



**BOWEN
NATIONAL
RESEARCH**

Market Feasibility Analysis

Talford Greene
2600 Dawson Drive
Chester, Chester County, South Carolina 29706

Prepared For

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500 South Front Street, 10th Floor
Columbus, Ohio 43215

Effective Date

August 17, 2021

Job Reference Number

21-452 JP

Table of Contents

- A. Primary Market Area Analysis Summary (Exhibit S-2)
- B. Project Description
- C. Site Description and Evaluation
- D. Primary Market Area Delineation
- E. Market Area Economy
- F. Community Demographic Data
- G. Project-Specific Demand Analysis
- H. Rental Housing Analysis (Supply)
 - I. Interviews
 - J. Recommendations
- K. Signed Statement Requirement
- L. Qualifications
- M. Methodologies, Disclaimers & Sources
 - Addendum A – Field Survey of Conventional Rentals
 - Addendum B – NCHMA Member Certification & Checklist
 - Addendum C – Achievable Market Rent

2021 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:

Development Name:	Talford Greene	Total # Units:	70
Location:	2600 Dawson Drive, Chester, SC 29706 (Chester County)	# LIHTC Units:	70
PMA Boundary:	Chester-York County Line to the north, Interstate 77 and the Richburg city line to the east, the Chester-Fairfield County Line to the south and State Route 215, State Route 72 and 121, Woods Ferry Road, Worthys Ferry Road, Poulos Road, State Route 9 and Broad River to the west.		
Development Type:	<input checked="" type="checkbox"/> Family	<input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 16.8 miles

RENTAL HOUSING STOCK (found on page H-1, H-12, H-16 and Add. A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	8	327	0	100.0%
Market-Rate Housing	-	-	-	-
Assisted/Subsidized Housing not to include LIHTC	5	191	0	100.0%
LIHTC (All that are stabilized)*	2	114	0	100.0%
Stabilized Comps**	4	138	0	100.0%
Non-stabilized Comps	-	-	-	-

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

** Comparables - comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income; Includes three additional Tax Credit comps surveyed outside market area.

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
4	One	1.0	911	\$400 (50%)	\$639	\$0.70	37.40%	\$1,314	\$1.49
10	One	1.0	911	\$500 (60%)	\$639	\$0.70	21.75%	\$1,314	\$1.49
4	One	1.0	911	\$550 (70%)	\$639	\$0.70	13.93%	\$1,314	\$1.49
9	Two	2.0	1,079	\$465 (50%)	\$768	\$0.71	39.45%	\$1,465	\$1.30
16	Two	2.0	1,079	\$585 (60%)	\$768	\$0.71	23.83%	\$1,465	\$1.30
9	Two	2.0	1,079	\$645 (70%)	\$768	\$0.71	16.02%	\$1,465	\$1.30
4	Three	2.0	1,348	\$505 (50%)	\$886	\$0.66	43.00%	\$1,660	\$1.33
10	Three	2.0	1,348	\$645 (60%)	\$886	\$0.66	27.20%	\$1,660	\$1.33
4	Three	2.0	1,348	\$700 (70%)	\$886	\$0.66	21.00%	\$1,660	\$1.33
Gross Potential Rent Monthly*				\$39,420	\$53,562		26.40%		

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

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

	2012	2020		2023	
Renter Households		2,627	30.4%	2,617	30.4%
Income-Qualified Renter HHs (LIHTC)		834	31.7%	809	30.9%
Income-Qualified Renter HHs (MR)		-	-	-	-

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-4)

Type of Demand	50%	60%	70%	Other: __	Other: __	Overall
Renter Household Growth	-21	-18	-16	-	-	-25
Existing Households (Overburd + Substand)	220	144	126	-	-	264
Homeowner conversion (Seniors)	0	0	0	-	-	0
Other:	0	0	0	-	-	0
Less Comparable/Competitive Supply	0	0	0	-	-	0
Net Income-qualified Renter HHs	199	126	110	-	-	239

CAPTURE RATES (found on page G-4)

Targeted Population	50%	60%	70%	Other: __	Other: __	Overall
Capture Rate	8.5%	28.6%	15.5%	-	-	29.3%

ABSORPTION RATE (found on page G-7)

Absorption Period 6 Months

2021 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Net Proposed Tenant Rent by Bedroom Type	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
4	1 BR	\$400	\$1,600	\$639	\$2,556	
10	1 BR	\$500	\$5,000	\$639	\$6,390	
4	1 BR	\$550	\$2,200	\$639	\$2,556	
9	2 BR	\$465	\$4,185	\$768	\$6,912	
16	2 BR	\$585	\$9,360	\$768	\$12,288	
9	2 BR	\$645	\$5,805	\$768	\$6,912	
4	3 BR	\$505	\$2,020	\$886	\$3,544	
10	3 BR	\$645	\$6,450	\$886	\$8,860	
4	3 BR	\$700	\$2,800	\$886	\$3,544	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	70		\$39,420		\$53,562	26.40%

B. Project Description

Project Name:	Talford Greene
Location:	2600 Dawson Drive, Chester, South Carolina 29706 (Chester County)
Census Tract:	203.00
Target Market:	Family
Construction Type:	New Construction
Funding Source:	4% Tax-Exempt Bond

The subject project involves the new construction of the 70-unit Talford Greene rental community at 2600 Dawson Drive in Chester, South Carolina. The project will target general-occupancy (family) households earning up to 50%, 60% and 70% of Area Median Household Income (AMHI) under the 4% Tax-Exempt Bond program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be completed by October 2023. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
4	One-Br.	1.0	Garden	911	50%	\$400	\$132	\$532	\$533
10	One-Br.	1.0	Garden	911	60%	\$500	\$132	\$632	\$639
4	One-Br.	1.0	Garden	911	70%	\$550	\$132	\$682	\$746
9	Two-Br.	2.0	Garden	1,079	50%	\$465	\$174	\$639	\$640
16	Two-Br.	2.0	Garden	1,079	60%	\$585	\$174	\$759	\$768
9	Two-Br.	2.0	Garden	1,079	70%	\$645	\$174	\$819	\$896
4	Three-Br.	2.0	Garden	1,348	50%	\$505	\$230	\$735	\$738
10	Three-Br.	2.0	Garden	1,348	60%	\$645	\$230	\$875	\$886
4	Three-Br.	2.0	Garden	1,348	70%	\$700	\$230	\$930	\$1,034
70	Total								

Source: Woda Cooper Companies, Inc.

AMHI – Area Median Household Income (Chester County, SC HUD Metro FMR Area; 2021)

Building/Site Information	
Residential Buildings:	Three (3) three-story buildings
Building Style:	Walk-up
Community Space:	Integrated throughout
Acres:	6.2

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	September 2022
Begin Preleasing:	August 2023
Construction End:	October 2023

Unit Amenities		
• Electric Range	• Washer/Dryer Hookups	• Carpet & Composite Flooring
• Refrigerator w/Icemaker	• Central Air Conditioning	• Window Blinds
• Garbage Disposal	• Walk-In Closet	• Patio/Balcony
• Dishwasher	• Microwave	

Community Amenities		
• Laundry Room	• On-Site Management	• Community Room
• Pavilion	• Fitness Center	• Picnic Area with Grills
• CCTV/Cameras	• After School Program	• Parties/Picnics
• Social Service Coordinator	• Surface Parking Lot (140 Spaces)	

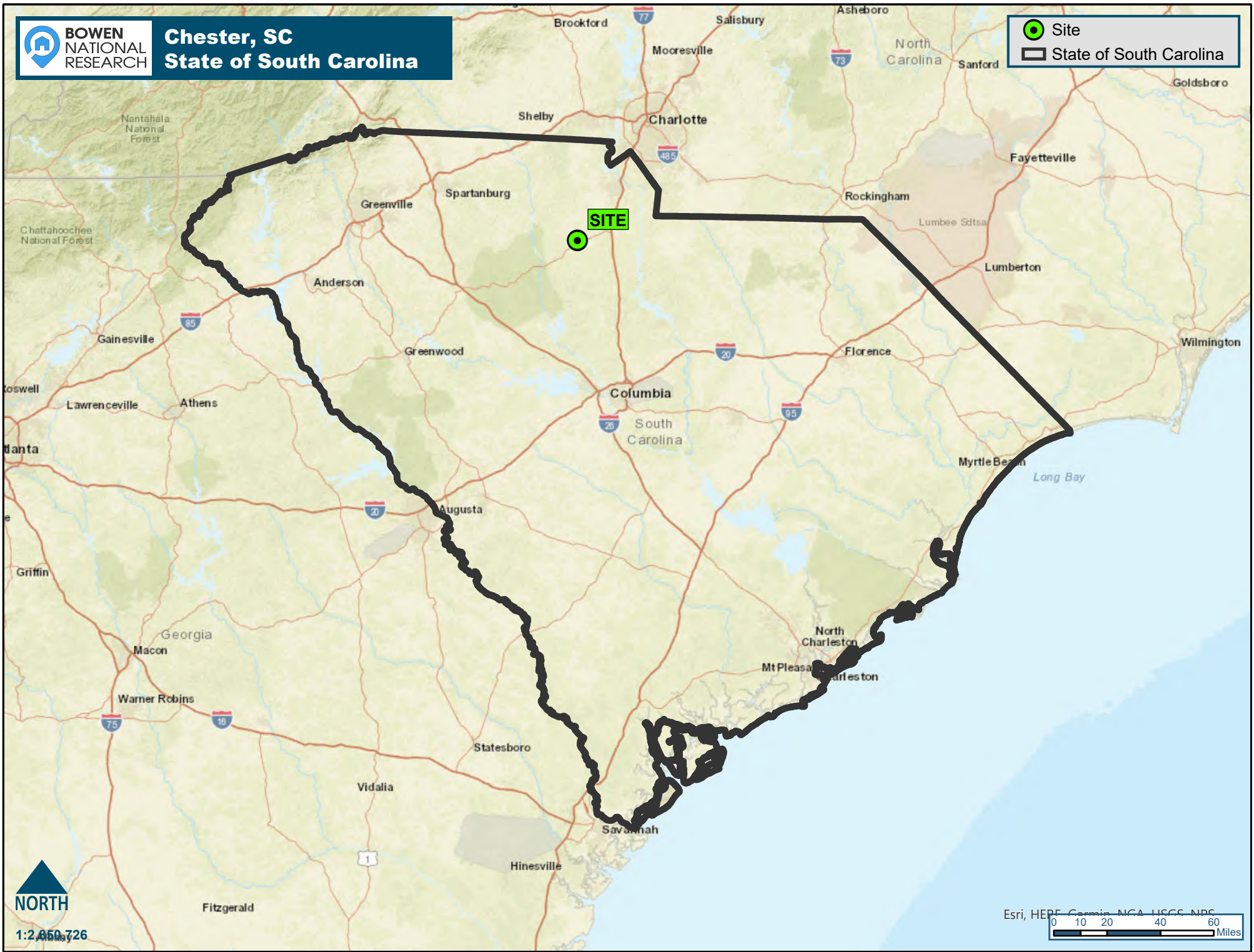
Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
Source	Electric	Gas	Electric				

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



Chester, SC State of South Carolina

● Site
▭ State of South Carolina

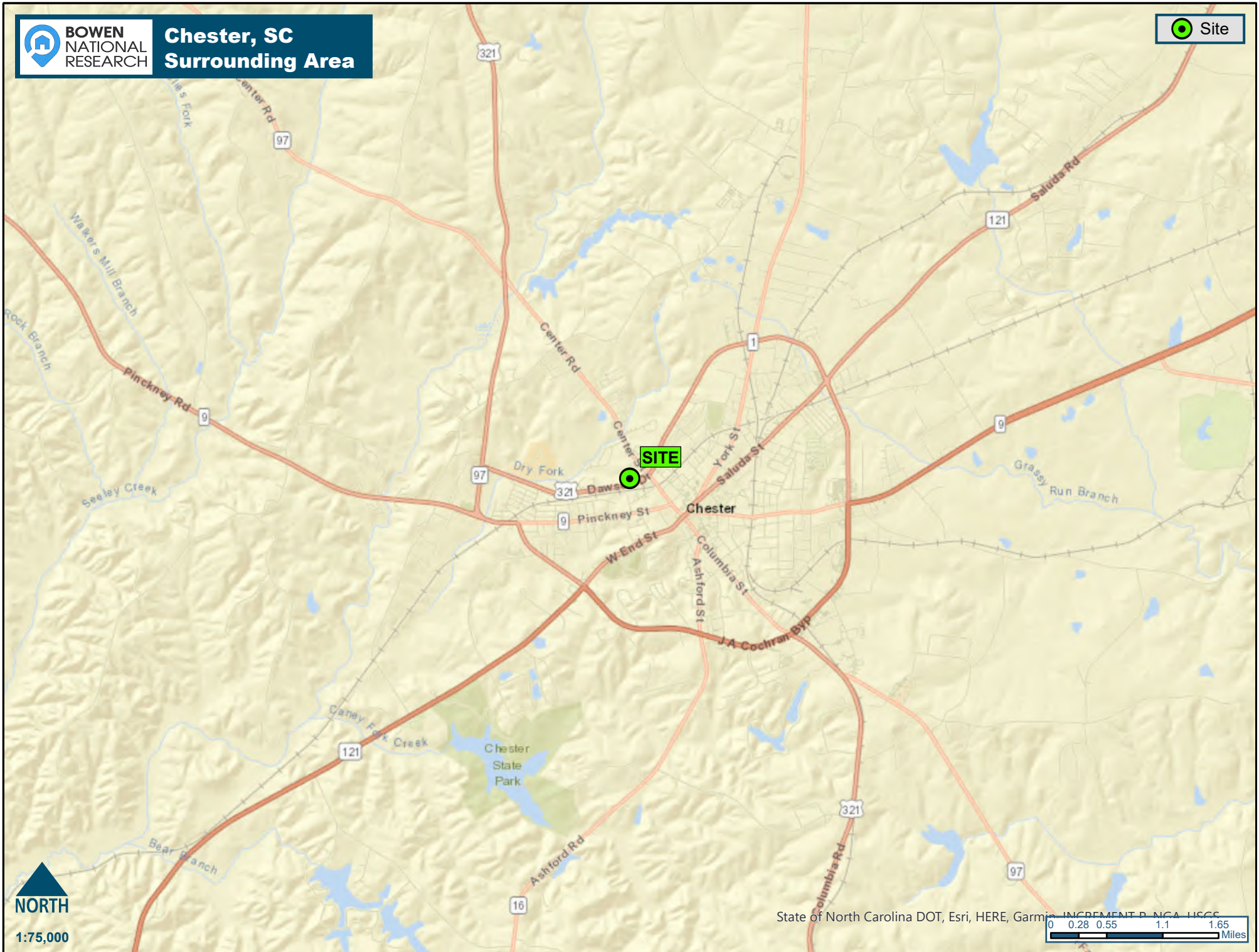
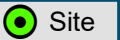


1:2,850,726

Esri, HERE, Garmin, NGA, USGS, NPS
0 10 20 40 60 Miles



Chester, SC Surrounding Area



NORTH

1:75,000

State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.28 0.55 1.1 1.65 Miles

C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of August 2, 2021. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site consists of wooded land located at 2600 Dawson Drive in the northwestern portion of Chester, South Carolina. Located within Chester County, Chester is approximately 52.0 miles north of Columbia, South Carolina and approximately 82.0 miles east of Greenville, South Carolina. Following is a description of surrounding land uses:

North -	The northern boundary is defined by wooded land and a neighborhood of single-family homes in fair to good condition. Heavily wooded land and single-family homes in similar condition extend farther north of the site.
East -	The eastern boundary is defined by wooded land, which buffers the site from single-family homes and Stewart Street, a lightly traveled residential roadway. Center Street/U.S. Highway 321 Business, a moderately traveled arterial roadways, extend east of the site. A tire repair facility, government offices and single-family homes in good condition extend east of the site.
South -	The southern boundary is defined by Dawson Drive/State Route 97, a moderately traveled arterial roadway. Chester Public Works Department, a set of railroad tracks and residential dwellings in fair condition extend farther south of the site.
West -	The western boundary is defined by wooded land, which buffers the site from single-family homes in fair to good condition. Residential dwellings extend west of the site along Dawson Drive/State route 97 until reaching Chester County Animal Control and Chester County Sheriff's Office.

The subject site neighborhood is partially established and consists primarily of mixed-use structures. Despite the proximity to services and other residential areas, the site neighborhood is generally secluded and quiet due to the heavy foliage from wooded land near the site, which mitigate potential noise disruptions from nearby thoroughfare traffic. This feeling of privacy, while not compromising the proximity of services, should positively impact the marketability of the site. It is also not anticipated that the subject project will experience any potential noise nuisances from the railroad tracks situated south of the site due to the distance this land use is from the site, as well as the wooded land that will these tracks from the site.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 321 Business State Route 97 State Route 9	0.1 Northeast 0.1 Northeast 0.4 Southeast
Public Bus Stop	N/A	N/A
Major Employers/ Employment Centers	Walmart	2.4 East
Convenience Store	Chester Express Bee's LLC	1.1 Southwest 1.2 West
Grocery	Pantry Bi-Lo	0.9 Southeast 2.2 Southeast
Discount Department Store	Dollar General Dollar General	1.0 Southeast 1.8 East
Shopping Center/Mall	Chesterville Commons	2.3 Northeast
Schools:		
Elementary	Dora Jones-Gayle Elementary School	1.0 Southeast
Middle/Junior High	Chester Middle School	3.5 East
High	Chester High School	2.1 Southeast
Hospital	Chester Regional Medical Center	3.3 Southeast
Police	Chester Police Department	0.5 West
Fire	Chester Fire Department	3.5 East
Post Office	U.S. Post Office	1.0 East
Bank	BB&T Founder's Federal Credit Union	0.9 East 2.0 East
Recreational Facilities	Upper Palmetto YMCA	1.0 Southeast
Gas Station	Center Express Shell Chester Express	0.4 North 0.9 Southeast 1.1 Southwest
Pharmacy	CVS Bi-Lo Pharmacy Walmart Pharmacy	2.0 East 2.2 Southeast 2.4 East
Restaurant	Gene's Restaurant T&M Restaurant Taylor's Soulfood	0.8 East 0.9 Southeast 0.9 Southeast
Day Care	Arms of Love Academy	1.4 Northeast
Community Center	Chester Recreation Department	1.1 South
Library	Chester County Public Library	0.6 Southeast

The subject site is within proximity of numerous shopping and dining opportunities, as well as various other basic community services, many of which are located within 1.5 miles of the site, as illustrated in the preceding table. Notable services within 1.5 miles of the subject site include, but are not limited to, several convenience stores, Pantry, two Dollar Generals, a YMCA, and elementary school and several restaurants. Most area services are located along, or easily accessible from Center Street/U.S. Highway 321 Business which is accessible within 0.1 miles northeast of the site and serves as a commercial corridor for the area. Although fixed-route public transportation is not offered in the Chester area, taxi services are available.

Public safety services are provided by the Chester Police and Fire departments, both of which are located within 3.5 miles of the site. Chester Recreation Department provides activities, congregate meals, guest speakers, and exercise opportunities, located 1.1 miles south of the site. The nearest full-service hospital is Chester Regional Medical Center 3.3 miles southeast of the site. Overall, the site's proximity to community services is considered good and is expected to positively impact marketability.

4. SITE PHOTOGRAPHS

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

Talford Greene



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest

Talford Greene



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site

Talford Greene



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: West view of Dawson Drive



Streetscape: East view of Dawson Drive

Talford Greene



Streetscape: Northwest view of Center Street



Streetscape: Southeast view of Center Street

5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.



Chester, SC Site Neighborhood

Legend
Site Area

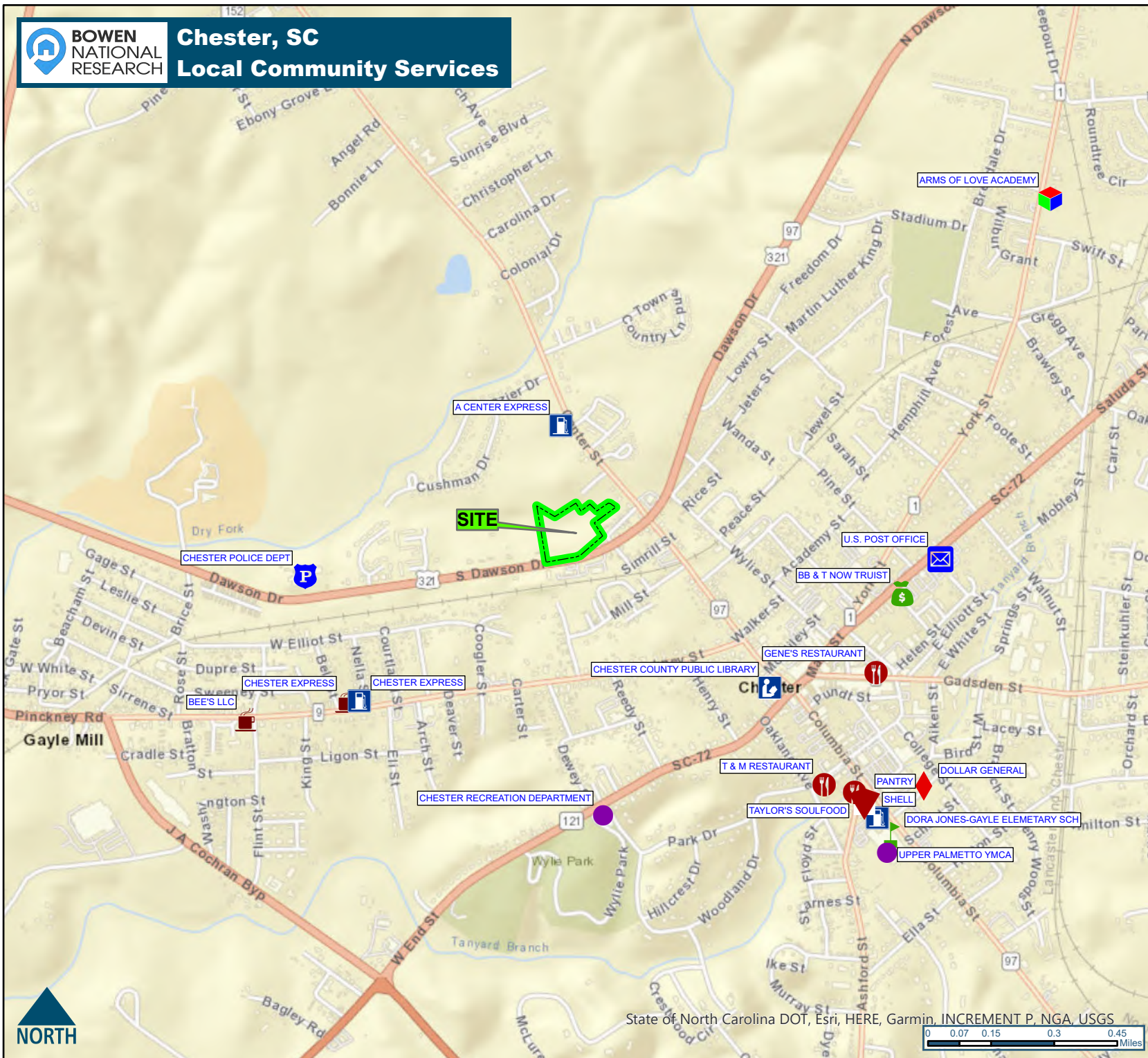


NORTH
1:4,010

0 0.02 0.04 0.08 0.12 Miles



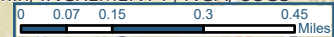
Chester, SC Local Community Services



- Legend**
- Site Area
 - Bank
 - Child Care
 - Convenience Store
 - Elementary School
 - Gas
 - Grocery
 - Library
 - Police
 - Post Office
 - Recreation Center
 - Restaurant
 - Shopping



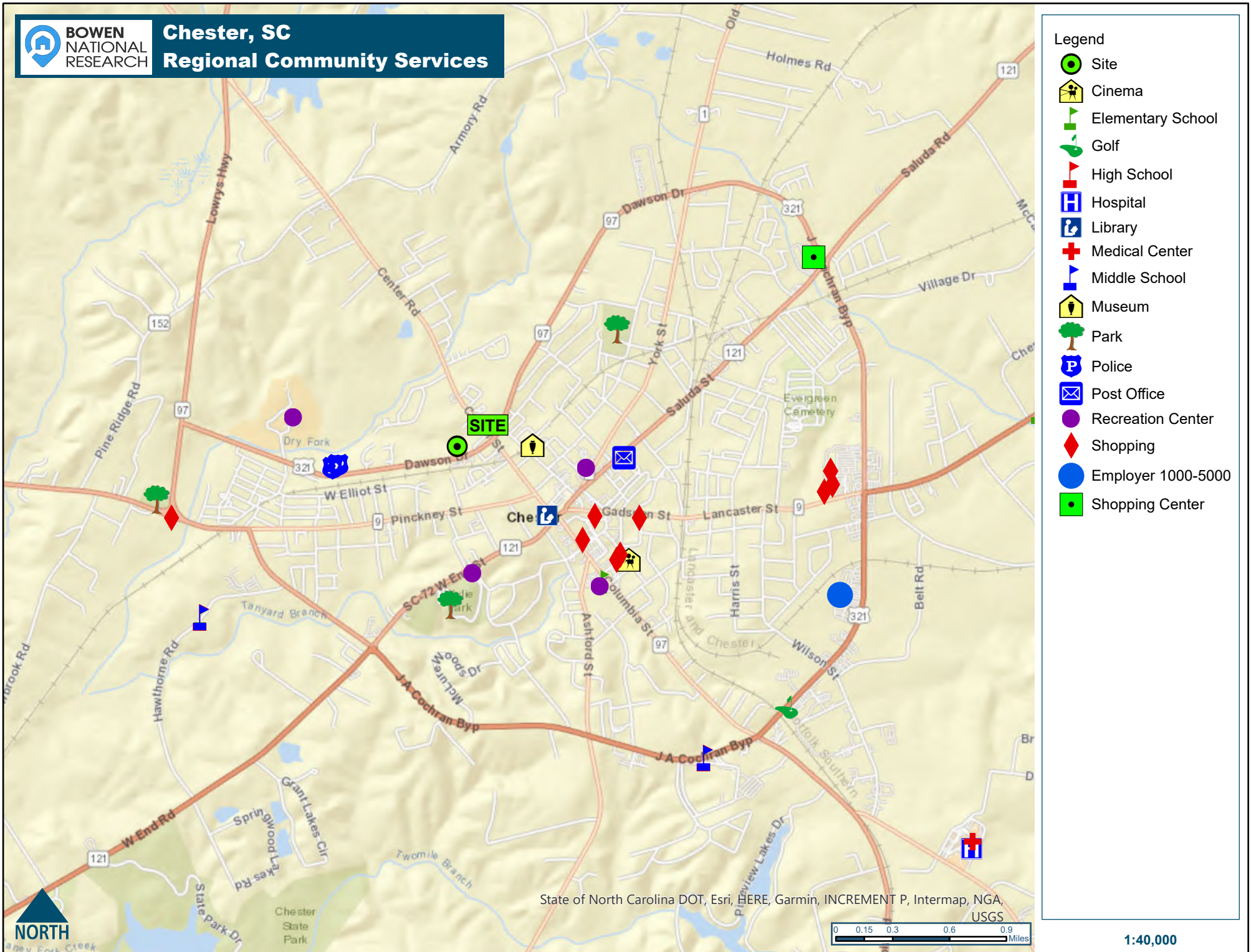
State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, NGA, USGS



1:20,000



Chester, SC Regional Community Services



- Legend**
- Site
 - Cinema
 - Elementary School
 - Golf
 - High School
 - Hospital
 - Library
 - Medical Center
 - Middle School
 - Museum
 - Park
 - Police
 - Post Office
 - Recreation Center
 - Shopping
 - Employer 1000-5000
 - Shopping Center

State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



1:40,000

6. CRIME ISSUES

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

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

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

Total crime risk (143) for the Site ZIP Code is above the national average with an overall personal crime index of 182 and a property crime index of 137. Total crime risk (131) for Chester County is above the national average with indexes for personal and property crime of 154 and 128, respectively.

	Crime Risk Index	
	Site ZIP Code	Chester County
Total Crime	143	131
Personal Crime	182	154
Murder	235	191
Rape	73	71
Robbery	95	79
Assault	234	198
Property Crime	137	128
Burglary	190	168
Larceny	126	117
Motor Vehicle Theft	113	128

Source: Applied Geographic Solutions

The crime risk index within the site's ZIP Code (143) is similar to that of Chester County (131), both of which are slightly above the national average (100). Regardless, many of the rental communities identified and surveyed within the market are maintaining strong occupancy rates, indicating that these projects have not been impacted by any perception of crime. Further, the subject project will include on-site management and CCTV/security cameras, which will likely help mitigate potential perceptions of crime. Therefore, it is unlikely that the perception of crime will have any tangible impact on the marketability of the subject development.

A map illustrating crime risk is on the following page.



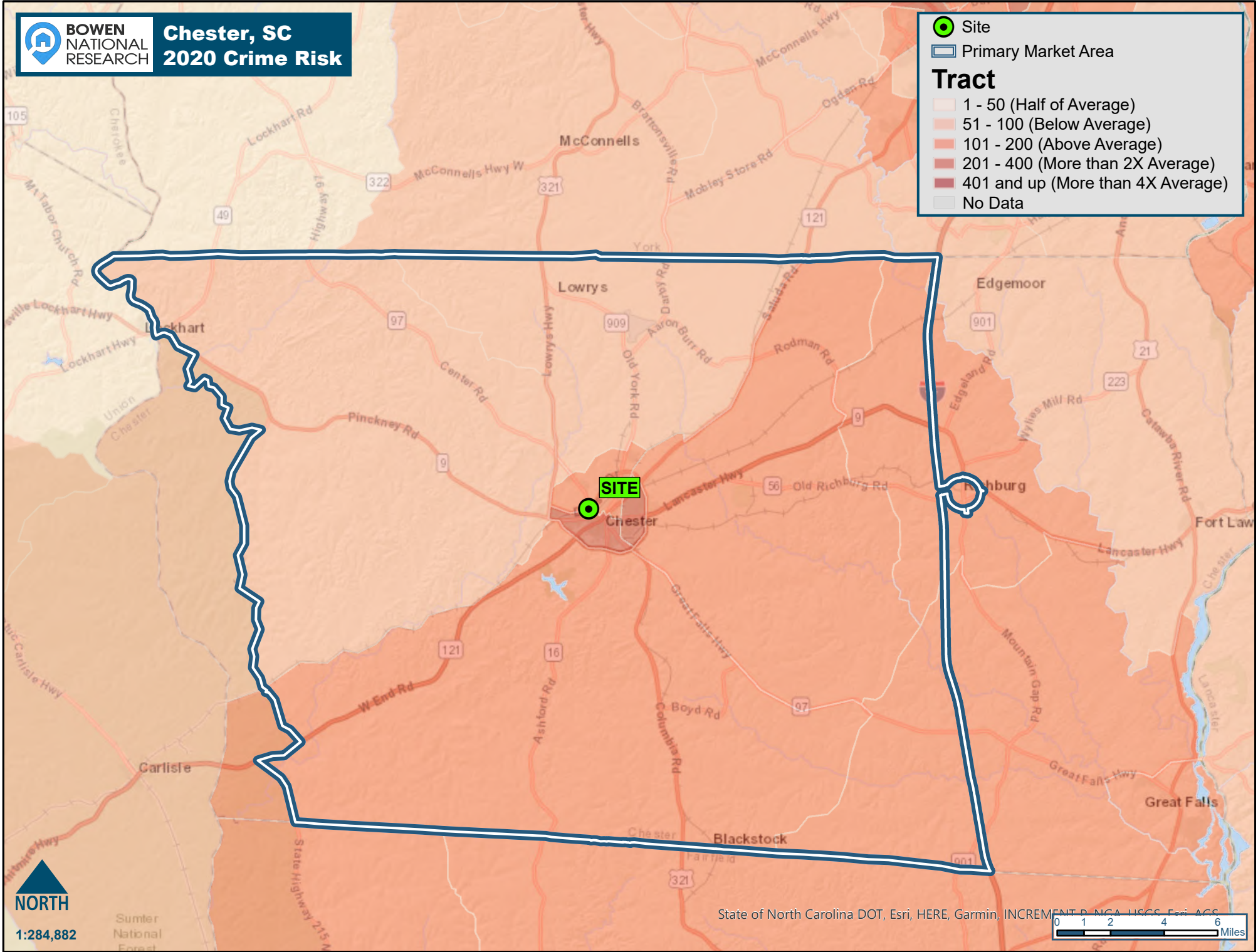
Chester, SC 2020 Crime Risk

Site

Primary Market Area

Tract

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data



NORTH
1:284,882

State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, NCA, USGS, Esri, ACS
 Miles

7. ACCESS AND VISIBILITY

The subject is clearly visible from Dawson Drive/State Route 97, which is an arterial roadway bordering the site to the south. In addition, it is anticipated that the subject site will also be partially visible from Stewart Street, east of the site. Overall, site visibility is expected to be good, based on these clear lines of site from surrounding roadways, including an arterial roadway.

Based on site plans provided at the time of this analysis, the subject project will have two access points, both of which will be from Dawson Drive/State Route 97. The generally moderate vehicular traffic experienced along this aforementioned roadway is expected to allow for convenient ingress and egress. In addition to being conveniently accessed, the subject is also within proximity of arterial roadways, as State Route 97, State Route 9 and U.S. Highway 321 Business are all accessible within 0.4 miles of the site, further enhancing overall accessibility of the subject site. Overall, access to and from the subject site is considered good.

8. VISIBLE OR ENVIRONMENTAL ISSUES

There are railroad tracks 0.2 miles south of the site. They are not anticipated to have a negative impact on the proposed development's marketability, as dense vegetation heavily dampens any noise coming from the infrequent trains on these railroad tracks.

9. OVERALL SITE CONCLUSIONS

The subject site consists of wooded land located at 2600 Dawson Drive in the northwestern portion of Chester, South Carolina. The subject neighborhood is partially established and consists primarily of mixed-use structures. Despite the proximity to services and other residential areas, the site neighborhood is generally secluded and quiet due to the heavy foliage from wooded land near the site, which mitigate potential noise disruptions from nearby thoroughfare traffic. The subject site is within proximity of numerous shopping and dining opportunities, as well as various other basic community services, many of which are located within 1.5 miles of the site. The subject is clearly visible from Dawson Drive/State Route 97, which is an arterial roadway bordering the site to the south. Based on site plans provided at the time of this analysis, the subject project will have two access points, both of which will be from Dawson Drive/State Route 97. The generally moderate vehicular traffic experienced along this aforementioned roadway is expected to allow for convenient ingress and egress. Overall, we consider the site's location and proximity to community services to have a positive impact on its marketability.

D. Primary Market Area Delineation

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

The Chester Site PMA includes all of Chester, Lowry's and Richburg as well as, parts of Lockhart. The boundaries of the Site PMA consist of the Chester-York County Line to the north, Interstate 77 and the Richburg city line to the east, the Chester-Fairfield County Line to the south and State Route 215, State Route 72 and 121, Woods Ferry Road, Worthys Ferry Road, Poulos Road, State Route 9 and Broad River to the west. All boundaries of the Site PMA are generally within 16.8 miles of the site. The Site PMA includes all of, or portions of, the following Census Tracts:

201.00	202.00	203.00*	204.00
205.00	206.01	206.02	207.00
209.00	-	-	-

*Subject site location

- Kenisha, Property Manager at Center Street Apartments (Map ID 1), a government-subsidized property in the Site PMA, confirmed the boundaries of the Site PMA. Kenisha indicated that a vast majority of support comes from within Chester County, particularly within the boundaries of the Site PMA. She emphasized that Lowrys and Richburg, specifically, were the localities that provided the most significant amount of support from within the county.

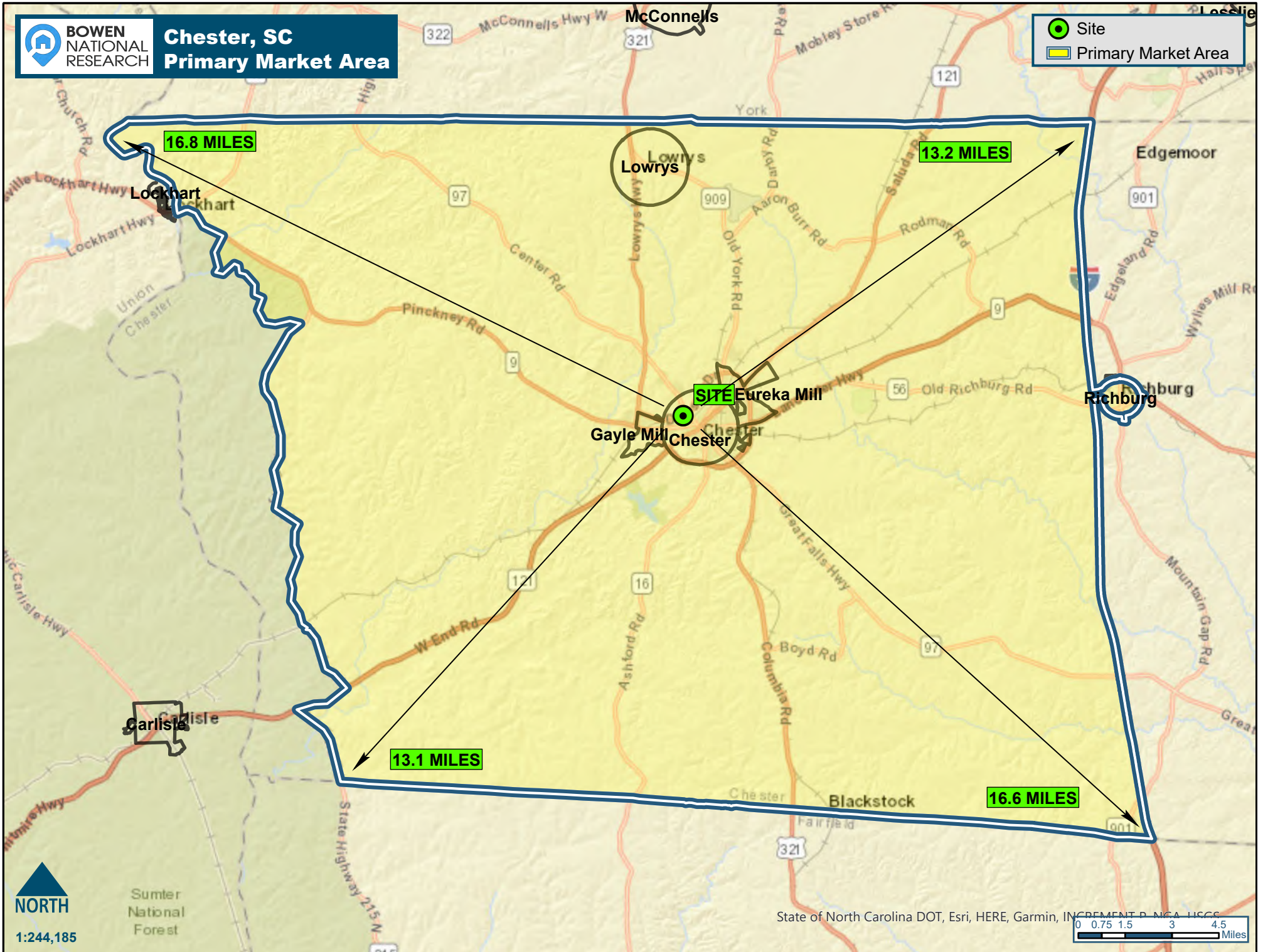
A modest portion of support may originate from some of the outlying smaller communities in the area; we have not, however, considered any secondary market area in this report.

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



Chester, SC Primary Market Area

- Site
- Primary Market Area



NORTH
1:244,185

Sumter
National
Forest

E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

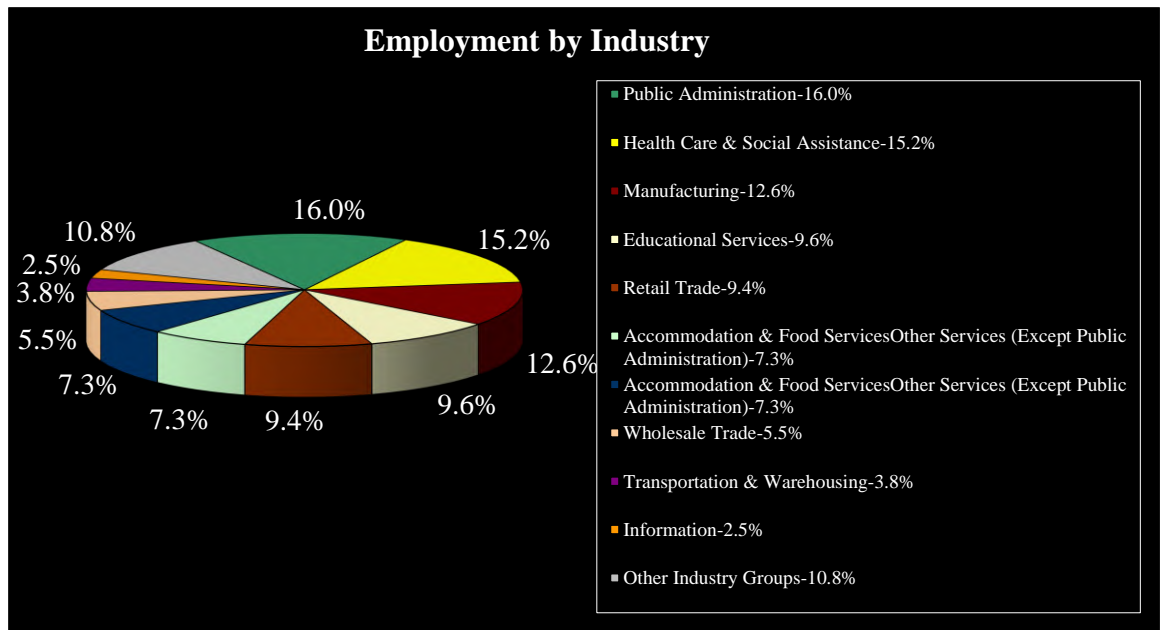
The labor force within the Chester Site PMA is based primarily in three sectors. Public Administration (which comprises 16.0%), Health Care & Social Assistance and Manufacturing comprise nearly 44% of the Site PMA labor force. Employment in the Chester Site PMA, as of 2020, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	10	1.4%	53	0.8%	5.3
Mining	2	0.3%	7	0.1%	3.5
Utilities	6	0.9%	49	0.7%	8.2
Construction	31	4.4%	161	2.4%	5.2
Manufacturing	22	3.1%	832	12.6%	37.8
Wholesale Trade	19	2.7%	362	5.5%	19.1
Retail Trade	86	12.2%	621	9.4%	7.2
Transportation & Warehousing	20	2.8%	249	3.8%	12.5
Information	16	2.3%	168	2.5%	10.5
Finance & Insurance	28	4.0%	103	1.6%	3.7
Real Estate & Rental & Leasing	23	3.3%	50	0.8%	2.2
Professional, Scientific & Technical Services	32	4.5%	150	2.3%	4.7
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	22	3.1%	97	1.5%	4.4
Educational Services	20	2.8%	638	9.6%	31.9
Health Care & Social Assistance	53	7.5%	1,004	15.2%	18.9
Arts, Entertainment & Recreation	10	1.4%	40	0.6%	4.0
Accommodation & Food Services	43	6.1%	486	7.3%	11.3
Other Services (Except Public Administration)	161	22.8%	486	7.3%	3.0
Public Administration	79	11.2%	1,061	16.0%	13.4
Nonclassifiable	22	3.1%	8	0.1%	0.4
Total	705	100.0%	6,625	100.0%	9.4

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

E.P.E. - Average Employees Per Establishment

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



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for the Charlotte-Concord-Gastonia Metropolitan Statistical Area (MSA) are compared with those of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	Charlotte-Concord-Gastonia MSA	South Carolina
Management Occupations	\$134,210	\$109,500
Business and Financial Occupations	\$84,020	\$70,470
Computer and Mathematical Occupations	\$94,910	\$77,080
Architecture and Engineering Occupations	\$81,280	\$80,470
Community and Social Service Occupations	\$49,230	\$44,530
Art, Design, Entertainment and Sports Medicine Occupations	\$62,510	\$50,930
Healthcare Practitioners and Technical Occupations	\$79,590	\$76,850
Healthcare Support Occupations	\$30,670	\$29,220
Protective Service Occupations	\$41,580	\$39,760
Food Preparation and Serving Related Occupations	\$25,470	\$23,250
Building and Grounds Cleaning and Maintenance Occupations	\$28,830	\$27,650
Personal Care and Service Occupations	\$28,700	\$28,850
Sales and Related Occupations	\$51,170	\$37,680
Office and Administrative Support Occupations	\$41,560	\$37,870
Construction and Extraction Occupations	\$44,870	\$44,550
Installation, Maintenance and Repair Occupations	\$52,040	\$46,990
Production Occupations	\$39,650	\$40,730
Transportation and Moving Occupations	\$37,580	\$34,010

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

Most annual blue-collar salaries range from \$25,470 to \$62,510 within the Charlotte-Concord-Gastonia MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$94,802. It is important to note that most occupational types within the Charlotte-Concord-Gastonia MSA have slightly higher typical wages than South Carolina's typical wages. The area employment base has a significant number of income-appropriate households from which the proposed subject project will be able to draw renter support.

3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Chester County area comprise a total of 3,225 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Giti Tire USA	Manufacturing - Motor vehicle tires	746
Boise Cascade Company	Manufacturing - Plywood & construction materials	400
Guardian Industries Corp.	Manufacturing – Float glass	336
Carolina Poly Inc.	Manufacturing - Polyethylene film/bags	300
ATI Industries LLC	Advanced materials – Manufacturing, Allows/specialty steel	300
Chester Regional Medical Center	Health Care - Hospital	276
Boral Stone Products LLC	Manufacturing - Decorative stone products	250
United Infrastructure Group	Manufacturing - Motor vehicle tires	225
United Natural Goods, Inc.	Manufacturing - Plywood & construction materials	200
Sun Fiber LLC	Manufacturing – Float glass	192
	Total	3,225

Source: Chester County Economic Development (July 2021)

According to a representative with the Chester County Economic Development, the Chester County economy is booming. Chester County ranks number one in new jobs per capita in the state of South Carolina. Traditionally, Chester County averages 60 new business developments or expansions, and so far in 2021, there have been 72 such developments. Notable developments include, in July 2021, Last Step Recycling announced it will establish operations in Chester County, a \$46.4 million investment that will create 50 new jobs. Unique Loom on Wilson Street in Chester is expanding its facility and will hire 150 new workers. E. & J. Gallo Winery will establish a new facility in Chester County, a \$423 million investment that will create 496 jobs over the next eight years. Alliance DriveWay Solution is relocating to Chester County and will invest \$4.5 million and create up to 10 new jobs. National Renewable Energy Corporation announced the development of Sparrow Solar LLC in Chester County, that will bring \$2.8 million in new capital investment. The COVID-19 pandemic temporarily slowed down business expansions and developments, but most of those developments are now pushing forward. The service and medical industries were mostly affected but seem to be recovering and the unemployment rate is nearing pre-pandemic levels. The state is expected to announce new mask mandates and social distancing guidelines for the upcoming fall season.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on August 12, 2021, and according to the South Carolina Works there have been no WARN notices reported for Chester County over the past 12 months.

4. EMPLOYMENT TRENDS

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

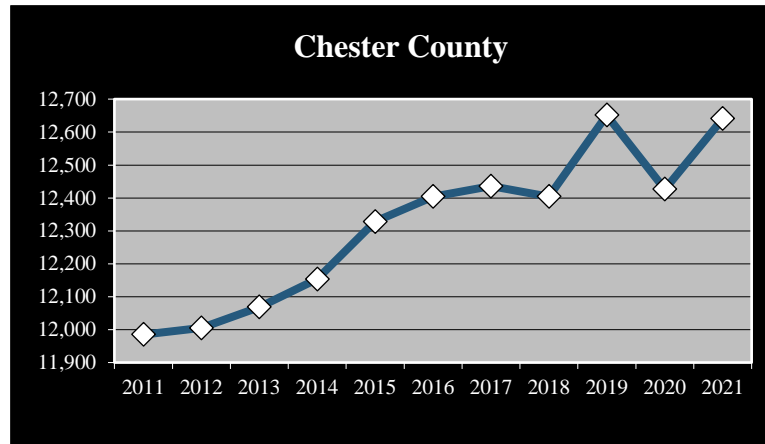
Excluding 2021, the employment base has increased by 0.2% over the past five years in Chester County, less than the South Carolina state increase of 2.9%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Chester County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2011	11,985	-	1,957,493	-	141,714,419	-
2012	12,005	0.2%	1,992,957	1.8%	143,548,588	1.3%
2013	12,069	0.5%	2,034,404	2.1%	144,904,568	0.9%
2014	12,154	0.7%	2,082,941	2.4%	147,293,817	1.6%
2015	12,328	1.4%	2,134,087	2.5%	149,540,791	1.5%
2016	12,404	0.6%	2,174,301	1.9%	151,934,228	1.6%
2017	12,436	0.3%	2,200,602	1.2%	154,214,749	1.5%
2018	12,404	-0.3%	2,242,438	1.9%	156,134,717	1.2%
2019	12,651	2.0%	2,302,573	2.7%	158,154,548	1.3%
2020	12,426	-1.8%	2,237,407	-2.8%	148,639,745	-6.0%
2021*	12,641	1.7%	2,272,571	1.6%	150,431,608	1.2%

Source: Department of Labor; Bureau of Labor Statistics

*Through June



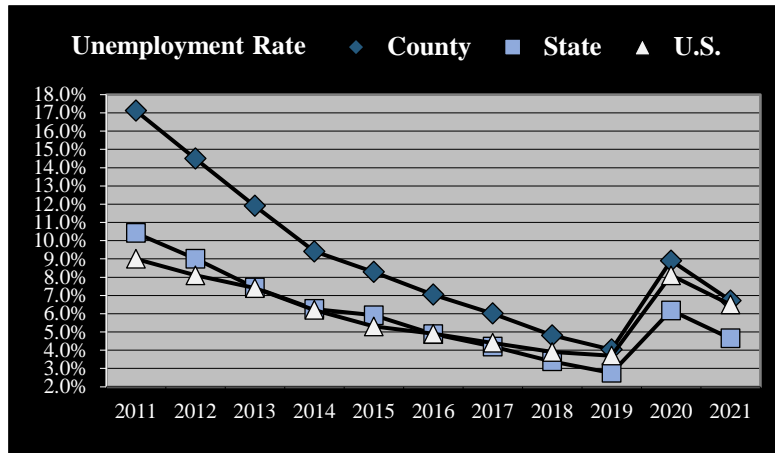
As the preceding illustrates, the Chester County employment base experienced consistent growth between 2011 and 2019. However, in 2020, the employment base within the county declined by 1.8%, likely as a result of the COVID-19 pandemic. The employment base has increased by 1.7% thus far in 2020 (through June) indicating that the economy is recovering from the jobs lost during the pandemic.

Unemployment rates for Chester County, the state of South Carolina and the United States are illustrated below:

Year	Unemployment					
	Chester County		South Carolina		United States	
	Total Number	Percent	Total Number	Percent	Total Number	Percent
2011	2,477	17.1%	227,678	10.4%	14,026,497	9.0%
2012	2,034	14.5%	197,246	9.0%	12,683,816	8.1%
2013	1,634	11.9%	163,472	7.4%	11,624,030	7.4%
2014	1,264	9.4%	139,485	6.3%	9,774,435	6.2%
2015	1,115	8.3%	133,750	5.9%	8,419,872	5.3%
2016	940	7.0%	111,753	4.9%	7,857,015	4.9%
2017	796	6.0%	96,477	4.2%	7,096,170	4.4%
2018	628	4.8%	78,442	3.4%	6,388,109	3.9%
2019	532	4.0%	65,112	2.8%	6,076,609	3.7%
2020	1,220	8.9%	147,183	6.2%	13,027,601	8.1%
2021*	910	6.7%	110,366	4.7%	10,498,289	6.5%

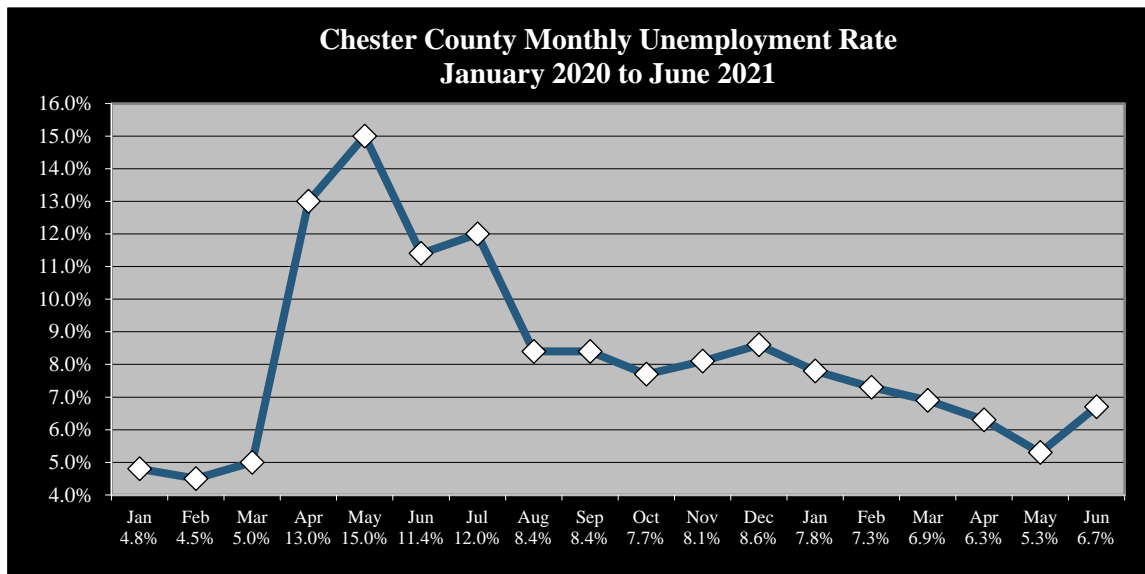
Source: Department of Labor, Bureau of Labor Statistics

*Through June



The unemployment rate in Chester County declined between 2011 and 2019; however, it was adversely impacted as a result of the COVID-19 pandemic in 2020. The unemployment rate has improved by more than two full percentage points thus far in 2021 (through June).

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



Note that the county's *monthly* unemployment rate within the preceding 18-month period was generally stable, which then spiked by ten percentage points between March and May 2020. On a positive note, the monthly unemployment rate in the county has been declining since and is nearing levels reported before the pandemic.

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

In-Place Employment Chester County			
Year	Employment	Change	Percent Change
2010	7,733	-	-
2011	7,684	-49	-0.6%
2012	7,908	224	2.9%
2013	8,043	135	1.7%
2014	8,106	63	0.8%
2015	8,319	213	2.6%
2016	8,341	22	0.3%
2017	8,575	234	2.8%
2018	9,473	898	10.5%
2019	9,822	349	3.7%
2020	9,486	-336	-3.4%

Source: Department of Labor, Bureau of Labor Statistics


Data for 2020, the most recent year that year-end figures are available, indicates in-place employment in Chester County to be 76.3% of the total Chester County employment. This means that Chester County has more employed persons leaving the county for daytime employment than those who work in the county.


5. **EMPLOYMENT CENTERS MAP**

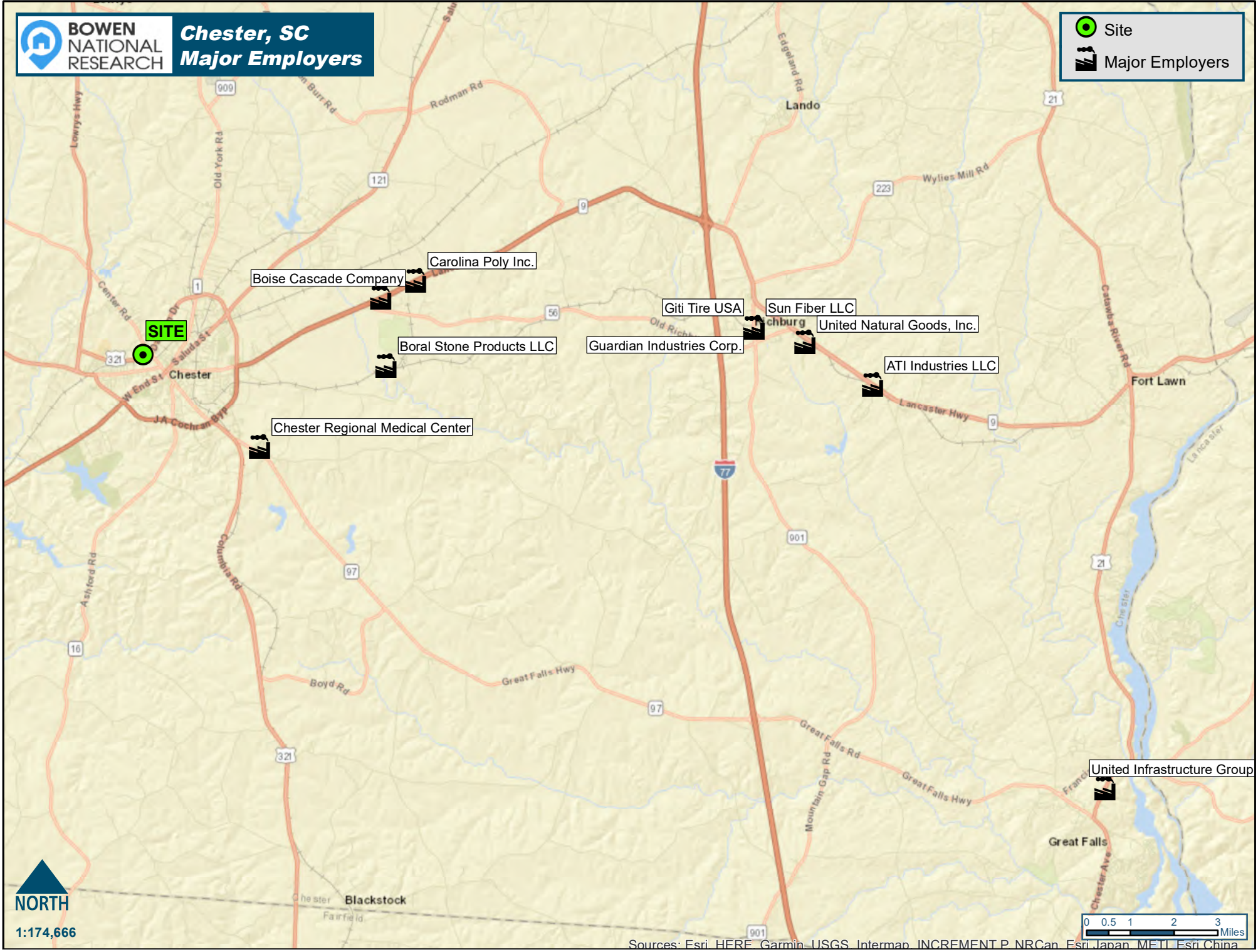
A map illustrating the location of the area's largest employers is included on the following page.



Chester, SC Major Employers

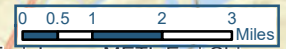
 Site

 Major Employers



NORTH

1:174,666



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China

6. COMMUTING PATTERNS

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	7,106	83.3%
Carpooled	995	11.7%
Public Transit	29	0.3%
Walked	117	1.4%
Other Means	100	1.2%
Worked at Home	182	2.1%
Total	8,529	100.0%

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

Over 83% of all workers drove alone, 11.7% carpoled and only 0.3% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	2,501	29.3%
15 to 29 Minutes	2,096	24.6%
30 to 44 Minutes	1,846	21.6%
45 to 59 Minutes	1,258	14.7%
60 or More Minutes	646	7.6%
Worked at Home	182	2.1%
Total	8,529	100.0%

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

The largest share of area commuters has typical travel times to work ranging from zero to 15 minutes. The subject site is within a 20-minute drive to most of the area's largest employers, which should contribute to the project's marketability. A drive-time map for the subject site is on the following page.

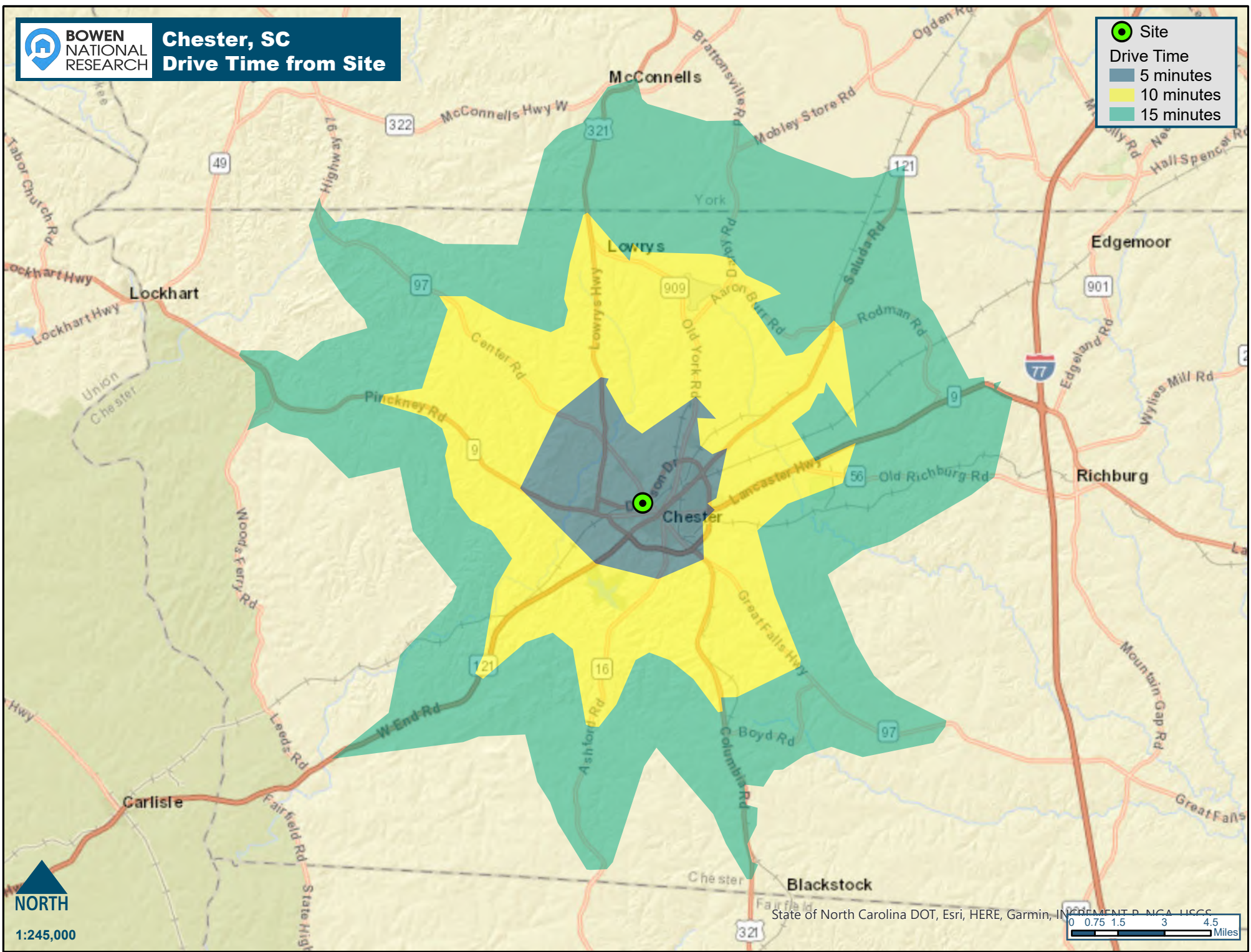


Chester, SC Drive Time from Site

● Site

Drive Time

- 5 minutes
- 10 minutes
- 15 minutes



NORTH
1:245,000

State of North Carolina DOT, Esri, HERE, Garmin, INCORPORATED, NCA, USGS
0 0.75 1.5 3 4.5 Miles

7. ECONOMIC FORECAST AND HOUSING IMPACT

The Chester County economy has experienced continued job growth between 2011 and 2019. However, in 2020, the county declined by 1.8%, likely, in part, as a result of the COVID-19 pandemic, which caused many area businesses to experience a significant reduction in business activity, increasing unemployment and decreasing the county's employment base. This correlates with unemployment rate trends, as the county experienced an increase of nearly five percentage points in 2020. Specifically, between March and April 2020, the *monthly* unemployment rate within Chester County spiked by ten percentage points; however, the county's unemployment rate has been trending downward since. Nonetheless, several of the businesses impacted include those within the Retail Trade and Accommodation & Food Services sectors, which account for nearly 17.0% of the market's labor force and provide lower wage paying positions. The subject site will provide a good quality affordable housing option in an economy where lower-wage employees are most vulnerable.

F. Community Demographic Data

The following demographic data relates to the Site PMA. It is important to note that not all 2023 projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the 2023 projections do not vary more than 1.0%.

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2000, 2010, 2020 (estimated) and 2023 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2023 (Projected)
Population	23,392	22,377	22,098	21,965
Population Change	-	-1,015	-279	-133
Percent Change	-	-4.3%	-1.2%	-0.6%

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

The Chester Site PMA population base declined by 1,015 between 2000 and 2010. This represents a 4.3% decline over the 2000 population, or an annual rate of 0.4%. Between 2010 and 2020, the population declined by 279, or 1.2%. It is projected that the population will decline by 133, or 0.6%, between 2020 and 2023.

Based on the 2010 Census, the population residing in group-quarters is represented by 0.9% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	209	0.9%
Population not in Group Quarters	22,168	99.1%
Total Population	22,377	100.0%

Source: 2010 Census

b. Population by Age Group

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

Population by Age	2010 (Census)		2020 (Estimated)		2023 (Projected)		Change 2020-2023	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	6,030	26.9%	5,452	24.7%	5,453	24.8%	1	0.0%
20 to 24	1,321	5.9%	1,110	5.0%	1,050	4.8%	-60	-5.4%
25 to 34	2,480	11.1%	2,792	12.6%	2,470	11.2%	-322	-11.5%
35 to 44	2,878	12.9%	2,548	11.5%	2,642	12.0%	94	3.7%
45 to 54	3,345	14.9%	2,859	12.9%	2,742	12.5%	-117	-4.1%
55 to 64	3,043	13.6%	3,163	14.3%	3,076	14.0%	-87	-2.8%
65 to 74	1,872	8.4%	2,626	11.9%	2,753	12.5%	127	4.8%
75 & Over	1,408	6.3%	1,548	7.0%	1,779	8.1%	231	14.9%
Total	22,377	100.0%	22,098	100.0%	21,965	100.0%	-133	-0.6%

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

As the preceding table illustrates, over 51% of the population is expected to be between 25 and 64 years old in 2020. This age group is the primary group of potential support for the subject site and will likely represent a significant number of the tenants.

c. Elderly and Non-Elderly Population

The following compares the PMA's elderly (age 55+) and non-elderly population.

Population Type	Year		
	2010 (Census)	2020 (Estimated)	2023 (Projected)
Elderly (Age 55+)	6,323	7,337	7,608
Non-Elderly	16,054	14,761	14,357
Total	22,377	22,098	21,965

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

The elderly population is projected to increase by 271, or 3.7%, between 2020 and 2023.

d. Special Needs Population

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

e. Minority Concentrations

The following table compares the concentration of minorities in the state of South Carolina to the site Census Tract.

Minority Group	Statewide Share	Equal To or Greater Than	Site Census Tract Share
Total Minority Population	33.8%	33.8% + 20.0% = 53.8%	76.9%
Black or African American	27.9%	27.9% + 20.0% = 47.9%	74.2%
American Indian	0.4%	0.4% + 20.0% = 20.4%	0.0%
Asian/Hawaiian/Pacific Islander	1.4%	1.4% + 20.0% = 21.4%	0.0%
Hispanic or Latino	5.1%	5.1% + 20.0% = 25.1%	2.2%

Source: SC Housing and 2020 FFIEC Census Report

Based on the data in the preceding table, the site Census Tract does have a share of minorities above the state average. Regardless, it is anticipated that many of the tenants that would reside at the site currently live within the site census tract and surrounding census tracts.

2. HOUSEHOLD TRENDS

a. Total Households

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

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2023 (Projected)
Households	8,851	8,713	8,643	8,597
Household Change	-	-138	-70	-46
Percent Change	-	-1.6%	-0.8%	-0.5%
Household Size	2.64	2.57	2.53	2.53

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

Within the Chester Site PMA, households declined by 138 (1.6%) between 2000 and 2010. Between 2010 and 2020, households declined by 70 or 0.8%. By 2023, there will be 8,597 households, a decline of 46 households, or 0.5% over 2020 levels. This is a decline of approximately 15 households annually over the next three years.

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

Households by Age	2010 (Census)		2020 (Estimated)		2023 (Projected)		Change 2020-2023	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	272	3.1%	206	2.4%	203	2.4%	-3	-1.5%
25 to 34	1,038	11.9%	1,114	12.9%	981	11.4%	-133	-12.0%
35 to 44	1,459	16.7%	1,238	14.3%	1,265	14.7%	27	2.2%
45 to 54	1,849	21.2%	1,510	17.5%	1,433	16.7%	-77	-5.1%
55 to 64	1,833	21.0%	1,816	21.0%	1,744	20.3%	-72	-4.0%
65 to 74	1,255	14.4%	1,693	19.6%	1,755	20.4%	62	3.7%
75 to 84	743	8.5%	799	9.2%	912	10.6%	113	14.1%
85 & Over	264	3.0%	267	3.1%	304	3.5%	37	13.9%
Total	8,713	100.0%	8,643	100.0%	8,597	100.0%	-46	-0.5%

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

b. Households by Tenure

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2020 (Estimated)		2023 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	6,270	72.0%	6,015	69.6%	5,980	69.6%
Renter-Occupied	2,443	28.0%	2,627	30.4%	2,617	30.4%
Total	8,713	100.0%	8,642	100.0%	8,596	100.0%

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

In 2020, homeowners occupied 69.6% of all occupied housing units, while the remaining 30.4% were occupied by renters. Renters are generally projected to remain stable between 2020 and 2023.

c. Households by Income

The distribution of households by income within the Chester Site PMA is summarized as follows:

Household Income	2010 (Census)		2020 (Estimated)		2023 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,081	12.4%	1,044	12.1%	970	11.3%
\$10,000 to \$19,999	1,547	17.8%	1,456	16.8%	1,412	16.4%
\$20,000 to \$29,999	1,391	16.0%	1,053	12.2%	991	11.5%
\$30,000 to \$39,999	1,081	12.4%	745	8.6%	724	8.4%
\$40,000 to \$49,999	876	10.1%	661	7.6%	663	7.7%
\$50,000 to \$59,999	591	6.8%	672	7.8%	692	8.0%
\$60,000 to \$74,999	664	7.6%	769	8.9%	791	9.2%
\$75,000 to \$99,999	722	8.3%	1,142	13.2%	1,185	13.8%
\$100,000 to \$124,999	414	4.8%	457	5.3%	479	5.6%
\$125,000 to \$149,999	172	2.0%	239	2.8%	250	2.9%
\$150,000 to \$199,999	68	0.8%	319	3.7%	348	4.0%
\$200,000 & Over	106	1.2%	88	1.0%	93	1.1%
Total	8,713	100.0%	8,645	100.0%	8,598	100.0%
Median Income	\$33,122		\$40,371		\$43,051	

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

In 2010, the median household income was \$33,122. This increased by 21.9% to \$40,371 in 2020. By 2023, it is projected that the median household income will be \$43,051, an increase of 6.6% over 2020.

d. Average Household Size

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

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for 2010, 2020 and 2023 for the Chester Site PMA:

Renter Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	182	130	90	63	42	508
\$10,000 to \$19,999	259	152	105	73	50	640
\$20,000 to \$29,999	175	126	87	60	41	489
\$30,000 to \$39,999	108	85	58	41	28	319
\$40,000 to \$49,999	66	56	39	27	18	206
\$50,000 to \$59,999	26	23	16	11	7	83
\$60,000 to \$74,999	29	26	18	12	8	94
\$75,000 to \$99,999	20	19	13	9	6	68
\$100,000 to \$124,999	8	7	5	3	2	25
\$125,000 to \$149,999	3	3	2	1	1	10
\$150,000 to \$199,999	0	0	0	0	0	1
\$200,000 & Over	1	0	0	0	0	2
Total	878	627	432	302	204	2,443

Source: ESRI; Urban Decision Group

Renter Households	2020 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	224	137	81	47	44	534
\$10,000 to \$19,999	337	149	88	51	48	674
\$20,000 to \$29,999	191	98	58	34	31	411
\$30,000 to \$39,999	107	62	37	21	20	248
\$40,000 to \$49,999	83	47	28	16	15	190
\$50,000 to \$59,999	55	39	23	13	12	142
\$60,000 to \$74,999	63	44	26	15	14	163
\$75,000 to \$99,999	65	48	28	16	15	173
\$100,000 to \$124,999	17	12	7	4	4	46
\$125,000 to \$149,999	9	7	4	2	2	24
\$150,000 to \$199,999	7	5	3	2	2	19
\$200,000 & Over	2	1	1	1	0	5
Total	1,160	649	385	224	210	2,627

Source: ESRI; Urban Decision Group

Renter Households	2023 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	212	127	74	43	41	497
\$10,000 to \$19,999	341	142	82	48	46	659
\$20,000 to \$29,999	189	91	53	31	29	393
\$30,000 to \$39,999	109	60	35	20	19	244
\$40,000 to \$49,999	85	46	27	15	15	188
\$50,000 to \$59,999	64	42	25	14	14	159
\$60,000 to \$74,999	73	49	28	16	16	182
\$75,000 to \$99,999	70	49	29	17	16	180
\$100,000 to \$124,999	20	14	8	5	4	51
\$125,000 to \$149,999	10	7	4	2	2	27
\$150,000 to \$199,999	12	8	5	3	3	30
\$200,000 & Over	3	2	1	1	1	8
Total	1,188	638	371	215	205	2,617

Source: ESRI; Urban Decision Group

Demographic Summary

Nearly one-third (30.4%) of the market is occupied by renter households. Overall, population and household trends have been negative since 2000, however, they are projected to generally remain stable through 2023. In addition, renters are projected to generally remain stable between 2020 and 2023. As discussed later in *Section H* of this report, all affordable rental communities surveyed in the market are 100.0% occupied. This indicates that pent-up demand exists for such housing and the continuing need for additional affordable housing options within the Site PMA, particularly when factoring in rent overburdened households or those living in substandard housing.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

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

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

The subject site is within the Chester County, South Carolina HUD Metro FMR Area, which has a four-person median household income of \$57,100 for 2021. The subject property will be restricted to households with incomes of up to 50%, 60% and 70% of AMHI. The following table summarizes the maximum allowable income by household size at the targeted income level:

Household Size	Maximum Allowable Income		
	50%	60%	70%
One-Person	\$19,900	\$23,880	\$27,860
Two-Person	\$22,750	\$27,300	\$31,850
Three-Person	\$25,600	\$30,720	\$35,840
Four-Person	\$28,400	\$34,080	\$39,760
Five-Person	\$30,700	\$36,840	\$42,980

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$42,980**.

2. AFFORDABILITY

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

The proposed LIHTC units will have a lowest gross rent of \$532. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,384. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$18,240**.

Based on the preceding analyses, the income-appropriate ranges required for residency at the subject project with units built to serve households at 50%, 60% and 70% of AMHI are as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$18,240	\$30,700
Tax Credit (Limited to 60% of AMHI)	\$21,669	\$36,840
Tax Credit (Limited to 70% of AMHI)	\$23,383	\$42,980
Overall Tax Credit	\$18,240	\$42,980

3. **DEMAND COMPONENTS**

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

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2020 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2023) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

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

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

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

Based on Table B25074 of the American Community Survey (ACS) 2015-2019 5-year estimates, approximately 10.7% to 35.2% of renter households within the targeted income band in the market were rent overburdened. These households have been included in our demand analysis.

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

Based on the 2019 ACS 5-Year Estimates Table B25016, 5.0% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

- 3) **Elderly Homeowners likely to convert to rentership:** *The Authority recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. A narrative of the steps taken to arrive at this demand figure should be included. The elderly homeowner conversion demand component shall not account for more than 20% of the total demand.*
- 4) **Other:** *Please note, the Authority does not, in general, consider household turnover rates other than those of elderly to be an accurate determination of market demand. However, if an analyst firmly believes that demand exists which is not being captured by the above methods, she/he may be allowed to consider this information in their analysis. The analyst may also use other indicators to estimate demand if they can be fully justified (e.g. an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

4. METHODOLOGY

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2020 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2020 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. DEMAND/CAPTURE RATE CALCULATIONS

We did not identify any competitive Tax Credit developments within the Site PMA that have been built since 2020. In addition, we are not aware of any competitive Tax Credit developments in the development pipeline within the Site PMA. As such, we have not included any additional units in our demand estimates.

Demand Component	50% AMHI (\$18,240-\$30,700)	60% AMHI (\$21,669-\$36,840)	70% AMHI (\$23,383-\$42,980)	Overall (\$18,240-\$42,980)
Demand from New Renter Households (Income-Appropriate)	526 - 547 = -21	494 - 512 = -18	560 - 576 = -16	809 - 834 = -25
+				
Demand from Existing Households (Rent Overburdened)	547 X 35.2% = 193	512 X 23.1% = 118	576 X 16.8% = 97	834 X 26.6% = 222
+				
Demand from Existing Households (Renters in Substandard Housing)	547 X 5.0% = 27	512 X 5.0% = 26	576 X 5.0% = 29	834 X 5.0% = 42
+				
Demand from Existing Households (Senior Homeowner Conversion)	N/A	N/A	N/A	N/A
=				
Total Demand	199	126	110	239
-				
Supply (Directly Comparable Units Built and/or Funded Since 2020)	0	0	0	0
=				
Net Demand	199	126	110	239
Proposed Units	17	36	16	70
Proposed Units/ Net Demand	17 / 199	36 / 126	17 / 110	70 / 239
Capture Rate	= 8.5%	= 28.6%	= 15.5%	= 29.3%

N/A – Not Applicable

Typically, under this methodology, capture rates below 30.0% are acceptable. As such, the subject capture rates by AMHI level, ranging from 8.5% to 28.6%, as well as the overall capture rate of 29.3%, are considered achievable in this market. This is especially true when considering the general limited availability of Tax Credit market in the market.

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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	30.0%
Two-Bedroom	45.0%
Three-Bedroom	25.0%
Total	100.0%

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

Units Targeting 50% Of AMHI (199 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Estimated Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (30%)	59	0	59	4	6.8%
Two-Bedroom (45%)	90	0	90	10	11.1%
Three-Bedroom (25%)	50	0	50	4	8.0%

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

Units Targeting 60% Of AMHI (126 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Estimated Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (30%)	38	0	38	9	23.7%
Two-Bedroom (45%)	57	0	57	16	28.1%
Three-Bedroom (25%)	31	0	31	9	29.0%

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

Units Targeting 70% Of AMHI (110 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Estimated Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (30%)	33	0	33	4	12.1%
Two-Bedroom (45%)	50	0	50	10	20.0%
Three-Bedroom (25%)	27	0	27	4	14.8%

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

The capture rates by bedroom type for the proposed units are low, ranging from 6.8% to 29.0%. These low capture rates by bedroom type further illustrate that there will be a good base of demographic support for the subject development.

Considering that the subject project will offer 18 three-bedroom units, which will comprise 25.7% of all subject units offered, the following analysis has been conducted to consider only large-households (three-person+) and the subject's three-bedroom units:

Demand Component	50% AMHI (\$25,200- \$30,700)	60% AMHI (\$30,000- \$36,840)	70% AMHI (\$31,886- \$42,980)	Overall (\$25,200 - \$42,980)
Demand from New Larger Renter Households (Income-Appropriate)	59 - 65 = -6	51 - 53 = -2	77 - 81 = -4	150 - 161 = -11
+				
Demand from Existing Households (Rent Overburdened)	65 X 25.5% = 17	53 X 20.0% = 11	81 X 10.7% = 9	161 X 15.8% = 26
+				
Demand from Existing Households (Renters in Substandard Housing)	65 X 5.0% = 3	53 X 5.0% = 3	81 X 5.0% = 4	161 X 5.0% = 8
=				
Total Large Household Demand	14	12	9	23
-				
Supply (Directly Comparable (Three-Br.+) Units Built and/or Funded Since 2020)	0	0	0	0
=				
Net Large Household Demand	14	12	9	23
Proposed (Three-Br.+) Units	4	10	4	18
Proposed (Three-Br.+) Units/ Net Large Household Demand	4 / 14	10 / 12	4 / 9	18 / 23
Large-Household Capture Rate	= 28.6%	= 83.3%	= 44.4%	= 78.3%

The capture rates for the subject's three-bedroom units range from 28.6% to 83.3%, with an overall capture rate of 78.3%. Although these may be construed as high, given the methodology in the preceding table, these are considered achievable in this rural market. This is especially true when considering that there will be an estimated 150 income-qualified large households, as illustrated in the preceding table. This is considered a sufficient base of support in this rural market and the capture rates in the preceding table are considered achievable.

It is important to note that the net demand for the subject's three-bedroom units in the preceding table differs from the net demand by bedroom type in the beginning of this page. The analysis in the preceding table only considers larger household sizes that will income-qualify to reside at the subject's three-bedroom units.

6. ABSORPTION PROJECTIONS

For the purpose of this analysis, we assume the absorption period at the proposed subject site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow state agency guidelines that assume a 2023 opening date for the site, we also assume that the first completed units at the site will be available for rent sometime in 2023. Further, these absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and will continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

It is our opinion that the proposed 70 LIHTC units at the subject site will experience an average initial absorption rate of approximately 11 units per month and reach a stabilized occupancy of 93.0% in six months.

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

We identified and surveyed one general-occupancy (family) non-subsidized Low-Income Housing Tax Credit (LIHTC) project within the Chester Site PMA. This project offers similar unit types targeting similar income levels as those proposed at the subject site and has been included in our comparable analysis. Due to the limited supply of comparable LIHTC product within the Site PMA, we have selected three family (general-occupancy) rental developments that offer non-subsidized LIHTC units outside the market but within the surrounding region. Note that these properties located outside the Site PMA are not considered competitive with the subject development, as they derive demographic support from a different area. The four comparable LIHTC properties and the proposed subject development are summarized as follows:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Talford Greene	2023	70	-	-	-	Families; 50%, 60% & 70% AMHI
6	McAliley Apts.	1866 / 1999	22	100.0%	0.7 Miles	Yes	Families; 50% & 60% AMHI
906	Cottages at Azalea	2013	48	100.0%	28.2 Miles	25 HH	Families; 50% & 60% AMHI
909	Hazelhurst Apts.	2016	28	100.0%	22.6 Miles	5 HH	Families; 50% & 60% AMHI
910	Keenan Oaks	2016	40	100.0%	27.7 Miles	5 HH	Families; 50% & 60% AMHI

900 Map IDs are located outside the Site PMA

OCC. – Occupancy

HH - Households

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

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Talford Greene	\$532/50% (4) \$632/60% (10) \$682/70% (4)	\$639/50% (9) \$759/60% (16) \$819/70% (9)	\$735/50% (4) \$875/60% (10) \$930/70% (4)	-
6	McAliley Apts.	\$508/50% (7/0) \$565/60% (8/0)	\$595/50% (3/0) \$630/60% (4/0)	-	None
906	Cottages at Azalea	\$652/50% (2/0) \$692/60% (6/0)	\$772/50% (6/0) \$807/60% (18/0)	\$881/50% (4/0) \$916/60% (12/0)	None
909	Hazelhurst Apts.	-	\$722/50% (3/0) \$792/60% (5/0)	\$836/50% (4/0) \$871/60% (16/0)	None
910	Keenan Oaks	-	\$673/50% (4/0) \$763/60% (8/0)	\$767/50% (9/0) \$812/60% (15/0) \$822/60% (4/0)	None

900 Map IDs are located outside the Site PMA

The proposed subject gross rents are within the range of the rents being achieved at the comparable LIHTC projects within the market and region targeting similar income levels. This will enable the subject project to compete well, considering it will be the newest LIHTC property offering competitive rents.

The subject project will also be the only property targeting households earning up to 70% of AMHI. This will enable the subject project to target moderate-income households that are likely underserved in this market.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
6	McAliley Apts.	22	N/A	-
906	Cottages at Azalea	48	5	10.4%
909	Hazelhurst Apts.	28	N/A	-
910	Keenan Oaks	40	N/A	-
Total		48	5	10.4%

900 Map IDs are located outside the Site PMA

N/A – Number not available (units not included in total)

As the preceding table illustrates, there are a total of approximately five Voucher holders residing at the only comparable LIHTC property that provided such information. This comprises 10.4% of the 48 total non-subsidized LIHTC units offered among this property. This is considered a low share of Voucher support and demonstrates that most tenants at this property are actually paying the charged rents, illustrating that they are achievable in this market.

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

6 **McAileily Apts.** 0.7 miles to site



Address: 120 Main St., Chester, SC 29706
 Phone: (803) 385-5559 Contact: Virginia
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 22 Year Built: 1866
 Vacant Units: 0 *AR Year: 1999
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: Yes
 Rent Special: None

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

Notes: Tax Credit

Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; Central AC; Ceiling Fan; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Laundry Room

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	7	0	600	\$0.85	\$508	50%
1	1	G	8	0	600	\$0.94	\$565	60%
2	1	G	3	0	800	\$0.74	\$595	50%
2	1	G	4	0	800	\$0.79	\$630	60%

*Adaptive Reuse

*DTS is based on drive time

906 Cottages at Azalea 28.2 miles to site



Address: 100 Pond Ridge Ln., Lancaster, SC 29720
 Phone: (803) 283-6160 Contact: Terry (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 48 Year Built: 2013
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 25 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet)

Property Amenities: Business Center (Computer); Clubhouse, Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Playground); CCTV; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	2	0	891	\$0.56	\$495	50%
1	1	G	6	0	891	\$0.60	\$535	60%
2	2	G	6	0	1,101	\$0.52	\$575	50%
2	2	G	18	0	1,101	\$0.55	\$610	60%
3	2	G	4	0	1,307	\$0.49	\$645	50%
3	2	G	12	0	1,307	\$0.52	\$680	60%

*Adaptive Reuse

*DTS is based on drive time

909 Hazelhurst Apts. 22.6 miles to site



Address: 1014 Hurst Cir., York, SC 29745
 Phone: (803) 427-1554 Contact: Donna (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 28 Year Built: 2016
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 5 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Icemaker; Microwave; Range; Refrigerator; Central AC; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer, Copy, Fax); Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Playground); CCTV; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	T	3	0	1,100	\$0.48	\$525	50%
2	2	T	5	0	1,100	\$0.54	\$595	60%
3	2.5	T	4	0	1,250	\$0.48	\$600	50%
3	2.5	T	16	0	1,250	\$0.51	\$635	60%

*Adaptive Reuse

*DTS is based on drive time

910 Keenan Oaks 27.7 miles to site



Address: 200-298 W. Academy St., Union, SC 29379
 Phone: (864) 427-1554 Contact: Donna Bruce
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 40 Year Built: 2016
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1,2,3
 Waitlist: 5 HH
 Rent Special: None

Ratings
 Quality:
 Neighborhood:
 Access/Visibility:

Notes: Tax Credit

Picture
Not
Available

Features And Utilities

Utility Schedule Provided by: South Carolina Regional Housing Authority 3
 Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer); Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	4	0	1,000	\$0.39	\$390	50%
2	2	G	8	0	1,000	\$0.48	\$480	60%
3	2	G	9	0	1,250	\$0.36	\$445	50%
3	2	G	15	0	1,250	\$0.39	\$490	60%
3	2	H	4	0	1,250	\$0.40	\$500	60%

*Adaptive Reuse *DTS is based on drive time

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Talford Greene	911	1,079	1,348
6	McAliley Apts.	600	800	-
906	Cottages at Azalea	891	1,101	1,307
909	Hazelhurst Apts.	-	1,100	1,250
910	Keenan Oaks	-	1,000	1,250

900 Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Talford Greene	1.0	2.0	2.0
6	McAliley Apts.	1.0	1.0	-
906	Cottages at Azalea	1.0	2.0	2.0
909	Hazelhurst Apts.	-	2.0	2.5
910	Keenan Oaks	-	2.0	2.0

900 Map IDs are located outside the Site PMA

The proposed development will be competitive with the existing LIHTC projects in the market and region based on unit size (square footage) and the number of baths offered.

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

Tax Credit Unit Amenities by Map ID						
	Site*	6	906	909	910	
Appliances	Dishwasher	X		X	X	X
	Disposal	X				
	Icemaker	X			X	
	Microwave	X			X	X
	Range	X	X	X	X	X
	Refrigerator	X	X	X	X	X
	No Appliances					
Unit Amenities	AC-Central	X	X	X	X	X
	AC-Other					
	Balcony	X				X
	Deck / Patio	X		X	X	X
	Basement					
	Ceiling Fan		X	X	X	X
	Controlled Access					
	E-Call System					
	Fireplace					
	Furnished					
	Security System					
	Sunroom					
	W/D Hookup	X		X	X	X
	W/D					
	Walk-In Closet	X				
	Window Treatments	X	X	X	X	X
	Flooring	Carpet	X	X	X	X
Ceramic Tile						
Composite (VCT)(LVT)		X				
Hardwood						
Finished Concrete						
Vinyl			X		X	X
Upgraded	Wood Laminate / Plank					
	Premium Appliances					
	Premium Countertops					
	Premium Cabinetry					
	Premium Fixtures					
	High Ceilings					
	Vaulted Ceilings					
	Crown Molding					
Oversized Windows						
Parking	Attached Garage					
	Detached Garage					
	Street Parking					
	Surface Lot	X	X	X	X	X
	Carport					
	Property Parking Garage					
	Podium Parking					
	No Provided Parking					

◆ - Senior Property

* Proposed Site(s): Talford Greene

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

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	6	906	909	910	
Bike Racks / Storage						
Business Center **			X	X	X	
Car Care **						
Common Patio						
Community Garden						
Community Space	Activity / Craft Room					
	Chapel					
	Clubhouse		X			
	Conference Room					
	Community Kitchen					
	Community Room	X		X	X	X
	Dining Room - Private					
	Dining Room - Public					
	Rooftop Lounge					
	Study Lounge					
	TV Lounge					
	Concierge Service **					
	Convenience Amenities **					
Courtyard						
Covered Outdoor Area **	X					
Elevator						
Laundry Room	X	X	X	X	X	
Meals						
On-Site Management	X		X	X	X	
Pet Care **						
Recreation	Basketball					
	Bocce Ball					
	Firepit					
	Fitness Center	X		X	X	X
	Grill	X				
	Game Room - Billiards					
	Hiking - Walking Trail					
	Hot Tub					
	Library					
	Media Room / Theater					
	Picnic Table / Area	X		X	X	X
	Playground			X	X	X
	Putting Green					
	Racquetball					
	Shuffleboard					
	Sports Court					
	Swimming Pool - Indoor					
	Swimming Pool - Outdoor					
	Tennis					
Volleyball						
Security	CCTV	X	X	X		
	Courtesy Officer					
	Gated Community					
	Gated Parking					
	Police Substation					
	Social Services **	X				
	Storage - Extra			X	X	X
	Water Feature					
	WiFi					

◆ - Senior Property

* Proposed Site(s): Talford Greene

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

** Details in Comparable Property Profile Report

As the preceding table illustrates, the subject project will offer an amenities package that is generally considered superior to those offered at the comparable LIHTC projects. The subject project will not lack any amenity that will inhibit its ability to successfully operate as a LIHTC development.

Comparable Tax Credit Summary

Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the subject development will be very marketable. The four comparable LIHTC projects have a combined occupancy rate of 100.0%, all of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the market and region. The subject project will be able to accommodate a portion of this unmet demand. The proposed subject gross rents are within the range of the rents being achieved at the comparable LIHTC projects within the market and region targeting similar income levels. These competitive proposed rents and the competitive overall design of the subject project will ensure its marketability.

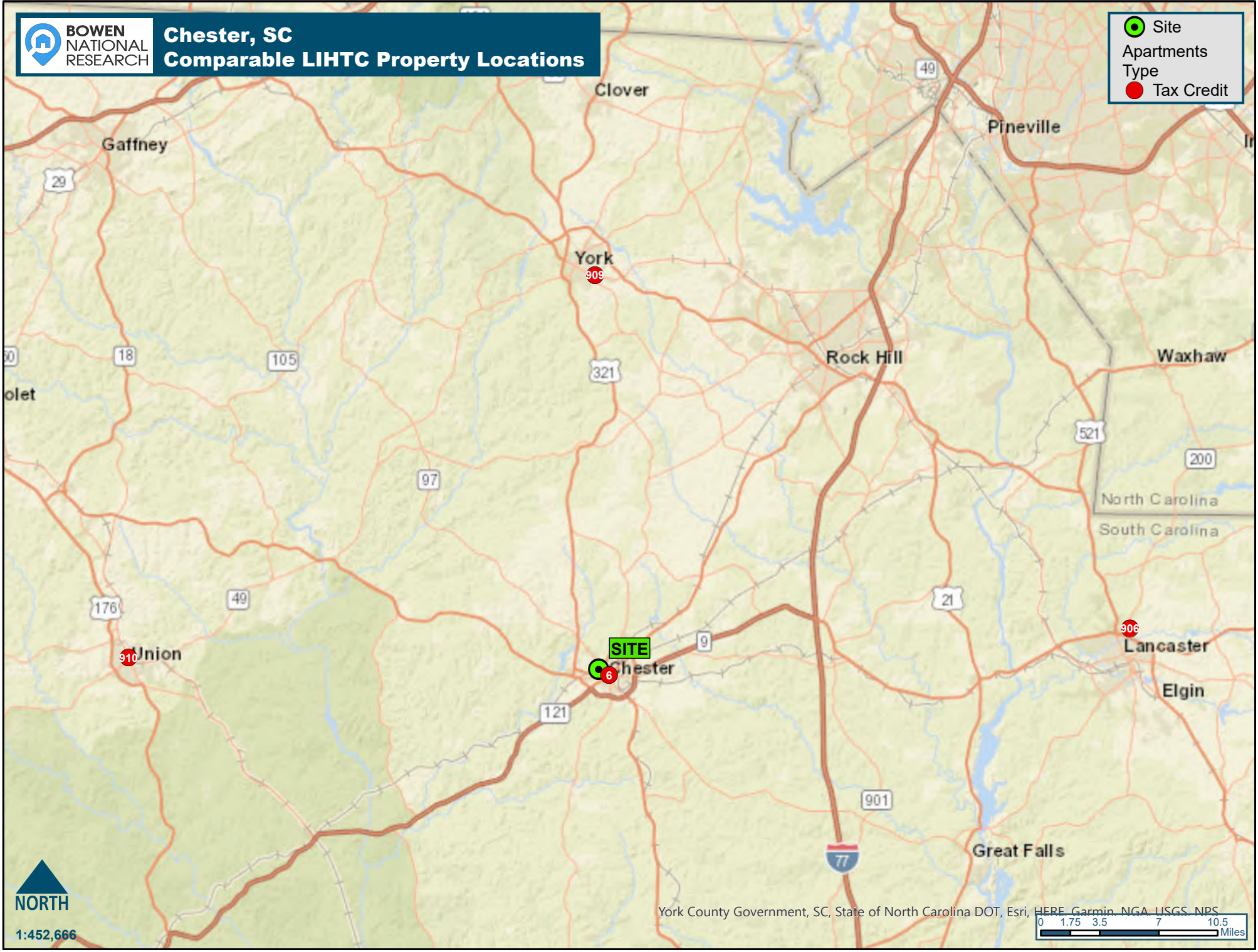
2. COMPARABLE TAX CREDIT PROPERTIES MAP

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



Chester, SC Comparable LIHTC Property Locations

- Site
- Apartments Type
- Tax Credit



NORTH
1:452,666

York County Government, SC, State of North Carolina DOT, Esri, HERE, Garmin, NGA, USGS, NPS
0 1.75 3.5 7 10.5 Miles

3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Chester Site PMA in 2010 and 2020 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2020 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	8,713	87.3%	8,643	85.4%
Owner-Occupied	6,270	72.0%	6,015	69.6%
Renter-Occupied	2,443	28.0%	2,627	30.4%
Vacant	1,273	12.7%	1,479	14.6%
Total	9,986	100.0%	10,122	100.0%

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

Based on a 2020 update of the 2010 Census, of the 10,122 total housing units in the market, 14.6% were vacant. In 2020, it was estimated that homeowners occupied 69.6% of all occupied housing units, while the remaining 30.4% were occupied by renters.

Conventional Apartments

We identified and personally surveyed eight conventional housing projects containing a total of 327 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 100.0%, an excellent rate for rental housing. The following table summarizes the project types identified in the Site PMA:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Tax Credit	1	22	0	100.0%
Tax Credit/Government-Subsidized	2	114	0	100.0%
Government-Subsidized	5	191	0	100.0%
Total	8	327	0	100.0%

As the preceding table illustrates, all rental housing segments surveyed offer affordable units and are 100.0% occupied. This illustrates that significant pent-up demand exists for additional affordable rental housing within the Chester Site PMA. The subject development will be able to accommodate a portion of this unmet demand.

In addition to the three projects surveyed that offer Tax Credit units, there is one additional *existing* Tax Credit development within the market that we were unable to survey at the time this report was issued. The following table summarizes this Tax Credit project we were unable to survey:

Project Name	Address	Year Built/Rehab	Total Units	Target Population
Leyland Grove	Village Drive	2014	N/A	Family

N/A – Not Available

As illustrated in the preceding table, the project that is believed to operate under the Tax Credit program was built in 2014 and is believed to target families.

The following table summarizes the breakdown of non-subsidized Tax Credit units surveyed within the Site PMA.

Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	15	68.2%	0	0.0%	\$565
Two-Bedroom	1.0	7	31.8%	0	0.0%	\$630
Total Tax Credit		22	100.0%	0	0.0%	-

There are no market-rate units identified and surveyed within the Site PMA and the Tax Credit units are 100.0% occupied.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	22	0.0%
1970 to 1979	0	0	0.0%
1980 to 1989	0	0	0.0%
1990 to 1999	0	0	0.0%
2000 to 2009	0	0	0.0%
2010 to 2014	0	0	0.0%
2015	0	0	0.0%
2016	0	0	0.0%
2017	0	0	0.0%
2018	0	0	0.0%
2019	0	0	0.0%
2020	0	0	0.0%
2021*	0	0	0.0%

*As of August

The only non-subsidized property surveyed involved the adaptive reuse of an existing building. The new construction subject site will be significantly newer than the only existing surveyed non-subsidized rental property.

We rated each non-subsidized property surveyed on a scale of "A" through "F". This property was rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
C+	1	22	0.0%

The only non-subsidized property surveyed was assigned a quality rating of “C+”. The subject project is expected to be of superior quality upon completion of construction.

Government-Subsidized

The government-subsidized units (both with and without Tax Credits) in the Site PMA are summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	29	25.4%	0	0.0%
Two-Bedroom	1.5	68	59.6%	0	0.0%
Three-Bedroom	1.5	17	14.9%	0	0.0%
Total Subsidized Tax Credit		114	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	81	42.4%	0	0.0%
Two-Bedroom	1.0	32	16.8%	0	0.0%
Two-Bedroom	1.5	34	17.8%	0	0.0%
Three-Bedroom	1.0	24	12.6%	0	0.0%
Three-Bedroom	1.5	16	8.4%	0	0.0%
Four-Bedroom	2.0	4	2.1%	0	0.0%
Total Subsidized		191	100.0%	0	0.0%

The subsidized Tax Credit units are 100.0% occupied and the government-subsidized units are 100.0% occupied. This illustrates that pent-up demand exists for very low-income rental housing within the Chester Site PMA.

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

4. RENTAL HOUSING INVENTORY MAP

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

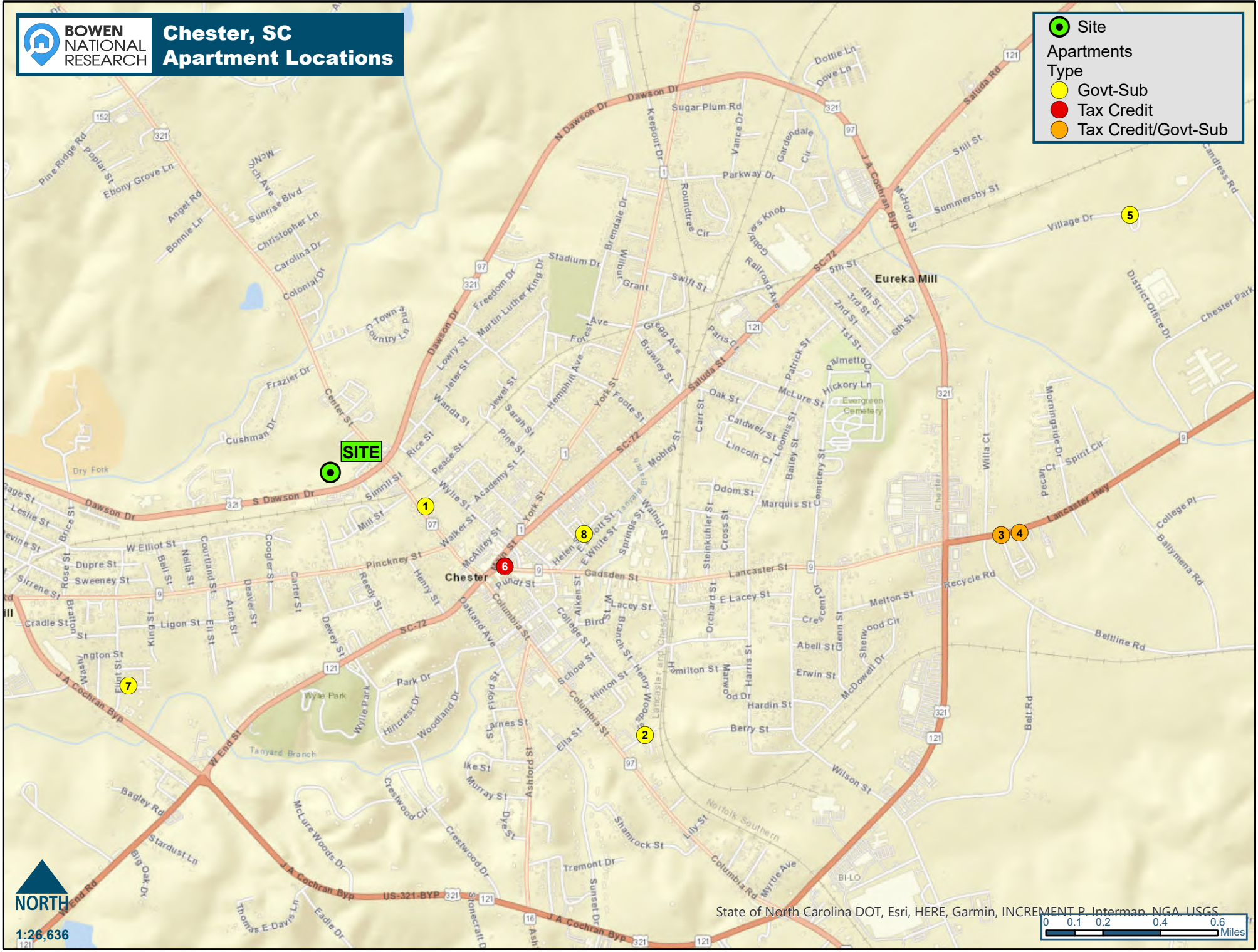


Chester, SC Apartment Locations

Site
 Site

Apartments Type

- Govt-Sub
- Tax Credit
- Tax Credit/Govt-Sub



1:26,636

State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on our interviews with planning representatives, it was determined that there are no rental housing projects in the development pipeline within the Site PMA.

7. MARKET ADVANTAGE

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

The current HUD FMRs within the Chester County, South Carolina HUD Metro FMR Area are \$639 for a one-bedroom unit, \$768 for a two-bedroom unit and \$886 for a three-bedroom unit. The following table illustrates the subject project's market advantages when compared to FMRs for the area:

Bedroom Type	% AMHI	Proposed Collected Rent	Fair Market Rent	Market Advantage
One-Bedroom	50%	\$400	\$639	37.40%
One-Bedroom	60%	\$500	\$639	21.75%
One-Bedroom	70%	\$550	\$639	13.93%
Two-Bedroom	50%	\$465	\$768	39.45%
Two-Bedroom	60%	\$585	\$768	23.83%
Two-Bedroom	70%	\$645	\$768	16.02%
Three-Bedroom	50%	\$505	\$886	43.00%
Three-Bedroom	60%	\$645	\$886	27.20%
Three-Bedroom	70%	\$700	\$886	21.00%
Weighted Average				26.40%

As the preceding illustrates, the subject's market advantages range between 13.93% and 43.00%, when compared to the area's HUD FMRs. The weighted average market advantage is 26.40%. Regardless, we have provided an *achievable market rent* analysis for the proposed subject units to determine the true value the proposed rents will represent to low-income renters within the area, which is illustrated later in *Addendum C* of this report.

8. AFFORDABLE HOUSING IMPACT

As noted throughout this section, the only existing surveyed non-subsidized LIHTC community within the Site PMA is 100.0% occupied with a waiting list. As such, the subject project is not anticipated to have any tangible impact on the existing LIHTC properties within the market. In fact, the development of the subject project is expected to accommodate a portion of the pent-up demand for LIHTC product in this market.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value within the Site PMA was \$101,742. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$101,742 home is \$612, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$101,742
Mortgaged Value = 95% of Median Home Price	\$96,655
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$490
Estimated Taxes and Insurance*	\$122
Estimated Monthly Mortgage Payment	\$612

*Estimated at 25% of principal and interest

In comparison, the rents at the subject site are similar to the cost of a monthly mortgage for a typical home in the market area. Regardless, it is very unlikely that tenants that would qualify to reside at the subject project would be able to afford the monthly payments required to own a home or who would be able to afford the down payment on such a home. In addition, the subject project will include a comprehensive amenity package, as well as the cost of some utilities included with rent. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As indicated throughout this section, identified and surveyed non-subsidized Tax Credit property is 100.0% occupied with a waiting list. This illustrates that pent-up demand exists for additional affordable rental housing within the Chester Site PMA. Additionally, the subject project will be the newest LIHTC property in the market offering competitive Tax Credit rents. The subject project will provide an affordable rental housing alternative to low-income renters households that are currently underserved within the Chester Site PMA.

I. Interviews

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

- Robert Long, Director, Chester County Economic Development, stated there is a need for additional affordable housing in the area. Mr. Long stated there are some affordable and workforce housing currently being developed or in the pipeline; however, additional housing is needed among all income brackets. Mr. Long also stated the area is seeing a lot of single-family housing units and he would like to see more multifamily units. Mr. Long also stated the area is booming and new jobs are continually being added, and with that, additional housing is needed for the workers. *(803) 377-1216*
- Kenisha, Property Manager at Center Street Apartments (Map ID 1), a government-subsidized property, confirmed the need for additional affordable housing in the area. Center Street Apartments has always maintained a waiting list for the entirety of her tenure as property manager. To her knowledge, other affordable properties in the area also maintain substantial waiting lists and two-bedroom units appear to have the highest demand. *(803) 581-1336*

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 70 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rents, amenities or opening date may alter these findings.

The subject project will be very marketable in terms of location, proposed rents, unit sizes (square feet) and amenities offered. The four comparable LIHTC projects have a combined occupancy rate of 100.0%, all of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the market and region. The subject project will be able to accommodate a portion of this unmet demand.

As noted, all affordable rental projects surveyed are 100.0% occupied, illustrating that pent-up demand exists for additional affordable rental housing within the Chester Site PMA. As shown in the Project Specific Demand Analysis section of this report, with an overall Tax Credit capture rate of 29.3% (SC Housing maximum threshold is 30%), there is a good amount of support for the subject development within the Chester Site PMA. Therefore, it is our opinion that the subject project will have no significant impact on the existing non-subsidized Tax Credit developments in the Site PMA.

We have no recommendations or suggested modifications for the subject project at this time.

K. Signed Statement Requirement

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

Certified:



Jeff Peters (Primary Contact)
Market Analyst
jeffp@bowennational.com
Date: August 17, 2021



Jonathan Kabat
Market Analyst
jonathank@bowennational.com
Date: August 17, 2021



Patrick M. Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: August 17, 2021

L. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

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

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

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

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

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

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

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

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

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
 - A drive-time analysis for the site
 - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property. The information in this survey was collected through a variety of methods, including phone surveys, in-person visits, email and fax. The contact person for each property is listed in *Addendum A: Field Survey of Conventional Rentals*.
 - Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the proposed development. An in-depth evaluation of these two property types provides an indication of the potential of the proposed development.

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

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

2. REPORT LIMITATIONS

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

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

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

3. SOURCES

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

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

ADDENDUM A:

FIELD SURVEY OF CONVENTIONAL RENTALS

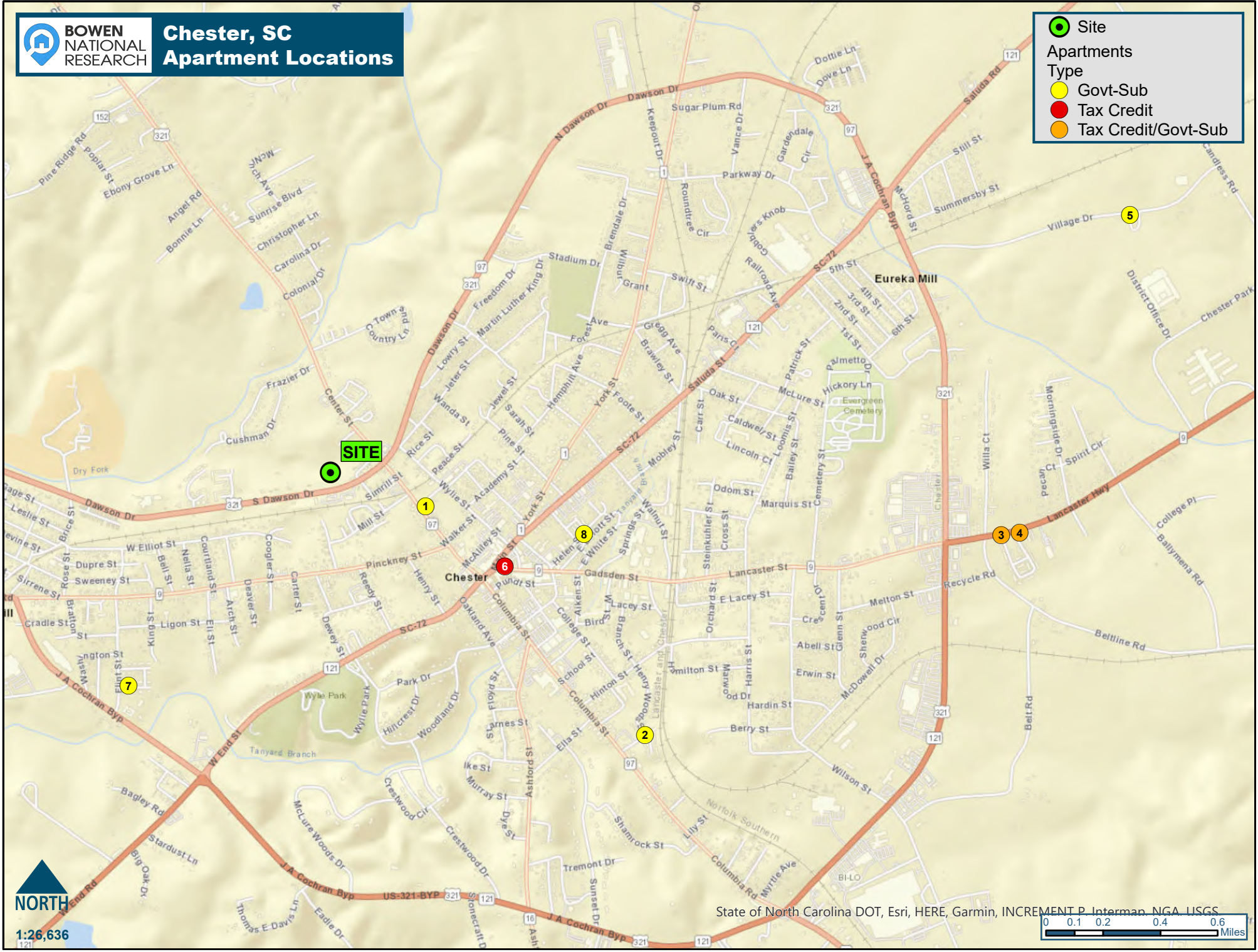


Chester, SC Apartment Locations

Site
 ● Site

Apartments Type

- Govt-Sub
- Tax Credit
- Tax Credit/Govt-Sub




















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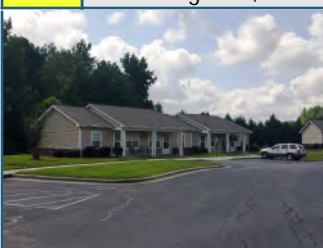
State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Center Street Apts.	GSS	B	1987	48	0	100.0%	0.3
2	Chester Manor Apts.	GSS	C	1971	36	0	100.0%	1.3
3	Chester Townhomes I	TGS	B+	1980	62	0	100.0%	2.1
4	Chester Townhomes II	TGS	B+	1980	52	0	100.0%	2.1
5	Cottages of Chester Village	GSS	A	2005	19	0	100.0%	3.2
6	McAliley Apts.	TAX	C+	1866	22	0	100.0%	0.7
7	Ramsey Grove Apts.	GSS	C	1979	64	0	100.0%	1.7
8	Saluda Apts.	GSS	B-	1987	24	0	100.0%	0.9
903	Brittany Place	MRR	B	2001	216	0	100.0%	23.7
904	Brookstone Apts.	MRR	A-	2002	348	0	100.0%	25.3
905	Cardinal Pointe Apts.	MRR	B	2003	64	0	100.0%	25.9
906	Cottages at Azalea	TAX	B+	2013	48	0	100.0%	28.2
907	Cowan Farms	MRR	B	2003	248	1	99.6%	21.5
908	Forest Oaks	MRR	B+	2000	280	12	95.7%	24.6
909	Hazelhurst Apts.	TAX	B+	2016	28	0	100.0%	22.6
910	Keenan Oaks	TAX		2016	40	0	100.0%	27.7


*Drive distance in miles


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

1	Center Street Apts. 301 Center St., Chester, SC 29706	Contact: Kenisha Phone: (803) 581-1336
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1987 BR: 1, 2 Vacant Units: 0 Waitlist: 24 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: RD 515, has RA (34 units)	
2	Chester Manor Apts. 100 Torbit St., Chester, SC 29706	Contact: Anette Phone: (803) 560-0362
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1971 BR: 2, 3 Vacant Units: 0 Waitlist: 12 mos AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8	
3	Chester Townhomes I 628 Lancaster St., Chester, SC 29706	Contact: Wendy Phone: (803) 377-7970
	Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1980 BR: 1, 2 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: 2006 Rent Special: None Notes: Tax Credit; RD 515, has RA (56 units)	
4	Chester Townhomes II 628 Lancaster St., Chester, SC 29706	Contact: Wendy Phone: (803) 377-7970
	Total Units: 52 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1980 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: 2006 Rent Special: None Notes: Tax Credit; RD 515, has RA (36 units)	
5	Cottages of Chester Village 662 Village Dr., Chester, SC 29706	Contact: Vicky Phone: (803) 385-5807
	Total Units: 19 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2005 BR: 1 Vacant Units: 0 Waitlist: 15 HH AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes: HUD Section 811 PRAC	


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




6	McAliley Apts. 120 Main St., Chester, SC 29706	Contact: Virginia Phone: (803) 385-5559	
		Total Units: 22 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0 Waitlist: Yes Year Built: 1866 AR Year: 1999 Yr Renovated:

7	Ramsey Grove Apts. 553 Flint St., Chester, SC 29706	Contact: Canon Phone: (803) 377-7118	
		Total Units: 64 UC: 0 BR: 1, 2, 3, 4 Target Population: Family Rent Special: None Notes: RD 515, has RA (64 units)	Occupancy: 100.0% Vacant Units: 0 Waitlist: 305 HH Year Built: 1979 AR Year: Yr Renovated:




8	Saluda Apts. 100 Culp St., Chester, SC 29706	Contact: Kenisha Phone: (803) 581-1336	
		Total Units: 24 UC: 0 BR: 1 Target Population: Senior 55+ Rent Special: None Notes: RD 515, has RA (24 units)	Occupancy: 100.0% Vacant Units: 0 Waitlist: 15 HH Year Built: 1987 AR Year: Yr Renovated:




903	Brittany Place 1890 Cathedral Mills Ln., Rock Hill, SC 29732	Contact: Jasmine Phone: (803) 328-2818	
		Total Units: 216 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes: Rent range based on unit upgrades & location	Occupancy: 100.0% Vacant Units: 0 Waitlist: None Year Built: 2001 AR Year: Yr Renovated:




904	Brookstone Apts. 1800 Marett Blvd., Rock Hill, SC 29732	Contact: Anastasia Phone: (803) 985-5915	
		Total Units: 348 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Rent range based on location & view	Occupancy: 100.0% Vacant Units: 0 Waitlist: None Year Built: 2002 AR Year: Yr Renovated:

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




905	Cardinal Pointe Apts. 1711 Wallick Ln., Rock Hill, SC 29732	Contact: Kelly Phone: (803) 980-1700
	 <p>Total Units: 64 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2003 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Former Tax Credit property</p>	




906	Cottages at Azalea 100 Pond Ridge Ln., Lancaster, SC 29720	Contact: Terry Phone: (803) 283-6160
	 <p>Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2013 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 25 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	




907	Cowan Farms 1310 Cypress Pointe Dr., Rock Hill, SC 29730	Contact: Jasmine Phone: (803) 329-9978
	 <p>Total Units: 248 UC: 0 Occupancy: 99.6% Stories: 2 Year Built: 2003 BR: 1, 2, 3 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	




908	Forest Oaks 1878 Gingercake Cir., Rock Hill, SC 29732	Contact: Hannah Phone: (803) 980-7755
	 <p>Total Units: 280 UC: 0 Occupancy: 95.7% Stories: 2,3 Year Built: 2000 BR: 1, 2, 3 Vacant Units: 12 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily</p>	



909	Hazelhurst Apts. 1014 Hurst Cir., York, SC 29745	Contact: Donna Phone: (803) 427-1554
	 <p>Total Units: 28 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2016 BR: 2, 3 Vacant Units: 0 Waitlist: 5 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	

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



910	Keenan Oaks		Contact: Donna Bruce		
	200-298 W. Academy St., Union, SC 29379		Phone: (864) 427-1554		
	Total Units: 40	UC: 0	Occupancy: 100.0%	Stories: 1,2,3	Year Built: 2016
	BR: 2, 3		Vacant Units: 0	Waitlist: 5 HH	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Tax Credit				

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

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

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	15	21	27	33	42	48	15	21	27	33	42	48
	+Base Charge	10	10	10	10	10	10	10	10	10	10	10	10
	Bottled Gas	40	57	73	89	113	129	40	57	73	89	113	129
	Electric	34	48	62	76	96	110	34	48	62	76	96	110
	Heat Pump	16	22	29	35	45	51	16	22	29	35	45	51
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Cooking	Natural Gas	5	7	9	11	14	16	5	7	9	11	14	16
	Bottled Gas	13	13	24	29	37	42	13	13	24	29	37	42
	Electric	7	9	12	15	18	21	7	9	12	15	18	21
Other Electric		20	27	35	43	55	62	20	27	35	43	55	62
+Base Charge		20	20	20	20	20	20	20	20	20	20	20	20
Air Conditioning		17	24	31	37	48	54	17	24	31	37	48	54
Water Heating	Natural Gas	13	18	23	29	36	41	13	18	23	29	36	41
	Bottled Gas	29	41	53	65	82	95	29	41	53	65	82	95
	Electric	20	29	37	45	57	65	20	29	37	45	57	65
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water		27	27	27	27	27	27	27	27	27	27	27	27
Sewer		44	44	44	44	44	44	44	44	44	44	44	44
Trash Collection		15	15	15	15	15	15	15	15	15	15	15	15
Internet*		20	20	20	20	20	20	20	20	20	20	20	20
Cable*		20	20	20	20	20	20	20	20	20	20	20	20
Alarm Monitoring*		0	0	0	0	0	0	0	0	0	0	0	0

* Estimated- not from source

Addendum B – Member Certification & Checklist

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

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

Certified:



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President
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Date: August 17, 2021



Jeff Peters (Primary Contact)
Market Analyst
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Date: August 17, 2021

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

Addendum C – Achievable Market Rent Analysis

A. INTRODUCTION

We identified five market-rate properties near the Site PMA that we consider comparable in terms of unit and project amenities to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

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

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

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

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

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

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Talford Greene	2023	70	-	18 (-)	34 (-)	18 (-)
903	Brittany Place	2001	216	100.0%	108 (100.0%)	108 (100.0%)	-
904	Brookstone Apts.	2002	348	100.0%	140 (100.0%)	162 (100.0%)	46 (100.0%)
905	Cardinal Pointe Apts.	2003	64	100.0%	16 (100.0%)	32 (100.0%)	16 (100.0%)
907	Cowan Farms	2003	248	99.6%	104 (99.0%)	104 (100.0%)	40 (100.0%)
908	Forest Oaks	2000	280	95.7%	90 (95.6%)	130 (95.4%)	60 (96.7%)

900 Map IDs are located outside the Site PMA
 Occ. – Occupancy

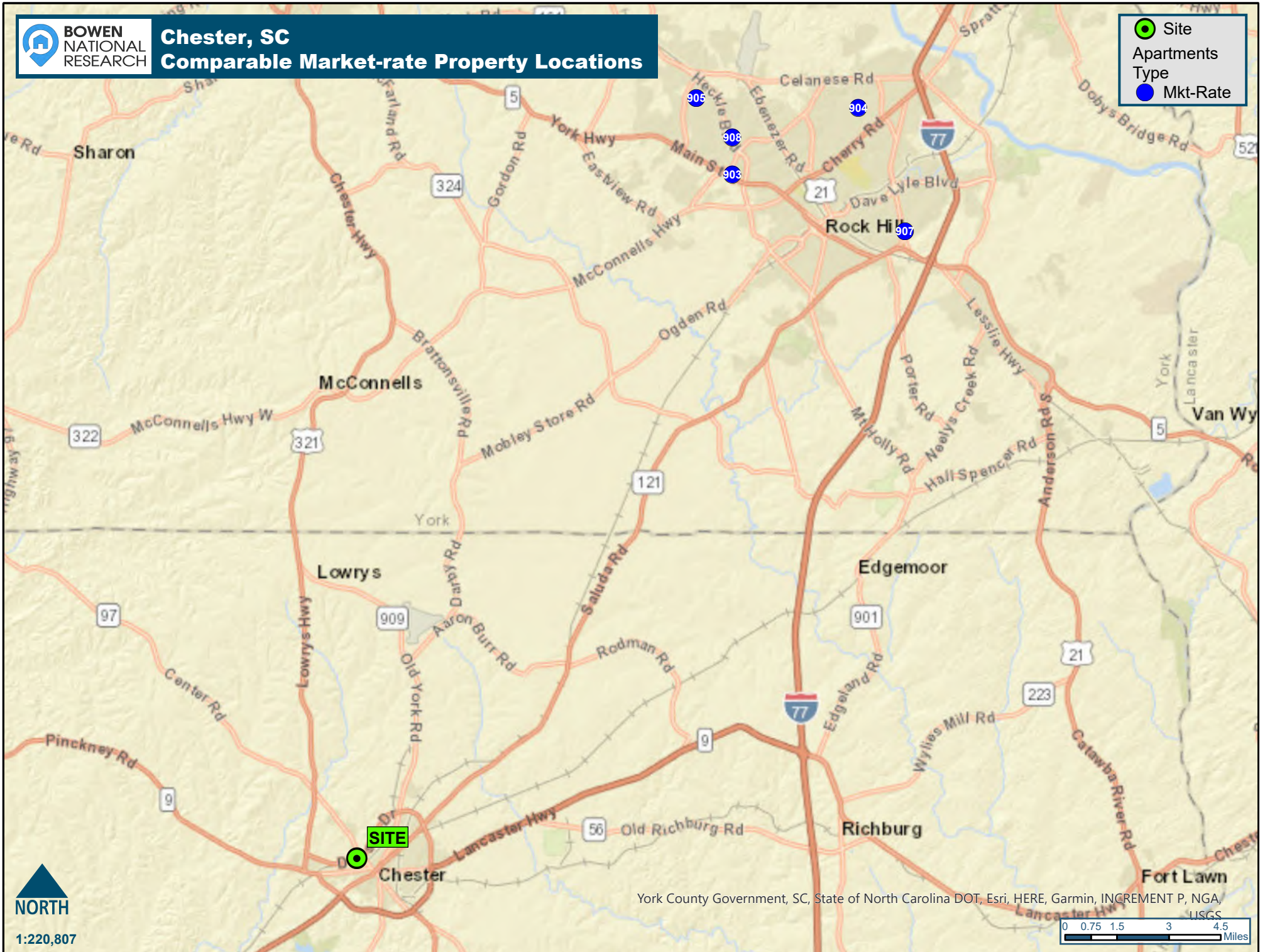
The five selected market-rate projects have a combined total of 1,156 units with an overall occupancy rate of 98.9%. None of the comparable properties has an occupancy rate below 95.7%. This demonstrates that these comparable properties have been well-received within the region and will serve as accurate benchmarks with which to compare to the subject project.

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



Chester, SC Comparable Market-rate Property Locations

- Site
- Apartments
- Type
- Mkt-Rate



NORTH
1:220,807

York County Government, SC, State of North Carolina DOT, Esri, HERE, Garmin, INCREMENT P, NGA, USGS



Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Talford Greene		Brittany Place		Brookstone Apts.		Cardinal Pointe Apts.		Cowan Farms		Forest Oaks	
2600 Dawson Drive		1890 Cathedral Mills Ln.		1800 Marett Blvd.		1711 Wallick Ln.		1310 Cypress Pointe Dr.		1878 Gingercake Cir.	
Chester, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC	
A. Rents Charged	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$995		\$1,034		\$899		\$1,045		\$1,314	
2	Date Surveyed	Jul-21		Jul-21		Jul-21		Jul-21		Jul-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		99%		96%	
5	Effective Rent & Rent/ sq. ft	\$995	1.33	\$1,034	1.31	\$899	0.96	\$1,045	1.39	\$1,314	1.49
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		WU/2,3		WU/2		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	2023	\$22	2002	\$21	2003	\$20	2003	\$20	2000	\$23
8	Condition/Street Appeal	E	\$15	E		G	\$15	G	\$15	G	\$15
9	Neighborhood	G		E	(\$10)	G		G		G	
10	Same Market?	No	(\$99)	No	(\$103)	No	(\$89)	No	(\$104)	No	(\$131)
C. Unit Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	911	\$52	790	\$39	935	(\$8)	750	\$52	882	\$9
14	Patio/Balcony	Y		Y		Y		Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/Y		N/Y	\$5	N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L	\$5	HU/L		HU/L		HU	\$5	HU/L	
19	Floor Coverings	C/V		C		C/V		C/V		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		Y	(\$3)	N		N		N	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/Storage	N/N	(\$10)	Y/N	(\$5)	N/Y	(\$5)	Y/Y	(\$10)	Y/Y	(\$10)
D. Site Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
27	Community Space	Y		N	\$5	Y		Y		N	\$5
28	Pool/Recreation Areas	F	(\$5)	P/F	(\$10)	N	\$5	P/F	(\$10)	P/F/S	(\$13)
29	Computer/Business Center	N		Y	(\$3)	N		N		N	
30	Picnic Area/Grill	Y		Y		Y		Y		Y	
31	Playground	N		Y	(\$3)	Y	(\$3)	N		Y	(\$3)
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		N/N		N/N	
39	Trash/Recycling	Y/N		N/N	\$15	Y/N		Y/N		Y/N	
F. Adjustments Recap	Pos	Neg		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	7	3	5	7	6	4	7	3	6	4
41	Sum Adjustments B to D	\$114	(\$114)	\$80	(\$137)	\$60	(\$105)	\$112	(\$124)	\$67	(\$157)
42	Sum Utility Adjustments			\$15							
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$0)	\$228	(\$42)	\$232	(\$45)	\$165	(\$12)	\$236	(\$90)	\$224
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$995		\$992		\$854		\$1,033		\$1,224	
45	Adj Rent/Last rent		100%		96%		95%		99%		93%
46	Estimated Market Rent	\$885	\$0.97	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **TWO-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Talford Greene		Brittany Place		Brookstone Apts.		Cardinal Pointe Apts.		Cowan Farms		Forest Oaks	
2600 Dawson Drive		1890 Cathedral Mills Ln.		1800 Marett Blvd.		1711 Wallick Ln.		1310 Cypress Pointe Dr.		1878 Gingercake Cir.	
Chester, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC	
Data		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$1,115		\$1,170		\$999		\$1,245		\$1,465	
2	Date Surveyed	Jul-21		Jul-21		Jul-21		Jul-21		Jul-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		95%	
5	Effective Rent & Rent/ sq. ft	\$1,115	1.16	\$1,170	1.11	\$999	1.07	\$1,245	1.30	\$1,465	1.29
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		WU/2,3		WU/2		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	2023	\$22	2002	\$21	2003	\$20	2003	\$20	2000	\$23
8	Condition/Street Appeal	E	\$15	E		G	\$15	G	\$15	G	\$15
9	Neighborhood	G		E	(\$10)	G		G		G	
10	Same Market?	No	(\$111)	No	(\$117)	No	(\$99)	No	(\$124)	No	(\$146)
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		1	\$30	2		2	
13	Unit Interior Sq. Ft.	1079	\$35	1050	\$9	935	\$43	960	\$35	1132	(\$16)
14	Patio/Balcony	Y		Y		Y		Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/Y		N/Y	\$5	N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L	\$5	HU/L		HU/L		HU	\$5	HU/L	
19	Floor Coverings	C/V		C		C/V		C/V		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		Y	(\$3)	N		N		N	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/Storage	N/N	(\$10)	Y/N	(\$5)	N/Y	(\$5)	Y/Y	(\$10)	Y/Y	(\$10)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
27	Community Space	Y		N	\$5	Y		Y		N	\$5
28	Pool/Recreation Areas	F	(\$5)	P/F	(\$10)	N	\$5	P/F	(\$10)	P/F/S	(\$13)
29	Computer/Business Center	N		Y	(\$3)	N		N		N	
30	Picnic Area/Grill	Y		Y		Y		Y		Y	
31	Playground	N		Y	(\$3)	Y	(\$3)	N		Y	(\$3)
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		N/N		N/N	
39	Trash/Recycling	Y/N		N/N	\$15	Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	7	3	5	7	8	3	7	3	5	5
41	Sum Adjustments B to D	\$97	(\$126)	\$50	(\$151)	\$133	(\$107)	\$95	(\$144)	\$58	(\$188)
42	Sum Utility Adjustments			\$15							
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$29)	\$223	(\$86)	\$216	\$26	\$240	(\$49)	\$239	(\$130)	\$246
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,086		\$1,084		\$1,025		\$1,196		\$1,335	
45	Adj Rent/Last rent		97%		93%		103%		96%		91%
46	Estimated Market Rent	\$1,040	\$0.96 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Talford Greene		Brittany Place		Brookstone Apts.		Cardinal Pointe Apts.		Cowan Farms		Forest Oaks	
2600 Dawson Drive		1890 Cathedral Mills Ln.		1800 Marett Blvd.		1711 Wallick Ln.		1310 Cypress Pointe Dr.		1878 Gingercake Cir.	
Chester, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC		Rock Hill, SC	
A. Rents Charged	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,115		\$1,398		\$1,099		\$1,578		\$1,660	
2	Date Surveyed	Jul-21		Jul-21		Jul-21		Jul-21		Jul-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		97%	
5	Effective Rent & Rent/ sq. ft	\$1,115	1.16	\$1,398	1.11	\$1,099	0.96	\$1,578	1.33	\$1,660	1.28
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		WU/2,3		WU/2		WU/2		WU/2,3	
7	Yr. Built/Yr. Renovated	2023	\$22	2002	\$21	2003	\$20	2003	\$20	2000	\$23
8	Condition/Street Appeal	E	\$15	E		G	\$15	G	\$15	G	\$15
9	Neighborhood	G		E	(\$10)	G		G		G	
10	Same Market?	No	(\$111)	No	(\$139)	No	(\$109)	No	(\$157)	No	(\$166)
C. Unit Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3	\$50	3		3		3		3	
12	# Baths	2		2		2.5	(\$15)	2		2	
13	Unit Interior Sq. Ft.	1348	\$114	1256	\$27	1150	\$58	1186	\$47	1295	\$16
14	Patio/Balcony	Y		Y		Y		Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/Y		N/Y	\$5	N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L	\$5	HU/L		HU/L		HU	\$5	HU/L	
19	Floor Coverings	C/V		C		C/V		C/V		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		Y	(\$3)	N		N		N	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/Storage	N/N	(\$10)	Y/N	(\$5)	N/Y	(\$5)	Y/Y	(\$10)	Y/Y	(\$10)
D. Site Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	N	\$5	N	\$5	N	\$5
27	Community Space	Y		N	\$5	Y		Y		N	\$5
28	Pool/Recreation Areas	F	(\$5)	P/F	(\$10)	N	\$5	P/F	(\$10)	P/F/S	(\$13)
29	Computer/Business Center	N		Y	(\$3)	N		N		N	
30	Picnic Area/Grill	Y		Y		Y		Y		Y	
31	Playground	N		Y	(\$3)	Y	(\$3)	N		Y	(\$3)
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		N/N		N/N	
39	Trash/Recycling	Y/N		N/N	\$15	Y/N		Y/N		Y/N	
F. Adjustments Recap	Pos	Neg		Pos	Neg			Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	3	5	7	7	4	7	3	6	4
41	Sum Adjustments B to D	\$226	(\$126)	\$68	(\$173)	\$118	(\$132)	\$107	(\$177)	\$74	(\$192)
42	Sum Utility Adjustments			\$15							
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$100	\$352	(\$90)	\$256	(\$14)	\$250	(\$70)	\$284	(\$118)	\$266
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,215		\$1,308		\$1,085		\$1,508		\$1,542	
45	Adj Rent/Last rent		109%		94%		99%		96%		93%
46	Estimated Market Rent	\$1,190	\$0.88 ←	Estimated Market Rent/ Sq. Ft							

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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the proposed subject development are \$885 for a one-bedroom unit, \$1,040 for a two-bedroom unit and \$1,190 for a three-bedroom unit, which are illustrated as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Advantage
One-Bedroom	50%	\$400	\$885	54.80%
One-Bedroom	60%	\$500	\$885	43.50%
One-Bedroom	70%	\$550	\$885	37.85%
Two-Bedroom	50%	\$465	\$1,040	52.89%
Two-Bedroom	60%	\$585	\$1,040	43.75%
Two-Bedroom	70%	\$645	\$1,040	37.98%
Three-Bedroom	50%	\$505	\$1,190	57.56%
Three-Bedroom	60%	\$645	\$1,190	45.80%
Three-Bedroom	70%	\$700	\$1,190	41.18%
Weighted Average				46.04%

Typically, Tax Credit rents targeting households earning up to 60% of AMHI are set at least 10.0% below market rent to ensure the property represents a value and has a sufficient flow of prospective tenants within most markets. As detailed in the preceding table, the subject rents represent market rent advantages ranging from 37.85% to 57.56%, depending upon unit type. Thus, the subject rents should represent significant values within the Chester Site PMA.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 2000 and 2003. As such, we have adjusted the rents at the selected properties by \$1 per year of (effective) age difference to reflect the age of these properties.
8. It is anticipated that the subject project will have an excellent appearance once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
9. One of the selected properties are located in more desirable neighborhoods than the subject project. As such, we have made an adjustment to account for differences in neighborhood desirability among these projects and the subject project.
10. Given the rural nature of the Site PMA, all of the selected comparable market-rate properties are located outside the Site PMA in Rock Hill. This is a superior market in terms of population, median incomes and achievable rents when compared to the Chester market. As such, a negative adjustment of approximately 10.0% has been applied to these properties to account for the out of market differences.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package generally similar to the selected properties. We have, however, made adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the subject property does offer.
- 24.-32. The proposed project offers a comprehensive project amenities package. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.