

TAB 19

Market Study

- Market Study Report – Exhibit S2 Included-full report can be found in the electronic submission

Overall Vacancy Rate of Less than 5%: 1 point

Market Feasibility Analysis

Laurens Terrace Apartments
700 Laurens Terrace Drive
Laurens, Laurens County, South Carolina 29360

Prepared For

Mr. John Marra
Millennia Housing Development, Ltd.
4000 Key Towers | 127 Public Square
Cleveland, Ohio 44114

Effective Date

February 27, 2019

Job Reference Number

19-116 JP



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2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):

Development Name:	Laurens Terrace Apartments	Total # Units:	60
Location:	700 Laurens Terrace Drive, Laurens, SC 29360	# LIHTC Units:	60
PMA Boundary:	Gray Court town limits and Interstate 385 to the north; the Laurens County line to the east; the Laurens County line to the south; and the Laurens County line and State Route 101 to the west.		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	17.1 miles

RENTAL HOUSING STOCK (found on page H-1 & 11; Addendum A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	23	1,094	5	99.5%
Market-Rate Housing***	8	143	3	97.9%
Assisted/Subsidized Housing not to include LIHTC ***	15	348	0	0.0%
LIHTC (All that are stabilized)*	14	603	2	99.6%
Stabilized Comps**	4	194	2	99.0%
Non-stabilized Comps	0	-	-	-

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

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

***Includes mixed-income properties

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Current Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
19	Two	1.0	874	\$53**	\$765	\$0.88	93.07%	\$954	\$0.90
1	Two	1.0	874	\$580	\$765	\$0.88	24.18%	\$954	\$0.90
39	Three	1.0	1,038	\$42**	\$850	\$0.82	95.06%	\$1,275	\$1.04
1	Three	1.0	1,038	\$689	\$850	\$0.82	18.94%	\$1275	\$1.04
Gross Potential Rent Monthly*				\$3,914	\$49,300		92.06%		

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

**Average tenant-paid rent

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

	2011	2018		2021	
Renter Households		6,982	35.2%	6,980	35.0%
Income-Qualified Renter HHs (LIHTC)		4,431	63.5%	4,304	61.7%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other: Section 8	Other:	Overall
Renter Household Growth		-12		-127		-127
Existing Households (Overburd + Substand)		326		2,450		2,450
Homeowner conversion (Seniors)		0		0		0
Other:		0		0		0
Less Comparable/Competitive Supply		0		0		0
Net Income-qualified Renter HHs		354		2,323		2,323

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other: Section 8	Other:	Overall
Capture Rate		0.6%		2.6%		2.6%

ABSORPTION RATE (found on page G-8)

Absorption Period _____ 5 months

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):

Development Name:	Laurens Terrace Apartments	Total # Units:	60
Location:	700 Laurens Terrace Drive, Laurens, SC 29360	# LIHTC Units:	60
PMA Boundary:	Gray Court town limits and Interstate 385 to the north; the Laurens County line to the east; the Laurens County line to the south; and the Laurens County line and State Route 101 to the west.		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	17.1 miles

RENTAL HOUSING STOCK (found on page H-1 & 11; Addendum A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	23	1,094	5	99.5%
Market-Rate Housing***	8	143	3	97.9%
Assisted/Subsidized Housing not to include LIHTC ***	15	348	0	0.0%
LIHTC (All that are stabilized)*	14	603	2	99.6%
Stabilized Comps**	4	194	2	99.0%
Non-stabilized Comps	0	-	-	-

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

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

***Includes mixed-income properties

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
19	Two	1.0	874	\$642	\$765	\$0.88	16.08%	\$954	\$0.90
1	Two	1.0	874	\$642	\$765	\$0.88	16.08%	\$954	\$0.90
39	Three	1.0	1,038	\$747	\$850	\$0.82	12.12%	\$1,275	\$1.04
1	Three	1.0	1,038	\$747	\$850	\$0.82	12.12%	\$1275	\$1.04
Gross Potential Rent Monthly*				\$42,720	\$49,300		13.3%		

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

**Average tenant-paid rent

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

	2011	2018		2021	
Renter Households		6,982	35.2%	6,980	35.0%
Income-Qualified Renter HHs (LIHTC)		1,094	15.7%	1,082	15.5%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other:	Other:	Overall
Renter Household Growth	-	-12	-	-	-	-12
Existing Households (Overburd + Substand)	-	326	-	-	-	326
Homeowner conversion (Seniors)	-	0	-	-	-	0
Other:	-	0	-	-	-	0
Less Comparable/Competitive Supply	-	0	-	-	-	0
Net Income-qualified Renter HHs	-	354	-	-	-	354

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	-	16.9%	-	-	-	16.9%

ABSORPTION RATE (found on page G-8)

Absorption Period	8 months
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2019 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

# Units	Bedroom Type	Current Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
19	1 BR	\$53	\$1,007	\$765	\$14,535	
1	1 BR	\$580	\$580	\$765	\$765	
	1 BR		\$0		\$0	
39	2 BR	\$42	\$1,638	\$850	\$33,150	
1	2 BR	\$689	\$689	\$850	\$850	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	60		\$3,914		\$49,300	92.06%

2019 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
19	1 BR	\$642	\$12,198	\$765	\$14,535	
1	1 BR	\$642	\$642	\$765	\$765	
	1 BR		\$0		\$0	
39	2 BR	\$747	\$29,133	\$850	\$33,150	
1	2 BR	\$747	\$747	\$850	\$850	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	60		\$42,720		\$49,300	13.35%

B. Project Description

The proposed project involves the renovation of the 60-unit Laurens Terrace Apartments property in Laurens, South Carolina. The project was constructed in 1984, with significant renovations completed in 2008, and offers 58 units that operate under the HUD Section 8 program, while the remaining two (2) units operate as unrestricted market-rate units. The Section 8 subsidy allows tenants of these 58 units to pay up to 30% of their adjusted gross household incomes towards shelter costs (rent and utilities). Unit sizes consist of two-story townhome units with two- and three-bedrooms within eight (8) residential buildings. There is also a stand-alone community building. According to management, the project is currently 100.0% occupied and maintains waiting list of up to two years for the next available unit.

The project will be renovated utilizing funding from the Low-Income Housing Tax Credit program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will target households with incomes of up to 60% of AMHI for all units. Notably, the project will continue to offer 58 units under the HUD Section 8 program. All renovations are expected to be complete by December 2020. Additional details of the subject project are as follows:

- A. PROPERTY LOCATION:** 700 Laurens Terrace Drive
Laurens, South Carolina 29360
(Laurens County)
- B. CONSTRUCTION TYPE:** Rehab of Existing Project
- C. OCCUPANCY TYPE:** Family
- D. TARGET INCOME GROUP:** 60% AMHI
- E. SPECIAL NEEDS POPULATION:** None
- F. AND H. TO J. UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Current Rent	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
19	Two-Br.	1.0	TH	874	60%/S8	\$600*	\$765*	\$147	\$912	\$789
1	Two-Br.	1.0	TH	874	60%	\$580	\$642	\$147	\$789	\$789
39	Three-Br.	1.0	TH	1,038	60%/S8	\$713*	\$850*	\$164	\$1,014	\$911
1	Three-Br.	1.0	TH	1,038	60%	\$689	\$747	\$164	\$911	\$911
60	Total									

*Represents contract rent; Residents pay up to 30% of income due to presence of subsidy

Source: Millennia Housing Development, Ltd.

AMHI – Area Median Household Income (Laurens County, SC HUD Metro FMR Area; 2018)

MR – Market-Rate

S8 – Section 8

TH – Townhome

Note that tenants residing within the 58 HUD Section 8 units will effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the subsidy. The maximum allowable LIHTC gross rents of \$789 and \$911 are the programmatic limits for units targeting households earning up to 60% of AMHI. However, these limits would only apply in the unlikely scenario that the property ceased to operate with a project-based subsidy.

G. NUMBER OF STORIES/BUILDINGS: Two-story townhome units within eight (8) residential buildings as well as one non-residential building.

K. PROJECT-BASED RENTAL ASSISTANCE (EXISTING OR PROPOSED): Section 8 (58 Units)

L. COMMUNITY AMENITIES:

- Electric Range
- Refrigerator
- Dishwasher*
- Microwave*
- Vinyl Plank Flooring
- Window Blinds
- Central Air Conditioning

*To be added post-renovations

M. UNIT AMENITIES:

- On-Site Management
- Community Room*
- Laundry Facility
- Computer Center
- Playground*
- Picnic Area*

*To be added post-renovations

N. PARKING:

An unassigned surface parking lot with 86 spaces will be available to the tenants at no additional cost. This equates to 1.4 spaces per unit and is considered appropriate for the targeted low-income population.

O. RENOVATIONS AND CURRENT OCCUPANCY:

Proposed renovations were not provided at the time this report was issued. We anticipate the subject property will likely include the following improvements:

- Replace flooring as needed
- Install new kitchen appliances, cabinets and countertops as needed
- Paint the interior of all the units
- New bathroom fixtures, replace/refurbish tubs and tub surrounds as needed
- Install new furnaces

- Install new mini-blinds at all windows
- Update exterior with siding/paint
- Repair all sidewalks to remove any trip hazards
- Repair, seal coat and re-stripe the parking lots
- Replace roofs where necessary
- Addition of a computer/business center and picnic area
- Dishwasher, microwave and ceiling fans added to each unit

The subject project consists of 60 two- and three-bedroom units that are 100.0% occupied with a waiting list that is a duration of approximately two years. The project currently charges \$580 and \$689 for two- and three-bedroom market-rate units, respectively. The remaining 58 units operate with a Section 8 subsidy. Due to the subsidy that is available on most of the subject units, the average tenant-paid rents are \$53 and \$42 for a two- and three-bedroom unit, respectively, based on the subject project's current rent roll, as illustrated in *Addendum C*. Note that this includes some residents that are currently paying \$0. Following Tax Credit renovations, the subsidy will be retained on the 58 units. It is anticipated that most, if not all, current tenants are expected to continue to income-qualify to reside at the subject project.

P. UTILITY RESPONSIBILITY:

The costs of sewer and trash collection will be included in the rent, while tenants will be responsible for all other utilities and services, including the following:

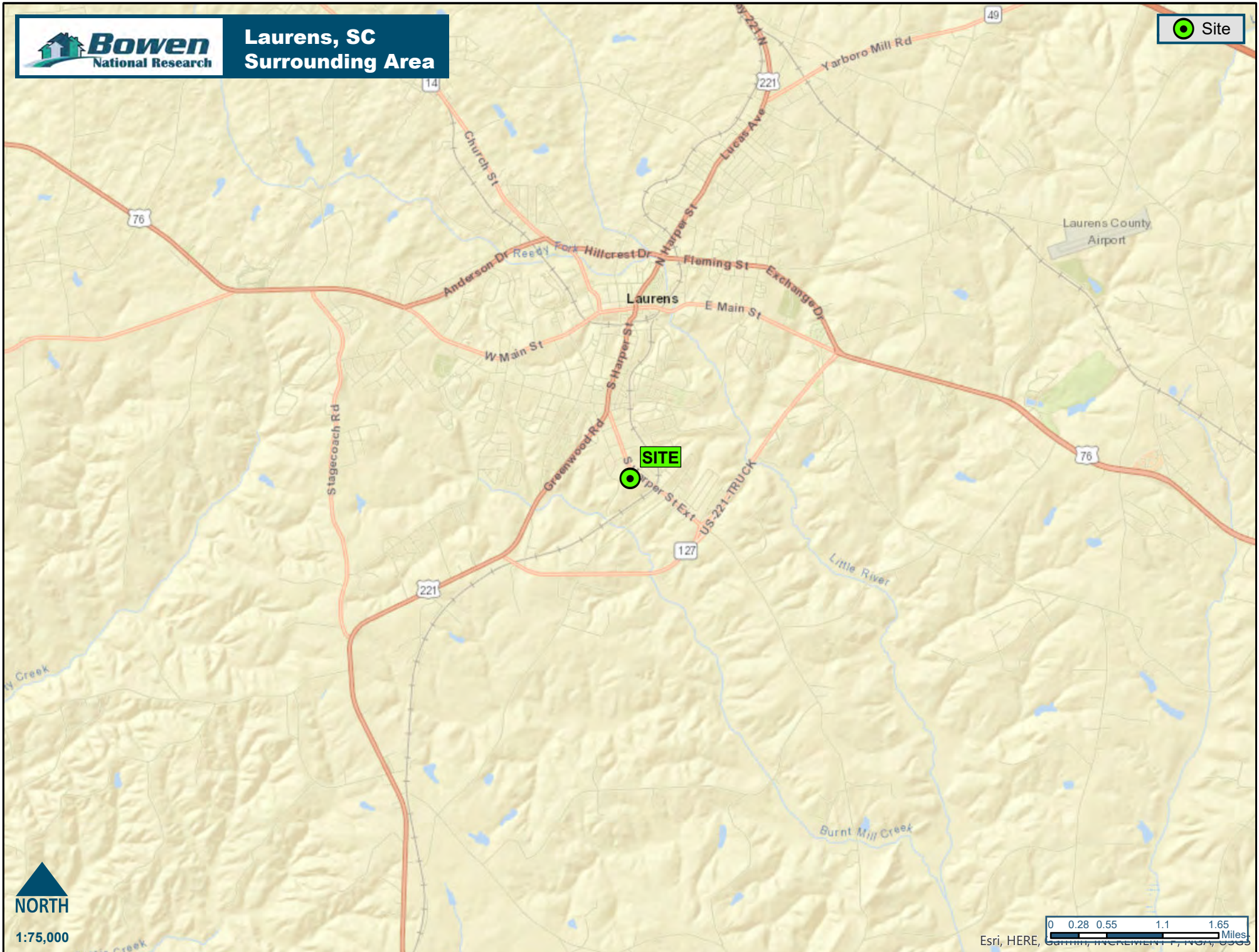
- Gas Cooking
- Gas Water Heat
- Cold Water
- Gas Heat
- General Electricity

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



Laurens, SC Surrounding Area

Site



NORTH

1:75,000

0 0.28 0.55 1.1 1.65 Miles

Esri, HERE, Garmin, INCREMENT P, NOAA, USGS

C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site on Thursday, January 31, 2019. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site, Laurens Terrace Apartments, is an existing 60-unit government-subsidized and market-rate property consisting of approximately 6.5 acres located at 700 Laurens Terrace Drive in the southern portion of Laurens, South Carolina. Located within Laurens County, Laurens is approximately 36.0 miles south of Spartanburg and approximately 71.0 miles northwest of Columbia, South Carolina. Following is a description of surrounding land uses:

North -	The northern boundary is defined by a small wooded area and South Harper Street Extension, a two-lane roadway with light traffic. Single-family homes continue north towards various services located along U.S. Highway 221, a commercial corridor in the area. Additional single-family homes and downtown Laurens are located farther north.
East -	The eastern boundary is defined by wooded land and single-family homes appearing in fair condition. Continuing east are railroad tracks with additional single-family homes and wooded land extending farther east toward State Route 127. Undeveloped land extends east.
South -	The southern boundary is defined by wooded and undeveloped land. The aforementioned railroad tracks continue south and are followed by additional wooded land that contains scattered single-family homes in fair condition.
West -	The western boundary is defined by Pleasant Drive, a residential roadway with light traffic. Continuing west are single-family homes appearing in fair condition and wooded land that approaches U.S. Highway 221. Similar land uses extend farther west.

The subject project is an existing apartment community located on the periphery of an established portion of Laurens. Surrounding land uses primarily consist of single-family homes in fair condition and wooded, undeveloped land. It should be noted that the site is within 2.0 miles of downtown Laurens and a variety of essential community services are within proximity of the site. Overall, the subject property fits well with the surrounding land uses, which should contribute to the continued marketability of the site.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 221	0.6 Northwest
	State Route 127	0.9 Southeast
	U.S. Highway 76	1.5 North
Public Bus Stop	Piedmont Agency on Aging	On Demand
Major Employers/ Employment Centers	Laurens County School District 55	2.1 North
	Walmart Supercenter	2.7 Northeast
Convenience Store	AM-PM	0.7 Northwest
	Speedy Mart	1.1 North
	Pavan Food Store	2.1 North
Grocery	Ingles Market	2.6 Northeast
	ALDI	2.7 Northeast
	Walmart Supercenter	2.7 Northeast
Discount Department Store	Family Dollar	0.7 Northwest
	Family Dollar	2.1 North
	Dollar General	2.2 North
Shopping Center/Mall	Laurens Plaza	2.2 North
Schools:		
Elementary	E.B. Morse Elementary	2.0 Northwest
Middle/Junior High	Sanders Middle School	1.2 Northeast
High	Laurens District 55 High School	4.2 Northwest
Hospital	Laurens Family Medicine	1.9 Northwest
	Self Medical Center Laurens	5.2 East
	Laurens County Memorial Hospital	5.5 East
Police	Laurens City Police Department	1.6 North
Fire	Laurens County Fire Station 4	0.9 Southeast
Post Office	U.S. Post Office	1.7 North
Bank	United Community Bank	1.4 North
	SunTrust Bank	1.6 North
	First Citizens Bank	1.7 North
Recreational Facilities	Laurens County Museum	1.6 North
	Family YMCA of Greater Laurens	2.7 Northwest
Gas Station	AM-PM	0.7 Northwest
	Mr. Chip	2.1 North
Pharmacy	Fleetwood Pharmacy	2.0 North
	Rite Aid	2.1 North
	Walgreens	2.5 Northeast
Restaurant	Roma	1.6 North
	The Coffee Roost	1.6 North
	CD's BBQ	1.7 North
Day Care	Sanders Head Start	1.0 Northeast
	Carrot Stew Day Care	2.4 Northeast
Community Center	Nu Generations Community Center	3.0 Northeast
Library	Laurens County Library	1.9 Northwest
Park	David S. Taylor SR. Park	Adjacent West
Church	Evening Light Church of God	0.3 Northwest
	Mt. Calvary Apostolic Church	0.7 Southeast
	Faith Baptist Church	1.1 West

The subject site is located within 2.0 miles of the nearest restaurants, banks, gas stations, recreational facilities, pharmacy, medical facility, public safety services and schools. Many of these services can be found along U.S. Highway 221 and U.S. Highway 76, which are commercial corridors in the area and are conveniently accessed within 1.5 miles. While the city of Laurens does not offer public transportation, Piedmont Agency on Aging offers on-demand transit support for individuals 60 years of age and older or those not eligible for Medicaid Transportation. A four-day notice for any trip request is required.

Restaurants, banks and the Laurens Fire and Police departments are among the services located in the downtown portion of Laurens, approximately 1.5 miles north of the site. An additional service area that includes ALDI, Ingles Market and Walmart Supercenter is located 2.6 miles from the site.

Laurens Family Medicine is the nearest medical facility, located 1.9 miles from the site. Approximately 5.0 miles east of the site is Laurens County Memorial Hospital. The site area is served by Laurens County School District 55 and all applicable attendance schools are can be accessed within approximately 4.0 miles. Overall, the site's proximity to community services is expected to continue to contribute to its marketability.

4. SITE PHOTOGRAPHS

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

SITE PHOTOGRAPHS



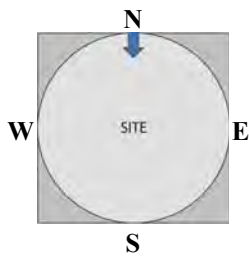
Site Entryway



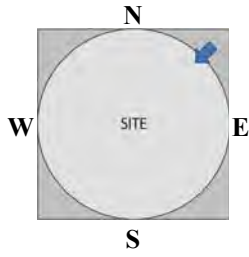
Entryway Signage



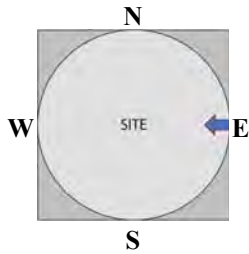
Typical Building



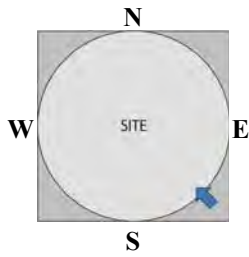
View of site from the north



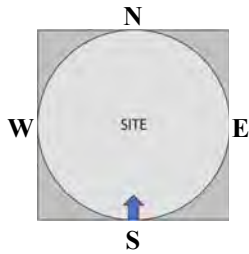
View of site from the northeast



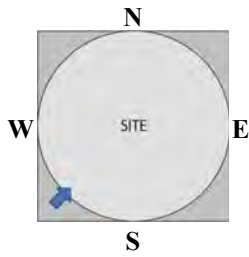
View of site from the east



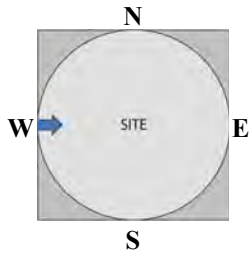
View of site from the southeast



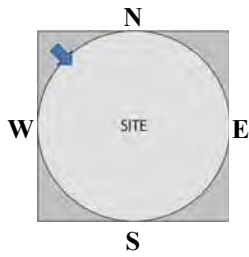
View of site from the south



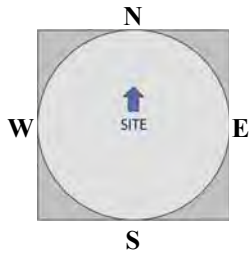
View of site from the southwest



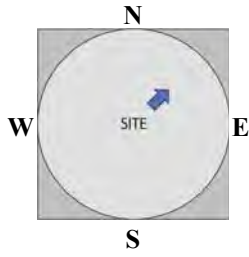
View of site from the west



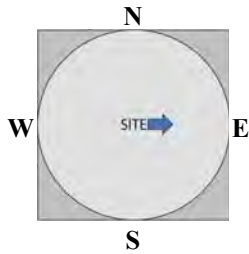
View of site from the northwest



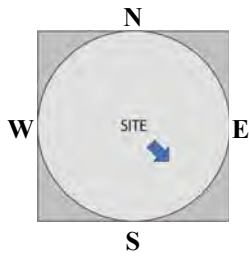
North view from site



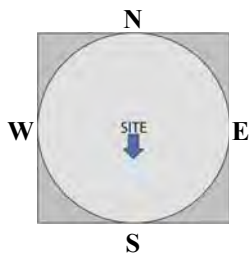
Northeast view from site



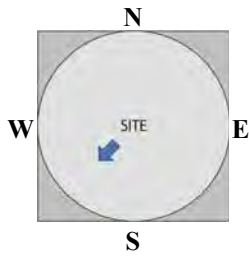
East view from site



Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



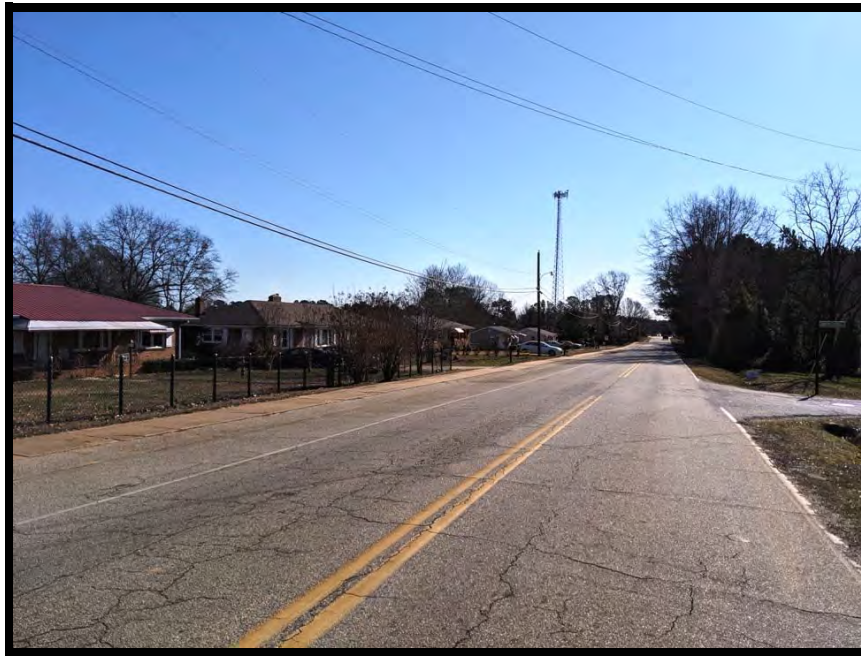
Streetscape: North view of Pleasant Drive



Streetscape: South view of Pleasant Drive



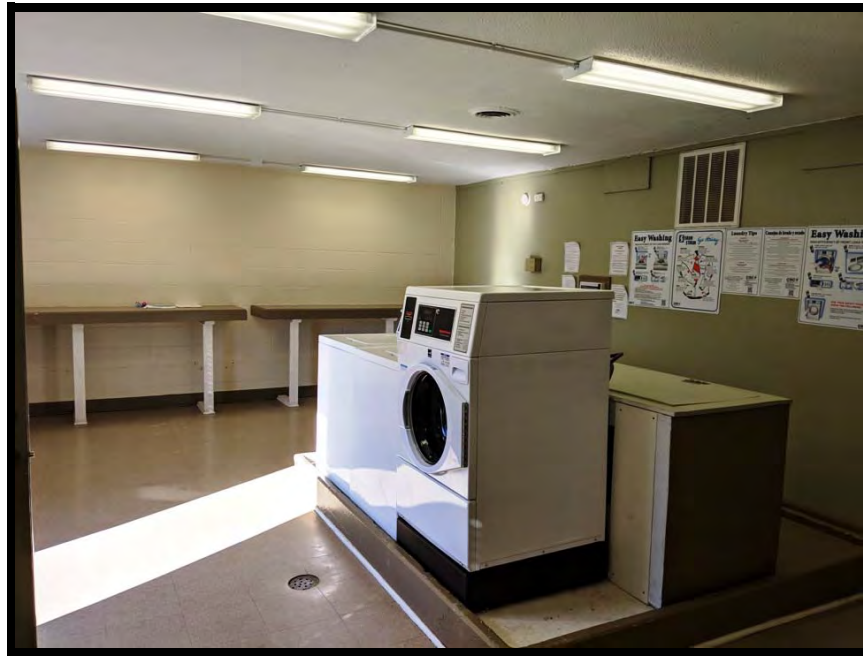
Streetscape: West view of South Harper Street Extension



Streetscape: East view of South Harper Street Extension



Laundry Room view 1



Laundry Room view 2



Typical Living Room - Two-bedroom Unit



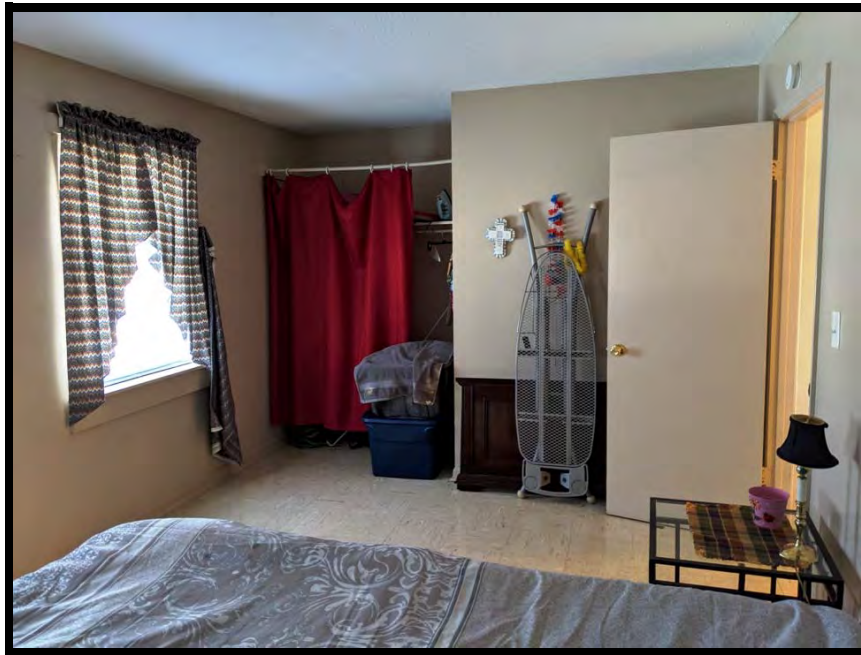
Typical Dining Area - Two-bedroom Unit



Typical Kitchen - Two-bedroom Unit



Typical Master Bedroom view 1 - Two-bedroom Unit



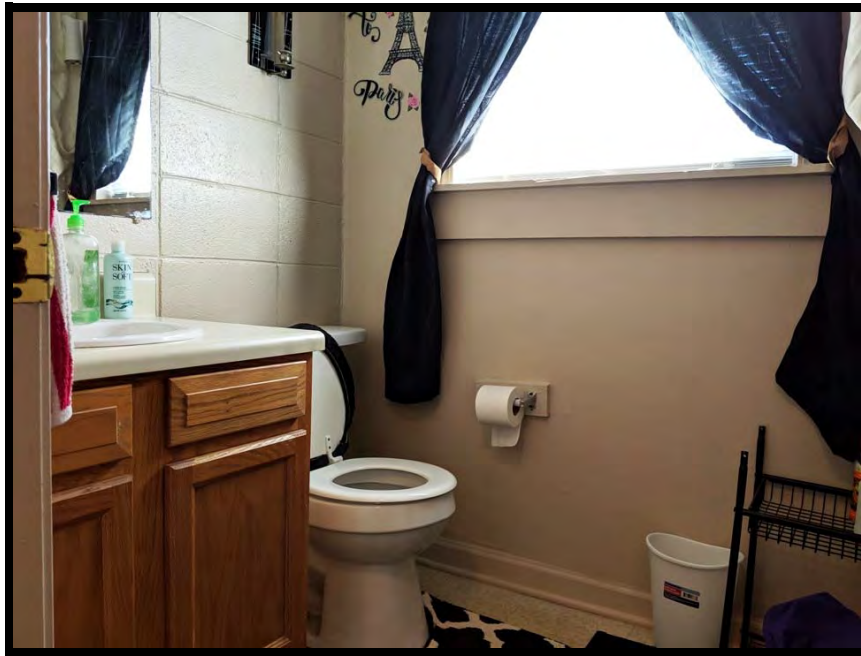
Typical Master Bedroom view 2 - Two-bedroom Unit



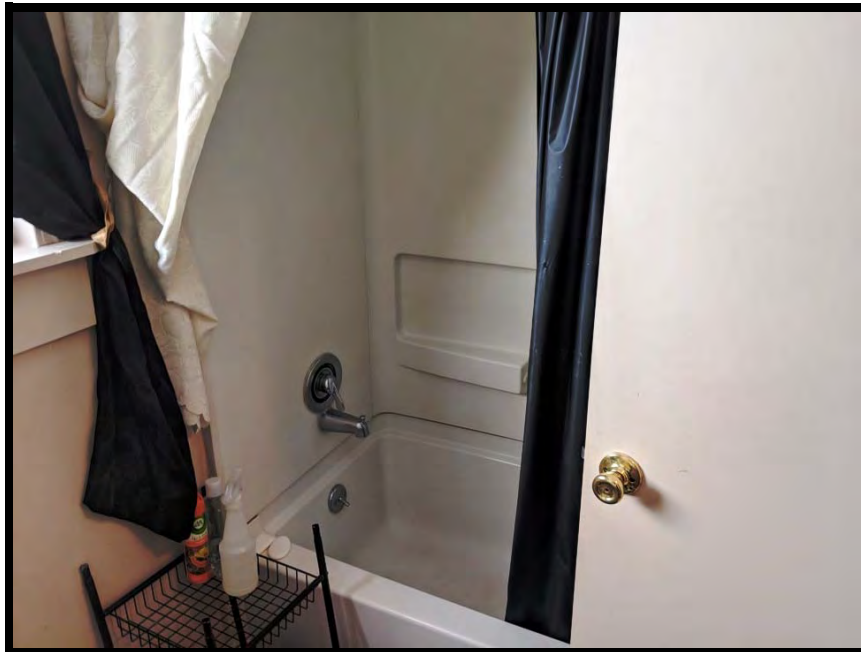
Typical Spare Bedroom view 1 - Two-bedroom Unit



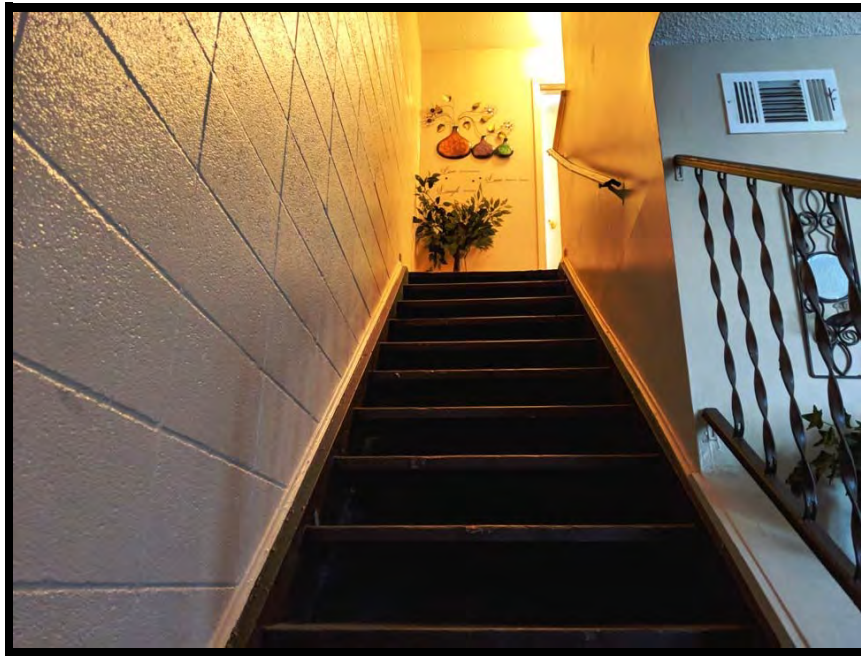
Typical Spare Bedroom view 2 - Two-bedroom Unit



Typical Full Bathroom view 1 - Two-bedroom Unit



Typical Full Bathroom view 2 - Two-bedroom Unit



Stairs - Two-bedroom Unit



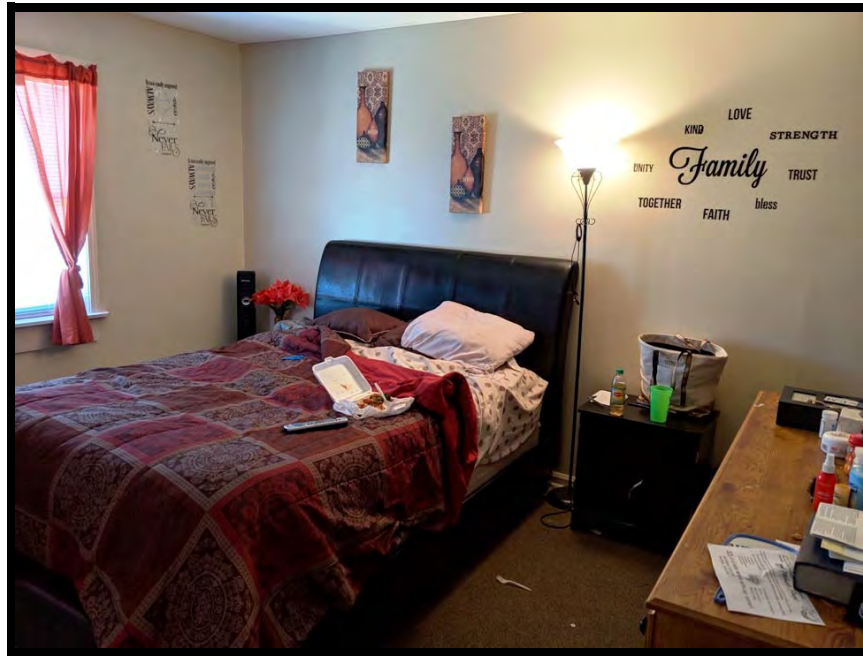
Typical Living Room - Three-bedroom Unit



Typical Dining Area- Three-bedroom Unit



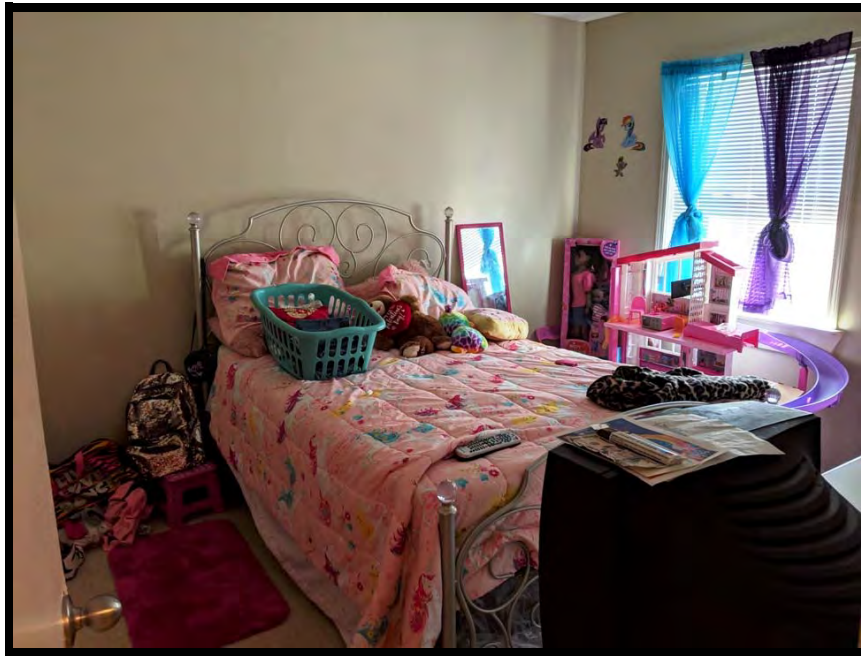
Typical Kitchen- Three-bedroom Unit



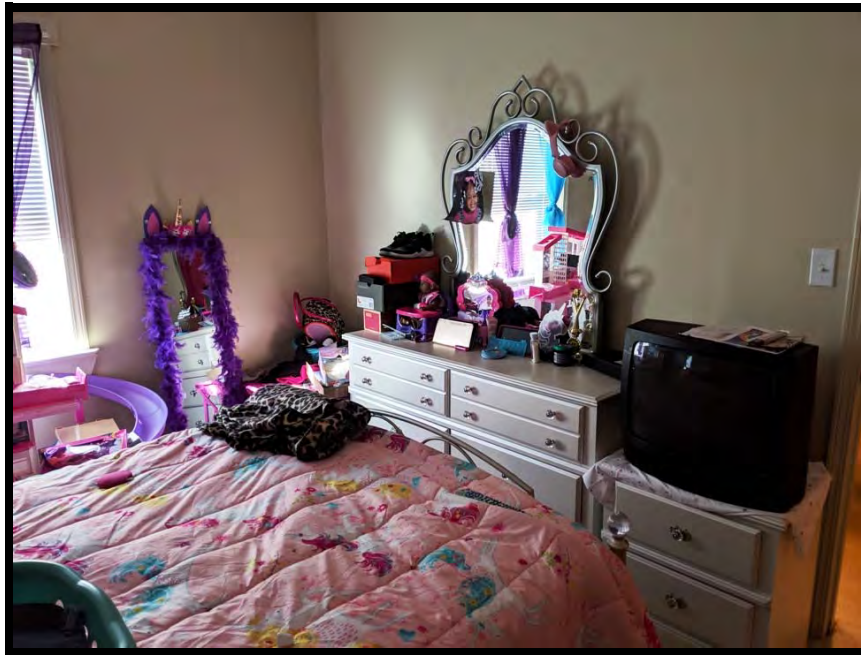
Typical Master Bedroom view 1- Three-bedroom Unit



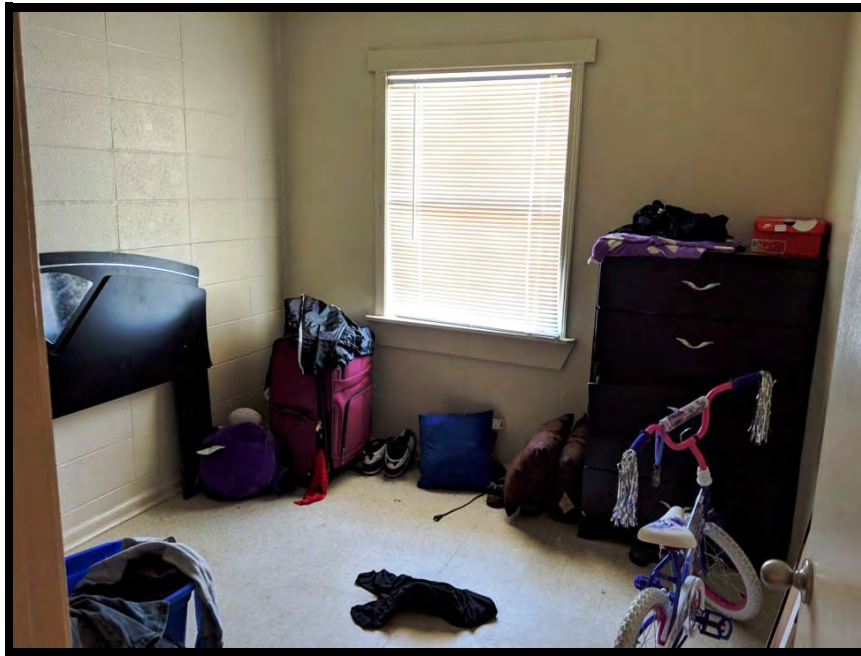
Typical Master Bedroom view 2- Three-bedroom Unit



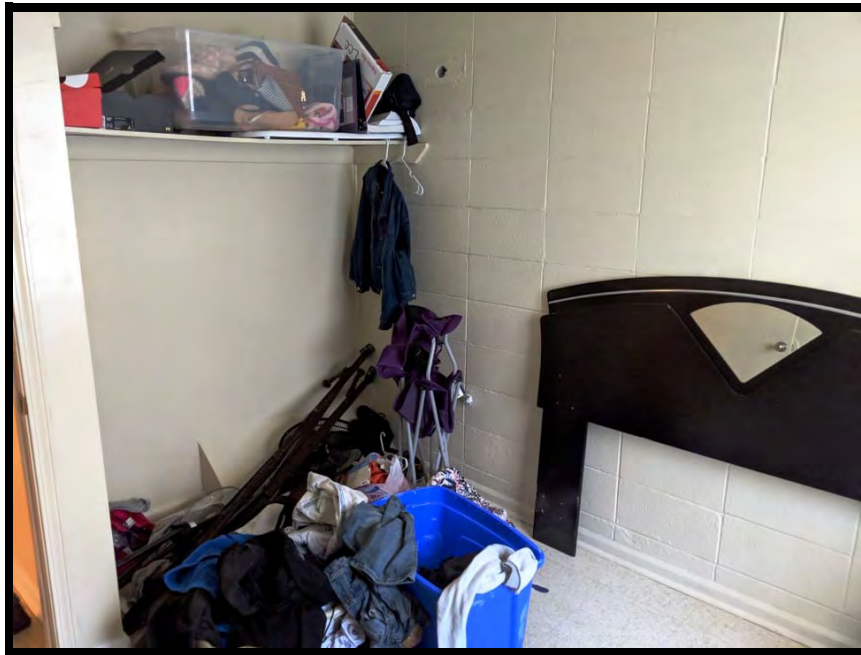
Typical Second Bedroom view 1- Three-bedroom Unit



Typical Second Bedroom view 2- Three-bedroom Unit



Typical Third Bedroom view 1- Three-bedroom Unit



Typical Third Bedroom view 2- Three-bedroom Unit



Typical Full Bathroom view 1- Three-bedroom Unit



Typical Full Bathroom view 2- Three-bedroom Unit

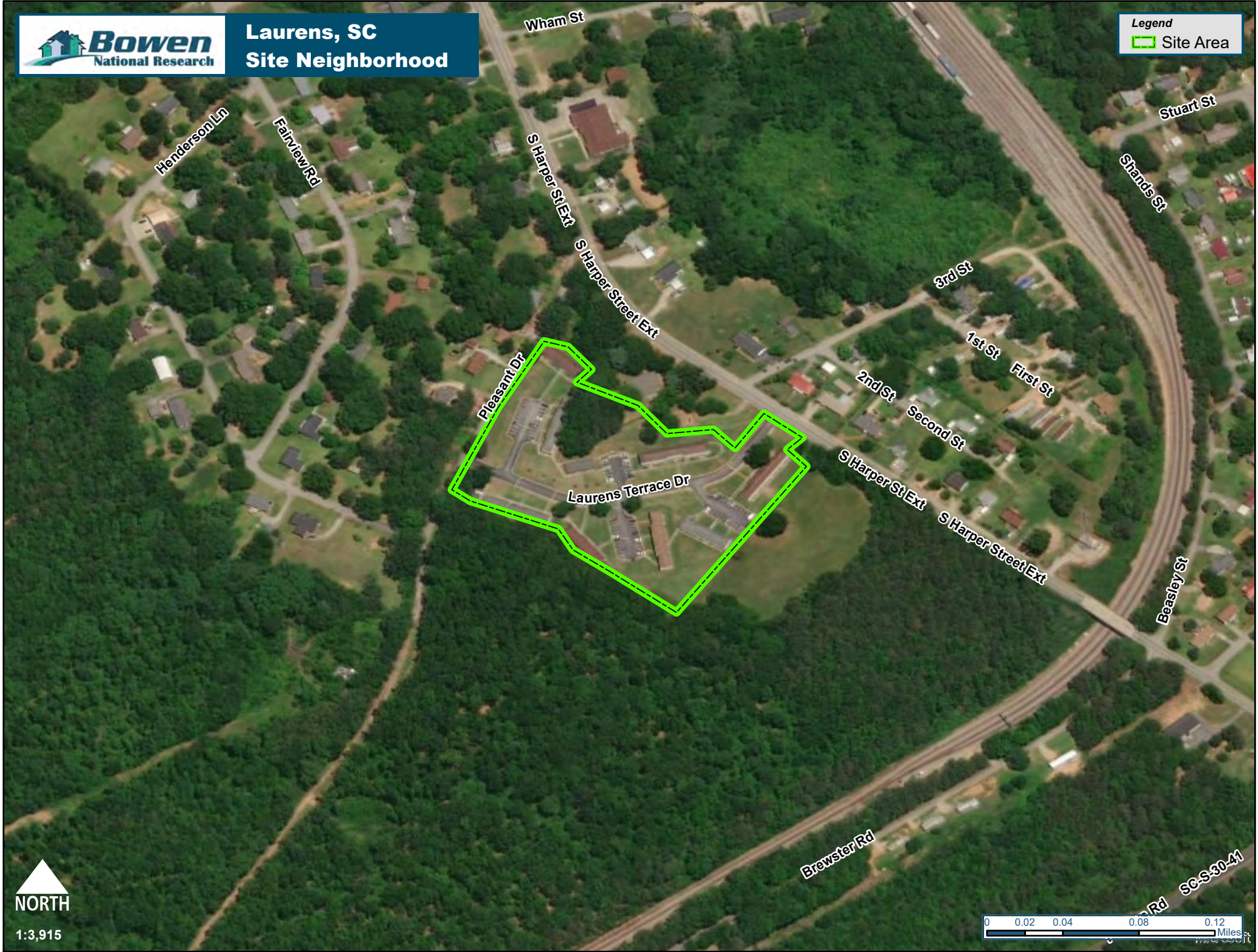
5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.

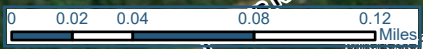


Laurens, SC Site Neighborhood

Legend
Site Area

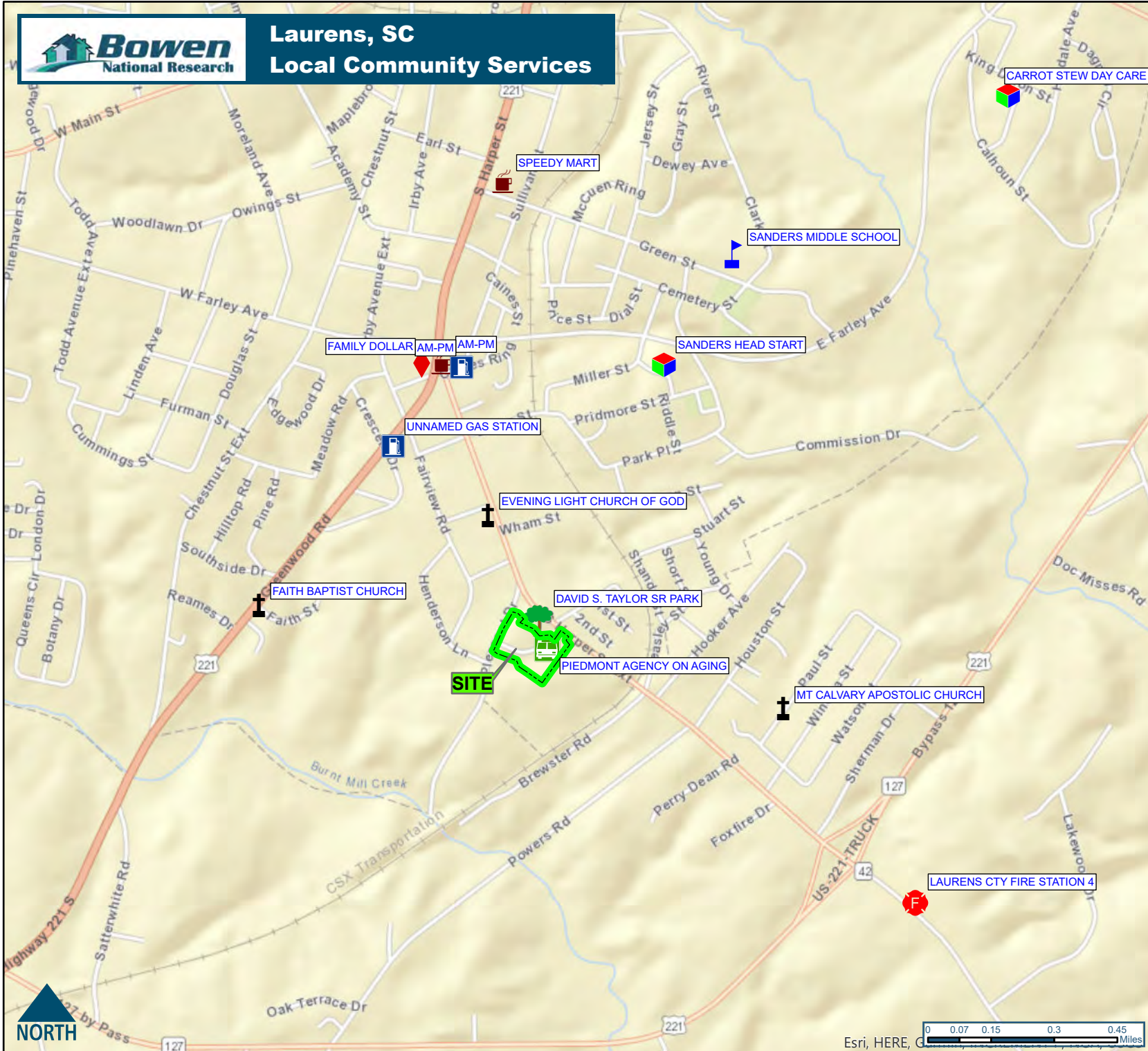


NORTH
1:3,915

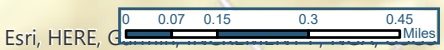




Laurens, SC Local Community Services



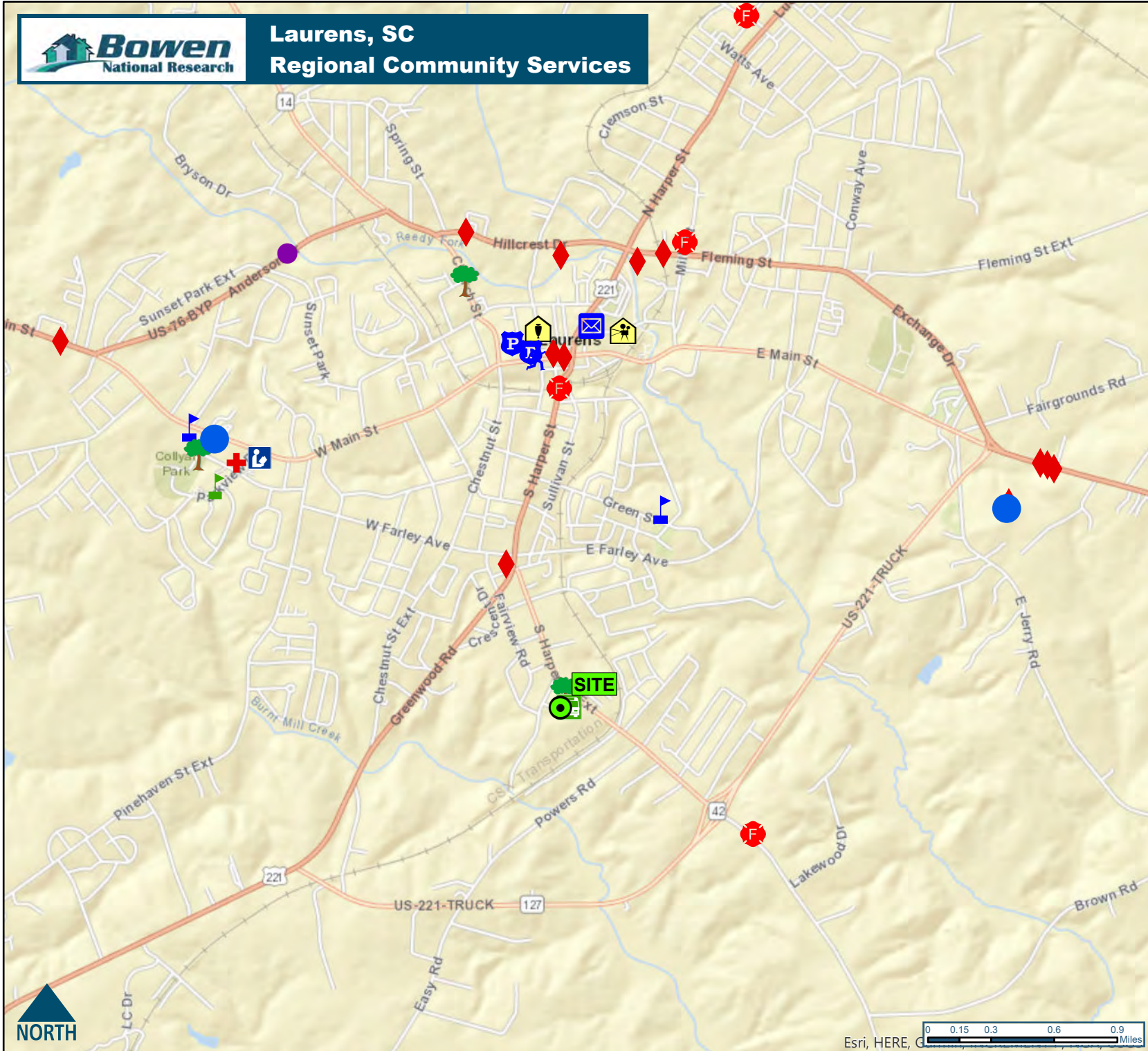
- Legend**
- Site Area
 - Child Care
 - Church
 - Convenience Store
 - Fire
 - Gas
 - Middle School
 - Park
 - Shopping
 - Transit



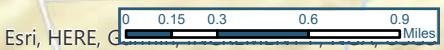
1:20,000



Laurens, SC Regional Community Services



- Legend
- Site
 - Cinema
 - Elementary School
 - Fire
 - Fitness Center
 - Library
 - Medical Center
 - Middle School
 - Museum
 - Park
 - Police
 - Post Office
 - Recreation Center
 - Shopping
 - Transit
 - Employer 1000-5000



1:40,000

6. CRIME ISSUES

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

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

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

Total crime risk (147) for the Site ZIP Code is above the national average (100) with an overall personal crime index of 180 and a property crime index of 142. Total crime risk (114) for Laurens County is above the national average with indexes for personal and property crime of 136 and 111, respectively.

	Crime Risk Index	
	Site ZIP Code	Laurens County
Total Crime	147	114
Personal Crime	180	136
Murder	140	136
Rape	121	89
Robbery	83	63
Assault	233	176
Property Crime	142	111
Burglary	146	136
Larceny	150	108
Motor Vehicle Theft	65	73

Source: Applied Geographic Solutions

The crime risk index for the Site ZIP Code (147) is slightly higher than that reported for the county (114) and both are above the national average of 100. A crime index of 147 is not, however, considered high for a developed area such as the subject site's location. Additionally, the 100.0% occupancy rates reported at the subject site is a clear indication that there is likely a low perception of crime within the immediate site neighborhood and that crime is not a factor impacting rental occupancy rates within the area.

A map illustrating crime risk is on the following page.

7. ACCESS AND VISIBILITY

The subject site maintains frontage along South Harper Street Extension, a two-lane roadway with light traffic. The site entryway is located at the northeast corner of the site and ingress and egress are considered convenient due to the residential nature of the immediate area. South Harper Street Extension offers access to arterial roadways including State Route 127, U.S. Highway 221 and U.S. Highway 76, which can all be accessed within 1.5 miles. The site is also located less than 2.0 miles from downtown Laurens and the nearest community services. Overall, site access is considered good.

Single-family homes comprise the majority of the site's surrounding land uses; therefore, local residents comprise most of its passerby traffic. Most of the populated and developed land in the area is located north of the site, which limits the amount of traffic within the site area. Wooded land is located south of the site, which limits visibility from that direction. Despite any limitations in the visibility of the site, occupancy remains at 100.0%. Vehicular and pedestrian traffic using South Harper Street Extension have clear visibility of the site in both directions of travel. Site signage is present at the northeast entryway. Considering the site's immediate surrounding land uses, visibility is considered good.

8. VISIBLE OR ENVIRONMENTAL ISSUES

There are railroad tracks located approximately 0.2 miles east of the site. However, the site's proximity to these railroad tracks has not adversely impacted this property, as evidenced by its 100.0% occupancy rate and extensive waiting lists. In addition, according to management at the site, the railroad tracks are active, but have not deterred tenants from residing at the subject site.

9. OVERALL SITE CONCLUSIONS

The subject project is an existing rental community located in the southern portion of Laurens. Surrounding land uses include single-family homes, wooded land and a variety of community services. Note that these surrounding structures were observed to be in fair to good condition. The subject property fits in well with its surrounding land uses. Visibility and access are considered good, as the site has convenient access to major highways and is clearly visible to passerby traffic along adjacent roadways. The site is within approximately 2.0 miles of most shopping, employment, recreation, entertainment and education opportunities. Social services and public safety services are also within 2.0 miles. Laurens County Memorial Hospital is 5.5 miles east of the site. Overall, we consider the site's location and proximity to community services to have a positive impact on its marketability.

D. Primary Market Area Delineation

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

The Laurens Site PMA includes all of Laurens, Gray Court, Watts Mills, Joanna, Cross Hill, Mountville and Waterloo, as well as a portion of Clinton and surrounding areas of Laurens County. The boundaries of the Site PMA generally consist of the Gray Court town limits and Interstate 385 to the north; the Laurens County line to the east; the Laurens County line to the south; and the Laurens County line and State Route 101 to the west. The subject site is approximately 6.0 miles from the northern boundary of the Site PMA, 18.0 miles from its eastern boundary, 17.0 miles from its southern boundary and 16.0 miles from its western boundary. The Site PMA includes all of, or portions of, the following Census Tracts:

9201.03	9202.01	9202.02	9203.01	9203.02	9204*	9205.02
9206	9207	9208	9209	9210.01	9210.02	-

*Subject site location

- Kimberly Watkins is the Property Manager at Laurens Terrace (subject site), a government-subsidized and market-rate property. Ms. Watkins stated that most of her tenants are local to the area of Laurens, typically growing up in the area and moving around to different local apartments. She confirmed that the cities of Laurens, Clinton and Gray Court, as well as the smaller areas such as Mountville, should be include in the Site PMA.
- Tomeka Craig is the Manager at Hilltop Apartments (Map ID 2), a Tax Credit and government-subsidized property within the Site PMA. Ms. Craig confirmed the Site PMA, stating that her property attracts individuals from Laurens, Clinton and the smaller surrounding areas. She noted that people living in the surrounding areas of the Site PMA usually remain in their small and rural communities, while those living in larger areas to the north such as Greenville and Spartanburg tend to stay there as well and are unlikely to relocate to Laurens, thus confirming the Site PMA.

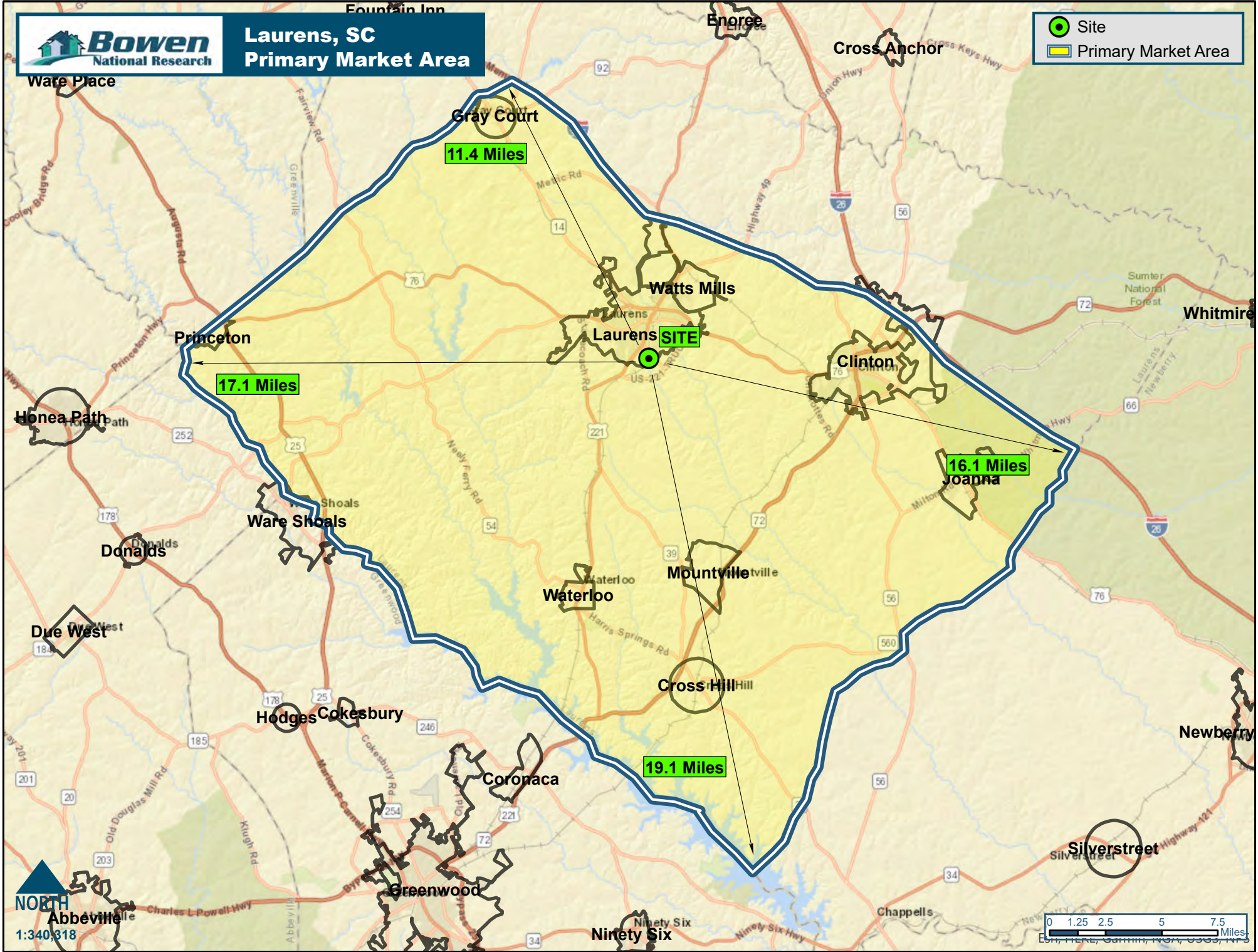
A modest portion of support may originate from some of the outlying smaller communities in the area; we have not, however, considered any secondary market area in this report.

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



Laurens, SC Primary Market Area

● Site
▭ Primary Market Area



NORTH
1:340,318



E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

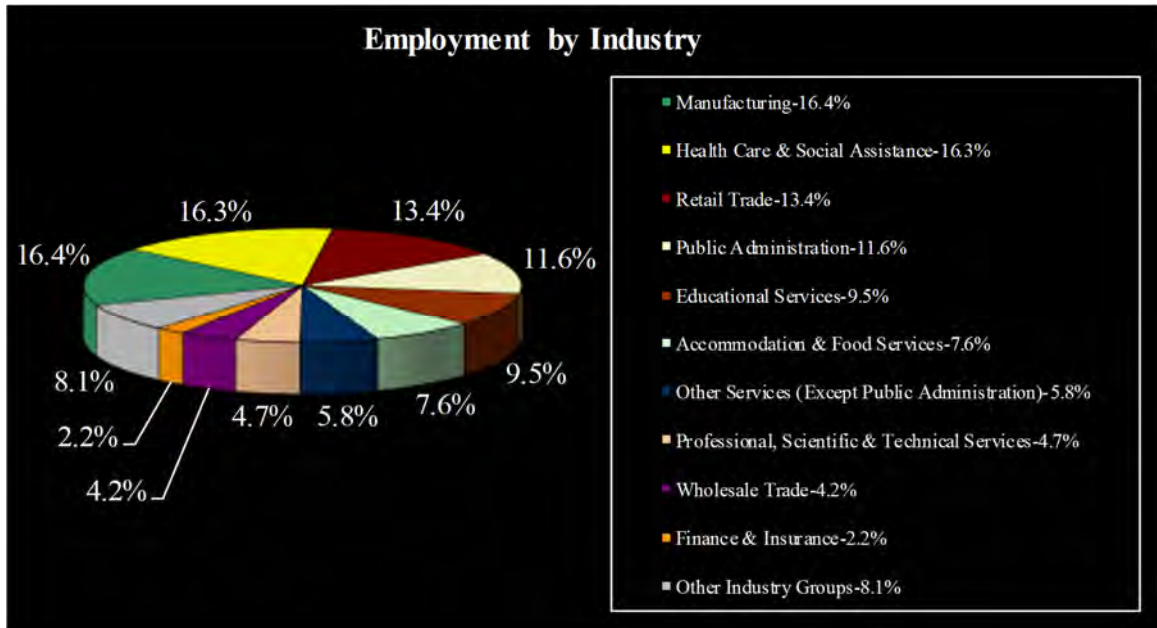
The labor force within the Laurens Site PMA is based primarily in four sectors. Manufacturing (which comprises 16.4%), Health Care & Social Assistance, Retail Trade and Public Administration comprise nearly 58% of the Site PMA labor force. Employment in the Laurens Site PMA, as of 2018, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	9	0.6%	21	0.1%	2.3
Mining	0	0.0%	3	0.0%	0.0
Utilities	6	0.4%	156	0.8%	26.0
Construction	67	4.7%	357	1.9%	5.3
Manufacturing	55	3.9%	3,039	16.4%	55.3
Wholesale Trade	36	2.5%	785	4.2%	21.8
Retail Trade	249	17.5%	2,485	13.4%	10.0
Transportation & Warehousing	21	1.5%	125	0.7%	6.0
Information	27	1.9%	252	1.4%	9.3
Finance & Insurance	95	6.7%	400	2.2%	4.2
Real Estate & Rental & Leasing	60	4.2%	206	1.1%	3.4
Professional, Scientific & Technical Services	59	4.1%	876	4.7%	14.8
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	35	2.5%	158	0.9%	4.5
Educational Services	40	2.8%	1,764	9.5%	44.1
Health Care & Social Assistance	123	8.6%	3,012	16.3%	24.5
Arts, Entertainment & Recreation	30	2.1%	217	1.2%	7.2
Accommodation & Food Services	99	7.0%	1,412	7.6%	14.3
Other Services (Except Public Administration)	262	18.4%	1,063	5.8%	4.1
Public Administration	122	8.6%	2,145	11.6%	17.6
Nonclassifiable	28	2.0%	3	0.0%	0.1
Total	1,423	100.0%	18,479	100.0%	13.0

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

E.P.E. - Average Employees Per Establishment

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



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

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

Typical Wage by Occupation Type		
Occupation Type	Greenville-Anderson-Mauldin MSA	South Carolina
Management Occupations	\$103,500	\$100,760
Business and Financial Occupations	\$62,650	\$62,770
Computer and Mathematical Occupations	\$71,050	\$72,680
Architecture and Engineering Occupations	\$80,960	\$77,680
Community and Social Service Occupations	\$44,450	\$42,670
Art, Design, Entertainment and Sports Medicine Occupations	\$52,640	\$46,010
Healthcare Practitioners and Technical Occupations	\$75,860	\$73,630
Healthcare Support Occupations	\$28,220	\$28,040
Protective Service Occupations	\$36,190	\$37,460
Food Preparation and Serving Related Occupations	\$21,330	\$21,270
Building and Grounds Cleaning and Maintenance Occupations	\$23,360	\$24,190
Personal Care and Service Occupations	\$22,320	\$23,030
Sales and Related Occupations	\$34,360	\$33,340
Office and Administrative Support Occupations	\$34,560	\$34,100
Construction and Extraction Occupations	\$41,170	\$39,820
Installation, Maintenance and Repair Occupations	\$44,810	\$43,870
Production Occupations	\$36,630	\$37,970
Transportation and Moving Occupations	\$31,510	\$32,480

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

Most annual blue-collar salaries range from \$21,330 to \$52,640 within the Greenville-Anderson-Mauldin MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$78,804. It is important to note that most occupational types within the Greenville-Anderson-Mauldin MSA generally similar typical wages as the state of South Carolina's typical wages. Nonetheless, the area employment base has a significant number of income-appropriate occupations from which the subject project will continue to draw renter support.

3. AREA’S LARGEST EMPLOYERS

The ten largest employers within the Laurens County area are summarized in the following table:

Employer Name	Business Type
Asten Johnson Inc	Manufacturer
D&W Fine Pack	Manufacturer
Effex Management Solutions LLC	Manufacturer
Fehrer Automotive NA, LLC	Manufacturer
Laurens County	Government
Laurens County Disabilities & Special Needs	Healthcare
Laurens County School District #56	Education
Laurens County School District #55	Education
National Health Corporation	Healthcare
Presbyterian College	Education

Source: South Carolina Department of Employment and Workforce 01/18/2019

According to a representative with the Laurens County Development Corporation, the Laurens County economy is thriving. They have an historically low unemployment rate and businesses continue to develop and expand. They have peaceful neighborhoods, excellent healthcare and a strong educational system. The downtown Laurens area provides great opportunities for small businesses and retail establishments, and the area along Interstate 385 is an excellent location for commercial plants and manufacturers.

The area is struggling with a labor shortage and has more jobs than people to fill them resulting in a high demand for lower skilled labor. Retailers, restaurants, grocery stores, and construction companies are having a difficult time filling some lower-wage positions. To help ease the burden on local businesses, Laurens County developed a scholarship program to help educate and train the local work force. The Laurens County Future Scholarship provides high school graduates with two years of technical training or the first half of a bachelor’s degree at Piedmont Technical College or USC Union-Laurens. The scholarship pays the tuition cost differential once grants, state aid, and non-loan sources are applied. This program is open to all residents of Laurens County that graduated from high school.

Laurens tax revenue has tripled in the past five years. It has a globalized economy and very diverse tax base. The area is second in the country in real growth domestic product. ZF Transmissions, a global maker of automatic transmissions for passenger cars, is an industrial leader in the area. ZF Transmissions has had a huge impact on the county's job development and on the overall economy. Since its facility opened in 2013, ZF Transmissions has invested more than \$600 million in its plant. The facility is continually expanding and currently has over 1.4 million square feet and 2,400 employees. Local economic official's credit ZF Transmission with increasing the wage rate in the area from \$14.80 to its current rate of \$16.70, in just the past few years.

The healthcare and manufacturing industries are also continually progressing. There have been no major employers moving to the area; however, the economy is flourishing due to existing businesses growing and expanding. Below is a list of some of the recent new developments in Laurens County.

Economic Development Activity	
Project Name	Scope of Work/Details
Impact 2 Purpose Center	Located in Laurens, the organization opened a new center that provides mentoring to the community.
Workforce Unlimited	Located in Laurens, this is a full-service employment firm with several offices in multiple states, opened a new facility in January 2019.
Piedmont Technical College – Center for Advanced Manufacturing	Located in Laurens, added 4,800 additional square feet of training space.
Palliative Medicine Consultants of Hospice of Laurens County	Opened August 2018. First palliative care clinic in Laurens County.
Arby's	A new Arby's fast-food restaurant opened June 2018 in Clinton.
Chick-Fil-A	In November 2018, a newly rebuilt Chick-Fil-A opened in Laurens. This location will add 40 new jobs to the existing 45 current employees
Laurens County Development Corp.	Hunter Industrial Park in Laurens. June 2018, was awarded a \$3.25 million loan from Santee Cooper to construct a 75,000-square-foot building.
BDS Technologies, LLC (project gator)	In January 2019, they announced plans to develop a new manufacturing facility in Hunter Industrial Park. The facility is currently under construction and scheduled to be in production by the end of 2019.
Flame Spray North America	In August 2018, Flame Spray, a thermal spray coating manufacturer, announced they are expanding and adding a second location to Laurens County within the next three years.
Holland Park	A new 12-acre mixed-use development in Laurens will break ground in early 2019. Among the retail establishments are Home Team BBQ and Double Stamp Brewery. Additional office, retail, restaurants, and 175 parking spaces will be added.

Infrastructure:

The Laurens County area infrastructure needs improvements; however, Laurens County is keeping up with the current developments and the county has invested more in the improvements of roads and bridges over the last three years than any other time in its history. Some of the recent projects are listed below.

- In November 2018, the Economic Development Administration awarded a \$3.1 million grant to Laurens County Water and Sewer Commission to make critical water infrastructure improvements. This investment will fund two water system upgrades on Lake Greenwood, a new waterline and an elevated water tank.
- In May 2018, Santee Cooper approved a \$3.25 million loan and a \$385,000 grant for an industrial building at the Hunter Industrial Park to provide critical infrastructure at the Clinton 26 Commerce Park.
- A new roundabout at U.S. Highway 76 is planned. This location was selected for improvement through the Federal Highway Safety Improvement Program.
- In March 2018, Dominion Energy Carolina Gas Transmission completed 55 miles of new natural gas pipelines in Laurens County from Moore to Chappells.
- The Laurens County Water and Sewer Commission announced plans for a new water treatment facility along Milam Road on Lake Greenwood. This is a \$40 million project that involves drawing 18 million gallons of water a day from Lake Greenwood. The project will have two raw water intakes, a treatment plant, 27 miles of water transmission lines, 49 easements, and a 500,000- gallon water tank. This project is expected to be completed in 2021.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 18, 2019 and according to the South Carolina Works there have been three WARN notices reported for Laurens and one notice reported statewide over the past 18 months. To follow is a table summarizing these notices.

WARN Notices				
Company	Location	Jobs	Notice Date	Effective Date
Walmart	Laurens	86	N/A	4/27/2018
Sitel	Statewide	8	N/A	4/6/2018
CB&I	Laurens	250	N/A	3/20/2018

4. EMPLOYMENT TRENDS

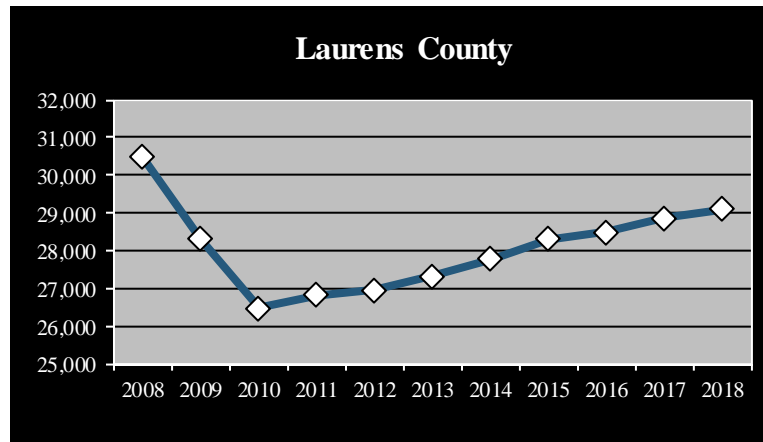
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2018, the employment base has increased by 5.6% over the past five years in Laurens County, less than the South Carolina state increase of 9.4%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Laurens County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2008	30,464	-	1,996,409	-	146,047,748	-
2009	28,291	-7.1%	1,910,670	-4.3%	140,696,560	-3.7%
2010	26,481	-6.4%	1,915,045	0.2%	140,469,139	-0.2%
2011	26,823	1.3%	1,945,900	1.6%	141,791,255	0.9%
2012	26,938	0.4%	1,985,618	2.0%	143,621,634	1.3%
2013	27,330	1.5%	2,023,642	1.9%	145,017,562	1.0%
2014	27,773	1.6%	2,079,565	2.8%	147,446,676	1.7%
2015	28,304	1.9%	2,134,244	2.6%	149,733,744	1.6%
2016	28,485	0.6%	2,179,521	2.1%	152,169,822	1.6%
2017	28,869	1.3%	2,213,894	1.6%	154,577,364	1.6%
2018	29,085	0.7%	2,232,008	0.8%	156,752,471	1.4%

Source: Department of Labor; Bureau of Labor Statistics

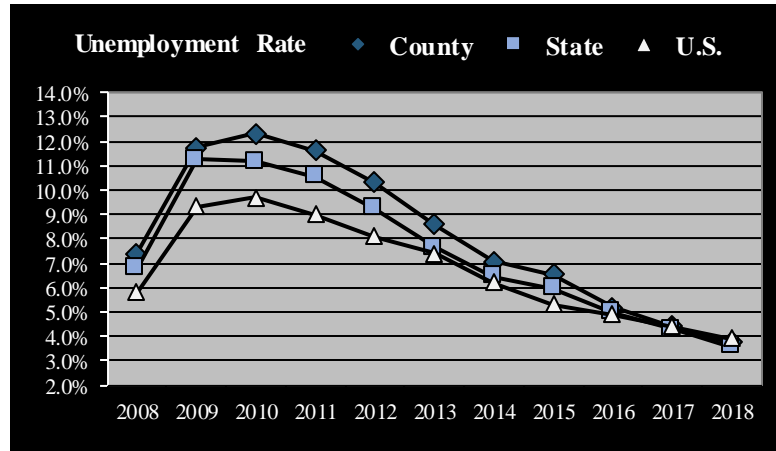


Since the end of the national recession in 2010, the employment base within Laurens County increased by 2,604 jobs, or 9.8%. The Laurens County employment base has also improved each year since 2010.

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

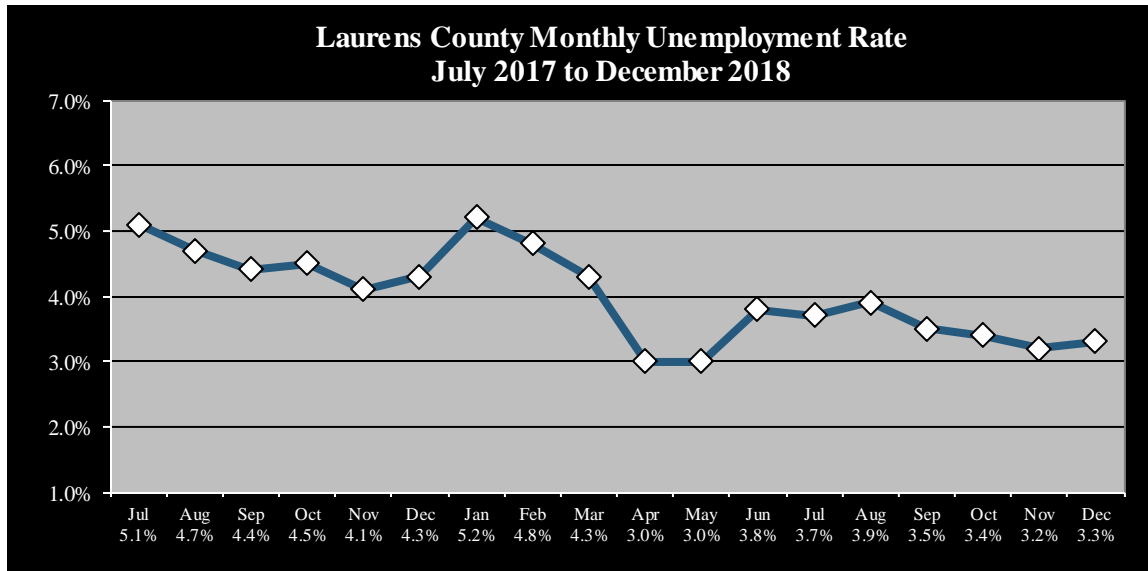
Year	Total Unemployment					
	Laurens County		South Carolina		United States	
	Total Number	Percent	Total Number	Percent	Total Number	Percent
2008	2,433	7.4%	145,823	6.8%	9,059,270	5.8%
2009	3,759	11.7%	242,075	11.3%	14,430,158	9.3%
2010	3,709	12.3%	240,623	11.2%	15,070,017	9.7%
2011	3,527	11.6%	229,623	10.6%	14,035,049	9.0%
2012	3,090	10.3%	201,260	9.2%	12,691,553	8.1%
2013	2,559	8.6%	167,326	7.6%	11,634,201	7.4%
2014	2,117	7.1%	143,413	6.5%	9,786,281	6.2%
2015	1,978	6.5%	135,095	6.0%	8,432,312	5.3%
2016	1,556	5.2%	114,145	5.0%	7,869,979	4.9%
2017	1,325	4.4%	98,757	4.3%	7,113,797	4.4%
2018	1,135	3.8%	83,305	3.6%	6,413,855	3.9%

Source: Department of Labor; Bureau of Labor Statistics



The unemployment rate in Laurens County has ranged between 3.8% and 12.3%, generally similar to the state average since 2008. Notably, the unemployment rate within the county has declined each year since 2010 and is currently at a rate of just 3.8%.

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



Despite fluctuations, the unemployment rate within Laurens County has generally trended downward within the preceding 18-month period.

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

In-Place Employment Laurens County			
Year	Employment	Change	Percent Change
2008	17,890	-	-
2009	17,827	-63	-0.4%
2010	16,794	-1,033	-5.8%
2011	17,228	434	2.6%
2012	17,223	-5	0.0%
2013	18,586	1,363	7.9%
2014	20,246	1,660	8.9%
2015	21,583	1,337	6.6%
2016	21,855	272	1.3%
2017	22,359	504	2.3%
2018*	22,278	-81	-0.4%

Source: Department of Labor, Bureau of Labor Statistics

*Through June

Data for 2017, the most recent year that year-end figures are available, indicates in-place employment in Laurens County to be 77.4% of the total Laurens County employment. This means that Laurens County has more employed persons leaving the county for daytime employment than those who work in the county.

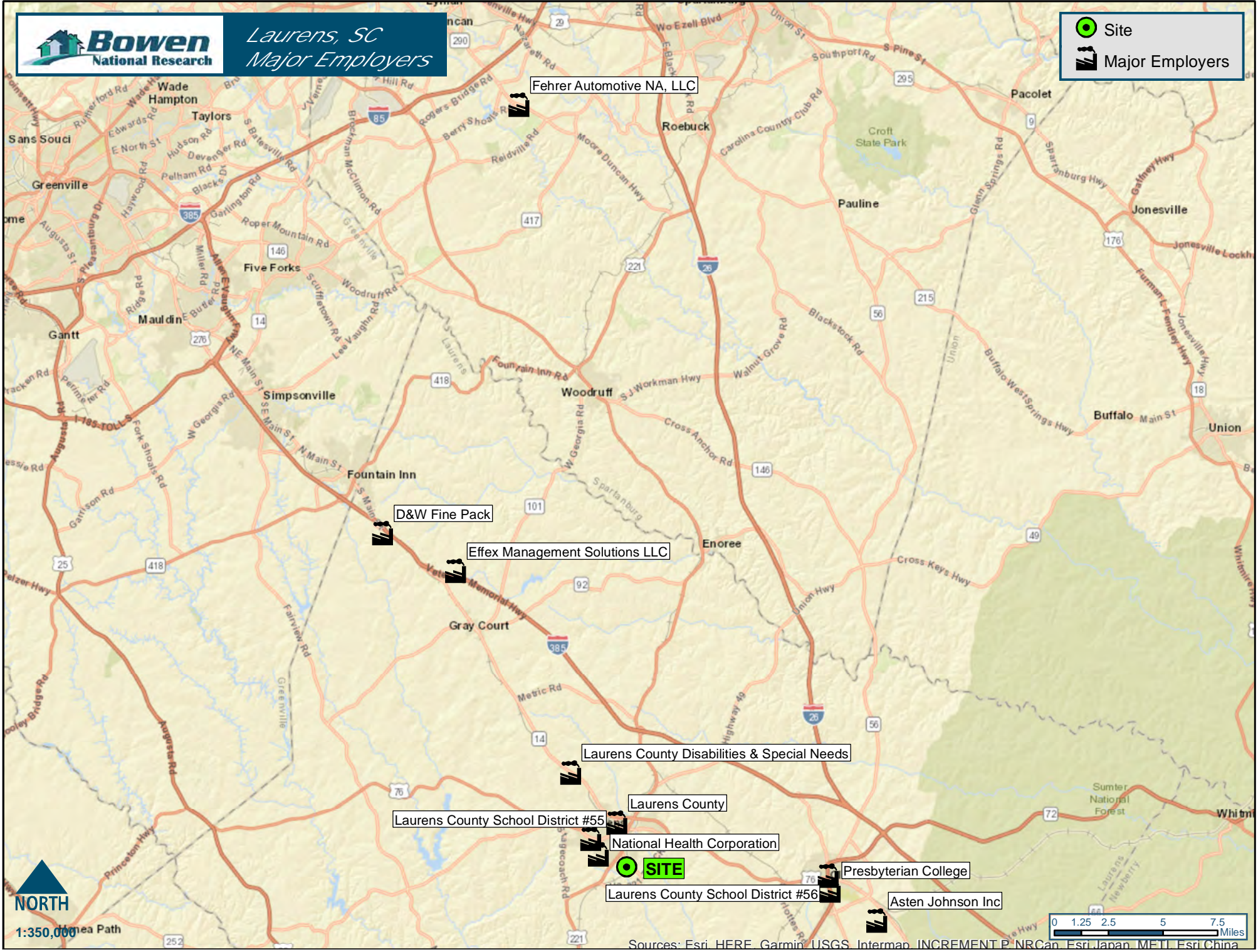
5. EMPLOYMENT CENTERS MAP

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



Laurens, SC Major Employers

- Site
- Major Employers



Fehrer Automotive NA, LLC

D&W Fine Pack

Effex Management Solutions LLC

Laurens County Disabilities & Special Needs

Laurens County

Laurens County School District #55

National Health Corporation

Laurens County School District #56

Presbyterian College

Asten Johnson Inc



1:350,000



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

6. COMMUTING PATTERNS

Based on the American Community Survey (2013-2017), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	16,566	82.4%
Carpooled	2,594	12.9%
Public Transit	64	0.3%
Walked	367	1.8%
Other Means	187	0.9%
Worked at Home	315	1.6%
Total	20,093	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

Over 82% of all workers drove alone, 12.9% carpoled and only 0.3% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	6,685	33.3%
15 to 29 Minutes	6,350	31.6%
30 to 44 Minutes	3,537	17.6%
45 to 59 Minutes	2,011	10.0%
60 or More Minutes	1,194	5.9%
Worked at Home	315	1.6%
Total	20,092	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

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

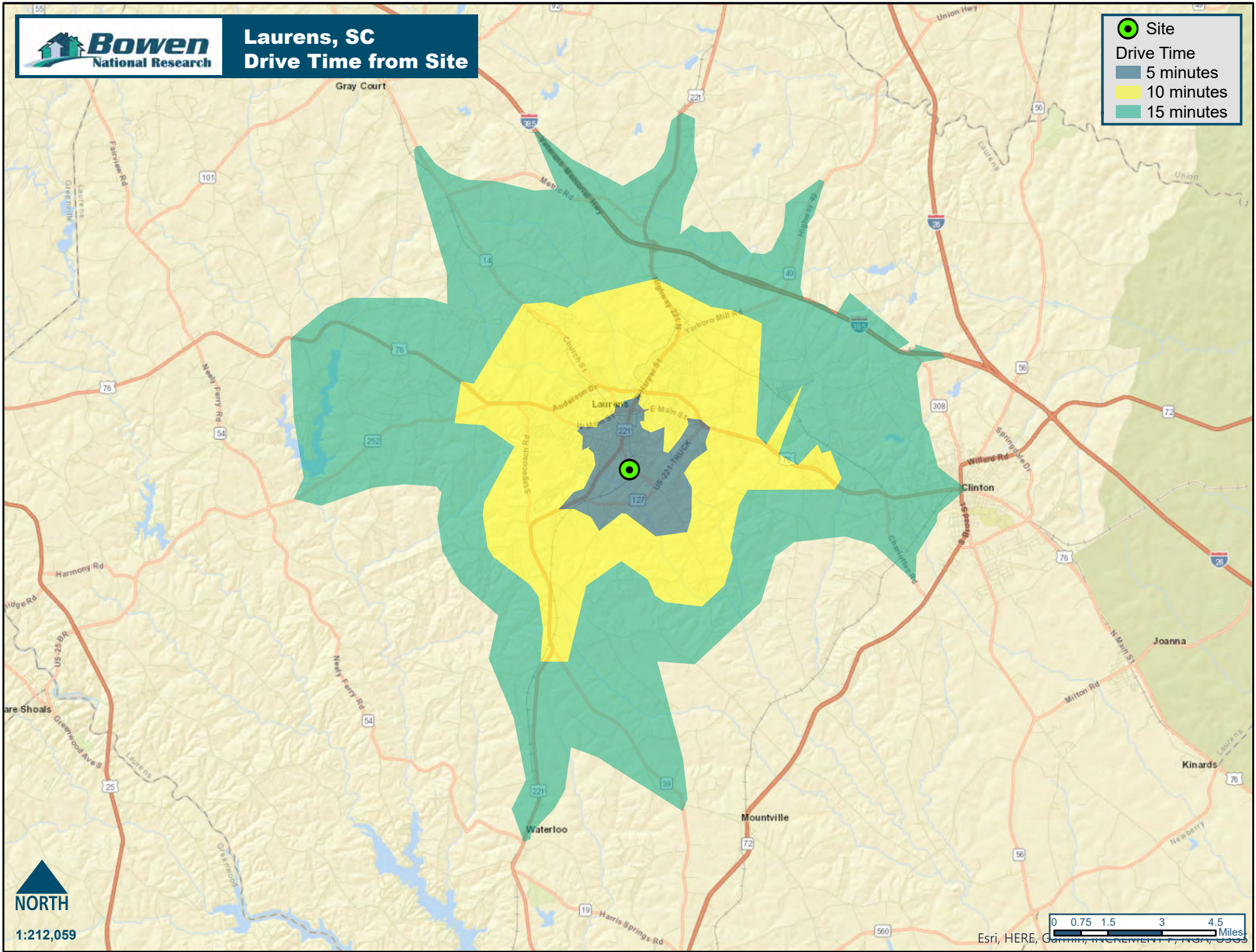


Laurens, SC Drive Time from Site

● Site

Drive Time

- 5 minutes
- 10 minutes
- 15 minutes



NORTH
1:212,059



7. ECONOMIC FORECAST AND HOUSING IMPACT

Based on an interview with a representative of Laurens County Development Corporation, as well as data provided by the U.S. Department of Labor: Bureau of Labor Statistics, the Laurens County economy continues to experience growth. Notably, there have been numerous job announcements of new and expanding businesses in the county over the past few years. Additionally, the employment base within the county has increased by over 2,600 employees, or 9.8%, since 2010. Further, the unemployment rate has consistently decreased since 2010 and is at its lowest rate of 3.8% within the past ten years. Overall, we believe the area economy will continue to create a stable environment for affordable housing.

F. Community Demographic Data

The following demographic data relates to the Site PMA. It is important to note that not all 2021 projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the 2021 projections do not vary more than 1.0%.

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2000, 2011, 2018 (estimated) and 2021 (projected) are summarized as follows:

	Year			
	2000 (Census)	2011 (Estimated)	2018 (Projected)	2021 (Projected)
Population	53,855	50,635	51,567	51,967
Population Change	-	-3,220	932	400
Percent Change	-	-6.0%	1.8%	0.8%

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

The Laurens Site PMA population base declined by 3,220 between 2000 and 2011. This represents a 6.0% decline over the 2000 population, or an annual rate of 0.6%. Between 2011 and 2018, the population increased by 932, or 1.8%. It is projected that the population will increase by 400, or 0.8%, between 2018 and 2021.

Based on the 2010 Census, the population residing in group-quarters is represented by 4.7% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	2,373	4.7%
Population not in Group Quarters	48,394	95.3%
Total Population	50,767	100.0%

Source: 2010 Census

b. Population by Age Group

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

Population by Age	2011 (Estimated)		2018 (Estimated)		2021 (Projected)		Change 2018-2021	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	12,038	23.8%	12,270	23.8%	12,370	23.8%	100	0.8%
20 to 24	3,841	7.6%	3,469	6.7%	3,309	6.4%	-160	-4.6%
25 to 34	6,455	12.7%	6,013	11.7%	5,823	11.2%	-190	-3.2%
35 to 44	5,400	10.7%	5,631	10.9%	5,730	11.0%	99	1.8%
45 to 54	7,057	13.9%	6,581	12.8%	6,377	12.3%	-204	-3.1%
55 to 64	7,678	15.2%	7,478	14.5%	7,392	14.2%	-86	-1.1%
65 to 74	5,085	10.0%	6,037	11.7%	6,445	12.4%	408	6.8%
75 & Over	3,080	6.1%	4,088	7.9%	4,520	8.7%	432	10.6%
Total	50,635	100.0%	51,567	100.0%	51,967	100.0%	400	0.8%

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

As the preceding table illustrates, approximately 50% of the population is expected to be between 25 and 64 years old in 2018. This age group is the primary group of current and potential renters for the subject site and likely represent a significant number of the tenants.

c. Elderly and Non-Elderly Population

The subject project is not age-restricted; therefore, all persons with appropriate incomes will be eligible to live at the subject development. As a result, we have not included an analysis of the PMA’s senior and non-senior population.

d. Special Needs Population

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

e. Minority Concentrations

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

Minority Group	Statewide Share	Equal To or Greater Than	Site Census Tract Share
Total Minority Population	33.8%	33.8% + 20.0% = 53.8%	44.3%
Black or African American	27.9%	27.9% + 20.0% = 47.9%	41.9%
American Indian and Alaska Native	0.4%	0.4% + 20.0% = 20.4%	0.4%
Asian	1.3%	1.3% + 20.0% = 21.3%	0.6%
Native Hawaiian and Other Pacific Islander	0.1%	0.1% + 20.0% = 20.1%	0.1%
Hispanic or Latino	5.1%	5.1% + 20.0% = 25.1%	0.5%

Source: U.S. Census Bureau, 2010 Census

Based on the data in the preceding table, the site Census Tract is not primarily comprised of minorities.

2. HOUSEHOLD TRENDS

a. Total Households

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

	Year			
	2000 (Census)	2011 (Estimated)	2018 (Projected)	2021 (Projected)
Households	20,529	19,503	19,821	19,957
Household Change	-	-1,026	318	136
Percent Change	-	-5.0%	1.6%	0.7%
Household Size	2.62	2.47	2.48	2.49

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

Within the Laurens Site PMA, households declined by 1,026 (5.0%) between 2000 and 2011. Between 2011 and 2018, households increased by 318, or 1.6%. By 2021, there will be 19,957 households, an increase of 136 households, or 0.7%, over 2018 levels. This is an increase of approximately 45 households annually over the next three years.

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

Households by Age	2011 (Estimated)		2018 (Estimated)		2021 (Projected)		Change 2018-2021	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	671	3.4%	628	3.2%	609	3.1%	-19	-3.0%
25 to 34	2,711	13.9%	2,498	12.6%	2,407	12.1%	-91	-3.7%
35 to 44	2,742	14.1%	2,799	14.1%	2,824	14.1%	25	0.9%
45 to 54	3,809	19.5%	3,470	17.5%	3,325	16.7%	-145	-4.2%
55 to 64	4,469	22.9%	4,241	21.4%	4,143	20.8%	-98	-2.3%
65 to 74	3,178	16.3%	3,657	18.5%	3,862	19.4%	205	5.6%
75 to 84	1,234	6.3%	1,622	8.2%	1,788	9.0%	166	10.2%
85 & Over	689	3.5%	906	4.6%	999	5.0%	93	10.3%
Total	19,503	100.0%	19,821	100.0%	19,957	100.0%	136	0.7%

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

Between 2018 and 2021, the greatest growth among household age groups is projected to be among those ages 65 and older, increasing by 464, or 7.5%. Notable household growth is also occurring among those between the ages of 35 and 44, increasing by 25, or 0.9%. These trends illustrate that there will be an increasing need for housing for both seniors and families within the market.

b. Households by Tenure

Households by tenure are distributed as follows:

Tenure	2011 (Estimated)		2018 (Estimated)		2021 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	12,517	64.2%	12,839	64.8%	12,977	65.0%
Renter-Occupied	6,988	35.8%	6,982	35.2%	6,980	35.0%
Total	19,505	100.0%	19,821	100.0%	19,957	100.0%

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

As the preceding table illustrates, renter households within the market are projected to remain stable between 2018 and 2021.

c. Households by Income

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

Household Income	2011 (Estimated)		2018 (Estimated)		2021 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	2,000	10.3%	1,745	8.8%	1,636	8.2%
\$10,000 to \$19,999	3,094	15.9%	2,825	14.3%	2,710	13.6%
\$20,000 to \$29,999	3,023	15.5%	2,641	13.3%	2,477	12.4%
\$30,000 to \$39,999	2,368	12.1%	2,200	11.1%	2,128	10.7%
\$40,000 to \$49,999	2,437	12.5%	2,326	11.7%	2,279	11.4%
\$50,000 to \$59,999	1,620	8.3%	1,640	8.3%	1,648	8.3%
\$60,000 to \$74,999	1,799	9.2%	2,232	11.3%	2,417	12.1%
\$75,000 to \$99,999	1,572	8.1%	2,002	10.1%	2,186	11.0%
\$100,000 to \$124,999	763	3.9%	981	4.9%	1,075	5.4%
\$125,000 to \$149,999	307	1.6%	563	2.8%	673	3.4%
\$150,000 to \$199,999	297	1.5%	371	1.9%	403	2.0%
\$200,000 & Over	217	1.1%	295	1.5%	329	1.6%
Total	19,496	100.0%	19,821	100.0%	19,960	100.0%
Median Income	\$36,889		\$42,147		\$44,517	

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

In 2011, the median household income was \$36,889. This increased by 14.3% to \$42,147 in 2018. By 2021, it is projected that the median household income will be \$44,517, an increase of 5.6% from 2018.

d. Average Household Size

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

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for 2011, 2018 and 2021 for the Laurens Site PMA:

Renter Households	2011 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	380	338	207	169	114	1,208
\$10,000 to \$19,999	638	403	248	202	134	1,626
\$20,000 to \$29,999	449	367	226	184	122	1,348
\$30,000 to \$39,999	291	266	165	134	87	944
\$40,000 to \$49,999	241	260	160	130	86	877
\$50,000 to \$59,999	88	102	64	52	32	338
\$60,000 to \$74,999	90	110	70	57	32	358
\$75,000 to \$99,999	73	86	54	44	27	284
\$100,000 to \$124,999	15	17	12	10	3	57
\$125,000 to \$149,999	1	3	3	3	-1	9
\$150,000 to \$199,999	-9	-9	-5	-4	-5	-31
\$200,000 & Over	-8	-9	-5	-4	-4	-29
Total	2,248	1,935	1,200	977	627	6,988

Source: ESRI; Urban Decision Group

Renter Households	2018 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	322	286	171	138	107	1,025
\$10,000 to \$19,999	561	360	215	174	134	1,445
\$20,000 to \$29,999	409	335	200	162	125	1,230
\$30,000 to \$39,999	292	260	155	126	97	930
\$40,000 to \$49,999	225	238	142	115	89	808
\$50,000 to \$59,999	101	115	68	55	43	382
\$60,000 to \$74,999	134	157	94	76	59	520
\$75,000 to \$99,999	87	100	60	49	37	334
\$100,000 to \$124,999	36	44	26	21	16	144
\$125,000 to \$149,999	21	25	15	12	9	83
\$150,000 to \$199,999	11	14	8	7	5	45
\$200,000 & Over	9	11	6	5	4	36
Total	2,211	1,944	1,162	939	725	6,982

Source: ESRI; Urban Decision Group

Renter Households	2021 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	298	264	155	125	104	946
\$10,000 to \$19,999	528	342	201	162	134	1,367
\$20,000 to \$29,999	392	321	189	152	126	1,180
\$30,000 to \$39,999	293	257	151	122	101	924
\$40,000 to \$49,999	219	228	134	108	90	779
\$50,000 to \$59,999	107	120	70	57	47	401
\$60,000 to \$74,999	153	178	104	84	70	590
\$75,000 to \$99,999	94	107	63	50	42	355
\$100,000 to \$124,999	45	56	33	26	22	182
\$125,000 to \$149,999	30	34	20	16	14	114
\$150,000 to \$199,999	20	23	14	11	9	77
\$200,000 & Over	17	19	11	9	8	63
Total	2,195	1,949	1,146	923	768	6,980

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for 2011, 2018 and 2021 for the Laurens Site PMA:

Owner Households	2011 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	169	316	139	104	64	792
\$10,000 to \$19,999	374	556	243	182	113	1,468
\$20,000 to \$29,999	407	643	283	210	132	1,675
\$30,000 to \$39,999	304	569	249	186	116	1,424
\$40,000 to \$49,999	302	639	279	210	129	1,560
\$50,000 to \$59,999	237	532	232	174	107	1,283
\$60,000 to \$74,999	257	605	261	199	119	1,442
\$75,000 to \$99,999	236	539	231	177	104	1,288
\$100,000 to \$124,999	138	290	125	95	57	705
\$125,000 to \$149,999	36	135	57	44	25	298
\$150,000 to \$199,999	52	140	61	46	28	328
\$200,000 & Over	41	104	45	34	21	246
Total	2,553	5,069	2,207	1,662	1,017	12,509

Source: ESRI; Urban Decision Group

Owner Households	2018 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	161	281	126	92	61	720
\$10,000 to \$19,999	379	503	226	164	109	1,380
\$20,000 to \$29,999	357	529	238	173	114	1,411
\$30,000 to \$39,999	284	495	222	162	107	1,270
\$40,000 to \$49,999	308	607	273	198	131	1,518
\$50,000 to \$59,999	229	517	232	169	111	1,258
\$60,000 to \$74,999	298	710	319	232	153	1,712
\$75,000 to \$99,999	291	692	310	226	149	1,668
\$100,000 to \$124,999	135	352	158	115	76	837
\$125,000 to \$149,999	78	202	91	66	44	480
\$150,000 to \$199,999	49	139	62	45	30	326
\$200,000 & Over	41	110	49	36	24	259
Total	2,610	5,137	2,306	1,678	1,108	12,839

Source: ESRI; Urban Decision Group

Owner Households	2021 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	157	266	121	87	59	689
\$10,000 to \$19,999	381	480	218	157	107	1,343
\$20,000 to \$29,999	335	481	218	157	107	1,297
\$30,000 to \$39,999	275	464	211	151	103	1,204
\$40,000 to \$49,999	311	593	270	194	132	1,500
\$50,000 to \$59,999	226	510	232	166	113	1,247
\$60,000 to \$74,999	316	755	343	246	168	1,828
\$75,000 to \$99,999	314	757	344	247	168	1,831
\$100,000 to \$124,999	134	379	172	124	84	893
\$125,000 to \$149,999	97	230	105	75	51	558
\$150,000 to \$199,999	48	138	63	45	31	326
\$200,000 & Over	41	112	51	37	25	265
Total	2,634	5,166	2,348	1,685	1,147	12,981

Source: ESRI; Urban Decision Group

The following tables illustrate all household income by household size for 2011, 2018 and 2021 for the Laurens Site PMA:

All Households	2011 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	549	654	346	272	178	2,000
\$10,000 to \$19,999	1,012	959	492	384	247	3,094
\$20,000 to \$29,999	856	1,010	509	395	254	3,023
\$30,000 to \$39,999	595	835	414	321	203	2,368
\$40,000 to \$49,999	543	899	439	340	215	2,437
\$50,000 to \$59,999	324	634	296	226	139	1,620
\$60,000 to \$74,999	347	715	331	256	151	1,799
\$75,000 to \$99,999	309	625	285	221	131	1,572
\$100,000 to \$124,999	152	308	137	105	60	763
\$125,000 to \$149,999	37	138	60	47	25	307
\$150,000 to \$199,999	44	131	56	42	23	297
\$200,000 & Over	33	96	41	31	16	217
Total	4,802	7,004	3,407	2,640	1,644	19,496

Source: ESRI; Urban Decision Group

All Households	2018 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	483	567	297	230	167	1,745
\$10,000 to \$19,999	940	863	441	338	243	2,825
\$20,000 to \$29,999	766	864	438	335	239	2,641
\$30,000 to \$39,999	576	755	378	287	204	2,200
\$40,000 to \$49,999	534	845	415	313	220	2,326
\$50,000 to \$59,999	330	631	300	224	154	1,640
\$60,000 to \$74,999	432	867	413	308	212	2,232
\$75,000 to \$99,999	378	792	371	274	187	2,002
\$100,000 to \$124,999	171	396	185	136	92	981
\$125,000 to \$149,999	100	227	106	78	53	563
\$150,000 to \$199,999	61	153	71	52	35	371
\$200,000 & Over	50	120	56	41	28	295
Total	4,821	7,081	3,468	2,617	1,833	19,821

Source: ESRI; Urban Decision Group

All Households	2021 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	455	530	276	212	163	1,636
\$10,000 to \$19,999	909	822	419	319	241	2,710
\$20,000 to \$29,999	727	802	407	309	233	2,477
\$30,000 to \$39,999	568	721	362	273	204	2,128
\$40,000 to \$49,999	530	822	404	302	221	2,279
\$50,000 to \$59,999	333	630	302	223	160	1,648
\$60,000 to \$74,999	469	933	448	330	238	2,417
\$75,000 to \$99,999	408	864	407	297	210	2,186
\$100,000 to \$124,999	179	434	205	150	106	1,075
\$125,000 to \$149,999	127	265	125	91	65	673
\$150,000 to \$199,999	68	162	77	56	40	403
\$200,000 & Over	57	131	62	45	32	329
Total	4,830	7,114	3,494	2,607	1,915	19,960

Source: ESRI; Urban Decision Group

Demographic Summary

Overall, population and household trends within the Site PMA have been increasing since 2011 and are projected to continue to experience growth through 2021, increasing by 400 (0.8%) and 136 (0.7%), respectively, from 2018. Although the number of renter households is projected to remain stable between 2018 and 2021, it is worth noting that approximately 74.0% of renter households in 2021 are projected to earn below \$50,000, which is conducive to affordable housing. These trends indicate that the need for affordable rental housing within the market will likely increase through 2021. The preceding trends will have a positive impact on the subject's continued marketability.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

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

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

The subject site is within the Laurens County, South Carolina HUD Metro FMR Area, which has a four-person median household income of \$50,800 for 2018. The project location, however, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$58,400 in 2018. The subject property will be restricted to households with incomes up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted income level:

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$20,450	\$24,540
Two-Person	\$23,350	\$28,020
Three-Person	\$26,300	\$31,560
Four-Person	\$29,200	\$35,040
Five-Person	\$31,550	\$37,860

The largest subject units (three-bedroom) at the subject site are expected to continue to house up to five-person households. As such, the maximum allowable income at the subject site is **\$37,860**.

2. AFFORDABILITY

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

The proposed LIHTC units will have a lowest gross rent of \$789 (assuming maximum allowable). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$9,468. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$27,051**.

Considering that the subject project will continue to offer a project-based subsidy on 58 of the 60 units post LIHTC renovations, it will continue to serve households with little or no income. Therefore, we used \$0 as the minimum income requirement for the subject's Section 8 units.

Based on the preceding analyses, the income-appropriate ranges required to live at the renovated subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate with a project-based subsidy as proposed, as well as in the unlikely event the subject project lost its subsidy and operated exclusively under the Tax Credit program.

Unit Type	Income Range	
	Minimum	Maximum
Section 8 (Limited to 50%)	\$0	\$31,550
Section 8 and Tax Credit (Limited To 60% AMHI)	\$0	\$37,860
Tax Credit Only (Limited To 60% AMHI)	\$27,051	\$37,680

3. DEMAND COMPONENTS

The following are the demand components as outlined by the South Carolina State Housing Finance and Development Authority:

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2018 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2021) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately*

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

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

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

Based on Table B25074 of the American Community Survey (ACS) 2012-2016 5-year estimates, approximately 29.8% to 55.5% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on the 2015 ACS 5-Year Estimates Table B25016, 3.7% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

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

The subject project is not age-restricted; thus, we have not considered elderly homeowner conversion in our demand estimates.

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

4. **METHODOLOGY**

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2018 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2018 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. DEMAND/CAPTURE RATE CALCULATIONS

Within the Site PMA, there are no affordable housing projects that were funded and/or built during the projection period (2018 to current). We did not identify any projects that were placed in service prior to 2018 that have not reached a stabilized occupancy. As such, no units were included in the following demand estimates.

Demand Component	Percent Of Median Household Income			
	Scenario One – LIHTC w/Subsidy			Scenario Two – LIHTC Only
	As Proposed w/Subsidy (\$0-\$37,860)	Section 8 units (\$0-\$31,550)	60% AMHI (\$31,234-\$37,860)	60% AMHI (\$31,234-\$37,860)
Demand From New Renter Households (Income-Appropriate)	4,304 - 4,431 = -127	3,719 - 3,844 = -125	1,082 - 1,094 = -12	1,082 - 1,094 = -12
+				
Demand From Existing Households (Rent Overburdened)	4,431 X 51.6% = 2,286	3,844 X 55.5% = 2,133	1,094 X 29.8% = 326	1,094 X 29.8% = 326
+				
Demand From Existing Households (Renters In Substandard Housing)	4,431 X 3.7% = 164	3,844 X 3.7% = 142	1,094 X 3.7% = 40	1,094 X 3.7% = 40
+				
Demand From Existing Households (Senior Homeowner Conversion)	N/A	N/A	N/A	N/A
=				
Total Demand	2,323	2,150	354	354
-				
Supply (Directly Comparable Units Built And/Or Funded Since 2018)	0	0	0	0
=				
Net Demand	2,323	2,150	354	354
Subject Units	60	58	2	60
Subject Units/ Net Demand	60 / 2,323	58 / 2,150	2 / 354	60 / 354
Capture Rate	= 2.6%	= 2.7%	= 0.6%	= 16.9%

N/A - Not Applicable

Typically under this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. As such, the capture rate of 2.6% for the subject project as proposed with the retention of a project-based subsidy is considered low and easily achievable. In the unlikely event that the subject project would ever lose its project-based subsidy and operated solely under the LIHTC program, the capture rate would increase to 16.9%. This illustrates that sufficient demographic support exists for the subject project in this unlikely scenario. Regardless, the subject project will continue to operate with a subsidy and is 100.0% occupied. Therefore, the effective capture rate is 0.0%.

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

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	25.0%
Two-Bedroom	50.0%
Three-Bedroom	25.0%
Total	100.0%

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

As Proposed with Subsidy

Units Targeting 60% of AMHI with Section 8 (2,323 Units of Demand)					
Bedroom Size (Share Of Demand)	Total Demand	Supply*	Net Demand By Bedroom Type	Subject Units	Capture Rate By Bedroom Type
One-Bedroom (25%)	581	0	581	-	-
Two-Bedroom (50%)	1,161	0	1,161	20	1.7%
Three-Bedroom (25%)	581	0	581	40	6.9%

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

LIHTC-Only

Units Targeting 60% Of AMHI Tax Credit Only (354 Units of Demand)					
Bedroom Size (Share Of Demand)	Total Demand	Supply*	Net Demand By Bedroom Type	Subject Units	Capture Rate By Bedroom Type
One-Bedroom (25%)	88	0	88	-	-
Two-Bedroom (50%)	177	0	177	20	11.3%
Three-Bedroom (25%)	89	0	89	40	44.9%

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

As proposed with the subsidy on all units, the subject's capture rates by bedroom type are low and easily achievable, ranging from 1.7% to 6.9%. The subject's capture rates ranging from 11.3% to 44.9% are considered low to moderate in the unlikely scenario it operated exclusively under the LIHTC program and one also considered achievable. Regardless, as previously stated, the subject project is expected to retain its subsidy and is 100.0% occupied. Additionally, all tenants are anticipated to income-qualify post renovations. Therefore, the effective capture rate is 0.0% for each bedroom type.

Considering that the subject project offers 40 three-bedroom units, which comprise 66.7% of all subject units offered, the analysis on the following page has been conducted to consider only large-households (three-person+) and the subject's three-bedroom units.

Demand Component	Percent Of Median Household Income			
	Scenario One – LIHTC w/Subsidy			Scenario Two – LIHTC Only
	As Proposed w/Subsidy (\$0-\$37,860)	Section 8 units (\$0-\$31,550)	60% AMHI (\$31,234-\$37,860)	60% AMHI (\$31,234-\$37,860)
Demand From New Larger Renter Households (Age- And Income-Appropriate)	1,642 – 1,722 = -80	1,406 – 1,484 = -78	248 - 251 = -3	248 - 251 = -3
+				
Demand From Existing Households (Rent Overburdened)	1,722 X 51.6% = 889	1,484 X 55.5% = 824	251 X 29.8% = 75	251 X 29.8% = 75
+				
Demand From Existing Households (Renters In Substandard Housing)	1,722 X 3.7% = 64	1,484 X 3.7% = 55	251 X 3.7% = 9	251 X 3.7% = 9
=				
Total Large Household Demand	873	801	81	81
-				
Supply (Directly Comparable (Three-Br.+) Units Built And/Or Funded Since 2017)	0	0	0	0
=				
Net Large Household Demand	873	801	81	81
Subject (Three-Br.+) Units	40	39	1	40
Subject (Three-Br.+) Units/ Net Large Household Demand	40 / 873	39 / 801	1 / 81	40 / 81
Large-Household Capture Rate	= 4.6%	= 4.9%	= 1.2%	= 49.4%

The capture rate for the subject's three-bedroom units as proposed with the retention of the project-based subsidy of 4.6% is considered low and easily achievable when considering larger (three-person+) household sizes. This is further illustrated by the subject's 100.0% occupancy rate. The Tax Credit only overall capture rate of 49.4% for such units is considered moderate. However, the subject project is expected to retain its subsidy and all tenants are anticipated to income-qualify post renovations. Therefore, the effective capture rate is 0.0%. It is important to note that the net demand for the subject's three-bedroom units in the preceding table differs from the net demand by bedroom type on the preceding page. The analysis in the preceding table considers all larger household sizes that will income-qualify to reside at the subject's three-bedroom units, regardless of bedroom type preference.

6. ABSORPTION PROJECTIONS

All 60 of the subject units are occupied with the project maintaining a waiting list that is a duration of two years. It is important to note that the renovations at the subject site will not necessitate the displacement of current residents. As a result, it is anticipated that none or very few of the current tenants will move from the project during or following renovations. Therefore, few if any of the subject units will have to be re-rented immediately following renovations. However, for the purposes of this analysis, we assume that all 60 subject units will be vacated and

that 58 of the 60 units will have to be re-rented under the Section 8 program. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy. We also assume that initial renovated units at the site will be available for rent sometime in 2020, though the actual completion time may be earlier.

It is our opinion that the 60 units at the subject site will reach a stabilized occupancy of 93.0% within approximately five months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 12 units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. These absorption projections also assume that the subsidy will be maintained for nearly all units.

Should the Section 8 subsidy not be secured and the project had to operate exclusively under the LIHTC program, the 60 LIHTC units at the subject site would likely have an extended absorption period of eight months if all units were vacated simultaneously. This is reflective of an absorption rate of approximately seven units per month. Note that if the subject project were to operate exclusively under the limitations of the Tax Credit program, we do not expect all existing tenants to remain at the site, as all existing residents would likely not be able or willing to pay the rent increase based on the current project's rent roll provided by management.

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

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

We identified and surveyed four existing Low-Income Housing Tax Credit (LIHTC) properties within the Site PMA that are considered comparable to the subject development. Note that two of these projects also operate under the Rural Development Section 515 (RD 515) program, Meadowbrook Apartments (Map ID 7) and Summercrest Apartments (Map ID 8). However, none of the units at Meadowbrook Apartments receive Rental Assistance (RA) and only 11 of the units are occupied by Housing Choice Voucher (HCV) holders. In addition, only 42 of the 90 units at Summercrest Apartments receive RA. As such, these properties have 85 units which are currently occupied by tenants paying between basic and market rents as required, due to the lack of RA on these units. As such, these properties have been included as comparable properties. The four comparable LIHTC properties and the subject development are summarized as follows:

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Laurens Terrace Apartments	1984 / 2020	60	100.0%	-	2 Years	Families; 60% AMHI & Section 8
7	Meadowbrook Apts.	1983 / 2009	48	95.8%	2.8 Miles	None	Families; 60% AMHI & RD 515 (no RA)
8	Summercrest Apts.	1989 / 2008	90	100.0%	2.3 Miles	None	Families; 60% AMHI & RD 515 (48 non-RA units)
19	Jacob Press Apts.	1910 / 2001	16*	100.0%	9.1 Miles	4 H.H.	Families; 50% & 60% AMHI
23	Clinton Green	2010	40	100.0%	10.7 Miles	5 H.H.	Families; 50% & 60% AMHI

OCC. – Occupancy
H.H. - Households
*Tax Credit units only

The four LIHTC projects have a combined occupancy rate of 99.0% and two of the four properties maintain a waiting list for their next available units. This illustrates that pent-up demand exists for additional affordable rental housing within the market. The subject project will continue to accommodate a portion of this unmet demand.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
7	Meadowbrook Apts.	48	11	22.9%
8	Summercrest Apts.	90	N/A	-
19	Jacob Press Apts.	16*	2	12.5%
23	Clinton Green	40	4	10.0%
Total		104	17	16.3%

*Tax Credit units only

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

As the preceding table illustrates, there are a total of approximately 17 units that are occupied by Voucher holders among the three comparable LIHTC properties in the market that provided such information. The 104 units occupied by Voucher holders comprise only 16.3% of these comparable affordable units. This demonstrates that nearly 84.0% of these comparable non-subsidized LIHTC units are occupied by tenants which are not currently receiving rental assistance. Therefore, the gross rents charged at the aforementioned projects in the market are achievable and will serve as accurate benchmarks with which to compare the subject project.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Laurens Terrace Apartments	-	\$789/60% (19) \$789/60% (1)	\$911/60% (39) \$911/60% (1)	-
7	Meadowbrook Apts.	\$608-\$675*/60% (9/0)	\$702-\$769*/60% (24/2)	\$796-\$863*/60% (15/0)	None
8	Summercrest Apts.	\$653-\$711*/60% (30/0)	\$760-\$818*/60% (60/0)	-	None
19	Jacob Press Apts.	\$509/50% (6/0) \$605/60% (1/0)	\$608/50% (3/0) \$725/60% (1/0)	\$701/50% (4/0) \$805/60% (1/0)	None
23	Clinton Green	-	\$665/50% (24/0) \$753/60% (6/0)	\$699/50% (6/0) \$829/60% (4/0)	None

*Denotes basic and market rents

The proposed subject gross rents of \$789 to \$911 (assuming maximum allowable) for a two- and three-bedroom unit, respectively, will be within the range of or slightly higher than the LIHTC rents targeting income levels within the market. Additionally, 58 of the 60 units will operate with a Section 8 subsidy, allowing residents to pay up to 30% of their gross adjusted incomes towards housing costs. Therefore, the subject project will continue to represent a substantial value to low-income households within the Laurens Site PMA.

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

19 Jacob Press Apts.

9.1 miles to site



Address 101 Clay St.
Clinton, SC 29325

Phone (864) 938-0403 **Contact** Abby

Total Units 20 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Market-Rate & Tax Credit

Year Open 1910 **Renovated** 2001 **Floors** 2

Concessions No Rent Specials

Parking Surface Parking

Waiting List 4 households

Quality Rating C **Neighborhood Rating** B

Remarks Market-rate (4 units); 50% & 60% AMHI (16 units); HCV (2 units); Adaptive reuse; Square footage estimated



Features and Utilities

Utilities Landlord pays Water, Sewer, Trash

Unit Amenities Refrigerator, Range, Central AC, Carpet, Ceiling Fan, Blinds

Project Amenities On-site Management, Laundry Facility, Fitness Center

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	2	0	780 to 900	\$0.62 - \$0.71	\$557	
1	1	G	1	0	780	\$0.60	\$467	60%
1	1	G	6	0	780 to 900	\$0.41 - \$0.48	\$371	50%
2	1	G	1	0	1000	\$0.61	\$607	
2	1	G	1	0	950	\$0.58	\$549	60%
2	1	G	3	0	950 to 1000	\$0.43 - \$0.45	\$432	50%
3	1.5	G	1	0	2100	\$0.33	\$699	
3	1.5	G	1	0	1800	\$0.33	\$602	60%
3	1.5 to 2	G	4	0	1800	\$0.28	\$498	50%

23

Clinton Green

10.7 miles to site



Address	100 Houser Cir. Clinton, SC 29325		
Phone	(864) 547-1662	Contact	Ranzella
Total Units	40	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	2010	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	5 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	50% & 60% AMHI; HCV (4 units); Square footage estimated		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Exterior Storage
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Playground, Computer Lab

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	1	G	6	0	887	\$0.57	\$505	60%
2	1	G	24	0	887	\$0.47	\$417	50%
3	2	G	4	0	1094	\$0.50	\$545	60%
3	2	G	6	0	1094	\$0.38	\$415	50%

7

Meadowbrook Apts.

2.8 miles to site



Address 201 Reedy Fork Rd.
Laurens, SC 29360

Phone (864) 984-2748 **Contact** Carolyn

Total Units 48 **Vacancies** 2 **Percent Occupied** 95.8%

Project Type Tax Credit & Government-Subsidized

Year Open 1983 **Renovated** 2009 **Floors** 2

Concessions No Rent Specials

Parking Surface Parking

Waiting List NONE

Quality Rating B- **Neighborhood Rating** B

Remarks 60% AMHI; RD 515, no RA; HCV (11 units); Square footage estimated

Features and Utilities

Utilities Landlord pays Trash

Unit Amenities Refrigerator, Range, Central AC, Carpet, Washer/Dryer Hook Up, Blinds

Project Amenities On-site Management, Laundry Facility, Playground

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	9	0	647	\$0.64 - \$0.74	\$414 to \$481	60%
2	1.5	T	24	2	888	\$0.52 - \$0.60	\$464 to \$531	60%
3	1.5	T	15	0	1000	\$0.52 - \$0.59	\$524 to \$591	60%

8 Summercrest Apts.

2.3 miles to site



Address	116 Garlington St. Laurens, SC 29360		
Phone	(864) 984-5189	Contact	Amber
Total Units	90	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit & Government-Subsidized		
Year Open	1989	Renovated	2008
		Floors	1, 2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	60% AMHI; RD 515, has RA (42 units); Accepts HCV		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Playground, Storage, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	30	0	650	\$0.70 - \$0.78	\$452 to \$510	60%
2	1	G	32	0	850	\$0.60 - \$0.67	\$512 to \$570	60%
2	1.5	T	28	0	888	\$0.58 - \$0.64	\$512 to \$570	60%

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Laurens Terrace Apartments	-	874	1,038
7	Meadowbrook Apts.	647	888	1,000
8	Summercrest Apts.	650	850 - 888	-
19	Jacob Press Apts.	780 - 900	950 - 1,000	1,800
23	Clinton Green	-	887	1,094

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Laurens Terrace Apartments	-	1.0	1.0
7	Meadowbrook Apts.	1.0	1.5	1.5
8	Summercrest Apts.	1.0	1.0 - 1.5	-
19	Jacob Press Apts.	1.0	1.0	1.5 - 2.0
23	Clinton Green	-	1.0	2.0

The subject site will continue to offer competitive unit sizes, in terms of square feet and number of bathrooms offered, relative to those offered at the comparable LIHTC properties within the market and region. These unit sizes will ensure these unit sizes are competitive in this market, as evidenced by its 100.0% occupancy rate and waiting list maintained.

The following tables compare the amenities of the subject development with the selected LIHTC projects in the market.



COMPARABLE PROPERTIES AMENITIES - LAURENS, SOUTH CAROLINA

MAP ID	APPLIANCES						UNIT AMENITIES													
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING	OTHER
SITE	X	X		X		X	X		>								B		S	
19	X	X					X		C			X					B		S	
23	X	X		X	X		X		C	X	X	X					B		S	Exterior Storage
7	X	X					X		C	X							B		S	
8	X	X		X			X		C	X	S	S					B		S	

MAP ID	PROJECT AMENITIES														OTHER				
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB		LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER
SITE		X	X		X		X							X		X			
19		X	X			X													
23		X	X		X		X						X						
7		X	X				X												
8		X	X		X		X			X						X			

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional

Window Treatments
B - Blinds
C - Curtains
D - Drapes

Parking
A - Attached
C - Carport
D - Detached
O - On Street
S - Surface
G - Parking Garage
(o) - Optional
(s) - Some

Sports Courts
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

Floor Covering
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

Community Space
A - Activity Room
L - Lounge/Gathering Room
T - Training Room



As the preceding tables illustrate, the subject's amenities package will be superior to those offered at the comparable LIHTC properties. The subject project will be one of few comparable properties to include a dishwasher in each unit and the only comparable property to include a microwave in each unit. The subject project will also be one of the only properties to offer a picnic area or computer center. Overall, the subject's amenities package is positioned well to be very competitive within the Laurens Site PMA.

Comparable Tax Credit Summary

Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the subject development will continue to be very competitive. The subject's competitive unit sizes and amenities packages will ensure the subject remain competitive and will be perceived as a value. This is especially true considering that the subject development will offer a Section 8 subsidy to 58 of the 60 subject units, allowing tenants of these units to pay up to 30% of their income towards rent. This has been considered in our absorption estimates.

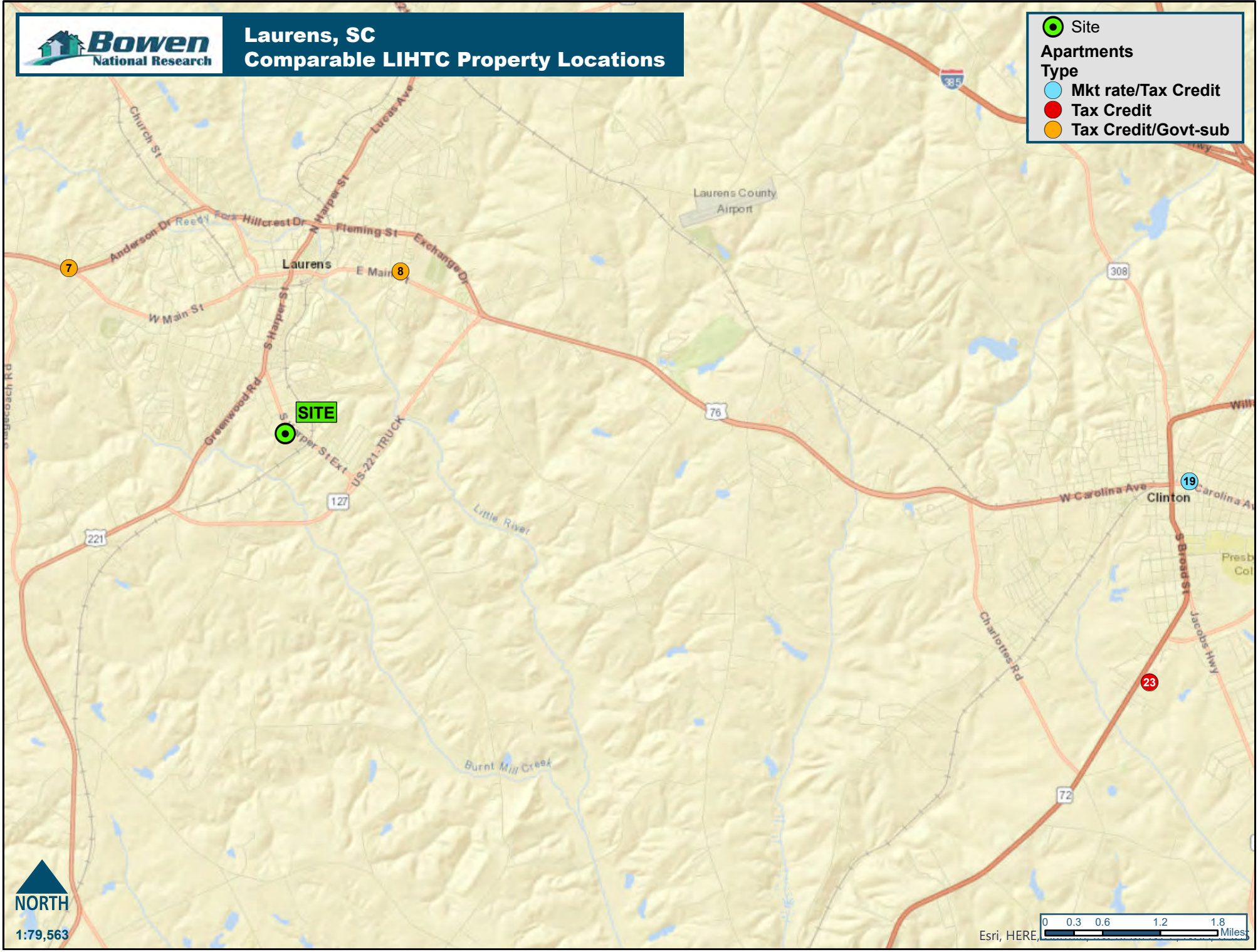
2. COMPARABLE TAX CREDIT PROPERTIES MAP

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



Laurens, SC Comparable LIHTC Property Locations

● Site
● Apartments Type
● Mkt rate/Tax Credit
● Tax Credit
● Tax Credit/Govt-sub



NORTH
1:79,563

Esri, HERE 0 0.3 0.6 1.2 1.8 Miles

3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Laurens Site PMA in 2010 and 2018 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2018 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	19,596	81.5%	19,821	80.8%
Owner-Occupied	13,789	70.4%	12,839	64.8%
Renter-Occupied	5,807	29.6%	6,982	35.2%
Vacant	4,448	18.5%	4,718	19.2%
Total	24,044	100.0%	24,539	100.0%

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

Based on a 2018 update of the 2010 Census, of the 24,539 total housing units in the market, 19.2% were vacant. In 2018, it was estimated that homeowners occupied 64.8% of all occupied housing units, while the remaining 35.2% were occupied by renters. The share of renters is considered typical for a relatively rural market, such as the Laurens Site PMA, and the 6,982 renter households in 2018 represent a substantial base of current and potential support in the market for the subject project.

We identified and personally surveyed 23 conventional housing projects containing a total of 1,094 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 99.5%, an excellent rate for rental housing. The following table summarizes project types identified in the Site PMA:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	5	117	3	97.4%
Market-rate/Tax Credit	1	20	0	100.0%
Market-rate/Government-Subsidized	2	140	0	100.0%
Tax Credit	2	82	0	100.0%
Tax Credit/Government-Subsidized	9	505	2	99.6%
Government-Subsidized	4	230	0	100.0%
Total	23	1,094	5	99.5%

As the preceding table illustrates, all rental housing segments are performing well, as none have an occupancy rate below 97.4%. In fact, only two vacancies exist at the affordable rental developments surveyed, illustrating that pent-up demand exists for additional affordable rental housing within the Laurens Site PMA. The subject development will continue to accommodate a portion of this unmet demand.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	25	17.5%	0	0.0%	\$606
Two-Bedroom	1.0	16	11.2%	1	6.3%	\$723
Two-Bedroom	1.5	66	46.2%	1	1.5%	\$748
Three-Bedroom	1.0	11	7.7%	0	0.0%	\$847
Three-Bedroom	1.5	25	17.5%	1	4.0%	\$809
Total Market-Rate		143	100.0%	3	2.1%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	15	15.3%	0	0.0%	\$605
Two-Bedroom	1.0	34	34.7%	0	0.0%	\$665
Two-Bedroom	2.0	34	34.7%	0	0.0%	\$785
Three-Bedroom	1.5	3	3.1%	0	0.0%	\$701
Three-Bedroom	2.0	12	12.2%	0	0.0%	\$699
Total Tax Credit		98	100.0%	0	0.0%	-

The market-rate units are 97.9% occupied and the Tax Credit units are 100.0% occupied. These high occupancy rates indicate that non-subsidized rental product is in high demand in the Laurens market.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	2	33	3.0%
1970 to 1979	4	120	1.7%
1980 to 1989	1	2	0.0%
1990 to 1999	0	0	0.0%
2000 to 2005	0	0	0.0%
2006 to 2010	1	40	0.0%
2011	1	4	0.0%
2012	0	0	0.0%
2013	1	42	0.0%
2014 to 2018	0	0	0.0%
2019*	0	0	0.0%

*As of January

As the preceding table illustrates, regardless of age, all rental properties surveyed are maintaining low vacancy levels, as none are higher than 3.0%. As such, it can be concluded that no correlation exists between year built and vacancies within the Laurens rental housing market.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B	5	125	2.4%
B-	1	4	0.0%
C	2	14	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	42	0.0%
B	1	40	0.0%
C	1	16	0.0%

As the preceding table illustrates, vacancies are low regardless of quality. As such, it can also be concluded that there is no correlation between quality and vacancies within the Laurens rental housing market.

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

4. RENTAL HOUSING INVENTORY MAP

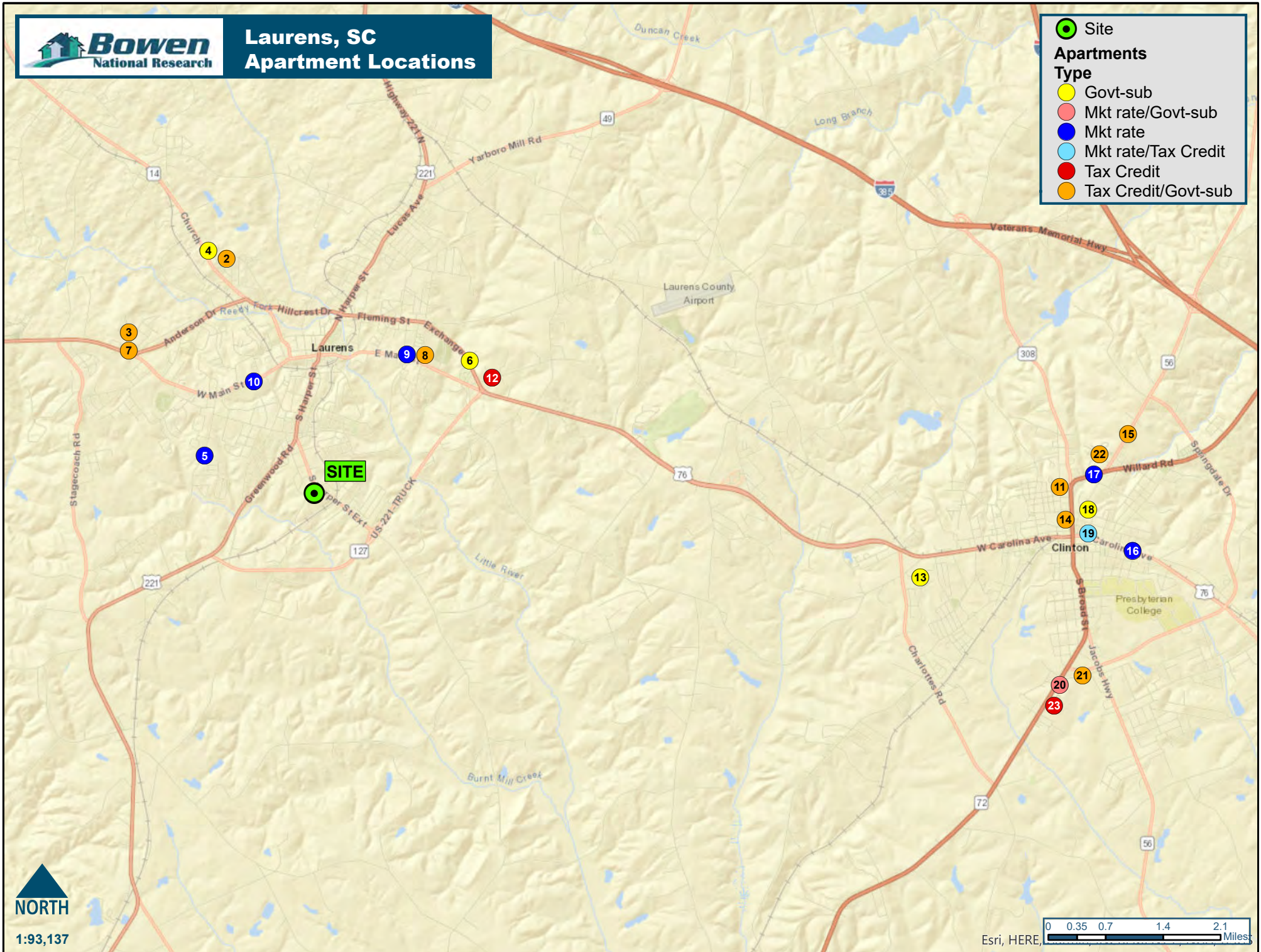
A map identifying the location of all properties surveyed within the Laurens Site PMA is on the following page.





Laurens, SC Apartment Locations

- Site
- Apartments Type**
- Govt-sub
- Mkt rate/Govt-sub
- Mkt rate
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub



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5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

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

7. MARKET RENT ADVANTAGE

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Laurens Terrace Apartments	1984 / 2020	60	100.0%	-	20 (100.0%)	40 (100.0%)
5	Chateau Arms	1973 / 2002	50	96.0%	8 (100.0%)	34 (97.1%)	8 (87.5%)
17	J.R. Junction	2011	4	100.0%	-	4 (100.0%)	-
19	Jacob Press Apts.	1910 / 2001	4*	100.0%	2 (100.0%)	1 (100.0%)	1 (100.0%)
903	630 Fairview Apts.	1988	120	90.0%	-	80 (90.0%)	40 (90.0%)
905	Stillwater at Grandview	1989 / 2008	240	90.4%	72 (90.3%)	144 (90.3%)	24 (91.7%)

Occ. – Occupancy

*Market-rate units only

900 Series Map IDs are located outside the Site PMA

The five selected market-rate projects have a combined total of 418 units with an overall occupancy rate of 91.1%, a stable rate for rental housing. This illustrates that these projects have generally been well received within the market and region and will serve as accurate benchmarks with which to compare the subject development.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist between the selected properties and the subject development.



Rent Comparability Grid

Unit Type →

TWO-BEDROOM

<i>Subject</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>	
Laurens Terrace Apartments		Chateau Arms		J.R. Junction		Jacob Press Apts.		630 Fairview Apts.		Stillwater at Grandview	
700 Laurens Terrace Drive		495 Pinehaven St.		122 E. Willard Rd.		101 Clay St.		630 Fairview Rd.		3714 Grandview Dr.	
Laurens, SC		Laurens, SC		Clinton, SC		Clinton, SC		Simpsonville, SC		Simpsonville, SC	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$500		\$750		\$607		\$870		\$954	
2	Date Surveyed	Feb-19		Feb-19		Jan-19		Dec-18		Dec-18	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	97%		100%		100%		89%		90%	
5	Effective Rent & Rent/ sq. ft	\$500	0.58	\$750	0.88	\$607	0.61	\$870	0.79	\$954	0.90
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	TH/2		R/1		WU/2		TH/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1984/2020	\$14	2011	(\$9)	1910/2001	\$46	1988	\$14	1989/2008	\$3
8	Condition/Street Appeal	G		G		F	\$15	E	(\$15)	G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		No		No	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1	(\$15)	1		1		1.5	(\$15)	2	(\$30)
13	Unit Interior Sq. Ft.	874	\$2	850	\$5	1000	(\$24)	1100	(\$43)	1055	(\$34)
14	Balcony/Patio	N	(\$5)	Y	(\$5)	N		Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/N	\$10	N/N	\$15	N/Y	\$5	N/Y	\$5
18	Washer/Dryer	L		HU	(\$5)	L		HU	(\$5)	HU/L	(\$10)
19	Floor Coverings	V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		N		Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	N/N		Y/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/Y	(\$10)
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y	\$5	N	\$5	N	\$5	Y		Y	
28	Pool/Recreation Areas	N		N		F	(\$5)	P/F	(\$15)	P/F	(\$15)
29	Computer/Business Center	Y	\$3	N	\$3	N	\$3	Y		N	\$3
30	Picnic Area	Y	\$3	N	\$3	N	\$3	Y		Y	
31	Playground	Y		N	\$3	N	\$3	Y		N	\$3
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/G		N/E		N/E		N/E		N/G	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/Y	\$38	N/N	\$38	Y/Y	(\$34)	N/N	\$38	Y/Y	(\$34)
39	Trash/Recycling	Y/N		N/N	\$13	Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	2	7	4	7	3	2	8	4	7
41	Sum Adjustments B to D	\$32	(\$20)	\$34	(\$24)	\$90	(\$34)	\$19	(\$108)	\$14	(\$109)
42	Sum Utility Adjustments	\$38		\$51			(\$34)	\$38			(\$34)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$50	\$90	\$61	\$109	\$22	\$158	(\$51)	\$165	(\$129)	\$157
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$550		\$811		\$629		\$819		\$825	
45	Adj Rent/Last rent		110%		108%		104%		94%		86%
46	Estimated Market Rent	\$765		\$0.88		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

THREE-BEDROOM

<i>Subject</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>	
Laurens Terrace Apartments		Chateau Arms		J.R. Junction		Jacob Press Apts.		630 Fairview Apts.		Stillwater at Grandview	
700 Laurens Terrace Drive		495 Pinehaven St.		122 E. Willard Rd.		101 Clay St.		630 Fairview Rd.		3714 Grandview Dr.	
Laurens, SC		Laurens, SC		Clinton, SC		Clinton, SC		Simpsonville, SC		Simpsonville, SC	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$575		\$750		\$699		\$1,055		\$1,275	
2	Date Surveyed	Feb-19		Feb-19		Jan-19		Dec-18		Dec-18	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	88%		100%		100%		90%		92%	
5	Effective Rent & Rent/ sq. ft	\$575	0.57	\$750	0.88	\$699	0.33	\$1,055	0.68	\$1,275	1.04
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	TH/2		R/1		WU/2		TH/2		WU/2,3	
7	Yr. Built/Yr. Renovated	1984/2020	1973/2002 \$14	2011 (\$9)		1910/2001 \$46		1988 \$14		1989/2008 \$3	
8	Condition/Street Appeal	G		G		F \$15		E (\$15)		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		No		No	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		2 \$50		3		3		3	
12	# Baths	1	(\$15)	1		1.5 (\$15)		3 (\$60)		2 (\$30)	
13	Unit Interior Sq. Ft.	1038	1002 \$6	850 \$30		2100 (\$172)		1552 (\$83)		1227 (\$31)	
14	Balcony/Patio	N	(\$5)	Y (\$5)		N		Y (\$5)		Y (\$5)	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/N \$10		N/N \$15		N/Y \$5		N/Y \$5	
18	Washer/Dryer	L	(\$10)	HU (\$5)		L		HU (\$5)		HU/L (\$10)	
19	Floor Coverings	V		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		N		Y (\$5)		Y (\$5)	
23	Ceiling Fans/Storage	N/N		Y/N (\$5)		Y/N (\$5)		Y/N (\$5)		Y/Y (\$10)	
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N \$5		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y	\$5	N \$5		N \$5		Y		Y	
28	Pool/Recreation Areas	N		N		F (\$5)		P/F (\$15)		P/F (\$15)	
29	Computer/Business Center	Y	\$3	N \$3		N \$3		Y		N \$3	
30	Picnic Area	Y	\$3	N \$3		N \$3		Y		Y	
31	Playground	Y		N \$3		N \$3		Y		N \$3	
32	Social Services	N		N		N		N		N	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/G		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/G		N/E		N/E		N/E		N/G	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/Y	\$43	N/N \$43		Y/Y (\$38)		N/N \$43		Y/Y (\$38)	
39	Trash/Recycling	Y/N		N/N \$13		Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	3	8	4	7	4	2	8	4	7
41	Sum Adjustments B to D	\$36	(\$30)	\$109	(\$24)	\$90	(\$197)	\$19	(\$193)	\$14	(\$106)
42	Sum Utility Adjustments	\$43		\$56			(\$38)	\$43			(\$38)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$49	\$109	\$141	\$189	(\$145)	\$325	(\$131)	\$255	(\$130)	\$158
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$624		\$891		\$554		\$924		\$1,145	
45	Adj Rent/Last rent		108%		119%		79%		88%		90%
46	Estimated Market Rent	\$850	\$0.82	← Estimated Market Rent/ Sq. Ft							

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

Based on the preceding Rent Comparability Grids, it was determined that the current achievable market rents for units similar to the subject development are \$765 for a two-bedroom unit and \$850 for a three-bedroom unit. Note that we have provided two market-rent advantage analyses for the purposes of this report. The first analysis compares the achievable market rent with the *average current tenant-paid rent* per bedroom type, assuming that the subsidy is retained on the majority of units as proposed and all current tenants continue to reside at the project post LIHTC renovations. The second analysis compares the achievable market rents with the proposed Tax Credit rents in the unlikely event the subject project lost its subsidy and solely operated as a LIHTC development.

Market Rent Advantage – Current Rents

Per SCSHFDA methodology, for existing projects that offer a project-based subsidy, the subject’s market rent advantage should be calculated utilizing current tenant-paid rents to represent the “true” value the availability of the subsidy represents to low-income households, relative to comparable unrestricted market-rate product. Based on the project’s current rent roll, as illustrated in *Addendum C* of this report, the average tenant-paid rent within the units are \$53 for a two-bedroom unit and \$42 for a three-bedroom unit. Note these calculations include many tenants that pay little or no income. The following table illustrates the subject project’s market-rent advantages with the retention of the subsidy on the majority of the units:

Bedroom Type	Current Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$53 \$580 (MR)	\$765	93.07% 24.18%
Two-Bedroom	\$42 \$689 (MR)	\$850	95.06% 18.94%
Weighted Average			92.06%

MR – Market Rate units

As the preceding illustrates, the subject’s market rent advantages range between 18.94% and 95.06% as proposed with the subsidy retained on the majority of the units. The weighted average market rent advantage is 92.06%, which is well above the SCSHFDA threshold of 25.0%. This demonstrates that the subject project will continue to represent a significant value within the Laurens market, which is further evident by its 100.0% occupancy rate.



Market Rent Advantage - Proposed Tax Credit Rents

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

Bedroom Type	Proposed Collected Rent (60% AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$642	\$765	16.08%
Two-Bedroom	\$747	\$850	12.12%
Weighted Average			13.35%

MR – Market Rate units

The proposed collected Tax Credit rents represent market-rent advantages between 12.12% and 16.08%. Note that the weighted average market rent advantage is 13.35%. Typically, Tax Credit rents should represent market rent advantages around 10.0% in order to be considered a value in most markets. Therefore, it is likely that the subject's Tax Credit units will be viewed as substantial values within the Site PMA. Regardless, the subject project will continue to operate with a subsidy on the majority of units, allowing tenants to pay up to 30% of their gross adjusted incomes towards housing costs. As such, the subject project will continue to represent a substantial value to low-income households.

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

1. Rents for each property are reported as collected rents. This is the actual rent paid by tenants and does not consider tenant-paid utilities. The rent reported is typical and does not consider rent concessions or special promotions.

7. Upon completion of renovations, the subject project will have an effective age of a project built in 2002. The selected properties were built between 1973 and 2011, although some properties were extensively renovated. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.



8. It is anticipated that the subject project will have a quality finished look and an attractive aesthetic appeal post renovations. We have made adjustments for those properties that we consider to have an inferior or superior quality compared to the subject development.
10. Two of the selected properties are located outside the Site PMA in Simpsonville. Based on ACS data, Simpsonville is a similar market as Laurens and rents are likely similar in these areas. As such, no out of market adjustments were warranted.
11. All of the selected properties have two-bedroom units. For those projects lacking three-bedroom units, we have used the two-bedroom units and made adjustments to reflect the difference in the number of bedrooms offered.
12. The number of bathrooms offered at each of the selected properties varies. We have made adjustments to reflect the difference in the number of bathrooms offered at the site and the number offered by the competitive properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar bases, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package slightly inferior to the selected properties. We have, however, made adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The subject project will offer a project amenities package generally similar to those offered at the selected market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences between the subject project's and the selected properties' utility responsibility. The utility adjustments were based on the local housing authority's utility cost estimates.

8. AFFORDABLE HOUSING IMPACT

The anticipated occupancy rates of the existing comparable Tax Credit developments located within the Site PMA following renovations at the subject property are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2020*
7	Meadowbrook Apts.	95.8%	95.0%+
8	Summercrest Apts.	100.0%	95.0%+
19	Jacob Press Apts.	100.0%	95.0%+
23	Clinton Green	100.0%	95.0%+

*Anticipated year of completion of renovations at the subject property

There are only two vacant units among the competitive LIHTC developments. In addition, two of the four properties maintain a waiting list for their next available units. Further, the subject project is currently 100.0% occupied with a waiting list and tenant displacement is not anticipated during renovations. As such, we do not believe the renovation of the subject project will have a tangible impact on the occupancy rates of the competitive properties.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value within the Site PMA was \$94,555. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$94,555 home is \$569, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$94,555
Mortgaged Value = 95% of Median Home Price	\$89,827
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$455
Estimated Taxes and Insurance*	\$114
Estimated Monthly Mortgage Payment	\$569

*Estimated at 25% of principal and interest

In comparison, the proposed collected Tax Credit rents for the subject property range from \$642 to \$747 per month. Therefore, the cost of a monthly mortgage for a typical home in the area is similar to the cost of renting at the subject project's Tax Credit units. However, it is very unlikely that tenants that would qualify to reside at the subject project would be able to afford the monthly payments required to own a home or who would be able to afford the down payment on such a home. As such, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As previously noted, we identified and surveyed four comparable Tax Credit projects located within the Laurens Site PMA. These projects have an overall occupancy of 99.0%, a result of just two vacant units at one property. In addition, two of the properties maintain a waiting list. In fact, these are the only vacant units among all affordable product surveyed, illustrating that pent-up demand exists for additional low-income rental housing. The subject development will continue to fill a rental housing void within the Site PMA.

Additionally, it is our opinion that the renovations at the subject site will add much needed modern affordable rental units to a market that is generally aging and in need of updating. The subject site currently is and will continue to accommodate a portion of the housing void that exists in the market, as the project is currently 100.0% occupied with a waiting list that is a duration of two years.

I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals regarding the need for affordable housing within the Laurens Site PMA:

- Jane Hannah, Project Manager for Abbeville County Development Board, stated there is an urgent need for affordable housing throughout Abbeville County and Laurens County. The current stock of housing is full and there is a long waiting list for available units. It is difficult to find affordable housing in this area. She feels there is a need for all types of additional housing including affordable and market-rate, especially for new families. She stated the lack of housing is crippling the growth in some cities because residents are unable to find adequate housing and it is impacting the local economy. *864-366-2182*
- Kimberly Watkins, Property Manager at Laurens Terrace Apartments (subject site), believes that there is a significant need for more affordable housing in the area. Ms. Watkins noted her lengthy waiting list and said that other nearby properties also maintain waiting lists because of the high volume of low-income renters in the area. Ms. Watkins added that many individuals and families move into subsidized housing as a starter apartment or to get back on their feet and become complacent, which results in no vacancies and long waiting lists for those who are in need. *864-984-2911*
- Jonathan Coleman, Executive Director of Laurens County Development Corporation, stated there is a major need for all types of housing in the area. Laurens is hindered by its lack of housing and its housing shortage is prohibiting those who work in the area to also live in the area. Several employees of local businesses commute more than 15 minutes because they cannot find housing in the area. *864-939-0580*
- Brian Griswell, Executive Director of the South Carolina Regional Housing Authority, stated that he does believe there needs to be more affordable housing in Laurens because they need more modern affordable options. Mr. Griswell added that newer or modernized affordable rental housing is in high demand. *864-984-0578*

J. Recommendations

The subject project is located in a partially developed and good quality residential neighborhood conducive to affordable multifamily rental product. This is further evident by the 100.0% occupancy rate and two year waiting list maintained at the site.

Affordable rental product is clearly in high demand within the Laurens Site PMA, as evident by the high occupancy rates and waiting lists reported among the affordable properties surveyed, including the subject site. Following renovations, the subject project will retain a Section 8 subsidy on 58 of the 60 subject units. The subject's non-subsidized Tax Credit rents (assuming maximum allowable) are also considered appropriate and competitive within the Laurens market. The availability of a subsidy and competitive non-subsidized rents will ensure the subject project remains a significant value and is affordable to low-income renters within the Site PMA.

A sufficient base of income-appropriate renter support will continue to exist in the Laurens market for the subject project, assuming the retention of a subsidy. This is evident by the subject's overall capture rate of 2.6%. In the unlikely event RA was lost and the property had to operate *exclusively* under the LIHTC guidelines, the subject project's capture rate increases to 16.9%, which is also considered achievable.

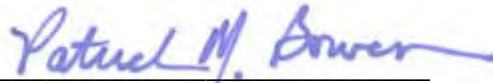
Regardless, the subject project will retain a subsidy on 58 of the 60 subject units and a sufficient base of support will continue to exist for both the subsidized and non-subsidized units at the property post renovations. Most, if not all, current tenants are expected to continue to income-qualify and remain at the property post renovations. Thus, there will effectively be no absorption period for the subject project.

Based on the preceding factors and considering that the proposed renovations will not add any new units to the Laurens market, we do not anticipate the subject project having any adverse impact on other existing affordable rental properties in the market. We have no recommendations to the subject project at this time.

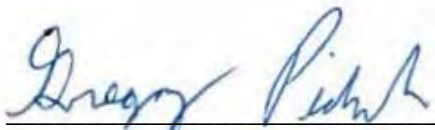
K. Signed Statement Requirement

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in 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.

Certified:



Patrick M. Bowen
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Date: February 27, 2019



Gregory Piduch
Market Analyst
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Date: February 27, 2019



Jeff Peters
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Date: February 27, 2019

L. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

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

Jude Warner, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Warner received his Bachelor's Degree in Marketing from St. Mary's University of Minnesota.

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

Faysal Ahmed, Market Analyst, has a background in multifamily property management. This experience has provided him with inside knowledge of the day-to-day operations of rental housing. Mr. Ahmed holds a Bachelor of Public Affairs from The Ohio State University and a Master of Science in Applied Economics from Southern New Hampshire University.

Zachary Seaman, Market Analyst, has experience in the property management industry and has managed a variety of rental housing types. He has the ability to analyze market and economic trends and conditions, as well as to assess a proposed site's ability to perform successfully in the market.

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

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

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
 - A drive-time analysis for the site
 - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the proposed property.
- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the proposed development. An in-depth evaluation of these two property types provides an indication of the potential of the proposed development.

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

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

2. REPORT LIMITATIONS

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

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

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

3. SOURCES

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

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

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

LAURENS, SOUTH CAROLINA

The following section is a field survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site.

The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Properties surveyed by name, address, telephone number, project type, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives, and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here. Note that projects are organized by project type.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Listings for unit and project amenities, parking options, optional charges, utilities (including responsibility), and appliances.
- Collected rent by unit type and bedrooms.
- Unit size by unit type and bedrooms.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- An analysis of units, vacancies, and median rent. Where applicable, non-subsidized units are distributed separately.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.

- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.

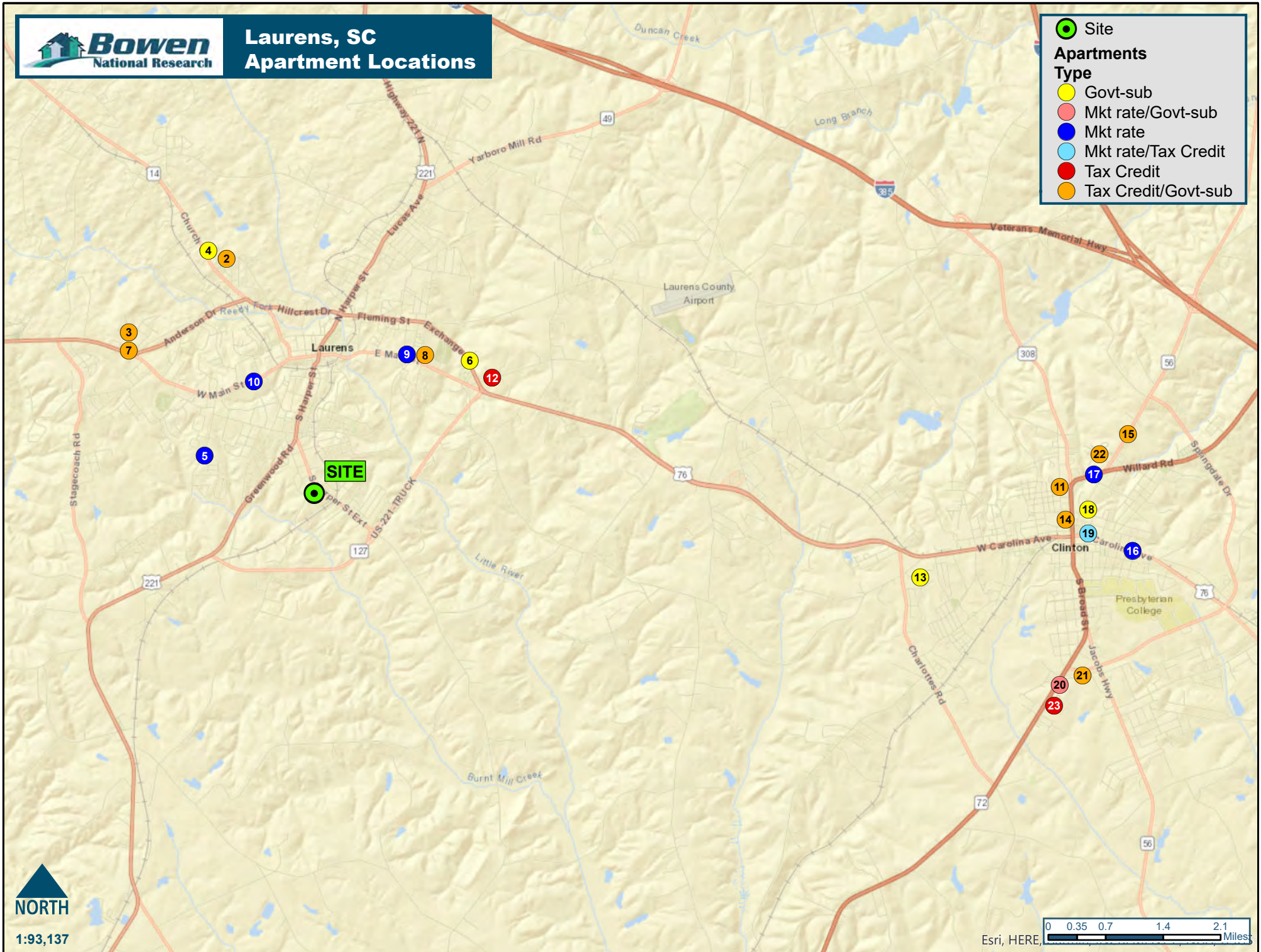


Laurens, SC Apartment Locations

● Site

Apartments Type

- Govt-sub
- Mkt rate/Govt-sub
- Mkt rate
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub



1:93,137



MAP IDENTIFICATION LIST - LAURENS, SOUTH CAROLINA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Laurens Terrace Apts. (Site)	MRG	B	1984	60	0	100.0%	-
2	Hilltop Apts.	TGS	B	1973	72	0	100.0%	3.0
3	Laurelwood	TGS	B+	1990	62	0	100.0%	3.0
4	Laurens Glen Apts.	GSS	C+	1977	60	0	100.0%	3.0
5	Chateau Arms	MRR	B	1973	50	2	96.0%	2.0
6	Laurens Villa	GSS	B-	1978	60	0	100.0%	2.9
7	Meadowbrook Apts.	TGS	B-	1983	48	2	95.8%	2.8
8	Summercrest Apts.	TGS	B	1989	90	0	100.0%	2.3
9	Octagon House Apts.	MRR	B	1957	13	1	92.3%	2.2
10	Westside Manor	MRR	B	1978	40	0	100.0%	1.5
11	Belle Ville Apts.	TGS	B	1988	24	0	100.0%	9.3
12	Fairgrounds Senior Village	TAX	A-	2013	42	0	100.0%	2.8
13	Clinton Manor	GSS	C+	1978	60	0	100.0%	7.7
14	Colony Square Apts.	TGS	B-	1990	32	0	100.0%	9.0
15	Countryside Townhomes	TGS	B	1983	52	0	100.0%	10.1
16	700 E. Carolina Ave.	MRR	C	1979	10	0	100.0%	9.6
17	J.R. Junction	MRR	B-	2011	4	0	100.0%	9.7
18	Glendale Manor Apts.	GSS	B-	1980	50	0	100.0%	9.3
19	Jacob Press Apts.	MRT	C	1910	20	0	100.0%	9.1
20	Landau Apts.	MRG	B	1978	80	0	100.0%	10.3
21	Tallwood Homes	TGS	B-	1975	40	0	100.0%	10.5
22	Westchase Apts.	TGS	B-	1973	85	0	100.0%	9.9
23	Clinton Green	TAX	B	2010	40	0	100.0%	10.7

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	5	117	3	97.4%	0
MRT	1	20	0	100.0%	0
MRG	2	140	0	100.0%	0
TAX	2	82	0	100.0%	0
TGS	9	505	2	99.6%	0
GSS	4	230	0	100.0%	0

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

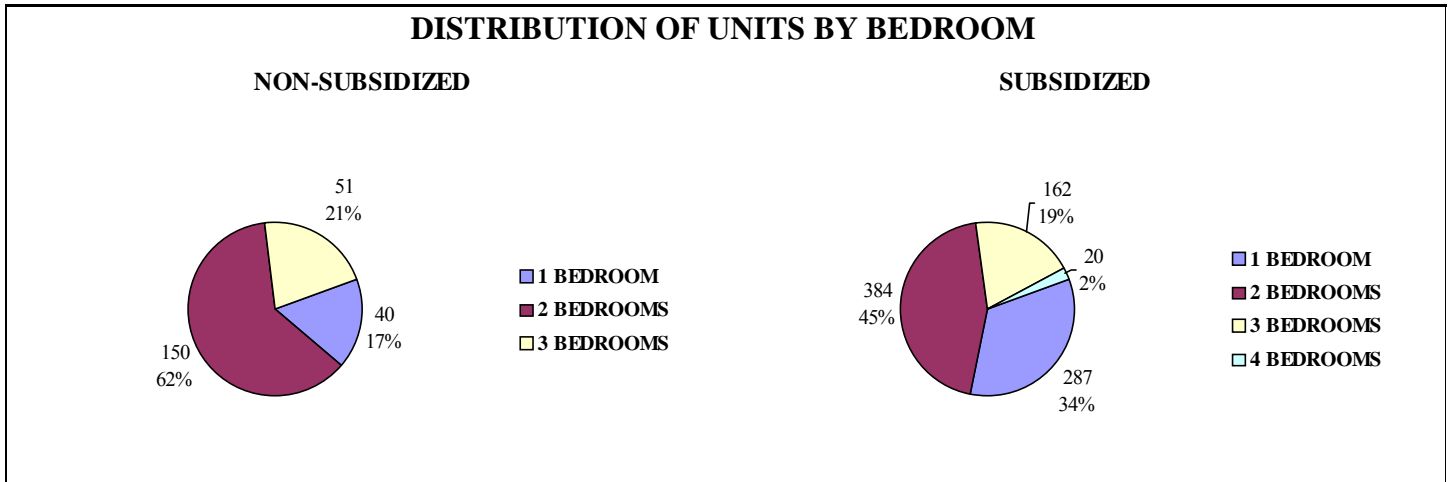
* - Drive Distance (Miles)

Survey Date: January 2019






DISTRIBUTION OF UNITS - LAURENS, SOUTH CAROLINA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	25	17.5%	0	0.0%	\$606
2	1	16	11.2%	1	6.3%	\$723
2	1.5	66	46.2%	1	1.5%	\$748
3	1	11	7.7%	0	0.0%	\$847
3	1.5	25	17.5%	1	4.0%	\$809
TOTAL		143	100.0%	3	2.1%	
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	15	15.3%	0	0.0%	\$605
2	1	34	34.7%	0	0.0%	\$665
2	2	34	34.7%	0	0.0%	\$785
3	1.5	3	3.1%	0	0.0%	\$701
3	2	12	12.2%	0	0.0%	\$699
TOTAL		98	100.0%	0	0.0%	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	189	37.4%	0	0.0%	N.A.
2	1	155	30.7%	0	0.0%	N.A.
2	1.5	78	15.4%	2	2.6%	N.A.
3	1	34	6.7%	0	0.0%	N.A.
3	1.5	39	7.7%	0	0.0%	N.A.
4	1.5	10	2.0%	0	0.0%	N.A.
TOTAL		505	100.0%	2	0.4%	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	98	28.2%	0	0.0%	N.A.
2	1	61	17.5%	0	0.0%	N.A.
2	1.5	90	25.9%	0	0.0%	N.A.
3	1	55	15.8%	0	0.0%	N.A.
3	1.5	16	4.6%	0	0.0%	N.A.
3	2	18	5.2%	0	0.0%	N.A.
4	2	4	1.1%	0	0.0%	N.A.
4	2.5	6	1.7%	0	0.0%	N.A.
TOTAL		348	100.0%	0	0.0%	
GRAND TOTAL		1,094	-	5	0.5%	

DISTRIBUTION OF UNITS - LAURENS, SOUTH CAROLINA



SURVEY OF PROPERTIES - LAURENS, SOUTH CAROLINA

1 Laurens Terrace Apts. (Site)			
	Address 700 Laurens Terrace Dr Laurens, SC 29360	Phone (864) 984-2911 (Contact in person)	Total Units 60
	Year Built 1984 Renovated 2008	Contact Kimberly	Vacancies 0
	Comments Market-rate (2 units); HUD Section 8 (58 units); Square footage estimated		Occupied 100.0%
			Floors 2
			Quality Rating B
			Waiting List 6-24 months
2 Hilltop Apts.			
	Address 800 Spring St. Laurens, SC 29360	Phone (864) 984-2117 (Contact in person)	Total Units 72
	Year Built 1973 Renovated 1995	Contact Tomeka	Vacancies 0
	Comments 60% AMHI; RD 515, has RA (21 units); Accepts HCV		Occupied 100.0%
			Floors 2
			Quality Rating B
			Waiting List None
3 Laurelwood			
	Address 301 Reedy Fork Rd. Laurens, SC 29360	Phone (864) 984-0054 (Contact in person)	Total Units 62
	Year Built 1990	Contact Judy	Vacancies 0
	Comments 60% AMHI; RD 515, has RA (62 units); One hot meal daily Monday-Friday		Occupied 100.0%
			Floors 1,2
			Quality Rating B+
			Senior Restricted (62+) Waiting List 8 households
4 Laurens Glen Apts.			
	Address 900 Church St. Laurens, SC 29360	Phone (864) 984-5717 (Contact in person)	Total Units 60
	Year Built 1977	Contact Phyllis	Vacancies 0
	Comments HUD Section 8; Year built & square footage estimated		Occupied 100.0%
			Floors 1,2
			Quality Rating C+
			Waiting List 100 households
5 Chateau Arms			
	Address 495 Pinehaven St. Laurens, SC 29360	Phone (864) 984-5711 (Contact in person)	Total Units 50
	Year Built 1973 Renovated 2002	Contact Ronnie	Vacancies 2
	Comments Accepts HCV (0 currently); 3-br have washer/dryer hookups; 2 & 3-br units have icemaker & patio/deck/balcony		Occupied 96.0%
			Floors 2
			Quality Rating B
			Waiting List None

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: January 2019

SURVEY OF PROPERTIES - LAURENS, SOUTH CAROLINA





6 Laurens Villa			
	Address 309 Exchange Dr. Laurens, SC 29630	Phone (864) 984-6674 (Contact in person)	Total Units 60
	Year Built 1978 Renovated 2006	Contact Emily	Vacancies 0
	Comments HUD Section 8; 3 & 4-br units have washer hookup only; 1-br do not have patio/balcony		Occupied 100.0%
			Floors 1,2
			Quality Rating B-
			Waiting List 75 households
7 Meadowbrook Apts.			
	Address 201 Reedy Fork Rd. Laurens, SC 29360	Phone (864) 984-2748 (Contact in person)	Total Units 48
	Year Built 1983 Renovated 2009	Contact Carolyn	Vacancies 2
	Comments 60% AMHI; RD 515, no RA; HCV (11 units); Square footage estimated		Occupied 95.8%
			Floors 2
			Quality Rating B-
			Waiting List None
8 Summercrest Apts.			
	Address 116 Garlington St. Laurens, SC 29360	Phone (864) 984-5189 (Contact in person)	Total Units 90
	Year Built 1989 Renovated 2008	Contact Amber	Vacancies 0
	Comments 60% AMHI; RD 515, has RA (42 units); Accepts HCV		Occupied 100.0%
			Floors 1, 2
			Quality Rating B
			Waiting List None
9 Octagon House Apts.			
	Address 100 Woodrow St. Laurens, SC 29360	Phone (864) 984-3991 (Contact in person)	Total Units 13
	Year Built 1957 Renovated 1998	Contact Charles	Vacancies 1
	Comments HCV (1 unit); Select units have wood flooring; Square footage estimated		Occupied 92.3%
			Floors 2
			Quality Rating B
			Waiting List None
10 Westside Manor			
	Address 753 W. Main St. Laurens, SC 29360	Phone (864) 984-6060 (Contact in person)	Total Units 40
	Year Built 1978 Renovated 2008	Contact Debra	Vacancies 0
	Comments HCV (8 units); Select units have washer/dryer hookups; Year built & square footage estimated		Occupied 100.0%
			Floors 2
			Quality Rating B
			Waiting List 10 households

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: January 2019

SURVEY OF PROPERTIES - LAURENS, SOUTH CAROLINA






11 Belle Ville Apts.			
	Address 100 Jefferson St. Clinton, SC 29325	Phone (864) 833-3105 (Contact in person)	Total Units 24
	Year Built 1988 Renovated 2010	Contact Julie	Vacancies 0
	Comments 60% AMHI; RD 515, has RA (23 units); HCV (1 unit)		Occupied 100.0%
			Floors 1
			Quality Rating B
			Senior Restricted (62+)
			Waiting List
			4 households
12 Fairgrounds Senior Village			
	Address 197 Fairgrounds Rd. Laurens, SC 29360	Phone (864) 682-4075 (Contact in person)	Total Units 42
	Year Built 2013	Contact Karen	Vacancies 0
	Comments 50% & 60% AMHI; HCV (8 units); 2-br manager unit not included in total; Handicap units have E-call buttons (3 units)		Occupied 100.0%
			Floors 1
			Quality Rating A-
			Senior Restricted (55+)
			Waiting List
			100 households
13 Clinton Manor			
	Address 100 Clinton Manor Dr. Clinton, SC 29325	Phone (864) 833-3836 (Contact in person)	Total Units 60
	Year Built 1978	Contact Kimberly	Vacancies 0
	Comments HUD Section 8; 3 & 4-br units have washer hookups only		Occupied 100.0%
			Floors 1,2
			Quality Rating C+
			Waiting List
			100 households
14 Colony Square Apts.			
	Address 201 Elizabeth St. Clinton, SC 29325	Phone (864) 833-3105 (Contact in person)	Total Units 32
	Year Built 1990 Renovated 2010	Contact Julie	Vacancies 0
	Comments 60% AMHI; RD 515, no RA; HCV (5 units); Square footage estimated		Occupied 100.0%
			Floors 2
			Quality Rating B-
			Waiting List
			3 households
15 Countryside Townhomes			
	Address 100 Countryside Cir. Clinton, SC 29325	Phone (864) 833-3105 (Contact in person)	Total Units 52
	Year Built 1983 Renovated 2008	Contact Julie	Vacancies 0
	Comments 60% AMHI; RD 515; no RA; HCV (7 units); 2 & 3-br townhomes have patio storage		Occupied 100.0%
			Floors 1,2
			Quality Rating B
			Waiting List
			4 households

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

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SURVEY OF PROPERTIES - LAURENS, SOUTH CAROLINA

16 700 E. Carolina Ave.			
	Address 700 E. Carolina Ave. Clinton, SC 29325	Phone (864) 871-1460 (Contact in person)	Total Units 10
	Year Built 1979 Comments Square footage estimated by contact	Contact Richard	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating C
			Waiting List None
17 J.R. Junction			
	Address 122 E. Willard Rd. Clinton, SC 29325	Phone (864) 923-0905 (Contact in person)	Total Units 4
	Year Built 2011 Comments Does not accept HCV	Contact Darlene	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B-
			Waiting List None
18 Glendale Manor Apts.			
	Address 100 Glendale St Clinton, SC 29325	Phone (864) 833-5742 (Contact in person)	Total Units 50
	Year Built 1980 Renovated 2004 Comments HUD Section 8	Contact Jeanie	Vacancies 0 Occupied 100.0% Floors 1 Quality Rating B- Senior Restricted (62+) Waiting List 2 households
19 Jacob Press Apts.			
	Address 101 Clay St. Clinton, SC 29325	Phone (864) 938-0403 (Contact in person)	Total Units 20
	Year Built 1910 Renovated 2001 Comments Market-rate (4 units); 50% & 60% AMHI (16 units); HCV (2 units); Adaptive reuse; Square footage estimated	Contact Abby	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating C
			Waiting List 4 households
20 Landau Apts.			
	Address 1321 S. Broad St. Clinton, SC 29325	Phone (864) 833-3215 (Contact in person)	Total Units 80
	Year Built 1978 Renovated 1994 Comments Market-rate (20 units); HUD Section 8 (60 units); HCV (3 units); Market-rate units have ceiling fan	Contact Shaun	Vacancies 0 Occupied 100.0% Floors 1,2 Quality Rating B
			Waiting List GSS: 100 HH

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: January 2019

SURVEY OF PROPERTIES - LAURENS, SOUTH CAROLINA

21 Tallwood Homes			
	Address 113 Tallwood Dr. Clinton, SC 29325	Phone (864) 833-3496 (Contact in person)	Total Units 40 Vacancies 0 Occupied 100.0%
	Year Built 1975 Renovated 2018 Contact Sheila Comments 60% AMHI; RD 515, has RA (39 units); Does not accept HCV; Square footage estimated	Floors 1 Quality Rating B- Senior Restricted (62+) Waiting List None	
22 Westchase Apts.			
	Address 590 Phillips St. Clinton, SC 29325	Phone (864) 833-4021 (Contact in person)	Total Units 85 Vacancies 0 Occupied 100.0%
	Year Built 1973 Renovated 2014 Contact Brooke Comments 50% AMHI; RD 515, has RA (85 units); Washer hookups only; Square footage estimated	Floors 1,2 Quality Rating B- Waiting List 8 households	
23 Clinton Green			
	Address 100 Houser Cir. Clinton, SC 29325	Phone (864) 547-1662 (Contact in person)	Total Units 40 Vacancies 0 Occupied 100.0%
	Year Built 2010 Contact Ranzella Comments 50% & 60% AMHI; HCV (4 units); Square footage estimated	Floors 2 Quality Rating B Waiting List 5 households	

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: January 2019

COLLECTED RENTS - LAURENS, SOUTH CAROLINA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
1							\$580	\$689	
5		\$405					\$500	\$575	
9		\$420	\$475						
10		\$379					\$409	\$525	
12		\$433 to \$495	\$504 to \$537						
16				\$600					
17			\$750						
19		\$371 to \$557	\$432 to \$607	\$498 to \$699					
20		\$400					\$500	\$534	
23			\$417 to \$505	\$415 to \$545					

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: January 2019

PRICE PER SQUARE FOOT - LAURENS, SOUTH CAROLINA

ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
5	Chateau Arms	1	650	\$606	\$0.93
9	Octagon House Apts.	1	635 to 700	\$621	\$0.89 to \$0.98
10	Westside Manor	1	660	\$580	\$0.88
19	Jacob Press Apts.	1	780 to 900	\$509 to \$695	\$0.65 to \$0.77
20	Landau Apts.	1	672	\$469	\$0.70
12	Fairgrounds Senior Village	1	856 to 896	\$634 to \$696	\$0.74 to \$0.78
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
5	Chateau Arms	1.5	866	\$748	\$0.86
9	Octagon House Apts.	1	725 to 820	\$723	\$0.88 to \$1.00
10	Westside Manor	1.5	870	\$657	\$0.76
17	J.R. Junction	1	850	\$1011	\$1.19
19	Jacob Press Apts.	1	950 to 1000	\$608 to \$783	\$0.64 to \$0.78
1	Laurens Terrace Apts. (Site)	1	874	\$748	\$0.86
20	Landau Apts.	1.5	830	\$585	\$0.70
12	Fairgrounds Senior Village	2	1100 to 1148	\$752 to \$785	\$0.68 to \$0.68
23	Clinton Green	1	887	\$665 to \$753	\$0.75 to \$0.85
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
5	Chateau Arms	1.5	1002	\$859	\$0.86
10	Westside Manor	1.5	1000	\$809	\$0.81
16	700 E. Carolina Ave.	1	1000	\$847	\$0.85
19	Jacob Press Apts.	1.5	1800 to 2100	\$805 to \$902	\$0.43 to \$0.45
		1.5 to 2	1800	\$701	\$0.39
1	Laurens Terrace Apts. (Site)	1	1038	\$881	\$0.83
20	Landau Apts.	1.5	1027	\$634	\$0.62
23	Clinton Green	2	1094	\$699 to \$829	\$0.64 to \$0.76

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: January 2019

AVERAGE GROSS RENT PER SQUARE FOOT - LAURENS, SOUTH CAROLINA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.87	\$1.00	\$0.81
TOWNHOUSE	\$0.00	\$0.80	\$0.79

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.71	\$0.72	\$0.59
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.81	\$0.77	\$0.68
TOWNHOUSE	\$0.00	\$0.80	\$0.79

TAX CREDIT UNITS - LAURENS, SOUTH CAROLINA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
19	Jacob Press Apts.	6	780 - 900	1	50%	\$371
15	Countryside Townhomes	10	640	1	60%	\$395 - \$445
2	Hilltop Apts.	8	495	1	60%	\$410 - \$519
7	Meadowbrook Apts.	9	647	1	60%	\$414 - \$481
22	Westchase Apts.	8	610	1	50%	\$432 - \$550
◆ 12	Fairgrounds Senior Village	2	856 - 896	1	50%	\$433
8	Summercrest Apts.	30	650	1	60%	\$452 - \$510
14	Colony Square Apts.	8	647	1	60%	\$455 - \$531
◆ 11	Belle Ville Apts.	24	647	1	60%	\$464 - \$538
◆ 21	Tallwood Homes	36	595 - 613	1	60%	\$466 - \$472
19	Jacob Press Apts.	1	780	1	60%	\$467
◆ 12	Fairgrounds Senior Village	6	856 - 896	1	60%	\$495
◆ 3	Laurelwood	56	598	1	60%	\$555 - \$714
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
23	Clinton Green	24	887	1	50%	\$417
15	Countryside Townhomes	26	882	1.5	60%	\$430 - \$480
19	Jacob Press Apts.	3	950 - 1000	1	50%	\$432
2	Hilltop Apts.	56	774	1	60%	\$445 - \$560
7	Meadowbrook Apts.	24	888	1.5	60%	\$464 - \$531
14	Colony Square Apts.	24	888	1	60%	\$490 - \$566
◆ 12	Fairgrounds Senior Village	9	1100 - 1148	2	50%	\$504
23	Clinton Green	6	887	1	60%	\$505
8	Summercrest Apts.	32	850	1	60%	\$512 - \$570
8	Summercrest Apts.	28	888	1.5	60%	\$512 - \$570
◆ 21	Tallwood Homes	4	754	1	60%	\$525 - \$531
◆ 12	Fairgrounds Senior Village	25	1100 - 1148	2	60%	\$537
19	Jacob Press Apts.	1	950	1	60%	\$549
22	Westchase Apts.	31	880	1	50%	\$550 - \$673
22	Westchase Apts.	2	720	1	50%	\$550 - \$673
◆ 3	Laurelwood	6	800	1	60%	\$575 - \$730

◆ - Senior Restricted

TAX CREDIT UNITS - LAURENS, SOUTH CAROLINA

THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
23	Clinton Green	6	1094	2	50%	\$415
15	Countryside Townhomes	16	992	1.5	60%	\$450 - \$500
2	Hilltop Apts.	8	980	1.5	60%	\$460 - \$609
19	Jacob Press Apts.	4	1800	1.5 - 2	50%	\$498
7	Meadowbrook Apts.	15	1000	1.5	60%	\$524 - \$591
23	Clinton Green	4	1094	2	60%	\$545
19	Jacob Press Apts.	1	1800	1.5	60%	\$602
22	Westchase Apts.	4	900	1	50%	\$621 - \$751
22	Westchase Apts.	30	1050	1	50%	\$621 - \$751
FOUR-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
22	Westchase Apts.	10	1150	1.5	50%	\$653 - \$836

◆ - Senior Restricted

QUALITY RATING - LAURENS, SOUTH CAROLINA

MARKET-RATE PROJECTS AND UNITS

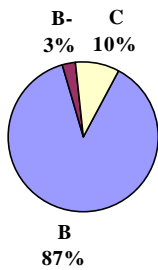
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
B	5	125	2.4%		\$580	\$723	\$809	
B-	1	4	0.0%			\$1,011		
C	2	14	0.0%		\$695	\$783	\$847	

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

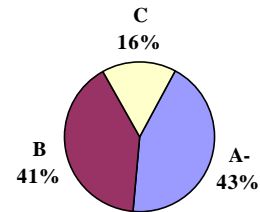
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A-	1	42	0.0%		\$696	\$785		
B	1	40	0.0%			\$665	\$699	
C	1	16	0.0%		\$509	\$608	\$701	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - LAURENS, SOUTH CAROLINA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	2	33	1	3.0%	33	13.7%
1970 to 1979	4	120	2	1.7%	153	49.8%
1980 to 1989	1	2	0	0.0%	155	0.8%
1990 to 1999	0	0	0	0.0%	155	0.0%
2000 to 2005	0	0	0	0.0%	155	0.0%
2006 to 2010	1	40	0	0.0%	195	16.6%
2011	1	4	0	0.0%	199	1.7%
2012	0	0	0	0.0%	199	0.0%
2013	1	42	0	0.0%	241	17.4%
2014	0	0	0	0.0%	241	0.0%
2015	0	0	0	0.0%	241	0.0%
2016	0	0	0	0.0%	241	0.0%
2017	0	0	0	0.0%	241	0.0%
2018**	0	0	0	0.0%	241	0.0%
TOTAL	10	241	3	1.2%	241	100.0 %

YEAR RENOVATED - LAURENS, SOUTH CAROLINA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	2	33	1	3.0%	33	22.8%
2000 to 2005	2	70	2	2.9%	103	48.3%
2006 to 2010	2	42	0	0.0%	145	29.0%
2011	0	0	0	0.0%	145	0.0%
2012	0	0	0	0.0%	145	0.0%
2013	0	0	0	0.0%	145	0.0%
2014	0	0	0	0.0%	145	0.0%
2015	0	0	0	0.0%	145	0.0%
2016	0	0	0	0.0%	145	0.0%
2017	0	0	0	0.0%	145	0.0%
2018**	0	0	0	0.0%	145	0.0%
TOTAL	6	145	3	2.1%	145	100.0 %

Note: The upper table (Year Built) includes all of the units included in the lower table.

* Only Market-Rate and Tax Credit projects. Does not include government-subsidized projects.

** As of January 2019

APPLIANCES AND UNIT AMENITIES - LAURENS, SOUTH CAROLINA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	10	100.0%	241
REFRIGERATOR	10	100.0%	241
ICEMAKER	2	20.0%	92
DISHWASHER	5	50.0%	185
DISPOSAL	3	30.0%	122
MICROWAVE	2	20.0%	46
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	10	100.0%	241
AC - WINDOW	0	0.0%	
FLOOR COVERING	10	100.0%	241
WASHER/DRYER	0	0.0%	
WASHER/DRYER HOOK-UP	6	60.0%	186
PATIO/DECK/BALCONY	6	60.0%	189
CEILING FAN	8	80.0%	199
FIREPLACE	0	0.0%	
BASEMENT	0	0.0%	
INTERCOM SYSTEM	0	0.0%	
SECURITY SYSTEM	0	0.0%	
WINDOW TREATMENTS	10	100.0%	241
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	1	10.0%	42

* - Does not include units where appliances/amenities are optional; Only includes market-rate or non-government subsidized Tax Credit.

PROJECT AMENITIES - LAURENS, SOUTH CAROLINA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	0	0.0%	
ON-SITE MANAGEMENT	8	80.0%	227
LAUNDRY	8	80.0%	227
CLUB HOUSE	1	10.0%	42
MEETING ROOM	1	10.0%	40
FITNESS CENTER	2	20.0%	62
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	4	40.0%	150
COMPUTER LAB	2	20.0%	82
SPORTS COURT	0	0.0%	
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	0	0.0%	
SECURITY GATE	0	0.0%	
BUSINESS CENTER	0	0.0%	
CAR WASH AREA	0	0.0%	
PICNIC AREA	1	10.0%	42
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	0	0.0%	

DISTRIBUTION OF UTILITIES - LAURENS, SOUTH CAROLINA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
LANDLORD			
GAS	1	80	7.3%
TENANT			
ELECTRIC	19	894	81.7%
GAS	3	120	11.0%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	22	1,034	94.5%
GAS	1	60	5.5%
			100.0%
HOT WATER			
LANDLORD			
GAS	1	80	7.3%
TENANT			
ELECTRIC	18	846	77.3%
GAS	4	168	15.4%
			100.0%
ELECTRIC			
TENANT	23	1,094	100.0%
			100.0%
WATER			
LANDLORD			
	6	355	32.4%
TENANT			
	17	739	67.6%
			100.0%
SEWER			
LANDLORD			
	7	415	37.9%
TENANT			
	16	679	62.1%
TRASH PICK-UP			
LANDLORD			
	21	1,080	98.7%
TENANT			
	2	14	1.3%
			100.0%

UTILITY ALLOWANCE - LAURENS, SOUTH CAROLINA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$23	\$47		\$41	\$15	\$22	\$8	\$6	\$63	\$30	\$33	\$13	\$20
1	GARDEN	\$23	\$47		\$41	\$15	\$22	\$8	\$6	\$63	\$30	\$33	\$13	\$20
1	TOWNHOUSE	\$23	\$47		\$41	\$15	\$22	\$8	\$6	\$63	\$30	\$33	\$13	\$20
2	GARDEN	\$30	\$63		\$56	\$18	\$28	\$9	\$8	\$77	\$34	\$38	\$13	\$20
2	TOWNHOUSE	\$30	\$63		\$56	\$18	\$28	\$9	\$8	\$77	\$34	\$38	\$13	\$20
3	GARDEN	\$32	\$70		\$62	\$21	\$33	\$10	\$9	\$91	\$38	\$43	\$13	\$20
3	TOWNHOUSE	\$32	\$70		\$62	\$21	\$33	\$10	\$9	\$91	\$38	\$43	\$13	\$20
4	GARDEN	\$35	\$77		\$69	\$25	\$43	\$11	\$9	\$101	\$46	\$52	\$13	\$20
4	TOWNHOUSE	\$35	\$77		\$69	\$25	\$43	\$11	\$9	\$101	\$46	\$52	\$13	\$20

SC-Region 1 (1/2019)


Survey Date: January 2019

Addendum B – Member Certification & Checklist

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

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

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

ADDENDUM C:
RENT ROLL

Millennia Housing Management - Laurens Terrace
RENT ROLL DETAIL

Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Subjournals - ALL; Exclude Formers? - Yes; Sort by - Unit; Report Type - Details + Summary; Show Unit Rent as - Market + Addl.; details

As of 01/31/2019

Unit	Floorplan	unit designation	SQFT	Unit/Lease Status	Name	Move-In	Lease Start	Lease End	Market + Addl.	Sub Journal Code	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	balance
100	3 Bdrm	Affordable	500	Occupied	Boyd, Latoya	06/22/2018	06/22/2018	06/21/2019	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	25.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	(8.00)
										SUBSIDY UTAC		0.00	139.00			
101	3 Bdrm	Affordable	500	Occupied	Howell, Alison	12/13/2018	12/13/2018	12/12/2019	713.00	RESIDENT RENT		64.00	0.00	64.00	228.00	(21.00)
										SUBSIDY SUBRENT		649.00	0.00	649.00	0.00	1,047.00
102	3 Bdrm	Affordable	500	Occupied	ANDERSON, TAMEKA	06/16/2014	06/16/2014	07/31/2014	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	160.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
103	2 Bdrm	Affordable	500	Occupied	Simpson, Najia	05/16/2017	05/16/2017	05/31/2018	600.00	RESIDENT UTILREIMB		0.00	(117.00)	(117.00)	25.00	1.00
										SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	0.00
										SUBSIDY UTAC		0.00	117.00			
104	2 Bdrm	Affordable	500	Occupied	SHELL, LASHAWNDA	10/01/2010	10/01/2010	09/30/2011	600.00	RESIDENT RENT		399.00	0.00	399.00	53.00	(1.00)
										SUBSIDY SUBRENT		201.00	0.00	201.00	0.00	0.00
										RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	54.00	0.00
105	3 Bdrm	Affordable	500	Occupied	Robinson, Lakritia	09/12/2016	09/12/2016	09/11/2017	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
106	3 Bdrm	Affordable	500	Occupied	Hill, Alexis	01/14/2016	01/14/2016	12/31/2016	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
107	3 Bdrm	Affordable	500	Occupied	Briggs, Abrielle	11/06/2018	11/06/2018	11/05/2019	713.00	RESIDENT UTILREIMB		0.00	(77.00)	(77.00)	50.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	790.00	0.00	0.00
										SUBSIDY UTAC		0.00	77.00			
200	2 Bdrm	Affordable	500	Vacant-Leased Applicant	VACANT Durbin, Brooke	01/31/2019	01/31/2019	01/30/2020	600.00	RESIDENT RENT		64.00	0.00	64.00	0.00	0.00
										SUBSIDY SUBRENT		536.00	0.00	536.00	0.00	0.00
201	2 Bdrm	Affordable	500	Occupied	Leake, Santaria	12/21/2018	12/21/2018	12/20/2019	600.00	RESIDENT UTILREIMB		0.00	(117.00)	(117.00)	25.00	0.00
										SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	972.00
										SUBSIDY UTAC		0.00	117.00			
202	3 Bdrm	Affordable	500	Occupied	BENNETT, VALERIE	07/17/2012	07/17/2012	07/16/2013	713.00	RESIDENT RENT		713.00	0.00	713.00	106.00	(7.00)
203	3 Bdrm	Affordable	500	Occupied	Mims, Laquante	12/31/2018	12/31/2018	12/30/2019	713.00	RESIDENT UTILREIMB		0.00	(110.00)	(110.00)	54.00	(4.00)
										SUBSIDY SUBRENT		713.00	0.00	823.00	0.00	850.00
										SUBSIDY UTAC		0.00	110.00			

* Indicates amounts not included in detail totals

Millennia Housing Management - Laurens Terrace
RENT ROLL DETAIL

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As of 01/31/2019

Unit	Floorplan	unit designation	SQFT	Unit/Lease Status	Name	Move-In	Lease Start	Lease End	Market + Addl.	Sub Journal Code	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	balance
204	3 Bdrm	Affordable	500	Occupied	Walker, Macey	12/29/2016	12/29/2016	12/31/2017	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	210.00	(2.00)
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
205	3 Bdrm	Affordable	500	Occupied	TUCKER, PATRICIA	05/07/2002	05/01/2008	04/30/2009	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	50.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	302.00
										SUBSIDY UTAC		0.00	139.00			
206	2 Bdrm	Affordable	500	Occupied	Wilford, Deborah	05/01/2018	05/01/2018	04/30/2019	600.00	RESIDENT UTILREIMB		0.00	(103.00)	(103.00)	0.00	0.00
										SUBSIDY SUBRENT		600.00	0.00	703.00	0.00	0.00
										SUBSIDY UTAC		0.00	103.00			
207	2 Bdrm	Affordable	500	Occupied	Tolbert, Delta	06/15/2018	06/15/2018	06/14/2019	600.00	RESIDENT UTILREIMB		0.00	(117.00)	(117.00)	25.00	0.00
										SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	0.00
										SUBSIDY UTAC		0.00	117.00			
300	2 Bdrm	Conventional	500	Vacant-Leased	VACANT				600.00	RESIDENT RENT		0.00 *	0.00 *	600.00 *	100.00	0.00
										RESIDENT UTILREIMB		0.00	(109.00)	(109.00)	200.00	98.00
301	2 Bdrm	Affordable	500	Occupied	Wyatt, Shanah	02/01/2019	02/01/2019	12/20/2019	600.00	RESIDENT UTILREIMB		0.00	(109.00)	(109.00)	0.00	0.00
										SUBSIDY SUBRENT		600.00	0.00	709.00	0.00	0.00
										SUBSIDY UTAC		0.00	109.00			
302	3 Bdrm	Affordable	500	Occupied	Jackson, Daryl	11/05/2018	11/05/2018	11/04/2019	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
303	3 Bdrm	Affordable	500	Vacant	VACANT				713.00	RESIDENT UTILREIMB		0.00 *	0.00 *	(94.00)	237.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	807.00	0.00	0.00
										SUBSIDY UTAC		0.00	94.00			
305	3 Bdrm	Affordable	500	Occupied	Saddler, Imesha	01/14/2019	01/14/2019	01/13/2020	713.00	RESIDENT RENT		131.00	0.00	131.00	295.00	0.00
										SUBSIDY SUBRENT		582.00	0.00	582.00	0.00	338.00
										RESIDENT UTILREIMB		0.00	(109.00)	(109.00)	32.00	(28.00)
306	2 Bdrm	Affordable	500	Occupied	Murphy, Jalisa	01/24/2019	01/24/2019	01/23/2020	600.00	RESIDENT SUBRENT		600.00	0.00	709.00	0.00	183.00
										SUBSIDY UTAC		0.00	109.00			
307	2 Bdrm	Affordable	500	Occupied	Cheeks, Barbara	12/01/2018	12/01/2018	11/30/2019	600.00	RESIDENT RENT		54.00	0.00	54.00	82.00	4.00
										SUBSIDY SUBRENT		546.00	0.00	546.00	0.00	0.00
400	3 Bdrm	Affordable	500	Occupied	Dial, Ronda	08/21/2015	08/21/2015	08/20/2016	713.00	RESIDENT RENT		46.00	0.00	46.00	355.00	(33.00)
										SUBSIDY SUBRENT		667.00	0.00	667.00	0.00	0.00

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As of 01/31/2019

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401	3 Bdrm	Affordable	500	Occupied	Sims, Shaqueasha	06/08/2018	06/08/2018	06/07/2019	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
										SUBSIDY UTAC		0.00	139.00			
402	3 Bdrm	Affordable	500	Occupied	Simmons, Telaquena	10/02/2018	10/02/2018	10/01/2019	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
										SUBSIDY UTAC		0.00	139.00			
403	3 Bdrm	Affordable	500	Occupied	Robinson, Dana	04/30/2013	04/30/2013	04/29/2014	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	101.00	(147.00)
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
										SUBSIDY UTAC		0.00	139.00			
404	3 Bdrm	Affordable	500	Occupied	Bennett, Toshanna	06/22/2015	06/22/2015	06/30/2016	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	188.00	14.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
										SUBSIDY UTAC		0.00	139.00			
405	3 Bdrm	Affordable	500	Occupied	Robinson, Kennita	10/01/2018	10/01/2018	09/30/2019	713.00	RESIDENT UTILREIMB		0.00	(139.00)	(139.00)	25.00	(139.00)
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
500	2 Bdrm	Affordable	500	Occupied	BEATTY, BRENDA	12/17/2001	12/01/2008	11/30/2009	600.00	RESIDENT RENT		79.00	0.00	79.00	50.00	0.00
										SUBSIDY SUBRENT		521.00	0.00	521.00	0.00	0.00
										RESIDENT UTILREIMB		0.00	(104.00)	(104.00)	164.00	36.00
501	2 Bdrm	Affordable	500	Occupied	Wicker, Ambresha	02/06/2015	02/06/2015	02/29/2016	600.00	RESIDENT UTILREIMB		0.00	(104.00)	(104.00)	164.00	36.00
										SUBSIDY SUBRENT		600.00	0.00	704.00	0.00	0.00
										SUBSIDY UTAC		0.00	104.00			
502	3 Bdrm	Conventional	500	Occupied	Higgins, Tiffany	08/17/2018	08/17/2018	08/09/2019	689.00	RESIDENT RENT		689.00	0.00	689.00	689.00	(25.00)
										RESIDENT RENT		0.00	0.00	689.00	0.00	0.00
503	3 Bdrm	Affordable	500	Vacant-Leased	VACANT	01/31/2019	01/31/2019	01/30/2020	713.00	RESIDENT RENT		0.00	0.00	0.00	0.00	0.00
										SUBSIDY SUBRENT		703.00	0.00	703.00	0.00	(12.00)
										SUBSIDY UTAC		0.00	0.00			
504	3 Bdrm	Affordable	500	Occupied	Baker, Katara	05/20/2009	05/20/2009	05/20/2010	713.00	RESIDENT RENT		10.00	0.00	10.00	53.00	0.00
										SUBSIDY SUBRENT		703.00	0.00	703.00	0.00	(12.00)
										SUBSIDY UTAC		0.00	0.00			
505	3 Bdrm	Affordable	500	Vacant-Leased	VACANT	01/31/2019	01/31/2019	01/30/2020	713.00	RESIDENT RENT		0.00	0.00	0.00	0.00	0.00
										SUBSIDY SUBRENT		0.00	0.00	0.00	0.00	0.00
										SUBSIDY UTAC		0.00	0.00			
506	2 Bdrm	Affordable	500	Occupied	Anderson, Tiffany	04/13/2015	04/13/2015	04/30/2016	600.00	RESIDENT UTILREIMB		0.00	(103.00)	(103.00)	88.00	210.00

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As of 01/31/2019

Unit	Floorplan	unit designation	SQFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Market + Addl.	Sub Journal Code	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	balance
507	2 Bdrm	Affordable	500	Vacant-Leased	VACANT				600.00	SUBSIDY SUBRENT		600.00	0.00	703.00	0.00	0.00
		Affordable		Applicant	Mims, Stardajia	02/01/2019	02/01/2019	01/31/2020		SUBSIDY UTAC		0.00	103.00			
									0.00 *			0.00 *				
600	3 Bdrm	Affordable	500	Occupied	Hurley, Tisha	10/08/2018	10/08/2018	10/07/2019	713.00	RESIDENT UTILREMB		0.00	(139.00)	(139.00)	25.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
									241.00	RESIDENT RENT		472.00	0.00	472.00	209.00	(126.00)
										SUBSIDY SUBRENT		0.00 *	0.00 *		0.00	143.00
601	3 Bdrm	Affordable	500	Occupied	Jennings, Lisa	12/03/2015	12/03/2015	12/02/2016	713.00	RESIDENT RENT		241.00	0.00	241.00	209.00	(126.00)
										SUBSIDY SUBRENT		472.00	0.00	472.00	0.00	143.00
602	3 Bdrm	Affordable	500	Vacant-Leased	VACANT				713.00	SUBSIDY SUBRENT		0.00 *	0.00 *		0.00	0.00
		Affordable		Applicant	Foster, Edna	02/01/2019	02/01/2019	01/31/2020		RESIDENT UTILREMB		0.00	(142.00)	(142.00)	50.00	(221.00)
										SUBSIDY SUBRENT		600.00	0.00	742.00	0.00	1.00
										SUBSIDY UTAC		0.00	142.00			
									69.00	RESIDENT RENT		69.00	0.00	69.00	390.00	0.00
604	2 Bdrm	Affordable	500	Occupied	LAGROON, CAROL	04/18/2015	04/18/2015	05/31/2015	600.00	RESIDENT RENT		531.00	0.00	531.00	0.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	713.00	0.00	312.00
										RESIDENT		0.00	0.00		169.00	(99.00)
										RESIDENT UTILREMB		0.00	(5.00)	(5.00)	269.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	718.00	0.00	0.00
										SUBSIDY UTAC		0.00	5.00			
										RESIDENT UTILREMB		0.00	(139.00)	(139.00)	50.00	0.00
										SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
										SUBSIDY UTAC		0.00	139.00			
										RESIDENT RENT		191.00	0.00	191.00	191.00	(5.00)
800	2 Bdrm	Affordable	500	Occupied	McGowan, Charlene	10/03/2018	10/03/2018	10/02/2019	600.00	SUBSIDY SUBRENT		409.00	0.00	409.00	0.00	53.00
										RESIDENT UTILREMB		0.00	(117.00)	(117.00)	25.00	0.00
										SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	0.00
										SUBSIDY UTAC		0.00	117.00			
										RESIDENT RENT		128.00	0.00	128.00	589.00	(253.00)
										SUBSIDY SUBRENT		585.00	0.00	585.00	0.00	0.00
802	3 Bdrm	Affordable	500	Occupied	Campbell, Jackie	05/31/2018	05/31/2018	05/30/2019	713.00	RESIDENT RENT		128.00	0.00	128.00	589.00	(253.00)
										SUBSIDY SUBRENT		585.00	0.00	585.00	0.00	0.00
803	3 Bdrm	Affordable	500	Occupied	Ellis, Carissa	08/22/2011	08/22/2011	08/21/2012	713.00	RESIDENT UTILREMB		0.00	(135.00)	(135.00)	294.00	(3.00)

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details

Unit	Floorplan	unit designation	SQFT	Unit/Lease Status	Name	Move-In	Move-Out	Lease Start	Lease End	Market + Addl.	Sub Journal Code	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep On Hand	balance
804	3 Bdrm	Affordable	500	Occupied	Brown, Jacarra	10/09/2018		10/09/2018	10/08/2019	713.00	SUBSIDY SUBRENT	UTAC	713.00	0.00	848.00	0.00	(94.00)
											SUBSIDY UTAC		0.00	135.00			
											RESIDENT UTILREIMB		0.00	(139.00)		25.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
											SUBSIDY UTAC		0.00	139.00			
805	3 Bdrm	Affordable	500	Vacant-Leased Applicant	VACANT Cunningham, Emesine	02/01/2019		02/01/2019	01/31/2020	713.00	SUBSIDY SUBRENT		0.00	0.00*	0.00*	0.00	0.00
											SUBSIDY UTAC		0.00	0.00*			
											RESIDENT UTILREIMB		0.00	(117.00)		25.00	(79.00)
											SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	485.00
											SUBSIDY UTAC		0.00	117.00			
											RESIDENT UTILREIMB		0.00	(117.00)		50.00	10.00
											SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	0.00
											SUBSIDY UTAC		0.00	117.00			
806	2 Bdrm	Affordable	500	Occupied	Pulley, Shykera	01/11/2019		01/11/2019	01/10/2020	580.00	RESIDENT UTILREIMB		0.00	(117.00)		25.00	(79.00)
											SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	485.00
											SUBSIDY UTAC		0.00	117.00			
											RESIDENT UTILREIMB		0.00	(117.00)		50.00	10.00
											SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	0.00
											SUBSIDY UTAC		0.00	117.00			
807	2 Bdrm	Conventional	500	Occupied	RICE, JOHNTA	10/29/2010		10/29/2010	10/28/2011	600.00	RESIDENT UTILREIMB		0.00	(117.00)		50.00	10.00
											SUBSIDY SUBRENT		600.00	0.00	717.00	0.00	0.00
											SUBSIDY UTAC		0.00	117.00			
900	3 Bdrm	Affordable	500	Vacant-Leased Applicant	VACANT Grant, Thomas	02/08/2019		02/08/2019	02/07/2020	713.00	RESIDENT UTILREIMB		0.00	0.00*	0.00*	0.00	0.00
											SUBSIDY SUBRENT		0.00	(139.00)		25.00	0.00
											SUBSIDY UTAC		713.00	0.00	852.00	0.00	0.00
											SUBSIDY SUBRENT		0.00	139.00			
											RESIDENT UTILREIMB		0.00	(139.00)		0.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
											SUBSIDY UTAC		0.00	139.00			
											RESIDENT RENT		85.00	0.00	85.00	89.00	(35.00)
											SUBSIDY SUBRENT		628.00	0.00	628.00	0.00	0.00
											RESIDENT UTILREIMB		0.00	(139.00)		25.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
											SUBSIDY UTAC		0.00	139.00			
											RESIDENT RENT		86.00	0.00	86.00	89.00	0.00
											SUBSIDY SUBRENT		627.00	0.00	627.00	0.00	0.00
											REPAY		0.00	0.00		0.00	(138.00)
902	3 Bdrm	Affordable	500	Occupied	Simpson, Nico	12/02/2015		12/02/2015	11/30/2016	713.00	RESIDENT UTILREIMB		0.00	(139.00)		0.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	0.00
											SUBSIDY UTAC		0.00	139.00			
											RESIDENT RENT		85.00	0.00	85.00	89.00	(35.00)
											SUBSIDY SUBRENT		628.00	0.00	628.00	0.00	0.00
											RESIDENT UTILREIMB		0.00	(139.00)		25.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
											SUBSIDY UTAC		0.00	139.00			
											RESIDENT RENT		86.00	0.00	86.00	89.00	0.00
											SUBSIDY SUBRENT		627.00	0.00	627.00	0.00	0.00
											REPAY		0.00	0.00		0.00	(138.00)
903	3 Bdrm	Affordable	500	Occupied	SCOTT, ETHEL	06/20/2008		06/20/2008	05/31/2009	713.00	RESIDENT RENT		85.00	0.00	85.00	89.00	(35.00)
											SUBSIDY SUBRENT		628.00	0.00	628.00	0.00	0.00
											RESIDENT UTILREIMB		0.00	(139.00)		25.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
											SUBSIDY UTAC		0.00	139.00			
											RESIDENT RENT		86.00	0.00	86.00	89.00	0.00
											SUBSIDY SUBRENT		627.00	0.00	627.00	0.00	0.00
											REPAY		0.00	0.00		0.00	(138.00)
904	3 Bdrm	Affordable	500	Occupied	Simpson, Jarica	06/16/2018		06/16/2018	06/15/2019	713.00	RESIDENT UTILREIMB		0.00	(139.00)		25.00	0.00
											SUBSIDY SUBRENT		713.00	0.00	852.00	0.00	1.00
											SUBSIDY UTAC		0.00	139.00			
											RESIDENT RENT		86.00	0.00	86.00	89.00	0.00
											SUBSIDY SUBRENT		627.00	0.00	627.00	0.00	0.00
											REPAY		0.00	0.00		0.00	(138.00)
905	3 Bdrm	Affordable	500	Occupied	JOHNSON, PATRICIA	11/22/2017		11/22/2017	10/31/2018	713.00	RESIDENT RENT		86.00	0.00	86.00	89.00	0.00
											SUBSIDY SUBRENT		627.00	0.00	627.00	0.00	0.00
											REPAY		0.00	0.00		0.00	(138.00)
Totals:										40,476.00			34,418.00	0.00	34,418.00	6,332.00	

* Indicates amounts not included in detail totals

As of 01/31/2019

Parameters: Properties - ALL>Show All Unit Designations or Filter by - ALL:Subjournals - ALL:Exclude Formers? - Yes:Sort by - Unit:Report Type - Details + Summary:Show Unit Rent as - Market + Addl.;

Amt / SQFT: Market = 30,000 SQFT; Leased = 25,500 SQFT;

Floorplan	# Units	Average SQFT	Market + Addl.	Market + Addl.	Average Leased	Leased Amt / SQFT	Units Occupied	Occupancy %	Units Available
2 Bdrm	20	500	599.00	1.20	600.00	1.20	17	85.00	0
3 Bdrm	40	500	712.40	1.42	712.29	1.42	34	85.00	1
totals / averages:	60	500	674.60	1.35	674.86	1.35	51	85.00	1

occupancy and rents summary for current date

unit status	Market + Addl.	# units	potential rent
Occupied, no NTV	34,398.00	51	34,418.00
Occupied, NTV		0	-
Occupied NTV Leased		0	-
Vacant Leased	5,365.00	8	5,365.00
Admin/Down		0	-
Vacant Not Leased	713.00	1	713.00
totals:	40,476.00	60	40,496.00

summary billing by sub journal for current date

sub journal	amount
RESIDENT	(1,310.00)
SUBSIDY	35,728.00
total:	34,418.00

summary billing by transaction code for current date

code	amount
RENT	2,985.00
SUBRENT	31,433.00
UTAC	4,295.00
UTLREIMB	(4,295.00)
total:	34,418.00

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):

Development Name:	Laurens Terrace Apartments	Total # Units:	60
Location:	700 Laurens Terrace Drive, Laurens, SC 29360	# LIHTC Units:	60
PMA Boundary:	Gray Court town limits and Interstate 385 to the north; the Laurens County line to the east; the Laurens County line to the south; and the Laurens County line and State Route 101 to the west.		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	17.1 miles

RENTAL HOUSING STOCK (found on page H-1 & 11; Addendum A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	23	1,094	5	99.5%
Market-Rate Housing***	8	143	3	97.9%
Assisted/Subsidized Housing not to include LIHTC ***	15	348	0	0.0%
LIHTC (All that are stabilized)*	14	603	2	99.6%
Stabilized Comps**	4	194	2	99.0%
Non-stabilized Comps	0	-	-	-

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

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

***Includes mixed-income properties

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Current Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
19	Two	1.0	874	\$53**	\$765	\$0.88	93.07%	\$954	\$0.90
1	Two	1.0	874	\$580	\$765	\$0.88	24.18%	\$954	\$0.90
39	Three	1.0	1,038	\$42**	\$850	\$0.82	95.06%	\$1,275	\$1.04
1	Three	1.0	1,038	\$689	\$850	\$0.82	18.94%	\$1275	\$1.04
Gross Potential Rent Monthly*				\$3,914	\$49,300		92.06%		

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

**Average tenant-paid rent

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

	2011	2018		2021	
Renter Households		6,982	35.2%	6,980	35.0%
Income-Qualified Renter HHs (LIHTC)		4,431	63.5%	4,304	61.7%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other: Section 8	Other:	Overall
Renter Household Growth		-12		-127		-127
Existing Households (Overburd + Substand)		326		2,450		2,450
Homeowner conversion (Seniors)		0		0		0
Other:		0		0		0
Less Comparable/Competitive Supply		0		0		0
Net Income-qualified Renter HHs		354		2,323		2,323

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other: Section 8	Other:	Overall
Capture Rate		0.6%		2.6%		2.6%

ABSORPTION RATE (found on page G-8)

Absorption Period	5 months
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2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):

Development Name:	Laurens Terrace Apartments	Total # Units:	60
Location:	700 Laurens Terrace Drive, Laurens, SC 29360	# LIHTC Units:	60
PMA Boundary:	Gray Court town limits and Interstate 385 to the north; the Laurens County line to the east; the Laurens County line to the south; and the Laurens County line and State Route 101 to the west.		
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject:	17.1 miles

RENTAL HOUSING STOCK (found on page H-1 & 11; Addendum A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	23	1,094	5	99.5%
Market-Rate Housing***	8	143	3	97.9%
Assisted/Subsidized Housing not to include LIHTC ***	15	348	0	0.0%
LIHTC (All that are stabilized)*	14	603	2	99.6%
Stabilized Comps**	4	194	2	99.0%
Non-stabilized Comps	0	-	-	-

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

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

***Includes mixed-income properties

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
19	Two	1.0	874	\$642	\$765	\$0.88	16.08%	\$954	\$0.90
1	Two	1.0	874	\$642	\$765	\$0.88	16.08%	\$954	\$0.90
39	Three	1.0	1,038	\$747	\$850	\$0.82	12.12%	\$1,275	\$1.04
1	Three	1.0	1,038	\$747	\$850	\$0.82	12.12%	\$1275	\$1.04
Gross Potential Rent Monthly*				\$42,720	\$49,300		13.3%		

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

**Average tenant-paid rent

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

	2011	2018		2021	
Renter Households		6,982	35.2%	6,980	35.0%
Income-Qualified Renter HHs (LIHTC)		1,094	15.7%	1,082	15.5%
Income-Qualified Renter HHs (MR)		-	-	-	-

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

Type of Demand	50%	60%	Market-rate	Other:	Other:	Overall
Renter Household Growth	-	-12	-	-	-	-12
Existing Households (Overburd + Substand)	-	326	-	-	-	326
Homeowner conversion (Seniors)	-	0	-	-	-	0
Other:	-	0	-	-	-	0
Less Comparable/Competitive Supply	-	0	-	-	-	0
Net Income-qualified Renter HHs	-	354	-	-	-	354

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	-	16.9%	-	-	-	16.9%

ABSORPTION RATE (found on page G-8)

Absorption Period _____ 8 months

2019 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

# Units	Bedroom Type	Current Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
19	1 BR	\$53	\$1,007	\$765	\$14,535	
1	1 BR	\$580	\$580	\$765	\$765	
	1 BR		\$0		\$0	
39	2 BR	\$42	\$1,638	\$850	\$33,150	
1	2 BR	\$689	\$689	\$850	\$850	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	60		\$3,914		\$49,300	92.06%

2019 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
19	1 BR	\$642	\$12,198	\$765	\$14,535	
1	1 BR	\$642	\$642	\$765	\$765	
	1 BR		\$0		\$0	
39	2 BR	\$747	\$29,133	\$850	\$33,150	
1	2 BR	\$747	\$747	\$850	\$850	
	2 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	60		\$42,720		\$49,300	13.35%

B. Project Description

The proposed project involves the renovation of the 60-unit Laurens Terrace Apartments property in Laurens, South Carolina. The project was constructed in 1984, with significant renovations completed in 2008, and offers 58 units that operate under the HUD Section 8 program, while the remaining two (2) units operate as unrestricted market-rate units. The Section 8 subsidy allows tenants of these 58 units to pay up to 30% of their adjusted gross household incomes towards shelter costs (rent and utilities). Unit sizes consist of two-story townhome units with two- and three-bedrooms within eight (8) residential buildings. There is also a stand-alone community building. According to management, the project is currently 100.0% occupied and maintains waiting list of up to two years for the next available unit.

The project will be renovated utilizing funding from the Low-Income Housing Tax Credit program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will target households with incomes of up to 60% of AMHI for all units. Notably, the project will continue to offer 58 units under the HUD Section 8 program. All renovations are expected to be complete by December 2020. Additional details of the subject project are as follows:

- A. PROPERTY LOCATION:** 700 Laurens Terrace Drive
Laurens, South Carolina 29360
(Laurens County)
- B. CONSTRUCTION TYPE:** Rehab of Existing Project
- C. OCCUPANCY TYPE:** Family
- D. TARGET INCOME GROUP:** 60% AMHI
- E. SPECIAL NEEDS POPULATION:** None
- F. AND H. TO J. UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Current Rent	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
19	Two-Br.	1.0	TH	874	60%/S8	\$600*	\$765*	\$147	\$912	\$789
1	Two-Br.	1.0	TH	874	60%	\$580	\$642	\$147	\$789	\$789
39	Three-Br.	1.0	TH	1,038	60%/S8	\$713*	\$850*	\$164	\$1,014	\$911
1	Three-Br.	1.0	TH	1,038	60%	\$689	\$747	\$164	\$911	\$911
60	Total									

*Represents contract rent; Residents pay up to 30% of income due to presence of subsidy

Source: Millennia Housing Development, Ltd.

AMHI – Area Median Household Income (Laurens County, SC HUD Metro FMR Area; 2018)

MR – Market-Rate

S8 – Section 8

TH – Townhome