

NEED AND DEMAND ANALYSIS
FOR THE VILLAS AT FINCHER PLACE APARTMENTS
IN
ROCK HILL, SOUTH CAROLINA

Prepared for
Villas at Fincher Place, LP
for submission to
the South Carolina State Housing Finance and Development Authority

June 2022

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INTRODUCTION

PURPOSE

The purpose of this report is to present the findings of an analysis of the need and demand for the proposed Villas at Fincher Place Apartments in Rock Hill, South Carolina. A total of 90 units are to be developed: 12 one-bedroom units, 46 two-bedroom units, and 32 three-bedroom units. The apartments will rent to households whose incomes qualify their apartments for tax credit status.

ASSUMPTIONS AND CONDITIONS

The findings of this study are predicated upon the assumption that the proposed development, as presented to us, will be located at the site described in the report, that it will be funded through the program under which it was prepared, and within the stated projection period.

Further, the findings are based on the assumption that once funded, the complex will be well-designed, well-marketed, and professionally managed.

The data and analysis in this study are based on information relating to conditions in the town, market area, county, and state in which the project is to be located, and has been obtained from the most pertinent and current available sources. Likewise, every effort has been made to ensure its accuracy and reliability. However, we can assume no responsibility for inaccuracies in reporting by any local, regional, state, or federal agency cited, nor for any information withheld or erroneously reported by the sources cited during the normal course of our professional research. Consequently, we reserve the right to alter our findings and conclusions, if necessary, on the basis of any discovered material inaccuracies.

It is important to stress that coverage from the 2010 Census does not equate with the coverage provided in previous decennial Censuses. Thus, other sources - notably the Census Bureau's American Community Survey - is necessarily to be relied upon. The latter is based on a relatively small sample (compared with earlier sample-based Census reports) and therefore is subject to large statistical margins of error. Thus, use of these data is subject to the *caveat* that those data may not be as rigorous or as reliable as Census data prior to 2010. In this regard, if the data suggest outcomes at variance with our observations from other sources, these will be highlighted in our findings.

The site of the proposed apartments was visited (on January 18, 2021). In addition, interviews are held with persons with particular knowledge pertinent to the study.

The report is designed to satisfy the underwriting criteria of the reviewing agency for which it was performed, and the conclusions, based on the results of our research, experience, and expertise reflect the predicted ability of the project, as presented to us, to meet or exceed that reviewing agency's guidelines. Thus, a positive conclusion does not necessarily imply that the project would be found to be feasible or successful under different underwriting standards, and this study does not necessarily incorporate generally accepted professional market study standards and elements pre-empted by the guidelines set out by the reviewing agency.

It is stated that we have no responsibility for opinions requiring expertise in other fields of expertise - these would include, for example, legal, environmental, architectural, and engineering matters.

To the best of our knowledge, this report is an accurate representation of market conditions. While due care and professional housing market study techniques were used, no guarantee is made of the findings.

It is stated that we do not have, nor will have in the future, any material interest in the proposed development, and that there is no identity of interest between us and the party for whom the project was prepared. Further, we state that the payment of the fee is not contingent upon a favorable conclusion, nor approval of the project by any agency before or after the fact. The payment of the fee does not include payment for testimony nor further consultation.

Submitted, and attested to, by:

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Date:: June 20, 2022

EXECUTIVE SUMMARY

The following provides a brief summary of each of the major sections in the market analysis.

The proposed development will comprise the development of 90 units of low income tax credit financed housing. The apartments will rent to households whose incomes qualify their apartments for tax credit status, with units to be targeted to households at 30 percent and 60 percent of the local area median income. Rental assistance will be available for 30 units.

The Villas at Fincher Place Apartments are to be located on the south side of West Main Street, to the west of Rock Hill, in York County, in north central South Carolina.

The market area for the proposed apartments is south-eastern York County.

In 2020, the York County labor force comprised an estimated 143,890 persons. Of this total, 135,143 were employed and 8,747 or 6.1 percent were unemployed. Unemployment increased by 4,994 between 2019 and 2020 as a consequence of the COVID-19 pandemic (where unemployment reached 11.5 percent in May, 2020). Prior to 2019, employment grew quite consistently on an annual basis - with the rate of unemployment decreasing from 9.1 percent in 2012.

The population of the project market area is projected to increase from 100,403 in 2010, to 121,244 in 2021, to 127,683 in 2024. The number of households is projected to increase from 24,733 in 2010 to 29,683 in 2021, to 31,735 in 2024. There were 14,315 renter households in the market area in 2010: which is projected to increase to 18,674 by 2021, and to 20,434 by 2024.

There are many apartment complexes located throughout the Rock Hill area. These include properties that have been financed through the use of Low Income Housing tax Credits - and thus are comparable to the proposed complex. There is one HUD-subsidized property for low and very low income renters. Additionally, there are very many market rate complexes.

Occupancy at the market rate properties in our survey reveal a 97.1 percent occupancy level. The tax credit properties are 97.4 percent occupied, and the one subsidized HUD Section 8 complex is 100 percent occupied. This yields a 97.4 percent overall occupancy level for the total survey.

Market study guidelines require that where a proposed development is to offer rental assistance the demand for that property is to be calculated, without that assistance and using maximum tax credit rents. The total potential need for unassisted tax credit units in the project market area by 2024 is calculated to be for 1,363 units. The net need is for 1,207 units. Given the calculated net need, the proposed 90-unit development amounts to 7.5 percent of the need.

The demand for rent-assisted units at the site of the proposed is determined to be for 8,519 units. A 90-unit rent-assisted project translates to a 1.1 percent capture rate.

The total need for a project such as proposed - with a mix of assisted and unassisted units - is calculated to be for 8,519 units. The net need is for 8,363 units. A 90-unit project, as proposed, yields a capture rate of 1.1 percent - which is considered very realistic.

Based on the above, the project could expect to lease-up over a period of three- to four months, or less.

Demographic Data (found on page 29,46)						
	2010		2021		2024	
Renter Households	14,315	36.7%	18,674	38.6%	20,434	39.2%
Income-Qualified Renter HHs (LIHTC)			11,588	62.1%	12,680	62.1%
Income-Qualified Renter HHs (MR)						

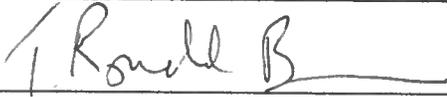
Targeted Income-Qualified Renter Household Demand (found on page 46)						
Type of Demand	30 % (a)	60% (a)	30 % (u/a)	60% (u/a)	Editable	Overall
Renter Household Growth	311	906	295	186		1,092
Existing Households (Overburd + Substand)	4,787	7,145	802	281		7,436
Homeowner conversion (Seniors)						
Other:						
Less Comparable/Competitive Supply	0	0	0	156		156
Net Income-qualified Renters HHs	5,098	8,051	1,097	311		8,372

Capture Rates (found on page 46)						
Targeted Population	30% (a)	60% (a)	30 % (u/a)	60% (u/a)		Overall
Capture Rate	0.4%	0.1%	0%	19.2%		11%

Absorption Rate (found on page 47)
 Absorption Period three to four months.

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 this project being funded. This report was written according to the SCSHFDA's market study requirements. The information included is accurate and can be relied upon by SCSHFDA to present a true assessment of the low-income housing rental market.

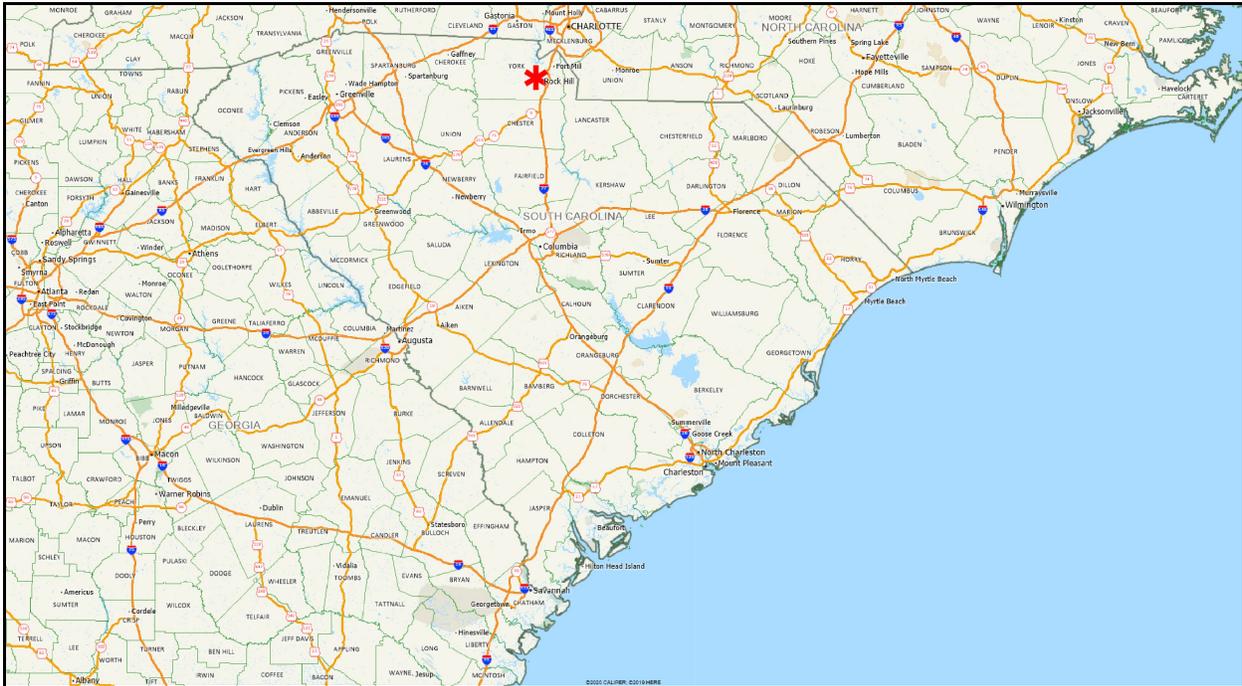
Market Analyst Author: T. Ronald Brown Company: T. Ronald Brown

Signature:  Date: July 1, 2022

A. PROJECT DESCRIPTION

Project Location

The Proposed Apartments are to be located on the south side of West Main Street, to the west of Rock Hill, in York County, in north central South Carolina.



Construction type: New construction

The property comprises four three-story residential buildings, with an office/community building.

Occupancy type :Family

Target income group: 30 percent and 60 percent of the local area median income

Special population target: not applicable

Proposed unit mix, etc.

	<u>Units</u>	<u>sq. ft</u>	<u>Rent</u>	<u>Targeting*</u>
1 bedroom/1 bath	12	750	\$939	less than 60 percent
2 bedroom/ 1 bath	9	1,007	\$1,112	less than 60 percent
3 bedroom/2 bath	18	1,100	\$1,329	less than 30 percent **
3 bedroom/2 bath	39	1,100	\$1,259	less than 60 percent
3 bedroom/2 bath	12	1,100	\$1,329	less than 60 percent **

* percent of area median income

** rent-assisted

Rental Assistance: 30 units (see above)

With respect to utilities, the units will be all-electric. Each tenant will be responsible for water, sewer, heating, cooling and other electricity. The owner will responsible for trash collection. The utility allowance is \$121 for a one-bedroom unit, \$160 for a two-bedroom unit, and \$211 for a three-bedroom unit.

The complex comprises two three-story buildings and five two-story buildings. In addition, the project will feature a community building which houses a rental office, laundry facilities, an exercise room, computer room, and a kitchenette. There are also outdoor play/recreation areas.

Unit amenities include a fully equipped kitchen, washer and dryer connections, and ceiling fans and mini-blinds. The units will be centrally-heated and air conditioned, with carpet and vinyl flooring.

Based on information supplied by the developer, the proposed apartments will meet energy-saving standards, both for construction and for appliances provided.

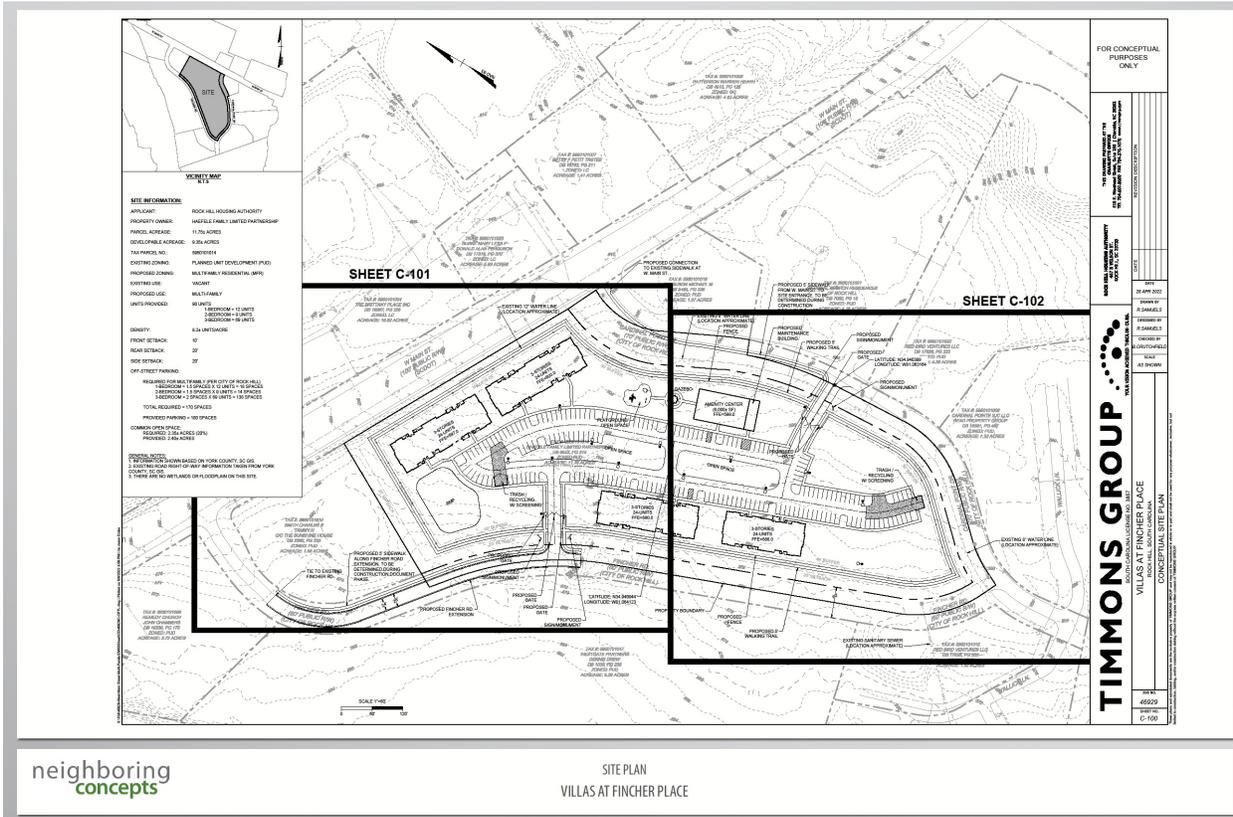
Information submitted by the developer suggests that construction would start in the winter of 2023, with completion around 12 months thereafter.

Representative architectural drawings/plans are set out on the following pages.

Rehabilitation information: n/a

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Site plan



Unit plans



Unit plans



Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Elevations



B. SITE DESCRIPTION

The Proposed Apartments are to be located on the south side of West Main Street, to the west of Rock Hill, in York County, in north central South Carolina.

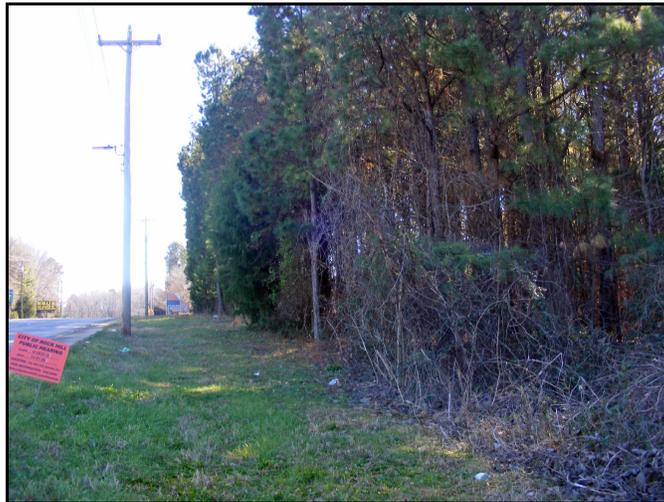
Adjacent properties include two small businesses (a daycare centre and an animal hospital), the Willowbrook Crossing Apartments, the Cardinal Pointe Apartments, and undeveloped land. The Willowbrook Apartments is an affordable complex designated for seniors, and Cardinal Pointe is a 64-unit complex that was originally a tax credit property. The Brittany Place Apartments - a 216-unit market rate complex - is located across West Main Street from the site.



There are no apparent physical, environmental, or other constraints upon the construction and marketing of the proposed project at this location.



View across W Main St., to site



View onto property



View on property



View east on W Main St., at site



View west on W. Main St., at site



View across W Main St, from site (Brittany Place Apts.)

The following distances from the site to various local services and amenities.

<u>Category</u>	<u>Neighborhood/Community Amenity</u>	<u>Distance (miles)</u>
Highways	SC 5/ West Main Street	<0.1
	Interstate 77	5.5
Bus stop	My Ride	0.1
Retail - Grocery	Publix (Wedgewood Square)	1.0
	Food Lion	1.1
Retail - Other	Family Dollar	1.2
	Wal -mart	4.1
	Target	5.5
	Rock Hill Galleria (Belk, Penney's , etc)	6.8
Gas/convenience	Quick Mart	1.1
Pharmacies *	CVS	1.2
	Walgreens	1.1
	Wells Fargo	1.0
Banks	Bank of America	1.1
	Arbys	1.0
Restaurant	Wendys	1.4
	Boyd Hill Recreation Center	1.9
Entertainment, etc	York Road Elementary School	0.8
	Northwestern High School	1.2
Schools	Rock Hill	2.0
Post Office	Rock Hill City Hall	2.5
Government	York County Office Complex	0.7
	York County Library	2.5
Library	Piedmont Medical Center	1.9
Hospital		

* excluding those in grocery stores, etc.

Access from the site to major thoroughfares, sources of employment, shopping, schools, and other local services is quite good.

The site is located off West Main Street (SC 5) - a significant east-west route serving the area. The site is within one third of one mile of the intersection of West Main Street and Heckle Boulevard (SC901). Interstate 77 which connect Charlotte, NC with Columbia is within five and one-half miles, or so, of the site.

The site is within one or so of the Wedgewood Square Shopping Center, which is located at the intersection of Heckle Boulevard and Herlong Avenue. Wedgewood Square is anchored by a Publix grocery store and other outlets include a CVS and a Walgreen's drugstore, various restaurants, and banks. A Food Lion grocery store is located on Heckle Boulevard to the south of West Main Street, just over one mile from the site.

The site is within four and one-fourth miles of a Walmart Supercenter located off Heckle Boulevard, to the north.

The site is within five and one-half miles of a Target store and within six-to-seven miles of or so of the Rock Hill Galleria, which are located off the Dave Lyle Boulevard near Interstate 77, to the east. This Galleria includes, for example, a Belk, Kohl's, and a Wal-mart supercenter.

The site of the proposed apartments is quite well-located with respect to local schools. The York Road Elementary School, for example, is approximately three-fourths of one mile from the site, and the Northwestern High School is within one and one-fourth miles of the site - both of which are located off West Main Street, to the west.

The Rock Hill Library and the Rock Hill Post Office are located near the downtown area, within two and one-half miles of the site.

The Boyd Hill Recreation Center is within two miles of the site of the proposed development.

The Piedmont Medical Center and associated medical services are within two miles of the site of the proposed apartments.

The site is within of two- to three-miles, or so, of the government, shopping, and other services and sources of employment located in downtown Rock Hill. The York County Office complex is located off Heckle Boulevard, south of main Street, within three-fourths of a mile of the site.

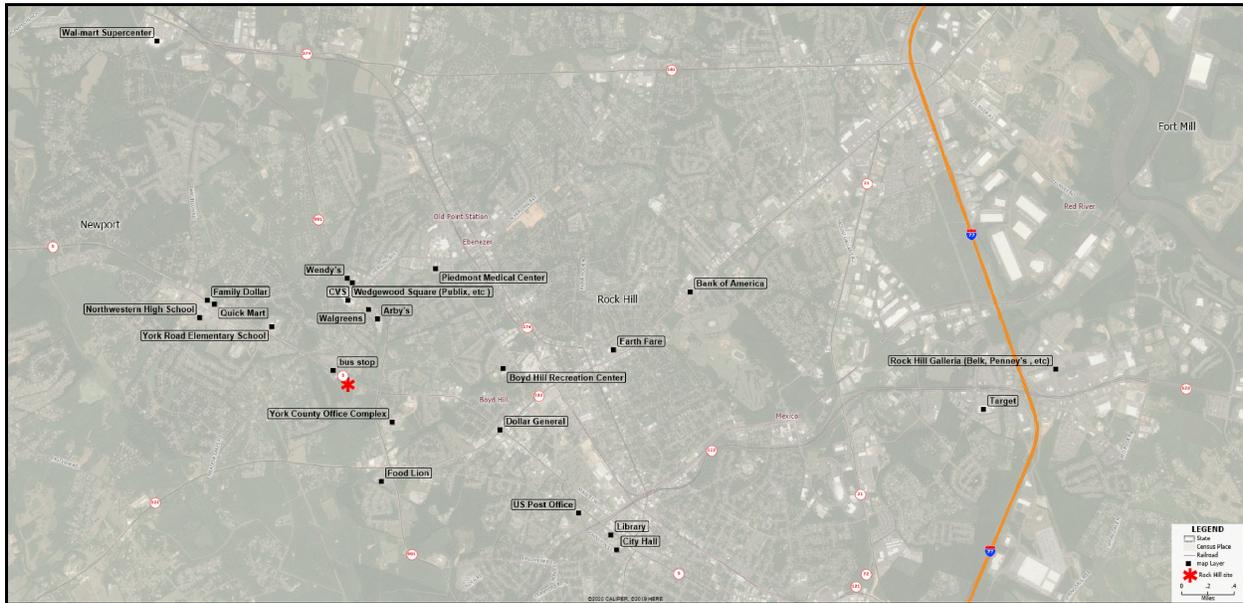
It is understood that there are no significant road or other infrastructure projects under way or planned for this area.

Based on our observations during our site visit, there is no reason to expect that the risk of crime in this neighborhood would be greater or less than that for other parts of the market area. It is not expected that crime or the perception of crime in the area, would impact the project's marketability - nonetheless, as is prudent, security should be considered in the design and marketing of the project.

There are no apparent physical, environmental, or other constraints upon the construction and ongoing marketing of the proposed project at this location.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

The locations of various amenities relative to the site of the proposed development are mapped, below.



C. MARKET AREA

Market areas are defined on the basis of the consideration of many inter-related factors. These include consideration of the site location, consideration of socio-demographic characteristics of the area (tenure, income, rent-levels, etc.), local commuting patterns, physical (or other) boundaries, census geographies, and especially the location of comparable and/or potentially competing communities.

In communities such as county seats where that community is the county's largest community and is centrally located and can draw from the entire county, the county may be the market area. In circumstances where there are potentially competing communities in one county, the market area will be that part of the county (and, potentially, portions of adjacent counties) which the proposed development is most likely to draw from. Here, a combination of census tracts may be used to define the market area. In urban or suburban markets, the market area will be areas adjacent to the site and will extend to all locations of relatively similar character, and with residents or potential residents likely to be interested in the project. Here combinations of census tracts, may be used to define the market area.

Rock Hill is located in east-central York County in northern South Carolina. The market area for the proposed development is south-eastern York County, based on the several census tracts that combine to define the Rock Hill County Census Division. This area is centered on the site of the proposed development and extends up to an approximately ten- mile hinterland (except to the north, where it extends approximately two miles to the Catawba River).

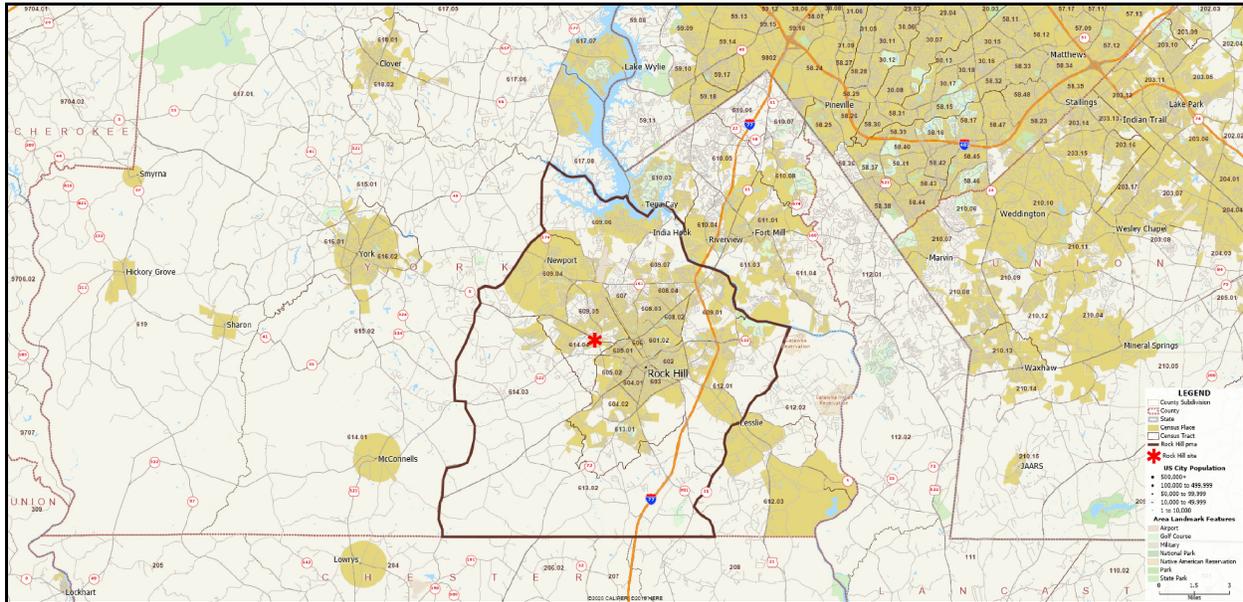
The market area is roughly square-shaped within two- to ten- miles of the site location. The Catawba River forms the northern edge, with portions of Church Road, Neely Store Road, Neely's Creek Road, and Collins Road forming the eastern edge. The southern boundary is the York/Chester county line. The western edge of the market area is formed by portions of the Harps Mill Highway, West Mount Gallant Road, Gordon Road, Percival Road, and the Brattonsville Road.

The area excludes neighboring and potentially competing communities in York County, such as Fort Mill and York. The area constitutes the geographic area immediately adjacent to the site and extends to all locations of relatively similar characteristics, and with residents, or potential residents, likely to be interested in the project.

¹ Census tracts: 601.02, 602, 603, 604.01, 604.02, 605.01, 605.02, 606, 607, 608.02, 608.03, 608.04, 609.01, 609.04, 609.05, 609.06, 609.07, 612.01, 613.01, 613.02, 614.03, and 614.04

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Market area map



D. MARKET AREA ECONOMY

EMPLOYMENT BY INDUSTRY

This distribution of employment, by industry, for the project market area is set out in Table 2, below. This information is from the 2016 to 2020 American Community Survey (and as such is subject to the limitations of those data). Based on those data, the largest sources of employment are manufacturing, health care, and retail trade which account for 14.0 percent, 12.9 percent, and 12.6 percent of the total, respectively..

Table 1 - Employment by Industry, Market Area

	<u>number</u>	<u>percent</u>
Agriculture, etc	215	0.4
Construction	2,426	4.4
Manufacturing	7,739	14.0
Wholesale Trade	2,150	3.9
Retail Trade	6,934	12.6
Transp, Warehousing	2,723	4.9
Utilities	954	1.7
Information	920	1.7
Finance, Insurance, Real Estate	3,722	6.8
Professional, scientific, management	5,990	10.9
Educational Services	4,617	8.4
Health care	7,089	12.9
Arts, entertainment, recreation	847	1.5
Accommodation and food services	4,849	8.8
Other services	2,530	4.6
Public Administration	1,383	2.5

Source: 2016 to 2020 American Community Survey; T Ronald Brown: Research & Analysis

MAJOR EMPLOYERS

The major employers in the Rock Hill area are listed in Table 2, below. From this table it is seen that the largest employers in the area include the local school system, local hospital and the telecommunications company, Comporium - each of which employs in excess of 1,000 persons.

Table 2 - Major Employers

<u>Employer Name</u>	<u>Product/Service</u>	<u>Employees</u>
Rock Hill School District	Education	2,523
Piedmont Medical Center	Healthcare	1,600
Comporium	Telecommunications	1,050
City of Rock Hill	Municipal government	866
Winthrop University	Education	745
Atlas Copco	Compressors	400
Williams And Fudge	Collection Agency	370

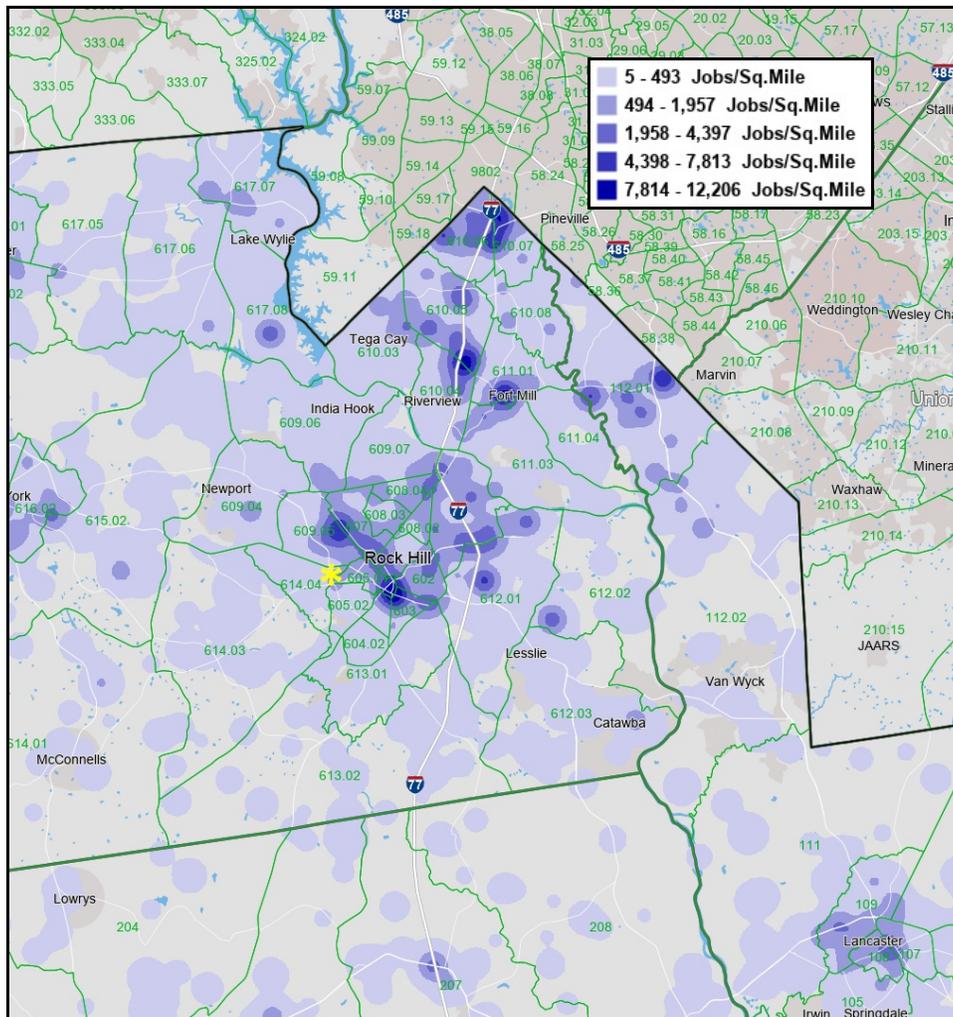
Source: York County Economic Development

Information from the York County Economic Development Department shows several announcements throughout 2021 - where, for example, SouthWood Corporation announced plans to operate a new facility in Rock Hill - creating 73 jobs. Additionally, Scentsy announced plans to establish a new distribution facility in the area, creating 200 jobs. Another significant announcement in 2021 was the establishment of a new facility by Arrival - one that will create 240 new jobs to assemble electric vehicles. A significant announcement in 2020 was the announcement by Ross Stores to add 700 new jobs over five years at its Rock Hill warehousing and distribution operations. Other new businesses and expansions were announced for locations - such as Fort Mill, in York County, outside the Rock Mill market area.

SC WARN notices show that in Fort Mill there were 144 jobs lost to layoffs at one location since 2020.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

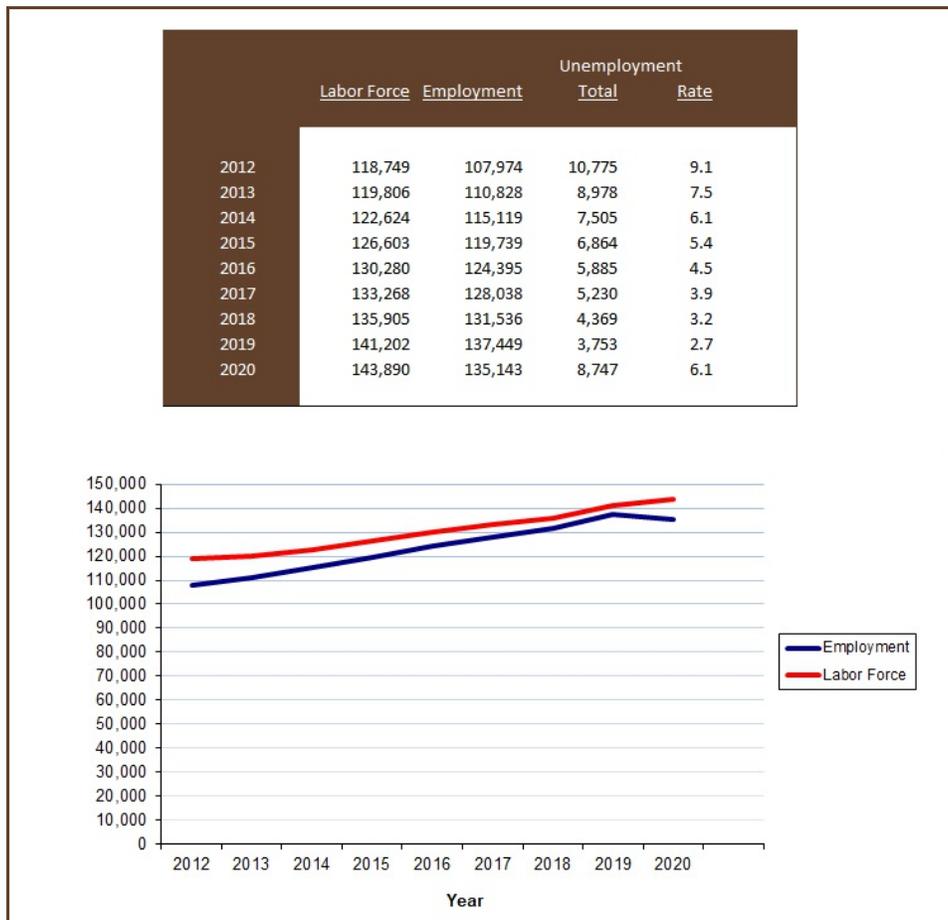
Based on information from the Census, the location of the site relative to the distribution of employment in the wider York County area is illustrated in the map, below. Here it is seen that, with respect to York County, many persons work in both the Rock Hill and Fort Mill areas.



LABOR FORCE AND EMPLOYMENT

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. In 2020, the most recent year for which annualized data are available, the York County labor force comprised an estimated 143,890 persons. Of this total, 135,143 were employed and 8,747 or 6.1 percent were unemployed. Unemployment increased by 4,994 between 2019 and 2020 as a consequence of the COVID-19 pandemic (where unemployment reached 11.5 percent in May, 2020). Prior to 2019, employment grew quite consistently on an annual basis - with the rate of unemployment decreasing from 9.1 percent in 2012.

Table 3 - York County Labor Force and Employment



Source: US Department of Labor

COMMUTING

Based on data from the American Community Survey, 43.5 percent of workers resident in Rock Hill were employed in Rock Hill, with 65.3 percent employed in York County as a whole. The average driving time to work for residents of Rock Hill was 24.4 minutes.

Table 4 - Commuting Data

	<u>number</u>	<u>percent</u>
Total Workers	36,487	100.0
Worked in Place of residence	15,872	43.5
Worked in County of residence	23,826	65.3
Worked outside Place of residence	20,615	56.5
Worked outside County of residence	12,661	34.7
Mean travel time to work (minutes)	24.4	

Source: 2016 to 2020 American Community Survey; T Ronald Brown: Research & Analysis

Commuting patterns data are no longer provided in the Decennial Census. Here, data are obtained from the LEHD Origin-Destination Statistics program available from the Census Bureau’s OnTheMap application. These data, on commuting patterns for persons who live and/or work in York County are set out, below.

Here it is seen that many persons who live in York County commute to work in Mecklenburg County, North Carolina (that is, the Charlotte area), and also to adjacent counties such as Lancaster County and Gaston County (North Carolina). Likewise, many persons employed in York County commute to work there from Mecklenburg County and adjacent jurisdictions - such as Lancaster County, Chester County, and Gaston County.

Table 5 - Commuting Patterns

Working in York County	53,868
Where York County residents are commuting to:	
Mecklenburg County, NC	37,810
Lancaster County	4,250
Gaston County, NC	3,471
Richland County	3,425
Greenville County	3,089
Chester County	1,848
Spartanburg County	1,725
Union County, NC	1,652
Lexington County	1,425
Elsewhere	14,715
Where York County workers are commuting from:	
Mecklenburg County, NC	14,191
Lancaster County	5,328
Chester County	3,755
Gaston County, NC	2,919
Union County, NC	2,126
Richland County	1,770
Greenville County	1,510
Spartanburg County	1,495
Lexington County	1,100
Elsewhere	14,824

Source: LEHD Origin-Destination Statistics program/OnTheMap; T.Ronald Brown: Research & Analysis

While the local economy recovers from the impact of the COVID pandemic, the local economic conditions will not likely have a direct positive or negative impact on the subject property, to any significant extent.

E. COMMUNITY DEMOGRAPHIC DATA

POPULATION TRENDS AND PROJECTIONS

In 2000, the population of York County was 164,614, and in 2010 the population was recorded as 226,073. Population projections for York County are provided by the South Carolina Revenue and Fiscal Affairs Health and Demographics Section. Based on these data, the population of the county is projected to be 297,662 by 2021, and to be 321,906 by 2024.

Population projections for the project market area are based on the average of several small area population projection techniques using census tract level trends for 2000 to 2010, corrected for the county projections. The projection is that in 2021 the project market area will have a population of around 121,244, and around 127,683 in 2024.

Information on population trends and changes between 2000 and 2024 are set out in Table 6, below.

Table 6 - Population Trends

	Rock Hill	Market Area	York County
2000	49,765	79,255	164,614
2010	61,252	100,403	226,073
2021	n/a	121,244	297,662
2024	n/a	127,683	321,906
absolute change			
2000-2010	11,487	21,148	61,459
2010-2021	n/a	20,841	71,589
2021-2024	n/a	6,439	24,244
annual change			
2000-2010	1,149	2,115	6,146
2010-2021	n/a	1,895	6,508
2021-2024	n/a	2,146	8,081

Source: 2000 Census and 2010 Census; SC Revenue and Fiscal Affairs; T Ronald Brown: Research & Analysis

AGE

The distribution of the population, by age, for Rock Hill, the Rock Hill market area, and for York County are set out in Table 7, below. These data are from the 2010 Census.

Table 7 - Age Distribution

	Rock Hill		Market Area		York County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
Under 5 years	4,902	7.4	6,896	6.9	15,534	6.9
5 to 9 years	4,424	6.7	6,603	6.6	16,228	7.2
10 to 14 years	4,185	6.3	6,547	6.5	16,341	7.2
15 to 19 years	5,365	8.1	7,529	7.5	16,108	7.1
20 to 24 years	6,979	10.5	8,621	8.6	14,251	6.3
25 to 29 years	5,348	8.1	7,093	7.1	13,421	5.9
30 to 34 years	4,656	7.0	6,632	6.6	14,306	6.3
35 to 39 years	4,535	6.9	6,791	6.8	16,544	7.3
40 to 44 years	4,310	6.5	6,748	6.7	17,139	7.6
45 to 49 years	4,178	6.3	7,056	7.0	17,691	7.8
50 to 54 years	3,957	6.0	6,831	6.8	16,338	7.2
55 to 59 years	3,490	5.3	6,097	6.1	14,129	6.2
60 to 64 years	2,939	4.4	5,292	5.3	12,417	5.5
65 to 69 years	2,076	3.1	3,748	3.7	8,969	4.0
70 to 74 years	1,475	2.2	2,701	2.7	6,281	2.8
75 to 79 years	1,183	1.8	2,070	2.1	4,519	2.0
80 to 84 years	987	1.5	1,578	1.6	3,085	1.4
85 years and over	1,165	1.8	1,570	1.6	2,772	1.2
55 and older	13,315	20.1	23,056	23.0	52,172	23.1
65 and older	6,886	10.4	11,667	11.6	25,626	11.3
Total	66,154		100,403		226,073	

Source: 2010 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD TRENDS AND PROJECTIONS

Projections of the number of households for Rock Hill, the project market area, and for York County are out in Table 8, below. These projections are based on the population projections set out, above.

The projection is that in 2021 the project market area will have around 48,357 households, and around 52,169 in 2024. In 2010, there were 39,048 households in the market area.

Table 8 - Household Trends

	Rock Hill	Market Area	York County
2000	18,750	29,571	61,051
2010	25,966	39,048	85,864
2021	n/a	48,357	115,463
2024	n/a	52,169	125,569
absolute change			
2000-2010	7,216	9,477	24,813
2010-2021	n/a	9,309	29,599
2021-2024	n/a	3,812	10,106
annual change			
2000-2010	722	948	2,481
2010-2021	n/a	846	2,691
2021-2024	n/a	1,271	3,369

Source: 2000 Census and 2010 Census; T Ronald Brown: Research & Analysis

TENURE

Table 9, below, sets out the number and proportion of owner and renter households for Rock Hill, the Rock Hill market area, and for York County. In the years beyond 2010, the tenure proportions are based on the 2000 to 2010 tenure trends. In 2010, 36.7 percent of households in the market area were renters, compared with 46.7 percent in Rock Hill, and 27.7 percent in the county.

Table 9 - Tenure

Rock Hill				persons per	Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	
2000	49,765	18,750	2.65	10,008	53.4	8,742	46.6	
2010	61,252	25,966	2.36	13,844	53.3	12,122	46.7	
2021	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
2024	n/a	n/a	n/a	n/a	n/a	n/a	n/a	

Market Area				persons per	Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	
2000	79,255	29,571	2.68	19,231	65.0	10,340	35.0	
2010	100,403	39,048	2.57	24,733	63.3	14,315	36.7	
2021	121,244	48,357	2.46	29,683	61.4	18,674	38.6	
2024	127,683	52,169	2.43	31,735	60.8	20,434	39.2	

York County				persons per	Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	
2000	164,614	61,051	2.70	44,629	73.1	16,422	26.9	
2010	226,073	85,864	2.63	62,119	72.3	23,745	27.7	
2021	297,662	115,463	2.58	82,545	71.5	32,918	28.5	
2024	321,906	125,569	2.56	89,471	71.3	36,098	28.7	

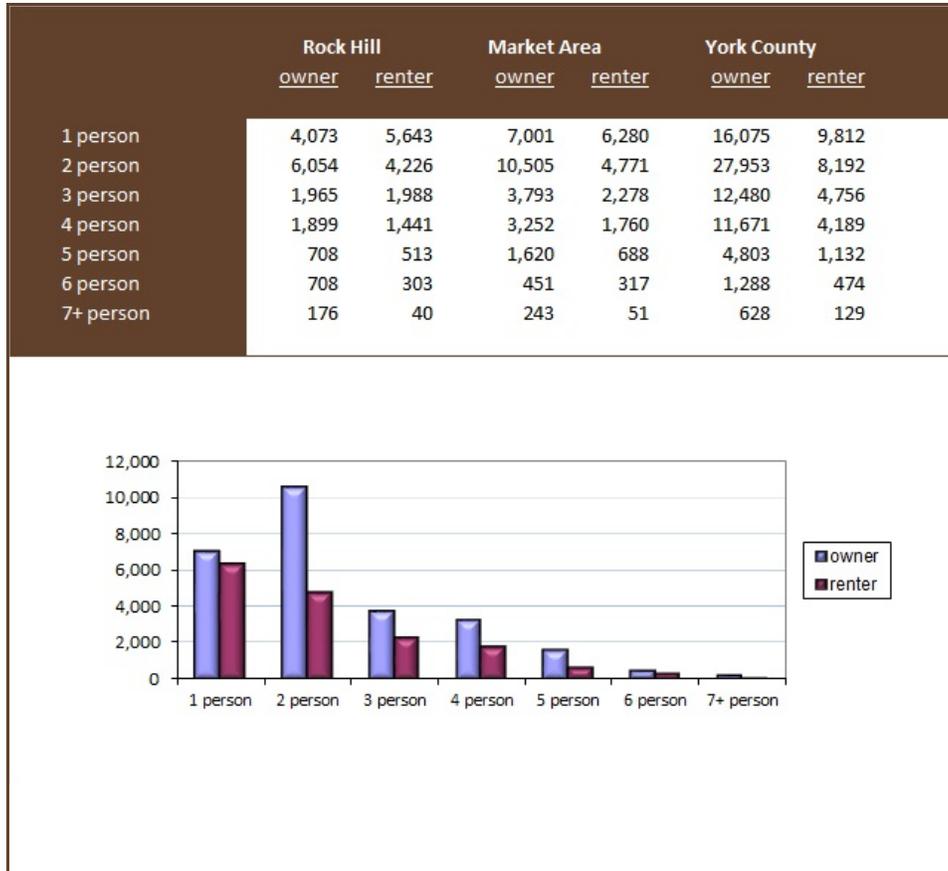
Source: 2000 Census and 2010 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD SIZE

Table 10 below, sets out household size, by tenure, for households in Rock Hill, the project market area, and York County.

The distribution of household sizes, by tenure, for the market area is also illustrated.

Table 10 - Household Size, by Tenure



Source: 2016 to 2020 American Community Survey; T Ronald Brown: Research & Analysis

HOUSEHOLD INCOME

The distribution of household incomes for Rock Hill, the market area, and for York County are set out in Table 11, below. These figures are taken from the 2016 to 2020 American Community Survey, and as such are subject to the limitations imposed by this source.

Here, it is seen that the median household income in Rock Hill was \$51,874 and that for York County as a whole was seen to be \$68,555. The median income for the market area is estimated to be around \$57,825.

The median income for the census tract in which the site of the proposed development is located is estimated to be around \$91,800 - based on the American Community Survey data.

Table 11 - Household Income

	Rock Hill		Market area		York County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
less than \$10,000	2,060	7.0	2,550	5.9	4,674	4.5
\$10,000 to \$14,999	1,258	4.3	1,754	4.1	3,601	3.5
\$15,000 to \$19,999	1,682	5.7	2,110	4.9	3,678	3.6
\$20,000 to \$24,999	1,232	4.2	1,657	3.9	3,624	3.5
\$25,000 to \$29,999	1,623	5.5	2,053	4.8	4,275	4.1
\$30,000 to \$34,999	1,843	6.3	2,308	5.4	4,816	4.6
\$35,000 to \$39,999	1,534	5.2	2,164	5.0	4,011	3.9
\$40,000 to \$44,999	1,386	4.7	1,789	4.2	3,964	3.8
\$45,000 to \$49,999	1,473	5.0	2,040	4.7	4,607	4.4
\$50,000 to \$59,999	2,801	9.5	3,924	9.1	8,175	7.9
\$60,000 to \$74,999	2,930	10.0	4,212	9.8	10,163	9.8
\$75,000 to \$99,999	3,236	11.0	5,372	12.5	13,799	13.3
\$100,000 to \$124,999	2,727	9.3	4,366	10.2	10,746	10.4
\$125,000 to \$149,999	1,200	4.1	2,404	5.6	7,247	7.0
\$150,000 to \$199,999	1,269	4.3	2,214	5.1	8,017	7.7
\$200,000 or more	1,099	3.7	2,093	4.9	8,185	7.9
median income	\$51,874		\$57,825 *		\$68,555	

* estimate

Source: 2016 to 2020 American Community Survey; T Ronald Brown: Research & Analysis

RENTER HOUSEHOLD INCOME

The distribution of household incomes for renter households for Rock Hill, the market area, and York County set out in Table 12, below. These figures are also taken from the 2016 to 2020 American Community Survey.

Here, it is seen that the median renter household income in Rock Hill was \$38,484, and that for York County as a whole was seen to be \$42,964. The median income for renters in the market area is estimated to be around \$39,310.

The median renter income for the census tract in which the site of the proposed development is located is estimated to be around \$50,606 - based on the American Community Survey data.

Table 12 - Household Income, Renter Households

	Rock Hill		Market area		York County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
less than \$10,000	1,440	10.2	1,631	10.1	2,670	9.3
\$10,000 to \$19,999	2,019	14.3	2,336	14.5	3,522	12.3
\$20,000 to \$34,999	2,969	21.0	3,299	20.4	5,504	19.2
\$35,000 to \$49,999	2,464	17.4	2,812	17.4	5,073	17.7
\$50,000 to \$74,999	2,875	20.3	3,346	20.7	5,337	18.6
\$75,000 to \$99,999	1,096	7.7	1,315	8.1	2,854	9.9
\$100,000 or more	1,291	9.1	1,406	8.7	3,724	13.0
median income	\$38,484		\$39,310 *		\$42,964	

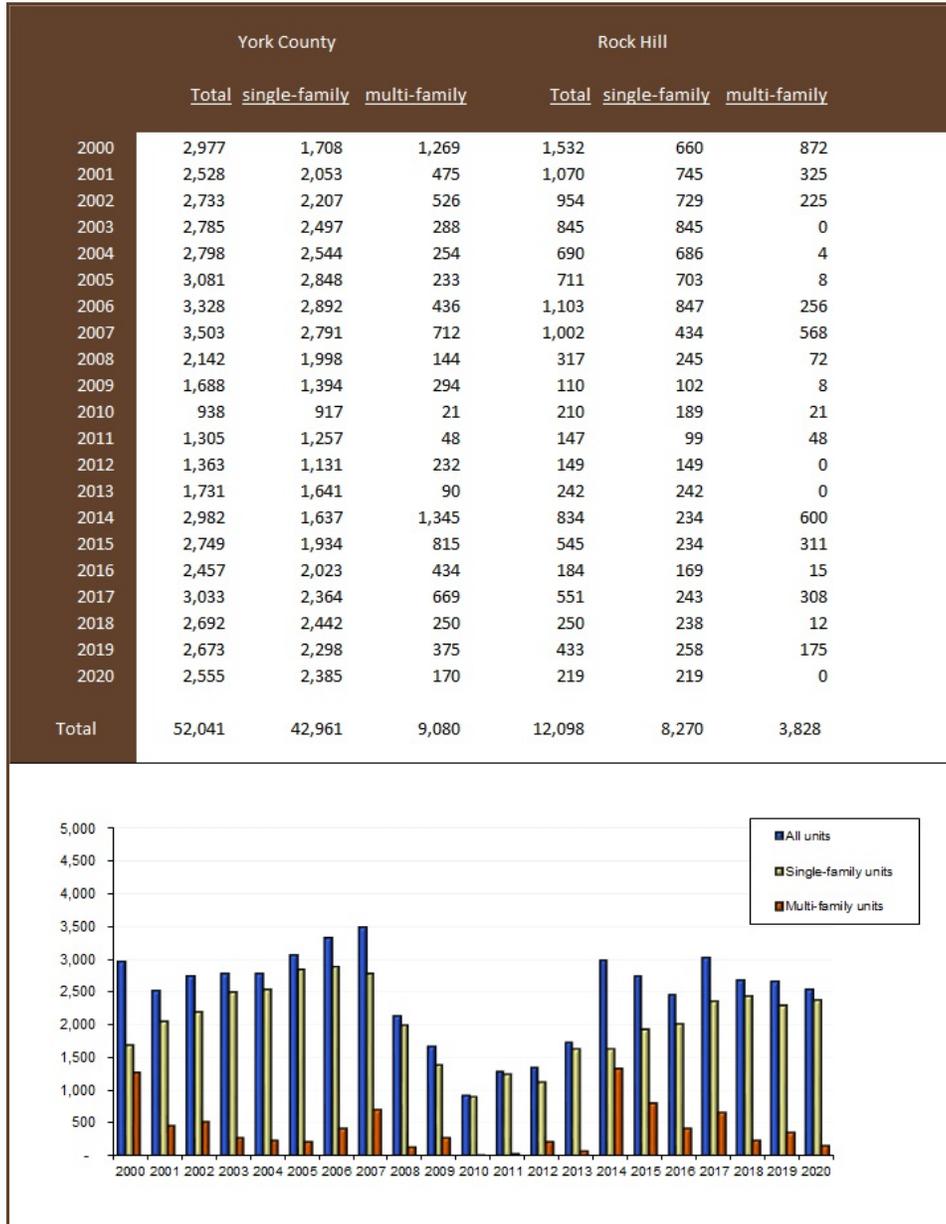
* estimate

Source: 2016 to 2020 American Community Survey; T Ronald Brown: Research & Analysis

RESIDENTIAL CONSTRUCTION SINCE 2000

Table 13 below gives details of residential construction in York County since 2000. Here it can be seen that a total of 52,041 units were added in York County, with 12,098 units added in the City of Rock Hill of which 3,828 were multi-family units. No data are available for the market area.

Table 13 - Residential Construction Since 2000



Source: Current Construction Reports, C-40; Bureau of the Census; T Ronald Brown: Research & Analysis

F. PROJECT SPECIFIC DEMAND ANALYSIS

The market for the proposed apartments is derived from two principal sources: the population and household growth market, and from existing households currently living in the area who could move to the project were it to be made available.

Here, demand will be determined for the project, as proposed. However, given that 30 units of rental assistance is planned for the development, it is necessary (following the market study guidelines) to also provide calculations for the proposed development with and without that rental assistance.

INCOME RESTRICTIONS

Income is a key variable in the analysis of housing markets. Of the 90 units proposed, 18 will be targeted to households with incomes up to 30 percent of the median, with 72 units targeted at 60 percent of the median, and therefore qualify the apartments for low income housing tax credit status. There will be a mix of one-, two-, and three- bedroom units. All of the units at 30 percent of the median, and 12 of the units at the 60 percent level will be rent-assisted.

The income limits for York County (the Charlotte-Concord-Gastonia NC-SC HUD Metro Area)) are set out below, along with maximum housing expenses. The maximum housing expenses for the proposed units are based on these income limits and assume an average 1.5 persons per household and that renters will pay no more than 30 percent of their incomes on housing expenses (rent plus utilities).

Table 14 - Income Limits and Maximum Housing Costs

Income Limits		
	<u>30 percent</u>	<u>60 percent</u>
1 person	\$19,800	\$39,600
2 person	\$22,620	\$45,240
3 person	\$25,440	\$50,880
4 person	\$28,260	\$56,520
5 person	\$30,540	\$61,080
6 person	\$32,790	\$65,580
Maximum Housing Costs		
	<u>30 percent</u>	<u>60 percent</u>
1 bedroom	\$530	\$1,061
2 bedroom	\$636	\$1,272
3 bedroom	\$735	\$1,470

Source: HUD

Information as to rents and income targeting, and qualifying income ranges are set out in Table 16, below. Where rental assistance is being proposed - as per South Carolina market study guidelines - the rents used are to be the maximum tax credit rents (which is the level proposed for the unassisted units).

Table 15 - Rents and Income Targeting

income targeting			
	<u>30 percent</u>	<u>60 percent</u>	<u>Total</u>
1 bedroom	0	12	12
2 bedroom	0	9	9
3 bedroom	18	51	69
Total	18	72	90

proposed rents		
	<u>30 percent</u>	<u>60 percent</u>
1 bedroom	\$409	\$939
2 bedroom	\$476	\$1,112
3 bedroom	\$524	\$1,259

proposed rents as a proportion (%) of maximum		
	<u>30 percent</u>	<u>60 percent</u>
1 bedroom	100.0	99.9
2 bedroom	100.0	100.0
3 bedroom	100.0	100.0

Source: Applicant; T Ronald Brown: Research & Analysis

The utility allowances for the proposed development are \$121, \$160, and \$211 for the one-, two-, and three-bedroom units, respectively.

From the table above, it can be seen that housing expenses at the proposed apartments fall - as noted - at the maximum allowable.

Qualifying income ranges are a function of the income needed to afford the proposed units and the mandated upper income limits. There is no official lower income limit for the proposed apartments. However, for the purposes of this report it is assumed that tenants will pay no more than 35 percent of their income on housing costs (rent and utilities). The upper limits are a function of household size - based on a standard of one and one-half persons per bedroom.

Table 16 - Qualifying Income Ranges

	30 percent	
	lower	upper
1 bedroom	\$18,180	\$21,210
2 bedroom	\$21,806	\$25,440
3 bedroom	\$25,200	\$29,400

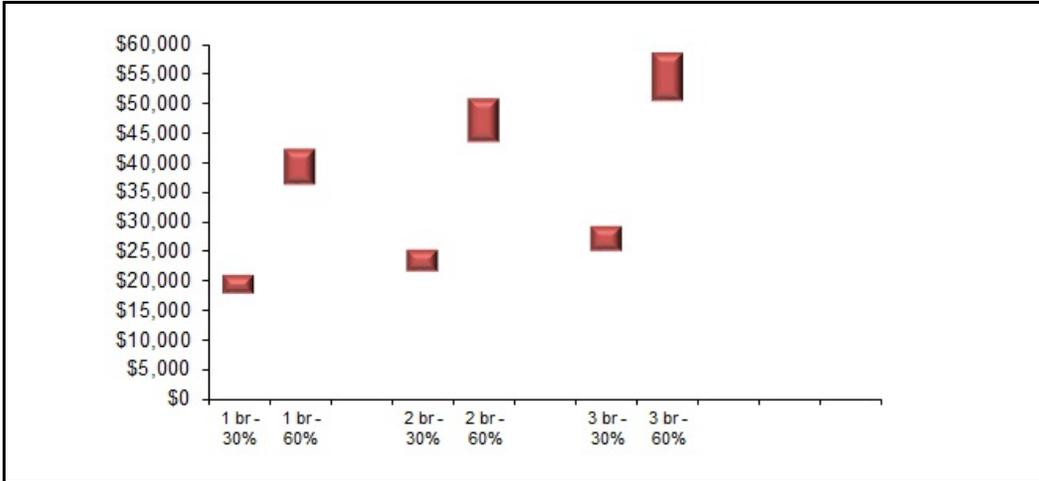
	60 percent	
	lower	upper
1 bedroom	\$36,343	\$42,420
2 bedroom	\$43,611	\$50,880
3 bedroom	\$50,400	\$58,800

Source: Applicant; T Ronald Brown: Research & Analysis

Incomes for households qualifying for the proposed project under the an unassisted scenario, are seen to range from \$18,180 to \$58,800, reflecting the target incomes used.

This table, and the graph below, show that the qualifying income ranges are relatively narrow given that the maximum rents are used.

Any gaps between the target income ranges (and/or overlaps between them) will be taken into consideration in our calculations.



The major variables to be examined are age, tenure, and income. These data are no longer available from the Decennial Census. Nonetheless, data can be extrapolated from the most recent American Community Survey - again, subject the limitations of those data. These data, for the market area for the proposed complex, are set out below.

Table 17 - Renter Household Income and Rent Overburdening

Income	Overburdened Renters			
	Number	Percent	Number	Percent
Up to \$10,000	1,631	10.1	1,143	18.0
\$10,000 - \$19,999	2,336	14.5	2,067	32.5
\$20,000 - \$34,999	3,299	20.4	2,266	35.6
\$35,000 - \$50,000	2,812	17.4	765	12.0
\$50,000 - \$75,000	3,346	20.7	98	1.5
\$75,000 - \$100,000	1,315	8.1	26	0.4
\$100,000 and over	1,406	8.7	0	0.0
Total	16,145		6,365	

Source: 2016 to 2020 American Community Survey; T.Ronald Brown: Research & Analysis

As noted, these data are necessarily from the American Community Survey and are based on the 5-year average for the period from 2016 to 2020 - and not for a specific year.

From this table it can be seen that 10.1 percent of the market area renter households have incomes less than \$10,000 and a further 14.5 percent have incomes between \$10,000 and \$20,000. Around 20.4 percent of renters are seen to be in the \$25,000 to \$35,000 income range. Around 39.4 percent of all renters are rent-overburdened.

Based on the income ranges set out in Table 16 and the income distribution set out in Table 17, it is found that around 5.3 percent of market area renter households qualify for units at 30 percent of the median, and 10.6 percent qualify at the 60 percent level.

Projections of need and demand are based upon a 2021 to 2024 projection period and the resulting calculations are corrected to account for any construction of comparable projects and/or planned comparable units.

Based on the projections set out in Table 10, a total of 1,760 new rental units are needed between 2021 and 2024. A total of 280 units will be for households eligible for the proposed project: 895 households at the 30 percent level, and 468 households at the 60 percent level.

Again, the market for the proposed apartments comprises not only demand from population and household growth, but also from existing renter households who would move to the new apartments were they made available. The extent to which any new development is able to attract a certain share of this market is largely a factor of several interrelated factors. These include the location of the development, the amenities it offers, the quality of design and the effectiveness of the development's marketing and management. That is, the perceived value of the community in terms of price, convenience, and life-style.

Our calculations show that there will be a total of 3,254 renter households in the qualifying income ranges in the project market area. This figure has to be adjusted to reflect the proportion that are likely to move to a new complex. With respect to existing households in the project market area it is found that, based on the most recent American Community Survey data, 71.7 percent of renters qualifying for units at the 30 percent level are rent overburdened, with 11.2 percent at the 60 percent level being over-burdened. Here, these proportions are applied to the number of income eligible existing renter households to estimate how many of those households are likely to consider moving to the proposed apartments.

State Agency market study guidelines allow for the replacement of rental units due to demolition, abandonment, obsolescence and the like. This based on an annual average rate of 0.6 percent of the rental housing stock. The proportion is based on a two-year loss of 1.2 percent of rental units detailed in the 2016 Edition of "Components of Inventory Change" published by HUD. Based on the number of rental units in the project market area this translates to a need for an additional 59 units.

Total demand is therefore seen to amount to 1,363 units: 895 qualifying for units at 30 percent of the median, and 468 qualifying at 60 percent of the median.

These figures are based on a 2021 to 2024 projection period and therefore have been corrected to account for the funding and/or construction of any directly comparable projects in the market area. No potentially comparable project have been developed in the project market area over the projection period, but one comparable project has been funded*. This is the 156-unit Magnolia Terrace complex, which is to built on Heckle Boulevard, approximately one mile from the site of the proposed development. Construction is likely to commence in January, 2023. Thus, the net need is for 1,207 unassisted units.

The preceding calculations are summarized in the table on the following page.

* in 2021 tax credits were also awarded for the Pinewood Place Apartments - the application for which was subsequently withdrawn.

Table 18 - Demand Calculations

	<u>30 percent</u>	<u>60 percent</u>	<u>Total</u>
(i) income eligible new renter households	94	186	280
(ii) income eligible existing renter households	1,090	2,164	3,254
(iii) existing households, likely to move	782	242	1,024
(iv) need from obsolete housing	20	39	59
 Total demand (i)+(iii)+(iv)	 895	 468	 1,363
 Supply	 0	 156	 156
 Net demand	 895	 312	 1,207

Source: T. Ronald Brown: Research & Analysis

Demand has to be segmented to determine demand by number of bedrooms per unit. Based on the distribution of household size in the market area and given data from the American Housing Survey correlating typical household size and number of bedrooms, we have determined that one-bedroom units should account for 28 percent of the total, two-bedroom units should account for 41 percent of the total, and three-bedroom units should account for 23 percent of the total with four- or more bedroom units accounting for 8 percent. Here, it is important to note that the need and demand for three- bedroom units (which account for 77 percent of the 90-unit total) is based on renter household size - with a focus on four- or-more person households for the three-bedroom units.

Capture rates are illustrated in the table on the following page.

Table 19 - Capture Rates

	<u>30 percent</u>	<u>60 percent</u>	<u>Total*</u>
Total demand			
1 bedroom	251	131	382
2 bedroom	366	191	557
3 bedroom	209	109	319
4 bedroom	70	36	106
Total	895	468	1,363
Supply			
1 bedroom	0	18	18
2 bedroom	0	96	96
3 bedroom	0	42	42
4 bedroom	0	0	0
Total	0	156	156
Net demand			
1 bedroom	251	113	364
2 bedroom	366	95	461
3 bedroom	209	67	277
4 bedroom	70	36	106
Total	895	312	1,207
Units proposed			
1 bedroom	0	12	12
2 bedroom	0	9	9
3 bedroom	18	51	69
4 bedroom	0	0	0
Total	18	72	90
Capture rates			
1 bedroom	0.0%	10.6%	3.3%
2 bedroom	0.0%	9.5%	2.0%
3 bedroom	8.6%	75.7%	24.9%
4 bedroom	0.0%	0.0%	0.0%
Total	2.0%	23.1%	7.5%

Source: T. Ronald Brown: Research & Analysis

Given the calculated need, a proposed 90-unit unassisted development amounts to 7.5 percent of the total net need. The development equates to 8.2 percent of the net need for 1,101 one-, two-, and three-bedroom units.

The capture rate for 18 unassisted units targeted at 30 percent of the median is 2.0 percent, with that for the 72 unassisted units targeted at 60 percent of the median determined to be 23.1 percent. The corresponding rates for one-, two-, and three-bedroom units only are 2.2 percent, 26.2 percent, and 8.2 percent, respectively.

The capture rates, by bedroom, are determined to be 3.3 percent for twelve unassisted one-bedroom units, 2.0 percent for nine two-bedroom units, and 24.9 percent for the 69 unassisted three-bedroom units.

These capture rates are considered to be realistic.

As noted, 30 of the 90 units at the proposed complex are to be rent assisted. The demand for rent-assisted units has been calculated - the methodology being the same that set out above, but based on a target income range of zero dollars up to the 30 percent and 60 percent income limits.

The demand for rent-assisted units is as set out, below. It should be noted that all units that qualify at the 30 percent level also qualify at the 60 percent level.

Table 20 - Demand Calculations, Rent-assisted units

	<u>30 percent</u>	<u>60 percent</u>	<u>Total</u>
(i) income eligible new renter households	605	1,092	1,092
(ii) income eligible existing renter households	7,028	12,680	12,680
(iii) existing households, likely to move	5,461	7,197	7,197
(iv) need from obsolete housing	127	230	230
 Total demand (i)+(ii)+(iii)+(iv)	 6,193	 8,519	 8,519
 Supply	 0	 0	 0
 Net demand	 6,193	 8,519	 8,519

Source: T. Ronald Brown: Research & Analysis

Capture rates for assisted units are illustrated in the table on the following page.

Table 21 - Capture Rates, Rent-assisted units

		<u>30 percent</u>	<u>60 percent</u>	<u>Total*</u>
Total demand				
1 bedroom		1,735	2,386	2,386
2 bedroom		2,529	3,478	3,478
3 bedroom		1,448	1,991	1,991
4 bedroom		482	663	663
	Total	6,193	8,519	8,519
Supply				
1 bedroom		0	0	0
2 bedroom		0	0	0
3 bedroom		0	0	0
4 bedroom		0	0	0
	Total	0	0	0
Net demand				
1 bedroom		1,735	2,386	2,386
2 bedroom		2,529	3,478	3,478
3 bedroom		1,448	1,991	1,991
4 bedroom		482	663	663
	Total	6,193	8,519	8,519
Units proposed				
1 bedroom		0	12	12
2 bedroom		0	9	9
3 bedroom		18	51	69
4 bedroom		0	0	0
	Total	18	72	90
Capture rates				
1 bedroom		0.0%	0.5%	0.5%
2 bedroom		0.0%	0.3%	0.3%
3 bedroom		1.2%	2.6%	3.5%
4 bedroom		0.0%	0.0%	0.0%
	Total	0.3%	0.8%	1.1%

Source: T. Ronald Brown: Research & Analysis

Given the calculations set out above, a 90 -unit rent assisted property to 1.1 percent of the total net need. The development equates to 1.1 percent of the net need for 7,855 assisted one-, two-, and three-bedroom units.

The capture rates, by bedroom, are determined to be 0.5 percent for twelve one-bedroom units, 0.3 percent for nine 24 two-bedroom units, and 3.5 percent for the 69 three-bedroom units.

Given that there are 58 project-based rent-assisted unit at the subject property, the capture rate for those units is seen to be 3.3 percent.

The previous calculations itemize demand for unassisted units and rent-assisted units. However, the project, as proposed, will offer a mix of assisted and unassisted units. Under this scenario, project-specific demand is as set out as below. Here it is seen, as is expected, the bulk of demand is for the proposed rent-assisted units.

Based on our calculations, around 62.1 percent of all renter households qualify for the proposed units.

Table 22 - Demand Calculations, as proposed

	Rent assisted		Unassisted		Total
	30 percent	60 percent	30 percent	60 percent	
(i) income eligible new renter households	311	906	295	186	1,092
(ii) income eligible existing renter households	5,938	10,515	1,090	2,164	12,680
(iii) existing households, likely to move	4,679	6,955	782	242	7,197
(iv) need from obsolete housing	108	190	20	39	239
Total demand (i)+(iii)+(iv)	5,097	8,051	1,096	468	8,528
Supply	0	0	0	156	156
Net demand	5,097	8,051	1,096	312	8,372

Source: T. Ronald Brown: Research & Analysis

Thus, the project-specific capture rates are set out in the following table.

Table 21 - Capture Rates, as proposed

	Rent assisted		Unassisted		Total
	30 percent	60 percent	30 percent	60 percent	
Total demand					
1 bedroom	1,440	2,255	295	2,255	2,386
2 bedroom	2,099	3,287	430	191	3,478
3 bedroom	1,202	1,882	246	109	1,991
4 bedroom	400	627	82	36	663
Total	5,141	8,051	1,052	468	8,519
Supply					
1 bedroom	0	0	0	18	18
2 bedroom	0	0	0	96	96
3 bedroom	0	0	0	42	42
4 bedroom	0	0	0	0	0
Total	0	0	0	156	156
Net demand					
1 bedroom	1,440	2,255	295	2,237	2,368
2 bedroom	2,099	3,287	430	95	3,382
3 bedroom	1,202	1,882	246	67	1,949
4 bedroom	400	627	82	36	663
Total	5,141	8,051	1,052	312	8,363
Units proposed					
1 bedroom	0	0	0	12	12
2 bedroom	0	0	0	9	9
3 bedroom	18	12	0	39	69
4 bedroom	0	0	0	0	0
Total	18	12	0	60	90
Capture rates					
1 bedroom	0.0%	0.0%	0.0%	0.5%	0.5%
2 bedroom	0.0%	0.0%	0.0%	9.5%	0.3%
3 bedroom	1.5%	0.6%	0.0%	57.9%	3.5%
4 bedroom	0.0%	0.0%	0.0%	0.0%	0.0%
Total	0.4%	0.1%	0.0%	19.2%	1.1%

Source: T. Ronald Brown: Research & Analysis

Given the calculations set out above, the 90-unit project, as proposed, represents 1.1 percent of demand, as calculated.

ABSORPTION RATES

As noted, the capture rates presented above are considered realistic - and reflect the impact of the size of the project, bedroom mix, different target income ranges, and the provision of rental assistance. Were the project to be developed as proposed it would expect to lease up over a period of three- to four- months, or so.

G. EXISTING RENTAL UNITS

There are many apartment complexes located throughout the Rock Hill area. These include properties that have been financed through the use of Low Income Housing tax Credits - and thus are comparable to the proposed complex. There is one HUD-subsidized property for low and very low income renters. Additionally, there are very many market rate complexes. Information on the tax credit properties (for which useful information was made available to us), and the subsidized property is presented below, along with information on a representative sample of conventionally-financed properties. These properties were selected on the basis of their relative proximity to the site of the proposed development.

With respect to income-restricted affordable developments, two of the newer tax credit awards were the two phases at the Rock Pointe Apartments. There, a total of 88 units were developed in 2011 and 2013. These offer an equal mix of two- and three- bedroom units. Currently, five units are reported to be vacant - equivalent to 95 percent occupancy.

The Wildwood Springs Apartments is an older tax credit complex - dating from 1995. There are 144 units at this location - again, a mix of two- and three-bedroom units. Rents for the two-bedroom units are in the \$1,014 to \$1,016 range, with the three bedroom models renting between \$1,172 and \$1,174. Occupancy is reported at 99 percent.

There are three tax credit complexes located relatively near the downtown area. These include the Cherry Laurel complex which provides 42 three-bedroom units, that opened in 2009. The Cotton Mill Village complex is located near Cherry Laurel, and offers 39 units in a rehabilitated mill. Innsbrook Commons offers 72 units that opened in 2008. There are 48 two-bedroom units and 24 three bedroom units. We were unable to obtain information as to rents and occupancy at these properties.

There are two market rate complexes located in the vicinity of the site of the proposed development. Cardinal Pointe offers 64 units that were developed - as tax credit units - in 2003. There is a mix of one-, two-, and three-bedroom units at this property. One-bedroom units rent for \$1,099, with the two- and three-bedroom units renting for \$1,140 and \$1,245, respectively. The property is 98.5 percent occupied. Brittany Place is located across Main Street from the site - and provides 216 units: an equal mix of one- and two- bedroom models. The one bedroom units rent for \$1,215, and the two-bedroom units are available for \$1,385. No occupancy data were made available to us for this community. The rents at these two properties have increased significantly over the last year or so.

Occupancy at the five market rate properties in our survey for which we were able to obtain occupancy data, reveal a 97.1 percent occupancy level. The tax credit properties (for which we have occupancy data) are 97.4 percent occupied, and the one subsidized HUD Section 8 complex is 100 percent occupied. This yields a 97.4 percent overall occupancy level for the total survey.

Details of the various properties surveyed are summarized as follows:

Complex name	Financing	Year built	Total units	Vacant units	Occupancy (%)
Brittany Place	conventional	2001	216	n/a	n/a
Cardinal Pointe	conventional	2003	64	1	98.4
Cherry Laurel	LIHTC	2009	42	n/a	n/a
Cotton Mill Village	LIHTC	2011	39	n/a	n/a
Forest Oaks	conventional	2000	280	9	96.8
Innsbrook Commons	LIHTC	2008	72	n/a	n/a
Market Place	HUD § 8	1972	68	0	100.0
Rock Pointe I	LIHTC	2011	48	3	93.8
Rock Pointe II	LIHTC	2013	40	2	95.0
Village Station	conventional	1986	160	8	95.0
Wildwood Springs	LIHTC	1995	144	1	99.3
Yorktowne Village	conventional	1984	124	n/a	n/a

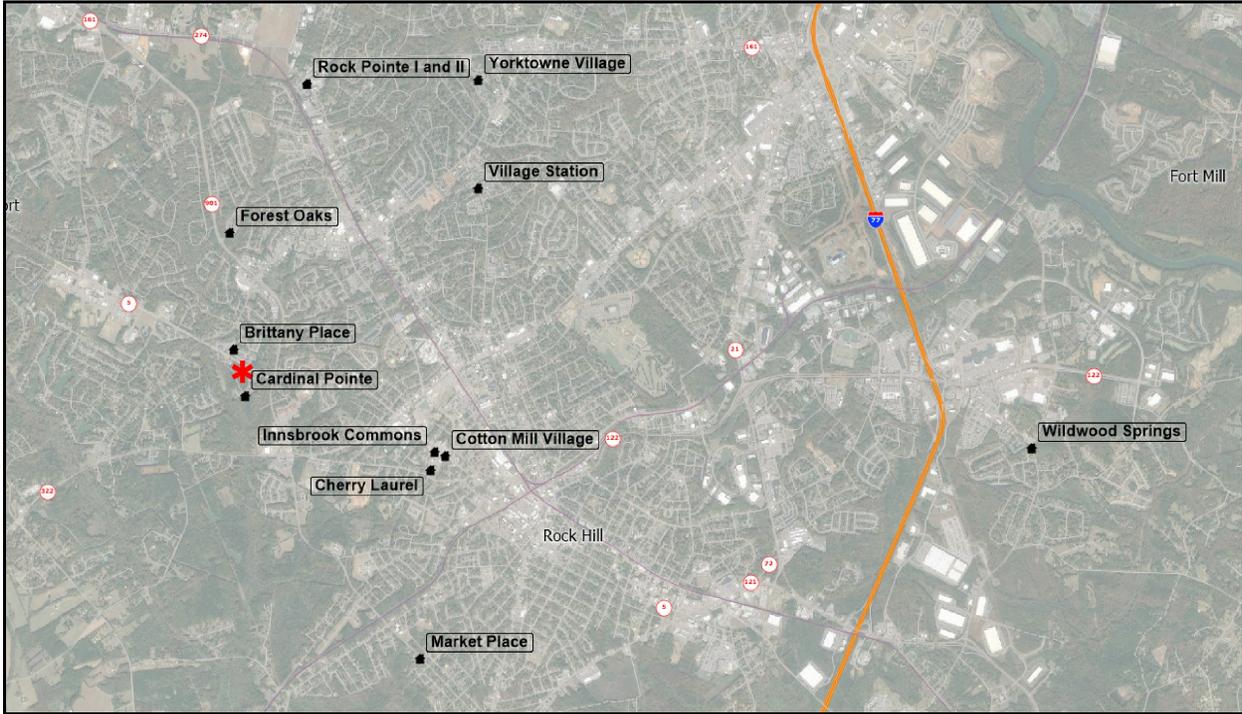
Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

	0 br/1ba			1 br/1ba		
	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>
<i>Subject</i>				12	750	\$939
Brittany Place				108	750	\$1,215
Cardinal Pointe				16	730	\$1,009
Cherry Laurel						
Cotton Mill Village				17	710	
Forest Oaks				86	882	\$882-978
Innsbrook Commons						
Market Place				16	610	boi
Rock Pointe I						
Rock Pointe II						
Village Station				32	700	\$1,195
Wildwood Springs						
Yorktowne Village				22	600	\$795-945

	2 br/1-1½ ba			2 br/2 ba		
	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>
<i>Subject</i>				9	850	\$1,112
Brittany Place				108	960	\$1,385
Cardinal Pointe	32	935	\$1,140			
Cherry Laurel						
Cotton Mill Village				4	975	
Forest Oaks				144	1,132-1,154	\$1,556-1,616
Innsbrook Commons				48	985	
Market Place	20	831	boi			
Rock Pointe I				24	993	\$769-969
Rock Pointe II				20	1,100	\$769-959
Village Station				128	900-1,000	\$1,295-1,345
Wildwood Springs				64	898-1,093	\$1,014-1,016
Yorktowne Village	66	980	\$995-1,095			

	3 br/1-1½ ba			3 br/2+ ba		
	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>
<i>Subject</i>				39	1,100	\$1,259
Brittany Place						
Cardinal Pointe				16	1,150	\$1,245
Cherry Laurel				42	1,160	
Cotton Mill Village				18	1,200	
Forest Oaks				50	1,295-1,393	\$1,749-1,844
Innsbrook Commons				24	1,160	
Market Place	20	951	boi			
Rock Pointe I				24	1,143	\$890-1,109
Rock Pointe II				20	1,260	\$890-1,109
Village Station						
Wildwood Springs				72	1,061-1,309	1,172-1,174
Yorktowne Village						

A map showing the locations of these properties, relative to the site of the proposed apartments is provided, below.



As noted, we surveyed several market rate apartment developments in the project market area. Summary data for market rate properties in the Rock Hill area that were not included in that survey are presented in the table, below.

Table 22 - Market Rate Inventory

Complex	year built	units	stories	bedroom mix	sq. footages	rent range
Bradford Park	2007	280	3	1-3	640-1,334	\$1,347-2,670
Brookstone	2001	348	3	1-3	652-1,276	\$1,205-1,773
Cowan Farms	2002	248	2	1-3	750-1,186	\$1,265-1,765
Cushendall Commons	2001	168	3	1-3	750-1,186	\$1,265-1,765
Estates at Rock Hill	1975	267	3	1-3	675-1,322	\$1,259-1,900
Gable Oaks	1997	252	3	1-2	336-1,080	\$1,195-3,361
Gallant Place	1970	80	2	1-2	690-1,090	\$925-1,025
Galleria Pointe	1999	193	3	1-3	790-1,705	\$1,340-2,810
Gateway at Rock Hill	2015	312	3	1-2	784-1,316	\$1,325-1,915
Mallard Pointe	1999	360	2	2-3	1,025-1,225	\$900-1,125
Oaks at Little Dutchman Creek	1975	76	2	2-3	910-1,330	\$1,035-1,370
Paces River	1989	470	3	1-3	558-1,261	\$1,229-1,929
Patriot's Crossing	1996	160	2	1-2	750-1,080	\$1,225-1,435
Riverstone	1994	106	3	2-3	1,004-1,200	\$1,386-1,508
Riverwalk	2015	307	3	1-3	600-1,635	\$1,400-2,015
Stone Haven Pointe	1996	264	3	1-3	695-1,356	\$855-1,175
Villas at Riverview	1977	161	2	1-3	750-1,300	\$1,300-1,950
Waterford Terrace	2016	226	3	1-3	759-1,182	\$1,355-1,915
Whisper Creek	2007	293	2	1-2	627-1,051	\$1,315-2,359
Windsor	2015	168	3	2-3	1,200-1,275	\$1,700-1,900

Source: CoStar/apartments.com; T Ronald Brown: Research & Analysis

Several market rate apartment developments in the Rock Hill market area can be used in the determination of market rents. Here, complexes were selected on the basis of location and bedroom mix. Information for the one-, two- and three--bedroom units at these properties are summarized below.

Table 23 - Market Rate Properties

Property	Year built	One-bedroom rents	Two-bedroom Rents	Three-bedroom rents
Brittany Place	2001	\$1,215	\$1,385	
Cardinal Pointe	2003	\$1,009	\$1,140	\$1,245
Forest Oaks	2000	\$1,240-1,357	\$1,521-1,616	\$1,749-1,844
Village Station	1986	\$1,195	\$1,295-1,345	
Yorktown Village	2014	\$1,300	\$1,500-1,550	

Source: Apartment Managers; T Ronald Brown: Research & Analysis

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

The location, rent levels, unit size, age, features, and amenities at these properties were analyzed in order to try to establish an estimate of market rent levels for the unassisted units at the subject property. Following this approach we have determined that, all things being equal, these market properties suggest a rent of around \$1,220 for a one-bedroom unit, \$1,343 for a two-bedroom unit, and \$1,504 for a three-bedroom unit.

Based on the proposed rents at the proposed development, this rent is found to be reasonably below the gross adjusted market rent (17.12 percent less).

Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR					
	0 BR					
	0 BR					
	1 BR					
	1 BR					
12	1 BR	\$939	\$11,268	\$1,220	\$14,637	
	2 BR					
	2 BR					
	2 BR					
9	2 BR	\$1,112	\$10,008	\$1,343	\$12,090	
	3 BR					
	3 BR					
69	3 BR	\$1,259	\$86,871	\$1,504	\$103,759	
	3 BR					
	4 BR					
	4 BR					
Totals	90		\$108,147		\$130,485	17.12%

The relationship between the proposed rents and the HUD Fair Market Rents (FMRs), as per the S-2 Exhibit, are set out, below.

Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
	0 BR					
	0 BR					
	0 BR					
	1 BR					
	1 BR					
12	1 BR	\$939	\$11,268	\$1,014	\$12,168	
	2 BR					
	2 BR					
	2 BR					
9	2 BR	\$1,112	\$10,008	\$1,155	\$10,395	
	3 BR					
	3 BR					
69	3 BR	\$1,259	\$86,871	\$1,497	\$103,293	
	3 BR					
	4 BR					
	4 BR					
Totals	90		\$108,147		\$125,856	14.07%



Brittany Place

Location: 1890 Cathedral Mill Lane, Rock Hill

Year Built: 2001
 Total units: 216
 Vacant units: n/a
 Waiting list:

Telephone: 803.328.2818
 Management: Southwood Realty
 Contact: Kayla (4/11) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>Rent/sq. ft.</u>	<u>Community Amenities</u>	
1/1	108	750	\$1,215	\$1.62	Clubhouse/community room	<input checked="" type="checkbox"/>
					Fitness Center	<input type="checkbox"/>
2/2	108	950	\$1,385	\$1.46	Business Center	<input checked="" type="checkbox"/>
					Pool	<input checked="" type="checkbox"/>
					Playground	<input type="checkbox"/>
					Controlled access/gated	<input type="checkbox"/>
					Elevator	<input type="checkbox"/>
					Garages	<input type="checkbox"/>
					Storage	<input checked="" type="checkbox"/>
					Laundry	<input type="checkbox"/>
<hr/>						
Unit Amenities						
					Microwave	<input type="checkbox"/>
					Dishwasher	<input checked="" type="checkbox"/>
					Washer/dryer	<input type="checkbox"/>
					Washer/dryer hook-up	<input checked="" type="checkbox"/>
					9' ceilings	<input checked="" type="checkbox"/>
					High-end kitchen	<input type="checkbox"/>
					Wood/style floors	<input type="checkbox"/>
					Fireplaces	<input type="checkbox"/>
					Patios/balconies	<input checked="" type="checkbox"/>
<hr/>						
Utilities in rent:						
Water/sewer <input type="checkbox"/> Trash <input type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>						



Cardinal Pointe

Location: 1217 Wallick Lane, Rock Hill

Year Built: 2003

Total units: 64

Vacant units: 1 (98.5 percent occupied)

Waiting list:

Telephone: 803.980.1700

Management: Broad Management

Contact: Kelly (4/11) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>Rent/sq.ft</u>	<u>Community Amenities</u>
1/1	16	730	\$1,009	\$1.38	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input type="checkbox"/>
2/1	32	935	\$1,140	\$1.22	Business Center <input checked="" type="checkbox"/> Pool <input type="checkbox"/>
3/2	16	1,150	\$1,245	\$1.08	Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input checked="" type="checkbox"/> Laundry <input checked="" type="checkbox"/>

Unit Amenities

- Microwave
- Dishwasher
- Washer/dryer
- Washer/dryer hook-up
- 9' ceilings
- High-end kitchen
- Wood/style floors
- Fireplaces
- Patios/balconies

Utilities in rent:

- Water/sewer Trash Electricity Heat



Cherry Laurel

Location: 129 Hardin Street, Rock Hill

Financing: LIHTC
Year Built: 2009
Total units: 42
Vacant units: n/a
Waiting list:

Telephone: 803.328.2844
Management: Intermark Management
Contact: telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>UA</u>	<u>Community Amenities</u>
3/2-2½	42	1,160	n/a	n/a	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input type="checkbox"/> Business Center <input type="checkbox"/> Pool <input type="checkbox"/> Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input type="checkbox"/> Laundry <input checked="" type="checkbox"/>
					<u>Unit Amenities</u>
					Microwave <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Washer/dryer <input type="checkbox"/> Washer/dryer hook-up <input checked="" type="checkbox"/> 9' ceilings <input type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input type="checkbox"/> Patios/balconies <input type="checkbox"/>
					<u>Utilities in rent:</u>
					Water/sewer <input type="checkbox"/> Trash <input type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Cotton Mill Village

Location: 615 West Main Street, Rock Hill

Financing: LIHTC
Year Built: 2011
Total units: 39
Vacant units: n/a
Waiting list:

Telephone: 803.328.2844
Management: Intermark Management
Contact: telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>UA</u>	<u>Community Amenities</u>
1/1	17	710	n/a	n/a	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input type="checkbox"/> Business Center <input type="checkbox"/> Pool <input type="checkbox"/> Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input type="checkbox"/> Laundry <input checked="" type="checkbox"/>
2/2	4	975	n/a	n/a	
3/2	18	1,200	n/a	n/a	
					<u>Unit Amenities</u>
					Microwave <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Washer/dryer <input type="checkbox"/> Washer/dryer hook-up <input checked="" type="checkbox"/> 9' ceilings <input type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input type="checkbox"/> Patios/balconies <input type="checkbox"/>
					<u>Utilities in rent:</u>
					Water/sewer <input type="checkbox"/> Trash <input type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Forest Oaks

Location: 1878 Gingercake Lane, Rock Hill

Year Built: 2000

Total units: 280

Vacant units: 8 (97.1 percent occupied)

Waiting list:

Telephone: 803.658.4263

Management: Morgan Properties

Contact: Lavetta (4/11) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>Rent/sq. ft.</u>	<u>Community Amenities</u>
1/1	86	882-978	\$1,240-1,357	\$1.40	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input checked="" type="checkbox"/> Business Center <input checked="" type="checkbox"/> Pool <input checked="" type="checkbox"/> Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input checked="" type="checkbox"/> Storage <input checked="" type="checkbox"/> Laundry <input checked="" type="checkbox"/>
2/2	144	1,132-1,154	\$1,521-1,616	\$1.31	
3/2	50	1,295-1,393	\$1,719-1,844	\$1.34	
					<u>Unit Amenities</u>
					Microwave <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Washer/dryer <input checked="" type="checkbox"/> Washer/dryer hook-up <input checked="" type="checkbox"/> 9' ceilings <input checked="" type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input checked="" type="checkbox"/> Patio/balconies <input checked="" type="checkbox"/>
					<u>Utilities in rent:</u>
					Water/sewer <input checked="" type="checkbox"/> Trash <input checked="" type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Innisbrook Commons

Location: 514 Innisbrook Commons Circle, Rock Hill

Financing: LIHTC
Year Built: 2008
Total units: 72
Vacant units: n/a
Waiting list:

Telephone: 803.328.2844
Management: Intermark Management
Contact: telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>UA</u>	<u>Community Amenities</u>
2/2	48	985	n/a	n/a	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input type="checkbox"/> Business Center <input checked="" type="checkbox"/> Pool <input type="checkbox"/> Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input type="checkbox"/> Laundry <input checked="" type="checkbox"/>
3/2	24	1,160	n/a	n/a	<u>Unit Amenities</u> Microwave <input type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Washer/dryer <input type="checkbox"/> Washer/dryer hook-up <input checked="" type="checkbox"/> 9' ceilings <input type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input type="checkbox"/> Patios/balconies <input type="checkbox"/>
					<u>Utilities in rent:</u> Water/sewer <input type="checkbox"/> Trash <input type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Market Place

Location: 1333 Coronet Court, Rock Hill

Financing: HUD § 8

Year Built: 1972

Total units: 80

Vacant units: 0 (100 percent occupied)

Waiting list:

Telephone: 803.327.9893

Management: PK Management

Contact: Sharon (4/11) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Contract Rent</u>	<u>Community Amenities</u>	
1/1	16	610	n/a	Clubhouse/community room	<input type="checkbox"/>
				Fitness Center	<input type="checkbox"/>
2/1	20	831	n/a	Business Center	<input type="checkbox"/>
				Pool	<input type="checkbox"/>
3/1	20	951	n/a	Playground	<input type="checkbox"/>
				Controlled access/gated	<input type="checkbox"/>
4/1	12	1,161	n/a	Elevator	<input type="checkbox"/>
				Garages	<input type="checkbox"/>
				Storage	<input type="checkbox"/>
				Laundry	<input checked="" type="checkbox"/>
				<u>Unit Amenities</u>	
				Microwave	<input type="checkbox"/>
				Dishwasher	<input type="checkbox"/>
				Washer/dryer	<input type="checkbox"/>
				Washer/dryer hook-up	<input type="checkbox"/>
				9' ceilings	<input type="checkbox"/>
				High-end kitchen	<input type="checkbox"/>
				Wood/style floors	<input type="checkbox"/>
				Fireplaces	<input type="checkbox"/>
				Patios/balconies	<input type="checkbox"/>
				<u>Utilities in rent:</u>	
				Water/sewer	<input checked="" type="checkbox"/>
				Trash	<input checked="" type="checkbox"/>
				Electricity	<input type="checkbox"/>
				Heat	<input type="checkbox"/>



Rock Pointe I

Location: 2373 Ebenezer Road, Rock Hill

Financing: LIHTC (targeting: 50% and 60% of AMI)

Year Built: 2011

Total units: 48

Vacant units: 3 (93.8 percent occupied)

Waiting list:

Telephone: 803.329.8383

Management: Intermark Management

Contact: Carol (4/13) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>UA</u>	<u>Community Amenities</u>
2/2	24	993	\$769-969	\$178	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input checked="" type="checkbox"/> Business Center <input checked="" type="checkbox"/> Pool <input type="checkbox"/> Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input type="checkbox"/> Laundry <input checked="" type="checkbox"/>
3/2	24	1,143	\$890-1,109	\$205	
					<u>Unit Amenities</u>
					Microwave <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Washer/dryer <input checked="" type="checkbox"/> Washer/dryer hook-up <input type="checkbox"/> 9' ceilings <input checked="" type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input type="checkbox"/> Patio/balconies <input type="checkbox"/>
					<u>Utilities in rent:</u>
					Water/sewer <input type="checkbox"/> Trash <input checked="" type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Rock Pointe II

Location: 2348 Ebenezer Road, Rock Hill

Financing: LIHTC (targeting: 50% and 60% of AMI)

Year Built: 2013

Total units: 4

Vacant units: 2(95.0 percent occupied)

Waiting list:

Telephone: 803.329.8383

Management: Intermark Management

Contact: Carol (4/13) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>UA</u>	<u>Community Amenities</u>
2/2	20	1,100	\$769-959	\$178	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input checked="" type="checkbox"/> Business Center <input checked="" type="checkbox"/> Pool <input type="checkbox"/> Playground <input checked="" type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input type="checkbox"/> Laundry <input checked="" type="checkbox"/>
3/2	20	1,260	\$890-1,109	\$205	
					<u>Unit Amenities</u>
					Microwave <input checked="" type="checkbox"/> Dishwasher <input type="checkbox"/> Washer/dryer <input type="checkbox"/> Washer/dryer hook-up <input type="checkbox"/> 9' ceilings <input type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input type="checkbox"/> Patio/balconies <input type="checkbox"/>
					<u>Utilities in rent:</u>
					Water/sewer <input type="checkbox"/> Trash <input checked="" type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Village Station

Location: 1712 India Hook Road, Rock Hill

Year Built: 1986

Total units: 160

Vacant units: 8 (95.0 percent occupied)

Waiting list:

Telephone: 803.366.4146

Management: Sunbelt Multi-family Properties

Contact: Lititia (4/11) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>Rent/sq. ft.</u>	<u>Community Amenities</u>
1/1	32	700	\$1,195	\$1.71	Clubhouse/community room <input checked="" type="checkbox"/> Fitness Center <input checked="" type="checkbox"/> Business Center <input type="checkbox"/> Pool <input checked="" type="checkbox"/> Playground <input type="checkbox"/> Controlled access/gated <input type="checkbox"/> Elevator <input type="checkbox"/> Garages <input type="checkbox"/> Storage <input checked="" type="checkbox"/> Laundry <input checked="" type="checkbox"/>
2/2	96	900	\$1,295	\$1.44	
2/2	32	1,000	\$1,345	\$1.34	
					<u>Unit Amenities</u>
					Microwave <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Washer/dryer <input type="checkbox"/> Washer/dryer hook-up <input checked="" type="checkbox"/> 9' ceilings <input checked="" type="checkbox"/> High-end kitchen <input type="checkbox"/> Wood/style floors <input type="checkbox"/> Fireplaces <input type="checkbox"/> Patos/balconies <input type="checkbox"/>
					<u>Utilities in rent:</u>
					Water/sewer <input type="checkbox"/> Trash <input type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>



Wildwood Springs

Location: 1103 Springdale Road, Rock Hill

Financing: LIHTC (targeting: 60% of AMI)

Year Built: 1995

Total units: 144

Vacant units: 1 (99.3 percent occupied)

Waiting list:

Telephone: 803.805.7014

Management: SL Nusbaum

Contact: Ashley (4/13) telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>UA</u>
2/2	8	898	\$1,016	\$122
2/2	56	1,093	\$1,014	\$124
3/2	8	1,061	\$1,174	\$141
3/2	72	1,309	\$1,172	\$143

Community Amenities

Clubhouse/community room	<input checked="" type="checkbox"/>
Fitness Center	<input checked="" type="checkbox"/>
Business Center	<input type="checkbox"/>
Pool	<input checked="" type="checkbox"/>
Playground	<input checked="" type="checkbox"/>
Controlled access/gated	<input type="checkbox"/>
Elevator	<input type="checkbox"/>
Garages	<input type="checkbox"/>
Storage	<input checked="" type="checkbox"/>
Laundry	<input checked="" type="checkbox"/>

Unit Amenities

Microwave	<input type="checkbox"/>
Dishwasher	<input checked="" type="checkbox"/>
Washer/dryer	<input type="checkbox"/>
Washer/dryer hook-up	<input checked="" type="checkbox"/>
9' ceilings	<input type="checkbox"/>
High-end kitchen	<input type="checkbox"/>
Wood/style floors	<input checked="" type="checkbox"/>
Fireplaces	<input type="checkbox"/>
Patios/balconies	<input type="checkbox"/>

Utilities in rent:

Water/sewer Trash Electricity Heat



Yorktown Village

Location: 2172 Ebinport Road, Rock Hill

Year Built: 1984

Total units: 124

Vacant units: n/a

Waiting list:

Telephone: 803.366.5196

Management: Fiedlam Properties

Contact: telephone onsite other

<u>Br/Ba</u>	<u>Units</u>	<u>Sq. Feet</u>	<u>Rent</u>	<u>Rent/sq. ft.</u>	<u>Community Amenities</u>
1/1	22	600	\$1,300	\$2.17	Clubhouse/community room <input type="checkbox"/>
2/1 ½	66	990	\$1,550	\$1.57	Fitness Center <input type="checkbox"/>
2/2	36	1,080	\$1,500	\$1.39	Business Center <input type="checkbox"/>
					Pool <input type="checkbox"/>
					Playground <input type="checkbox"/>
					Controlled access/gated <input type="checkbox"/>
					Elevator <input type="checkbox"/>
					Garages <input type="checkbox"/>
					Storage <input type="checkbox"/>
					Laundry <input type="checkbox"/>
					Unit Amenities
					Microwave <input type="checkbox"/>
					Dishwasher <input type="checkbox"/>
					Washer/dryer <input type="checkbox"/>
					Washer/dryer hook-up <input type="checkbox"/>
					9' ceilings <input type="checkbox"/>
					High-end kitchen <input type="checkbox"/>
					Wood/style floors <input type="checkbox"/>
					Fireplaces <input type="checkbox"/>
					Patios/balconies <input type="checkbox"/>
					Utilities in rent:
					Water/sewer <input type="checkbox"/> Trash <input type="checkbox"/> Electricity <input type="checkbox"/> Heat <input type="checkbox"/>

H. INTERVIEWS

As part of the research for this market study, interviews were held with property managers, local government officials, and others with particular knowledge of the local housing market. The proposed development will offer an attractive, new, apartment complex - to be leased subject to the provisions of the Low Income Housing Tax Credit program. Property managers of existing complexes and/or other representatives of management companies were a potential source of information.

As noted, property managers are a major source of information for a project such as that proposed (their contact details are provided as part of the rental survey set out in the previous pages).

The manager at the Rock Pointe tax credit properties believes that there is need for new tax credit housing. The manager at the Wildwood Springs complex stated that she is not sure if a new property would be successful - but it probably would be.

I. RECOMMENDATIONS

It is our recommendation that, based upon our analysis, the proposed apartments should be developed as proposed, and that the project should be awarded low income housing tax credits. This conclusion is based on our analysis of the economic and demographic criteria of the project market area as defined and on our project specific demand analysis and survey of the supply of rental housing in the market--as set out in the foregoing report and summarized in the Executive Summary.

J. SIGNED STATEMENT

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 Low Income Housing Tax Credit units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina Housing Finance and Development Authority's programs. I also affirm that I have no financial interest in the project or current business relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written according to the SCSHFDA's market study requirements. The information included is accurate and can be relied upon by SCSHFDA to present a true assessment of the low income housing rental market.



Market Analyst

Date: June 20, 2022

ANALYST QUALIFICATIONS

T. Ronald Brown: Research & Analysis is a planning and economics consulting firm which provides real estate market analysis.

The President of the firm is T. Ronald Brown. He has more than 30 years experience in the provision of market studies for subsidized and unsubsidized apartment developments and for-sale housing. Over the last two decades or so, Mr. Brown has produced more than 2,500 studies in at least 20 states, predominantly in the Southeast.

Mr. Brown has a Honours Master of Arts degree in Geographical Studies from the University of St. Andrews in St. Andrews, Scotland.

The firm has primary experience in market analysis for residential projects including both single-family homes and multi-family units (for sale and for rent). A significant proportion of the firm's business focuses on apartment market studies—for family renters and for elderly persons. These reports include conventionally financed projects (including HUD 221 (d) (4) projects), affordable housing (including low income tax credit financed projects) and subsidized housing.

Mr. Brown is a member of several groups that promote housing in general and affordable housing in particular. These include the North Carolina Housing Coalition, Preservation North Carolina, the Virginia Housing Alliance, and the National Council of Housing Market Analysts.

Clients include for-profit developers, non-profit developers and community development corporations, state housing finance agencies, syndicators, and municipalities.

MARKET STUDY TERMINOLOGY

The following presents the accepted definitions of various terms typically found in real estate market studies. These definitions are typically followed unless reviewing agency requirements differ.

Absorption period - the period of time necessary for a newly constructed or renovated property to achieve the *stabilized level of occupancy*. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the *stabilized level of occupancy* has a signed lease. Assumes a typical premarketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

Absorption rate - the average number of unites rented each month during the *absorption period*.

Acceptable rent burden - the rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

Achievable rents - See *Market Rent, Achievable Restricted Rent*.

Affordable housing - housing affordable to low or very low-income tenants.

Amenity - tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs, services and activities.

Annual demand - the total estimated demand present to the market in any one year for the type of units proposed.

Assisted housing - housing where federal, state or other programs *subsidize* the monthly costs to the tenants.

Bias - a proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.

Capture rate - the percentage of age, size, and income qualified renter households in the *primary market area* that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The *Capture Rate* is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the *primary market area*. See also: penetration rate.

Comparable property - a property that is representative of the rental housing choices of the subject's *primary market area* and that is similar in construction, size, amenities, location, and/or age. Comparable and *competitive* properties are generally used to derive market rent and to evaluate the subject's position in the market.

Competitive property - a property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

Comprehensive market study - NCHMA (the National Council of Housing Market Analysts) defines a comprehensive market study for the purposes of IRC Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRC Section 42 request for completion of a market study by a 'disinterested party.'

Concession - discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).

Demand - the total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Effective rents - contract rent less concessions.

Household trends - changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.e. at marriage or separation), changes in average household size, and net *migration*.

Income band - the range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined *acceptable rent burden* percentage and the maximum typically⁷ is pre-defined by specific program requirements or by general market parameters.

Infrastructure - services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Market advantage - the difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. $(\text{market rent} - \text{proposed rent}) / \text{market rent} * 100$

Market analysis - a study of real estate market conditions for a specific type of property.

Market area - See *primary market area*.

Market demand - the total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.

Market rent - the rent that an apartment, without rent or income restrictions or rent subsidies, would command in the *primary market area* considering its location, features and amenities. Market rent should be adjusted for *concessions* and owner paid utilities included in the rent.

Market study - a comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography.

Marketability - the manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

Market vacancy rate, economic - percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.

Market vacancy rate, physical - average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.

Migration - the movement of households into or out of an area, especially a *primary market area*.

Mixed income property - an apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50%, and 60%).

Mobility - the ease with which people move from one location to another.

Move-up demand - an estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to new tax credit properties.

Multi-family - structures that contain more than two housing units.

Neighborhood - an area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

Net rent (also referred to as contract rent or lease rent) - Gross rent less *tenant paid utilities*.

Penetration rate - The percentage of age and income qualified renter households in the *primary market area* that all existing and proposed properties, to be completed with six months of the subject, and which are competitively priced to the subject that must be captured to achieve the *stabilized level of occupancy*. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors. Units in all proposals / households in market * 100, see also: capture rate.

Pent-up demand - a market in which there is a scarcity of supply and vacancy rates are very low.

Population trends - changes in population levels for a particular area over a specific period of time – which is a function of the level of births, deaths, and net *migration*.

Primary market area - a geographic area from which a property is expected to draw the majority of its residents.

Programmatic rents - See *restricted rents*.

Project based rent assistance - rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Redevelopment - the redesign or rehabilitation of existing properties.

Rent burden - gross rent divided by adjusted monthly household income.

Rent burdened households - households with *rent burden* above the level determined by the lender, investor, or public program to be an acceptable rent-to-income.

Restricted rent - the rent charged under the restrictions of a specific housing program or subsidy.

Restricted rent, achievable - the rents that the project can attain taking into account both market conditions and rent in the *primary market area* and income restrictions.

Saturation - the point at which there is no longer demand to support additional unit. Saturation usually refers to a particular segment of a specific market.

Secondary market area - the portion of a market that supplies additional support to an apartment property beyond that provided by the primary market area.

Special needs population - specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs population include: substance abusers, visually impaired person or persons with mobility limitations.

Stabilized level of occupancy - the underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

Subsidy - monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's *contract rent* and the amount paid by the tenant toward rent.

Substandard conditions - housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Target income band - the *income band* from which the subject property will draw tenants.

Target population - the market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.

Tenant paid utilities - the cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

Turnover period - 1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units * 100 2. The percent of occupants in a given apartment complex that move in one year.

Unmet housing need - new units required in the market area to accommodate household growth, homeless people, and housing in substandard conditions.

Unrestricted rents - rents that are not subject to *restriction*.

Unrestricted units - units that are not subject to any income or rent restrictions.

Vacancy period - the amount of time that an apartment remains vacant and available for rent.

Vacancy rate-economic vacancy rate - physical - maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

Other Terms

The following terms are also to be found in professional market studies - here, this information is drawn from various sources including HUD, the Census Bureau, and the Urban Land Institute.

Area Median Income (AMI) - 100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.

Attached housing - two or more dwelling units connected with party walls (e.g. townhouses or flats).

Basic rent - the maximum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Below Market Interest Rate program (BMIR) - Program targeted to renters with income not exceeding 80% or area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Census tract - a small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

Central Business District (CBD) - the center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC) - entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

Condominium - a form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract rent - 1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).

Difficult Development Area (DDA) - an area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.

Detached housing - a freestanding dwelling unit, typically single-family, situated on its own lot.

Elder or senior housing - housing where (1) all units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80% of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely low income - person or household with income below 30% of the Area Median Income adjusted for household size.

Fair Market Rent (FMR) - the estimates established by HUD of the Gross rents (Contract rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally set FMR so that 40% of the rental units have rents below FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Garden apartments - apartments in low-rise buildings (typically two or four stories) that feature low density, ample open-space around buildings, and on-site parking.

Gross rent - the monthly housing cost to a tenant which equals the Contract rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

High-rise - a residential building having more than ten stories.

Household - one or more people who occupy a housing unit as their usual place of residence.

Housing unit - house, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

Housing Choice Voucher (Section 8 Program) - federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible households in the use of the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

Housing Finance Agency (FHA) - state or local agencies responsible for financing housing and administering assisted housing programs.

HUD Section 8 Program - federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the contract rent and a specified percentage of tenants' adjusted income.

HUD Section 202 Program - federal program which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.

HUD Section 811 Program - federal program which provides direct capital assistance and operating of rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.

HUD Section 236 Program - federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income limits - maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes income limits each year for 30% median. Very low income (50%), and low income (80%), for households with 1 through 8 people.

Low income - person or household with gross household income below 80% of Area Median Income adjusted for household size.

Low income housing tax credit - a program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on those units be restricted accordingly.

Low rise building - a building with one to three stories.

Metropolitan Statistical Area (MSA) - a geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities have a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mid-rise - a building with four to ten stories.

Moderate income - person or household with gross household income between 80 and 120 percent of area median income adjusted for household size.

Public Housing or Low Income Conventional Public Housing - HUD program administered by local (or regional) Housing Authorities which serves low- and very-low income households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT) - any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of households have an income less than 60% of the area median income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credit may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.

Rural Development (RD) market rent - a monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an unsubsidized mortgage and provide an adequate return to the property owner. The rent is the maximum rent that a tenant can pay at an RD Property.

Rural Development (RD) Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program) - federal program which provides the low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, which is the higher (but not exceeding the market rent). The program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

Single-family housing - a dwelling unit, either attached or detached, designed for use by one household and with the direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

State Data Center (SDC) - a state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.

Tenant - one who rents real property from another.

Tenure - the distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House) - single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called row house.

Very low income - person or household whose gross household income does not exceed 50% of Area Median Income adjusted for household size.

Zoning - classification and regulation of land by local governments according to use categories (zones); often also includes density designations.