

A MARKET FEASIBILITY STUDY OF:

PALMS ON

ASHLEY RIVER

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4370 Ladson Road
Summerville, Dorchester County, SC 29456

Effective Date: November 6, 2023
Report Date: December 1, 2023

Prepared for:
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December 1, 2023

Campbell Ebersoldt
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Lincoln Avenue Capital LLC
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Santa Monica, CA 90401

Re:
Market Study for Palms On Ashley River
4370 Ladson Road
Summerville, Dorchester County, South Carolina 29456

Dear Campbell Ebersoldt:

At your request, Novogradac & Company LLP, doing business under the brand name Novogradac Consulting (Novogradac), has performed a study of the multifamily rental market in the Summerville, Dorchester County, South Carolina area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the Subject, an existing 192-unit LIHTC project proposed for renovation and resyndication. All 192 units are restricted to households earning 60 percent of the Area Median Income (AMI) or less; the same restriction will remain in place post-renovation. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the South Carolina State Housing Finance and Development Agency (SC Housing), including the following:

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

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The depth of discussion contained in the report is specific to the needs of the client and the requirements of SC Housing; both are identified intended users, and the intended use is for tax credit application submission. The report and the conclusions are subject to the *Assumptions and Limiting Conditions* attached.

The National Council of Housing Market Analysts (NCHMA) is a professional organization chartered to promote the development of high-quality market analysis for the affordable housing industry. Novogradac is a charter member of this organization. NCHMA has compiled model content standards for market studies. This report, which is a comprehensive market analysis full narrative report, conforms to those standards; any slight modifications or departures from those standards are considered incidental and result from client or agency-specific needs.

The authors of this report certify that we are not part of the development team, owner of the Subject site, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. The recommendations and conclusions are based solely on the professional opinions and best efforts of the analysts. There exists no identity of interest between the analyst and the entity for which the report is prepared, the applicant or its principals (general partners, members, etc.).

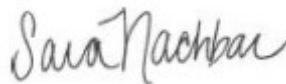
The Stated Purpose of this assignment is for application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the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

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

Respectfully submitted,
Novogradac



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EXECUTIVE SUMMARY

Property Summary of Subject

Subject Property Overview:

Palms On Ashley River, the Subject, is an existing 192-unit LIHTC apartment property. The Subject is located at 4370 Ladson Road, Summerville, Dorchester County, SC 29456. The Subject was originally constructed in 2005 and is proposed for renovations with LIHTCs and offers 192 revenue-generating units, targeted toward the general population, which are contained in nine two and three-story garden-style structures. All of the Subject’s units are restricted to households earning 60 percent of the AMI or less. This restriction will continue after renovations.

Targeted Tenancy:

The Subject will continue to target the general population.

Proposed Rents, Unit Mix and Utility Allowance:

The following table details the Subject’s proposed rents, utility allowances, unit mix, and unit sizes.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Utility Allowance* @60%	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent
2BR/2BA	1,082	96	\$1,232	\$80	\$1,312	\$1,312
3BR/2BA	1,322	96	\$1,419	\$97	\$1,516	\$1,516
Total		192				

*Based on Utility Allowances from SC Housing dated June 28, 2023

Scope of Renovations:

The Subject is proposed for resyndication and renovation with additional LIHTC funding. The developer was able to provide a scope of renovation, but not a budget. According to the client, interior and exterior renovations include, but may not be limited to:

- Replacement of flooring to LVP as needed
- Roof repairs/replacement
- Water heater and HVAC repairs as needed
- New appliances
- Small solar array to offset common area usage
- Addressing any accessibility deficiencies
- General replacement and repair of exterior siding, concrete, asphalt, amenity spaces

Market Vacancy

The following table summarizes overall weighted vacancy levels at the surveyed properties.

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Lake Pointe	LIHTC	Family	56	2	3.6%
The Waters At Oakbrook	LIHTC/Market	Family	216	13	6.0%
Waters At Magnolia Bay*	LIHTC/Market	Family	300	0	0.0%
Willow Trace	LIHTC	Family	56	3	5.4%
Willow Trace II	LIHTC	Family	48	0	0.0%
Bridge Pointe	Market	Family	130	2	1.5%
Kilnsea Village Apartments	Market	Family	312	9	2.9%
Oakbrook Village	Market	Family	192	2	1.0%
The Grove At Oakbrook	Market	Family	280	9	3.2%
The Reserve At Wescott	Market	Family	288	10	3.5%
LIHTC Total			676	18	2.7%
Market Total			1,202	32	2.7%
Overall Total			1,878	50	2.7%

*Located outside PMA

The comparable properties reported vacancy rates ranging from zero to six percent, with an overall weighted average of 2.7 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 2.7 percent, similar to the 2.7 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 3.5 percent or less. The property has operated with vacancy and collection loss ranging from 3.4 to 6.6 percent between 2020 and 2022. Based on a rent roll dated August 31, 2023, the Subject was 86.5 percent occupied. It should be noted that vacancy at the Subject is elevated due to mismanagement by the previous management company which was replaced in September. The property is expected to stabilize and operate with a vacancy rate below five percent moving forward. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent or less.

Capture Rates

The following table illustrates the capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

AMI Level	Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
@60%	2BR	44983	54720	96	509	0	509	18.8%
	3BR	51977	65700	96	322	0	322	29.8%
Overall Total		-	-	192	832	0	832	23.1%

As the analysis illustrates, the Subject's capture rates range from 18.8 to 29.8 percent with an overall capture rate of 23.1 percent. While the Subject's capture rates are somewhat elevated, they are below the 30 percent threshold set by SC Housing. Further, the analysis does not account for leakage from outside of the PMA.

Projected Absorption Period

Two of the comparables were able to provide absorption information. As such, we expanded our search to other properties within ten miles of the Subject. The following table details the nearest absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
The Waters At Oakbrook*	LIHTC	Family	Summerville	2022	216	21	0.5 miles
The Wilder	Market	Family	Ladson	2020	286	16	2.2 miles
Harborstone Apartments	Market	Family	Ladson	2020	312	11	1.6 miles
Etiwan Place	LIHTC	Family	Goose Creek	2019	60	60	7.6 miles
Atlantic On The Boulevard	Market	Family	North Charleston	2019	280	11	7.0 miles
The Mason	Market	Family	Ladson	2019	264	15	3.5 miles
Elevate At Brighton Park	Market	Family	Summerville	2018	329	17	6.6 miles
Waters At Magnolia Bay*	LIHTC	Family	Summerville	2017	300	14	4.0 miles
Waters At St. James	LIHTC	Family	Goose Creek	2017	336	26	7.5 miles
Legends At Azalea	Market	Family	Summerville	2017	258	18	5.5 miles
Comet Creek	Market	Family	Summerville	2017	264	15	7.5 miles
Rivers Place Apartments	LIHTC	Family	North Charleston	2016	48	24	6.9 miles
Centre Pointe Apartments	Market	Family	North Charleston	2016	172	34	9.6 miles
Average Affordable					192	29	
Average Market					271	17	
Overall Average					240	22	

*Comparable Property

Note the Subject is an existing property, and will not need to re-lease its units. Therefore, this discussion is hypothetical, and assumes the Subject were 100 percent vacant. We obtained absorption data from 13 properties, located between 0.5 and 9.6 miles from the Subject. These properties reported absorption rates ranging from 11 to 60 units per month, with an overall average of 22 units per month. Overall, we expect the Subject would experience an absorption rate of 25 units per month, if vacant. This equates to an absorption period of approximately seven to eight months.

Market Conclusions

The Subject will exhibit good condition post renovations. The strengths of the Subject are its large unit sizes and improved condition. Weaknesses of the Subject are its slightly inferior property amenities. The overall vacancy rate at the comparable properties is 2.7 percent. Additionally, all of the affordable comparable properties maintain waiting lists. All but one of the LIHTC comparables reported rents at the maximum allowable levels. We believe the Subject would be able to achieve rents at the maximum allowable levels post renovation. Our concluded achievable market rents are above the surveyed average given the Subject's above average unit sizes. The Subject's contract rents offer a discount to the Novogradac estimate of achievable market rents. Overall, we believe that the Subject will continue to be successful in the local market as proposed.

Recommendations

We believe there is adequate demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's capture rates vary from 18.8 to 29.8 percent with an overall capture rate of 23.1 percent. The Subject's capture rates are elevated, however we believe this is reasonable given the Subject only offers two and three-bedroom units. Further, the analysis does not account for leakage from outside of the PMA. In addition, the affordable properties in the PMA maintain low vacancy rates and the majority also maintain waiting lists, which indicates a need for affordable housing such as the proposed Subject. The Subject site is located within 2.0 miles of most community services and facilities that families would utilize on a consistent basis.

The comparables reported vacancy rates ranging from zero to 6.0 percent, with an overall average of 2.7 percent. The LIHTC comparables all reported high occupancy and all five maintain waiting lists up 500 households in length. When compared to the current 60 percent rents at the LIHTC properties, the Subject’s proposed 60 percent AMI rents appear reasonable, and overall, they are 25 to 30 percent below what we have determined to be the achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

Long Term Impact on Existing LIHTC Properties in the PMA

All of the LIHTC comparables reported being well occupied, and all maintain waiting lists. We utilized five LIHTC properties in the PMA. We also attempted to contact other LIHTC properties located within the PMA; those we spoke with reported an average overall vacancy rate of 1.4 percent. Additionally, there are a limited number of affordable housing options in the market. The renovation of the Subject will improve the existing affordable housing stock in the PMA, and will preserve units for low-income families.

Rent/Buy Analysis

We performed a rent/buy analysis. Our inputs assume a three-bedroom, single-family home listing on Zillow in the Subject’s neighborhood with a purchase price of \$262,000 and an interest rate of 7.89 percent for a 30-year fixed mortgage with a ten percent down payment. This was compared with the cost to rent the Subject’s three-bedroom unit at 60 percent of AMI. The analysis indicates that with a monthly differential of \$744, it is more affordable to rent than purchase a home. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS			
Property Type:	Three-Bedroom Single-Family Home		
Sales Price			\$262,000
Down Payment at 10.0%			\$26,200
Mortgage Amount			\$235,800
Current Interest Rate			7.89%
<i>Homeownership Costs</i>		<i>Monthly</i>	<i>% of Home Value</i>
Mortgage Payment	\$1,712		\$20,546
Property Taxes	\$273	1.25%	\$3,275
Private Mortgage Insurance*	\$98	0.50%	\$1,179
Maintenance	\$437	2.00%	\$5,240
Utility Costs**	\$97		\$1,164
Tax Savings	(\$454)		(\$5,452)
Cost Comparison			
		<i>Monthly</i>	<i>Annual</i>
Costs of Homeownership		\$2,163	\$25,952
Cost of Renting At Subject		\$1,419	\$17,028
Differential		\$744	\$8,924
Cost of Occupancy			
<i>Homeownership</i>			
Closing Costs		3.00%	\$7,860
Down Payment at 10.0%		10.00%	\$26,200
Total			\$34,060
<i>Subject Rental</i>			
First Month's Rent	\$1,419		
Security Deposit	\$1,419		
Total	\$2,838		

* Based upon 0.50% of mortgage amount
 ** Utility Costs Included in Rent at Subject

As illustrated, the cash due at occupancy category more than \$34,000 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time home buyers have difficulty saving for a down payment. Further, renting at the Subject is more affordable than purchasing even a modest single-family home in the Subject's neighborhood. Overall, we believe the Subject will face limited competition from homeownership.

PALMS ON ASHLEY RIVER – SUMMERVILLE, SOUTH CAROLINA – APPLICATION MARKET STUDY

Exhibit S-2 SCSHFDA Primary Market Area Analysis Summary:

Development Name:	Palms On Ashley River	Total # of Units:	192
Address:	4370 Ladson Road, Summerville, Dorcehster County, SC 29456	# of LIHTC/TEB Units:	192
PMA Boundary:	Highway 78, West Richardson Avenue, and State Road S-10-881 to the north, County Road S-18-22 and Boone Hill Road to the west, the Ashley River to the south, and Ashley Phosphate Road to the east.		
Development Type:	Family	Farthest Boundary Distance to Subject:	7.9 Miles

Rental Housing Stock (found on page 105)				
Type	# of Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	55	9,058	219	97.70%
Market-Rate Housing	44	8,154	200	96.70%
Assisted/Subsidized Housing not to include LIHTC				
LIHTC (All that are stabilized)*	11	907	19	98.60%
Stabilized Comparables**	10	1,878	50	97.30%
Non Stabilized Comparables				

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

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage (%)	Per Unit	Per SF
96	2	2	1,082	\$1,232	\$1,533	\$1.42	19.6%	\$1,855	\$1.71
96	3	2	1,322	\$1,419	\$1,906	\$1.44	25.6%	\$2,250	\$1.70
Gross Potential Rent Monthly*				\$ 254,496	\$ 330,144		22.6%		

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

Demographic Data (found on page 42)						
	2010		2023		2028	
	Renter Households	11,122	31.00%	12,172	31.60%	15,353
Income-Qualified Renter HHs (LIHTC)			2,921	19.30%		
Income-Qualified Renter HHs (MR)						

Targeted Income-Qualified Renter Household Demand (found on page 54)						
Type of Demand	50%	60%	Market Rate	Editable	Editable	Overall
Renter Household Growth		9				
Existing Households (Overburd + Substand)		1,237				
Homeowner conversion (Seniors)		32				
Other:						
Less Comparable/Competitive Supply						
Net Income-qualified Renters HHs	0	1,278	0	0	0	0

Capture Rates (found on page 54)				
Targeted Population	50%	60%	Market Rate	Overall
Capture Rate		23.10%		23.10%

Absorption Rate (found on page 55)		
Absorption Period	7 to 8	months.

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent by Bedroom Type	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
96	2BR	\$1,232	\$118,272	\$1,533	\$147,168	19.6%
96	3BR	\$1,419	\$136,227	\$1,906	\$182,976	25.6%
Totals	192		\$261,408		\$330,144	20.8%

Source: SC Housing, Novogradac, November 2023

A. PROJECT DESCRIPTION

PROPERTY DESCRIPTION

- Development Location:** The Subject site is located at 4370 Ladson Road, Ladson, South Carolina 29456.
- Date of Construction:** The Subject was originally constructed in 2005. Renovation on the Subject is scheduled to begin in June 2024 and be completed in June 2025.
- Construction Type:** The Subject is an existing LIHTC development that will be rehabilitated.
- Occupancy Type:** The Subject will target the general population.
- Target Income Group:** The Subject’s units will target households with two to five persons earning 60 percent of AMI or less. Based on the unit mix, the annual household income levels will range from \$44,983 to \$65,700.
- Special Population Target:** None.
- Number of Units by Unit Type:** The Subject offers 96 two-bedroom units and 96 three-bedroom units.
- Number of Buildings and Stories:** The Subject's units are contained in nine two and three-story garden-style structures.
- Unit Mix:** The following table summarizes the Subject’s proposed unit sizes.

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
2BR/2BA	96	1,082	103,872
3BR/2BA	96	1,322	126,912
Total	192		230,784

- Structure Type/Design:** The Subject's units are contained in nine two and three-story garden-style structures consisting of wood-frame construction, pitched roofs, and brick/vinyl exteriors.
- Proposed Rents and Utility Allowance:** The following table details the Subject’s proposed rents and utility allowances.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Utility Allowance* @60%	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent
2BR/2BA	1,082	96	\$1,232	\$80	\$1,312	\$1,312
3BR/2BA	1,322	96	\$1,419	\$97	\$1,516	\$1,516
Total		192				

*Based on Utility Allowances from SC Housing dated June 28, 2023

Utility Structure/Allowance: Tenants are responsible for electric cooking, electric heating, electric water heating, and general electricity expenses. The landlord is responsible for cold water, sewer, and trash removal as well as all common area utilities. For adjustment purposes, we utilized a utility allowance furnished by the South Carolina Housing Finance & Development Agency, effective as of February 27, 2023, for the Low Country Region, and is the most recent available.

Existing or Proposed Project-Based Rental Assistance: None, although it should be noted that the Subject currently has voucher-holding tenants residing in 117 of its units.

Community Amenities: The Subject’s community amenities will continue to include central laundry, a clubhouse, on-site management, picnic areas, a playground, a swimming pool, and common area wifi.

Unit Amenities: The Subject’s in-unit amenities will continue to include ceiling fans, central air conditioning, dishwashers, disposals, hardwood flooring, microwaves, walk-in closets, and washer/dryer hook-ups.

Current Occupancy/Rent Levels: The Subject is currently operating as a LIHTC property. The property has operated with vacancy and collection loss ranging from 3.4 to 6.6 percent between 2020 and 2022. Based on a rent roll dated August 31, 2023, the Subject was 86.5 percent occupied. It should be noted that vacancy at the Subject is elevated due to mismanagement by the previous management company, which was replaced in September. The property is expected to restabilize and operate with a vacancy rate below five percent moving forward. According to property management, the property maintains a waiting list. It should be noted that tenant incomes were not available.

RENT ROLL ANALYSIS (1)

Unit Type	Unit Size (SF)	Number of Units	Minimum Tenant-Paid Rent (2)	Maximum Tenant-Paid Rent (2)	Average Tenant-Paid Rent (2)	Current Net Asking Rents	Vacant Units	Vacancy Rate
2BR@60%	1,082	96	\$0	\$ 1,288	\$772	\$ 1,226	12	12.5%
3BR@60%	1,322	96	\$0	\$ 1,491	\$776	\$ 1,426	14	14.6%
Total		192					26	13.5%

(1) Based on rent roll dated August 31, 2023

(2) Includes HCV tenants in 117 units

Scope of Renovation: The Subject is proposed for resyndication and renovation with additional LIHTC funding. The developer was able to provide a scope of renovation, but not a budget. According to the client, interior and exterior renovations include, but may not be limited to:

- Replacement of flooring to LVP as needed
- Roof repairs/replacement
- Water heater and HVAC repairs as needed
- New appliances
- Small solar array to offset common area usage

- Addressing any accessibility deficiencies
- General replacement and repair of exterior siding, concrete, asphalt, amenity spaces

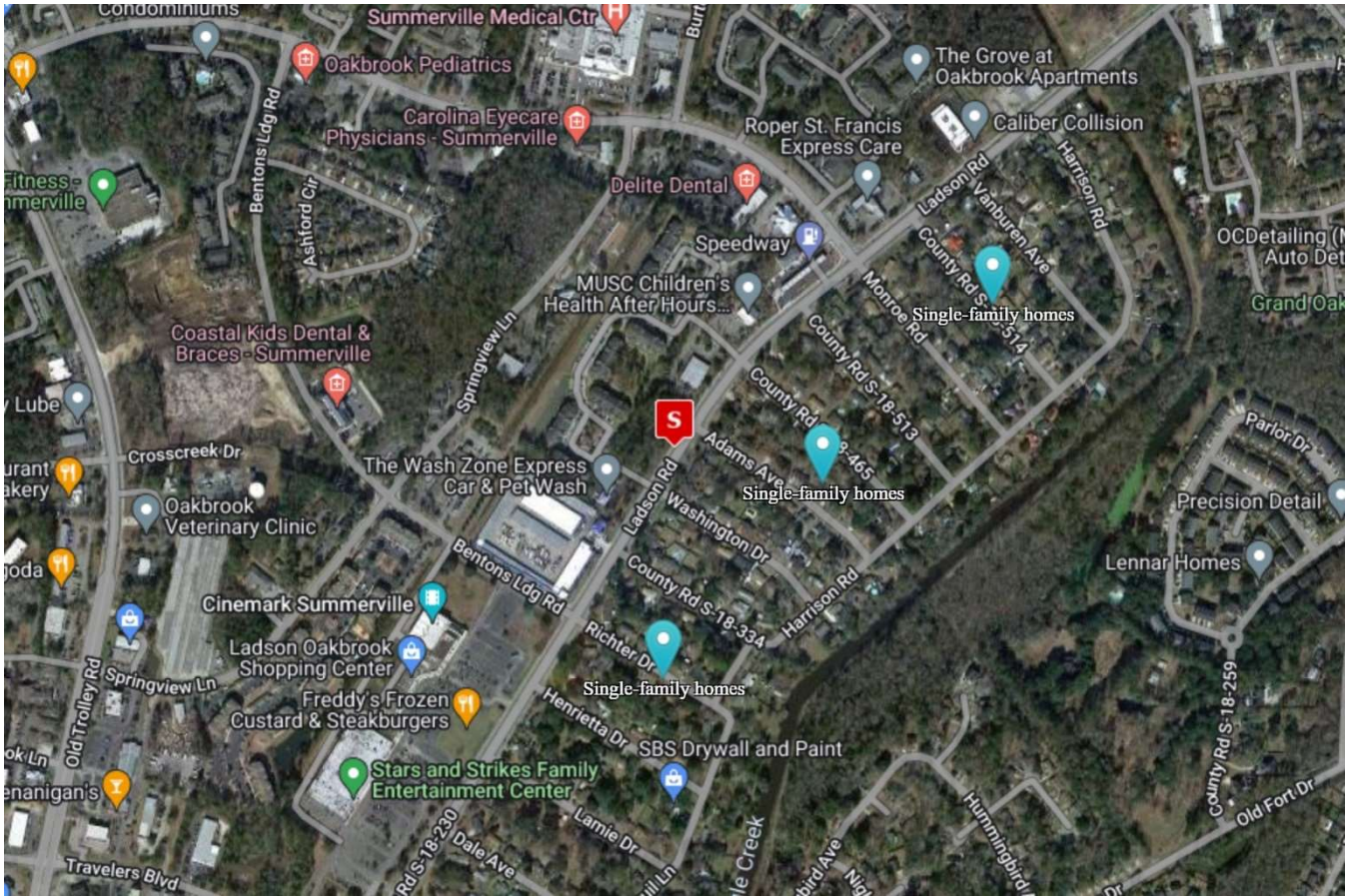
B. SITE DESCRIPTION

SITE DESCRIPTION

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety, and appeal of the project. The site description discusses the physical features of the site, as well as the layout, access issues, and traffic flow.

Date of Site Visit: November 6, 2023.

Surrounding Land Uses: The following map and pictures illustrate the surrounding land uses.



Source: Google Earth, November 2023

Physical Features of Site: The Subject site is located within Summerville, South Carolina and is improved with nine two and three-story garden-style structures. The Subject site is 13.43 acres, or 585,011 square feet, is rectangular in shape, and has generally level topography.

Location/Surrounding Uses: The Subject's neighborhood is mixed use, with the majority of commercial and retail uses located along Old Trolley Road and Dorchester Road and are approximately 90 percent occupied. Land uses adjacent to the north of the Subject include medical and retail uses in average to good condition. Further north, land uses consist of TerraBella Summerville, a retirement community, and The Grove at Oakbrook Apartments, a 280-unit market rate multifamily

development which we have utilized as a comparable. Land use to the east of the Subject consists of medical uses and single-family homes in average condition. Land use adjacent to the south of the Subject consists of single-family homes and retail and commercial uses in average to good condition. Land uses adjacent to the west of the Subject consist of medical uses in average to good condition and wooded land, followed by single-family homes in average to good condition. Overall, the Subject site is considered a desirable site for rental housing.

Visibility/Views:

The Subject site has average visibility along Ladson Road. To the north, views consist of medical and retail uses in average to good condition. To the east, views consist of medical uses and single-family homes in average condition. To the west, views consist of medical uses in average to good condition followed by wooded land. To the south, views consist of single-family homes and retail and commercial uses in average to good condition. Overall, visibility and views are average/typical.

Environmental Concernes/Detrimental Influence:

There are no obvious environmental concerns or detrimental influences in the Subject’s immediate neighborhood.

Availability of Public Transportation:

There is no public transportation offered in Summerville. However, in 2016 Charleston County voters passed a half-cent sales tax to fund roadway, transit, and green space projects. Part of transit funding will be used to create Lowcountry Rapid Transit. The proposed bus route will run from Downtown Charleston to Downtown Summerville and to Exchange Park in Ladson. Construction is expected to begin in 2026.

Road/Infrastructure Proposed Improvements:

We witnessed no current road improvements within the Subject’s immediate neighborhood.

Access and Traffic Flow:

The Subject is accessed via Ladson Road, a moderately trafficked four-lane road which traverses northeast/southwest and provides access throughout Summerville and Ladson and to US Highway 78 approximately 4.1 miles northeast of the Subject. US Highway 78 is a moderately trafficked four-lane highway which generally traverses northwest/southeast and provides access to I-26 approximately 5.5 miles northeast of the Subject. I-26 is a heavily trafficked six-lane interstate highway which traverses east/west and provides access throughout South Carolina and to Charleston approximately 15.6 miles southeast of the Subject. Overall, access is considered good and traffic in the Subject’s immediate area is considered average.

Pipeline Construction:

We were unable to reach a contact with the City of Summerville Planning Department regarding planned, proposed, or under construction developments in the PMA. Therefore, we conducted online research and utilized a CoStar new construction report. The results of our findings are detailed in the table below.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Hawthorne at Summerville	Market	Family	168	0	N/A	Under Construction	5.0 miles
Arden at Dorchester	Market	Senior	149	0	N/A	Proposed	3.8 miles
The Willow	Market	Family	338	0	N/A	Under Construction	5.0 miles
Totals			655	0			

Source: CoStar, November 2023

Photographs of Subject Site and Surrounding Uses



Subject exterior



Subject exterior



Subject exterior



Subject exterior/parking



Subject exterior/walkways



Subject exterior



Leasing office



Leasing office



Leasing office



Subject mailbox area



Subject parking



Subject parking



Subject playground



Subject playground



Subject swimming pool



Subject swimming pool



View north on Ladson Road



View south on Ladson Road



Typical living room



Typical dining room



Typical kitchen



Typical kitchen



Typical bedroom



Typical closet



Typical bedroom



Typical bedroom



Typical bathroom



Typical bathroom



Typical living room



Typical kitchen



Typical bedroom



Typical bedroom



Typical closet



Typical closet



Commercial use west of Subject



Commercial use southeast of Subject



Commercial use southeast of Subject



Medical use east of Subject



Single-family home northeast of Subject



Single-family home northeast of Subject



Single-family home southeast of Subject

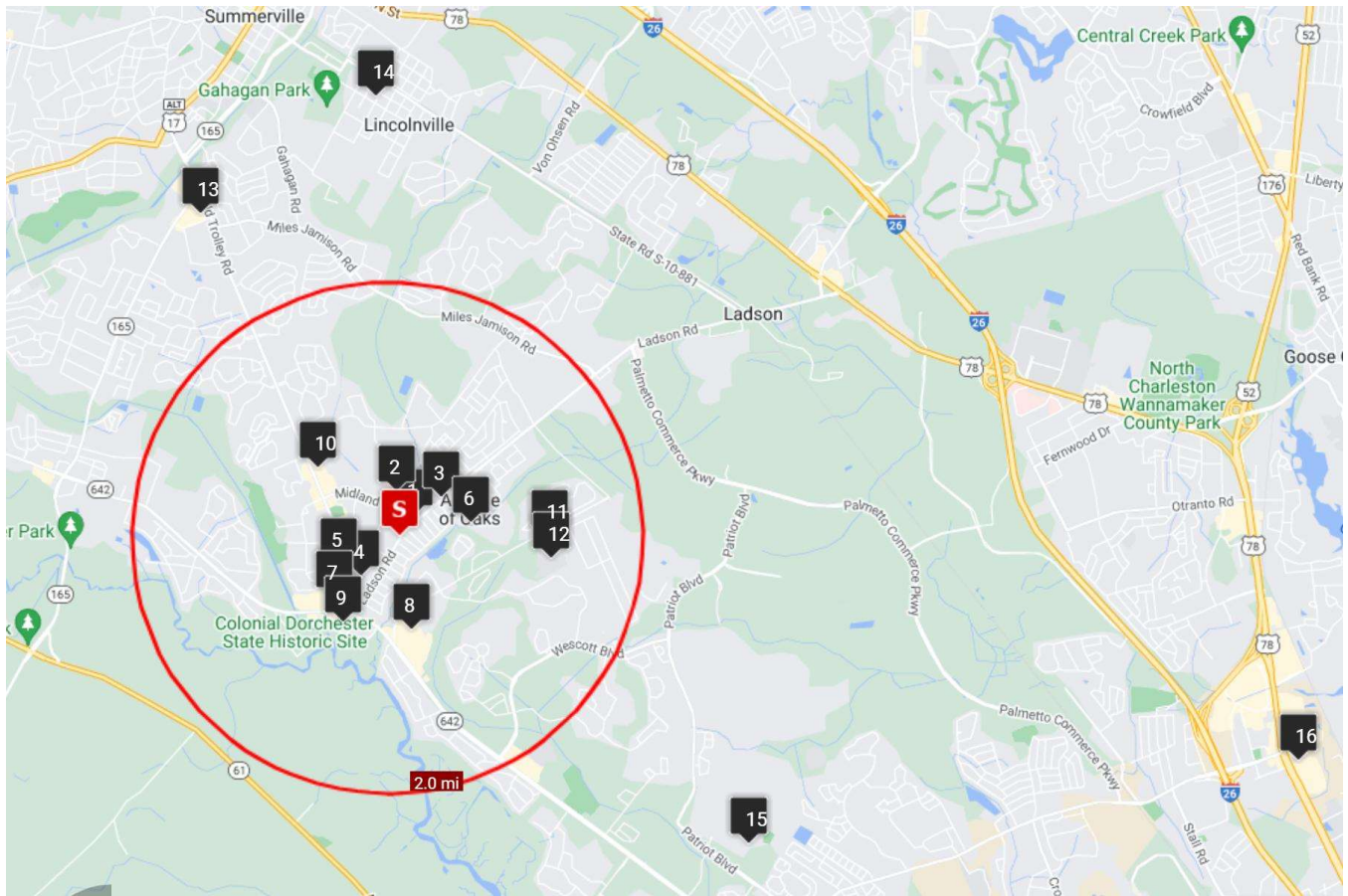


Single-family home southeast of Subject

Proximity to Local Services:

The Subject is located in reasonable proximity to local services including retail uses, banks, schools, and a library. The following table details the Subject's distance from key locational amenities. A *Locational Amenities Map*, corresponding to the following table, is located following.

PALMS ON ASHLEY RIVER – SUMMERVILLE, SOUTH CAROLINA – APPLICATION MARKET STUDY



Source: Google Earth, October 2023

LOCATIONAL AMENITIES

#	Service or Amenity	Distance to Subject	#	Service or Amenity	Distance to Subject
1	Speedway Gas Station	0.2 miles	9	ALDI	0.8 miles
2	Summerville Medical Center	0.3 miles	10	CVS Pharmacy	0.8 miles
3	Dorchester County Fire Rescue	0.4 miles	11	Oakbrook Elementary School	1.2 miles
4	Oakbrook Shopping Center	0.4 miles	12	Oakbrook Middle School	1.2 miles
5	First Citizens Bank	0.5 miles	13	Dorchester County Library	2.9 miles
6	Grand Oaks Preserve	0.6 miles	14	Lincolntonville Police Department	3.4 miles
7	United States Postal Service	0.7 miles	15	Fort Dorchester High School	3.6 miles
8	Walmart Supercenter	0.7 miles	16	Target	7.1 miles

Crime Rates:

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA. Any number above 100 is above average compared to the national crime index, while any number below 100 indicates lower than average crime.

2023 CRIME INDICES

	PMA	MSA
Total Crime*	119	152
Personal Crime*	120	161
Murder	83	146
Rape	159	149
Robbery	80	128
Assault	136	179
Property Crime*	119	151
Burglary	118	137
Larceny	118	157
Motor Vehicle Theft	130	140

Source: Esri Demographics 2023, Novogradac, October 2023

*Unweighted aggregations

Total crime indices in the PMA are slightly above the national average and below the MSA. Both geographic areas feature crime indices above the overall nation. The Subject offers video surveillance as a security feature.

Positive/Negative Attributes:

The Subject has good access to area retail and community services in Summerville, the majority of which are less than two miles from the Subject site. Additionally, there are no detrimental influences in the Subject’s immediate neighborhood.

C. MARKET AREA

PRIMARY MARKET AREA

For the purpose of this study, it is necessary to define the primary market area (PMA), or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

The Subject is a proposed 192-unit family development to be constructed in Summerville, South Carolina. The PMA generally consists of the northwest portion of North Charleston, the southwest portion of Ladson, the southern portion of Summerville, and the eastern portion of Knightsville. The boundaries of the PMA are generally defined as: Highway 78, West Richardson Avenue, and State Road S-10-881 to the north, County Road S-18-22 and Boone Hill Road to the west, the Ashley River to the south, and Ashley Phosphate Road to the east. The PMA was defined based on interviews with local property managers and representatives from local agencies. Therefore, we anticipate that the majority of the Subject’s tenants will come from within the boundaries of the PMA. Approximate distances to the farthest boundaries of the PMA in each direction are as follows:

- North: 7.9 miles (northwest)
- East: 6.6 miles
- South: 4.8 miles
- West: 5.6 miles

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

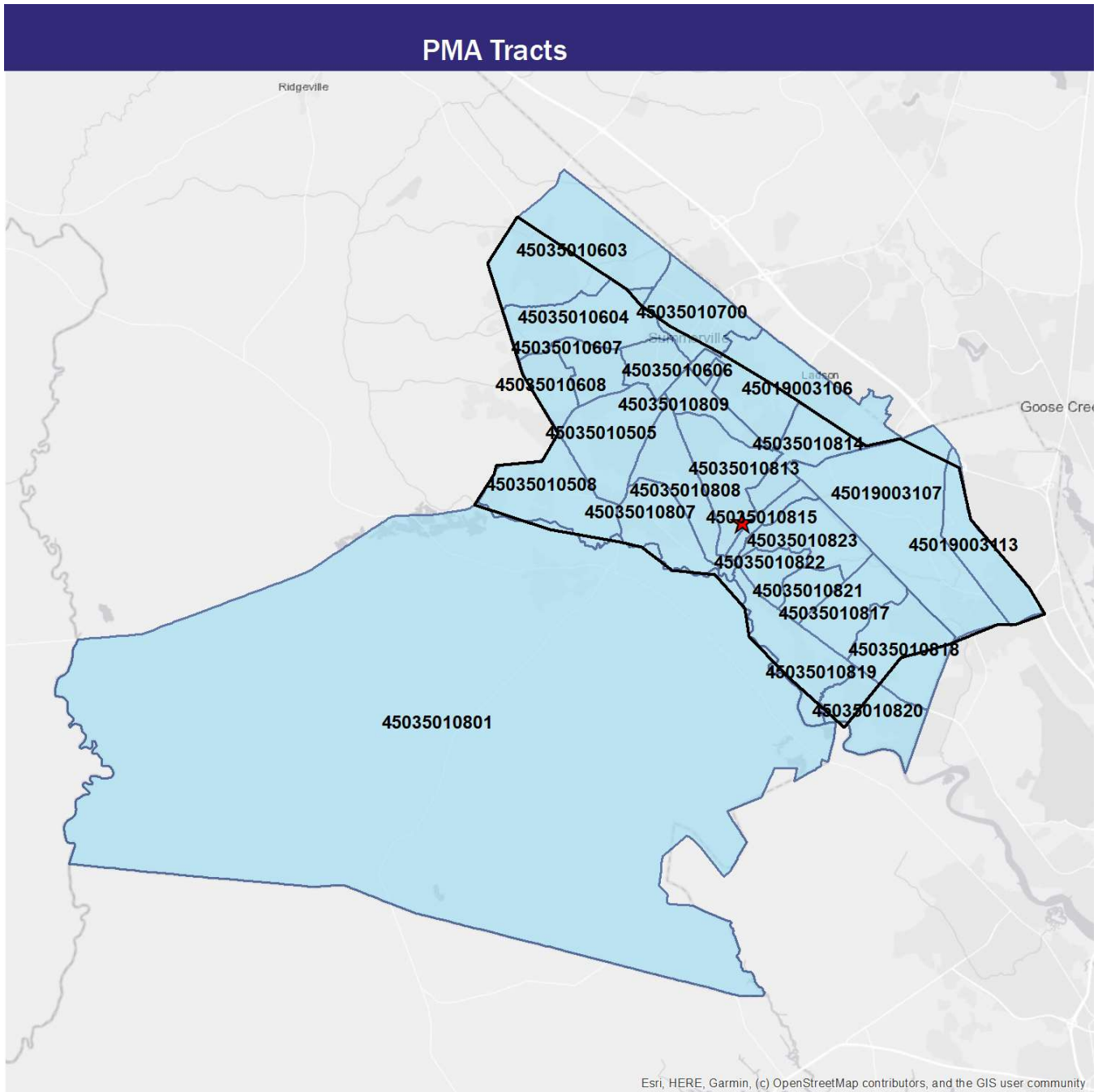
CENSUS TRACTS IN PMA (25)	
450350108.01	450190031.07
450350106.03	450190031.06
450350105.08	450350105.05
450350108.18	450350106.04
450350108.23	450190031.13
450350107.00	450350108.07
450350108.08	450350108.13
450350108.17	450350108.19
450350108.20	450350108.14
450350108.09	450350106.06
450350106.08	450350106.07
450350108.22	450350108.21
450350108.15	

The PMA has been identified based upon conversations with management at market rate and LIHTC properties in the area as well as other market participants in addition to demographic characteristics of census tracts within the area. Although we believe that neighborhood characteristics and geographic/infrastructure barriers are typically the best indicators of PMA boundaries, we have also examined demographic characteristics of census tracts in and around the Summerville area in an effort to better identify the Subject’s PMA. It is important to note however that we do not base our PMA determinations on census tract information alone as these boundaries are rarely known to the average person.

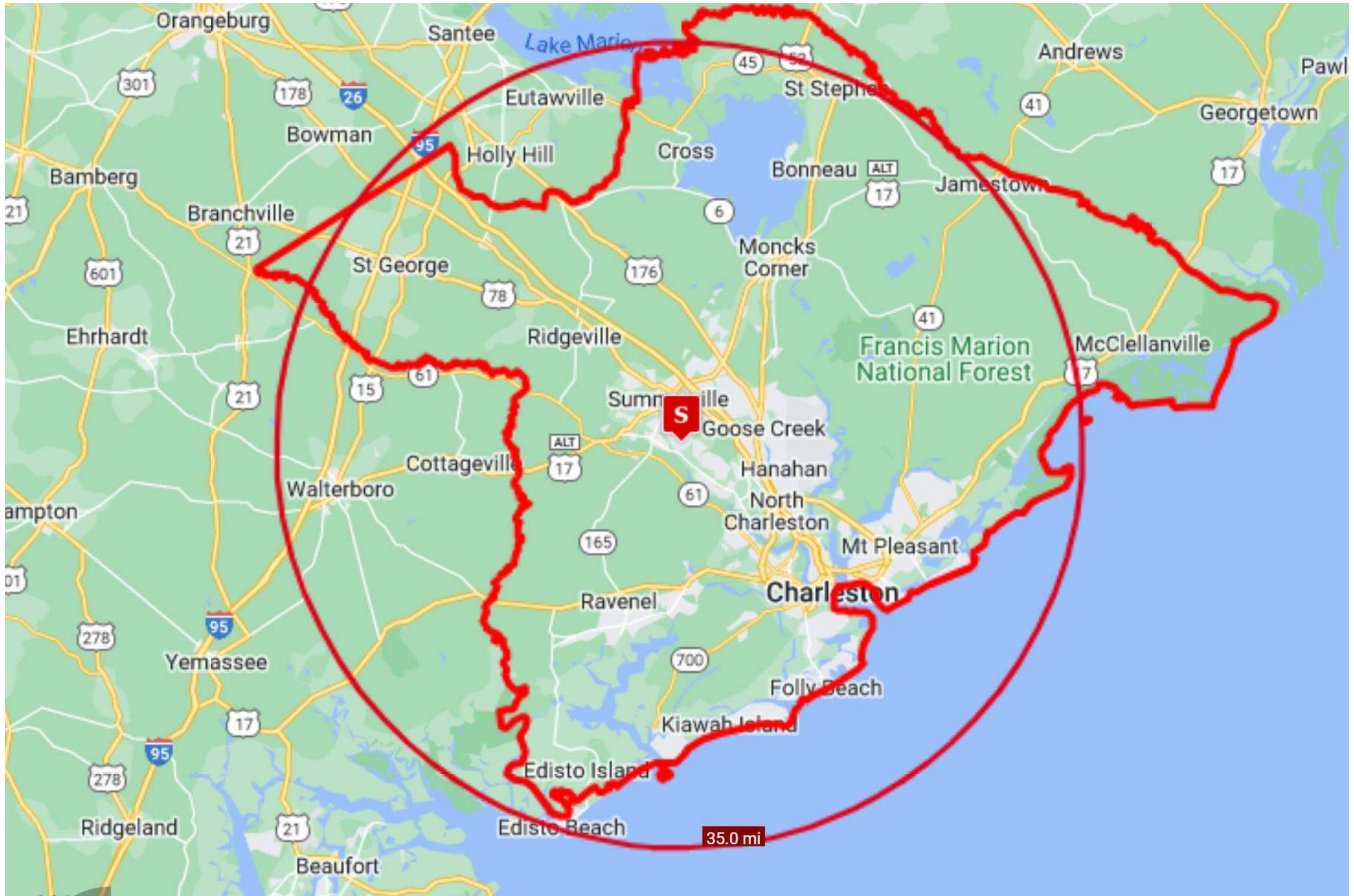
The secondary market area (SMA) for the Subject is the Charleston-North Charleston, SC Metropolitan Statistical Area (MSA), which consists of the following counties: Berkeley, Charleston, and Dorchester in South Carolina.

Per SCSHFDA guidelines, we have not accounted for leakage and have assumed 100 percent of demand will come from within the PMA boundaries.

The following map outlines the PMA and identifies the census tracts included within these boundaries.



The following map outlines the MSA.

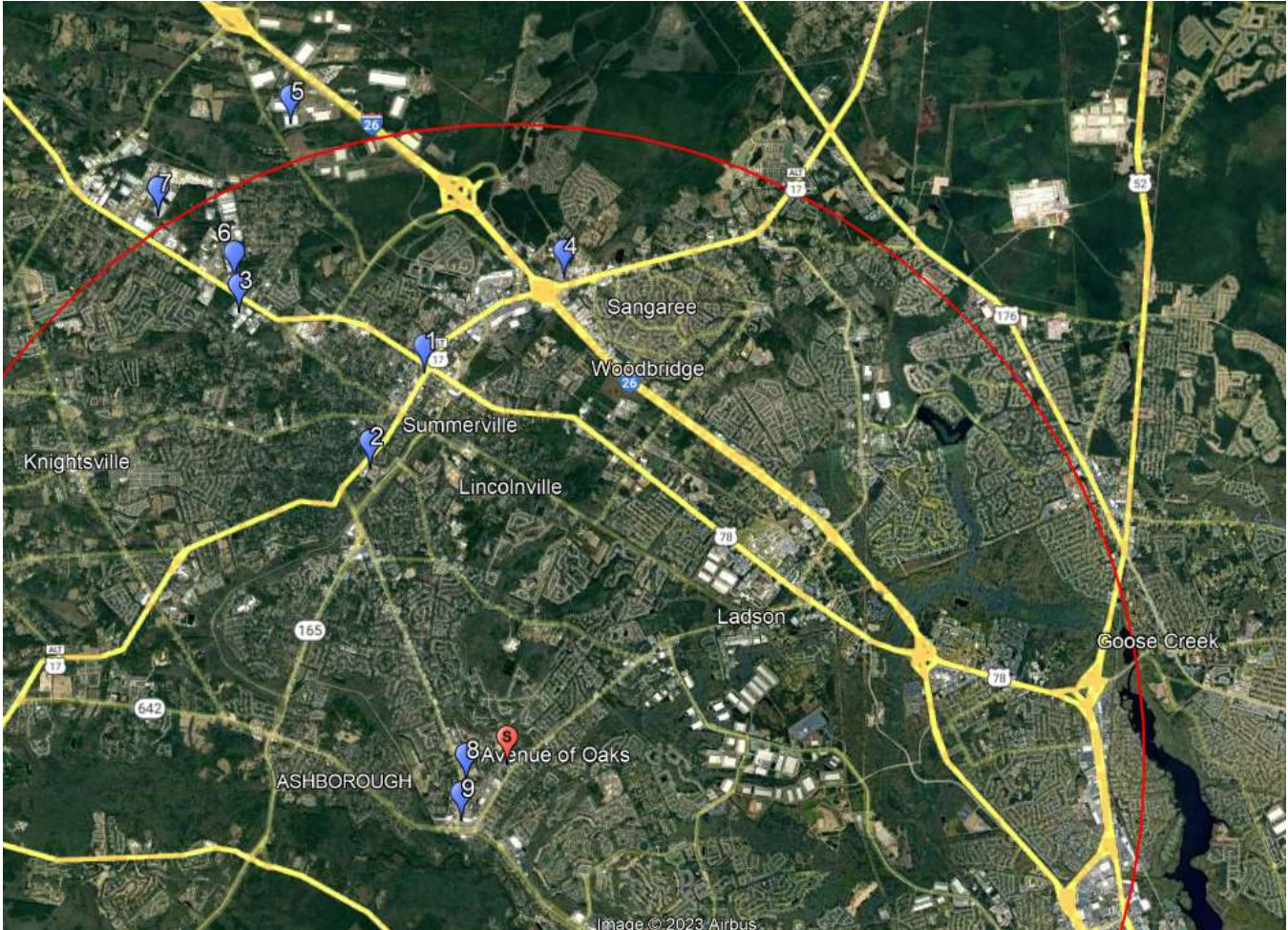


D. MARKET AREA ECONOMY

REGIONAL AND LOCAL ECONOMIC OVERVIEW

Map of Employment Centers

The following map illustrates the Subject’s location compared to major employment centers in the surrounding areas.



Source: Google Earth, November 2023

MAJOR EMPLOYERS – CITY OF SUMMERVILLE

Map #	Employer	Industry
1	Dorchester County, SC	Public Administration
2	Dorchester County School District #2	Education
3	Key West Boats Inc.	Manufacturing
4	Kion North America Corporation	Manufacturing
5	Robert Bosch Corporation	Manufacturing
6	Scout Boats Inc.	Manufacturing
7	Sportsman Boats Manufacturing Inc.	Manufacturing
8	Town of Summerville	Public Administration
9	US Postal Service	Postal Services

Source: Dorchester County Economic Development, October 2023

Employment by Industry

The following table illustrates employment by industry for the PMA and nation as of 2023.

2023 - EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	8,104	13.0%	22,115,876	13.6%
Manufacturing	7,285	11.6%	16,269,811	10.0%
Retail Trade	6,560	10.5%	16,983,329	10.4%
Prof/Scientific/Tech Services	5,204	8.3%	13,955,403	8.6%
Educational Services	4,592	7.3%	14,946,247	9.2%
Public Administration	4,567	7.3%	7,857,180	4.8%
Admin/Support/Waste Mgmt Svcs	4,526	7.2%	7,195,078	4.4%
Construction	4,485	7.2%	11,436,301	7.0%
Accommodation/Food Services	4,374	7.0%	10,883,169	6.7%
Transportation/Warehousing	4,116	6.6%	9,030,239	5.5%
Other Services	2,523	4.0%	7,645,568	4.7%
Finance/Insurance	1,545	2.5%	8,135,144	5.0%
Information	1,057	1.7%	3,143,826	1.9%
Real Estate/Rental/Leasing	1,056	1.7%	2,901,274	1.8%
Arts/Entertainment/Recreation	1,052	1.7%	3,578,110	2.2%
Wholesale Trade	689	1.1%	3,029,965	1.9%
Utilities	587	0.9%	1,335,595	0.8%
Mining	144	0.2%	572,355	0.4%
Agric/Forestry/Fishing/Hunting	83	0.1%	1,800,335	1.1%
Mgmt of Companies/Enterprises	4	0.0%	216,588	0.1%
Total Employment	62,553	100.0%	163,031,393	100.0%

Source: Esri Demographics 2023, Novogradac, October 2023

Employment in the PMA is concentrated in healthcare/social assistance, manufacturing, and retail trade, which collectively comprise 35.1 percent of local employment. The large share of PMA employment in the manufacturing and retail trade is notable as both industries are historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare/social assistance industry, which typically exhibits greater stability during economic recessions. Relative to the nation, the PMA features comparatively greater employment in the admin/support/waste mgmt svcs, public administration, and manufacturing industries. Conversely, the PMA is underrepresented in the finance/insurance, educational services, and agric/forestry/fishing/hunting sectors.

The following table illustrates the change in total employment by sector in the PMA from 2010 to 2023.

2010-2023 CHANGE IN EMPLOYMENT - PMA

Industry	2010		2023		2010-2023	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Healthcare/Social Assistance	5,832	14.4%	8,104	13.0%	2,272	3.0%
Manufacturing	4,057	10.0%	7,285	11.6%	3,228	6.1%
Retail Trade	5,285	13.0%	6,560	10.5%	1,275	1.9%
Prof/Scientific/Tech Services	2,216	5.5%	5,204	8.3%	2,988	10.4%
Educational Services	3,479	8.6%	4,592	7.3%	1,113	2.5%
Public Administration	3,481	8.6%	4,567	7.3%	1,086	2.4%
Admin/Support/Waste Mgmt Svcs	1,689	4.2%	4,526	7.2%	2,837	12.9%
Construction	3,425	8.5%	4,485	7.2%	1,060	2.4%
Accommodation/Food Services	2,190	5.4%	4,374	7.0%	2,184	7.7%
Transportation/Warehousing	1,760	4.3%	4,116	6.6%	2,356	10.3%
Other Services	1,748	4.3%	2,523	4.0%	775	3.4%
Finance/Insurance	1,468	3.6%	1,545	2.5%	77	0.4%
Information	585	1.4%	1,057	1.7%	472	6.2%
Real Estate/Rental/Leasing	688	1.7%	1,056	1.7%	368	4.1%
Arts/Entertainment/Recreation	632	1.6%	1,052	1.7%	420	5.1%
Wholesale Trade	1,111	2.7%	689	1.1%	-422	-2.9%
Utilities	417	1.0%	587	0.9%	170	3.1%
Mining	17	0.0%	144	0.2%	127	57.5%
Agric/Forestry/Fishing/Hunting	264	0.7%	83	0.1%	-181	-5.3%
Mgmt of Companies/Enterprises	156	0.4%	4	0.0%	-152	-7.5%
Total Employment	40,500	100.0%	62,553	100.0%	22,053	4.2%

Source: Esri Demographics 2023, Novogradac, October 2023

Total employment in the PMA increased an annualized rate of 4.2 percent between 2010 and 2023. The industries that nominally expanded most substantially during this period include manufacturing, prof/scientific/tech services, and admin/support/waste mgmt svcs. Conversely during this same period, the wholesale trade, agric/forestry/fishing/hunting, and mgmt of companies/enterprises sectors experienced the least nominal growth.

Major Employers

The table on the following page details the major employers in Dorchester County, South Carolina.

MAJOR EMPLOYERS Dorchester County, SC

Employer Name	Industry
BID Group Technologies US Inc. Dorchester County, SC	Manufacturing Public Administration
Dorchester County School District #2	Education
Dorchester County School District #4	Education
Food Lion	Retail Trade
Hampton Inns Employers, LLC	Accommodation/Food Services
Harris Teeter	Retail Trade
Key West Boats Inc.	Manufacturing
Kion North America Corporation	Manufacturing
MAU Inc.	Manufacturing
Presbyterian Home of South Carolina	Healthcare
Publix Supermarkets	Retail Trade
Robert Bosch Corporation	Manufacturing
SC Department of Disabilities and Special Needs	Public Administration
Scout Boats Inc.	Manufacturing
Showa Denko Carbon Inc.	Manufacturing
Sportsman Boats Manufacturing Inc.	Manufacturing
Town of Summerville	Public Administration
US Postal Service	Postal Services
Walmart	Retail Trade

Source: Dorchester County Economic Development, October 2023

Dorchester County’s major employers are primarily concentrated within the manufacturing, education, and public administration industries. We believe the diverse mix of industries bodes well for the local area economy.

Expansions/Contractions

We attempted to contact the Dorchester County Economic Development in order to gather information about economic expansions in the area; however, our calls have not been returned as of the date of this report. We have conducted our own research into economic expansions in the area. Notable expansions include, but are not limited to, the following:

- Sportsman Boats Manufacturing Inc announced in March 2022 plans to expand its operations with an \$8 million investment, creating 75 jobs.
- BID Group, a leader in wood processing, announced in May 2022 a \$10.6 million investment, creating 25 new jobs.
- In June 2022, ENGESER USA Corp, a world leading cable specialist, announced plans to establish operations in Dorchester County. The \$1.5 million investment will create 26 new jobs.
- New Wire Marine announced in September 2022 plans to expand operations with a \$1.8 million investment, creating 38 new jobs over the next 5 years.
- Phenom Yachts, LLC, a subsidiary of South Carolina-based Sportsman Boats Manufacturing Inc., announced in October 2022 plans to establish operations in Dorchester County with a \$12 million investment, creating 149 new jobs.
- In October 2022 Bosch, a manufacturing company which produces parts for electric motors in electric vehicles, announced places to invest \$260 million to launch electric motor production at its facilities in North Charleston. The investment will add 75,000 square feet to the existing building and is expected to create 350 new jobs.
- In December 2022, Dennis Eagle Inc, a subsidiary of UK-based manufacturer Dennis Eagle Ltd. announced plans to expand operations in Dorchester County with a \$2.1 million investment which is expected to create 49 new jobs over the next five years.
- In April 2023, Scout Boats announced plans to expand its operations in Dorchester County with a \$10 million investment to expand its headquarters in Summerville as well as building a new 35,000-square foot facility which will produce parts for its yacht division. The facility is expected to be operational by summer of 2024.

WARN Notices

We reviewed publications by the SC Works listing WARN (Worker Adjustment and Retraining Notification Act) notices since the start of 2020. These layoffs are illustrated in the following table.

**WARN LISTINGS
DORCHESTER COUNTY, SC 2020-YTD 2023**

Company	Industry	Employees Affected	Layoff Date
Halls Chophouse Nexton	Restaurant	151	3/18/2020
James Hardie Building Products Inc	Manufacturing	60	7/3/2020
ARD Logistics	Logistics	106	9/30/2020

As illustrated in the previous table, there were a total of 317 layoffs between January 2020 and October 2023. All of these layoffs took place in 2020 and there have been no WARN listings filed in Dorchester County after September 2020. Due to the size of the Dorchester County area labor market, these recent WARN filings are not anticipated to substantively affect total employment in the PMA or MSA as overall job growth has far exceeded these losses.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2007 to August 2023.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2007	302,115	-	4.8%	-	146,046,667	-	4.6%	-
2008	300,885	-0.4%	6.0%	1.2%	145,362,500	-0.5%	5.8%	1.2%
2009	289,693	-3.7%	9.5%	3.5%	139,877,500	-3.8%	9.3%	3.5%
2010	298,962	3.2%	9.4%	-0.1%	139,063,917	-0.6%	9.6%	0.3%
2011	308,175	3.1%	8.7%	-0.7%	139,869,250	0.6%	9.0%	-0.7%
2012	318,178	3.2%	7.5%	-1.2%	142,469,083	1.9%	8.1%	-0.9%
2013	325,009	2.1%	6.1%	-1.3%	143,929,333	1.0%	7.4%	-0.7%
2014	334,555	2.9%	5.4%	-0.8%	146,305,333	1.7%	6.2%	-1.2%
2015	345,667	3.3%	5.1%	-0.3%	148,833,417	1.7%	5.3%	-0.9%
2016	355,215	2.8%	4.2%	-0.9%	151,435,833	1.7%	4.9%	-0.4%
2017	356,654	0.4%	3.6%	-0.6%	153,337,417	1.3%	4.3%	-0.5%
2018	365,625	2.5%	2.9%	-0.7%	155,761,000	1.6%	3.9%	-0.4%
2019	377,918	3.4%	2.3%	-0.5%	157,538,083	1.1%	3.7%	-0.2%
2020	364,270	-3.6%	5.9%	3.5%	147,794,750	-6.2%	8.1%	4.4%
2021	379,757	4.3%	3.6%	-2.3%	152,580,667	3.2%	5.4%	-2.7%
2022	392,633	3.4%	2.9%	-0.7%	158,291,083	3.7%	3.6%	-1.7%
2023 YTD Average*	413,752	5.4%	2.7%	-0.2%	160,773,875	1.6%	3.7%	0.0%
Aug-2022	394,468	-	3.1%	-	158,714,000	-	3.8%	-
Aug-2023	421,188	6.8%	2.1%	-1.0%	161,427,000	1.7%	3.9%	0.1%

Source: U.S. Bureau of Labor Statistics, October 2023

*2023 YTD Average is through August

Between 2012 and 2019, job growth in the MSA generally exceeded the nation. Employment in the MSA declined by 3.6 percent in 2020 amid the pandemic, compared to 6.2 percent across the nation. The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of August 2023, employment in the MSA increased 6.8 percent year over year, compared to 1.7 percent growth across the nation.

During the period preceding the onset of COVID-19 (2012 - 2019), the MSA generally experienced a lower unemployment rate relative to the nation. The MSA unemployment rate increased by 3.5 percentage points in 2020 amid the pandemic, reaching a high of 5.9 percent. For comparison, the national unemployment rate rose by 4.4 percentage points and reached a high of 8.1 percent over the same time period. According to the latest labor statistics, dated August 2023, the current MSA unemployment rate is 2.1 percent. This is well below the current national unemployment rate of 3.9 percent.

Housing and Economy

There are 11 LIHTC and subsidized properties in the Subject’s PMA, of which nine have a family tenancy. Given the low vacancy rates and presence of waiting lists among the LIHTC comparables, the availability of housing for low income renters is considered limited.

As noted prior, as of August 2023, the unemployment rate in the MSA is 2.1 percent, which is lower than the current national unemployment rate of 3.9 percent.

According to Zillow, the median home value in Summerville is \$370,371, up 1.3 percent from the same time last year. Further, fixed 30-year interest rates are at a historic high of 7.9 percent, which could lead residents in Summerville to consider more affordable housing options, such as the Subject.

According to a report published by fortunebuilders.com, the Charleston market has seen a 31 percent drop in foreclosed homes in the last month and a decrease of 52 percent compared to 2022. However, the amount of foreclosures in the market is expected to increase. The state of South Carolina had a foreclosure rate of approximately 0.19 percent as well, while the nation as a whole has an average foreclosure rate of 0.13 percent.

COMMUTING PATTERNS

The chart below shows the travel time to work for the PMA according to U.S. Census data.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	399	0.7%
Travel Time 5-9 min	3,162	5.9%
Travel Time 10-14 min	5,125	9.6%
Travel Time 15-19 min	8,366	15.7%
Travel Time 20-24 min	8,031	15.1%
Travel Time 25-29 min	2,897	5.4%
Travel Time 30-34 min	9,823	18.4%
Travel Time 35-39 min	2,105	3.9%
Travel Time 40-44 min	2,434	4.6%
Travel Time 45-59 min	6,100	11.4%
Travel Time 60-89 min	3,704	6.9%
Travel Time 90+ min	1,157	2.2%
Weighted Average	31 minutes	

Source: Esri Demographics 2023, Novogradac, October 2023

As shown in the preceding table, the weighted average commute time in the PMA is approximately 31 minutes. Only 44 percent of PMA commuters travel under 25 minutes, indicating many households work outside of the PMA, likely in Charleston.

CONCLUSION

Employment in the PMA is concentrated in healthcare/social assistance, manufacturing, and retail trade, which collectively comprise 35.1 percent of local employment. The large share of PMA employment in manufacturing and retail trade is notable as these industries are historically volatile, and prone to contraction during economic recessions. However, the PMA also has a significant share of employment in the healthcare/social assistance industry, which typically exhibits greater stability during recessionary periods. Relative to the nation, the PMA features comparatively greater employment in the admin/support/waste mgmt svcs, public administration, and manufacturing industries. Conversely, the PMA is underrepresented in the finance/insurance, educational services, and agric/forestry/fishing/hunting sectors. Employment in the MSA declined modestly by 3.6 percent in 2020 amid the pandemic, compared to 6.2 percent across the nation.

The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of September 2023, employment in the MSA is increasing at an annualized rate of 7.0 percent, compared to 1.7 percent growth across the nation.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the MSA and the Primary Market Area (PMA) are areas of growth or contraction.

Population Trends

The following tables illustrate (a) Total Population and (b) Population by Age Group, and (c) Population Growth Rate.

POPULATION

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	96,543	-	664,607	-	308,730,056	-
2023	125,385	2.3%	846,250	2.1%	337,460,311	0.7%
Proj Mkt Entry	127,138	0.7%	863,165	1.0%	339,441,843	0.3%
2028	129,958	0.7%	890,377	1.0%	342,629,524	0.3%

Source: Esri Demographics 2023, Novogradac, November 2023

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2023	Projected Mkt Entry June 2025	2028
0-4	0	7,260	8,209	8,564	8,570
5-9	0	7,539	8,757	8,973	8,977
10-14	0	7,556	8,925	9,371	9,379
15-19	0	7,111	8,091	8,183	8,185
20-24	0	6,106	7,058	6,882	6,879
25-29	0	7,102	8,892	8,286	8,276
30-34	0	6,856	9,821	9,956	9,958
35-39	0	6,813	9,592	10,619	10,636
40-44	0	7,139	8,708	9,565	9,580
45-49	0	7,315	7,432	8,347	8,362
50-54	0	6,383	7,792	7,044	7,031
55-59	0	5,503	7,615	7,242	7,236
60-64	0	4,832	7,015	6,965	6,964
65-69	0	3,383	6,173	6,348	6,351
70-74	0	2,346	5,046	5,338	5,343
75-79	0	1,576	3,171	4,093	4,109
80-84	0	951	1,816	2,419	2,429
85+	0	773	1,273	1,686	1,693
Total	0	96,544	125,386	129,882	129,958

Source: Esri Demographics 2020, Novogradac, November 2023

The total population in the PMA increased from 2010 to 2023. In comparison, the MSA and nation experienced growth in total population during the same period of analysis. The population in the PMA is expected to increase through both market entry in June 2025 and 2028 at 0.7 percent per annum, a rate that will remain slightly below the MSA and above that of the nation. The population in the PMA in 2023 was concentrated most heavily in the age groups of 25 to 39 and 30 to 34. Through market entry these age groups will continue to have the highest representation in the PMA.

HOUSEHOLD TRENDS

Total Number of Households, Average Household Size, and Group Quarters

HOUSEHOLDS

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	35,927	-	260,019	-	116,709,667	-
2023	48,074	2.6%	339,569	2.4%	129,912,564	0.9%
Proj Mkt Entry	48,830	0.8%	347,346	1.1%	131,131,668	0.5%
2028	50,047	0.8%	359,857	1.2%	133,092,836	0.5%

Source: Esri Demographics 2023, Novogradac, November 2023

AVERAGE HOUSEHOLD SIZE

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2010	2.62	-	2.47	-	2.57	-
2023	2.60	-0.1%	2.45	-0.1%	2.53	-0.1%
Proj Mkt Entry	2.59	-0.1%	2.44	-0.1%	2.53	-0.2%
2028	2.59	-0.1%	2.43	-0.1%	2.51	-0.2%

Source: Esri Demographics 2023, Novogradac, November 2023

POPULATION IN GROUP QUARTERS

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2010	2,275	-	21,829	-	8,273,022	-
2023	559	-5.8%	15,432	-2.3%	8,230,258	0.0%
Proj Mkt Entry	N/A	-	N/A	-	N/A	-
2028	N/A	-	N/A	-	N/A	-

Source: Esri Demographics None, Novogradac, November 2023

The total number of households in the PMA increased between 2010 and 2023, while the MSA and nation experienced slightly slower household growth over the same time period. Through market entry date and 2028, the total number of households in the PMA is expected to continue to increase at a pace slightly below the MSA and above the nation. The average household sizes are expected to decrease slightly for all areas of analysis. The number of persons in group quarters decreased in the PMA, MSA, and nation between 2010 and 2023. Note that forecasted data for the population in group quarters is not available as growth in this population is more often a result of changes to local facilities than macro demographic trends.

Households by Tenure

The table below depicts household growth by tenure from 2010 through 2028.

TENURE PATTERNS - OVERALL POPULATION

Year	PMA				MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2010	24,805	69.0%	11,122	31.0%	170,519	65.6%	89,500	34.4%
2023	32,902	68.4%	15,172	31.6%	227,694	67.1%	111,875	32.9%
Proj Mkt Entry	33,589	68.8%	15,241	31.2%	233,505	67.2%	113,841	32.8%
2028	34,694	69.3%	15,353	30.7%	242,853	67.5%	117,004	32.5%

Source: Esri Demographics 2023, Novogradac, November 2023

The percentage of renter households in the PMA increased between 2010 and 2023, and is estimated to be 31.6 percent as of 2023. The current percentage of renter households in the PMA is slightly below the estimated 35 percent of renter households across the overall nation. According to the ESRI demographic projections, the percentage of renter households in the PMA is expected to decline through market entry and 2028. Nonetheless, the absolute number of renter households in the PMA is still expected to increase over this time period, driven by overall population growth.

Household Income Distribution

The following table depicts household income in the PMA in 2023, market entry, and 2028.

HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2023		Projected Mkt Entry June 2025		2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,440	5.1%	2,371	4.9%	2,259	4.5%
\$10,000-19,999	3,415	7.1%	3,291	6.7%	3,091	6.2%
\$20,000-29,999	3,367	7.0%	3,278	6.7%	3,136	6.3%
\$30,000-39,999	3,846	8.0%	3,566	7.3%	3,116	6.2%
\$40,000-49,999	3,930	8.2%	3,872	7.9%	3,779	7.6%
\$50,000-59,999	3,699	7.7%	3,685	7.5%	3,662	7.3%
\$60,000-74,999	5,611	11.7%	5,448	11.2%	5,187	10.4%
\$75,000-99,999	7,348	15.3%	7,420	15.2%	7,536	15.1%
\$100,000-124,999	5,552	11.5%	5,708	11.7%	5,958	11.9%
\$125,000-149,999	3,457	7.2%	3,804	7.8%	4,362	8.7%
\$150,000-199,999	2,842	5.9%	3,299	6.8%	4,034	8.1%
\$200,000+	2,567	5.3%	3,088	6.3%	3,927	7.8%
Total	48,074	100.0%	48,830	100.0%	50,047	100.0%

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, November 2023

The Subject’s units will target households earning between \$44,983 and \$65,700. As the table above depicts, approximately 15.9 percent of households in the PMA earned between \$40,000 and \$60,000 in 2023. Many households within these income cohorts will provide support for the Subject.

Renter Household Income Distribution

The following tables depict renter household incomes in the PMA in 2023, market entry, and 2028.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2023		Projected Mkt Entry June 2025		2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,357	8.9%	1,320	8.7%	1,260	8.2%
\$10,000-19,999	1,942	12.8%	1,860	12.2%	1,728	11.3%
\$20,000-29,999	1,712	11.3%	1,656	10.9%	1,565	10.2%
\$30,000-39,999	1,840	12.1%	1,715	11.3%	1,515	9.9%
\$40,000-49,999	1,436	9.5%	1,411	9.3%	1,371	8.9%
\$50,000-59,999	1,627	10.7%	1,655	10.9%	1,701	11.1%
\$60,000-74,999	1,509	9.9%	1,491	9.8%	1,463	9.5%
\$75,000-99,999	1,512	10.0%	1,568	10.3%	1,658	10.8%
\$100,000-124,999	713	4.7%	765	5.0%	849	5.5%
\$125,000-149,999	618	4.1%	701	4.6%	834	5.4%
\$150,000-199,999	420	2.8%	502	3.3%	633	4.1%
\$200,000+	486	3.2%	597	3.9%	776	5.1%
Total	15,172	100.0%	15,241	100.0%	15,353	100.0%

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, November 2023

Renter households with incomes between \$30,000 and \$59,999 represent 32.3 percent of the renter households in the PMA in 2022. This share is expected to decrease to 31.5 percent through market entry.

Renter Households by Number of Persons in the Household

The following table illustrates household size for renter households in the PMA.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2023		Projected Mkt Entry June 2025		2028	
	Number	Percentage	Number	Percentage	Number	Percentage
1 person	5,261	34.7%	5,325	34.9%	5,427	35.3%
2 person	3,722	24.5%	3,668	24.1%	3,581	23.3%
3 person	3,001	19.8%	3,017	19.8%	3,044	19.8%
4 person	1,776	11.7%	1,793	11.8%	1,820	11.9%
5 person	1,412	9.3%	1,438	9.4%	1,481	9.6%
Total	15,172	100.0%	15,241	100.0%	15,353	100.0%

Source: Esri Demographics 2023, Novogradac November 2023

Given the Subject will offer two and three-bedroom units, it will serve renter households of two to five or more persons. Over the next five years, the number of renter households in the PMA is expected to increase slightly.

CONCLUSION

Population in the PMA increased at an annualized rate of 2.3 percent between 2010 and 2023, compared to growth of 2.1 percent in the MSA and 0.7 percent across the nation. The percentage of renter households in the PMA rose between 2010 and 2023 and is estimated to be 32 percent as of 2023. The median income in the PMA as of 2023 is similar to the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2028. Overall, the combination of rising population and median household income bodes well for future demand for multifamily housing.

F. PROJECT-SPECIFIC DEMAND ANALYSIS

PROJECT SPECIFIC DEMAND ANALYSIS

The following demand analysis evaluates the potential number of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by SCSHFDA.

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (AMI), adjusted for household size and utilities. HUD and South Carolina State Housing Finance and Development Authority (SC Housing) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 30 percent of its household income at the appropriate AMI level.

According to SC Housing, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, for one-bedroom units we assume the average income limits of a one- and two-person household and for three-bedroom units we assume the average income limits for a four- and five-person household. This applies to family projects. For elderly projects, we have used a maximum income based on two-person households.

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Business Information Solutions to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from Novogradac’s website.

2. Affordability

As discussed above, the maximum income for LIHTC units is set by SC Housing while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 40 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. SC Housing guidelines utilize 35 for families and 40 percent for senior households, which we will use to set the minimum income levels for the demand analysis.

3. Minimum and Maximum Income Levels

The following tables illustrate the minimum and maximum allowable income levels for the Subject’s units, as proposed.

FAMILY INCOME LIMITS		
Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
2BR	\$44,983	\$54,720
3BR	\$51,977	\$65,700

4. Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated on the attached table.

4a. Demand from New Renter Households

The number of new households entering the market is the first level of demand calculated. SCSHFDA has requested that we utilize 2023 as the base year for the analysis, with demographic projections to 2025 (Subject’s market entry/anticipated completion date). This is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure.

4b. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. (a) The first source is tenants who are rent overburdened. These are households who are paying over 35 percent of their income in housing costs for general occupancy housing or over 40 percent of their income in housing costs for elderly housing. This number is estimated using census 2010 or American Community Survey (ACS) data. (b) The second source is households living in substandard housing. This number is estimated using 2000 Census data. (c) The third source is those seniors likely to move from their own homes into rental housing. Data from the American Housing Survey and interviews with area senior apartment property managers regarding the number or share of current renters who originated from homeownership must be used to refine the analysis. As seniors age, many opt for housing that does not require them to perform maintenance and repairs. This is often considered a burden to seniors, and they may choose to lease as opposed to continuing with homeownership. (d) The fourth potential “Other” source of demand is demand which may exist that is not captured by the above methods, which may be allowed if the factors used can be fully justified.

4c. Additions to Supply

SCSHFDA guidelines indicate that units in all competing projects that were allocated, under construction, placed in service, or funded in 2022 as well as those units at properties that have not reached a stabilized occupancy of 93 percent should be removed from the demand analysis. We researched the South Carolina Housing Finance and Development Authority’s allocation list to determine if there have been any new affordable properties allocated funds within the past three years. According to the allocation lists, there has been one allocation in the PMA since 2020, which is illustrated below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Type	Distance to Subject
Azalea Park	LIHTC	Family	64	54	2022	Acq/Rehab	4.5 miles
Totals			64	54			

Source: SC Housing Finance & Development Authority, August 2023

- Azalea Park is an existing development that was awarded tax credits in 2023 for renovations. This property offers 64 units to family households. As this property is existing and stabilized, we will not deduct any units from our demand analysis. We have not included this property as a comparable as we were unable to contact management at the property for a survey.

5. Method – Capture Rates

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

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$44,983		Maximum Income Limit		\$65,700	
Income Category	New Renter Households - Total Change in Households PMA 2023 to Prj Mrkt Entry June 2025		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-37	-53.6%	\$0	0.0%	0		
\$10,000-19,999	-82	-118.2%	\$0	0.0%	0		
\$20,000-29,999	-56	-81.2%	\$0	0.0%	0		
\$30,000-39,999	-125	-179.6%	\$0	0.0%	0		
\$40,000-49,999	-25	-35.9%	\$5,015	50.2%	-12		
\$50,000-59,999	28	40.9%	\$9,999	100.0%	28		
\$60,000-74,999	-18	-25.4%	\$5,701	38.0%	-7		
\$75,000-99,999	56	80.7%	\$0	0.0%	0		
\$100,000-124,999	52	75.1%	\$0	0.0%	0		
\$125,000-149,999	83	119.3%	\$0	0.0%	0		
\$150,000-199,999	82	117.7%	\$0	0.0%	0		
\$200,000+	111	160.2%	\$0	0.0%	0		
Total	69	100.0%		13.2%	9		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$44,983		Maximum Income Limit		\$65,700	
Income Category	Total Renter Households PMA 2023		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,357	8.9%	\$0	0.0%	0		
\$10,000-19,999	1,942	12.8%	\$0	0.0%	0		
\$20,000-29,999	1,712	11.3%	\$0	0.0%	0		
\$30,000-39,999	1,840	12.1%	\$0	0.0%	0		
\$40,000-49,999	1,436	9.5%	\$5,015	50.2%	720		
\$50,000-59,999	1,627	10.7%	\$9,999	100.0%	1,627		
\$60,000-74,999	1,509	9.9%	\$5,701	38.0%	574		
\$75,000-99,999	1,512	10.0%	\$0	0.0%	0		
\$100,000-124,999	713	4.7%	\$0	0.0%	0		
\$125,000-149,999	618	4.1%	\$0	0.0%	0		
\$150,000-199,999	420	2.8%	\$0	0.0%	0		
\$200,000+	486	3.2%	\$0	0.0%	0		
Total	15,172	100.0%		19.3%	2,921		

ASSUMPTIONS - @60%

ASSUMPTIONS - @60%						
Tenancy Rural/Urban		Family Urban		% of Income towards Housing	35%	
Persons in Household		OBR	1BR	2BR	3BR	4BR+
1		0%	0%	0%	0%	0%
2		0%	0%	100%	0%	0%
3		0%	0%	50%	50%	0%
4		0%	0%	50%	50%	0%
5+		0%	0%	0%	100%	0%

Demand from New Renter Households 2023 to June 2025		
Income Target Population		@60%
New Renter Households PMA		69
Percent Income Qualified		13.2%
New Renter Income Qualified Households		9
Demand from Existing Households 2023		
Demand from Rent Overburdened Households		
Income Target Population		@60%
Total Existing Demand		15,172
Income Qualified		19.3%
Income Qualified Renter Households		2,921
Percent Rent Overburdened Prj Mrkt Entry June 2025		41.8%
Rent Overburdened Households		1,221
Demand from Living in Substandard Housing		
Income Qualified Renter Households		2,921
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		16
Senior Households Converting from Homeownership		
Income Target Population		@60%
Total Senior Homeowners		1,623
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		32
Total Demand		
Total Demand from Existing Households		1,269
Total New Demand		9
Total Demand (New Plus Existing Households)		1,278
Demand from Seniors Who Convert from Homeownership		32
Percent of Total Demand From Homeownership Conversion		2.5%
Is this Demand Over 20 percent of Total Demand?		No
By Bedroom Demand		
One Person	34.9%	447
Two Persons	24.1%	308
Three Persons	19.8%	253
Four Persons	11.8%	150
Five Persons	9.4%	121
Total	100.0%	1,278

To place Person Demand into Bedroom Type Units

Of one-person households in 2BR units	0%	0
Of two-person households in 2BR units	100%	308
Of three-person households in 2BR units	50%	127
Of four-person households in 2BR units	50%	75
Of five-person households in 2BR units	0%	0
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Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	127
Of four-person households in 3BR units	50%	75
Of five-person households in 3BR units	100%	121
Total Demand		832

Total Demand (Subject Unit Types)		Additions to Supply			Net Demand
2 BR	509	-	0	=	509
3 BR	322	-	0	=	322
Total	832		0		832
	Developer's Unit Mix		Net Demand		Capture Rate
2 BR	96	/	509	=	18.8%
3 BR	96	/	322	=	29.8%
Total	192		832		23.1%

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60% - Large Family

Minimum Income Limit		\$44,983		Maximum Income Limit		\$65,700	
Income Category	New Renter Households - Total Change in Households PMA 2023 to Prj Mrkt Entry June 2025		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-37	-53.6%	\$0	0.0%	0		
\$10,000-19,999	-82	-118.2%	\$0	0.0%	0		
\$20,000-29,999	-56	-81.2%	\$0	0.0%	0		
\$30,000-39,999	-125	-179.6%	\$0	0.0%	0		
\$40,000-49,999	-25	-35.9%	\$5,015	50.2%	-12		
\$50,000-59,999	28	40.9%	\$9,999	100.0%	28		
\$60,000-74,999	-18	-25.4%	\$5,701	38.0%	-7		
\$75,000-99,999	56	80.7%	\$0	0.0%	0		
\$100,000-124,999	52	75.1%	\$0	0.0%	0		
\$125,000-149,999	83	119.3%	\$0	0.0%	0		
\$150,000-199,999	82	117.7%	\$0	0.0%	0		
\$200,000+	111	160.2%	\$0	0.0%	0		
Total	69	100.0%		13.2%	9		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60% - Large Family

Minimum Income Limit		\$44,983		Maximum Income Limit		\$65,700	
Income Category	Total Renter Households PMA 2023		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,357	8.9%	\$0	0.0%	0		
\$10,000-19,999	1,942	12.8%	\$0	0.0%	0		
\$20,000-29,999	1,712	11.3%	\$0	0.0%	0		
\$30,000-39,999	1,840	12.1%	\$0	0.0%	0		
\$40,000-49,999	1,436	9.5%	\$5,015	50.2%	720		
\$50,000-59,999	1,627	10.7%	\$9,999	100.0%	1,627		
\$60,000-74,999	1,509	9.9%	\$5,701	38.0%	574		
\$75,000-99,999	1,512	10.0%	\$0	0.0%	0		
\$100,000-124,999	713	4.7%	\$0	0.0%	0		
\$125,000-149,999	618	4.1%	\$0	0.0%	0		
\$150,000-199,999	420	2.8%	\$0	0.0%	0		
\$200,000+	486	3.2%	\$0	0.0%	0		
Total	15,172	100.0%		19.3%	2,921		

ASSUMPTIONS - @60% - Large Family

ASSUMPTIONS - @60% - Large Family						
Tenancy	Family		% of Income towards Housing			35%
Rural/Urban	Urban		Maximum # of Occupants			6
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	0%	0%	0%	0%	0%
2	0%	0%	0%	0%	0%	0%
3	0%	0%	50%	50%	0%	0%
4	0%	0%	50%	50%	0%	0%
5+	0%	0%	0%	100%	0%	0%

Demand from New Renter Households 2023 to June 2025

Income Target Population		@60% - Large Family
New Renter Households PMA		69
Percent Income Qualified		13.2%
New Renter Income Qualified Households		9

Demand from Existing Households 2023

Demand from Rent Overburdened Households

Income Target Population		@60% - Large Family
Total Existing Demand		15,172
Income Qualified		19.3%
Income Qualified Renter Households		2,921
Percent Rent Overburdened Prj Mrkt Entry June 2025		41.8%
Rent Overburdened Households		1,221

Demand from Living in Substandard Housing

Income Qualified Renter Households		2,921
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		16

Senior Households Converting from Homeownership

Income Target Population		@60%
Total Senior Homeowners		1,623
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		32

Total Demand

Total Demand from Existing Households		1,269
Total New Demand		9
Total Demand (New Plus Existing Households)		1,278

Demand from Seniors Who Convert from Homeownership		32
Percent of Total Demand From Homeownership Conversion		2.5%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	34.9%	447
Two Persons	24.1%	308
Three Persons	19.8%	253
Four Persons	11.8%	150
Five Persons	9.4%	121
Total	100.0%	1,278

To place Person Demand into Bedroom Type Units

Of one-person households in 2BR units	0%	0
Of two-person households in 2BR units	0%	0
Of three-person households in 2BR units	50%	127
Of four-person households in 2BR units	50%	75
Of five-person households in 2BR units	0%	0
<hr/>		
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	50%	127
Of four-person households in 3BR units	50%	75
Of five-person households in 3BR units	100%	121
Total Demand		524

Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
2 BR	202	0	=	202	
3 BR	322	0	=	322	
Total	524	0		524	
	Developer's Unit Mix	Net Demand		Capture Rate	
2 BR	96	/	202	=	47.5%
3 BR	96	/	322	=	29.8%
Total	192		524		36.6%

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. Property managers at area apartments in the PMA indicated that approximately 10 to 20 percent of residents are from the areas outside the PMA. Therefore, we conservatively estimated that approximately 10 percent of the Subject’s residents will originate from areas outside of the PMA. Since the demand analysis does not account for support from tenants moving from outside the PMA, it is somewhat conservative.

The following table illustrates demand and net demand for the Subject’s units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

DEMAND AND NET DEMAND

	HH at @60% AMI (\$44,983 to \$65,700)	Large Family HH at @60% AMI (\$44,983 to \$65,700)
Demand from New Households (age and income appropriate)	9	9
PLUS	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	1,221	1,221
PLUS	+	+
Demand from Existing Renter Households - Substandard Housing	16	16
=	=	=
Sub Total	1,246	1,246
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	32	32
Equals Total Demand	1,278	1,278
Less	-	-
New Supply	0	0
Equals Net Demand	1,278	1,278

Note that the previous *Demand and Net Demand* estimates include all income-eligible renter households. These estimates are then adjusted to reflect only the size-appropriate households by bedroom type in the following *Capture Rate Analysis*.

CAPTURE RATE ANALYSIS CHART

AMI Level	Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
@60%	2BR	44983	54720	96	509	0	509	18.8%
	3BR	51977	65700	96	322	0	322	29.8%
Overall Total		-	-	192	832	0	832	23.1%

As the analysis illustrates, the Subject’s capture rates range from 18.8 to 29.8 percent with an overall capture rate of 23.1 percent. While the Subject’s capture rates are somewhat elevated, they are below the 30 percent threshold set by SC Housing. Further, the analysis does not account for leakage from outside of the PMA.

Absorption Rate

Two of the comparables were able to provide absorption information. As such, we expanded our search to other properties within ten miles of the Subject. The following table details the nearest absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
The Waters At Oakbrook*	LIHTC	Family	Summerville	2022	216	21	0.5 miles
The Wilder	Market	Family	Ladson	2020	286	16	2.2 miles
Harborstone Apartments	Market	Family	Ladson	2020	312	11	1.6 miles
Etiwan Place	LIHTC	Family	Goose Creek	2019	60	60	7.6 miles
Atlantic On The Boulevard	Market	Family	North Charleston	2019	280	11	7.0 miles
The Mason	Market	Family	Ladson	2019	264	15	3.5 miles
Elevate At Brighton Park	Market	Family	Summerville	2018	329	17	6.6 miles
Waters At Magnolia Bay*	LIHTC	Family	Summerville	2017	300	14	4.0 miles
Waters At St. James	LIHTC	Family	Goose Creek	2017	336	26	7.5 miles
Legends At Azalea	Market	Family	Summerville	2017	258	18	5.5 miles
Comet Creek	Market	Family	Summerville	2017	264	15	7.5 miles
Rivers Place Apartments	LIHTC	Family	North Charleston	2016	48	24	6.9 miles
Centre Pointe Apartments	Market	Family	North Charleston	2016	172	34	9.6 miles
Average Affordable					192	29	
Average Market					271	17	
Overall Average					240	22	

*Comparable Property

Note the Subject is an existing property, and will not need to re-lease its units. Therefore, this discussion is hypothetical, and assumes the Subject were 100 percent vacant. We obtained absorption data from 13 properties, located between 0.5 and 9.6 miles from the Subject. These properties reported absorption rates ranging from 11 to 60 units per month, with an overall average of 22 units per month. Overall, we expect the Subject will experience an absorption rate of 25 units per month, if vacant. This equates to an absorption period of approximately seven to eight months.

G. SUPPLY ANALYSIS

SURVEY OF COMPARABLE PROJECTS

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. We surveyed many properties that we chose not to use in the survey because they were not as comparable to the Subject as others that were selected.

Description of Property Types Surveyed/Determination of Number of Tax Credit Units

We interviewed numerous properties to determine which ones were considered “true” competition for the Subject. Several properties in the market area were interviewed and not included because of their dissimilarity or other factors. Fully subsidized properties were excluded due to differing rent structures from the Subject without a subsidy; however, it should be noted that subsidized properties in the market area were found to have stable occupancies.

The following table illustrates the excluded properties and the vacancy rates, where they were available, for the excluded properties.

EXCLUDED PROPERTIES			
Property Name	Rent Structure	Tenancy	Reason for Exclusion
Azalea Park Apartments	LIHTC	Family	Unable to contact
Cedar Key Apartments	LIHTC	Family	Unable to contact
Lincolntonville Elderly Apartment	LIHTC	Senior	Dissimilar tenancy
Quail Cove	LIHTC	Senior	Dissimilar tenancy
Villas At Oakbrook	LIHTC	Senior	Dissimilar tenancy
Boone West Apartments	LIHTC/Section 8	Family	Subsidized rents
Canebreak Apartments	LIHTC/Section 8	Family	Subsidized rents
The Villas Of Summerville	LIHTC/Section 8	Family	Subsidized rents
Arbor Village	Market	Family	Dissimilar condition
Cedar Grove	Market	Family	Unable to contact
Colonial Grand At Commerce Park	Market	Family	Unable to contact
Country Club Apartments	Market	Family	Dissimilar condition
Sawbranch Apartments	Market	Family	Unable to contact
The Legends At Charleston Park	Market	Family	Unable to contact

LIHTC Competition

We researched the South Carolina Housing Finance and Development Authority’s allocation list to determine if there have been any new affordable properties allocated funds within the past three years. According to the allocation lists, there has been one allocation in the PMA since 2020, which is illustrated below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Type	Distance to Subject
Azalea Park	LIHTC	Family	64	54	2022	Acq/Rehab	4.5 miles
Totals			64	54			

Source: SC Housing Finance & Development Authority, August 2023

- Azalea Park is an existing development that was awarded tax credits in 2022 for renovations. This property offers 64 units to family households. As this property is existing and stabilized, we will not deduct any units from our demand analysis. We have not included this property as a comparable as we were unable to contact management at the property for a survey.

Pipeline Construction

We were unable to reach a contact with the Cities of Summerville, Ladson, and North Charleston regarding planned, proposed, or under construction developments in the PMA. Therefore, we conducted online research and utilized a CoStar new construction report. The results of our findings are detailed in the table below.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Hawthorne at Summerville	Market	Family	168	0	N/A	Under Construction	5.0 miles
Arden at Dorchester	Market	Senior	149	0	N/A	Proposed	3.8 miles
The Willow	Market	Family	338	0	N/A	Under Construction	5.0 miles
Totals			655	0			

Source: CoStar, November 2023

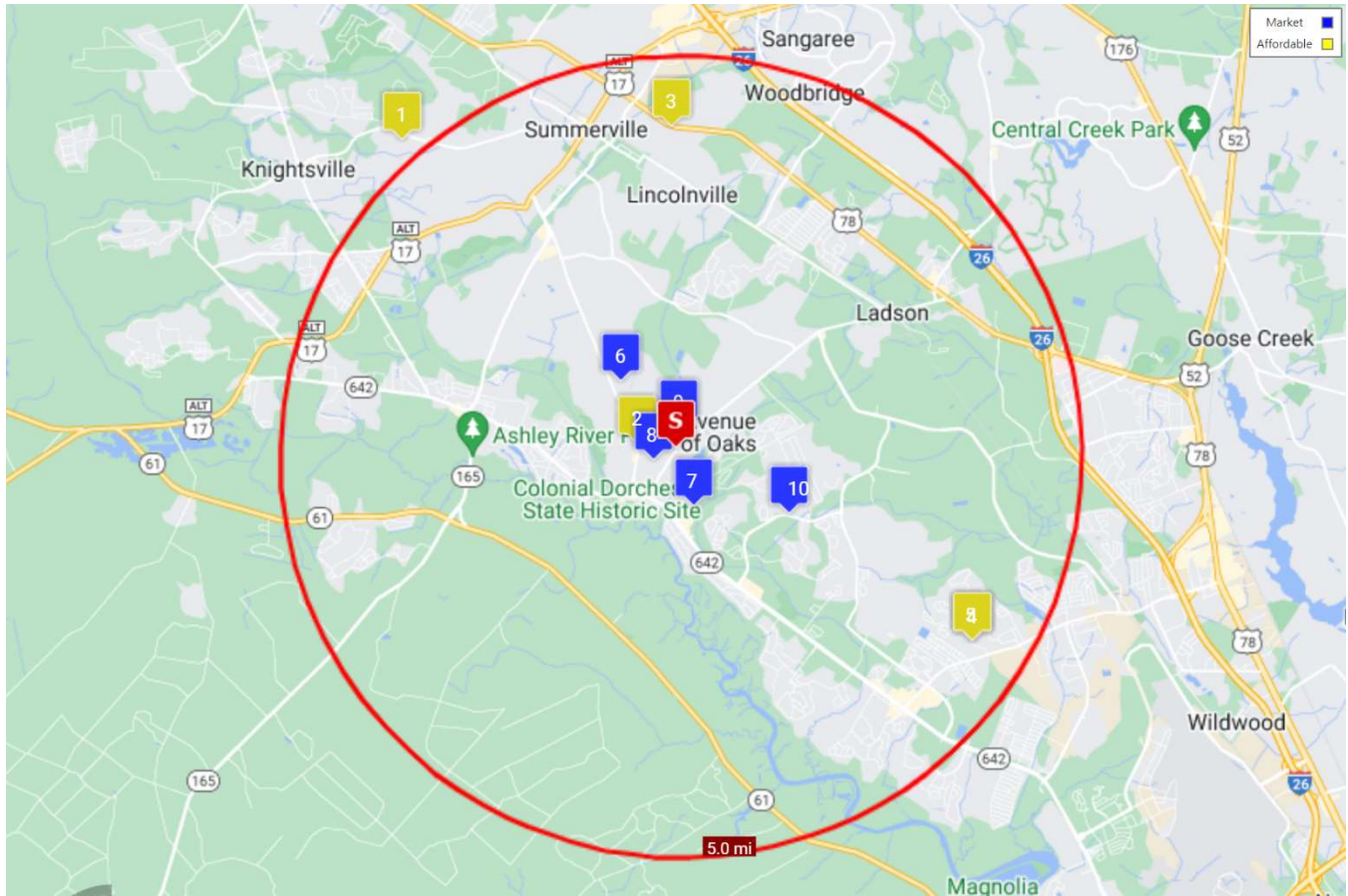
Comparable Properties

Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey includes ten “true” comparable properties containing 1,878 units.

The availability of the LIHTC data is considered good. We included five affordable developments located between 0.5 and 5.1 miles from the Subject site, one of which is located outside the PMA (Waters At Magnolia Bay). The availability of the market rate data is also considered good. We included five market rate properties located between 0.3 and 1.7 miles from the Subject site, all of which are located inside the PMA.

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

COMPARABLE RENTAL PROPERTY MAP



Source: Google Maps, November 2023

COMPARABLE PROPERTIES

#	Property Name	City	Rent Structure	Distance to Subject
S	Palms On Ashley River	Summerville	@60%	-
1	Lake Pointe	Summerville	@50%, @60%	5.1 miles
2	The Waters At Oakbrook	Summerville	@60%, Market	0.5 mile
3	Waters At Magnolia Bay*	Summerville	@50%, @60%, Market	4.0 miles
4	Willow Trace	North Charleston	@50%, @60%	4.4 miles
5	Willow Trace II	North Charleston	@50%, @60%	4.4 miles
6	Bridge Pointe	Summerville	Market	1.1 miles
7	Kilnsea Village Apartments	Summerville	Market	0.8 mile
8	Oakbrook Village	Summerville	Market	0.3 mile
9	The Grove At Oakbrook	Summerville	Market	0.3 mile
10	The Reserve At Wescott	Summerville	Market	1.7 miles

*Located outside PMA

PALMS ON ASHLEY RIVER – SUMMERVILLE, SOUTH CAROLINA – APPLICATION MARKET STUDY

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

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
S	Palms On Ashley River 4370 Ladson Rd Summerville, SC Dorchester County		Garden 3-stories 2005/Proposed Family	@60%	2BR/2BA	96	50.0%	1,082	@60%	\$1,232	No	Yes	12	12.5%
					3BR/2BA	96	50.0%	1,322	@60%	\$1,419	No	Yes	14	14.6%
192														
1	Lake Pointe 100 Lake Pointe Ave Summerville, SC Dorchester County	5.1 miles	Garden 2-stories 2014 Family	@50% @60%	1BR/1BA	2	3.6%	850	@50%	\$825	Yes	Yes	0	0%
					1BR/1BA	6	10.7%	850	@60%	\$1,008	Yes	Yes	0	0%
					2BR/2BA	5	8.9%	1,100	@50%	\$1,019	Yes	Yes	0	0%
					2BR/2BA	15	26.8%	1,100	@60%	\$1,200	Yes	Yes	1	6.7%
					3BR/2BA	5	8.9%	1,250	@50%	\$1,126	Yes	Yes	0	0%
					3BR/2BA	15	26.8%	1,250	@60%	\$1,379	Yes	Yes	1	6.7%
					4BR/2BA	8	14.3%	1,400	@60%	\$1,545	Yes	Yes	0	0%
56														
2	The Waters At Oakbrook 1655 Old Trolley Road Summerville, SC Dorchester County	0.5 mile	Garden 3-stories 2022 Family	@60% Market	1BR/1BA	63	29.2%	773	@60%	\$947	No	Yes	N/A	N/A
					1BR/1BA	21	9.7%	773	Market	\$1,308	N/A	Yes	N/A	N/A
					2BR/2BA	72	33.3%	1,022	@60%	\$1,110	No	Yes	N/A	N/A
					2BR/2BA	24	11.1%	1,022	Market	\$1,520	N/A	Yes	N/A	N/A
					3BR/2BA	27	12.5%	1,255	@60%	\$1,262	No	Yes	N/A	N/A
					3BR/2BA	9	4.2%	1,255	Market	\$1,754	N/A	Yes	N/A	N/A
216														
3	Waters At Magnolia Bay 10765 Highway 78 East Summerville, SC Charleston County	4.0 miles	Garden 3-stories 2017 Family	@50%, @60%, Market	1BR/1BA	40	13.3%	751	@50%	\$838	Yes	Yes	0	0%
					1BR/1BA	40	13.3%	751	@60%	\$1,021	Yes	Yes	0	0%
					1BR/1BA	20	6.7%	751	Market	\$1,092	N/A	Yes	0	0%
					2BR/2BA	40	13.3%	950	@50%	\$1,000	Yes	Yes	0	0%
					2BR/2BA	40	13.3%	950	@60%	\$1,306	Yes	Yes	0	0%
					2BR/2BA	20	6.7%	950	Market	\$1,306	N/A	Yes	0	0%
					3BR/2BA	40	13.3%	1,100	@50%	\$1,149	Yes	Yes	0	0%
					3BR/2BA	40	13.3%	1,100	@60%	\$1,402	Yes	Yes	0	0%
					3BR/2BA	20	6.7%	1,100	Market	\$1,402	N/A	Yes	0	0%
					300									
4	Willow Trace 8180 Windsor Hill Boulevard North Charleston, SC Dorchester County	4.4 miles	Garden 2-stories 2003 Family	@50% @60%	2BR/2BA	8	14.3%	965	@50%	\$1,028	Yes	Yes	1	12.5%
					2BR/2BA	16	28.6%	965	@60%	\$1,256	Yes	Yes	1	6.2%
					3BR/2BA	16	28.6%	1,100	@50%	\$1,180	Yes	Yes	0	0%
					3BR/2BA	16	28.6%	1,100	@60%	\$1,444	Yes	Yes	1	6.2%
					56									
5	Willow Trace II 8184 Windsor Hill Blvd North Charleston, SC Dorchester County	4.4 miles	Garden 3-stories 2007 Family	@50% @60%	2BR/2BA	8	16.7%	1,082	@50%	\$1,028	Yes	Yes	0	0%
					2BR/2BA	8	16.7%	1,082	@60%	\$1,256	Yes	Yes	0	0%
					3BR/2BA	16	33.3%	1,322	@50%	\$1,140	Yes	Yes	0	0%
					3BR/2BA	16	33.3%	1,322	@60%	\$1,444	Yes	Yes	0	0%
					48									
6	Bridge Pointe 101 Bridge Pointe Lane Summerville, SC Dorchester County	1.1 miles	Various 2-stories 2004 Family	Market	1BR/1BA	24	18.5%	790	Market	\$1,504	N/A	No	1	4.2%
					2BR/2BA	16	12.3%	1,087	Market	\$1,726	N/A	No	0	0%
					2BR/1.5BA	22	16.9%	1,154	Market	\$1,591	N/A	No	1	4.5%
					2BR/2.5BA	36	27.7%	1,181	Market	\$1,911	N/A	No	0	0%
					3BR/2.5BA	20	15.4%	1,491	Market	\$2,015	N/A	No	0	0%
					3BR/2.5BA	12	9.2%	1,668	Market	\$2,325	N/A	No	0	0%
130														
7	Kilnsea Village Apartments 5300 Patron Place Summerville, SC Dorchester County	0.8 mile	Garden 3-stories 2013 Family	Market	1BR/1BA	78	25.0%	822	Market	\$1,484	N/A	No	2	2.6%
					2BR/2BA	156	50.0%	1,096	Market	\$1,751	N/A	No	4	2.6%
					3BR/2BA	78	25.0%	1,311	Market	\$1,840	N/A	No	3	3.8%
312														
8	Oakbrook Village 111 Springview Lane Summerville, SC Dorchester County	0.3 mile	Garden 3-stories 2006 Family	Market	1BR/1BA	N/A	N/A	728	Market	\$1,166	N/A	No	2	N/A
					2BR/2BA	N/A	N/A	1,178	Market	\$1,603	N/A	No	0	N/A
					3BR/2BA	N/A	N/A	1,417	Market	\$1,722	N/A	No	0	N/A
192														
9	The Grove At Oakbrook 325 Midland Parkway Summerville, SC Dorchester County	0.3 mile	Garden 3-stories 2002 Family	Market	1BR/1BA	36	12.9%	788	Market	\$1,431	N/A	No	N/A	N/A
					1.5BR/1BA	24	8.6%	972	Market	\$1,520	N/A	No	N/A	N/A
					2BR/2BA	56	20.0%	1,080	Market	\$1,672	N/A	No	N/A	N/A
					2BR/2BA	108	38.6%	1,235	Market	\$1,693	N/A	No	N/A	N/A
					3BR/2BA	56	20.0%	1,292	Market	\$2,000	N/A	No	N/A	N/A
280														
10	The Reserve At Wescott 4976 Wescott Boulevard Summerville, SC Dorchester County	1.7 miles	Garden 3-stories 2004 Family	Market	1BR/1BA	N/A	N/A	779	Market	\$1,480	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	865	Market	\$1,565	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,048	Market	\$1,653	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,064	Market	\$1,783	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,126	Market	\$1,733	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,146	Market	\$1,788	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,234	Market	\$2,173	N/A	No	N/A	N/A
288														
													26	13.5%

PALMS ON ASHLEY RIVER – SUMMERVILLE, SOUTH CAROLINA – APPLICATION MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed	1,878	Weighted Occupancy	97.3%
	Market Rate	1,202	Market Rate	97.3%
	Tax Credit	676	Tax Credit	97.3%
	2.0 Bed x 2.0 Bath		3.0 Bed x 2.0 Bath	
RENT	Bridge Pointe (Market)(2.5BA)	\$1,911	Bridge Pointe (Market)(2.5BA)	\$2,325
	The Reserve At Wescott (Market)	\$1,788	The Reserve At Wescott (Market)	\$2,173
	The Reserve At Wescott (Market)	\$1,783	Bridge Pointe (Market)(2.5BA)	\$2,015
	Kilnsea Village Apartments (Market)	\$1,751	The Grove At Oakbrook (Market)	\$2,000
	The Reserve At Wescott (Market)	\$1,733	Kilnsea Village Apartments (Market)	\$1,840
	Bridge Pointe (Market)	\$1,726	The Waters At Oakbrook (Market)	\$1,754
	The Grove At Oakbrook (Market)	\$1,693	Oakbrook Village (Market)	\$1,722
	The Grove At Oakbrook (Market)	\$1,672	Palms On Ashley River (@60%)	\$1,462
	The Reserve At Wescott (Market)	\$1,653	Willow Trace (@60%)	\$1,444
	Oakbrook Village (Market)	\$1,603	Willow Trace II (@60%)	\$1,444
	Bridge Pointe (Market)(1.5BA)	\$1,591	Waters At Magnolia Bay (@60%)	\$1,402
	The Waters At Oakbrook (Market)	\$1,520	Waters At Magnolia Bay (Market)	\$1,402
	Waters At Magnolia Bay (@60%)	\$1,306	Lake Pointe (@60%)	\$1,379
	Waters At Magnolia Bay (Market)	\$1,306	The Waters At Oakbrook (@60%)	\$1,262
	Palms On Ashley River (@60%)	\$1,261	Willow Trace (@50%)	\$1,180
	Willow Trace (@60%)	\$1,256	Waters At Magnolia Bay (@50%)	\$1,149
	Willow Trace II (@60%)	\$1,256	Willow Trace II (@50%)	\$1,140
	Lake Pointe (@60%)	\$1,200	Lake Pointe (@50%)	\$1,126
	The Waters At Oakbrook (@60%)	\$1,110		
	Willow Trace (@50%)	\$1,028		
	Willow Trace II (@50%)	\$1,028		
Lake Pointe (@50%)	\$1,019			
Waters At Magnolia Bay (@50%)	\$1,000			
SQUARE FOOTAGE	The Grove At Oakbrook (Market)	1,235	Bridge Pointe (Market)(2.5BA)	1,668
	Bridge Pointe (Market)(2.5BA)	1,181	Bridge Pointe (Market)(2.5BA)	1,491
	Oakbrook Village (Market)	1,178	Oakbrook Village (Market)	1,417
	Bridge Pointe (Market)(1.5BA)	1,154	Willow Trace II (@50%)	1,322
	The Reserve At Wescott (Market)	1,146	Willow Trace II (@60%)	1,322
	The Reserve At Wescott (Market)	1,126	Palms On Ashley River (@60%)	1,322
	Lake Pointe (@50%)	1,100	Kilnsea Village Apartments (Market)	1,311
	Lake Pointe (@60%)	1,100	The Grove At Oakbrook (Market)	1,292
	Kilnsea Village Apartments (Market)	1,096	The Waters At Oakbrook (@60%)	1,255
	Bridge Pointe (Market)	1,087	The Waters At Oakbrook (Market)	1,255
	Willow Trace II (@50%)	1,082	Lake Pointe (@50%)	1,250
	Willow Trace II (@60%)	1,082	Lake Pointe (@60%)	1,250
	Palms On Ashley River (@60%)	1,082	The Reserve At Wescott (Market)	1,234
	The Grove At Oakbrook (Market)	1,080	Waters At Magnolia Bay (@50%)	1,100
	The Reserve At Wescott (Market)	1,064	Waters At Magnolia Bay (@60%)	1,100
	The Reserve At Wescott (Market)	1,048	Waters At Magnolia Bay (Market)	1,100
	The Waters At Oakbrook (@60%)	1,022	Willow Trace (@50%)	1,100
	The Waters At Oakbrook (Market)	1,022	Willow Trace (@60%)	1,100
	Willow Trace (@50%)	965		
	Willow Trace (@60%)	965		
	Waters At Magnolia Bay (@50%)	950		
Waters At Magnolia Bay (@60%)	950			
Waters At Magnolia Bay (Market)	950			
RENT PER SQUARE FOOT	The Reserve At Wescott (Market)	\$1.68	The Reserve At Wescott (Market)	\$1.76
	Bridge Pointe (Market)(2.5BA)	\$1.62	The Grove At Oakbrook (Market)	\$1.55
	Kilnsea Village Apartments (Market)	\$1.60	Kilnsea Village Apartments (Market)	\$1.40
	Bridge Pointe (Market)	\$1.59	The Waters At Oakbrook (Market)	\$1.40
	The Reserve At Wescott (Market)	\$1.58	Bridge Pointe (Market)(2.5BA)	\$1.39
	The Reserve At Wescott (Market)	\$1.56	Bridge Pointe (Market)(2.5BA)	\$1.35
	The Grove At Oakbrook (Market)	\$1.55	Willow Trace (@60%)	\$1.31
	The Reserve At Wescott (Market)	\$1.54	Waters At Magnolia Bay (@60%)	\$1.27
	The Waters At Oakbrook (Market)	\$1.49	Waters At Magnolia Bay (Market)	\$1.27
	Bridge Pointe (Market)(1.5BA)	\$1.38	Oakbrook Village (Market)	\$1.22
	Waters At Magnolia Bay (@60%)	\$1.37	Palms On Ashley River (@60%)	\$1.11
	Waters At Magnolia Bay (Market)	\$1.37	Lake Pointe (@60%)	\$1.10
	The Grove At Oakbrook (Market)	\$1.37	Willow Trace II (@60%)	\$1.09
	Oakbrook Village (Market)	\$1.36	Willow Trace (@50%)	\$1.07
	Willow Trace (@60%)	\$1.30	Waters At Magnolia Bay (@50%)	\$1.04
	Palms On Ashley River (@60%)	\$1.17	The Waters At Oakbrook (@60%)	\$1.01
	Willow Trace II (@60%)	\$1.16	Lake Pointe (@50%)	\$0.90
	Lake Pointe (@60%)	\$1.09	Willow Trace II (@50%)	\$0.86
	The Waters At Oakbrook (@60%)	\$1.09		
	Willow Trace (@50%)	\$1.07		
	Waters At Magnolia Bay (@50%)	\$1.05		
Willow Trace II (@50%)	\$0.95			
Lake Pointe (@50%)	\$0.93			

PALMS ON ASHLEY RIVER – SUMMERVILLE, SOUTH CAROLINA – APPLICATION MARKET STUDY

AMENITY MATRIX

	Palms On Ashley River	Lake Pointe	The Waters At Oakbrook	Waters At Magnolia Bay	Willow Trace	Willow Trace II	Bridge Pointe	Kilnsea Village Apartments	Oakbrook Village	The Grove At Oakbrook	The Reserve At Wescott
Program Tenancy	LIHTC Family	LIHTC Family	LIHTC/Market Family	LIHTC/Market Family	LIHTC Family	LIHTC Family	Market Family	Market Family	Market Family	Market Family	Market Family
Building											
Property Type	Garden 3	Garden 2	Garden 3	Garden 3	Garden 2	Garden 3	Various 2	Garden 3	Garden 3	Garden 3	Garden 3
# Stories	3	2	3	3	2	3	2	3	3	3	3
Year Built	2005	2014	2022	2017	2003	2007	2004	2013	2006	2002	2004
Year Renovated	Proposed										
Courtyard	yes	no	no	no	no	no	no	no	no	no	no
Utility Structure											
Heat	no	no	no	no	no	no	no	no	no	no	no
Cooking	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Air Conditioning	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Water	yes	yes	no	no	no	yes	no	no	no	no	no
Sewer	yes	yes	no	no	no	yes	no	no	no	no	no
Unit											
Balcony	no	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	no	yes	yes	yes	yes	yes	yes	no	yes	yes	no
Ceiling Fan	yes	yes	no	yes	yes	yes	yes	yes	no	yes	yes
Central/AC	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Exterior Storage	no	no	no	no	yes	yes	yes	no	yes	yes	no
Fireplace	no	no	no	no	no	no	no	no	no	yes	yes
Hardwood Floors	yes	no	no	no	no	no	no	yes	yes	no	yes
Vaulted Ceilings	no	no	no	no	no	no	yes	no	no	yes	yes
Walk-In-Closet	yes	no	no	yes	yes	yes	yes	yes	yes	yes	no
Washer / Dryer	no	no	no	no	no	no	no	yes	yes	no	yes
W/D Hookups	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Microwave	yes	no	yes	yes	yes	yes	yes	yes	yes	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	no	yes	yes	yes	no	yes	no	no	yes	yes	yes
Central Laundry	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Clubhouse	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
WiFi	yes	no	no	no	no	no	no	no	no	no	yes
Recreation											
Exercise Facility	no	yes	yes	yes	no	no	yes	yes	yes	yes	yes
Picnic Area	yes	no	yes	yes	yes	yes	yes	yes	yes	no	no
Playground	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreational Area	no	yes	no	no	no	no	no	no	no	no	no
Sauna	no	no	no	no	no	no	no	yes	no	no	no
Sport Court	no	no	yes	no	no	no	no	no	no	no	no
Swimming Pool	yes	no	yes	yes	no	no	yes	yes	yes	yes	yes
Theatre	no	no	no	no	no	no	no	yes	no	no	no
Services											
Car Wash	no	no	no	no	no	no	yes	yes	yes	yes	yes
Security											
Intercom (Buzzer)	no	no	no	no	no	no	no	yes	no	no	no
Limited Access	no	yes	no	no	no	no	no	yes	no	no	no
Patrol	no	no	no	yes	no	no	no	no	no	yes	no
Perimeter Fencing	no	no	no	no	no	no	no	yes	no	no	no
Video Surveillance	yes	no	yes	no	no	no	no	no	no	yes	no
Parking											
Garage	no	no	no	no	no	no	yes	no	yes	yes	yes
Surface	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	no

PROPERTY PROFILE REPORT

Lake Pointe

Effective Rent Date	11/02/2023
Location	100 Lake Pointe Ave Summerville, SC 29483 Dorchester County
Distance	5.1 miles
Units	56
Vacant Units	2
Vacancy Rate	3.6%
Type	Garden (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy from the county
Contact Name	Kim
Phone	843-285-8378



Market Information

Program	@50%, @60%
Annual Turnover Rate	9%
Units/Month Absorbed	N/A
HCV Tenants	38%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes; 21 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	850	\$825	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	6	850	\$1,008	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	5	1,100	\$1,019	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	15	1,100	\$1,200	\$0	@60%	Yes	1	6.7%	yes	None
3	2	Garden (2 stories)	5	1,250	\$1,126	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	15	1,250	\$1,379	\$0	@60%	Yes	1	6.7%	yes	None
4	2	Garden (2 stories)	8	1,400	\$1,545	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$825	\$0	\$825	\$0	\$825	1BR / 1BA	\$1,008	\$0	\$1,008	\$0	\$1,008
2BR / 2BA	\$1,019	\$0	\$1,019	\$0	\$1,019	2BR / 2BA	\$1,200	\$0	\$1,200	\$0	\$1,200
3BR / 2BA	\$1,126	\$0	\$1,126	\$0	\$1,126	3BR / 2BA	\$1,379	\$0	\$1,379	\$0	\$1,379
						4BR / 2BA	\$1,545	\$0	\$1,545	\$0	\$1,545

Lake Pointe, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Limited Access	None
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Playground	Recreation Areas		

Comments

The property accepts Housing Choice Vouchers and maintains a waiting list. The contact noted the property no longer offers 4 BR units at 50% AMI.

Lake Pointe, continued

Trend Report

Vacancy Rates

3Q20	3Q21	3Q22	4Q23
0.0%	0.0%	5.4%	3.6%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$613	\$0	\$613	\$613
2021	3	0.0%	\$693	\$0	\$693	\$693
2022	3	0.0%	\$783	\$0	\$783	\$783
2023	4	0.0%	\$825	\$0	\$825	\$825

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$728	\$0	\$728	\$728
2021	3	0.0%	\$826	\$0	\$826	\$826
2022	3	0.0%	\$933	\$0	\$933	\$933
2023	4	0.0%	\$1,019	\$0	\$1,019	\$1,019

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$832	\$0	\$832	\$832
2021	3	0.0%	\$947	\$0	\$947	\$947
2022	3	0.0%	\$1,071	\$0	\$1,071	\$1,071
2023	4	0.0%	\$1,126	\$0	\$1,126	\$1,126

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$920	\$0	\$920	\$920
2021	3	0.0%	\$1,047	\$0	\$1,047	\$1,047
2022	3	0.0%	\$1,186	\$0	\$1,186	\$1,186

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$753	\$0	\$753	\$753
2021	3	0.0%	\$847	\$0	\$847	\$847
2022	3	16.7%	\$955	\$0	\$955	\$955
2023	4	0.0%	\$1,008	\$0	\$1,008	\$1,008

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$898	\$0	\$898	\$898
2021	3	0.0%	\$1,011	\$0	\$1,011	\$1,011
2022	3	6.7%	\$1,140	\$0	\$1,140	\$1,140
2023	4	6.7%	\$1,200	\$0	\$1,200	\$1,200

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$1,079	\$0	\$1,079	\$1,079
2021	3	0.0%	\$1,161	\$0	\$1,161	\$1,161
2022	3	6.7%	\$1,310	\$0	\$1,310	\$1,310
2023	4	6.7%	\$1,379	\$0	\$1,379	\$1,379

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$970	\$0	\$970	\$970
2021	3	0.0%	\$1,285	\$0	\$1,285	\$1,285
2022	3	0.0%	\$1,452	\$0	\$1,452	\$1,452
2023	4	0.0%	\$1,545	\$0	\$1,545	\$1,545

Trend: Comments

3Q20	The contact reported strong demand for affordable housing in the area. She stated that as a result of the COVID-19 pandemic, some tenants have had difficulty paying rent on time, and payment arrangements have been made with those particular households. Overall rent collection has not been a major problem.
3Q21	The contact reported strong demand for affordable housing in the area. She stated that as a result of the COVID-19 pandemic, some tenants have had difficulty paying rent on time; however, payment arrangements have been made with those particular households. Overall the contact reported that rent collection has not been a major problem.
3Q22	The contact stated that demand has remained steady since COVID-19 subsided. The property accepts Housing Choice Vouchers and maintains a waiting list.
4Q23	The property accepts Housing Choice Vouchers and maintains a waiting list. The contact noted the property no longer offers 4 BR units at 50% AMI.

Photos



PROPERTY PROFILE REPORT

The Waters At Oakbrook

Effective Rent Date	11/08/2023
Location	1655 Old Trolley Road Summerville, SC 29485 Dorchester County
Distance	0.5 miles
Units	216
Vacant Units	13
Vacancy Rate	6.0%
Type	Garden (3 stories)
Year Built/Renovated	2022 / N/A
Marketing Began	N/A
Leasing Began	6/01/2022
Last Unit Leased	8/26/2022
Major Competitors	None identified
Tenant Characteristics	Singles and families
Contact Name	Rashanda
Phone	(843) 486-8422



Market Information

Program	@60%, Market
Annual Turnover Rate	N/A
Units/Month Absorbed	21
HCV Tenants	6%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to 12%
Concession	None
Waiting List	Yes; over 500 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	63	773	\$903	\$0	@60%	Yes	N/A	N/A	no	None
1	1	Garden (3 stories)	21	773	\$1,264	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Garden (3 stories)	72	1,022	\$1,054	\$0	@60%	Yes	N/A	N/A	no	None
2	2	Garden (3 stories)	24	1,022	\$1,464	\$0	Market	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	27	1,255	\$1,187	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden (3 stories)	9	1,255	\$1,679	\$0	Market	Yes	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$903	\$0	\$903	\$44	\$947	1BR / 1BA	\$1,264	\$0	\$1,264	\$44	\$1,308
2BR / 2BA	\$1,054	\$0	\$1,054	\$56	\$1,110	2BR / 2BA	\$1,464	\$0	\$1,464	\$56	\$1,520
3BR / 2BA	\$1,187	\$0	\$1,187	\$75	\$1,262	3BR / 2BA	\$1,679	\$0	\$1,679	\$75	\$1,754

The Waters At Oakbrook, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Video Surveillance	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Outdoor walking trails with sitting
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Sport Court	Swimming Pool		

Comments

The property is comprised of nine three-story walk-up buildings and one one-story community building. The contact noted the property is 94 percent occupied. There are 450 total parking spaces at the property, available at no charge. The property accepts Housing Choice Vouchers, and maintains a waiting list of over 500 households.

The Waters At Oakbrook, continued

Trend Report

Vacancy Rates

3Q20	3Q21	3Q22	4Q23
N/A	N/A	59.7%	6.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$804	\$0	\$804	\$848
2021	3	N/A	\$804	\$0	\$804	\$848
2022	3	N/A	\$803	\$0	\$803	\$847
2023	4	N/A	\$903	\$0	\$903	\$947

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$956	\$0	\$956	\$1,012
2021	3	N/A	\$956	\$0	\$956	\$1,012
2022	3	N/A	\$954	\$0	\$954	\$1,010
2023	4	N/A	\$1,054	\$0	\$1,054	\$1,110

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,088	\$0	\$1,088	\$1,163
2021	3	N/A	\$1,088	\$0	\$1,088	\$1,163
2022	3	N/A	\$1,087	\$0	\$1,087	\$1,162
2023	4	N/A	\$1,187	\$0	\$1,187	\$1,262

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,079	\$0	\$1,079	\$1,123
2021	3	N/A	\$1,079	\$0	\$1,079	\$1,123
2022	3	N/A	\$1,164	\$0	\$1,164	\$1,208
2023	4	N/A	\$1,264	\$0	\$1,264	\$1,308

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,300	\$0	\$1,300	\$1,356
2021	3	N/A	\$1,300	\$0	\$1,300	\$1,356
2022	3	N/A	\$1,364	\$0	\$1,364	\$1,420
2023	4	N/A	\$1,464	\$0	\$1,464	\$1,520

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,410	\$0	\$1,410	\$1,485
2021	3	N/A	\$1,410	\$0	\$1,410	\$1,485
2022	3	N/A	\$1,597	\$0	\$1,597	\$1,672
2023	4	N/A	\$1,679	\$0	\$1,679	\$1,754

Trend: Comments

3Q20 N/A

3Q21 N/A

3Q22 The property is comprised of nine three-story walk-up buildings and one one-story community building. The utility allowances are \$108, \$139, and \$176 for the one, two, and three-bedroom units, respectively. The contact reported that the property is currently in lease-up as it recently opened in June 2022, hence the elevated vacancy rate; however, applications are in process to fill these vacant units. Additionally, the property is not charging the maximum allowable rents. The contact was unsure if the maximum allowable rents are achievable. There are 450 total parking spaces at the property, available at no charge. The property accepts Housing Choice Vouchers, and maintains a waiting list of over 500 households.

4Q23 The property is comprised of nine three-story walk-up buildings and one one-story community building. The contact noted the property is 94 percent occupied. There are 450 total parking spaces at the property, available at no charge. The property accepts Housing Choice Vouchers, and maintains a waiting list of over 500 households.

PROPERTY PROFILE REPORT

Waters At Magnolia Bay

Effective Rent Date	11/08/2023
Location	10765 Highway 78 East Summerville, SC 29483 Charleston County
Distance	4 miles
Units	300
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed local area tenancy
Contact Name	Shanee
Phone	844-603-3340



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	25%
Units/Month Absorbed	14
HCV Tenants	35%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; over 200 households.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	40	751	\$794	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	40	751	\$977	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	20	751	\$1,048	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	40	950	\$944	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	40	950	\$1,250	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	20	950	\$1,250	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	40	1,100	\$1,074	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	40	1,100	\$1,327	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	20	1,100	\$1,327	\$0	Market	Yes	0	0.0%	N/A	None

Waters At Magnolia Bay, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$794	\$0	\$794	\$44	\$838	1BR / 1BA	\$977	\$0	\$977	\$44	\$1,021
2BR / 2BA	\$944	\$0	\$944	\$56	\$1,000	2BR / 2BA	\$1,250	\$0	\$1,250	\$56	\$1,306
3BR / 2BA	\$1,074	\$0	\$1,074	\$75	\$1,149	3BR / 2BA	\$1,327	\$0	\$1,327	\$75	\$1,402
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$1,048	\$0	\$1,048	\$44	\$1,092						
2BR / 2BA	\$1,250	\$0	\$1,250	\$56	\$1,306						
3BR / 2BA	\$1,327	\$0	\$1,327	\$75	\$1,402						

Amenities

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

Comments

The contact reported the property maintains a waiting list of over 200 households. The contact reported a strong demand for affordable housing in the market.

Waters At Magnolia Bay, continued

Trend Report

Vacancy Rates

3Q20	2Q21	2Q22	4Q23
8.0%	5.3%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$694	\$0	\$694	\$738
2021	2	0.0%	\$694	\$0	\$694	\$738
2022	2	0.0%	\$694	\$0	\$694	\$738
2023	4	0.0%	\$794	\$0	\$794	\$838

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	0.0%	\$809	\$0	\$809	\$865
2021	2	0.0%	\$809	\$0	\$809	\$865
2022	2	0.0%	\$809	\$0	\$809	\$865
2023	4	0.0%	\$944	\$0	\$944	\$1,000

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$905	\$0	\$905	\$980
2021	2	7.5%	\$905	\$0	\$905	\$980
2022	2	0.0%	\$905	\$0	\$905	\$980
2023	4	0.0%	\$1,074	\$0	\$1,074	\$1,149

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$694	\$0	\$694	\$738
2021	2	7.5%	\$694	\$0	\$694	\$738
2022	2	0.0%	\$818	\$0	\$818	\$862
2023	4	0.0%	\$977	\$0	\$977	\$1,021

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$809	\$0	\$809	\$865
2021	2	5.0%	\$809	\$0	\$809	\$865
2022	2	0.0%	\$970	\$0	\$970	\$1,026
2023	4	0.0%	\$1,250	\$0	\$1,250	\$1,306

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$905	\$0	\$905	\$980
2021	2	0.0%	\$905	\$0	\$905	\$980
2022	2	0.0%	\$1,007	\$0	\$1,007	\$1,082
2023	4	0.0%	\$1,327	\$0	\$1,327	\$1,402

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$895	\$0	\$895	\$939
2021	2	20.0%	\$895	\$0	\$895	\$939
2022	2	0.0%	\$960	\$0	\$960	\$1,004
2023	4	0.0%	\$1,048	\$0	\$1,048	\$1,092

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$974	\$0	\$974	\$1,030
2021	2	10.0%	\$974	\$0	\$974	\$1,030
2022	2	0.0%	\$1,055	\$0	\$1,055	\$1,111
2023	4	0.0%	\$1,250	\$0	\$1,250	\$1,306

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,105	\$0	\$1,105	\$1,180
2021	2	10.0%	\$1,105	\$0	\$1,105	\$1,180
2022	2	0.0%	\$1,220	\$0	\$1,220	\$1,295
2023	4	0.0%	\$1,327	\$0	\$1,327	\$1,402

Trend: Comments

3Q20	The contact reported that the units at 50 and 60 percent of AMI rent at the same rate. The contact would only provide limited information and no data on COVID-19 and its impact on the property was provided.
2Q21	The contact reported that the units at 50 and 60 percent of AMI rent at the same rental rate. The contact would only provide limited information and no data on COVID-19 and its impact on the property was provided.
2Q22	The contact reported the property maintains a waiting list of over 200 households. The property is not currently charging maximum allowable rents and the contact was unsure if higher rents could be achieved. The contact reported a strong demand for affordable housing in the market.
4Q23	The contact reported the property maintains a waiting list of over 200 households. The contact reported a strong demand for affordable housing in the market.

Photos



PROPERTY PROFILE REPORT

Willow Trace

Effective Rent Date	11/02/2023
Location	8180 Windsor Hill Boulevard North Charleston, SC 29406 Dorchester County
Distance	4.4 miles
Units	56
Vacant Units	3
Vacancy Rate	5.4%
Type	Garden (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	11/01/2002
Leasing Began	1/01/2003
Last Unit Leased	4/01/2003
Major Competitors	Planters Retreat, Wisteria Place, Apien Way
Tenant Characteristics	Most of the tenants are from North Charleston
Contact Name	Johny
Phone	843-552-3347



Market Information

Program	@50%, @60%
Annual Turnover Rate	21%
Units/Month Absorbed	19
HCV Tenants	35%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 16% annually since 2021
Concession	None
Waiting List	Yes; 80 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	8	965	\$972	\$0	@50%	Yes	1	12.5%	yes	None
2	2	Garden (2 stories)	16	965	\$1,200	\$0	@60%	Yes	1	6.2%	yes	None
3	2	Garden (2 stories)	16	1,100	\$1,105	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	16	1,100	\$1,369	\$0	@60%	Yes	1	6.2%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$972	\$0	\$972	\$56	\$1,028	2BR / 2BA	\$1,200	\$0	\$1,200	\$56	\$1,256
3BR / 2BA	\$1,105	\$0	\$1,105	\$75	\$1,180	3BR / 2BA	\$1,369	\$0	\$1,369	\$75	\$1,444

Willow Trace, continued

Amenities

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

Comments

The contact did not make any additional comments.

Trend Report

Vacancy Rates

3Q14	2Q21	3Q21	4Q23
0.0%	0.0%	0.0%	5.4%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$551	\$0	\$551	\$607
2021	2	0.0%	\$740	\$0	\$740	\$796
2021	3	0.0%	\$740	\$0	\$740	\$796
2023	4	12.5%	\$972	\$0	\$972	\$1,028

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$622	\$0	\$622	\$697
2021	2	0.0%	\$622	\$0	\$622	\$697
2021	3	0.0%	\$837	\$0	\$837	\$912
2023	4	0.0%	\$1,105	\$0	\$1,105	\$1,180

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$693	\$0	\$693	\$749
2021	2	0.0%	\$693	\$0	\$693	\$749
2021	3	0.0%	\$922	\$0	\$922	\$978
2023	4	6.2%	\$1,200	\$0	\$1,200	\$1,256

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$786	\$0	\$786	\$861
2021	2	0.0%	\$786	\$0	\$786	\$861
2021	3	0.0%	\$1,047	\$0	\$1,047	\$1,122
2023	4	6.2%	\$1,369	\$0	\$1,369	\$1,444

Trend: Comments

3Q14	The property currently maintains a waiting list of one to two months on all unit types.
2Q21	Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic. Further, the contact reported strong demand for affordable housing in the area.
3Q21	Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic. Further, the contact reported that the rents are kept below maximum levels, but the property plans on increasing rents in the near future.
4Q23	The contact did not make any additional comments.

Photos



PROPERTY PROFILE REPORT

Willow Trace II

Effective Rent Date	11/02/2023
Location	8184 Windsor Hill Blvd North Charleston, SC 29420 Dorchester County
Distance	4.4 miles
Units	48
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Planters Retreat, Wisteria Place, Apien Way
Tenant Characteristics	Mixed local tenancy
Contact Name	Jones
Phone	843-552-3347



Market Information

Program	LIHTC
Annual Turnover Rate	21%
Units/Month Absorbed	N/A
HCV Tenants	35%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; 100+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	8	1,082	\$1,028	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	8	1,082	\$1,256	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	16	1,322	\$1,140	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	16	1,322	\$1,444	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$1,028	\$0	\$1,028	\$0	\$1,028	2BR / 2BA	\$1,256	\$0	\$1,256	\$0	\$1,256
3BR / 2BA	\$1,140	\$0	\$1,140	\$0	\$1,140	3BR / 2BA	\$1,444	\$0	\$1,444	\$0	\$1,444

Willow Trace II, continued

Amenities

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

Comments

The contact reported strong demand for affordable housing in the area.

Trend Report

Vacancy Rates

2Q21	4Q23
0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$810	\$0	\$810	\$810
2023	4	0.0%	\$1,028	\$0	\$1,028	\$1,028

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	4	0.0%	\$1,140	\$0	\$1,140	\$1,140

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$922	\$0	\$922	\$922
2023	4	0.0%	\$1,256	\$0	\$1,256	\$1,256

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	0.0%	\$930 - \$1,140	\$0	\$930 - \$1,140	\$930 - \$1,140
2023	4	0.0%	\$1,444	\$0	\$1,444	\$1,444

Trend: Comments

2Q21	Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic. Further, the contact reported strong demand for affordable housing in the area.
4Q23	The contact reported strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Bridge Pointe

Effective Rent Date	10/20/2023
Location	101 Bridge Pointe Lane Summerville, SC 29483 Dorchester County
Distance	1.1 miles
Units	130
Vacant Units	2
Vacancy Rate	1.5%
Type	Various (2 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	1/01/2004
Last Unit Leased	6/01/2005
Major Competitors	Grove at Oakbrook
Tenant Characteristics	Mostly families; many tenants work for Boeing
Contact Name	Beverly
Phone	843-486-0440



Market Information

Program	Market
Annual Turnover Rate	36%
Units/Month Absorbed	8
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	790	\$1,460	\$0	Market	No	1	4.2%	N/A	None
2	1.5	Townhouse (2 stories)	22	1,154	\$1,535	\$0	Market	No	1	4.5%	N/A	None
2	2	Garden (2 stories)	16	1,087	\$1,670	\$0	Market	No	0	0.0%	N/A	None
2	2.5	Townhouse (2 stories)	36	1,181	\$1,855	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	20	1,491	\$1,940	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	12	1,668	\$2,250	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,460	\$0	\$1,460	\$44	\$1,504
2BR / 1.5BA	\$1,535	\$0	\$1,535	\$56	\$1,591
2BR / 2BA	\$1,670	\$0	\$1,670	\$56	\$1,726
2BR / 2.5BA	\$1,855	\$0	\$1,855	\$56	\$1,911
3BR / 2.5BA	\$1,940 - \$2,250	\$0	\$1,940 - \$2,250	\$75	\$2,015 - \$2,325

Bridge Pointe, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	Dog Park
Exercise Facility	Garage(\$85.00)		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact noted that there is high demand for rental units in Summerville. The property does not accept Housing Choice Vouchers.

Trend Report

Vacancy Rates

3Q20	1Q21	3Q22	4Q23
6.9%	2.3%	1.5%	1.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	4.2%	\$1,015	\$0	\$1,015	\$1,059
2021	1	8.3%	\$1,165	\$0	\$1,165	\$1,209
2022	3	4.2%	\$1,770	\$0	\$1,770	\$1,814
2023	4	4.2%	\$1,460	\$0	\$1,460	\$1,504

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	4.5%	\$1,220	\$0	\$1,220	\$1,276
2021	1	0.0%	\$1,210	\$0	\$1,210	\$1,266
2022	3	4.5%	\$1,945	\$0	\$1,945	\$2,001
2023	4	4.5%	\$1,535	\$0	\$1,535	\$1,591

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	2.8%	\$1,435	\$0	\$1,435	\$1,491
2021	1	2.8%	\$1,325	\$0	\$1,325	\$1,381
2022	3	0.0%	\$2,050	\$0	\$2,050	\$2,106
2023	4	0.0%	\$1,855	\$0	\$1,855	\$1,911

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	18.8%	\$1,180	\$0	\$1,180	\$1,236
2021	1	0.0%	\$1,625	\$0	\$1,625	\$1,681
2022	3	0.0%	\$1,975	\$0	\$1,975	\$2,031
2023	4	0.0%	\$1,670	\$0	\$1,670	\$1,726

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	9.4%	\$1,500 - \$1,545	\$0	\$1,500 - \$1,545	\$1,575 - \$1,620
2021	1	0.0%	\$1,500 - \$1,545	\$0	\$1,500 - \$1,545	\$1,575 - \$1,620
2022	3	0.0%	\$2,120 - \$2,250	\$0	\$2,120 - \$2,250	\$2,195 - \$2,325
2023	4	0.0%	\$1,940 - \$2,250	\$0	\$1,940 - \$2,250	\$2,015 - \$2,325

Trend: Comments

3Q20	Tenants at the property have been affected by job losses and furloughs due to the recent COVID-19 pandemic. The property is offering payment plans and deferred payments to residents who are having difficulty paying rent. Management has waived late fees since April, and has established payment plans for these tenants. In addition, the property is offering virtual and self tours of units and allowing visitors in to the office by appointment only. The property does not accept Housing Choice Vouchers.
1Q21	Tenants at the property have been affected by job losses and furloughs due to the recent COVID-19 pandemic. The property is offering payment plans and deferred payments to residents who are having difficulty paying rent. Management has waived late fees since April, and has established payment plans for these tenants. In addition, the property is offering virtual and self tours of units and allowing visitors in to the office by appointment only. Despite some issues with rent collection, the property maintained a high occupancy rate and the contact reported there has been no decline in leasing pace or traffic to the property. The property does not accept Housing Choice Vouchers.
3Q22	The contact stated that there is high demand for rental units in Summerville. The property does not accept Housing Choice Vouchers.
4Q23	The contact noted that there is high demand for rental units in Summerville. The property does not accept Housing Choice Vouchers.

Photos



PROPERTY PROFILE REPORT

Kilnsea Village Apartments

Effective Rent Date	10/20/2023
Location	5300 Patron Place Summerville, SC 29485 Dorchester County
Distance	0.8 miles
Units	312
Vacant Units	9
Vacancy Rate	2.9%
Type	Garden (3 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Abberly Crossing, Latitude/Reserve At Wescott
Tenant Characteristics	Majority are families from the local Summerville area.
Contact Name	Madison
Phone	843-871-3330



Market Information

Program	Market
Annual Turnover Rate	58%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within seven to ten days
Annual Chg. in Rent	Fluctuated -7 to 3%
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	78	822	\$1,440	\$0	Market	No	2	2.6%	N/A	None
2	2	Garden (3 stories)	156	1,096	\$1,695	\$0	Market	No	4	2.6%	N/A	None
3	2	Garden (3 stories)	78	1,311	\$1,765	\$0	Market	No	3	3.8%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,440	\$0	\$1,440	\$44	\$1,484
2BR / 2BA	\$1,695	\$0	\$1,695	\$56	\$1,751
3BR / 2BA	\$1,765	\$0	\$1,765	\$75	\$1,840

Kilnsea Village Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer			
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Sauna		
Swimming Pool	Theatre		

Comments

The property does not accept Housing Choice Vouchers or maintain a waiting list.

Kilnsea Village Apartments, continued

Trend Report

Vacancy Rates

2Q20	3Q20	3Q22	4Q23
1.3%	1.3%	3.5%	2.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	N/A	\$965	\$0	\$965	\$1,009
2020	3	N/A	\$965	\$0	\$965	\$1,009
2022	3	3.8%	\$1,395	\$0	\$1,395	\$1,439
2023	4	2.6%	\$1,440	\$0	\$1,440	\$1,484

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	N/A	\$1,175	\$0	\$1,175	\$1,231
2020	3	N/A	\$1,175	\$0	\$1,175	\$1,231
2022	3	3.2%	\$1,670	\$0	\$1,670	\$1,726
2023	4	2.6%	\$1,695	\$0	\$1,695	\$1,751

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	N/A	\$1,285	\$0	\$1,285	\$1,360
2020	3	N/A	\$1,285	\$0	\$1,285	\$1,360
2022	3	3.8%	\$1,890	\$0	\$1,890	\$1,965
2023	4	3.8%	\$1,765	\$0	\$1,765	\$1,840

Trend: Comments

2Q20	The rents for the one-bedroom and three-bedroom units have decreased up to eight percent during the COVID-19 pandemic. Tenants at the property have been affected by the job losses and furloughs due to the recent COVID-19 pandemic. The property is referring tenants affected to their corporate office which is assisting tenants on an individual basis, including payment plans and waived late fees. The property has been experiencing slower traffic due to the pandemic. The property is still leasing units and are offering virtual tours of the property. Additionally, the property has recently reopened the amenities and office as of the date of this interview. The property does not accept Housing Choice Vouchers.
3Q20	N/A
3Q22	The contact could only provide limited information about the property. The property does not accept Housing Choice Vouchers or maintain a waiting list.
4Q23	The property does not accept Housing Choice Vouchers or maintain a waiting list.

Photos



PROPERTY PROFILE REPORT

Oakbrook Village

Effective Rent Date	10/20/2023
Location	111 Springview Lane Summerville, SC 29485 Dorchester County
Distance	0.3 miles
Units	192
Vacant Units	2
Vacancy Rate	1.0%
Type	Garden (3 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None Identified
Contact Name	Shannon
Phone	843-287-9932



Market Information

Program	Market
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	728	\$1,100	\$0	Market	No	2	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,178	\$1,525	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,417	\$1,625	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,100	\$0	\$1,100	\$66	\$1,166
2BR / 2BA	\$1,525	\$0	\$1,525	\$78	\$1,603
3BR / 2BA	\$1,625	\$0	\$1,625	\$97	\$1,722

Oakbrook Village, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Carpeting		
Central A/C	Coat Closet		
Exterior Storage(\$35.00)	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$150.00)	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact reported the property utilizes a daily price changing software to determine rents. This property does not accept Housing Choice Vouchers. The contact reported a strong demand for rental housing in the market.

Oakbrook Village, continued

Trend Report

Vacancy Rates

3Q20	2Q22	3Q22	4Q23
2.1%	1.6%	1.0%	1.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$910	\$0	\$910	\$976
2022	2	N/A	\$1,100	\$0	\$1,100	\$1,166
2022	3	N/A	\$1,100	\$0	\$1,100	\$1,166
2023	4	N/A	\$1,100	\$0	\$1,100	\$1,166

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,150	\$0	\$1,150	\$1,228
2022	2	N/A	\$1,525	\$0	\$1,525	\$1,603
2022	3	N/A	\$1,425	\$0	\$1,425	\$1,503
2023	4	N/A	\$1,525	\$0	\$1,525	\$1,603

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	3	N/A	\$1,350	\$0	\$1,350	\$1,447
2022	2	N/A	\$1,550	\$0	\$1,550	\$1,647
2022	3	N/A	\$1,625	\$0	\$1,625	\$1,722
2023	4	N/A	\$1,625	\$0	\$1,625	\$1,722

Trend: Comments

3Q20 N/A

2Q22 The contact reported the property utilizes a daily price changing software to determine rents. This property does not accept Housing Choice Vouchers. The contact reported a strong demand for rental housing in the market.

3Q22 N/A

4Q23 N/A

Photos



PROPERTY PROFILE REPORT

The Grove At Oakbrook

Effective Rent Date	10/20/2023
Location	325 Midland Parkway Summerville, SC 29485 Dorchester County
Distance	0.3 miles
Units	280
Vacant Units	9
Vacancy Rate	3.2%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	4/01/2004
Leasing Began	7/01/2004
Last Unit Leased	11/01/2004
Major Competitors	Cooper's Ridge and The Elexan Apartments
Tenant Characteristics	Mixture of families and couples; some seniors; majority from North and South Carolina
Contact Name	Geoffrey
Phone	843-875-1757



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	70
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased 4-8 percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	36	788	\$1,365	\$0	Market	No	N/A	N/A	N/A	None
1.5	1	Garden (3 stories)	24	972	\$1,454	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	56	1,080	\$1,594	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	108	1,235	\$1,615	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	56	1,292	\$1,903	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,365	\$0	\$1,365	\$66	\$1,431
1.5BR / 1BA	\$1,454	\$0	\$1,454	\$66	\$1,520
2BR / 2BA	\$1,594 - \$1,615	\$0	\$1,594 - \$1,615	\$78	\$1,672 - \$1,693
3BR / 2BA	\$1,903	\$0	\$1,903	\$97	\$2,000

The Grove At Oakbrook, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C	Video Surveillance	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Fireplace	Garbage Disposal		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$100.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Playground	Swimming Pool		

Comments

The contact stated the administrative fee for new applicants is waived for tenants that work for preferred employers. Preferred employers include public services such as teachers, police officers, fire fighters, etc. The property does not accept Housing Choice Vouchers.

Trend Report

Vacancy Rates

3Q19	2Q20	3Q22	4Q23
5.0%	7.1%	3.2%	3.2%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	3	8.3%	\$1,100	\$0	\$1,100	\$1,166
2020	2	N/A	\$1,149	\$0	\$1,149	\$1,215
2022	3	N/A	\$1,389	\$0	\$1,389	\$1,455
2023	4	N/A	\$1,454	\$0	\$1,454	\$1,520

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	3	11.1%	\$1,025	\$0	\$1,025	\$1,091
2020	2	N/A	\$1,029	\$0	\$1,029	\$1,095
2022	3	N/A	\$1,269	\$0	\$1,269	\$1,335
2023	4	N/A	\$1,365	\$0	\$1,365	\$1,431

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	3	3.7%	\$1,175 - \$1,220	\$0	\$1,175 - \$1,220	\$1,253 - \$1,298
2020	2	N/A	\$1,189 - \$1,249	\$0	\$1,189 - \$1,249	\$1,267 - \$1,327
2022	3	N/A	\$1,489 - \$1,549	\$0	\$1,489 - \$1,549	\$1,567 - \$1,627
2023	4	N/A	\$1,594 - \$1,615	\$0	\$1,594 - \$1,615	\$1,672 - \$1,693

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	3	3.6%	\$1,380	\$0	\$1,380	\$1,477
2020	2	N/A	\$1,369	\$0	\$1,369	\$1,466
2022	3	N/A	\$1,769	\$0	\$1,769	\$1,866
2023	4	N/A	\$1,903	\$0	\$1,903	\$2,000

Trend: Comments

3Q19	Contact stated the administrative fee for new applicants is waived for tenants that work for preferred employers. Preferred employers include public services such as teachers, police officers, fire fighters, etc.
2Q20	Contact stated the administrative fee for new applicants is waived for tenants that work for preferred employers. Preferred employers include public services such as teachers, police officers, fire fighters, etc. During the COVID-19 pandemic, the property has not seen a change in collections or traffic. To follow social distancing guidelines, management has closed the swimming pool and exercise facility. Additionally, management is providing virtual tours instead of in-person tours. The contact noted vacancy is typically around five percent and the slightly elevated vacancy rate is coincidental with the timing of our survey.
3Q22	Contact stated the administrative fee for new applicants is waived for tenants that work for preferred employers. Preferred employers include public services such as teachers, police officers, fire fighters, etc. The property does not accept Housing Choice Vouchers.
4Q23	The contact stated the administrative fee for new applicants is waived for tenants that work for preferred employers. Preferred employers include public services such as teachers, police officers, fire fighters, etc. The property does not accept Housing Choice Vouchers.

Photos



PROPERTY PROFILE REPORT

The Reserve At Wescott

Effective Rent Date	10/20/2023
Location	4976 Wescott Boulevard Summerville, SC 29485 Dorchester County
Distance	1.7 miles
Units	288
Vacant Units	10
Vacancy Rate	3.5%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Windsor Club, Grove at Oakbrook, The Traditions
Tenant Characteristics	N/A
Contact Name	Brandy
Phone	843-486-0060



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	12
HCV Tenants	0%
Leasing Pace	Five to ten days
Annual Chg. in Rent	Changes frequently
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	779	\$1,436	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	865	\$1,521	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,048	\$1,597	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,064	\$1,727	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,126	\$1,677	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,146	\$1,732	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,234	\$2,098	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,436 - \$1,521	\$0	\$1,436 - \$1,521	\$44	\$1,480 - \$1,565
2BR / 2BA	\$1,597 - \$1,732	\$0	\$1,597 - \$1,732	\$56	\$1,653 - \$1,788
3BR / 2BA	\$2,098	\$0	\$2,098	\$75	\$2,173

The Reserve At Wescott, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Central A/C		
Dishwasher	Ceiling Fan		
Fireplace	Garbage Disposal		
Oven	Refrigerator		
Vaulted Ceilings	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$115.00)	Central Laundry		
Playground	Swimming Pool		
Wi-Fi			

Comments

The contact stated all of the units have a washer and dryer which is included in the rent for flat fee of \$35.

Trend Report

Vacancy Rates

3Q09	1Q14	4Q16	4Q23
4.9%	8.0%	5.2%	3.5%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	2.1%	\$750 - \$805	\$50	\$700 - \$755	\$744 - \$799
2014	1	8.3%	\$800	\$0	\$800	\$844

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	1.4%	\$730 - \$785	\$50 - \$150	\$580 - \$735	\$624 - \$779
2014	1	5.6%	\$750	\$0	\$750	\$794
2016	4	N/A	\$910 - \$1,000	\$0	\$910 - \$1,000	\$954 - \$1,044
2023	4	N/A	\$1,436 - \$1,521	\$0	\$1,436 - \$1,521	\$1,480 - \$1,565

2.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	9.3%	\$889 - \$984	\$0 - \$100	\$789 - \$964	\$845 - \$1,020
2014	1	9.3%	\$950 - \$980	\$0 - \$82	\$885 - \$950	\$941 - \$1,006

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	6.4%	\$869 - \$964	\$50 - \$100	\$769 - \$864	\$825 - \$920
2014	1	10.3%	\$890 - \$900	\$0 - \$75	\$825 - \$890	\$881 - \$946
2016	4	N/A	\$1,045 - \$1,175	\$0	\$1,045 - \$1,175	\$1,101 - \$1,231
2023	4	N/A	\$1,597 - \$1,732	\$0	\$1,597 - \$1,732	\$1,653 - \$1,788

3.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	8.3%	\$1,055	\$150	\$905	\$980
2014	1	0.0%	\$1,090	\$0	\$1,090	\$1,165

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	4.2%	\$1,035	\$150	\$885	\$960
2014	1	8.3%	\$1,060	\$0	\$1,060	\$1,135
2016	4	N/A	\$1,295 - \$1,340	\$0	\$1,295 - \$1,340	\$1,370 - \$1,415
2023	4	N/A	\$2,098	\$0	\$2,098	\$2,173

Trend: Comments

- 3Q09 There are two phases to this property. Phase I was constructed in 2005. The current owners purchased these units in 2007 and added 4 new buildings which comprise Phase II. The unit types are the same, but Phase II has a higher level of finish and commands higher rents. Units listed as a 1BR/1BA (1/1), 2/2 or 3/2 have a deck. Units listed as 1.5, 2.5 or 3.5 BRs have a sunroom. Different monthly concessions are offered for a 12 month vs a 6 month lease. The concession amounts cited above are for a 12-13 month lease. Half that amount is offered for a 6-11 month lease. Absorption data is for the 192 units in Phase II only. They were complete the end of December 2007 and leased to stabilized occupancy in Spring 2009.
- 1Q14 The contact reported a seasonal decrease in the occupancy rates which are typically closer to 95 percent.
- 4Q16 The contact stated all of the units have a washer and dryer which is included in the rent for flat fee of \$35. Management offers a preferred employer discount for tenants employed in public services including teachers, fire fighters, and police officers. There is also a \$325 flat rate, annual fee for the water utility.
- 4Q23 The contact stated all of the units have a washer and dryer which is included in the rent for flat fee of \$35.

Photos



COMPARABLE PROPERTY ANALYSIS

Vacancy

The following table summarizes overall weighted vacancy levels at the surveyed properties.

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Lake Pointe	LIHTC	Family	56	2	3.6%
The Waters At Oakbrook	LIHTC/Market	Family	216	13	6.0%
Waters At Magnolia Bay*	LIHTC/Market	Family	300	0	0.0%
Willow Trace	LIHTC	Family	56	3	5.4%
Willow Trace II	LIHTC	Family	48	0	0.0%
Bridge Pointe	Market	Family	130	2	1.5%
Kilnsea Village Apartments	Market	Family	312	9	2.9%
Oakbrook Village	Market	Family	192	2	1.0%
The Grove At Oakbrook	Market	Family	280	9	3.2%
The Reserve At Wescott	Market	Family	288	10	3.5%
LIHTC Total			676	18	2.7%
Market Total			1,202	32	2.7%
Overall Total			1,878	50	2.7%

*Located outside PMA

The comparable properties reported vacancy rates ranging from zero to six percent, with an overall weighted average of 2.7 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 2.7 percent, similar to the 2.7 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 3.5 percent or less. The Subject has operated with vacancy and collection loss ranging from 3.4 to 6.6 percent between 2020 and 2022. Based on a rent roll dated August 31, 2023, the Subject was 86.5 percent occupied. It should be noted that vacancy at the Subject is elevated due to mismanagement by the previous management company which was replaced in September. The property is expected to stabilize and operate with a vacancy rate below five percent moving forward. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent or less.

LIHTC Vacancy – All LIHTC Properties in PMA

There are 676 total LIHTC units in the PMA that we included in this comparable analysis. There are 18 vacancies among these units all of the properties maintain waiting lists. This indicates strong demand for affordable rental housing in the PMA.

EXISTING AFFORDABLE IN PMA

Property Name	Location	Program	Tenancy	Total Units	Competitive Units
Summerville Villas	Summerville	LIHTC	Family	42	32
Lincolntown Elderly Apartments	Lincolntown	LIHTC	Senior	39	0
Azalea Park Apartments	Summerville	LIHTC	Family	64	54
Cedar Key	Summerville	LIHTC/HOME	Family	48	24
Canebreak Apartments	Summerville	LIHTC/Section 8	Family	120	88
Appian Way Apartments	North Charleston	LIHTC	Family	204	180
Willow Trace*	North Charleston	LIHTC	Family	56	32
Willow Trace II*	North Charleston	LIHTC	Family	48	24
The Waters At Oakbrook	Summerville	LIHTC	Family	216	99
Villas At Oakbrook	Summerville	LIHTC	Senior	42	0
Lake Pointe*	Summerville	LIHTC	Family	56	36
Totals				935	569

*Utilized as a rent comparable

REASONABILITY OF RENTS

This report is written to SCSHFDA guidelines. Therefore, the conclusions contained herein may not be replicated by a more stringent analysis. We recommend that the sponsor understand the guidelines of all those underwriting the Subject development to ensure the proposed rents are acceptable to all.

The following table is a comparison of the Subject's and comparable properties' rents. For the purposes of this market study, Base Rents” are the actual rents quoted to the tenant, and are most frequently those rents that potential renters consider when making a housing decision. Net rents” are rents adjusted for the cost of utilities (adjusted to the Subject's convention) and are used to compensate for the differing utility structures of the Subject and the comparable properties. Net rents represent the actual costs of residing at a property and help to provide an apples-to-apples” comparison of rents. Additionally, slight differences in maximum allowable rent are likely due to difference in individual utility allowances.

The Subject will offer units targeting households earning 60 percent of AMI, or less. The following table details the Subject’s proposed rents in comparison to rents at the comparables.

LIHTC RENT COMPARISON @60%

Property Name	County	2BR	3BR	Max Rent?
Palms On Ashley River	Dorchester	\$1,232	\$1,419	Yes
LIHTC Maximum Rent (Net) - HERA Special	Dorchester	\$1,288	\$1,484	-
LIHTC Maximum Rent (Net)	Dorchester/Charleston	\$1,232	\$1,419	-
Lake Pointe	Dorchester	\$1,200	\$1,379	Yes
The Waters At Oakbrook	Dorchester	\$1,110	\$1,262	No
Waters At Magnolia Bay	Charleston	\$1,306	\$1,402	Yes
Willow Trace*	Dorchester	\$1,256	\$1,444	Yes
Willow Trace II*	Dorchester	\$1,256	\$1,444	Yes
Average	-	\$1,226	\$1,386	-
Achievable LIHTC Rent	-	\$1,232	\$1,419	Yes

*Eligible for HERA Special

The Subject’s proposed rents at the 60 percent AMI level are set at the maximum allowable levels. All but one of the comparables reported rents at the 2023 maximum allowable levels, although differences in utility structures result in rents appearing slightly below or above the maximum limits. Two of these properties appear to be achieving rents above the 2023 maximum, likely due to the higher HERA special rent floor. Further, all of the comparables reported vacancy rates of 6.0 percent or less, and all maintain waiting lists, indicating that rents at these properties are accepted in the market. Therefore, the Subject’s current rents, within or slightly above the comparable range, appear reasonable. As such, we believe the Subject’s proposed rents at the maximum allowable levels are achievable.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the quality of the Subject, we conclude that the Subject’s achievable LIHTC rental rates are below the achievable market rates for the Subject’s area. The following table shows both market rent comparisons and achievable market rents.

MARKET RENT COMPARISON

Property Name	2BR	3BR
Subject Pro Forma @60%	\$1,232	\$1,419
The Waters At Oakbrook*	\$1,520	\$1,754
Waters At Magnolia Bay*	\$1,306	\$1,402
	\$1,591	\$2,015
Bridge Pointe	\$1,726	\$2,325
	\$1,911	-
Kilnsea Village Apartments	\$1,751	\$1,840
Oakbrook Village	\$1,603	\$1,722
	\$1,672	\$2,000
The Grove At Oakbrook	\$1,693	-
	\$1,653	\$2,173
	\$1,733	-
The Reserve At Wescott	\$1,783	-
	\$1,788	-
Average	\$1,672	\$1,904
Achievable Market Rents	\$1,850	\$1,950

*Mixed income

MARKET RENT COMPARISON/SF

Property Name	2BR	3BR
Subject Pro Forma @60%	\$1.14	\$1.07
The Waters At Oakbrook*	\$1.49	\$1.40
Waters At Magnolia Bay*	\$1.37	\$1.27
	\$1.38	\$1.35
Bridge Pointe	\$1.59	\$1.39
	\$1.62	-
Kilnsea Village Apartments	\$1.60	\$1.40
Oakbrook Village	\$1.36	\$1.22
	\$1.37	\$1.55
The Grove At Oakbrook	\$1.55	-
	\$1.54	\$1.76
	\$1.56	-
The Reserve At Wescott	\$1.58	-
	\$1.68	-
Average/SF	\$1.51	\$1.42
Achievable Rent/SF	\$1.66	\$1.48

*Mixed income

We have placed greatest weight upon the market rate rents at The Grove At Oak Park, Oakbrook Village, and Kilnsea Village Apartments as these properties are most similar to the Subject in terms of condition and location. Our concluded rents are well above the Subject’s proposed LIHTC rents.

The Grove At Oakbrook is a 280-unit property located 0.3 mile north of the Subject, in a neighborhood considered similar to the Subject's location. This property was constructed in 2002. We consider the condition of this property slightly inferior to the Subject as proposed for renovation. The manager at The Grove At Oakbrook reported a low vacancy rate of 3.2 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with The Grove At Oakbrook.

SUBJECT COMPARISON TO THE GROVE AT OAKBROOK

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF	Subject Rent Advantage
2BR/2BA	@60%	\$1,232	1,082	\$1.14	\$1,672	1,080	\$1.55	26%
3BR/2BA	@60%	\$1,419	1,322	\$1.07	\$2,000	1,292	\$1.55	29%

The Grove At Oakbrook offers balconies/patios, a business center, a car wash station, a fitness center, exterior storage, fireplaces, and vaulted ceilings, all of which the Subject lacks. However, the Subject offers hardwood flooring, microwaves, picnic areas, and common area WiFi, none of which are provided by The Grove At Oakbrook. On balance, we consider the in-unit and property amenity packages offered by The Grove At Oakbrook to be slightly superior and superior relative to the Subject, respectively. In overall terms, we believe the Subject is a similar product relative to The Grove At Oakbrook. The Subject's pro forma rents are 26 to 29 percent below the rents reported by The Grove At Oakbrook.

Oakbrook Village is a 192-unit property located 0.3 mile southwest of the Subject, in a neighborhood considered similar to the Subject's location. This property was constructed in 2006. We consider the condition of this slightly inferior to the Subject as proposed for renovation. The manager at Oakbrook Village reported a low vacancy rate of 1.0 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with Oakbrook Village.

SUBJECT COMPARISON TO OAKBROOK VILLAGE

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF	Subject Rent Advantage
2BR/2BA	@60%	\$1,232	1,082	\$1.14	\$1,603	1,178	\$1.36	23%
3BR/2BA	@60%	\$1,419	1,322	\$1.07	\$1,722	1,417	\$1.22	18%

Oakbrook Village offers balconies/patios, a business center, a car wash station, a fitness center, exterior storage, and washer/dryers, all of which the Subject lacks. However, the Subject offers ceiling fans, central laundry, dishwashers, disposals, and common area WiFi, none of which are provided by Oakbrook Village. On balance, we consider the in-unit and property amenity packages offered by Oakbrook Village to be slightly superior and superior relative to the Subject, respectively. In overall terms, we believe the Subject is a similar product relative to Oakbrook Village. The Subject's pro forma rents are 18 to 23 percent below the rents reported by Oakbrook Village.

Kilnsea Village Apartments is a 312-unit property located 0.8 mile south of the Subject, in a neighborhood considered similar relative to the Subject's location. This property was constructed in 2013. We consider the condition of this property similar to the Subject as proposed for renovation. The manager at Kilnsea Village Apartments reported a low vacancy rate of 2.9 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with Kilnsea Village Apartments.

SUBJECT COMPARISON TO KILNSEA VILLAGE APARTMENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF	Subject Rent Advantage
2BR/2BA	@60%	\$1,232	1,082	\$1.14	\$1,751	1,096	\$1.60	30%
3BR/2BA	@60%	\$1,419	1,322	\$1.07	\$1,840	1,311	\$1.40	23%

Kilnsea Village Apartments offers balconies/patios, a car wash station, a fitness center, Sauna, a theatre, and washer/dryers, all of which the Subject lacks. However, the Subject offers central laundry, washer/dryer hook-ups, and common area WiFi, none of which are provided by Kilnsea Village Apartments. The in-unit and property amenity packages offered by Kilnsea Village Apartments are both considered slightly superior relative to the Subject. In overall terms, we believe the Subject is a slightly inferior product relative to Kilnsea Village

Apartments. The Subject's proposed LIHTC rents are 23 to 30 percent below the rents reported by Kilnsea Village Apartments.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Square Feet	Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
2BR/2BA	@60%	1,082	\$1,232	\$1,306	\$1,911	\$1,672	\$1,800	32%
3BR/2BA	@60%	1,322	\$1,419	\$1,402	\$2,325	\$1,904	\$1,950	27%

Overall, we have estimated the achievable market rents for the Subject to be above the average of the market and within to slightly above the range of the most similar comparables, as the Subject will offer slightly superior to similar condition to the most similar comparables as proposed for renovation. As illustrated previously, the Subject's proposed LIHTC rents at the 60 percent of AMI level provide advantages (27 to 32 percent) over NOVOCO's estimated achievable market rents.

Impact of Subject on Other Affordable Units in Market

All of the LIHTC comparables reported being well occupied and all maintain waiting lists. We utilized five LIHTC properties in the PMA. We also attempted to contact other LIHTC properties located within the PMA; those we spoke with reported an average overall vacancy rate of 2.7 percent. Additionally, there are a limited number of affordable housing options in the market. As such, we believe the Subject's opening and lease-up will have no long-term impact on the existing area LIHTC apartments.

Rent/Buy Analysis

We performed a rent/buy analysis. Our inputs assume a three-bedroom, single-family home listing on Zillow in the Subject's neighborhood with a purchase price of \$262,000 and an interest rate of 7.89 percent for a 30-year fixed mortgage with a ten percent down payment. This was compared with the cost to rent the Subject's three-bedroom unit at 60 percent of AMI. The analysis indicates that with a monthly differential of \$744, it is more affordable to rent than purchase a home. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS			
Property Type:	Three-Bedroom Single-Family Home		
Sales Price			\$262,000
Down Payment at 10.0%			\$26,200
Mortgage Amount			\$235,800
Current Interest Rate			7.89%
<i>Homeownership Costs</i>		<i>Monthly</i>	<i>% of Home Value</i>
Mortgage Payment		\$1,712	\$20,546
Property Taxes		\$273	\$3,275
Private Mortgage Insurance*		\$98	\$1,179
Maintenance		\$437	\$5,240
Utility Costs**		\$97	\$1,164
Tax Savings		(\$454)	(\$5,452)
Cost Comparison			
		<i>Monthly</i>	<i>Annual</i>
Costs of Homeownership		\$2,163	\$25,952
Cost of Renting At Subject		\$1,419	\$17,028
Differential		\$744	\$8,924
Cost of Occupancy			
<i>Homeownership</i>			
Closing Costs		3.00%	\$7,860
Down Payment at 10.0%		10.00%	\$26,200
Total			\$34,060
<i>Subject Rental</i>			
First Month's Rent		\$1,419	
Security Deposit		\$1,419	
Total		\$2,838	

* Based upon 0.50% of mortgage amount

** Utility Costs Included in Rent at Subject

As illustrated, the cash due at occupancy category more than \$34,000 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time home buyers have difficulty saving for a down payment. Further, renting at the Subject is more affordable than purchasing even a modest single-family home in the Subject's neighborhood. Overall, we believe the Subject will face limited competition from homeownership.

Availability of Affordable Housing Options

There is somewhat limited supply of LIHTC units in the PMA. Therefore, the availability of LIHTC housing targeting moderate incomes is considered inadequate given the demographic growth of the PMA. The Subject would bring better balance to the supply of affordable rental housing in the PMA.

SUMMARY EVALUATION OF THE PROPOSED PROJECT

The comparables reported vacancy rates ranging from zero to 6.0 percent, with an overall average of 2.7 percent. The LIHTC comparables all reported high occupancy and all five maintain waiting lists up 500 households in length. When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 60 percent AMI rents appear reasonable, and overall, they are 14 to 21 percent below what we have determined to be the achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

H. INTERVIEWS

INTERVIEWS

The following section details interviews with local market participants regarding the housing market.

Planning

We researched the South Carolina Housing Finance and Development Authority’s allocation list to determine if there have been any new affordable properties allocated funds within the past three years. According to the allocation lists, there has been one allocation in the PMA since 2020, which is illustrated below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Tenancy	Total Units	Competitive Units As Proposed	Competitive Units Absent Subsidy	LIHTC Allocation Year	Construction Type	Distance to Subject
Azalea Park	Family	64	54	54	2022	Acq/Rehab	4.5 miles
Totals		64	54	54			

Source: SC Housing Finance & Development Authority, August 2023

- Azalea Park is an existing development that was awarded tax credits in 2022 for renovations. This property offers 64 units to family households. As this property is existing and stabilized, we will not deduct any units from our demand analysis. However, this property is used as a comparable in our supply analysis.

Additionally, we performed an online search in addition to searching the CoStar database for any such multifamily developments. The following table details the planned affordable and market-rate developments.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Hawthorne at Summerville	Market	Family	168	0	N/A	Under Construction	5.0 miles
Arden at Dorchester	Market	Senior	149	0	N/A	Proposed	3.8 miles
The Willow	Market	Family	338	0	N/A	Under Construction	5.0 miles
Totals			655	0			

Source: CoStar, November 2023

As illustrated, there are a total of 655 units in the pipeline in the PMA, none of which will be competitive with the Subject as proposed. Therefore, we will not deduct any units in our demand analysis.

Section 8/Public Housing

We attempted to contact SC Housing in order to determine the number Housing Choice Vouchers currently in use in Dorchester County; however, as of the date of this report our calls and emails have not been returned. The payment standards for two and three-bedroom units are illustrated in the proceeding table.

PAYMENT STANDARDS

Unit Type	Payment Standard
2BR	\$1,758
3BR	\$2,176

All of the payment standards are above the Subject's rents, indicating that voucher tenants will not have to pay additional rent out of pocket. The property currently has voucher holders occupying 117 units, or 60.9 percent.

Property Managers

The results from our interviews with property managers are included in the comments section of the property profile reports included in the previous section.

I. RECOMMENDATIONS

RECOMMENDATIONS

We believe there is adequate demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's capture rates vary from 18.8 to 29.8 percent with an overall capture rate of 23.1 percent. The Subject's capture rates are elevated, however we believe this is reasonable given the Subject only offers two and three-bedroom units. Further, the analysis does not account for leakage from outside of the PMA. In addition, the affordable properties in the PMA maintain low vacancy rates and the majority also maintain waiting lists, which indicates a need for affordable housing such as the proposed Subject. The Subject site is located within 2.0 miles of most community services and facilities that families would utilize on a consistent basis.

The comparables reported vacancy rates ranging from zero to 6.0 percent, with an overall average of 2.7 percent. The LIHTC comparables all reported high occupancy and all five maintain waiting lists up 500 households in length. When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 60 percent AMI rents appear reasonable, and overall, they are 25 to 30 percent below what we have determined to be the achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

J. SIGNED STATEMENT REQUIREMENTS

SIGNED STATEMENT REQUIREMENTS

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

Respectfully submitted,
Novogradac

December 1, 2023

Date



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Cole Criddle
Analyst
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ADDENDUM A
Qualifications of Consultants

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
RACHEL BARNES DENTON, MAI**

I. EDUCATION

Cornell University, Ithaca, NY
School of Architecture, Art & Planning, Bachelor of Science in City & Regional Planning

II. LICENSING AND PROFESSIONAL AFFILIATION

Designated Member of the Appraisal Institute
Member of National Council of Housing Market Analysts (NCHMA)
2020 to Present Member of Executive Committee
Former Member of Commercial Real Estate Women (CREW) Network
2011 and 2012 Communications Committee Co-Chair for the Kansas City CREW Chapter
2013 Director of Communications and Board Member for Kansas City CREW
2014 Secretary and Board Member for Kansas City CREW
2015 and 2016 Treasurer and Board Member for Kansas City CREW

State of Arkansas Certified General Real Estate Appraiser No. CG3527
State of California Certified General Real Estate Appraiser No. AG044228
State of Colorado Certified General Real Estate Appraiser No. 100031319
State of Georgia Certified General Real Estate Appraiser No. 391113
State of Hawaii Certified General Real Estate Appraiser No. CGA1048
State of Illinois Certified General Real Estate Appraiser No. 553.002012
State of Kansas Certified General Real Estate Appraiser No. G-2501
State of Minnesota Certified General Real Estate Appraiser No. 40420897
State of Missouri Certified General Real Estate Appraiser No. 2007035992
State of Nebraska Certified General Real Estate Appraiser No. CG2017030R
State of New Mexico Certified General Real Estate Appraiser No. 03424-G
State of North Dakota Certified General Real Estate Appraiser No. CG-219110
State of Oklahoma Certified General Real Estate Appraiser No. 13085CGA
State of Oregon Certified General Real Estate Appraiser No. C000951
State of South Dakota Certified General Real Estate Appraiser No. 1488CG
State of Texas Certified General Real Estate Appraiser No. 1380396
State of Utah Certified General Real Estate Appraiser No. 9702442-CG00

III. PROFESSIONAL EXPERIENCE

Novogradac & Company LLP, Partner
Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. PROFESSIONAL TRAINING

Educational requirements successfully completed for the Appraisal Institute:
Appraisal Principals, September 2004
Basic Income Capitalization, April 2005
Uniform Standards of Professional Appraisal Practice, November 2005
Advanced Income Capitalization, August 2006
General Market Analysis and Highest & Best Use, July 2008
Advanced Sales Comparison and Cost Approaches, June 2009
Advanced Applications, June 2010
General Appraiser Report Writing and Case Studies, July 2014
Standards and Ethics (USPAP and Business Practices and Ethics)
MAI Designation General Comprehensive Examination, January 2015
MAI Demonstration of Knowledge Report, April 2016

Completed HUD MAP Training, Columbus, Ohio, May 2010

V. SPEAKING ENGAGEMENTS, PUBLICATIONS, AND INDUSTRY ENGAGEMENT

Have presented and spoken at both national Novogradac conferences and numerous other industry events, including the following:

- National Council of Housing Market Analysts (NCHMA) Annual Meetings and FHA Symposia
- National Housing and Rehabilitation Association (NH&RA) conferences and town hall meetings
- Institute for Professional and Executive Development (IPED) conferences
- National Leased Housing Association (NLHA) meetings
- Council for Affordable and Rural Housing (CARH) Midyear Meetings
- Housing Colorado
- Idaho Conference on Housing and Economic Development
- Missouri Workforce Housing Association

Faculty member of the Kansas City chapter of the Urban Land Institute's Real Estate Diversity Initiative (REDi). This 15-week long competitive program is offered to women and minorities and aims to increase their representation in the real estate industry. Worked with ULI to create classwork designed to educate the 30 program participants on site visioning, market analysis, and project feasibility.

Notes from Novogradac Blog: "How is COVID-19 Affecting Fieldwork for Market Studies?" Published April 10, 2020.

VI. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

In general, have managed and conducted numerous market analyses and appraisals for various types of commercial real estate since 2003, with an emphasis on affordable multifamily housing.

Conducted and managed appraisals of proposed new construction, rehab and existing Low-Income Housing Tax Credit properties, Section 8 Mark-to-Market properties, HUD MAP Section 221(d)(4) and 223(f) properties, USDA Rural Development, and market rate multifamily developments on a national basis. Analysis includes property screenings, economic and demographic analysis, determination of the Highest and Best Use, consideration and application of the three traditional approaches to value, and reconciliation to a final value estimate. Both tangible real estate values and intangible values in terms of tax credit valuation, beneficial financing, and PILOT are considered. Additional appraisal assignments completed include commercial land valuation, industrial properties for estate purposes, office buildings for governmental agencies, and leasehold interest valuation. Typical clients include developers, lenders, investors, and state agencies.

Managed and conducted market studies for proposed Low-Income Housing Tax Credit, HUD MAP, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis. Property types include proposed multifamily, senior independent living, large family, acquisition/rehabilitation, historic rehabilitation, adaptive reuse, and single family developments. Typical clients include developers, state agencies, syndicators, investors, and lenders.

Completed and have overseen numerous Rent Comparability Studies in accordance with HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.

Performed and managed market studies and appraisals of proposed new construction and existing properties insured and processed under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs.

Performed and have overseen numerous market study/appraisal assignments for USDA RD properties in several states in conjunction with acquisition/rehabilitation redevelopments. Documents are used by states, lenders, USDA, and the developer in the underwriting process. Market studies are compliant to State, lender, and USDA

requirements. Appraisals are compliant to lender requirements and USDA HB-1-3560 Chapter 7 and Attachments.

Performed appraisals for estate valuation or donation purposes for various types of real estate, including commercial office, industrial, and multifamily assets, as well partial member interests in limited partnerships. These engagements were conducted in accordance with relevant guidance as published by the Internal Revenue Service.

Performed analyses of various real estate asset types subject to USDA 4279-B, Business and Industry Guaranteed Loans, Section 4279.150 guidelines.

Conducted various Highest and Best Use Analyses for proposed development sites nationwide. Completed an analysis of existing and proposed senior supply of all types of real estate and conducted various demand and feasibility analyses in order to determine level of need and ultimate highest and best use of the site.

Prepared a three-year Asset Management tracking report for a 16-property portfolio in the southern United States. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.

Performed various community-wide affordable housing market analyses and needs assessments for communities and counties throughout the Midwest and Western states. Analysis included demographic and demand forecasts, interviews with local stakeholders, surveys of existing and proposed affordable supply, and reconciliation of operations at existing supply versus projected future need for affordable housing. Additional analyses included identification of housing gaps, potential funding sources, and determination of appropriate recommendations. These studies are typically used by local, state, and federal agencies in order to assist with housing development and potential financing.

Managed a large portfolio of Asset Management reports for a national real estate investor. Properties were located throughout the nation, and were diverse in terms of financing, design, tenancy, and size. Information compiled included income and expenses, vacancy, and analysis of property's overall position in the market.

Performed appraisals of LIHTC assets for Year 15 purposes; valuations of both the underlying real estate asset and partnership interests have been completed. These reports were utilized to assist in potential disposition options for the property, including sale of the asset, buyout of one or more partners, or potential conversion to market rate. Partnership interest valuations considered the added complexities of partial interests, included considerations of discount for lack of marketability and lack of control.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

SARA N. NACHBAR

I. EDUCATION

Missouri State University – Springfield, MO
Bachelor of Science – Finance

II. PROFESSIONAL EXPERIENCE

Manager, Novogradac & Company LLP
Executive Assistant, Helzberg Entrepreneurial Mentoring Program
Claims Associate, Farmers Insurance Group

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies and assisted in appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7/Appendix 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.
- Conducted more than 40 site inspections for market studies and appraisals throughout the United States for various reports including proposed new construction and rehabilitation multifamily projects.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Cole Criddle

I. EDUCATION

Southeast Missouri State University, May 2015
Bachelor of Science – Biology

II. PROFESSIONAL EXPERIENCE

Analyst, Novogradac & Company LLP

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

ADDENDUM B
NCHMA Checklist and Certification

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Page Number(s)
Executive Summary		
1	Executive Summary	1
Scope of Work		
2	Scope of Work	Introduction
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	Section A
4	Utilities (and utility sources) included in rent	Section A
5	Target market/population description	Section A
6	Project description including unit features and community amenities	Section A
7	Date of construction/preliminary completion	Section A
8	If rehabilitation, scope of work, existing rents, and existing vacancies	N/A
Location		
9	Concise description of the site and adjacent parcels	Section B
10	Site photos/maps	Section B
11	Map of community services	Section B
12	Site evaluation/neighborhood including visibility, accessibility, and crime	Section B
Market Area		
13	PMA description	Section C
14	PMA Map	Section C
Employment and Economy		
15	At-Place employment trends	Section D
16	Employment by sector	Section D
17	Unemployment rates	Section D
18	Area major employers/employment centers and proximity to site	Section D
19	Recent or planned employment expansions/reductions	Section D
Demographic Characteristics		
20	Population and household estimates and projections	Section E
21	Area building permits	Section E
22	Population and household characteristics including income, tenure, and size	Section E
23	For senior or special needs projects, provide data specific to target market	N/A
Competitive Environment		
24	Comparable property profiles and photos	Section G
25	Map of comparable properties	Section G
26	Existing rental housing evaluation including vacancy and rents	Section G
27	Comparison of subject property to comparable properties	Section G
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	Section G
29	Rental communities under construction, approved, or proposed	Section G
30	For senior or special needs populations, provide data specific to target market	N/A

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Page Number(s)
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	Section F
32	Affordability analysis with capture rate	Section F
33	Penetration rate analysis with capture rate	Section F
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	Section F
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section G
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Section H
Other Requirements		
42	Certifications	Addendum B
43	Statement of qualifications	Addendum A
44	Sources of data not otherwise identified	N/A



Formerly known as
National Council of Affordable
Housing Market Analysts

NCHMA MEMBER CERTIFICATION

This market study has been prepared by Novogradac Consulting LLP, 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*, and *Model Content Standards for the Content of Market Studies*. 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.

Novogradac Consulting LLP is duly qualified and experienced in providing market analysis for Affordable 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. Novogradac Consulting LLP is an independent market analyst. No principal or employee of Novogradac Consulting LLP has any financial interest whatsoever in the development for which this analysis has been undertaken.

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