | Gar | 192 | 0 | 0.0% | \$682 | \$810 | \$899 | None |
| 25 | Highland Crossing | 2016 | | Gar | 72 | 1 | 1.4% | \$479 | \$533 | \$690 | None |
| | Lower Tier Total | | | | 1,603 | 24 | 1.5% | | | | |
| | Lower Tier Average | 1993 | 2007 | | 115 | | | \$854 | \$964 | \$1,097 | |
| | LIHTC Total | | | | 354 | 2 | 0.6% | | | | |
| | LIHTC Average | 2016 | | | 118 | | | \$602 | \$691 | \$849 | |
| | Total Reporting Total | | | | 2,693 | 185 | 6.9% | | | | |
| | Stabilized Total/Average | | | | 2,018 | 30 | 1.5% | | | | |
| | Average | 2002 | 2009 | | 108 | | | \$1,044 | \$1,314 | \$1,335 | |

Source: Phone Survey, RPRG, Inc. May 2022/April 2022

(#) In Lease Up (^) HUD Insured (*) LIHTC

1) Rent is contract rent, and not adjusted for utilities or incentives

D. Analysis of Rental Pricing and Product

1. Payment of Utility Costs

Of the 25 surveyed communities, 11 properties (including the three LIHTC communities) include the costs of water/sewer and trash removal in rents; one additional Upper Tier communities, 314 South, only includes the cost of trash removal, and 13 do not include any utilities in rent (Table 32). The subject property will include water/sewer, and trash removal in rent.



Table 32 Utility Arrangement and Unit Features, Surveyed Rental Communities

| Community | Heat Source | Utilities Included in Rent | | | | | | Dish-washer | Dispos-al | Micro-wave | Applia-nces | Count-ers | Ceiling Fan | In Unit Laundry | Patio Balcony |
|------------------------------------|-------------|----------------------------|--------------------------|--------------------------|--------------------------|-------------------------------------|-------------------------------------|-------------|------------|------------|--------------|-----------------|-------------|-----------------|---------------|
| | | Heat | Hot Water | Cooking | Electric | Water | Trash | | | | | | | | |
| Subject Property | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | Black | Laminate | STD | Hook Ups | STD |
| Upper Tier Communities | | | | | | | | | | | | | | | |
| Aug Smith on Main | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | SS | Granite | STD | STD - Full | Sel Units |
| The Charles on Liberty | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | SS | Granite | STD | STD - Full | STD |
| 142 Social | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | SS | Granite | STD | STD - Full | |
| Drayton Mill Lofts | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | SS | Granite | STD | STD - Stack | |
| 314 South | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | SS | Granite | STD | Hook Ups | STD |
| The Bon Haven | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | SS | Granite | STD | STD - Full | STD |
| 198 Main & Morgan | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | SS | Granite | STD | Sel Units | Sel Units |
| Palmetto Lofts | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | SS | Granite | STD | Hook Ups | |
| Montgomery Building Apts | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | SS | Granite | | STD - Stack | |
| Riverwind | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | | SS | Granite | STD | STD - Full | STD |
| The Brick Lofts | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | SS | Quartz | STD | | |
| Lower Tier Communities | | | | | | | | | | | | | | | |
| Magnolia Townhomes | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | | | | | Hook Ups | STD |
| Church Street Lofts | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | | | | STD - Full | Sel Units |
| Lofts at Northside Station | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | STD | | | STD | Hook Ups | |
| Hidden Park | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | | | | STD | | |
| Park Square | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | | | | STD | Hook Ups | STD |
| Crown Pointe | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | | | | STD | Sel Units | STD |
| Bluffs | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | STD | STD | | | | STD | Hook Ups | STD |
| Cross Creek | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | | | | STD | | |
| Georgetown Village | Gas | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | | | | STD | Hook Ups | STD |
| Timberlane | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | | | | | STD | Hook Ups | STD |
| East Ridge | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | | | STD | Hook Ups | STD |
| 500 Northside Station | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | STD | Black | Granite | | Hook Ups | |
| Companion at Lee's Crossing | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | STD | | White | Laminate | | | STD |
| Highland Crossing | Elec | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | STD | | STD | Black | Laminate | | | STD |

Source: Phone Survey, RPRG, Inc. May 2022/April 2022

(*) LIHTC

2. Unit Features

Upper Tier communities have a greater level of features compared to the Lower Tier with nearly all offering kitchens including dishwashers, disposals, microwaves, stainless steel appliances, and granite countertops. The Lower Tier, including the three surveyed LIHTC communities, offer more limited features with microwaves offered at only five of 14 Lower Tier communities (Table 32). Similarly, seven of 11 Upper Tier communities offer in-unit laundry appliances in all units compared to only one community among the Lower Tier. Lower priced market-rate and LIHTC communities offer generally basic unit features/finishes. The subject property will offer a dishwasher, disposal, microwave, washer/dryer connections, black appliances, and laminate countertops.

3. Parking

Free surface parking is the primary parking option for all of the surveyed communities except 198 Main & Morgan, which offers parking in a structured garage for \$65 per month.



4. Community Amenities

Most surveyed communities offer limited community amenities; only seven of the 25 surveyed properties include a community room, fitness room, and outdoor swimming pool (Table 33). Eight communities offer playgrounds and seven communities offer business centers. The surveyed LIHTC communities all offer a clubhouse or community room with one, Companion at Lee’s Crossing, also providing a pool, fitness center, playground, and business center. The subject property will offer a community room, business center, and central laundry.

Table 33 Community Amenities, Surveyed Rental Communities

| Community | Clubhouse | Fitness Room | Outdoor Pool | Hot Tub | Playground | Tennis | Business Center |
|------------------------------------|-----------|--------------|--------------|---------|------------|--------|-----------------|
| Subject Property | ☒ | ☒ | ☐ | ☐ | ☐ | ☐ | ☒ |
| Upper Tier Communities | | | | | | | |
| Aug Smith on Main | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| The Charles on Liberty | ☒ | ☒ | ☒ | ☐ | ☐ | ☐ | ☒ |
| 142 Social | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Drayton Mill Lofts | ☐ | ☒ | ☒ | ☐ | ☐ | ☐ | ☒ |
| 314 South | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| The Bon Haven | ☒ | ☒ | ☒ | ☐ | ☐ | ☐ | ☒ |
| 198 Main & Morgan | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Palmetto Lofts | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Montgomery Building Apts | ☐ | ☒ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Riverwind | ☒ | ☒ | ☒ | ☒ | ☒ | ☒ | ☒ |
| The Brick Lofts | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Lower Tier Communities | | | | | | | |
| Magnolia Townhomes | ☐ | ☐ | ☒ | ☐ | ☐ | ☐ | ☐ |
| Church Street Lofts | ☐ | ☒ | ☒ | ☐ | ☐ | ☐ | ☐ |
| Lofts at Northside Station | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Hidden Park | ☐ | ☐ | ☐ | ☐ | ☒ | ☐ | ☐ |
| Park Square | ☐ | ☐ | ☒ | ☐ | ☒ | ☐ | ☐ |
| Crown Pointe | ☒ | ☒ | ☒ | ☐ | ☒ | ☒ | ☐ |
| Bluffs | ☒ | ☒ | ☒ | ☐ | ☐ | ☒ | ☐ |
| Cross Creek | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ |
| Georgetown Village | ☒ | ☐ | ☒ | ☐ | ☒ | ☐ | ☒ |
| Timberlane | ☒ | ☒ | ☒ | ☐ | ☒ | ☐ | ☐ |
| East Ridge | ☐ | ☐ | ☒ | ☐ | ☐ | ☐ | ☐ |
| 500 Northside Station | ☒ | ☐ | ☐ | ☐ | ☐ | ☐ | ☒ |
| Companion at Lee's Crossing | ☒ | ☒ | ☒ | ☐ | ☒ | ☐ | ☒ |
| Highland Crossing | ☒ | ☒ | ☐ | ☐ | ☒ | ☐ | ☐ |

Source: Phone Survey, RPRG, Inc. May 2022/April 2022

5. Distribution of Units by Bedroom Type

Among the 25 surveyed communities, two bedroom units are the most common unit type, available at all but two communities. One bedroom units are also included at 23 of the 25 communities while 15 offer three bedroom units. Only three communities offer efficiency/studio units. Most of the surveyed communities were able to provide unit distributions, containing nearly two-thirds (62.1 percent) of surveyed units. Among communities reporting distributions, nearly half (47.4 percent) of units are two bedrooms, over one-third are one bedroom units (35.8 percent), 11.3 percent are three bedrooms units, and 5.5 percent are efficiency/studio units. The subject will offer ten efficiency units (20.8 percent), 21 one bedroom units (43.8 percent), and 17 two bedroom units (35.4 percent).

6. Effective Rents

Unit rents presented in Table 34 are net or effective rents, as opposed to street or advertised rents. We applied adjustments to street rents to control for current rental incentives. The net rents further reflect adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where rents include the cost of water/sewer and trash removal.

Average effective rents among the surveyed communities in the market area:

- **Efficiency** units at \$1,019 for 519 square feet or \$1.96 per square foot.
- **One-bedroom** units at \$1,014 for 752 square feet or \$1.35 per square foot.



- **Two-bedroom** units at \$1,269 for 1,023 square feet or \$1.24 per square foot.
- **Three-bedroom** units at \$1,298 for 1,336 square feet or \$0.97 per square foot.

The overall averages include a mix of market-rate rents and LIHTC rents ranging from 30 to 80 percent AMI. Rents at the LIHTC communities are among the lowest priced rates in the market area and well below the top of the market.

Table 34 Unit Distribution, Size, and Pricing, Surveyed Rental Communities

| Community | Total Units | Efficiency Units | | | | One Bedroom Units | | | | Two Bedroom Units | | | | Three Bedroom Units | | | |
|---------------------------------------|--------------|------------------|----------------|------------|---------------|-------------------|----------------|------------|---------------|-------------------|----------------|--------------|---------------|---------------------|----------------|--------------|---------------|
| | | Units | Rent(1) | SF | Rent/SF | Units | Rent(1) | SF | Rent/SF | Units | Rent(1) | SF | Rent/SF | Units | Rent(1) | SF | Rent/SF |
| Subject - 20% AMI | 5 | 2 | \$261 | 511 | \$0.51 | 2 | \$280 | 761 | \$0.37 | 1 | \$336 | 942 | \$0.36 | | | | |
| Subject - 50% AMI | 8 | | | | | 4 | \$700 | 761 | \$0.92 | 4 | \$841 | 942 | \$0.89 | | | | |
| Subject - 60% AMI | 27 | 4 | \$784 | 511 | \$1.53 | 12 | \$840 | 761 | \$1.10 | 11 | \$1,009 | 942 | \$1.07 | | | | |
| Subject - 70% AMI | 8 | 4 | \$915 | 511 | \$1.79 | 3 | \$980 | 761 | \$1.29 | 1 | \$1,117 | 942 | \$1.19 | | | | |
| Total | 48 | 10 | | | | 21 | | | | 17 | | | | | | | |
| Upper Tier Communities | | | | | | | | | | | | | | | | | |
| Aug Smith on Main | 45 | | | | | | \$1,343 | 575 | \$2.33 | | \$2,165 | 780 | \$2.78 | | | | |
| The Charles on Liberty | 208 | | | | | | \$1,374 | 834 | \$1.65 | | \$2,051 | 1,448 | \$1.42 | | \$1,750 | 1,320 | \$1.33 |
| 142 Social | 18 | | | | | 6 | \$1,400 | 700 | \$2.00 | 18 | \$1,900 | 950 | \$2.00 | | | | |
| Drayton Mill Lofts | 289 | | | | | | \$1,241 | 831 | \$1.49 | | \$1,733 | 1,221 | \$1.42 | | \$2,025 | 1,673 | \$1.21 |
| 314 South | 21 | | | | | | | | | 21 | \$1,720 | 1,179 | \$1.46 | | | | |
| The Bon Haven | 158 | | | | | | \$1,375 | 790 | \$1.74 | | \$1,645 | 1,107 | \$1.49 | | | | |
| 198 Main & Morgan | 30 | | | | | 17 | \$1,275 | 783 | \$1.63 | 13 | \$1,630 | 1,167 | \$1.40 | | | | |
| Palmetto Lofts | 21 | | | | | 14 | \$1,325 | 1,075 | \$1.23 | 5 | \$1,625 | 1,345 | \$1.21 | 1 | \$2,500 | 2,800 | \$0.89 |
| Montgomery Building Apts | 63 | 21 | \$1,073 | 471 | \$2.28 | 21 | \$1,339 | 815 | \$1.64 | 21 | \$1,572 | 1,115 | \$1.41 | | | | |
| Riverwind | 194 | | | | | 84 | \$1,168 | 687 | \$1.70 | 98 | \$1,503 | 988 | \$1.52 | 12 | \$1,780 | 1,252 | \$1.42 |
| The Brick Lofts | 43 | 5 | \$1,025 | 475 | \$2.16 | 25 | \$1,250 | 642 | \$1.95 | 13 | \$1,325 | 862 | \$1.54 | | | | |
| Upper Tier Total/Average | 1,090 | | \$1,049 | 473 | \$2.22 | | \$1,309 | 773 | \$1.69 | | \$1,715 | 1,106 | \$1.55 | | \$2,014 | 1,761 | \$1.14 |
| Upper Tier Unit Distribution | 396 | 26 | | | | 167 | | | | 189 | | | | 13 | | | |
| Upper Tier % of Total | 36.3% | 6.6% | | | | 42.2% | | | | 47.7% | | | | 3.3% | | | |
| Lower Tier Communities | | | | | | | | | | | | | | | | | |
| Magnolia Townhomes | 98 | | | | | 18 | \$1,000 | 750 | \$1.33 | 68 | \$1,215 | 1,000 | \$1.22 | 12 | \$1,360 | 1,027 | \$1.32 |
| Church Street Lofts | 88 | 66 | \$958 | 611 | \$1.57 | 22 | \$1,100 | 827 | \$1.33 | | | | | | | | |
| Lofts at Northside Station | 20 | | | | | 10 | \$1,042 | 802 | \$1.30 | 10 | \$1,187 | 1,016 | \$1.17 | | | | |
| Hidden Park | 100 | | | | | 24 | \$1,029 | 670 | \$1.54 | 60 | \$1,179 | 864 | \$1.36 | 16 | \$1,314 | 991 | \$1.33 |
| Park Square | 96 | | | | | | | | | 72 | \$1,130 | 950 | \$1.19 | 24 | \$1,235 | 1,150 | \$1.07 |
| Crown Pointe | 241 | | | | | | \$930 | 756 | \$1.23 | | \$1,087 | 1,042 | \$1.04 | | \$1,215 | 1,797 | \$0.68 |
| Bluffs | 144 | | | | | 48 | \$975 | 700 | \$1.39 | 80 | \$972 | 895 | \$1.09 | 16 | \$1,200 | 1,225 | \$0.98 |
| Cross Creek | 152 | | | | | 152 | \$847 | 568 | \$1.49 | | | | | | | | |
| Georgetown Village | 74 | | | | | 8 | \$845 | 760 | \$1.11 | 58 | \$971 | 820 | \$1.18 | 8 | \$1,112 | 1,100 | \$1.01 |
| Timberlane | 92 | | | | | 18 | \$845 | 650 | \$1.30 | 54 | \$971 | 912 | \$1.06 | 20 | \$1,112 | 1,185 | \$0.94 |
| East Ridge | 144 | | | | | 48 | \$809 | 714 | \$1.13 | 80 | \$967 | 850 | \$1.14 | 16 | \$1,150 | 1,081 | \$1.06 |
| 500 Northside Station - Market-Rate | 9 | | | | | 5 | \$1,075 | 750 | \$1.43 | 3 | \$1,230 | 1,002 | \$1.23 | 1 | \$1,335 | 1,255 | \$1.06 |
| 500 Northside Station - 80% AMI | 15 | | | | | 10 | \$800 | 750 | \$1.07 | 3 | \$980 | 1,002 | \$0.98 | 2 | \$1,150 | 1,255 | \$0.92 |
| 500 Northside Station - 60% AMI | 20 | | | | | 15 | \$718 | 750 | \$0.96 | 5 | \$857 | 1,002 | \$0.86 | | | | |
| 500 Northside Station - 50% AMI | 28 | | | | | 14 | \$559 | 750 | \$0.75 | 10 | \$667 | 1,002 | \$0.67 | 4 | \$744 | 1,255 | \$0.59 |
| 500 Northside Station - 30% AMI | 18 | | | | | 10 | \$549 | 750 | \$0.73 | 6 | \$629 | 1,002 | \$0.63 | 2 | \$792 | 1,255 | \$0.63 |
| Companion at Lee's Crossing - 60% AMI | 192 | | | | | 34 | \$682 | 687 | \$0.99 | 102 | \$810 | 932 | \$0.87 | 56 | \$899 | 1,107 | \$0.81 |
| Highland Crossing - 50% AMI | 72 | | | | | | \$479 | 947 | \$0.51 | | \$533 | 1,179 | \$0.45 | | \$690 | 1,318 | \$0.52 |
| Lower Tier Total/Average | 1,603 | | \$958 | 611 | \$1.57 | | \$840 | 740 | \$1.14 | | \$962 | 967 | \$0.99 | | \$1,093 | 1,214 | \$0.90 |
| Lower Tier Unit Distribution | 1,290 | 66 | | | | 436 | | | | 611 | | | | 177 | | | |
| Lower Tier % of Total | 80.5% | 5.1% | | | | 33.8% | | | | 47.4% | | | | 13.7% | | | |
| Total/Average | 2,715 | | \$1,019 | 519 | \$1.96 | | \$1,014 | 752 | \$1.35 | | \$1,269 | 1,023 | \$1.24 | | \$1,298 | 1,336 | \$0.97 |
| Unit Distribution | 1,686 | 92 | | | | 603 | | | | 800 | | | | 190 | | | |
| % of Total | 62.1% | 5.5% | | | | 35.8% | | | | 47.4% | | | | 11.3% | | | |

Source: Phone Survey, RPRG, Inc. May 2022/April 2022

(*) LIHTC

(1) Rent is adjusted to include water/sewer, trash, and Incentives

E. Housing Authority Data/Subsidized Community List

The Kennedy Street Market Area has 17 income-restricted and/or deeply subsidized rental options including the three comparable general occupancy LIHTC communities without deep rental subsidies as well as Parkside at Drayton Senior Apartments, the most-recently allocated community in the market area (Table 35, Map 7).



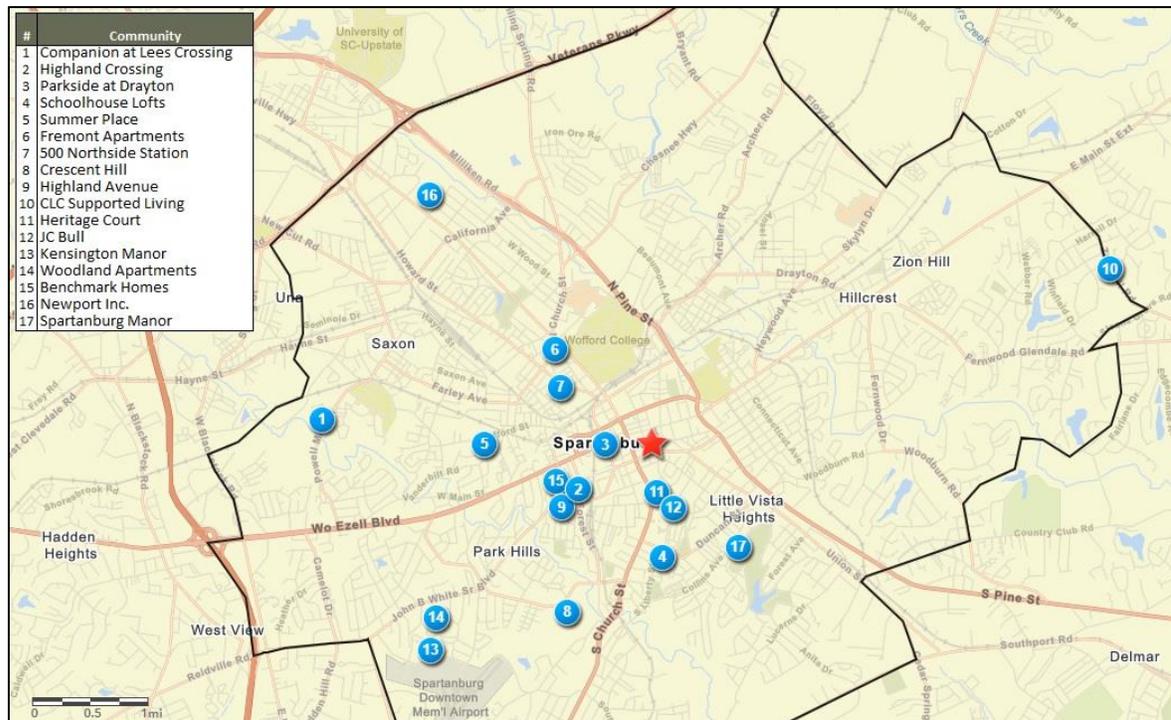
Table 35 Subsidized Rental Communities, Kennedy Street Market Area

| Community | Subsidy | Type | Address | Distance |
|----------------------------|--------------|------------------|-----------------------------|-----------|
| Companion at Lees Crossing | LIHTC | General | 100 Lee's Crossing | 3 miles |
| Highland Crossing | LIHTC | General | 201 Highland Ave | 0.9 mile |
| Parkside at Drayton* | LIHTC | Senior | 110 Ferrywood | 3.5 miles |
| Schoolhouse Lofts | LIHTC | General | 201 Caulder Ave | 1.2 miles |
| Summer Place | LIHTC | General | 443 Alma Byrd Lane | 1.3 miles |
| Fremont Apartments | LIHTC | LIHTC (Homeless) | 600 Magnolia Street | 0.4 mile |
| 500 Northside Station | LIHTC/Sec. 8 | General | 500 Howard St | 1.3 miles |
| Crescent Hill | LIHTC/Sec. 8 | General | 108 Pineneedle Drive | 2.5 miles |
| Highland Avenue | LIHTC/Sec. 8 | General | 201 Highland Avenue | 1.2 miles |
| CLC Supported Living | Sec. 8 | General | 521 Zion Hill Road | 6 miles |
| Heritage Court | Sec. 8 | General | 425 S Church Street | 1.4 miles |
| JC Bull | Sec. 8 | General | 101 Marion Avenue | 1.8 miles |
| Kensington Manor | Sec. 8 | General | 170 Kensington Drive | 3.4 miles |
| Woodland Apartments | Sec. 8 | General | 108 S Pine Lake Drive | 2.9 miles |
| Benchmark Homes | Sec. 8 | Senior | 450 W Henry Street | 1.2 miles |
| Newport Inc. | Sec. 8 | Senior | 500 Jeff Davis Drive | 2.2 miles |
| Spartanburg Manor | Sec. 8 | Senior | 250 Hudson L. Barkside Blvd | 1.5 miles |

Source: HUD, SCHFA

(*) Recent Allocation

Map 7 Subsidized Rental Communities, Kennedy Street Market Area





F. Potential Competition from For-Sale Housing

As all proposed units will be rent and income restricted, we do not believe for-sale housing will compete with Kennedy Street Apartments. The demand estimates are based on only on renter households and do not account for conversion of homeowners to support the proposed units.

G. Proposed and Under Construction Rental Communities

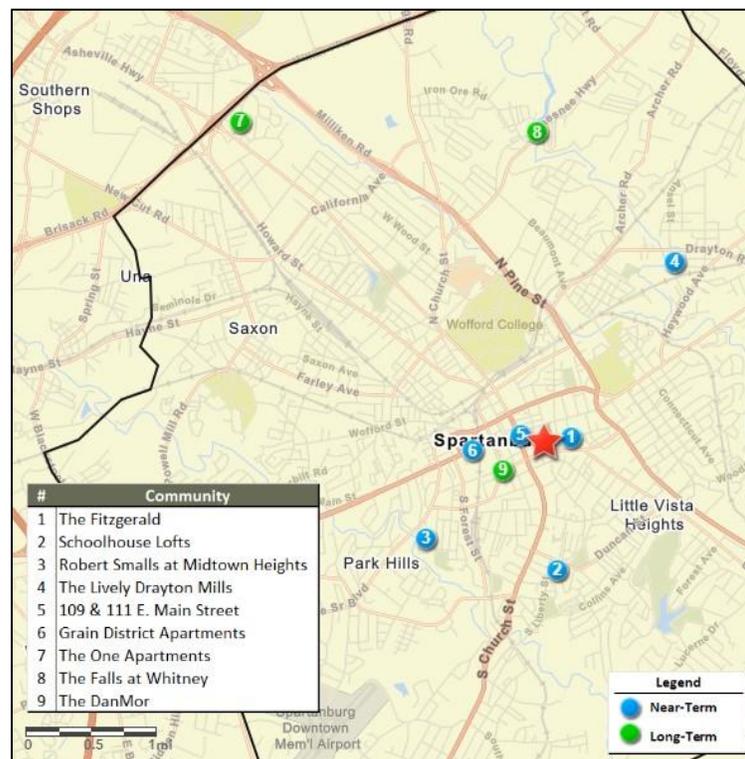
RPRG identified nine properties in the development pipeline, including three communities with market-rate and workforce housing, one Section 8 community, and two market-rate communities that are expected to deliver during the next three years; however, none of these units are directly comparable with the low-income units at the subject property as they target different income levels.

Table 36 Rental Development Pipeline, Kennedy Street Market Area

| Map # | Community | Address | Units | Design | Floors | Type | Market | Status | Near/Long |
|-------------------------------------|----------------------------------|--------------------------|-------|----------------|--------|------|--------------|--------------------|-----------|
| 1 | The Fitzgerald | Kennedy & Advent St | 132 | Mid-Rise | 4 | GO | Mixed Income | Under Construction | Near |
| 2 | Schoolhouse Lofts | 201 Caulder Ave | 53 | Adaptive Reuse | 3 | GO | Mixed Income | Under Construction | Near |
| 3 | Robert Smalls at Midtown Heights | 100 W Imperial St | 190 | TH | 1-2 | GO | Section 8 | Under Construction | Near |
| 4 | The Lively Drayton Mills | 250 Milliken St | 297 | Garden | 4 | GO | Mixed Income | Under Construction | Near |
| 5 | 109 & 111 E. Main Street | 109 & 111 E. Main St | 25 | Adaptive Reuse | 3-5 | GO | MKT | In Review | Near |
| 6 | Grain District Apartments | 307 W. Main St | 250 | Mixed-Use | -- | GO | MKT | Proposed | Near |
| 7 | The One Apartments | 0 N Town Dr | 189 | -- | -- | -- | -- | Proposed | Long |
| 8 | The Falls at Whitney | 925 Chesnee Hwy | 136 | Garden | 3-4 | GO | MKT | Proposed | Long |
| 9 | The DanMor | 203 S. Daniel Morgan Ave | 30 | Mid-Rise | 5 | GO | AFF | Withdrawn | Long |
| Total Units: 1,302 | | | | | | | | | |
| Total Units - Near-Term: 947 | | | | | | | | | |

Source: City of Spartanburg, Spartanburg County, RPRG, Inc.

Map 8 Identified Development Pipeline, Kennedy Street Market Area





H. Estimate of Market Rent

To better understand how the proposed rents compare with the rental market, rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. The four communities chosen are among the most comparable in terms of location, building size, and unit mix (two communities offer efficiency, one, and two bedroom units, while one community offers efficiency and one bedroom units and another community offers one and two bedroom units). The adjustments made in this analysis are broken down into four classifications. We did not utilize the newest and highest priced market-rate communities in the market area based on luxury finishes not comparable with LIHTC communities. These classifications and an explanation of the adjustments made follows:

- Rents Charged – current rents charged, adjusted for utilities and incentives, if applicable.
- Design, Location, Condition – adjustments made in this section include:
 - Building Design - An adjustment was made, if necessary, to reflect the attractiveness of the proposed product relative to the comparable communities above and beyond what is applied for year built and/or condition (Table 37).
 - Year Built/Rehabbed - We applied a value of \$0.75 for each year newer a property is relative to a comparable.
 - Condition and Neighborhood – We rated these features on a scale of 1 to 5 with 5 being the most desirable. An adjustment of \$20 per variance was applied for condition as this factor is also accounted for in “year built.” The neighborhood or location adjustment was a \$30 per numerical variance. All comparable communities utilized in this estimated market rent analysis have a comparable location to the subject site.

Table 37 Estimate of Market Rent Adjustments Summary

- An adjustment of \$50 per variance was applied to the degree of interior finishes.
- Square Footage - Differences between comparable communities and the subject property are accounted for by an adjustment of \$0.25 per foot.
- Unit Equipment/Amenities – Adjustments were made for amenities included or excluded at the subject property. The exact value of each specific value is somewhat subjective as particular amenities are more attractive to certain renters and less important to others. Adjustment values were between \$5 and \$25 for each amenity.
- Site Equipment – Adjustments were made in the same manner as with the unit amenities. Adjustment values were between \$5 and \$15 for each amenity.

According to our adjustment calculations, the estimated market rents for the units at Kennedy Street Apartments are \$998 for efficiency units (Table 38), \$1,260 for one bedroom units (Table 39), and \$1,623 for two bedroom units (Table 40). All units at 20 percent, 50 percent, and 60 percent AMI have significant market advantages ranging from 21.5 percent to 79.3 percent, while the 70 percent units have market advantages ranging from 8.3 percent to 31.2 percent. The community's overall market advantage relative to the estimates of market rent is 37.23 percent (Table 41).

| Rent Adjustments Summary | |
|---------------------------------------|---------|
| B. Design, Location, Condition | |
| Structure / Stories | |
| Year Built / Condition | \$0.75 |
| Quality/Street Appeal | \$20.00 |
| Upscale Finishes | \$50.00 |
| Location | \$20.00 |
| C. Unit Equipment / Amenities | |
| Number of Bedrooms | \$75.00 |
| Number of Bathrooms | \$30.00 |
| Unit Interior Square Feet | \$0.25 |
| Balcony / Patio / Porch | \$5.00 |
| AC Type: | \$5.00 |
| Range / Refrigerator | \$25.00 |
| Microwave / Dishwasher | \$5.00 |
| Washer / Dryer: In Unit | \$25.00 |
| Washer / Dryer: Hook-ups | \$5.00 |
| D. Site Equipment / Amenities | |
| Community Room | \$10.00 |
| Pool | \$15.00 |
| Recreation Areas | \$5.00 |
| Fitness Center | \$10.00 |



Table 38 Estimate of Market Rent, Efficiency Units

| Efficiency Units | | | | | | | |
|--|---------------|--------------------------------|-------------|------------------------|-------------|------------------------|-------------|
| Subject Property | | Comparable Property #1 | | Comparable Property #2 | | Comparable Property #3 | |
| Kennedy Street Apartments S Converse St & E Kennedy St Spartanburg, Spartanburg County | | Montgomery Building Apartments | | The Brick Lofts | | Church Street Lofts | |
| | | 187 N Church St | | 600 Magnolia St | | 275 S Church St | |
| | | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg |
| A. Rents Charged | Subject | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Street Rent (70% AMI) | \$915 | \$1,050 | \$0 | \$1,002 | \$0 | \$935 | \$0 |
| Utilities Included | W,S,T | None | \$20 | W,S,T | \$0 | W,S,T | \$0 |
| Rent Concessions | | None | \$0 | None | \$0 | None | \$0 |
| Effective Rent | \$915 | \$1,070 | | \$1,002 | | \$935 | |
| <i>In parts B thru D, adjustments were made only for differences</i> | | | | | | | |
| B. Design, Location, Condition | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Structure / Stories | Mid-Rise | Adaptive Reuse | \$0 | Adaptive Reuse | \$0 | High Rise | \$0 |
| Year Built / Condition | 2024 | 2018 | \$5 | 2021 | \$2 | 2021 | \$2 |
| Quality/Street Appeal | Above Average | Above Average | \$0 | Above Average | \$0 | Below Average | \$40 |
| Upscale Finishes | Yes | Yes | \$0 | Yes | \$0 | Yes | \$0 |
| Location | Excellent | Excellent | \$0 | Average | \$0 | Above Average | \$20 |
| C. Unit Equipment / Amenities | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Number of Bedrooms | 0 | 0 | \$0 | 0 | \$0 | 0 | \$0 |
| Number of Bathrooms | 1 | 1 | \$0 | 1 | \$0 | 1 | \$0 |
| Unit Interior Square Feet | 511 | 471 | \$10 | 475 | \$9 | 611 | (\$25) |
| Balcony / Patio / Porch | No | Yes | (\$5) | No | \$0 | Yes | \$0 |
| AC: (C)entral / (W)all / (N)on | Central | Central | \$0 | Central | \$0 | Central | \$0 |
| Range / Refrigerator | Yes / Yes | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 |
| Microwave / Dishwasher | Yes / Yes | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 |
| Washer / Dryer: In Unit | No | Yes | (\$25) | No | \$0 | Yes | \$0 |
| Washer / Dryer: Hook-ups | Yes | | \$0 | No | \$5 | | \$0 |
| D. Site Equipment / Amenities | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Parking (\$ Fee) | Free Surface | Free Structured | \$0 | Free Surface | \$0 | Free Surface | \$0 |
| Community Room | Yes | No | \$10 | Yes | \$0 | Yes | \$0 |
| Pool | No | Yes | (\$15) | Yes | (\$15) | Yes | (\$15) |
| Recreation Areas | No | No | \$0 | Yes | (\$5) | Yes | \$0 |
| Fitness Center | Yes | Yes | \$0 | Yes | \$0 | Yes | (\$10) |
| E. Adjustments Recap | | Positive | Negative | Positive | Negative | Positive | Negative |
| Total Number of Adjustments | | 3 | 3 | 3 | 2 | 3 | 3 |
| Sum of Adjustments B to D | | \$25 | (\$45) | \$16 | (\$20) | \$62 | (\$50) |
| F. Total Summary | | | | | | | |
| Gross Total Adjustment | | \$70 | | \$36 | | \$112 | |
| Net Total Adjustment | | (\$20) | | (\$4) | | \$12 | |
| G. Adjusted And Achievable Rents | | Adj. Rent | | Adj. Rent | | Adj. Rent | |
| Adjusted Rent | | \$1,050 | | \$998 | | \$947 | |
| % of Effective Rent | | 98.1% | | 99.6% | | 101.3% | |
| Estimated Market Rent | \$998 | | | | | | |
| Rent Advantage \$ | \$83 | | | | | | |
| Rent Advantage % | 8.3% | | | | | | |



Table 39 Estimate of Market Rent, One Bedroom Units

| One Bedroom Units | | | | | | | | | |
|--|----------------|--------------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|
| Subject Property | | Comparable Property #1 | | Comparable Property #2 | | Comparable Property #3 | | Comparable Property #4 | |
| Kennedy Street Apartments S Converse St & E Kennedy St Spartanburg, Spartanburg County | | Montgomery Building Apartments | | The Brick Lofts | | Church Street Lofts | | Aug Smith on Main | |
| | | 187 N Church St | | 600 Magnolia St | | 275 S Church St | | 174 E Main St | |
| | | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg |
| A. Rents Charged | Subject | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Street Rent (70% AMI) | \$980 | \$1,314 | \$0 | \$1,225 | \$0 | \$1,075 | \$0 | \$1,318 | \$0 |
| Utilities Included | W,S,T | None | \$25 | W,S,T | \$0 | W,S,T | \$0 | None | \$25 |
| Rent Concessions | | None | \$0 | None | \$0 | None | \$0 | None | \$0 |
| Effective Rent | \$980 | \$1,339 | | \$1,225 | | \$1,075 | | \$1,343 | |
| <i>In parts B thru D, adjustments were made only for differences</i> | | | | | | | | | |
| B. Design, Location, Condition | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Structure / Stories | Mid-Rise | Adaptive Reuse | \$0 | Adaptive Reuse | \$0 | High Rise | \$0 | Adaptive Reuse | \$0 |
| Year Built / Condition | 2024 | 2018 | \$5 | 2021 | \$2 | 2021 | \$2 | 2018 | \$5 |
| Quality/Street Appeal | Above Average | Above Average | \$0 | Above Average | \$0 | Below Average | \$40 | Excellent | (\$20) |
| Upscale Finishes | Yes | Yes | \$0 | Yes | \$0 | Yes | \$0 | Yes | \$0 |
| Location | Excellent | Excellent | \$0 | Average | \$0 | Above Average | \$20 | Excellent | \$0 |
| C. Unit Equipment / Amenities | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Number of Bedrooms | 1 | 1 | \$0 | 1 | \$0 | 1 | \$0 | 1 | \$0 |
| Number of Bathrooms | 1 | 1 | \$0 | 1 | \$0 | 1 | \$0 | 1 | \$0 |
| Unit Interior Square Feet | 761 | 815 | (\$14) | 642 | \$30 | 738 | \$6 | 575 | \$47 |
| Balcony / Patio / Porch | No | Yes | (\$5) | No | \$0 | Yes | (\$5) | Yes | (\$5) |
| AC Type: | Central | Central | \$0 | Central | \$0 | Central | \$0 | Central | \$0 |
| Range / Refrigerator | Yes / Yes | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 |
| Microwave / Dishwasher | Yes / Yes | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 |
| Washer / Dryer: In Unit | No | Yes | (\$25) | No | \$0 | Yes | (\$25) | Yes | (\$25) |
| Washer / Dryer: Hook-ups | Yes | | \$0 | No | \$5 | | \$0 | Yes | \$0 |
| D. Site Equipment / Amenities | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Parking (\$ Fee) | Free Surface | Free Structured | \$0 | Free Surface | \$0 | Free Surface | \$0 | Free Surface | \$0 |
| Community Room | Yes | No | \$10 | No | \$10 | Yes | \$0 | No | \$10 |
| Pool | No | Yes | (\$15) | No | \$0 | Yes | (\$15) | No | \$0 |
| Recreation Areas | No | No | \$0 | No | \$0 | No | \$0 | No | \$0 |
| Fitness Center | Yes | Yes | \$0 | No | \$10 | Yes | \$0 | No | \$10 |
| E. Adjustments Recap | | Positive | Negative | Positive | Negative | Positive | Negative | Positive | Negative |
| Total Number of Adjustments | | 2 | 4 | 5 | 0 | 4 | 3 | 4 | 3 |
| Sum of Adjustments B to D | | \$15 | (\$59) | \$57 | \$0 | \$68 | (\$45) | \$72 | (\$50) |
| F. Total Summary | | | | | | | | | |
| Gross Total Adjustment | | \$74 | | \$57 | | \$113 | | \$122 | |
| Net Total Adjustment | | (\$44) | | \$57 | | \$23 | | \$22 | |
| G. Adjusted And Achievable Rents | | Adj. Rent | | Adj. Rent | | Adj. Rent | | Adj. Rent | |
| Adjusted Rent | | \$1,295 | | \$1,282 | | \$1,098 | | \$1,365 | |
| % of Effective Rent | | 96.7% | | 104.7% | | 102.1% | | 101.6% | |
| Estimated Market Rent | \$1,260 | | | | | | | | |
| Rent Advantage \$ | \$280 | | | | | | | | |
| Rent Advantage % | 22.2% | | | | | | | | |

Table 40 Estimate of Market Rent, Two Bedroom Units

| Two Bedroom Units | | | | | | | |
|--|----------------|--------------------------------|-------------|------------------------|-------------|------------------------|-------------|
| Subject Property | | Comparable Property #1 | | Comparable Property #2 | | Comparable Property #3 | |
| Kennedy Street Apartments S Converse St & E Kennedy St Spartanburg, Spartanburg County | | Montgomery Building Apartments | | The Brick Lofts | | Aug Smith on Main | |
| | | 187 N Church St | | 600 Magnolia St | | 174 E Main St | |
| | | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg | Spartanburg |
| A. Rents Charged | Subject | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Street Rent (70% AMI) | \$1,117 | \$1,542 | \$0 | \$1,295 | \$0 | \$2,135 | \$0 |
| Utilities Included | W,S,T | None | \$35 | W,S,T | \$0 | None | \$35 |
| Rent Concessions | | None | \$0 | None | \$0 | None | \$0 |
| Effective Rent | \$1,117 | \$1,577 | | \$1,295 | | \$2,170 | |
| <i>In parts B thru D, adjustments were made only for differences</i> | | | | | | | |
| B. Design, Location, Condition | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Structure / Stories | Mid-Rise | Adaptive Reuse | \$0 | Adaptive Reuse | \$0 | Adaptive Reuse | \$0 |
| Year Built / Condition | 2024 | 2018 | \$5 | 2021 | \$2 | 2018 | \$5 |
| Quality/Street Appeal | Above Average | Above Average | \$0 | Above Average | \$0 | Excellent | (\$20) |
| Upscale Finishes | No | Yes | \$0 | Yes | \$0 | Yes | \$0 |
| Location | Excellent | Excellent | \$0 | Average | \$0 | Excellent | \$0 |
| C. Unit Equipment / Amenities | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Number of Bedrooms | 2 | 2 | \$0 | 2 | \$0 | 2 | \$0 |
| Number of Bathrooms | 2 | 2 | \$0 | 2 | \$0 | 1 | \$30 |
| Unit Interior Square Feet | 942 | 1,179 | (\$59) | 1,295 | (\$88) | 806 | \$34 |
| Balcony / Patio / Porch | No | Yes | (\$5) | No | \$0 | Yes | (\$5) |
| AC Type | Central | Central | \$0 | Central | \$0 | Central | \$0 |
| Range / Refrigerator | Yes / Yes | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 |
| Microwave / Dishwasher | Yes / Yes | Yes / Yes | \$0 | Yes / Yes | \$0 | Yes / Yes | \$0 |
| Washer / Dryer: In Unit | No | Yes | (\$25) | No | \$0 | Yes | (\$25) |
| Washer / Dryer: Hook-ups | Yes | | \$0 | No | \$5 | Yes | \$0 |
| D. Site Equipment / Amenities | | Data | \$ Adj. | Data | \$ Adj. | Data | \$ Adj. |
| Parking (\$ Fee) | Free Surface | Free Structured | \$0 | Free Surface | \$0 | Free Surface | \$0 |
| Community Room | Yes | No | \$10 | Yes | \$0 | No | \$10 |
| Pool | No | Yes | (\$15) | Yes | (\$15) | No | \$0 |
| Recreation Areas | No | No | \$0 | Yes | (\$5) | No | \$5 |
| Fitness Center | Yes | Yes | \$0 | Yes | \$0 | No | \$0 |
| E. Adjustments Recap | | Positive | Negative | Positive | Negative | Positive | Negative |
| Total Number of Adjustments | | 2 | 4 | 2 | 3 | 5 | 3 |
| Sum of Adjustments B to D | | \$15 | (\$104) | \$7 | (\$108) | \$84 | (\$50) |
| <i>Gross Total Adjustment</i> | | \$119 | | \$115 | | \$134 | |
| <i>Net Total Adjustment</i> | | (\$89) | | (\$101) | | \$34 | |
| G. Adjusted And Achievable Rents | | Adj. Rent | | Adj. Rent | | Adj. Rent | |
| Adjusted Rent | | \$1,488 | | \$1,194 | | \$2,204 | |
| % of Effective Rent | | 94.4% | | 92.2% | | 101.6% | |
| Estimated Market Rent | \$1,623 | | | | | | |
| Rent Advantage \$ | \$506 | | | | | | |
| Rent Advantage % | 31.2% | | | | | | |



Table 41 Estimate of Market Rent Summary

| 20% AMI Units | Efficiency | One | Two |
|---------------------|------------|---------|---------|
| | | Bedroom | Bedroom |
| Subject Rent | \$261 | \$280 | \$336 |
| Est. Market Rent | \$998 | \$1,260 | \$1,623 |
| Rent Advantage (\$) | \$737 | \$980 | \$1,287 |
| Rent Advantage (%) | 73.9% | 77.8% | 79.3% |
| Proposed Units | 2 | 2 | 1 |

| 50% AMI Units | Efficiency | One | Two |
|---------------------|------------|---------|---------|
| | | Bedroom | Bedroom |
| Subject Rent | \$0 | \$700 | \$841 |
| Est. Market Rent | \$998 | \$1,260 | \$1,623 |
| Rent Advantage (\$) | \$998 | \$560 | \$782 |
| Rent Advantage (%) | 100.0% | 44.4% | 48.2% |
| Proposed Units | 0 | 4 | 4 |

| 60% AMI Units | Efficiency | One | Two |
|----------------------|------------|---------|---------|
| | | Bedroom | Bedroom |
| Subject Rent | \$784 | \$840 | \$1,009 |
| Estimated Market Rer | \$998 | \$1,260 | \$1,623 |
| Rent Advantage (\$) | \$214 | \$420 | \$614 |
| Rent Advantage (%) | 21.5% | 33.3% | 37.8% |
| Proposed Units | 4 | 12 | 11 |

| 70% AMI Units | Efficiency | One | Two |
|---------------------|------------|---------|---------|
| | | Bedroom | Bedroom |
| Subject Rent | \$915 | \$980 | \$1,117 |
| Est. Market Rent | \$998 | \$1,260 | \$1,623 |
| Rent Advantage (\$) | \$83 | \$280 | \$506 |
| Rent Advantage (%) | 8.3% | 22.2% | 31.2% |
| Proposed Units | 4 | 3 | 1 |

Overall Market Advantage 37.23%

9. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Kennedy Street Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

The subject site is a suitable location for affordable rental housing as it is compatible with surrounding land uses and has access to major traffic arteries, employers, and neighborhood amenities and services in downtown Spartanburg.

- The subject site is within roughly two miles of grocery stores, convenience stores, shopping, banks, restaurants, and a pharmacy including several that are walkable. Additionally, the subject property is adjacent to the Mary Black Rail Trail, a popular multi-modal walking and cycling trail that is undergoing an expansion through Downtown Spartanburg to Barnett Park less than one-third of a mile north of the subject site.
- Kennedy Street Apartments will be compatible with surrounding land uses which primarily include commercial and multi-family uses along Kennedy and Converse Streets, as well as a mix of uses in Downtown Spartanburg.
- The subject site is within four miles of several state and U.S. Highways as well as Interstates 585, 85, and 26. These major traffic arteries connect the site to broader employment opportunities throughout the county and region.
- RPRG did not identify any negative land uses at the time of the site visit that would negatively impact the proposed development's viability in the marketplace.

2. Economic Context

Spartanburg County's economy is strong with significant job growth and a decreasing unemployment rate since 2010. The impact of the COVID-19 pandemic on the county's economy was less severe compared to the nation overall including the announcement of over \$3 billion in capital investments and nearly 5,100 jobs added.

- Spartanburg County's annual average unemployment rate reached a ten year low of 2.5 percent in 2019 before increasing to 6.3 percent in 2020 due to the impact of the COVID-19 pandemic. In 2021, the unemployment rate recovered to 4.0 percent with the most recent unemployment rate in December 2021 at 3.2 percent, below both the state (3.3 percent) and national (3.7 percent) rates.
- Spartanburg County added nearly 38,000 net jobs from 2010 to 2019 with job growth in each year; the county added roughly 4,200 jobs each year from 2011 to 2019. Growth in the county matched or outpaced the nation on a percentage basis every year during the past decade.
- Manufacturing is the largest employment sector in Spartanburg County, accounting for 23.6 percent of jobs in 2021 (Q3) compared to 8.6 percent of jobs nationally. Trade-Transportation-Utilities comprised a slightly smaller share of the county's employment base at 22.3 percent compared to 19.0 percent nationally. Two additional sectors (Professional-Business and Government) each account for roughly at least 10.8 percent of the county's jobs while all other sectors account for less than 10 percent.
- Nine of eleven sectors added jobs in Spartanburg County from 2011 to the first quarter of 2020 (pre-pandemic) including the Construction sector with 52.0 percent growth since 2011.

Six other sectors had growth of 26.7 percent or greater since 2011, including the largest sector of Manufacturing with 47.7 percent growth.

- Based on discussions with and reports from OneSpartanburg, Inc., economic growth has continued despite the COVID-19 pandemic with 21 expansions and 62 new projects/relocations announced since 2020 representing over \$3 billion in capital investments and nearly 5,100 jobs added.

3. Population and Household Trends

Following a decade of decline between 2000 to 2010 census counts, the Kennedy Street Market Area experienced strong population and household growth from 2010 to 2022, which is projected to increase over the next two years.

- The market area lost 4,638 people and 1,862 households, or roughly eight percent, from 2000 to 2010. The market area's average annual losses were 464 people and 186 households, both at 0.8 percent over the decade. By comparison, Spartanburg County increased at average annual rates of 1.1 percent for population and households.
- The Kennedy Street Market Area regained all losses from the previous decade with the net addition of 6,077 people (11.3 percent) and 2,728 households (12.6 percent) during the past 12 years. On an annual basis, the market area added 506 people (0.9 percent) and 227 households (1.0 percent). Spartanburg County's annual growth held steady at 1.4 percent for both population and households.
- The market area is projected to reach 60,950 people and 24,939 households by 2024 with annual growth of 598 people (1.0 percent) and 269 households (1.1 percent) from 2022 to 2024.

4. Demographic Analysis

Reflecting the presence of multiple universities in the area, the demographics of the Kennedy Street Market Area reflect a younger population with a mix of household types, higher renter percentage, and lower median income than Spartanburg County overall.

- The Kennedy Street Market Area's population had a median age of 38, slightly younger than Spartanburg County's median age of 39. Adults ages 35 to 61 comprise the largest proportions of each area's population at 30.9 percent in the Kennedy Street Market Area and 34.2 percent in Spartanburg County. The market area has higher percentages of its population in the remaining age cohorts compared to the county with 25.2 percent among Children/Youth, 23.1 percent among Seniors 62 and older, and 20.8 percent among Young Adults ages 20 to 34.
- Single-person households were the most common household type in the Kennedy Street Market Area (35.1 percent) and significantly more common compared to Spartanburg County's 26.2 percent. Households without children were also common in the Kennedy Street Market Area at 34.5 percent but comprised a smaller share of households compared to Spartanburg County at 39.5 percent. The county also had a greater share of households with children compared to the Kennedy Street Market Area at 34.3 percent and 30.3 percent, respectively.
- The 2022 renter percentage of 48.1 percent in the Kennedy Street Market Area is higher than Spartanburg County's renter percentage of 29.0 percent. The market area added an average of 38 renter households (0.3 percent annually) per year over the past 22 years with total renter household growth of 7.7 percent since 2000; however, this reflects a net loss of renter households from 2000 to 2010. Since 2010, the market area added 1,268 renter households (12.1 percent), or 106 renter households annually (1.0 percent).

- Esri projects renter households will account for 44.5 percent of net household growth over the next two years, which appears reasonable based on past trends and current rental development activity in the market area.
- Young working age households age 25 to 44 account for 39.6 percent of all renter households in the Kennedy Street Market Area compared to 42.2 percent in Spartanburg County overall. Roughly 29 percent of renter householders are older adults ages 45 to 64 in the Kennedy Street Market Area while 21.4 percent are ages 65+ and 9.9 percent are under the age of 25.
- Roughly two-thirds (66.2 percent) of renter households in the Kennedy Street Market Area had one or two people, 15.9 percent had three people, and 17.9 percent had four or more people as of the 2010 Census.
- Esri estimates that the current median income for the Kennedy Street Market Area of \$43,029 is \$16,359 or 27.5 percent lower than Spartanburg County's median income of \$59,388, reflecting the presence of multiple universities in the immediate area.
- Median incomes by tenure in the Kennedy Street Market Area in 2022 are estimated at \$33,201 among renters and \$54,804 among owner households. Roughly 38.5 percent of the market area's renters earn less than \$25,000, 30.9 percent earn between \$25,000 to \$49,999, and 30.6 percent earn over \$50,000 annually.

5. Competitive Housing Analysis

The multi-family rental housing stock is performing well across all segments; RPRG surveyed 25 multi-family rental communities including 22 market-rate communities and three comparable Low Income Housing Tax Credit (LIHTC) communities.

- The average year built of all surveyed communities is 2002; Upper Tier communities are newer compared to Lower Tier communities with average ages of nine years and 29 years, respectively. The surveyed LIHTC communities are more recent additions with an average age of six years; the most recent LIHTC community, 500 Northside Station, was introduced in 2021. Two market-rate communities were also introduced in 2021 and are still in their initial lease up phases.
- Garden structures are the most common design in the market area and exclusively offered at ten communities including two of the three surveyed LIHTC communities; one additional community offers garden-style and townhome units. Reflecting the historic nature of Spartanburg, adaptive reuse structures are also common with six communities consisting of this structure type.
- The surveyed communities range from 18 to 289 units for an average of 108 units per community. Upper Tier communities are smaller on average at 99 units per community whereas Lower Tier communities are larger on average at 115 units per community; the three LIHTC communities are also larger on average with 118 units per community.
- The market area's stabilized rental stock is performing well with a vacancy rate of 1.5 percent among communities reporting vacancy data. Three communities reported elevated vacancy rates, including two properties that opened in 2021 and are still in their initial lease up phases. Including these communities, the market area's aggregate vacancy rate is 7.7 percent among 2,404 reported units. The surveyed LIHTC communities reported only two vacancies among 354 combined units for a 0.6 percent vacancy rate.
- Average effective rents among all surveyed communities:
 - **Efficiency** units at \$1,019 for 519 square feet or \$1.96 per square foot.
 - **One-bedroom** units at \$1,014 for 752 square feet or \$1.36 per square foot.

- **Two-bedroom** units at \$1,269 for 1,023 square feet or \$1.24 per square foot.
- **Three-bedroom** units at \$1,298 for 1,336 square feet or \$0.97 per square foot.

The overall average rents include a mix of market-rate rents and LIHTC units ranging from 30 percent to 80 percent AMI. LIHTC communities are among the lowest priced in the market area and well below the top of the market.

- The estimate of market rents for the Spartanburg, SC HUD Metro FMR Area are \$1,008 for efficiency units, \$1,257 for one bedroom units, and \$1,625 for two bedroom units. The market advantage for the proposed units relative to these estimates ranges from 79.3 percent among 20 percent AMI units to 9.3 percent among the 70 percent AMI efficiency units. The proposed rents are positioned well below the highest priced market-rate communities in the market area as well as the estimate of market rent. The subject property's overall market advantage is 37.34 percent.
- RPRG identified six communities in the near-term development pipeline in the Kennedy Street Market Area; however, none of the units in these communities will be comparable to Kennedy Street Apartments' units as they are market-rate or target different income targets than the subject property.

B. Product Evaluation

Considered in the context of the competitive environment and proposed product to be developed, the relative position of Kennedy Street Apartments is as follows:

- **Site:** The subject site is in a growing area in downtown Spartanburg and the proposed development of an income-restricted multi-family community is appropriate. The site will benefit from continued residential and commercial development in the immediate area as well as convenient access to employment concentrations in downtown as well as major regional corridors. Furthermore, the subject site will be highly desirable due to its location downtown and on the Mary Black Rail Trail. As such, the subject property will compete well with existing LIHTC and market rate communities.
- **Unit Distribution:** The proposed unit mix at Kennedy Street Apartments includes ten efficiency units (20.8 percent), 21 one bedroom units (43.8 percent), and 17 two bedroom units (35.4 percent). One and two bedroom units are both very common among surveyed rental communities in the market area while efficiency units are only available at three surveyed communities. Considering the fact that two-thirds (66.2 percent) of all renter households in the market area contained one or two person households as of the 2010 Census, the subject property's proposed unit distribution is appropriate and will be well received by the target market of low-income renter households.
- **Unit Size:** The proposed unit size of 511 square feet for efficiency units and 761 square feet for one bedroom units are relatively comparable to the average unit sizes of 519 square feet for efficiency units and 752 square feet for one bedroom units among surveyed communities in the market area. The subject's two bedroom units with 942 square feet are below the market area average of 1,023 square feet. However, given the income-restricted affordable nature of the subject property, the proposed unit sizes are acceptable based on the proposed rents.
- **Unit Features:** Kennedy Street Apartments' unit features will be generally comparable to the moderately-priced communities and existing LIHTC communities in the market area. The subject property will offer fully equipped kitchens with black appliances including dishwasher, garbage disposal, refrigerator with icemaker, and microwave, laminate countertops, and



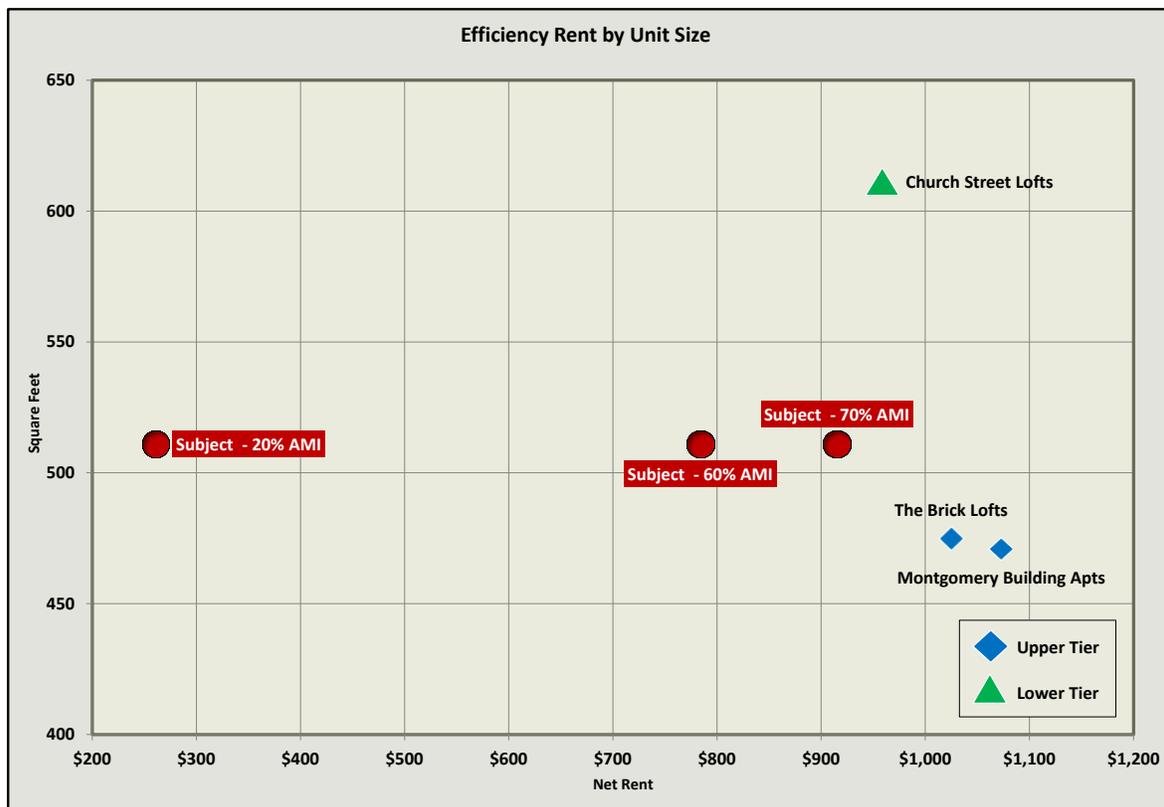
washer and dryer connections. The proposed unit features and finishes are appropriate for the intended target markets.

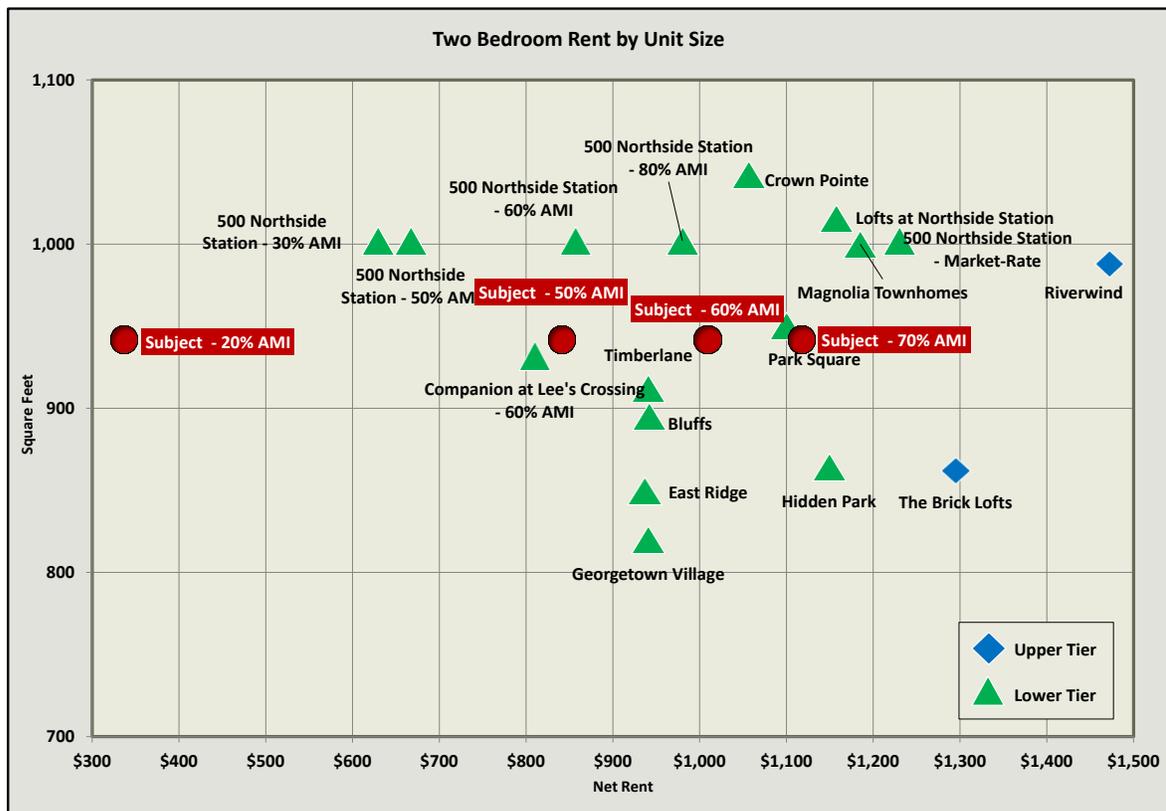
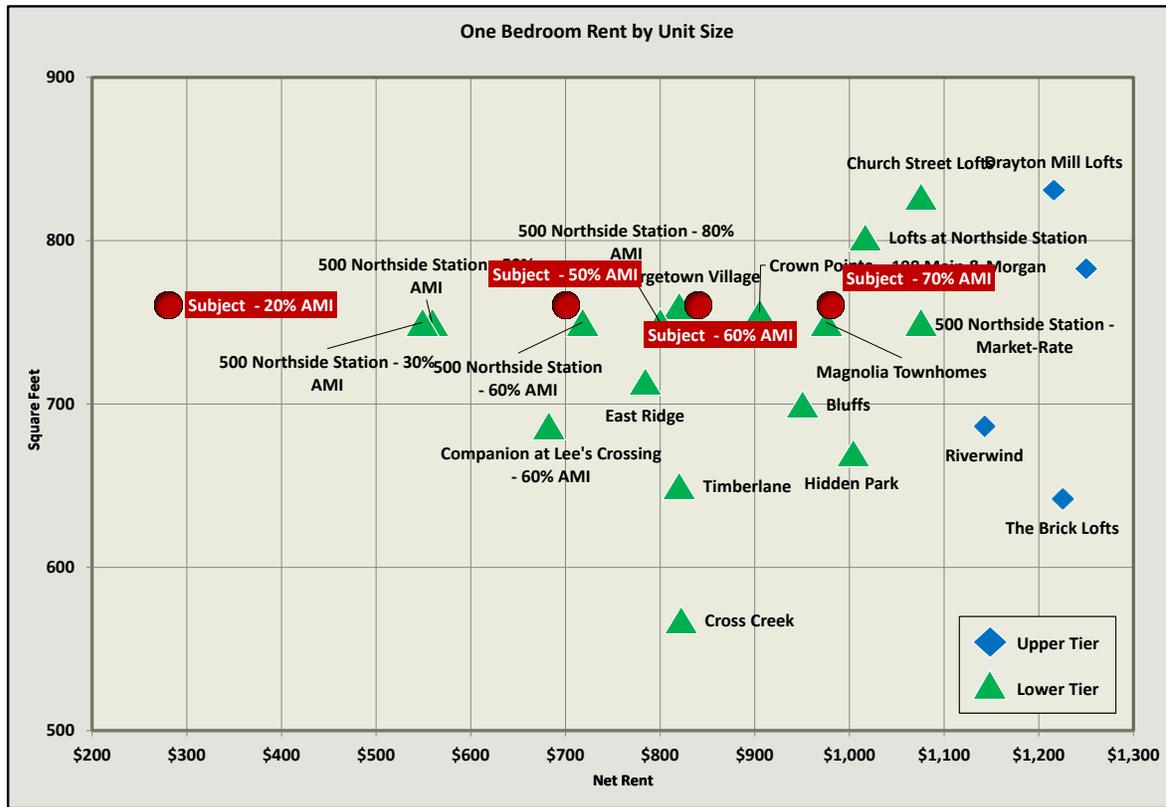
- **Community Amenities:** Kennedy Street Apartments will offer a community room, fitness center, and business/computer center, which is comparable to many of the surveyed communities, including two of the three surveyed LIHTC communities. The amenities are appropriate based on the proposed rents and will be well received.
- **Marketability:** Kennedy Street Apartments will offer a new and attractive rental community that will be competitively positioned in the market and conveniently located in Downtown Spartanburg. The newly-constructed units will target a wide range of price points and will be highly appealing to very low, low, and moderate-income renters.

C. Price Position

The proposed 50 percent, 60 percent, and 70 percent units at Kennedy Street Apartments are positioned comparably to existing LIHTC and market-rate communities among the surveyed Lower Tier, while the proposed 20 percent rents are significantly lower than all other surveyed rents Figure 9. All proposed rents are well below the top of the market and all Upper Tier communities; the rents are reasonable based on the product to be constructed and current market conditions.

Figure 9 Price Position, Kennedy Street Apartments





D. Absorption Estimate

The most recent absorption data among the surveyed market-rate communities is based on The Charles on Liberty and The Bon Haven, both of which opened in 2021 and delivered units in phases. The Charles, which is still finishing construction, leased an average of 16.3 units per month while The Bon Haven has leased at a slower rate of 12.7 units per month. In addition to the experiences of existing communities, the projected absorption rate of the subject property is based on a variety of other market factors, including the following:

- The market area is generally performing well with a stabilized vacancy rate of 1.6 percent among 2,038 reported units.
- Annual household growth in the market area is projected to increase to 269 households over the next two years, or 1.1 percent annually. Renter households are projected to account for 44.5 percent of the market area's net household growth during this period.
- The proposed product will be competitive in the market area with rents positioned comparably to existing LIHTC communities and moderately-priced market-rate communities; the rents are among the lowest in the market area and well below the top of the market.
- Acceptable capture rates based on affordability and LIHTC demand methodology.

Based on the factors noted above, we estimate the subject property will lease at an average monthly rate of 15 units per month. At this rate, the subject property will reach stabilization within roughly three months.

E. Impact on Existing Market

Given the renter household growth projected for the Kennedy Street Market Area, strong performance among existing LIHTC properties, and tight rental market conditions in the market, we believe the construction of the units at Kennedy Street Apartments will not have a negative impact on existing communities in the Kennedy Street Market Area, including those with tax credits.

F. Final Conclusion and Recommendation

The proposed Kennedy Street Apartments will be well received in the market area. According to South Carolina's demand methodology, the market area has net demand for nearly 2,000 income-qualified renters for the 48 proposed units at the subject property; the market area is projected to added significant renter households over the next two years and has a deep pool of income-qualified renter households. The subject property will offer a new affordable mid-rise community at a highly desirable location in Downtown Spartanburg at rents that will be competitive in the market.

Based on our review of demographic, economic, and competitive data, RPRG does not expect the COVID-19 pandemic to negatively impact the demand for affordable rental housing. All units at the subject property will be affordable to households earning at or below 20 percent, 50 percent, 60 percent, and 70 percent AMI. Demand for affordable housing is expected to remain high over the next several years.

We recommend proceeding with the project as proposed.



Candler Vinson



Tad Scepianiak



Analyst

Managing Principal



10. APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed, and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national, and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities, and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed, and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are neither existing judgments nor any pending or threatened litigation, which could hinder the development, marketing, or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural, and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.

11.APPENDIX 2 NCHMA CHECKLIST

| | | Page Number(s) |
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| Executive Summary | | |
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| Scope of Work | | |
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| Project Description | | |
| 3 | Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting | 11 |
| 4 | Utilities (and utility sources) included in rent | 11 |
| 5 | Target market/population description | 10 |
| 6 | Project description including unit features and community amenities | 11 |
| 7 | Date of construction/preliminary completion | 12 |
| 8 | If rehabilitation, scope of work, existing rents, and existing vacancies | N/A |
| Location | | |
| 9 | Concise description of the site and adjacent parcels | 13-15 |
| 10 | Site photos/maps | 13-16 |
| 11 | Map of community services | 20 |
| 12 | Site evaluation/neighborhood including visibility, accessibility, and crime | 13-18 |
| Market Area | | |
| 13 | PMA description | 22 |
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| Employment and Economy | | |
| 15 | At-Place employment trends | 26 |
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| 17 | Unemployment rates | 24,25 |
| 18 | Area major employers/employment centers and proximity to site | 29 |
| 19 | Recent or planned employment expansions/reductions | 31 |
| Demographic Characteristics | | |
| 20 | Population and household estimates and projections | 33 |
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| 23 | For senior or special needs projects, provide data specific to target market | N/A |
| Competitive Environment | | |
| 24 | Comparable property profiles and photos | Appendix |
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| 28 | Discussion of availability and cost of other affordable housing options including homeownership, if applicable | 55-57 |
| 29 | Rental communities under construction, approved, or proposed | 57 |
| 30 | For senior or special needs populations, provide data specific to target market | N/A |
| Affordability, Demand, and Penetration Rate Analysis | | |



| | | |
|-----------------------------|--|----------|
| 31 | Estimate of demand | 45 |
| 32 | Affordability analysis with capture rate | 43 |
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| Analysis/Conclusions | | |
| 34 | Absorption rate and estimated stabilized occupancy for subject | 70 |
| 35 | Evaluation of proposed rent levels including estimate of market/achievable rents. | 68 |
| 36 | Precise statement of key conclusions | 70 |
| 37 | Market strengths and weaknesses impacting project | 70 |
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| 39 | Discussion of subject property's impact on existing housing | 70 |
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| 41 | Interviews with area housing stakeholders | Various |
| Other Requirements | | |
| 42 | Certifications | Appendix |
| 43 | Statement of qualifications | Appendix |
| 44 | Sources of data not otherwise identified | N/A |



12.APPENDIX 3 ANALYST RESUMES

TAD SCEPANIAK Managing Principal

Tad Scepaniak assumed the role of Real Property Research Group's Managing Principal in November 2017 following more than 15 years with the firm. Tad has extensive experience conducting market feasibility studies on a wide range of residential and mixed-use developments for developers, lenders, and government entities. Tad directs the firm's research and production of feasibility studies including large-scale housing assessments to detailed reports for a specific project on a specific site. He has extensive experience analyzing affordable rental communities developed under the Low-Income Housing Tax Credit (LIHTC) program and market-rate apartments developed under the HUD 221(d)(4) program and conventional financing. Tad is the key contact for research contracts many state housing finance agencies, including several that commission market studies for LIHTC applications.

Tad is Immediate Past Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as National Chair and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

- Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low-Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- Senior Housing: Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low-Income Tax Credit program; however, his experience includes assisted living facilities and market-rate senior rental communities.
- Market-rate Rental Housing: Mr. Scepaniak has conducted various projects for developers of market-rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



ROBERT M. LEFENFELD
Founding Principal

Mr. Lefenfeld, Founding Principal of the firm, with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in 2001, Bob served as an officer of research subsidiaries of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting residential market studies throughout the United States. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob provides input and guidance for the completion of the firm's research and analysis products. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively about residential real estate market analysis. Bob has created and teaches the market study module for the MBA HUD Underwriting course and has served as an adjunct professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He is the past National Chair of the National Council of Housing Market Analysts (NCHMA) and currently chairs its FHA Committee.

Areas of Concentration:

- **Strategic Assessments:** Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.
- **Feasibility Analysis:** Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.
- **Information Products:** Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for sale housing, pipeline information, and rental communities.

Education:

Master of Urban and Regional Planning; The George Washington University.
Bachelor of Arts - Political Science; Northeastern University.



CANDLER VINSON
Analyst

Candler Vinson joined RPRG in July 2020 as an Analyst, focusing on rental market studies and economic analyses for development projects. Candler has served in multiple analysis and advisory positions in the residential and commercial real estate industry. Candler’s experience includes advising lenders, developers, universities, investors, nonprofit organizations, and government agencies through market and property analysis, economic analysis, survey administration and analysis, and financial performance and design development.

Before joining RPRG, Candler was a Project Analyst with Brailsford and Dunlavey, Inc., a national leader in student housing and P3 development advisory services, where he assisted universities in the planning, development, and performance of student housing and other campus facilities. Candler also previously served as a market researcher at Bleakly Advisory Group where he conducted market, economic, and demographic research for projects ranging from multi-parcel proposals to county-wide plans. Prior to his roles as advisor and analyst, Candler helped manage two non-profit organizations promoting urban design and development best practices through educational events, conferences, and community outreach.

Areas of Concentration:

- Low Income Housing Tax Credits: Candler prepares rental market studies for submission to lenders and state agencies for nine percent and four percent Low Income Housing Tax Credit allocations.
- FHA Section 221(d)(4): Candler prepares comprehensive feasibility studies for submission to HUD regional offices as part of a lender’s application for Section 221(d)(4) mortgage insurance. These reports strictly adhere to HUD’s Multi-family Accelerated Processing (MAP) guidelines for market studies
- Student Housing Advisory Analysis: provides detailed analysis of existing markets, product and pricing recommendations, and targeted marketing suggestions for developers in the preliminary stages of student-oriented housing development.

Education:

Bachelor of Arts – Environmental Studies; Emory University



13.APPENDIX 4 ANALYST CERTIFICATIONS

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

A handwritten signature in black ink, appearing to read 'Candler Vinson', is written over a horizontal line.

June 22, 2022

Candler Vinson
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



14.APPENDIX 5 RENTAL COMMUNITY PROFILES

142 Social



ADDRESS 142 Magnolia St, Spartanburg, SC, 29306 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 4 Story – Adaptive Reuse **UNITS** 18 **VACANCY** 5.6 % (1 Units) as of 04/29/22 **OPENED IN** 2020



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 33% | \$1,375 | 700 | \$1.96 |
| Two | 100% | \$1,870 | 950 | \$1.97 |

| Community Amenities |
|---------------------|
| Elevator Served |

Features

| | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan |
| Standard - Full | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Community Security | Keyed Bldg Entry |

| Parking | |
|-------------------------------|----------------------------|
| Parking Description | Structured Garage — \$0.00 |
| Parking Description #2 | |

| Contacts | |
|--------------|--------------|
| Phone | 864-641-0080 |

Comments

Opened August 2020. 1BR units range in rent \$1225-\$1650 2BR units range in rent \$1800-\$2500. Granite Ct, SS apps. 1BR unit sizes 597-892 SF plus 2BR unit sizes 937-953 SF with two large 1,226 SF units.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| | | 1 | 1.0 | 6 | \$1,400 | 700 | \$2.00 | Market | - |
| | | 2 | 2.0 | 18 | \$1,900 | 950 | \$2.00 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | |
|----------------------------------|----------|----------|
| Date | 04/29/22 | 12/09/20 |
| % Vac | 5.6% | 22.2% |
| One | \$1,400 | \$1,400 |
| Two | \$1,900 | \$2,100 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

142 Social

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

198 Main & Morgan



ADDRESS 198 W Main St, Spartanburg, SC, 29306 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 5 Story - Mid Rise **UNITS** 30 **VACANCY** 0.0 % (0 Units) as of 04/29/22 **OPENED IN** 2019



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 57% | \$1,250 | 783 | \$1.60 |
| Two | 43% | \$1,600 | 1,167 | \$1.37 |

| Community Amenities |
|---------------------|
| Elevator Served |

Features

| | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Microwave, Ceiling Fan |
| Select Units | In Unit Laundry, Patio Balcony |
| Central / Heat Pump | Air Conditioning |
| Community Security | Gated Entry |

| Parking | | Contacts | |
|-------------------------------|---|--------------|--------------|
| Parking Description | | Phone | 864-590-0395 |
| Parking Description #2 | Paid Structured Parking/On Site — \$65.00 | | |

Comments

Began preleasing October 2018. 1st move in 22 Jan. 2019 Ground floor commercial space. SS appliances, granite counters, vinyl wood plank floor. Have hook ups + W/D. 9 units do not include W/D but can be rented for \$45 Stabilized at end of April 2019 (3.5months). Large variation in unit sizes & rents, each unit priced individually.

| Floorplans | | | | | | | | | |
|---------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Mid Rise - Elevator | | 1 | 1.0 | 17 | \$1,250 | 783 | \$1.60 | Market | - |
| Mid Rise - Elevator | | 2 | 2.0 | 13 | \$1,600 | 1,167 | \$1.37 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/10/20 | 10/04/19 |
| % Vac | 0.0% | 3.3% | 0.0% |
| One | \$1,250 | \$1,070 | \$900 |
| Two | \$1,600 | \$1,555 | \$1,500 |

| Adjustments to Rent | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

198 Main & Morgan

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

314 South



ADDRESS 314 S Pine Street, Spartansburg, SC, 29302 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** Townhouse **UNITS** 21 **VACANCY** 0.0 % (0 Units) as of 04/29/22 **OPENED IN** 2014



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| Two | 100% | \$1,690 | 1,179 | \$1.43 |

Community Amenities

Features

Standard Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan, Patio Balcony, High Ceilings
Hook Ups In Unit Laundry
Central / Heat Pump Air Conditioning
Hardwood Flooring Type 1

Parking

| | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

Contacts

| | |
|----------------------|--------------|
| Owner / Mgmt. | Leethia |
| Phone | 864-641-7282 |

Comments

SS appliances, Granite counters, dark hardwood floors, crown molding, walk-in closet. Built in 2 phases - 2014 & 2015
 Phase II includes front porch. Spartanburg Downtown Apts-Website.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Townhouse | | 2 | 2.5 | 21 | \$1,700 | 1,179 | \$1.44 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/08/19 |
| % Vac | 0.0% | 0.0% | 4.8% |
| Two | \$1,700 | \$1,625 | \$1,600 |

Adjustments to Rent

| | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | Trash |
| Heat Source | Electric |

314 South

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

500 Northside Station



ADDRESS 500 Howard St, Spartanburg, SC, 29303 **COMMUNITY TYPE** LIHTC - General **STRUCTURE TYPE** 3 Story - Mid Rise **UNITS** 90 **VACANCY** 1.1 % (1 Units) as of 05/18/22 **OPENED IN** 2021



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 60% | \$644 | 750 | \$0.86 |
| Two | 30% | \$731 | 1,002 | \$0.73 |
| Three | 10% | \$841 | 1,255 | \$0.67 |

| Community Amenities |
|---|
| Central Laundry, Business Center, Community Room, Elevator Served |

| Features | |
|----------------------------|---|
| Standard | Dishwasher, Disposal, Microwave, IceMaker |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Carpet | Flooring Type 1 |
| Vinyl/Linoleum | Flooring Type 2 |
| Black | Appliances |
| Granite | Countertops |
| Community Security | Keyed Bldg Entry |

| Parking | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

| Contacts | |
|--------------|--------------|
| Phone | 864-504-6994 |

Comments

| Floorplans | | | | | | | | | |
|---------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Mid Rise - Elevator | | 1 | 1.0 | 10 | \$524 | 750 | \$0.70 | LIHTC | 30% |
| Mid Rise - Elevator | | 1 | 1.0 | 14 | \$534 | 750 | \$0.71 | LIHTC | 50% |
| Mid Rise - Elevator | | 1 | 1.0 | 15 | \$693 | 750 | \$0.92 | LIHTC | 60% |
| Mid Rise - Elevator | | 1 | 1.0 | 5 | \$1,050 | 750 | \$1.40 | Market | - |
| Mid Rise - Elevator | | 1 | 1.0 | 10 | \$775 | 750 | \$1.03 | LIHTC | 80% |
| Mid Rise - Elevator | | 2 | 1.0 | 6 | \$599 | 1,002 | \$0.60 | LIHTC | 30% |
| Mid Rise - Elevator | | 2 | 1.0 | 5 | \$827 | 1,002 | \$0.83 | LIHTC | 60% |
| Mid Rise - Elevator | | 2 | 1.0 | 10 | \$637 | 1,002 | \$0.64 | LIHTC | 50% |
| Mid Rise - Elevator | | 2 | 1.0 | 3 | \$950 | 1,002 | \$0.95 | LIHTC | 80% |
| Mid Rise - Elevator | | 2 | 1.0 | 3 | \$1,200 | 1,002 | \$1.20 | Market | - |
| Mid Rise - Elevator | | 3 | 2.0 | 2 | \$757 | 1,255 | \$0.60 | LIHTC | 30% |
| Mid Rise - Elevator | | 3 | 2.0 | 4 | \$709 | 1,255 | \$0.56 | LIHTC | 50% |
| Mid Rise - Elevator | | 3 | 2.0 | 2 | \$1,115 | 1,255 | \$0.89 | LIHTC | 80% |
| Mid Rise - Elevator | | 3 | 2.0 | 1 | \$1,300 | 1,255 | \$1.04 | Market | - |

| Historic Vacancy & Eff. Rent (1) | |
|----------------------------------|----------|
| Date | 05/18/22 |
| % Vac | 1.1% |
| One | \$715 |
| Two | \$843 |
| Three | \$970 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | |
| Utilities in Rent | Water/Sewer, Trash |

500 Northside Station

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Aug Smith on Main



| | | | | | |
|--|--|---|--------------------|--|--------------------------|
| ADDRESS 174 E Main St., Spartanburg, SC, 29306 | COMMUNITY TYPE Market Rate - General | STRUCTURE TYPE 6 Story – Adaptive Reuse | UNITS 45 | VACANCY 0.0 % (0 Units) as of 04/29/22 | OPENED IN 2018 |
|--|--|---|--------------------|--|--------------------------|



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 0% | \$1,318 | 575 | \$2.29 |
| Two | 0% | \$2,135 | 780 | \$2.74 |

| Community Amenities |
|---------------------------------|
| Community Room, Elevator Served |

Features

| | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan |
| Standard - Full | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Select Units | Patio Balcony |
| Hardwood | Flooring Type 1 |
| Community Security | Keyed Bldg Entry |

Parking

| | |
|-------------------------------|--|
| Parking Description | Paid Surface Parking/Off Site — \$0.00 |
| Parking Description #2 | |

Contacts

| | |
|----------------------|--------------|
| Owner / Mgmt. | Misty |
| Phone | 864-301-4466 |

Comments

FKA Aug Smith on Main, PL began 12/2017, first move-ins 02/2018, Stabilized/LU 6-7 units/mo. Mandatory Utility package:\$175 1BR & \$185 2BR. Includes W/S/T, internet, cable, and prkg space in city garage. Ground level retail. Granite CT, SS appl, hdwd flrs. 6th flr terraces & 1st flr xtra storage bin w/each unit. City garage \$25. 28 1BR and 17 2BR units. 2 community rms 23 units under renovation not included in Occupancy %. 4/29/22

| Floorplans | | | | | | | | | |
|---------------------|---------|-----|------|---------|---------|------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Mid Rise - Elevator | | 1 | 1.0 | | \$1,318 | 575 | \$2.29 | Market | - |
| Mid Rise - Elevator | | 2 | 1.0 | | \$1,775 | 660 | \$2.69 | Market | - |
| Mid Rise - Elevator | | 2 | 2.0 | | \$2,495 | 900 | \$2.77 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/08/20 | 10/04/19 |
| % Vac | 0.0% | 2.2% | 0.0% |
| One | \$1,318 | \$1,200 | \$1,123 |
| Two | \$2,135 | \$1,598 | \$1,829 |

Adjustments to Rent

| | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

Aug Smith on Main

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Bluffs



ADDRESS 100 Vanderbilt Lane, Spartanburg, SC, 29301 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden/TH **UNITS** 144 **VACANCY** 0.0 % (0 Units) as of 04/29/22 **OPENED IN** 1985



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 33% | \$950 | 700 | \$1.36 |
| Two | 56% | \$942 | 895 | \$1.05 |
| Three | 11% | \$1,165 | 1,225 | \$0.95 |

| Community Amenities |
|--|
| Clubhouse, Fitness Room, Central Laundry, Outdoor Pool, Tennis, Car Wash |

| Features | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Ceiling Fan, Patio Balcony |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Standard - Wood | Fireplace |
| Select Units | High Ceilings |

| Parking | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

| Contacts | |
|----------------------|--------------|
| Owner / Mgmt. | Gabby |
| Phone | 864-574-4877 |

Comments
 Dog park. Units have been renovated-White appliances, laminate counters, sheet vinyl
 Mgmt not permitted to release occ/vacancy. Some Units- \$20 for upgraded units
 Select units-Skylights, cathedral ceilings

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 48 | \$950 | 700 | \$1.36 | Market | - |
| Garden | | 2 | 2.0 | 48 | \$940 | 875 | \$1.07 | Market | - |
| Townhouse | | 2 | 1.5 | 32 | \$945 | 925 | \$1.02 | Market | - |
| Townhouse | | 3 | 2.5 | 16 | \$1,165 | 1,225 | \$0.95 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/08/19 |
| % Vac | 0.0% | 0.0% | 0.0% |
| One | \$893 | \$835 | \$800 |
| Two | \$945 | \$945 | \$878 |
| Three | \$1,165 | \$1,155 | \$1,025 |

| Adjustments to Rent | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

Bluffs

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Church Street Lofts



ADDRESS 275 South Street Church St., Spartanburg, SC, 29306
COMMUNITY TYPE Market Rate - General
STRUCTURE TYPE 13 Story - High Rise
UNITS 88
VACANCY 0.0 % (0 Units) as of 04/29/22
OPENED IN 2014



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| Studio | 75% | \$935 | 611 | \$1.53 |
| One | 25% | \$1,075 | 827 | \$1.30 |

Community Amenities
 Community Room, Fitness Room, Outdoor Pool, Elevator Served

Features

Standard Dishwasher, Disposal, Microwave, IceMaker
Standard - Full In Unit Laundry
Central / Heat Pump Air Conditioning
Select Units Patio Balcony
In Building/Fee Storage
Community Security Gated Entry, Keyed Bldg Entry

Parking

Parking Description Free Surface Parking
Parking Description #2

Contacts

Owner / Mgmt. Paige
Phone 844-621-8940

Comments

SS appliances. Quartz countertops. Stained concrete floors. Rooftop amenities: fitness room, pool, sundeck.
 55" Flatscreen TV in each unit. 2 community officers live on property. Coffee station. Wait list. Extra Storage \$30.
 Utilities are only included w/ 12 month lease. Built in 1950, PIS 2014. Dog park. Valet trash. 77% occ, 90% PL.

| Floorplans | | | | | | | | | |
|------------------------------|---------------|-----|------|---------|---------|------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Soho High Rise - Elevator | | 0 | 1.0 | 44 | \$950 | 566 | \$1.68 | Market | - |
| Midtown High Rise - Elevator | | 0 | 1.0 | 22 | \$975 | 702 | \$1.39 | Market | - |
| Sunset High Rise - Elevator | Patio/Balcony | 1 | 1.0 | 22 | \$1,100 | 827 | \$1.33 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/10/20 | 10/04/19 |
| % Vac | 0.0% | 10.2% | 0.0% |
| Studio | \$963 | \$913 | \$900 |
| One | \$1,100 | \$1,038 | \$1,038 |

Adjustments to Rent

Incentives None
Utilities in Rent Water/Sewer, Trash
Heat Source Electric

Church Street Lofts

Companion at Lee's Crossing



ADDRESS 100 Lee's Crossing Dr., Spartanburg, SC, 29301 **COMMUNITY TYPE** LIHTC - General **STRUCTURE TYPE** Garden **UNITS** 192 **VACANCY** 0.0 % (0 Units) as of 05/24/22 **OPENED IN** 2010



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 18% | \$657 | 687 | \$0.96 |
| Two | 53% | \$780 | 932 | \$0.84 |
| Three | 29% | \$864 | 1,107 | \$0.78 |

Community Amenities
 Clubhouse, Community Room, Fitness Room, Central Laundry, Outdoor Pool, Playground, Business Center, Car Wash, Computer Center

Features

Standard Dishwasher, Disposal, IceMaker, Ceiling Fan, Patio Balcony, High Ceilings
Hook Ups In Unit Laundry
Central / Heat Pump Air Conditioning
Standard - In Unit Storage

Parking

Parking Description Free Surface Parking
Parking Description #2 Detached Garage — \$50.00

Contacts

Phone 864-574-8494

Comments

FKA Companion at Franklin Square.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|-------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 34 | \$682 | 687 | \$0.99 | LIHTC | 60% |
| Garden | | 2 | 2.0 | 102 | \$810 | 932 | \$0.87 | LIHTC | 60% |
| Garden | | 3 | 2.0 | 56 | \$899 | 1,107 | \$0.81 | LIHTC | 60% |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 05/24/22 | 07/22/19 | 06/21/18 |
| % Vac | 0.0% | 0.0% | 0.0% |
| One | \$682 | \$581 | \$581 |
| Two | \$810 | \$696 | \$696 |
| Three | \$899 | \$801 | \$801 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

Companion at Lee's Crossing

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Cross Creek



| | | | | | |
|---|--|---|---------------------|--|--------------------------|
| ADDRESS 345 Bryant Rd., Spartanburg, SC | COMMUNITY TYPE Market Rate - General | STRUCTURE TYPE 2 Story - Garden | UNITS 152 | VACANCY 5.3 % (8 Units) as of 04/29/22 | OPENED IN 1981 |
|---|--|---|---------------------|--|--------------------------|



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 100% | \$822 | 568 | \$1.45 |

| Community Amenities |
|---------------------|
| Central Laundry |

| Features | |
|----------------------------|-----------------------------------|
| Standard | Dishwasher, Disposal, Ceiling Fan |
| Central / Heat Pump | Air Conditioning |

| Parking | | Contacts | |
|-------------------------------|----------------------|----------------------|--------------|
| Parking Description | Free Surface Parking | Owner / Mgmt. | Trisha |
| Parking Description #2 | | Phone | 864-585-2547 |

| Comments |
|--|
| FKA Serenity at Spartanburg Black appliances, laminate counters, vinyl wood floors. Units have been updated. 96.05% Occ. 98.03% Preleased. |

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|-------|------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 152 | \$847 | 568 | \$1.49 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/08/19 |
| % Vac | 5.3% | 2.0% | 5.3% |
| One | \$847 | \$680 | \$650 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

Cross Creek

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Crown Pointe



ADDRESS 201 Powell Mill Rd, Spartanburg, SC **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 241 **VACANCY** 0.0 % (0 Units) as of 04/29/22 **OPENED IN** 1975



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 0% | \$905 | 756 | \$1.20 |
| Two | 0% | \$1,057 | 1,042 | \$1.01 |
| Three | 0% | \$1,180 | 1,797 | \$0.66 |

Community Amenities
Clubhouse, Fitness Room, Central Laundry, Sauna, Outdoor Pool, Tennis, Playground, Raquetball

Features
Standard Dishwasher, Disposal, Ceiling Fan, Patio Balcony
Select Units In Unit Laundry
Central / Heat Pump Air Conditioning

Parking
Parking Description Free Surface Parking
Parking Description #2

Contacts
Owner / Mgmt. Adrianna
Phone 864-576-7670

Comments
 Select units have washer and dryer hook-ups. 72- 1BR, 107- 2BR, 62- 3BR.
 Will not give vacancy data 4/29/22.
 Higher rents + \$50(not shown in floorplan). FKA Rose Hill, Picnic/Grill area

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | | \$905 | 756 | \$1.20 | Market | - |
| Garden | | 2 | 1.0 | | \$1,025 | 915 | \$1.12 | Market | - |
| Garden | | 2 | 2.0 | | \$1,050 | 1,014 | \$1.04 | Market | - |
| Garden | | 2 | 2.0 | | \$1,095 | 1,198 | \$0.91 | Market | - |
| Garden | | 3 | 2.0 | | \$1,165 | 1,198 | \$0.97 | Market | - |
| Garden | | 3 | 2.0 | | \$1,195 | 2,396 | \$0.50 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/08/19 |
| % Vac | 0.0% | 0.0% | 0.0% |
| One | \$905 | \$720 | \$725 |
| Two | \$1,057 | \$850 | \$848 |
| Three | \$1,180 | \$990 | \$905 |

Adjustments to Rent
Incentives \$300 off first month
Utilities in Rent
Heat Source Electric

Crown Pointe

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Drayton Mill Lofts



ADDRESS 1800 Drayton Rd, Spartanburg, SC, 29307 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story - Adaptive Reuse **UNITS** 289 **VACANCY** N/A as of 04/29/2022 **OPENED IN** 2016



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 0% | \$1,216 | 831 | \$1.46 |
| Two | 0% | \$1,703 | 1,221 | \$1.39 |
| Three | 0% | \$1,990 | 1,673 | \$1.19 |

| Community Amenities |
|--|
| Community Room, Fitness Room, Outdoor Pool, Business Center, Computer Center |

Features

| | |
|----------------------------|---|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan, High Ceilings |
| Standard - Stacked | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Hardwood | Flooring Type 1 |
| SS | Appliances |
| Granite | Countertops |
| Community Security | Patrol, Keyed Bldg Entry |

| Parking | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

| Contacts | |
|----------------------|----------------|
| Owner / Mgmt. | Sherbert Group |
| Phone | (864) 573-0092 |

Comments

4/29/22: Did not give out vacancy info. Confirmed that online pricing was current
 68 floorplans. Bike storage, 2 fitness ctr, SS appl, granite CT, Exposed brick, concrete/wood flrs, 17' ceilings, 42" cabinets, oversized windows. Select units have lofts.
 Unit mix: unknown
 Water/Sewer & Valet trash - \$70/\$80/\$90. Would not disclose Vac.

| Floorplans | | | | | | | | | |
|---------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Mid Rise - Elevator | | 1 | 1.0 | | \$1,178 | 760 | \$1.55 | Market | - |
| Mid Rise - Elevator | | 1 | 1.0 | | \$1,253 | 902 | \$1.39 | Market | - |
| Mid Rise - Elevator | | 2 | 1.0 | | \$1,601 | 1,197 | \$1.34 | Market | - |
| Mid Rise - Elevator | | 2 | 1.5 | | \$1,650 | 1,200 | \$1.38 | Market | - |
| Mid Rise - Elevator | | 2 | 2.0 | | \$1,857 | 1,267 | \$1.47 | Market | - |
| Mid Rise - Elevator | | 3 | 2.0 | | \$1,990 | 1,673 | \$1.19 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 02/15/22 | 11/05/21 |
| % Vac | N/A | N/A | N/A |
| One | \$1,216 | \$1,205 | \$1,168 |
| Two | \$1,703 | \$1,572 | \$1,496 |
| Three | \$1,990 | \$1,941 | \$1,884 |

| Adjustments to Rent | |
|--------------------------|---------------------|
| Incentives | Daily Pricing; None |
| Utilities in Rent | |
| Heat Source | Electric |

| Initial Absorption | |
|--------------------|------------------|
| Opened: 2016-04-01 | Months: 14.0 |
| Closed: 2017-06-01 | 20.6 units/month |

Drayton Mill Lofts

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

East Ridge



ADDRESS 300 Regency Rd, Spartanburg, SC, 29307 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 144 **VACANCY** 0.0 % (0 Units) as of 04/29/22 **OPENED IN** 1974



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 33% | \$784 | 714 | \$1.10 |
| Two | 56% | \$937 | 850 | \$1.10 |
| Three | 11% | \$1,115 | 1,081 | \$1.03 |

| Community Amenities |
|-------------------------|
| Outdoor Pool, Concierge |

| Features | |
|----------------------------|---|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan, Patio Balcony |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Community Security | Patrol |

| Parking | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

| Contacts | |
|----------------------|--------------|
| Owner / Mgmt. | vicky |
| Phone | 864-582-4931 |

Comments
 Standard finishes-white appliances, laminate counters, ceramic tile floor, crown molding. Flat fee \$45, \$55, \$65 for w/s.
 96% occ, 98% PL.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 48 | \$809 | 714 | \$1.13 | Market | - |
| Garden | | 2 | 1.0 | 80 | \$967 | 850 | \$1.14 | Market | - |
| Garden | | 3 | 2.0 | 16 | \$1,150 | 1,081 | \$1.06 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/10/20 | 10/04/19 |
| % Vac | 0.0% | 2.1% | 2.8% |
| One | \$809 | \$0 | \$767 |
| Two | \$967 | \$0 | \$882 |
| Three | \$1,150 | \$0 | \$1,015 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

East Ridge

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Georgetown Village



ADDRESS 1421 John B White Sr. Blvd, Spartanburg, SC **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Townhouse **UNITS** 74 **VACANCY** 2.7% (2 Units) as of 04/29/22 **OPENED IN** 1979



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 11% | \$820 | 760 | \$1.08 |
| Two | 78% | \$941 | 820 | \$1.15 |
| Three | 11% | \$1,077 | 1,100 | \$0.98 |

| Community Amenities |
|--|
| Clubhouse, Central Laundry, Outdoor Pool, Playground, Business Center, Computer Center |

| Features | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Ceiling Fan, Patio Balcony |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |

| Parking | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

| Contacts | |
|----------------------|--------------|
| Owner / Mgmt. | Tricia |
| Phone | 864-641-6423 |

| Comments |
|--|
| Shares an office & amenities with Timberlane |

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Townhouse | | 1 | 1.5 | 8 | \$845 | 760 | \$1.11 | Market | - |
| Townhouse | | 2 | 1.5 | 58 | \$971 | 820 | \$1.18 | Market | - |
| Townhouse | | 3 | 1.5 | 8 | \$1,112 | 1,100 | \$1.01 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/10/20 | 10/04/19 |
| % Vac | 2.7% | 0.0% | 1.4% |
| One | \$845 | \$806 | \$741 |
| Two | \$971 | \$901 | \$841 |
| Three | \$1,112 | \$1,036 | \$966 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Natural Gas |

Georgetown Village

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Hidden Park



ADDRESS 320 Spruce St., Spartanburg, SC **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 100 **VACANCY** 5.0 % (5 Units) as of 04/29/22 **OPENED IN** 1984



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 24% | \$1,004 | 670 | \$1.50 |
| Two | 60% | \$1,149 | 864 | \$1.33 |
| Three | 16% | \$1,279 | 991 | \$1.29 |

| Community Amenities |
|-----------------------------|
| Central Laundry, Playground |

| Features | |
|----------------------------|-----------------------------------|
| Standard | Dishwasher, Disposal, Ceiling Fan |
| Central / Heat Pump | Air Conditioning |

| Parking | | Contacts | |
|-------------------------------|----------------------|----------------------|--------------|
| Parking Description | Free Surface Parking | Owner / Mgmt. | Cheryl |
| Parking Description #2 | | Phone | 864-585-0863 |

| Comments |
|---|
| Black appliances, laminate counters, vinyl wood in renovated units. |

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 24 | \$1,004 | 670 | \$1.50 | Market | - |
| Garden | | 2 | 1.0 | 60 | \$1,149 | 864 | \$1.33 | Market | - |
| Garden | | 3 | 1.5 | 16 | \$1,279 | 991 | \$1.29 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/09/19 |
| % Vac | 5.0% | 4.0% | 0.0% |
| One | \$1,004 | \$719 | \$684 |
| Two | \$1,149 | \$807 | \$777 |
| Three | \$1,279 | \$904 | \$898 |

| Adjustments to Rent | |
|--------------------------|-----------|
| Incentives | Yieldstar |
| Utilities in Rent | |
| Heat Source | Electric |

Hidden Park

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Highland Crossing



ADDRESS 201 Highland Ave, Spartanburg, SC, 29306 **COMMUNITY TYPE** LIHTC - General **STRUCTURE TYPE** 3 Story - Garden **UNITS** 72 **VACANCY** 1.4 % (1 Units) as of 05/24/22 **OPENED IN** 2016



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 0% | \$454 | 947 | \$0.48 |
| Two | 0% | \$503 | 1,179 | \$0.43 |
| Three | 0% | \$655 | 1,318 | \$0.50 |

| Community Amenities |
|--|
| Clubhouse, Fitness Room, Central Laundry, Playground |

Features

| | |
|----------------------------|--------------------------------------|
| Standard | Dishwasher, Microwave, Patio Balcony |
| Not Available | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Black | Appliances |
| Laminate | Countertops |
| Vinyl/Linoleum | Flooring Type 1 |

| Parking | | Contacts | |
|-------------------------------|----------------------|--------------|--------------|
| Parking Description | Free Surface Parking | Phone | 864-586-3107 |
| Parking Description #2 | | | |

Comments

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|-------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | | \$479 | 947 | \$0.51 | LIHTC | 50% |
| Garden | | 2 | 2.0 | | \$533 | 1,179 | \$0.45 | LIHTC | 50% |
| Garden | | 3 | 2.0 | | \$690 | 1,318 | \$0.52 | LIHTC | 50% |

| Historic Vacancy & Eff. Rent (1) | |
|----------------------------------|----------|
| Date | 05/24/22 |
| % Vac | 1.4% |
| One | \$479 |
| Two | \$533 |
| Three | \$690 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

Highland Crossing

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Lofts at Northside Station



ADDRESS 501 howard st., Spartanburg, NC, 29303 **COMMUNITY TYPE** **STRUCTURE TYPE** 3 Story Garden **UNITS** 20 **VACANCY** 10.0 % (2 Units) as of 04/29/22 **OPENED IN** 2020



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 50% | \$1,017 | 802 | \$1.27 |
| Two | 50% | \$1,157 | 1,016 | \$1.14 |

Community Amenities

Features

| | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Vinyl/Linoleum | Flooring Type 1 |
| Community Security | Keyed Bldg Entry |

Parking

| | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

Contacts

| | |
|----------------------|--------------|
| Owner / Mgmt. | Patty |
| Phone | 803-260-3000 |

Comments

opened July 2020 and was essentially preleased. SS Apps, Quartz CTS. Located in a mixed use building w. offices on ground floor & 16 suites for Wofford college students. Trash & pest - \$5. AKA 500 Howard St.

| Floorplans | | | | | | | | | |
|-------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| 1BR Market Garden | | 1 | 1.0 | 7 | \$1,075 | 802 | \$1.34 | Market | - |
| 1BR 80% Garden | | 1 | 1.0 | 3 | \$880 | 802 | \$1.10 | | 80% |
| 2BR Market Garden | | 2 | 2.0 | 7 | \$1,200 | 1,016 | \$1.18 | Market | - |
| 2BR 80% Garden | | 2 | 2.0 | 3 | \$1,058 | 1,016 | \$1.04 | | 80% |

| Historic Vacancy & Eff. Rent (1) | | |
|----------------------------------|----------|----------|
| Date | 04/29/22 | 12/09/20 |
| % Vac | 10.0% | 0.0% |
| One | \$1,075 | \$965 |
| Two | \$0 | \$1,129 |

Adjustments to Rent

| | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

Lofts at Northside Station

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Magnolia Townhomes



ADDRESS 201 E Blackstock Rd, Spartanburg, SC **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Townhouse **UNITS** 98 **VACANCY** 2.0 % (2 Units) as of 04/29/22 **OPENED IN** 1974



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 18% | \$975 | 750 | \$1.30 |
| Two | 69% | \$1,185 | 1,000 | \$1.19 |
| Three | 12% | \$1,325 | 1,027 | \$1.29 |

| Community Amenities |
|-------------------------------|
| Central Laundry, Outdoor Pool |

Features

| | |
|----------------------------|-------------------------------------|
| Standard | Dishwasher, Disposal, Patio Balcony |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |

| Parking | | Contacts | |
|-------------------------------|----------------------|----------------------|--------------|
| Parking Description | Free Surface Parking | Owner / Mgmt. | Alicia |
| Parking Description #2 | | Phone | 864-574-2900 |

Comments

Screened back porch. Recently renovated-White appliances, laminate counters, vinyl wood floor.
 Select units have W/D hook ups.
 Some with SS apps. Prices shown include W/D hookups

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Townhouse | | 1 | 1.0 | 18 | \$975 | 750 | \$1.30 | Market | - |
| Townhouse | | 2 | 1.5 | 68 | \$1,185 | 1,000 | \$1.19 | Market | - |
| Townhouse | | 3 | 1.5 | 12 | \$1,325 | 1,027 | \$1.29 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 05/05/21 | 12/14/20 |
| % Vac | 2.0% | 3.1% | 1.0% |
| One | \$975 | \$1,000 | \$831 |
| Two | \$1,185 | \$1,135 | \$1,110 |
| Three | \$1,325 | \$1,458 | \$1,375 |

| Adjustments to Rent | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

Magnolia Townhomes

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Montgomery Building Apts



ADDRESS 187 N. Church Street, Spartanburg, SC, 29306 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 10 Story - Adaptive Reuse **UNITS** 63 **VACANCY** 1.6 % (1 Units) as of 04/29/22 **OPENED IN** 2018



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| Studio | 33% | \$1,050 | 471 | \$2.23 |
| One | 33% | \$1,314 | 815 | \$1.61 |
| Two | 33% | \$1,542 | 1,115 | \$1.38 |

| Community Amenities |
|-------------------------------|
| Fitness Room, Elevator Served |

| Features | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, High Ceilings |
| Standard - Stacked | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Carpet | Flooring Type 1 |
| Community Security | Intercom |

| Parking | |
|-------------------------------|-------------------|
| Parking Description | Structured Garage |
| Parking Description #2 | |

| Contacts | |
|----------------------|--------------|
| Owner / Mgmt. | Alyssa |
| Phone | 864-504-6969 |

Comments
 Open 12/6/18, leased up 6/27/19. 98%, leased occ at 97%. Out of LU mid-June. Grd floor- Retail, Apts on flrs 4-10. SS appli., Granite counters, crown molding, bay windows. Bldg on National Register of Historic Places. Pet wash area. Mandatory Fee \$150/1BR, \$160/2BR includes W/S/Trash, Cable & Internet. Parking in adjacent city garage no charge.

| Floorplans | | | | | | | | | |
|-------------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| High Rise - Elevator | | 0 | 1.0 | 21 | \$1,050 | 471 | \$2.23 | | - |
| A1 High Rise - Elevator | | 1 | 1.0 | 10 | \$1,235 | 756 | \$1.63 | | - |
| A2 High Rise - Elevator | | 1 | 1.0 | 11 | \$1,385 | 869 | \$1.59 | | - |
| B1 High Rise - Elevator | | 2 | 2.0 | 7 | \$1,450 | 1,067 | \$1.36 | | - |
| B2 High Rise - Elevator | | 2 | 2.0 | 6 | \$1,550 | 1,118 | \$1.39 | | - |
| B3 High Rise - Elevator | | 2 | 2.0 | 7 | \$1,600 | 1,126 | \$1.42 | | - |
| B4 High Rise - Elevator | | 2 | 2.0 | 1 | \$1,730 | 1,350 | \$1.28 | | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/10/20 | 10/09/19 |
| % Vac | 1.6% | 1.6% | 0.0% |
| Studio | \$1,050 | \$920 | \$850 |
| One | \$1,310 | \$1,347 | \$1,313 |
| Two | \$1,583 | \$1,534 | \$1,750 |

| Adjustments to Rent | |
|--------------------------|----------------------------------|
| Incentives | None; Preferred Employer Program |
| Utilities in Rent | |
| Heat Source | Electric |

| Initial Absorption | |
|--------------------|------------------|
| Opened: 2018-12-06 | Months: 6.0 |
| Closed: 2019-06-27 | 10.5 units/month |

Montgomery Building Apts

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Palmetto Lofts



ADDRESS 100 E Main St., Spartanburg, SC, 29306 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story - Adaptive Reuse **UNITS** 21 **VACANCY** 0.0 % (0 Units) as of 04/29/22 **OPENED IN** 2007



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 67% | \$1,300 | 1,075 | \$1.21 |
| Two | 24% | \$1,595 | 1,345 | \$1.19 |
| Three | 5% | \$2,465 | 2,800 | \$0.88 |
| Four+ | 5% | \$2,760 | 2,750 | \$1.00 |

| Community Amenities |
|---------------------|
| Central Laundry |

| Features | |
|----------------------------|---|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan, High Ceilings |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Community Security | Keyed Bldg Entry |

| Parking | | Contacts | |
|-------------------------------|--|----------------------|--------------|
| Parking Description | | Owner / Mgmt. | Leann |
| Parking Description #2 | | Phone | 864-641-7282 |

Comments
 1 & 2 Story units. Crown molding, built-in bookshelves, granite Ct, SS appl, vinyl wood flrs, exposed brick walls, ceramic tile bath surround, some w/marble flr, walk-in closet. Bike storage, courtyard patio. Select units-Lofts & Faux-fireplace. Alt phone #: 864-641-7282. No parking on-site.

| Floorplans | | | | | | | | | |
|---------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Mid Rise - Elevator | | 1 | 1.5 | 14 | \$1,325 | 1,075 | \$1.23 | Market | - |
| Mid Rise - Elevator | | 2 | 2.0 | 5 | \$1,625 | 1,345 | \$1.21 | Market | - |
| Mid Rise - Elevator | | 3 | 2.0 | 1 | \$2,500 | 2,800 | \$0.89 | Market | - |
| Mid Rise - Elevator | | 4 | 2.0 | 1 | \$2,800 | 2,750 | \$1.02 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/04/19 |
| % Vac | 0.0% | 0.0% | 9.5% |
| One | \$1,325 | \$1,200 | \$1,175 |
| Two | \$1,625 | \$1,400 | \$1,350 |
| Three | \$2,500 | \$1,825 | \$1,825 |
| Four+ | \$0 | \$2,800 | \$2,678 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

Palmetto Lofts

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Park Square



ADDRESS 1480 W.O. Ezell Blvd., Spartanburg, SC, 29301
COMMUNITY TYPE Market Rate - General
STRUCTURE TYPE 2 Story - Garden
UNITS 96
VACANCY 0.0 % (0 Units) as of 04/29/22
OPENED IN 1972



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| Two | 75% | \$1,100 | 950 | \$116 |
| Three | 25% | \$1,200 | 1,150 | \$104 |

Community Amenities
 Central Laundry, Outdoor Pool, Playground

| Features | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Ceiling Fan, Patio Balcony |
| Hook Ups | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Standard - In Unit | Storage |

| Parking | | Contacts | |
|-------------------------------|----------------------|----------------------|--------------|
| Parking Description | Free Surface Parking | Owner / Mgmt. | Tracey |
| Parking Description #2 | | Phone | 864-574-2055 |

Comments
 Black appls, laminate counters, vinyl wood floor, gas stove.

| Floorplans | | | | | | | | | |
|-------------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Charleston Garden | | 2 | 1.0 | 72 | \$1,100 | 950 | \$116 | Market | - |
| Palmetto Garden | | 3 | 2.0 | 24 | \$1,200 | 1,150 | \$104 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 05/05/21 | 12/14/20 |
| % Vac | 0.0% | 1.0% | 2.1% |
| Two | \$1,100 | \$995 | \$875 |
| Three | \$1,200 | \$1,170 | \$988 |

| Adjustments to Rent | |
|--------------------------|------|
| Incentives | None |
| Utilities in Rent | |

Park Square

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Riverwind



ADDRESS 200 Heywood Ave, Spartanburg, SC **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story - Garden **UNITS** 194 **VACANCY** 2.6 % (5 Units) as of 04/29/22 **OPENED IN** 1986



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 43% | \$1,143 | 687 | \$1.66 |
| Two | 51% | \$1,473 | 988 | \$1.49 |
| Three | 6% | \$1,745 | 1,252 | \$1.39 |

| Community Amenities |
|--|
| Clubhouse, Fitness Room, Central Laundry, Hot Tub, Outdoor Pool, Tennis, Volleyball, Playground, Business Center, Car Wash |

Features

| | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Ceiling Fan, Patio Balcony |
| Standard - Full | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| Standard - Wood | Fireplace |
| Community Security | Monitored Unit Alarms |

Parking

| | |
|-------------------------------|----------------------|
| Parking Description | Free Surface Parking |
| Parking Description #2 | |

Contacts

| | |
|----------------------|--------------|
| Owner / Mgmt. | Chris |
| Phone | 864-507-9587 |

Comments

White appliances, laminate counters, vinyl wood floor. \$200 Amenity fee. Dog park, Firepit, outdoor fitness stations. Larger 1br is cheaper.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 42 | \$1,075 | 671 | \$1.60 | Market | - |
| Garden | | 1 | 1.0 | 42 | \$1,210 | 702 | \$1.72 | Market | - |
| Garden | | 2 | 2.0 | 98 | \$1,473 | 988 | \$1.49 | Market | - |
| Garden | | 3 | 3.0 | 12 | \$1,745 | 1,252 | \$1.39 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 03/17/21 | 12/09/20 |
| % Vac | 2.6% | 0.0% | 7.2% |
| One | \$1,143 | \$923 | \$890 |
| Two | \$1,473 | \$1,170 | \$1,070 |
| Three | \$1,745 | \$1,295 | \$1,290 |

Adjustments to Rent

| | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

Riverwind

The Bon Haven



| | | | | | |
|---|--|---|---------------------|--|--------------------------|
| ADDRESS 728 N Church St, Spartanburg, SC, 29303 | COMMUNITY TYPE Market Rate - General | STRUCTURE TYPE 4 Story - Mid Rise | UNITS 158 | VACANCY 17.7 % (28 Units) as of 05/03/22 | OPENED IN 2021 |
|---|--|---|---------------------|--|--------------------------|

| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 0% | \$1,350 | 790 | \$1.71 |
| Two | 0% | \$1,615 | 1,107 | \$1.46 |

| Community Amenities |
|---|
| Clubhouse, Fitness Room, Business Center, Computer Center, Outdoor Pool, Concierge, Elevator Served |

Features

| | |
|----------------------------|---|
| Standard | Dishwasher, Disposal, Microwave, Ceiling Fan, Patio Balcony |
| Standard - Full | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| SS | Appliances |
| Granite | Countertops |

| Parking | Contacts |
|--|------------------------------|
| Parking Description Free Surface Parking | Phone 864-465-8627 |
| Parking Description #2 | |

Comments

Opened July 2021. Construction ended December 2021

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| | | 1 | 1.0 | | \$1,350 | 790 | \$1.71 | | - |
| | | 2 | 2.0 | | \$1,615 | 1,107 | \$1.46 | | - |

| Historic Vacancy & Eff. Rent (1) | |
|----------------------------------|----------|
| Date | 05/03/22 |
| % Vac | 17.7% |
| One | \$1,350 |
| Two | \$1,615 |

| Adjustments to Rent | |
|--------------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

The Bon Haven

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

The Brick Lofts



ADDRESS
600 Magnolia St, Spartanburg, SC

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
Adaptive Reuse

UNITS
43

VACANCY
2.3 % (1 Units) as of 04/29/22

OPENED IN
2004



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| Studio | 12% | \$1,002 | 475 | \$2.11 |
| One | 58% | \$1,225 | 642 | \$1.91 |
| Two | 30% | \$1,295 | 862 | \$1.50 |

| Community Amenities |
|---------------------|
| Central Laundry |

| Features | |
|----------------------------|--|
| Standard | Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan |
| Not Available | In Unit Laundry, Patio Balcony |
| Central / Heat Pump | Air Conditioning |
| Hardwood | Flooring Type 1 |
| Vinyl/Linoleum | Flooring Type 2 |
| SS | Appliances |
| Quartz | Countertops |
| Community Security | Perimeter Fence, Gated Entry, Keyed Bldg Entry |

| Parking | | Contacts | |
|-------------------------------|----------------------|--------------|--------------|
| Parking Description | Free Surface Parking | Phone | 864-308-1659 |
| Parking Description #2 | | | |

Comments
 SS appliances, tile shower, quartz countertops, on-site laundry, shaker cabinets, vessel sinks, comm grill, dog park.
 98% occ, 100% PL.
 Residents have access to community amenities at Church Street Lofts including pool, fitness center, and rooftop deck.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| | | 0 | 1.0 | 5 | \$1,025 | 475 | \$2.16 | Market | - |
| | | 1 | 1.0 | 25 | \$1,250 | 642 | \$1.95 | Market | - |
| | | 2 | 1.0 | 13 | \$1,325 | 862 | \$1.54 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/10/20 | 07/19/19 |
| % Vac | 2.3% | 0.0% | 0.0% |
| Studio | \$1,025 | \$960 | \$845 |
| One | \$1,250 | \$985 | \$893 |
| Two | \$1,325 | \$1,070 | \$885 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |
| Heat Source | Electric |

The Brick Lofts

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

The Charles on Liberty



| | | | | | |
|--|--|---|---------------------|---|--------------------------|
| ADDRESS 201 N Liberty St, Spartanburg, SC, 29306 | COMMUNITY TYPE Market Rate - General | STRUCTURE TYPE 4 Story - Mid Rise | UNITS 208 | VACANCY 60.1 % (125 Units) as of 05/03/22 | OPENED IN 2021 |
|--|--|---|---------------------|---|--------------------------|

| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 0% | \$1,349 | 834 | \$1.62 |
| Two | 0% | \$2,021 | 1,448 | \$1.40 |
| Three | 0% | \$1,715 | 1,320 | \$1.30 |

| Community Amenities |
|--|
| Clubhouse, Fitness Room, Outdoor Pool, Business Center, Computer Center, Community Room, Elevator Served |

| Features | |
|---------------------|--|
| Standard | Dishwasher, Disposal, Microwave, Patio Balcony |
| Standard - Full | In Unit Laundry |
| Central / Heat Pump | Air Conditioning |
| SS | Appliances |
| Granite | Countertops |

| Parking | Contacts |
|---------|--------------------|
| | Phone 844-287-5633 |

Comments
Opened Dec 2021. 2 buildings (aprox 50 units) still under construction

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| | | 1 | 1.0 | | \$1,263 | 753 | \$1.68 | - | |
| | | 1 | 1.0 | | \$1,435 | 915 | \$1.57 | - | |
| | | 2 | 2.0 | | \$1,635 | 1,115 | \$1.47 | - | |
| | | 2 | 2.0 | | \$2,408 | 1,782 | \$1.35 | - | |
| | | 3 | 2.0 | | \$1,715 | 1,320 | \$1.30 | - | |

| Historic Vacancy & Eff. Rent (1) | |
|----------------------------------|----------|
| Date | 05/03/22 |
| % Vac | 60.1% |
| One | \$1,349 |
| Two | \$2,021 |
| Three | \$1,715 |

| Adjustments to Rent | |
|---------------------|----------|
| Incentives | None |
| Utilities in Rent | |
| Heat Source | Electric |

The Charles on Liberty

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Timberlane



ADDRESS 106 Kensington Dr, Spartanburg, SC **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story - Garden **UNITS** 92 **VACANCY** 3.3 % (3 Units) as of 04/29/22 **OPENED IN** 1996



| Unit Mix & Effective Rent (1) | | | | |
|-------------------------------|--------|----------|----------|-------------|
| Bedroom | %Total | Avg Rent | Avg SqFt | Avg \$/SqFt |
| One | 20% | \$820 | 650 | \$1.26 |
| Two | 59% | \$941 | 912 | \$1.03 |
| Three | 22% | \$1,077 | 1,185 | \$0.91 |

Community Amenities
Clubhouse, Fitness Room, Central Laundry, Outdoor Pool, Playground

Features

Standard Dishwasher, Ceiling Fan, Patio Balcony
Hook Ups In Unit Laundry
Central / Heat Pump Air Conditioning
Select Units Fireplace

| Parking | | Contacts | |
|-------------------------------|----------------------|----------------------|--------------|
| Parking Description | Free Surface Parking | Owner / Mgmt. | Cynity |
| Parking Description #2 | | Phone | 864-641-6423 |

Comments

Standard finishes-Select units have vinyl wood floors & garden tubs.
 Vacancy not available. Some 2BR units have 1.5 bath but same square footage. Jointly managed with Georgetown village.

| Floorplans | | | | | | | | | |
|-------------|---------|-----|------|---------|---------|-------|---------|---------|----------|
| Description | Feature | BRs | Bath | # Units | Rent | SqFt | Rent/SF | Program | IncTarg% |
| Garden | | 1 | 1.0 | 18 | \$845 | 650 | \$1.30 | Market | - |
| Garden | | 2 | 2.0 | 54 | \$971 | 912 | \$1.06 | Market | - |
| Garden | | 3 | 2.0 | 20 | \$1,112 | 1,185 | \$0.94 | Market | - |

| Historic Vacancy & Eff. Rent (1) | | | |
|----------------------------------|----------|----------|----------|
| Date | 04/29/22 | 12/09/20 | 10/04/19 |
| % Vac | 3.3% | 0.0% | 2.2% |
| One | \$845 | \$779 | \$729 |
| Two | \$971 | \$905 | \$835 |
| Three | \$1,112 | \$1,046 | \$976 |

| Adjustments to Rent | |
|--------------------------|--------------------|
| Incentives | None |
| Utilities in Rent | Water/Sewer, Trash |

Timberlane

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.