

Real Estate Analysis & Market Feasibility Services

A RENTAL HOUSING MARKET FEASIBILITY ANALYSIS FOR

HARTSVILLE, SOUTH CAROLINA

(Darlington County)

Sanctuary Villas Apartments

Washington Street (east of South 4th Street) Hartsville, South Carolina 29550

May 23, 2024

Prepared for:

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CERTIFICATE OF ACCURACY AND RELIABILITY

I hereby attest that this market study has been completed by an independent third-party market consultant with no fees received contingent upon the funding of this proposal. Furthermore, information contained within the following report obtained through other sources is considered to be trustworthy and reliable. As such, Shaw Research and Consulting does not guarantee the data nor assume any liability for any errors in fact, analysis, or judgment resulting from the use of this data.

Steven R. Shaw

SHAW RESEARCH & CONSULTING, LLC

Date: May 23, 2024

INTRODUCTION

Shaw Research and Consulting, LLC has prepared the following rental housing study to examine and analyze the Hartsville area as it pertains to the market feasibility for the new construction of Sanctuary Villas Apartments, a proposed 80-unit affordable rental housing development targeting very low and low-income family households. The subject property is located within the southeastern portion of the city along the south side of Washington Street, just east of South 4th Street and approximately two-thirds mile north of U.S. 15. As such, the site is situated roughly one mile south of downtown Hartsville, as well as less than one-eighth mile east of the community's foremost retail/commercial corridor (4th Street), providing convenient access to a variety of retail, medical, schools, employment, and recreational locales.

The purpose of this report is to analyze the market feasibility of the subject proposal based on the project specifications and site location presented in the following section. Findings and conclusions will be based through an analytic evaluation of demographic trends, recent economic patterns, existing rental housing conditions, detailed fieldwork and site visit, and a demand forecast for family-oriented rental housing throughout the Hartsville market area. All fieldwork and community data collection were conducted on March 4, 2024 by Steven Shaw. A phone survey of existing rental developments identified within the PMA, as well as site visits to those properties deemed most comparable to the subject, was also reviewed to further measure the potential market depth for the subject proposal.

This study assumes Low Income Housing Tax Credits (LIHTC) will be utilized in the development of the subject rental facility, along with the associated rent and income restriction guidelines as required from the South Carolina State Housing Finance and Development Authority (SCSHFDA). As a result, the proposed Sanctuary Villas will feature a total of 80 general-occupancy units restricted to households with incomes between 20 percent and 60 percent of the area median income (AMI). Furthermore, there are no unrestricted (market rate) or project-based rental assistance (PBRA) units proposed within the subject development.

EXECUTIVE SUMMARY

Based on the information collected and presented within this report, sufficient evidence has been introduced for the successful new construction and absorption of the proposed Sanctuary Villas Apartments, as illustrated in the following project description. As such, the following summary highlights the key findings and conclusions reached from this information:

- 1) The subject proposal is an 80-unit general-occupancy rental development targeting very low and low-income households. The facility will consist of a mix of one, two, and three-bedroom units restricted to households with incomes between 20 and 60 percent of AMI.
- 2) Demand estimates for the proposed development show sufficient statistical support for the introduction and absorption of additional affordable rental units within the Hartsville PMA. Capture rates are presented below and in Exhibit S-2 (following the executive summary), and are clearly reflective of strong market depth and the continued need for affordable rental housing locally.
- Based on U.S. Census figures and ESRI forecasts, demographic patterns throughout the Hartsville area have declined somewhat since 2010. As such, the PMA decreased by ten percent (approximately 3,300 persons) between 2010 and 2024, and is projected to decrease by a more modest two percent over the next five years (roughly 575 persons). Despite these declining trends, a continued need for affordable housing persists throughout the Hartsville PMA.
- 4) The subject property's proximity to a number of commercial centers and community amenities should be considered a positive attribute. The site is less than one-eighth mile east of South 4th Street, representing Hartsville's foremost retail/commercial corridor. As such, the subject property has convenient access to most retail, medical, educational, employment, and other services necessary for multi-family housing.
- 5) Overall conditions for the Hartsville rental market remain quite positive at the current time. As such, an overall occupancy rate of 97.6 percent calculated among 15 properties included and responding to a recent survey of rental developments within the Hartsville area. Further, ten properties reported an occupancy rate of 98 percent or better, and six were 100 percent occupied demonstrating strong rental conditions throughout the area.
- 6) The affordable rental market for the Hartsville PMA is extremely strong, as well. Considering the six tax credit developments identified and included within the survey, only three would participate and provide updated information. As such, based on the LIHTC facilities responding, a combined occupancy rate of 97.9 percent was reported with each reporting a waiting list.
- 7) The most recent tax credit property within the PMA is Hartsville Crossing, a 32-unit general-occupancy project which opened in 2023 consisting of one, two, and three-bedroom units targeting households at 50 and 60 percent AMI. According to results of a previous survey (the facility refused to provide updated information), the development was fully leased within one to two months of opening providing perhaps the most direct evidence of positive demand for affordable housing locally.

- 8) Overall, the proposed rents within the subject are quite competitive to other local properties. When adjusting rents to normalize for differences in the utility structure (the subject will include only trash removal, while utilities vary in other projects), the proposed rents are one to three percent below the effective LIHTC average rent (at 60 percent AMI) for each bedroom size.
- 9) In addition, the proposed rents are well-below the effective market rate rents, averaging between 25 and 37 percent lower than market rate averages further demonstrating the relative affordability of the subject property.
- 10) The proposed rental rates demonstrate the subject's affordability relative to the overall market. Based on project and market characteristics, the proposed targeting and rental structure appear achievable for the local rental market, and can be considered a positive factor.
- 11) Amenities and unit sizes within the proposal are also quite competitive unit sizes range between four and 13 percent larger than market averages, while the amenity package includes the most common features reported in local properties. Further considering numerous unique attributes proposed within the subject development (as presented in the Project Narrative), the proposal will have a competitive advantage over most properties within the local marketplace.
- 12) The proposal represents a modern product with numerous amenities and features at a generally affordable rent level. As such, the proposed rental rates within the subject are properly positioned and are competitive in relation to other local LIHTC properties, and can be considered appropriate for the Hartsville rental market.
- 13) Considering the subject's proposed unit mix, income targeting and rent structure, and competitive unit sizes and development features, the introduction of Sanctuary Villas Apartments should prove successful. Based on demographic patterns, strong occupancy levels (tax credit and market rate), and the rapid lease-up of the area's most recent LIHTC facility, additional affordable units will likely be readily absorbed. As such, evidence presented within the market study suggests a normal absorption period (conservatively estimated between five to seven months) should be anticipated based on project characteristics as proposed. Furthermore, the development of the subject proposal will not have any adverse effect on any other existing rental property or those under development either affordable or market rate

2024 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:								
Development Name:	SANCTU	J ARY VIL	LAS	Total # Units:	80			
Location:	Washing	ton Avenue	(east of 4th Street), Hartsville, South Carolina S	SC # LIHTC Units:	80			
PMA Boundary:	North = 6	North = 6.5 to 8.5 miles; South = 5.75 to 10 miles; East = 5.5 to 9.0 miles; West = 6.5 to 12 miles						
Development Type:	XX	Family	Older Persons Farthest l	Boundary Distance to Subject:	12 Miles			

RENTAL HOUSING STOCK (found on page 54)									
Type # Properties Total Units Vacant Units Average Occupancy									
All Rental Housing	18	1,405	34	97.6%					
Market-Rate Housing	7	844	23	97.3%					
Assisted/Subsidized Housing not to include LIHTC	5	317	5	98.4%					
LIHTC (All that are stabilized)*	3	140	3	97.9%					
Stabilized Comps**	3	140	3	97.9%					
Non-stabilized Comps	0	0	0	NA					

^{*}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.

	Subject Development				HUD Area FMR			Highest Unadjusted Comp Rent	
#	#			Proposed					
Units	Bedrooms	Baths	Size (SF)	Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1 BR	1.0	799	\$143	\$751	\$0.97	81.0%	\$1,240	\$1.76
2	1 BR	1.0	799	\$433	\$751	\$0.97	42.3%	\$1,240	\$1.76
1	1 BR	1.0	799	\$578	\$751	\$0.97	23.0%	\$1,240	\$1.76
6	1 BR	1.0	799	\$703	\$751	\$0.97	6.4%	\$1,240	\$1.76
3	2 BR	1.0	930	\$153	\$959	\$0.99	84.0%	\$1,493	\$1.32
3	2 BR	1.0	930	\$502	\$959	\$0.99	47.7%	\$1,493	\$1.32
4	2 BR	1.0	930	\$676	\$959	\$0.99	29.5%	\$1,493	\$1.32
36	2 BR	1.0	930	\$830	\$959	\$0.99	13.5%	\$1,493	\$1.32
2	3 BR	2.0	1,181	\$145	\$1,170	\$0.97	87.6%	\$1,755	\$1.37
3	3 BR	2.0	1,181	\$548	\$1,170	\$0.97	53.2%	\$1,755	\$1.37
1	3 BR	2.0	1,181	\$749	\$1,170	\$0.97	36.0%	\$1,755	\$1.37
16	3 BR	2.0	1,181	\$931	\$1,170	\$0.97	20.4%	\$1,755	\$1.37
G	ross Potentia	l Rent Moi		\$58,219	\$78,866	ll of the pro-	26.18%		

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

	DEMOGRA	PHIC DATA	(found on page	37)			
	20	10	20)20	2026		
Renter Households	3,565	27.3%	3,659	28.8%	3,376	27.2%	
Income-Qualified Renter HHs (LIHTC)	1,927	54.0%	1,978	54.0%	1,825	54.0%	
Income-Qualified Renter HHs (MR)							
TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 44)							
Type of Demand	50%	60%	Market Rate	Other: 20%	Other: 40%	Overall	
Renter Household Growth	-14	-15		-10	-16	-36	
Existing Households (Overburd + Substand)	399	405		275	454	1,010	
Homeowner Conversion (Seniors)							
Other:							
Less Comparable/Competitive Supply	8	24				32	
Net Income-Qualified Renter HHs	377	366		265	438	942	
	CAPTUR	RE RATES (fo	und on page 46				
Targeted Population	50%	60%	Market Rate	Other: 20%	Other: 40%	Overall	
Capture Rate	1.6%	15.8%		3.0%	1.8%	8.5%	
ABSORPTION RATE (found on page 50)							
Absorption Period: 5-7	months					•	

	2024 S-2 RENT CALCULATION WORKSHEET									
		Bedroom	Proposed Tenant	Net Potential	Gross HUD	Gross HUD	Tax Credit Gross Rent			
	# Units	Туре	Paid Rent	Tenant Rent	FMR	FMR Total	Advantage			
20%	3	1 BR	\$143	\$429	\$751	\$2,253				
40%	2	1 BR	\$433	\$866	\$751	\$1,502				
50%	1	1 BR	\$578	\$578	\$751	\$751				
60%	6	1 BR	\$703	\$4,218	\$751	\$4,506				
20%	3	2 BR	\$153	\$459	\$959	\$2,877				
40%	3	2 BR	\$502	\$1,506	\$959	\$2,877				
50%	4	2 BR	\$676	\$2,704	\$959	\$3,836				
60%	36	2 BR	\$830	\$29,880	\$959	\$34,524				
20%	2	3 BR	\$145	\$290	\$1,170	\$2,340				
40%	3	3 BR	\$548	\$1,644	\$1,170	\$3,510				
50%	1	3 BR	\$749	\$749	\$1,170	\$1,170				
60%	16	3 BR	\$931	\$14,896	\$1,170	\$18,720				
	Totals	80		\$58,219		\$78,866	26.18%			

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

Steven R. Shaw

SHAW RESEARCH AND CONSULTING, LLC

Date: May 23, 2024

A. PROJECT DESCRIPTION

According to project information supplied by the sponsor of the subject proposal, the analysis presented within this report is based on the following development configuration and assumptions:

Project Name: SANCTUARY VILLAS

Project Address: Washington Avenue (east of 4th Street)

Project City: Hartsville, South Carolina

County: Darlington County

Total Units: 80
Occupancy Type: Family

Construction Type: New Construction

Targeting/Mix	Number of Units	Unit Type	Number of Baths	Square Feet	Contract Rent	Utility Allow.	Gross Rent	Max. LIHTC Rent*	PBRA
One-Bedroom Units	12								
20% of Area Median Income	3	Apt	1.0	799	\$143	\$147	\$290	\$290	No
40% of Area Median Income	2	Apt	1.0	799	\$433	\$147	\$580	\$581	No
50% of Area Median Income	1	Apt	1.0	799	\$578	\$147	\$725	\$726	No
60% of Area Median Income	6	Apt	1.0	799	\$703	\$147	\$850	\$871	No
Two-Bedroom Units	46								
20% of Area Median Income	3	Apt	1.0	930	\$153	\$195	\$348	\$348	No
40% of Area Median Income	3	Apt	1.0	930	\$502	\$195	\$697	\$697	No
50% of Area Median Income	4	Apt	1.0	930	\$676	\$195	\$871	\$871	No
60% of Area Median Income	36	Apt	1.0	930	\$830	\$195	\$1,025	\$1,045	No
Three-Bedroom Units	22								
20% of Area Median Income	2	Apt	2.0	1,181	\$145	\$257	\$402	\$402	No
40% of Area Median Income	3	Apt	2.0	1,181	\$548	\$257	\$805	\$805	No
50% of Area Median Income	1	Apt	2.0	1,181	\$749	\$257	\$1,006	\$1,006	No
60% of Area Median Income	16	Apt	2.0	1,181	\$931	\$257	\$1,188	\$1,207	No

^{*}Maximum LIHTC Rents and Income Limits are based on the 2024 Rent & Income Limit Calculator obtained from Novogradac & Company website (www.novoco.com).

Project Description:

Development Location	.Hartsville, South Carolina
Construction Type	.New Construction
Occupancy Type	.General Occupancy (family)
Target Income Group	.100% LIHTC (between 20% and 60% AMI)
Special Population Group	.N/A
Number of Units by Unit Type	.See previous page
Unit Sizes	.See previous page
Rents and Utility Information	.See previous page
Proposed Rental Assistance (PBRA)	.None

Project Size:

Total Development Size	80 units
Number of Affordable Units	80 units
Number of HOME Units	0 units
Number of Market Rate Units	0 units
Number of PBRA Units	0 units
Number of Employee Units	0 units

Development Characteristics:

Number of Total Units	80 units
Number of Garden Apartments	80 units
Number of Townhouses	0 units
Number of Residential Buildings	5 (maximum two stories)
Number of Community Buildings	1 (approx. 3,000 sq. ft.)

Additional Assumptions:

Heat Source: Electric heat pump

Market Entry: Scheduled for December 2026

PROJECT AMENITIES							
			UNIT AMENITIES				
X X	Ceiling Fan Coat Closet Dishwasher Exterior Storage Frost-Free Refrigerator	X X X	Garbage Disposal Individual Entry Microwave Mini-Blinds Patio/Balcony	X	Self-Cleaning Oven Walk-In Closet Counters: Granite/Solid surface Other: Other:		
		DI	EVELOPMENT AMENITIES				
X	Clubhouse Community Room Computer/Business Center Elevator Exercise Room	\mathbf{X}	On-Site Management Picnic Area / Walking Trails Playground Sports Court Swimming Pool	X X X	Common Area Kitchenette Frisbee Golf Community Garden Dog Park / Dog Wash Area Craft / Workshop Pavilion		
		A	IR CONDITIONING TYPE				
X	Central A/C		Through-Wall A/C		Through-Wall Sleeve		
			LAUNDRY TYPE				
X	Coin-Operated Laundry	X	In-Unit Hook-Up		In-Unit Washer/Dryer		
			PARKING TYPE				
X	Surface Lot (on-site - 125 spots) Surface Lot (off-site)		Garage (attached): \$ Garage (detached): \$		Carport: \$ Other:		
			SECURITY TYPE				
X	Security Intercom Security Cameras		Security Gate Other:	X	Lighting Other:		
		UTI	LITIES INCLUDED IN RENT				
	Electricity Gas		Heat Water/Sewer	X	Trash Removal Other:		

Project Narrative (supplied by sponsor)

Summary of Sanctuary Villas Features and Unique Characteristics

• Design and Sustainability:

- Modern, eco-friendly materials and energy-efficient designs (Energy Star Program Compliant, plus additional sustainability features).
- o Solar-powered features including bollards around walking paths, clubhouse, wall packs on building, sand street lighting.

• Populations Served:

- o Multi-generational housing accommodating families, seniors, and local workers.
- o Supports diverse demographics including low to moderate-income residents.

• Community Amenities and Services:

- Community clubhouse equipped with a kitchen for 'Living off the Land' Sustainability workshops.
- o Fitness center, community garden, and playground.
- o Free WiFi in clubhouses and common areas.
- o Educational and recreational programs such as cooking and crafting classes.
- Frisbee golf course that will be expanded in the adjacent Phase II of this housing development, pending awarded status of Phase I.
- Large Dog Park, and walking trails with connectivity to the new Humane Society to encourage community connectivity and engagement in active lifestyles.

• Environmental Impact and Energy Efficiency:

- o Energy Star-rated appliances in all units.
- o Design and construction standards compliant with SC State Housing energy efficiency requirements.

• Partnerships and Local Engagement:

- Collaborations with local nonprofits such as the Darlington County Humane Society and The Byerly Foundation.
- o Partnered on design and infrastructure elements with the City of Hartsville, Mayor and City Manager's Office, PDRTA (the local public transit agency)
- Alignments with major employers and local businesses like Sonoco and Lowe's Home Improvement.

• Integration with Hartsville's Vision 2030:

- Aligned with SMART Growth initiatives, promoting sustainable urban development.
- Pilot project for future sustainable and affordable housing developments under the city's comprehensive housing strategy.

The following is a more detailed description of the numerous innovative features/concepts to be included in Sanctuary Villas Apartments:

- Community Garden Agrihood Concept The community garden will be used to promote "Living off the Land" and healthy eating initiatives. We plan to also include fruit trees on the property. The community garden will lead to our Healthy Cooking classes we plan to host in our Community Room. Included inside the Community Room could be a Live Herb Wall. These herbs will be used in the cooking demonstrations to promote healthful living and strong resident connections.
- **Sustainability** It is planned to add solar panels to power the Clubhouse. Solar powered bollards at the walking/fitness path, solar powered light poles throughout the property as well as solar powered wall packs on each building.
- **Dog Park/partnership with Humane Society** The property is anticipating to work with the Humane Society in some capacity to encourage young residents to volunteer. The Dog Park can offer them ways to make allowance by walking and playing with neighbors' dogs. There will also be a Dog Wash area constructed off the back of the office.
- **Multigenerational Housing** Several of the units have been designed as Generational Housing. This means that a one-bedroom apartment and a three-bedroom apartment are connected by an interior door. This will allow an elderly resident to live near their family, but offer privacy as needed.
- Activity & Hands-On Workshops Pavilion This area will be used to host crafting, educational arts, and home improvement workshops, hopefully in a partnership with Lowe's Home Improvement and their DIY workshop offerings. Since many people are interested in crafting, the property will have a place to be creative and learn basic home upkeep and improvement skills.
- **Frisbee Golf Course** A 5-hole course is also planned on the property to encourage exercise. Should there be a Phase 2, additional holes will be added to the course connecting the two phases of the properties.
- **Ground Floor Single Entry Concept** This concept gives the building a townhouse design. Each apartment is entered on the ground floor with a private door. The upstairs units have an interior stairwell. This concept leaves less unused space in breezeways.

B. SITE DESCRIPTION

1. Site Visit Date

Site and community fieldwork was completed on March 4, 2024 by Steven Shaw.

2. Site Neighborhood and Overview

The subject property is located within the southeastern portion of Hartsville along the south side of East Washington Street, approximately one-eighth mile east of South 4th Street and two-thirds mile north of U.S. 15. Additionally, the site is roughly one mile south of downtown Hartsville within a seemingly growing commercial area. Overall characteristics of the immediate neighborhood are a mixture of retail/commercial (including the area's foremost retail corridor along 4th Street – less than one-eighth mile west of the site) and undeveloped/vacant agricultural property. Areas closest to the subject property include Lowes Home Improvement Warehouse, Palmetto Goodwill, and Dollar General immediately to the west, undeveloped agricultural land to the south and east, and a mobile home park (with mostly newer units) to the northeast. In addition, the new Darlington County Humane Society complex is presently under construction immediately to the north of the site across Washington Street. It should also be noted that the homes within the Plantation Pines Manufactured Homes development adjacent to the northeast of the site appear to be newer and in good condition. As such, the majority of nearby properties are in good condition and upkeep.

Situated within Census Tract 106 of Darlington County, the subject property consists of approximately nine acres of generally flat, undeveloped agricultural property currently zoned as B-3 – which allows for the development of multi-family units. Based on an overall review of the site, current usages and zoning of surrounding properties (as well as throughout the immediate neighborhood) should not impede or negatively affect the marketability or long-term viability of the subject proposal. As such, adjacent land usage is as follows:

North: Washington Street / New Humane Society complex (under construction)

South: Undeveloped agricultural property

East: Undeveloped agricultural property / Mobile home park (good condition)

West: Undeveloped property / Commercial (good condition)

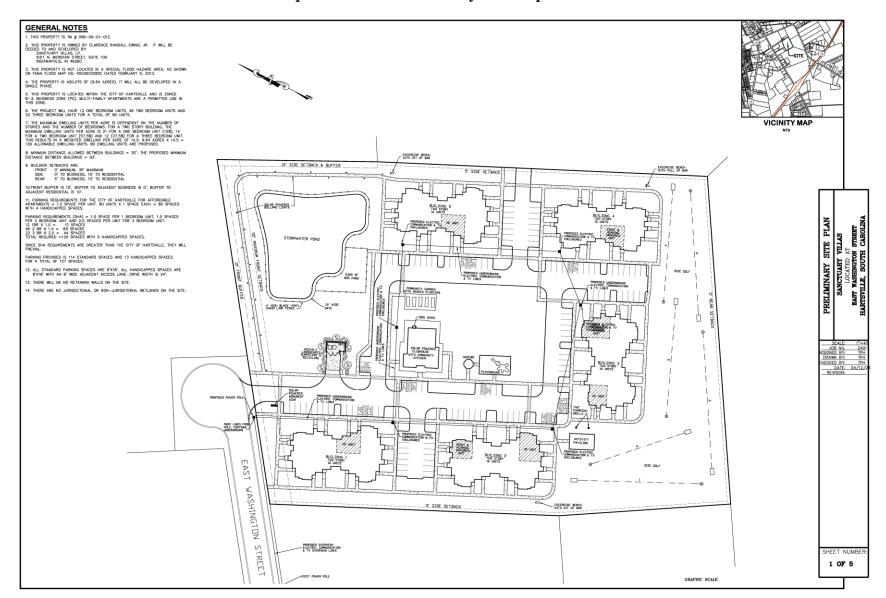
Fox Hollow Black Creek Hartsville **SITE** Power St Coker Farm Rd 1,000 m 2,000 ft Esri, HERE, Garmin, INCRÉMENT P, NGA, USGS

Map 1: Site Location – City of Hartsville

NOTE: Shaded area is city of Hartsville

Residential **Humane Society** (mobile park) (under const.) Lowe's Home Improvement Undeveloped/ Agricultural SITE Undeveloped Goodwill Dollar General Undeveloped/ Agricultural Henderson Ace Hardware/Supply PST NC CGIA, Maxar, Microsoft

Map 2: Site Location - Aerial Photo



Map 3: Site Plan – Sanctuary Villas Apartments

Primary access to the site will be from East Washington Street to the north, representing a lightly-traveled two-lane secondary street providing convenient access to 4th Street to the west. Washington Street extends approximately one-eighth mile east of 4th Street, and dead-ends at the site. Overall, the subject property's location will have a generally positive curb appeal with moderate visibility from a well-traveled roadway and within a short distance to key commercial/retail areas. Furthermore, the subject property's location near the community's foremost commercial corridor (4th Street) along with convenient access to downtown Hartsville and U.S. 15 should be considered a positive attribute, and is suitable for multi-family housing.

3. Nearby Retail

The subject property is situated just east of South 4th Street, representing one of the area's foremost retail/commercial corridors. In addition to Lowes Home Improvement Warehouse, Palmetto Goodwill, and Dollar General (each are just west of the site and within walking distance), numerous retail outlets can be found within ½ mile – including Walmart Supercenter, Piggly Wiggly grocery, Walgreens pharmacy, Family Dollar, Rose's Discount, Belk, and Big Lots among others.

4. Medical Offices and Hospitals

Numerous medical services and physician offices can be found throughout the immediate area, as well. The nearest hospital is the Carolina Pines Regional Medical Center, located within the southwestern edge of the city along Bobo Newsom Highway (SC 151) – approximately $3\frac{1}{2}$ miles southwest of the site. In addition to a number of medical offices located near the hospital (including the Carolina Pines Walk-in Clinic), several facilities can be found throughout the community. Closest to the site, CareSouth Carolina-Hartsville and YourHealth Physicians are both less than $\frac{3}{4}$ mile from the site along $\frac{4}{1}$ Street, while the Hartsville Free Medical Clinic is situated within the downtown area for persons without or with only limited insurance coverage.

5. Other PMA Services

Additional services of note within the market area include several parks and recreational facilities, including the YMCA of the Upper Pee Dee (one mile north), Coach TB Thomas Sports Center (1½ miles west), and Hartsville Memorial Library (1¼ miles northwest). The subject property is within the Darlington County School District, with several schools situated nearby – each of which is between 1½ and three miles from the site. In addition, the Butler Academy Charter School (K-12) also offers primary education opportunities locally, and is located approximately ½ mile away.

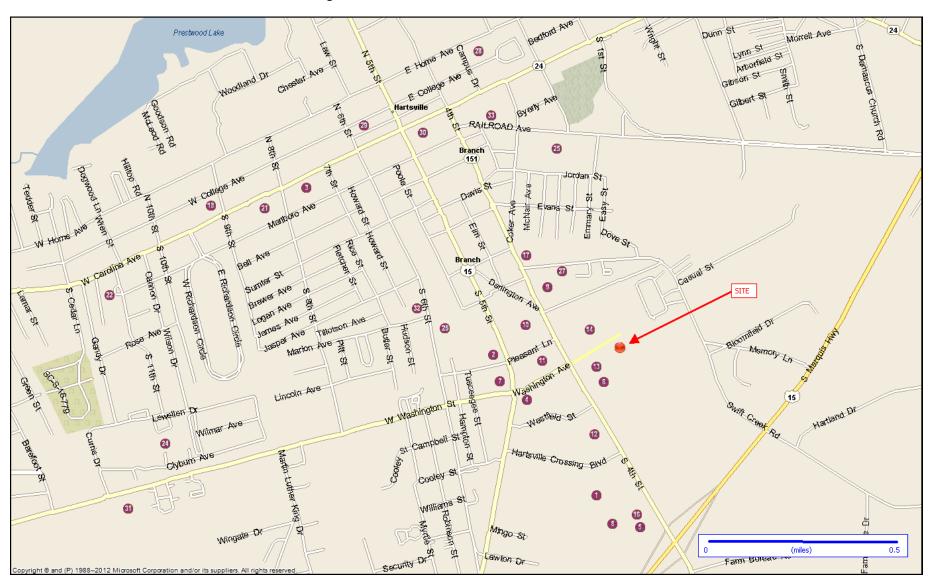
Bus transit services are provided locally through PDRTA (Pee Dee Regional Transportation Authority), with the HART (Hartsville Free Transit Service) providing transit opportunities throughout the immediate Hartsville area. As such, the nearest route to the site runs along 4th Street, with the closest bus stop located at Big Lots (roughly one-third mile southwest).

The following identifies pertinent locations and features within the Hartsville area closest to the subject property, and can be found on the following map by the number next to the corresponding description. Please note that this list is not all-inclusive and only represents those locations closest and most relevant to the subject property. Further, all distances are estimated by paved roadway.

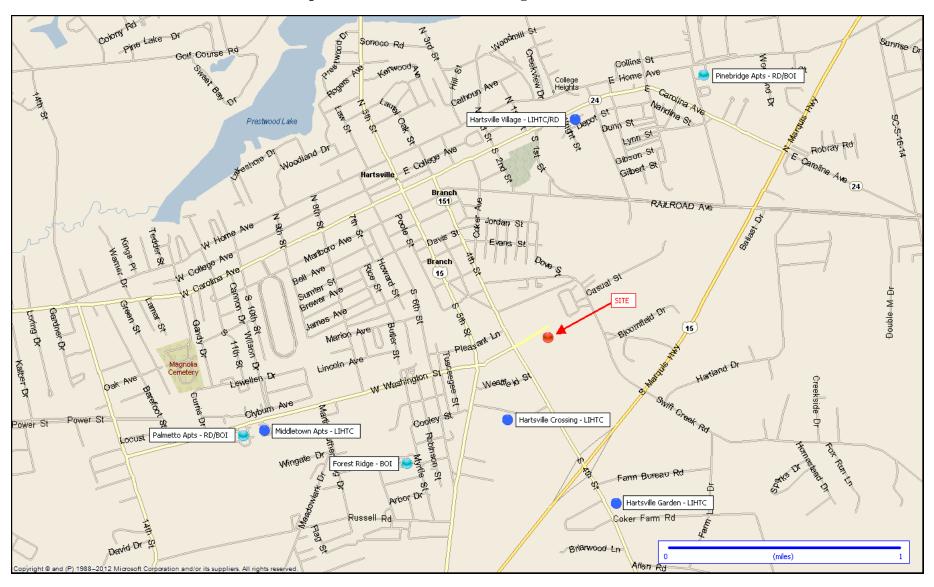
Retail		
1.	Grocery – Walmart Supercenter (w/ pharmacy)	0.5 miles south
	Grocery – Piggly Wiggly grocery	
	Grocery – Hartsville IGA grocery	
	Pharmacy – Walgreens	
	Pharmacy – CSC Community Pharmacy	
	Convenience – Dollar General	
	Convenience – Family Dollar	
8.	Convenience – Dollar Tree	0.6 miles south
9.	Convenience – PM Food Mart	0.5 miles northwest
	Other – Belk	
11.	Other – Rose's Discount	0.2 miles west
12.	Other – Big Lots	0.4 miles south
13.	Other – Palmetto Goodwill	0.1 miles west
14.	Other – Lowe's Home Improvement Warehouse	0.1 miles northwest
Medica	al	
15.	Hospital – Carolina Pines Regional Medical Center	3.5 miles southwest
	Clinic – CareSouth Carolina – Hartsville Center	
	Clinic – YourHealth Physicians	
	Clinic – Free Medical Clinic of Darlington County - Hartsville	
	Clinic – Carolina Pines Walk-In Clinic	
20.	Urgent Care – Hometown Urgent Care	2.5 miles southwest
Educat	tion	
21.	School – Thornwell School for the Arts Elementary	1.5 miles northwest
	School – Carolina Elementary School	
	School – Hartsville Middle School	
	School – Hartsville High School	
	School – Governor's School for Science and Mathematics	
26.	School – Butler Academy Charter (K-12)	0.6 miles west
27.	College – Florence-Darlington Technical College	0.6 miles north
28.	College – Coker University	1.1 miles north
Recrea	tion/Other	
	Library – Hartsville Memorial Library	1.3 miles northwest
	Recreation Center – YMCA of the Upper Pee Dee	
	Recreation Center – Coach TB Thomas Sports Center	
	Park – Pride Park	
	Park – The Vista Park	

E Home Ave @ (24) RAILROAD Ave M. Editor We Jordan St år Pordan Si Š O Evans St Forting Dr Power St Power St **8** 16 5 Wingate D Farm Bureau Rd Arbor Dr Ballentine Dr Coker Farm-Kimberly or Georgian Dr 15 (151) (miles) 20

Map 4: Local Features/Amenities



Map 5: Local Features/Amenities – Close View



Map 6: Affordable Rental Housing - Hartsville PMA

Site/Neighborhood Photos



SITE – Sanctuary Villas Apartments East Washington Street, Hartsville, SC Facing south from East Washington Street



SITE – Sanctuary Villas Apartments East Washington Street, Hartsville, SC Facing south from East Washington Street



NORTH – New Humane Society facility under construction adjacent to north of site Facing north from end of Washington Avenue Site is directly across street from facility



NORTH – New Humane Society facility under construction adjacent to north of site Facing north from end of Washington Street Site is directly across street from facility



NORTHWEST – Lowe's Home Improvement Warehouse adjacent to northwest of site Facing north from East Washington Avenue Site is directly across street from Lowe's



NORTHEAST – Mobile Home Park adjacent to northeast of site Facing northeast from end of Washington Avenue Site is undeveloped property in the foreground Mobile Home Park is in distance beyond tree line



NORTHEAST – Mobile Home Park adjacent to northeast of site Facing west from Azalea Circle Site is behind homes and tree line



WEST – Undeveloped property adjacent to west of site Facing sound from Washington Avenue Site is to the left of property



SOUTH – Undeveloped agricultural property adjacent to south of site Facing north from access drive behind Bojangles Site is beyond tree line in distance



EAST – Undeveloped agricultural property adjacent to east of site
Facing west from Swift Creek Road
Site is in distance
Mobile Home Park is within wooded area on the right



STREET – Facing east along East Washington Avenue Site is undeveloped property on the right just past equipment Photo taken from rear entrance to Lowe's

STREET – Facing west along East Washington Avenue Photo taken from rear entrance to Lowe's Lowe's is to the right 4th Street is in distance

6. Crime Assessment

Overall, crime rates for the city of Hartsville are notably above state and national averages, although scores for the Hartsville PMA are typically below state norms. As such, the following table illustrates index scores for individual crime categories based on a scale normalized to 100 for the national average. Although crime statistics are somewhat elevated within the city itself, the site and surrounding neighborhood does not appear to have any noticeable safety concerns based on firsthand observations from a recent site visit, and should not be considered a prohibiting factor. Despite this, these elevated crime scores for the city are concerning and need to be taken into consideration – as such, extra security precautions should be deemed as a necessary measure to provide a safe environment for potential residents of the subject property (such as extra lighting, surveillance cameras, and/or secured intercom entry).

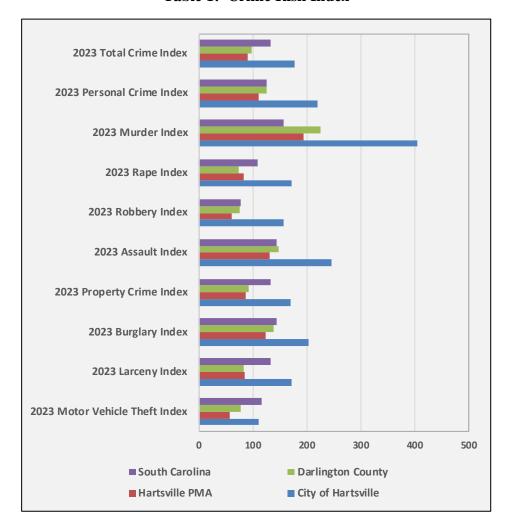


Table 1: Crime Risk Index

7. Road/Infrastructure Improvements

Based on the site visit and evaluation of the local market area, no significant road work and/or infrastructure improvements were observed within the community or near the site that would have any impact (positive or negative) on the marketability or absorption of the subject proposal. However, it should be noted that the city of Hartsville has agreed to sewer/water improvements along East Washington Street to assist with the development of the subject proposal.

8. Overall Site Conclusions

Overall site characteristics are mostly positive, with the majority of necessary services situated within a relatively short distance of the site. In addition to a number of retail opportunities within walking distance, the site is situated within ½ mile of a variety of additional services – including a Walmart, Dollar General, Piggly Wiggly, Walgreens, Family Dollar, Belk, Rose's Discount, and Big Lots.

It should also be noted that the subject property is situated within a South Carolina Opportunity Zone, which was designated through the Tax Cuts and Jobs Act of 2017. Further, the site appears to meet Hartsville's housing goals and objects as outlined in the city's 2021 Comprehensive Plan to address the growing need for workforce housing.

Based on a site visit conducted March 4, 2024, the subject property can be viewed as a mostly positive factor, with no significant visible nuances that can have a potentially negative effect on the marketability or absorption of the proposal. Further, the site's location provides a generally positive curb appeal (with good ingress/egress), with no visible traffic congestion and most nearby properties (residential, commercial, or otherwise) in generally good condition.

C. PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is defined as the geographic area from which the subject property (either proposed or existing) is expected to draw the *majority* of its residents. For the purpose of this report, the PMA for the subject property consists of the city of Hartsville and surrounding area within the northwestern portion of Darlington County. More specifically, the PMA is comprised of a total of eight census tracts, and reaches between 6½ and 8½ miles to the north of the site, between 5½ and nine miles to the east, between 5¾ and ten miles to the south, and between 6½ to 12 miles to the west. As such, the aforementioned primary market area delineation can be considered as a realistic indication of the potential draw of the subject proposal based on characteristics of the immediate area and the proposed site location. Additionally, the site is situated just east of South 4th Street (a major retail/commercial corridor), as well within relatively close proximity to several additional key roadways, including U.S. 15, Bobo Newsom Highway (SC 151), and Carolina Avenue – each providing relatively convenient access throughout Hartsville and the PMA.

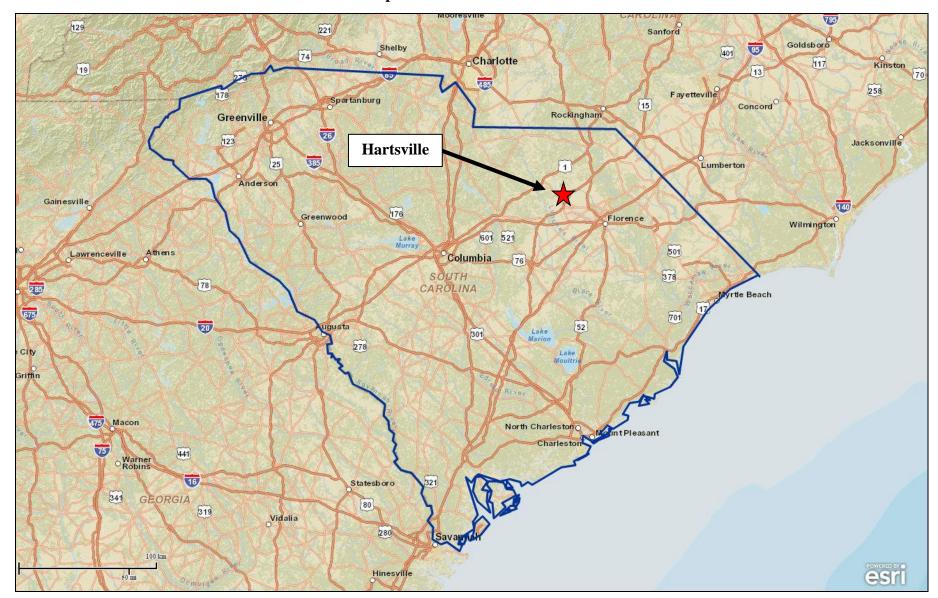
Factors such as socio-economic conditions and patterns, local roadway infrastructure, commuting patterns, school district boundaries, physical boundaries, and personal experience were utilized when defining the primary market area. As such, the PMA is comprised of the following census tracts (utilizing 2020 census delineations – all are within Darlington County):

- Tract 102.00 Trac
 - Tract 104.00
- Tract 106.00*
- Tract 108.00
- Tract 109.02

- Tract 103.00
- Tract 105.00
- Tract 107.00

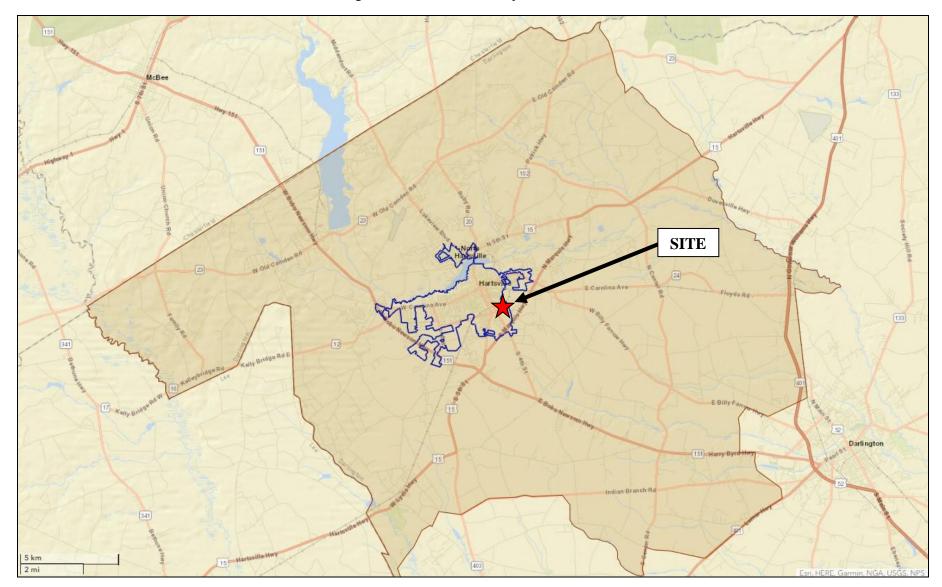
^{*} Site is located in Census Tract 106.00*

Sanctuary Villas Apartments Hartsville, South Carolina



Map 7: State of South Carolina

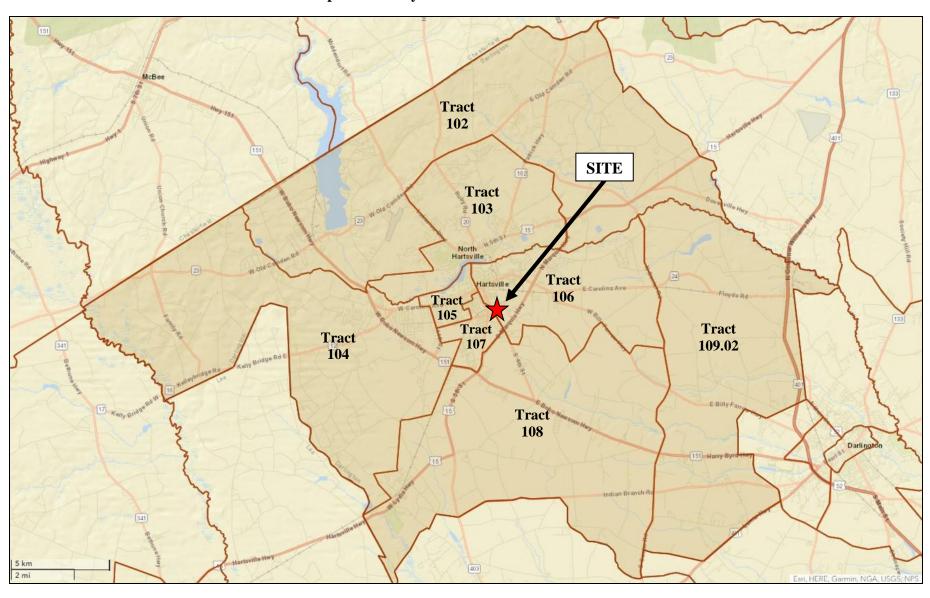
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Page 27



Map 8: Hartsville Primary Market Area

NOTE: Shaded area is PMA; Blue outline is city of Hartsville

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Map 9: Primary Market Area – Census Tracts

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Table 2: Race Distribution (2020)

Race - Census Tract 106 - Darlington County, SC					
	<u>Number</u>	Percent			
Total Races Tallied	4,824				
White*	2,033	42.1%			
Black or African American*	2,517	52.2%			
American Indian/Alaska Native*	66	1.4%			
Asian*	55	1.1%			
Native Hawaiian/Pacific Islander*	9	0.2%			
Other Race*	144	3.0%			

^{*}NOTE: Race figures are "alone or in combination" - which allows persons to report their racial makeup as more than one race. As such, the sum of individual races may add up to more than the total population.

SOURCE: U.S. Census - 2020 - Table P6

D. MARKET AREA ECONOMY

1. Employment, Wages, Commuting

The following highlights current economic conditions for Darlington County, Hartsville, and the market area, where available:

- Employment by Industry According to information from the South Carolina Department of Employment and Workforce, the largest individual employment industry within Darlington County was manufacturing (at approximately 19 percent of all jobs), followed by persons employed in health care/social assistance (14 percent), and retail trade (12 percent).
- Employment by Industry Five Year Change Based on a comparison of employment by industry from 2018, the majority of individual industries experienced a net gain over the past five years. Educational services had the largest growth (329 new jobs), followed by manufacturing (174 jobs), and construction (115 jobs). In contrast, the largest declines occurred in administrative/waste services (335 fewer jobs), transportation/warehousing (176 fewer jobs), and wholesale trade (105 fewer jobs).
- Commuting Characteristics Based on place of employment, 71 percent of PMA residents are employed within Darlington County, while 29 percent commute outside of the county most of which travel to Florence County. Furthermore, according to ACS data, approximately 85 percent of workers within the PMA drove alone to their place of employment, six percent carpooled, three percent worked from home, and seven percent used public transportation, walked, or some other means to work (in comparison, 20 percent of city residents used public transportation, walked, or some other means).
- Recent Employment Trends Figures for 2020 clearly illustrates the negative impact of the COVID-19 pandemic, with a decrease of approximately 750 jobs for Darlington County representing a decline of 2.6 percent between 2019 and 2020 (which was slightly lower than losses experienced for South Carolina overall at 2.9 percent). However, the most recent information demonstrates that the economy has rebounded quite soundly with employment figures now above pre-pandemic levels. As such, the number of jobs within the county increased by 5.7 percent (more than 1,600 jobs) between 2020 and 2023. The most recent monthly information demonstrates the local economy has continued to improve over the past year, as the number of jobs increased by approximately 865 jobs within the county between February 2023 and February 2024, representing an increase of 3.0 percent slightly above growth rates for South Carolina overall (at 2.6 percent), and well-above national gains (0.4 percent).
- Recent Unemployment Levels In conjunction with increasing job levels, unemployment rates have also demonstrated notable improvement over the past several years. As such, the annual unemployment rate for 2023 was recorded at 3.4 percent for Darlington County, which decreased from 6.3 percent in 2020. While improving, however, the current unemployment rate is slightly above state averages (3.1 percent) but below national norms (3.6 percent) for 2023. Based on February 2024 data, the county had an unemployment rate of 3.9 percent, improving slightly from the February 2023 rate (4.0 percent).

3Q 2	2023	3Q 2	2018	Change (2018-2023)	
Number Employed	Percent	Number <u>Employed</u>	Percent	Number <u>Employed</u>	Percent
20,402	100.0%	20,614	100.0%	(212)	(1%)
150	0.7%	143	0.7%	7	5%
*	*	*	*	*	*
736	3.6%	*	*	*	*
1,400	6.9%	1,285	6.7%	115	9%
3,849	18.9%	3,675	19.0%	174	5%
740	3.6%	845	4.4%	(105)	(12%)
2,370	11.6%	2,355	12.2%	15	1%
940	4.6%	1,116	5.8%	(176)	(16%)
49	0.2%	83	0.4%	(34)	(41%)
345	1.7%	417	2.2%	(72)	(17%)
99	0.5%	60	0.3%	39	65%
331	1.6%	260	1.3%	71	27%
92	0.5%	*	*	*	*
1,066	5.2%	1,401	7.3%	(335)	(24%)
1,577	7.7%	1,248	6.5%	329	26%
2,801	13.7%	2,701	14.0%	100	4%
277	1.4%	353	1.8%	(76)	(22%)
1,654	8.1%	1,571	8.1%	83	5%
503	2.5%	448	2.3%	55	12%
1,424	7.0%	1,344	7.0%	80	6%
	Number Employed 20,402 150 * 736 1,400 3,849 740 2,370 940 49 345 99 331 92 1,066 1,577 2,801 277 1,654 503	Employed Percent 20,402 100.0% 150 0.7% * * 736 3.6% 1,400 6.9% 3,849 18.9% 740 3.6% 2,370 11.6% 940 4.6% 49 0.2% 345 1.7% 99 0.5% 331 1.6% 92 0.5% 1,066 5.2% 1,577 7.7% 2,801 13.7% 277 1.4% 1,654 8.1% 503 2.5%	Number Employed Percent Employed 20,402 100.0% 20,614 150 0.7% 143 * * * 736 3.6% * 1,400 6.9% 1,285 3,849 18.9% 3,675 740 3.6% 845 2,370 11.6% 2,355 940 4.6% 1,116 49 0.2% 83 345 1.7% 417 99 0.5% 60 331 1.6% 260 92 0.5% * 1,066 5.2% 1,401 1,577 7.7% 1,248 2,801 13.7% 2,701 277 1.4% 353 1,654 8.1% 1,571 503 2.5% 448	Number Employed Percent Employed Percent 20,402 100.0% 20,614 100.0% 150 0.7% 143 0.7% * * * * 736 3.6% * * 1,400 6.9% 1,285 6.7% 3,849 18.9% 3,675 19.0% 740 3.6% 845 4.4% 2,370 11.6% 2,355 12.2% 940 4.6% 1,116 5.8% 49 0.2% 83 0.4% 345 1.7% 417 2.2% 99 0.5% 60 0.3% 331 1.6% 260 1.3% 92 0.5% * * 1,066 5.2% 1,401 7.3% 1,577 7.7% 1,248 6.5% 2,801 13.7% 2,701 14.0% 2,77 1.4% 353 1.8%	Number Employed Percent Number Employed Percent Number Employed Number Employed 20,402 100.0% 20,614 100.0% (212) 150 0.7% 143 0.7% 7 * * * * 736 3.6% * * 1,400 6.9% 1,285 6.7% 115 3,849 18.9% 3,675 19.0% 174 740 3.6% 845 4.4% (105) 2,370 11.6% 2,355 12.2% 15 940 4.6% 1,116 5.8% (176) 49 0.2% 83 0.4% (34) 345 1.7% 417 2.2% (72) 99 0.5% 60 0.3% 39 331 1.6% 260 1.3% 71 92 0.5% * * * 1,066 5.2% 1,401 7.3% (335)<

Table 3: Employment by Industry – Darlington County

Unclassified

Source: South Carolina Department of Employment & Workforce - Darlington County

Table 4: Place of Work/ Means of Transportation (2022)

EMPLOYMENT BY PLACE OF WORK								
	City of Hartsville		Hartsville PMA		Darlingto	on County		
Total	2,778	100.0%	12,477	100.0%	25,776	100.0%		
Worked in State of Residence	2,769	99.7%	12,337	98.9%	25,507	99.0%		
Worked in County of Residence	1,942	69.9%	8,845	70.9%	14,828	57.5%		
Worked Outside County of Residence	827	29.8%	3,492	28.0%	10,679	41.4%		
Worked Outside State of Residence	9	0.3%	140	1.1%	269	1.0%		
MEANS OF TRANSPORTATION TO WORK								
			Hartsville PMA					
	City of I	Hartsville	Hartsvi	lle PMA	Darlingto	on County		
Total	City of I 2,778	Hartsville	Hartsvi 12,477	lle PMA 100.0%	Darlingto	on County		
Total Drove Alone - Car, Truck, or Van	•					•		
- * * * * * * * * * * * * * * * * * * *	2,778	100.0%	12,477	100.0%	25,776	100.0%		
Drove Alone - Car, Truck, or Van	2,778 1,984	100.0% 71.4%	12,477 10,575	100.0% 84.8%	25,776 21,628	100.0% 83.9%		
Drove Alone - Car, Truck, or Van Carpooled - Car, Truck, or Van	2,778 1,984 186	100.0% 71.4% 6.7%	12,477 10,575 693	100.0% 84.8% 5.6%	25,776 21,628 2,016	100.0% 83.9% 7.8%		
Drove Alone - Car, Truck, or Van Carpooled - Car, Truck, or Van Public Transportation	2,778 1,984 186 1	100.0% 71.4% 6.7% 0.0%	12,477 10,575 693 2	100.0% 84.8% 5.6% 0.0%	25,776 21,628 2,016 3	100.0% 83.9% 7.8% 0.0%		

^{* -} Data Not Available

Table 5: 20 Largest Employers – Darlington County

Employer (listed alphabetically)	Product/Service
CR Jackson Inc.	Construction
CareSouth Carolina, Inc.	Health Care
Citi Trends, Inc.	Manufacturing
City of Hartsville	Government
CMA Services of Hartsville	Janitorial Services
Coker College	Secondary Education
Darlington County	Government
Darlington County School District	Primary Education
Duke Energy Progress LLC	Utilities
Genesis Healthcare Inc.	Health Care
Georgia Pacific Consumer Operations	Manufacturing
Hartsville LLC	Health Care
MOR PPM Inc.	Construction
NSLC Darlington Inc.	Education
Nucor Corporation	Manufacturing
PFC Inc.	Manufacturing
Roller Bearing Co. of America, Inc.	Manufacturing
SC Baptist Ministries for the Aging	Religious Services
Sonoco Products Company	Manufacturing
Wal-Mart Associates Inc.	Retail

Source: S.C. Departments of Employment & Workforce – 2023 Q3

Table 6: Historical Employment Trends

		Darlingto	on County		Employment Annual Change			Unemployment Rate		
Year	Labor Force	Number Employed	Annual Change	Percent Change	Darlington County	South Carolina	United States	Darlington County	South Carolina	United States
2010	30,872	26,741			-			13.4%	11.3%	9.6%
2011	30,575	26,675	(66)	-0.2%	-0.2%	1.5%	0.6%	12.8%	10.4%	8.9%
2012	30,446	27,148	473	1.8%	1.8%	1.8%	1.9%	10.8%	9.0%	8.1%
2013	30,167	27,421	273	1.0%	1.0%	2.1%	1.0%	9.1%	7.4%	7.4%
2014	29,729	27,421	0	0.0%	0.0%	2.4%	1.7%	7.8%	6.3%	6.2%
2015	30,042	27,849	428	1.6%	1.6%	2.5%	1.7%	7.3%	5.9%	5.3%
2016	29,810	27,993	144	0.5%	0.5%	1.9%	1.7%	6.1%	4.9%	4.9%
2017	29,274	27,757	(236)	-0.8%	-0.8%	-0.3%	1.6%	5.2%	4.2%	4.4%
2018	29,459	28,293	536	1.9%	1.9%	1.8%	1.6%	4.0%	3.4%	3.9%
2019	29,735	28,747	454	1.6%	1.6%	2.5%	1.1%	3.3%	2.8%	3.7%
2020	29,873	27,993	(754)	-2.6%	-2.6%	-2.9%	-6.2%	6.3%	6.0%	8.1%
2021	29,726	28,403	410	1.5%	1.5%	3.0%	3.2%	4.5%	3.9%	5.3%
2022	29,728	28,674	271	1.0%	1.0%	1.6%	3.7%	3.5%	3.2%	3.6%
2023	30,624	29,594	920	3.2%	3.2%	3.3%	1.7%	3.4%	3.1%	3.6%
Feb-23*	29,969	28,779						4.0%	3.7%	3.9%
Feb-24*	30,836	29,644	865	3.0%	3.0%	2.6%	0.4%	3.9%	3.6%	4.2%

Dar	lington Cou	nty	South Ca	arolina		
Change (2010-2015): Change (2015-2020): Change (2020-2023)	Number 1,108 144 681	Percent 4.1% 0.5% 2.4%	Ann. Avg. 0.8% 0.1% 0.8%	Change (2010-2015): Change (2015-2020): Change (2020-2023)	Percent 10.7% 2.9% 4.7%	Ann. Avg. 2.1% 0.6% 1.6%

*Monthly data not seasonally adjusted

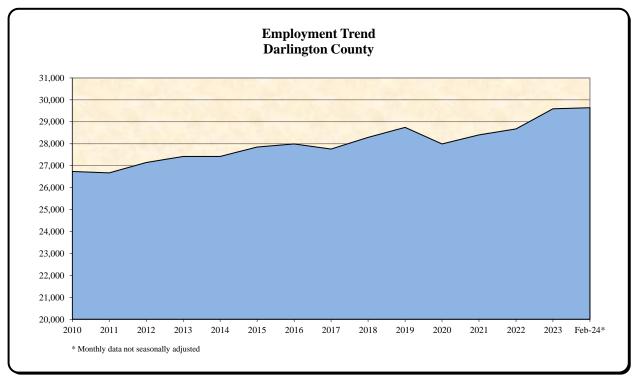
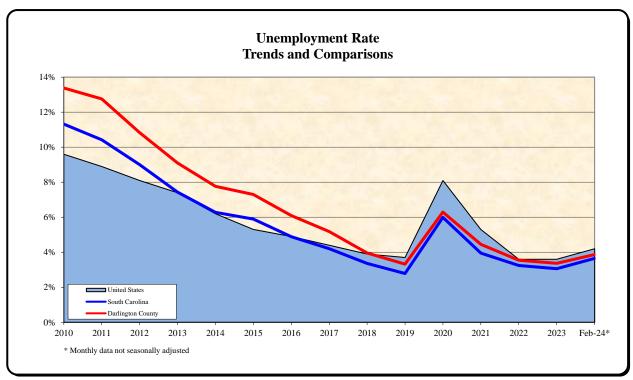
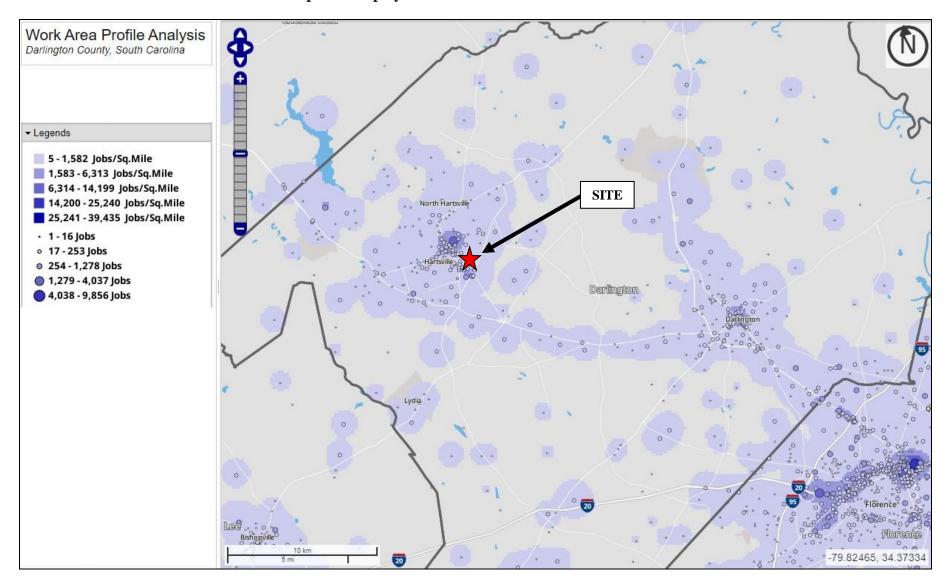


Figure 1: Employment Growth







Map 10: Employment Concentrations – Hartsville Area

E. COMMUNITY DEMOGRAPHIC DATA

1. Population, Household, and Income Trends

Based on U.S. Census data and ESRI forecasts, much of Darlington County has exhibited somewhat declining demographic patterns since 2010. As such, the following provides a summary of key demographic trends for the city and market area, with greater detail found in the tables on the following pages:

- Overall Population According to the most recent estimates, the Hartsville PMA had an overall population of 30,532 persons in 2024, representing a decrease of nine percent from 2010 (almost 3,200 fewer persons). However, future projections indicate more modest population declines over the next five years, with a decrease of two percent (roughly 575 persons) between 2024 and 2029. In comparison, the city of Hartsville decreased by seven percent over the past decade, while Darlington County as a whole decreased by ten percent during this time.
- Overall Households Although the number of occupied households within the PMA have declined since 2010, losses have been somewhat smaller than population trends. As such, households for the Hartsville PMA decreased by five percent since 2010 (almost 600 housing units), with forecasts estimating an additional decrease of nearly 150 households through 2029 representing a decrease of one percent over the next five years.
- Renter Households The number of renter units within the PMA decreased at a slightly slower rate as compared to overall household figures decreasing by three percent (approximately 125 rental units) between 2010 and 2024. However, this figure is anticipated to decrease by a somewhat greater five percent (almost 170 units) over the next five years.
- Renter Propensities Overall, a moderate ratio of renter households exists throughout the Hartsville area. As such, the renter household percentage was calculated at 28 percent of all occupied units within the PMA in 2024 well-below the city ratio (at 41 percent) and more in line with county-wide levels (also at 28 percent). It should also be noted that renter propensities within all three areas have decreased slightly over the past decade.
- Age Distribution Based on U.S. Census data, the largest population group for the PMA in 2024 consisted of persons between the ages of 20 and 44 years, accounting for 30 percent of all persons. When reviewing distribution patterns between 2010 and 2029, the aging of the population is evident within all three areas analyzed. As such, while the proportion of persons under the age of 45 has declined somewhat over the past decade, the fastest growing portion of the population base is the older age segments. Within the PMA, persons 65 years and older, which represented 14 percent of the population in 2010, is expected to increase to account for 23 percent of all persons by 2029 clearly demonstrating the aging of the baby boom generation consistent to that exhibited throughout the state and nation.

- **Future Age Trends** Although decreasing somewhat, the steady percentage of population below the age of 45 seen throughout Hartsville and the PMA (at 56 percent and 52 percent of all persons in 2029, respectively) signifies positive trends for the subject proposal by continuing to provide a solid base of potential tenants for the subject property.
- Overall Household Sizes Average household sizes throughout the Hartsville PMA have decreased since 2010, generally consistent with an aging population. Based on census data, the PMA contains somewhat larger household sizes than the city. As such, the PMA had an average of 2.38 persons per household in 2024, while the city had an average household size of 2.27 persons.
- Median Household Income The median household income for the Hartsville PMA was estimated at \$51,694 for 2024, which was approximately ten percent greater than Hartsville proper (at \$46,811) and 19 percent above Darlington County as a whole (\$43,634). In comparison to 2010 figures, income appreciation throughout the Hartsville area has been somewhat modest over the past decade. As such, the median household income increased by 1.8 percent annually for the PMA between 2010 and 2024, as compared to a 1.5 percent annual increase for the city. Income appreciation is anticipated remain steady over the next five years, with an annual increase of 1.8 percent for the PMA between 2024 and 2029 slightly lower than the county overall (at 2.9 percent annually).
- Overall Income Distribution According to the U.S. Census Bureau's American Community Survey, approximately 38 percent of all households within the PMA had an annual income of less than \$35,000 in 2024 the portion of the population with the greatest need for affordable housing options. Further, roughly 50 percent of PMA households had an income below \$50,000. In comparison, a slightly greater 40 percent of households within Hartsville itself had incomes below \$35,000, while 57 percent were below \$50,000 annually. With more than one-third of all households within the PMA earning less than \$35,000 per year (and roughly one-half of all households under \$50,000), affordable housing options will undoubtedly continue to be in demand locally.
- **Rent Overburdened Households** The most recent American Community Survey data shows that approximately 50 percent of renter households within the PMA are rent-overburdened (paying more than 35 percent of household income to gross rent), slightly below the city's overburdened percentage of 57 percent.
- Income-Qualified Households Overall, the key income range for the subject proposal is \$9,943 to \$50,160 (in current dollars). As such, roughly 37 percent of the PMA's owner-occupied household number, and 59 percent of the renter-occupied household figure are within the income-qualified range. Considering the relative density of the PMA, this equates to nearly 5,325 potential income-qualified households for the proposed development, including more than 2,000 income-qualified renter households.

Table 7: Population Trends (2010 to 2029)

	Ove	erall Population	on		
	2010	2020	2024	2026	2029
City of Hartsville	7,998	7,502	7,439	7,398	7,337
Hartsville PMA	33,831	31,265	30,532	30,301	29,954
Darlington County	68,668	62,905	61,909	61,531	60,964
	0	verall Change	:		
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029
City of Hartsville	-6.2%	-7.0%	-0.8%	-0.5%	-1.4%
Hartsville PMA	-7.6%	-9.8%	-2.3%	-0.8%	-1.9%
Darlington County	-8.4%	-9.8%	-1.6%	-0.6%	-1.5%
	A	nnual Change	,		
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029
City of Hartsville	-0.6%	-0.5%	-0.2%	-0.3%	-0.3%
Hartsville PMA	-0.8%	-0.7%	-0.6%	-0.4%	-0.4%
	-0.9%	-0.7%	-0.4%	-0.3%	-0.3%

Table 8: Household Trends (2010 to 2029)

	Ove	erall Househol	ds						
	<u>2010</u>	<u>2020</u>	<u>2024</u>	<u>2026</u>	<u>2029</u>				
City of Hartsville	3,172	3,043	3,001	2,992	2,977				
Hartsville PMA	13,077	12,684	12,484	12,426	12,339				
Darlington County	26,527	25,649	25,415	25,342	25,232				
Overall Change									
	v	verum emunge							
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029				
				2024-2026 Change	2024-2029 <u>Change</u>				
City of Hartsville	2010-2020	2010-2024	2020-2024						
City of Hartsville Hartsville PMA	2010-2020 <u>Change</u>	2010-2024 <u>Change</u>	2020-2024 <u>Change</u>	Change	Change				

Table 9: Average Household Size (2010 to 2029)

Population Per Household									
	<u>2010</u>	2020	<u>2024</u>	<u>2026</u>	2029				
City of Hartsville	2.33	2.25	2.26	2.26	2.25				
Hartsville PMA	2.52	2.40	2.38	2.37	2.36				
Darlington County	2.54	2.41	2.40	2.39	2.38				
		Change							
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029				
City of Hartsville	-3.2%	-2.8%	0.5%	-0.3%	-0.7%				
City of Hartsville									
Hartsville PMA	-4.9%	-5.7%	-0.8%	-0.3%	-0.8%				

Table 10: Age Distribution (2010 to 2029)

		City of F	Iartsville	sville Hartsville PMA Darlington County								
	2010 Percent	2020 Percent	2023 Percent	2028 Percent	2010 Percent	2020 Percent	2023 Percent	2028 Percent	2010 Percent	2020 Percent	2023 Percent	2028 Percent
Under 20 years	29.2%	28.5%	26.5%	26.1%	27.4%	24.8%	23.4%	23.2%	27.3%	24.6%	23.6%	23.3%
20 to 24 years	8.7%	8.7%	7.7%	7.7%	6.1%	6.1%	5.7%	5.4%	5.8%	5.7%	5.3%	5.3%
25 to 34 years	10.3%	11.4%	11.2%	11.2%	10.7%	11.6%	12.4%	10.7%	11.1%	11.3%	12.4%	12.5%
35 to 44 years	11.1%	10.1%	10.4%	10.5%	13.1%	10.7%	11.8%	12.3%	12.8%	10.9%	12.1%	12.2%
45 to 54 years	13.1%	10.4%	10.8%	10.8%	14.7%	12.8%	12.5%	12.4%	14.7%	12.7%	12.1%	12.2%
55 to 64 years	11.4%	12.0%	12.2%	12.3%	13.8%	14.2%	13.6%	12.9%	14.0%	14.6%	13.9%	13.9%
65 to 74 years	8.3%	10.7%	11.8%	11.9%	8.4%	12.4%	13.0%	12.9%	8.4%	12.6%	13.1%	13.1%
75 to 84 years	5.4%	5.9%	7.0%	7.0%	4.2%	5.9%	6.0%	8.3%	4.2%	5.9%	5.9%	5.9%
85 years and older	2.5%	2.2%	2.4%	2.4%	1.6%	1.7%	1.6%	2.0%	1.7%	1.7%	1.6%	1.6%
Under 20 years	29.2%	28.5%	26.5%	26.1%	27.4%	24.8%	23.4%	23.2%	27.3%	24.6%	23.6%	23.3%
20 to 44 years	30.1%	30.2%	29.3%	29.5%	29.9%	28.3%	29.8%	28.5%	29.7%	27.8%	29.8%	30.0%
45 to 64 years	24.5%	22.4%	23.0%	23.1%	28.5%	27.0%	26.1%	25.3%	28.8%	27.4%	26.0%	26.1%
65 years and older	16.2%	18.8%	21.2%	21.3%	14.1%	19.9%	20.7%	23.1%	14.3%	20.3%	20.6%	20.7%
55 years and older	27.6%	30.8%	33.4%	33.6%	28.0%	34.1%	34.3%	35.9%	28.3%	34.9%	34.4%	34.6%
75 years and older	7.9%	8.2%	9.4%	9.4%	5.8%	7.6%	7.7%	10.2%	5.9%	7.6%	7.5%	7.5%
Non-Elderly (<65)	83.8%	81.2%	78.8%	78.7%	85.9%	80.1%	79.3%	76.9%	85.7%	79.7%	79.4%	79.3%
Elderly (65+)	16.2%	18.8%	21.2%	21.3%	14.1%	19.9%	20.7%	23.1%	14.3%	20.3%	20.6%	20.7%

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

Table 11: Renter Household Trends (2010 to 2029)

	Overall	Renter House	eholds		
	2010	2020	2024	2026	2029
City of Hartsville	1,343	1,463	1,231	1,200	1,155
Hartsville PMA	3,565	3,659	3,443	3,376	3,275
Darlington County	7,531	7,614	7,183	7,059	6,873
	0	verall Change	.		
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029
City of Hartsville	8.9%	-8.4%	-15.9%	-2.5%	-6.2%
Hartsville PMA	2.6%	-3.4%	-5.9%	-2.0%	-4.9%
Darlington County	1.1%	-4.6%	-5.7%	-1.7%	-4.3%
	Overall	Renter Perce	entage		
	2010	2020	2024	<u>2026</u>	2029
City of Hartsville	42.3%	48.1%	41.0%	40.1%	38.8%
Hartsville PMA	27.3%	28.8%	27.6%	27.2%	26.5%
Darlington County	28.4%	29.7%	28.3%	27.9%	27.2%
Source: U.S. Census American Fact	tFinder; ESRI Business	Analyst; Shaw Res	earch & Consulting	LLC	

Table 12: Rental Units by Size (2020)

Renter Households By Size									
	One	Two	Three	Four	5 or More				
	Person	Persons	Persons	Persons	Persons				
City of Hartsville	592	377	224	134	136				
Hartsville PMA	1,327	937	612	414	369				
Darlington County	2,643	1,995	1,282	924	770				
	1 Person	2 Person	3 Person	4 Person	5+ Person				
	1 Person Percent	2 Person Percent	3 Person Percent	4 Person Percent	5+ Person Percent				
City of Hartsville									
City of Hartsville Hartsville PMA	Percent	Percent	Percent	Percent	Percent				

Table 13: Median Household Incomes (2010 to 2029)

	Mediar	Household I	ncome		
	2010	2020	2024	2026	2029
City of Hartsville	\$39,242	\$36,111	\$46,811	\$49,086	\$52,499
Hartsville PMA	\$41,564	\$43,514	\$51,694	\$53,889	\$57,182
Darlington County	\$38,379	\$37,141	\$43,634	\$46,670	\$51,224
	Household	Income Overa	ll Change		
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029
City of Hartsville	-8.0%	19.3%	29.6%	4.9%	12.2%
Hartsville PMA	4.7%	24.4%	18.8%	4.2%	10.6%
Darlington County	-3.2%	13.7%	17.5%	7.0%	17.4%
	Household	Income Annua	al Change		
	2010-2020	2010-2024	2020-2024	2024-2026	2024-2029
City of Hartsville	-0.7%	1.5%	9.9%	1.6%	2.0%
Hartsville PMA	0.4%	1.9%	6.3%	1.4%	1.8%
Darlington County	-0.3%	1.1%	5.8%	2.3%	2.9%
Source: U.S. Census American Face	tFinder; ESRI Business	Analyst; Shaw Res	earch & Consulting,	, LLC	

Table 14: Overall Household Income Distribution (2024)

Income Range	City of I	Iartsville	Hartsvi	lle PMA	Darlingto	on County
	Number	Percent	Number	Percent	Number	Percent
Less than \$10,000	315	10.5%	882	7.1%	1,693	6.7%
\$10,000 to \$14,999	109	3.6%	658	5.3%	1,631	6.4%
\$15,000 to \$19,999	200	6.7%	802	6.4%	1,840	7.2%
\$20,000 to \$24,999	184	6.1%	1,154	9.2%	2,015	7.9%
\$25,000 to \$29,999	220	7.3%	691	5.5%	1,793	7.1%
\$30,000 to \$34,999	185	6.2%	603	4.8%	1,435	5.6%
\$35,000 to \$39,999	87	2.9%	496	4.0%	1,155	4.5%
\$40,000 to \$44,999	167	5.6%	418	3.3%	1,331	5.2%
\$45,000 to \$49,999	232	7.7%	474	3.8%	835	3.3%
\$50,000 to \$59,999	253	8.4%	985	7.9%	1,756	6.9%
\$60,000 to \$74,999	86	2.9%	1,170	9.4%	2,105	8.3%
\$75,000 to \$99,999	333	11.1%	1,261	10.1%	2,587	10.2%
\$100,000 to \$124,999	175	5.8%	681	5.5%	1,506	5.9%
\$125,000 to \$149,999	179	6.0%	733	5.9%	1,264	5.0%
\$150,000 to \$199,999	90	3.0%	773	6.2%	1,232	4.8%
\$200,000 and Over	<u>186</u>	6.2%	<u>700</u>	5.6%	1,237	4.9%
TOTAL	3,001	100.0%	12,484	100.0%	25,415	100.0%
Less than \$34,999	1,213	40.4%	4,791	38.4%	10,408	41.0%
\$35,000 to \$49,999	486	16.2%	1,388	11.1%	3,320	13.1%
\$50,000 to \$74,999	339	11.3%	2,155	17.3%	3,861	15.2%
\$75,000 to \$99,000	333	11.1%	1,261	10.1%	2,587	10.2%
\$100,000 and Over	631	21.0%	2,888	23.1%	5,239	20.6%
Source: American Community S	urvey; Shaw Rese	arch and Consulti	ng, LLC			

Table 15: Household Income by Tenure – PMA (2026)

Income Range	Numbe	Number of 2026 Households			Percent of 2026 Households		
	Total	Owner	Renter	Total	Owner	Renter	
Less than \$5,000	727	268	459	5.7%	3.0%	13.6%	
\$5,001 - \$9,999	165	109	56	1.3%	1.2%	1.7%	
\$10,000 - \$14,999	666	267	399	5.3%	2.9%	11.8%	
\$15,000 - \$19,999	801	521	280	6.4%	5.8%	8.3%	
\$20,000 - \$24,999	1,152	775	377	9.2%	8.6%	11.2%	
\$25,000 - \$34,999	1,296	779	517	10.4%	8.6%	15.3%	
\$35,000 - \$49,999	1,384	959	425	11.1%	10.6%	12.6%	
\$50,000 - \$74,999	2,135	1,748	387	17.3%	19.3%	11.5%	
\$75,000 or More	4,098	3,623	<u>475</u>	33.2%	40.0%	14.1%	
Total	12,426	9,050	3,376	100.0%	100.0%	100.0%	

Source: U.S. Census of Population and Housing; BLS CPI Calculator; Shaw Research & Consulting

Table 16: Renter Overburdened Households (2022)

Gross Rent as a % of Household Income	City of I	Hartsville	Hartsvi	lle PMA	Darlingto	on County
T . I D . I I I I	Number	Percent	Number	Percent	Number 7.742	Percent
Total Rental Units	1,140	100.0%	3,087	100.0%	7,742	100.0%
Less than 10.0 Percent	31	2.9%	139	5.6%	246	3.9%
10.0 to 14.9 Percent	50	4.6%	222	9.0%	625	9.9%
15.0 to 19.9 Percent	119	11.0%	388	15.7%	887	14.0%
20.0 to 24.9 Percent	86	8.0%	178	7.2%	657	10.4%
25.0 to 29.9 Percent	142	13.2%	221	8.9%	539	8.5%
30.0 to 34.9 Percent	37	3.4%	83	3.3%	386	6.1%
35.0 to 39.9 Percent	158	14.7%	199	8.0%	540	8.5%
40.0 to 49.9 Percent	177	16.4%	252	10.2%	857	13.5%
50 Percent or More	278	25.8%	797	32.2%	1,606	25.3%
Not Computed	62		608		1,399	
35 Percent or More	613	56.9%	1,248	50.3%	3,003	47.3%
40 Percent or More	455	42.2%	1,049	42.3%	2,463	38.8%

Source: U.S. Census Burearu; American Community Survey

F. DEMAND ANALYSIS

1. Demand for Tax Credit Rental Units

Demand calculations for each targeted income level of the subject proposal are illustrated in the following tables. Utilizing SCSHFDA guidelines, demand estimates will be measured from three key sources: household growth, substandard housing, and rent-overburdened households. All demand sources will be income-qualified, based on the targeting plan of the subject proposal and current LIHTC income restrictions as published by SCSHFDA. Demand estimates will be calculated for units designated at each income level targeted in the subject proposal – in this case, at 20 percent, 40 percent, 50 percent, and 60 percent of AMI. As such, calculations will be based on the starting rental rate, a 35 percent rent-to-income ratio, and a maximum income of \$50,160 (the 5-person income limit at 60 percent AMI for Darlington County for 2024). The resulting overall income-eligibility range (expressed in current-year dollars) for each targeted income level is as follows:

	<u>Minimum</u>	<u>Maximum</u>
20 percent of AMI	\$9,943	\$16,720
40 percent of AMI	\$19,886	\$33,440
50 percent of AMI	\$24,857	\$41,800
60 percent of AMI	\$29,143	\$50,160
Overall LIHTC	\$9.943	\$50.160

By applying the income-qualified range and 2026 household forecasts to the current-year household income distribution by tenure, the number of income-qualified households can be calculated. As a result, approximately 54 percent of all renter households within the PMA are estimated to fall within the stated LIHTC qualified income range. In addition, it should also be noted that only larger renter households (those with three persons or more) were utilized within the demand calculations for three-bedroom units.

Based on U.S. Census data and projections from ESRI, approximately 67 fewer renter households are anticipated within the PMA between 2024 and 2026. By applying the incomequalified percentage to the overall eligible figure, a negative demand for 36 tax credit rental units can be calculated as a result of new rental household growth.

Using U.S. Census data on substandard rental housing, it is estimated that approximately four percent of all renter households within the PMA could be considered substandard, either by overcrowding (a greater than 1-to-1 ratio of persons to rooms) or incomplete plumbing facilities (a unit that lacks at least a sink, bathtub, or toilet). Applying this figure, along with the renter propensity and income-qualified percentage, to the number of households currently present in 2024 (the base year utilized within the demand calculations), the tax credit demand resulting from substandard units is calculated at 74 units within the PMA.

And lastly, potential demand for the subject proposal may also arise from those households experiencing rent-overburden, defined by households paying greater than 35 percent of monthly income for rent. Excluding owner-occupied units, an estimate of market potential for the subject proposal based on data on rent-overburdened households paying more than 35 percent of monthly income for rent is calculated. Using information contained within the American Housing Survey, the percentage of renter households within this overburdened range is reported at approximately 50 percent. Applying this rate to the number of renter households yields a total demand of 937 additional units as a result of rent overburden.

Comparable LIHTC units currently in process or recently completed need to be deducted from the sources of demand listed previously – this includes units placed in service in 2022, those which received a tax credit allocation in 2022, and those units currently in process or under construction. As such, a total of 32 units needs to be factored into the demand calculations (Hartsville Crossing was completed and entered the market in 2023). Combining all above factors results in an overall demand of 942 tax credit units for 2026.

Calculations by individual bedroom size are also provided utilizing the same methodology. As such, it is clear that sufficient demand exists for the project and each unit type proposed. Therefore, an additional rental housing option for low-income households should receive a positive response due to the strong demand forecasts for the Hartsville area, as well as high occupancy levels within existing local affordable rental developments.

Table 17: Demand Calculations – by AMI

Total Occupied Households - 202412,484Owner-Occupied Households - 20249,041Renter-Occupied Households - 20243,443

		Inc	ome Targe	ting	
	20% AMI	40% AMI	50% AMI	60% AMI	Total LIHT
QUALIFIED-INCOME RANGE					
Minimum Annual Income	\$9,943	\$19,886	\$24,857	60% <u>AMI</u> \$29,143	\$9,943
Maximum Annual Income	\$16,720	\$33,440	\$41,800	\$50,160	\$50,16
DEMAND FROM NEW HOUSEHOLD GROWTH					
Renter Household Growth, 2024-2026	-67	-67	-67	-67	-67
Percent Income Qualified Renter Households	14.7%	24.3%	21.4%	21.6%	54.0%
Total Demand From New Households	(10)	(16)	(14)	(15)	(36)
DEMAND FROM EXISTING HOUSEHOLDS					
Percent of Renters in Substandard Housing	4.0%	4.0%	4.0%	4.0%	4.0%
Percent Income Qualified Renter Households	14.7%	24.3%	21.4%	21.6%	54.0%
Total Demand From Substandard Renter HHs	20	33	29	29	74
Percent of Renters Rent-Overburdened	50.3%	50.3%	50.3%	50.3%	50.3%
Percent Income Qualified Renter Households	14.7%	24.3%	21.4%	21.6%	54.0%
Total Demand From Overburdened Renter HHs	255	421	370	375	937
Total Demand From Existing Households	275	454	399	405	1,010
TOTAL DEMAND	265	438	385	390	974
LESS: Total Comparable Activity Since 2022	0	0	8	24	32
TOTAL NET DEMAND	265	438	377	366	942
PROPOSED NUMBER OF UNITS	8	8	6	58	80
CAPTURE RATE	3.0%	1.8%	1.6%	15.8%	8.5%

Note: Totals may not sum due to rounding

Table 18a: Demand Calculation - One-Bedroom Units

Total Occupied Households - 2024	12,484
Owner-Occupied Households - 2024	9,041
Renter-Occupied Households - 2024	3,443

		One	-Bedroom 1	Units	
	20%	40%	50%	60%	Total
	<u>AMI</u>	<u>AMI</u>	<u>AMI</u>	<u>AMI</u>	LIHT
QUALIFIED-INCOME RANGE					
Minimum Annual Income	\$9,943	\$19,886	\$24,857	\$29,143	\$9,943
Maximum Annual Income	\$12,400	\$24,800	\$31,000	\$37,200	\$37,20
DEMAND FROM NEW HOUSEHOLD GROWTH					
Renter Household Growth, 2024-2026	-67	-67	-67	-67	-67
Percent Income Qualified Renter Households	6%	11%	10%	11%	34%
Percentage of large renter households (3+ persons)					
Total Demand From New Households	-4	-7	-6	-7	-23
DEMAND FROM EXISTING HOUSEHOLDS					
Percent of Renters in Substandard Housing	4.0%	4.0%	4.0%	4.0%	4.0%
Percent Income Qualified Renter Households	6%	11%	10%	11%	34%
Percentage of large renter households (3+ persons)					
Total Demand From Substandard Renter HHs	8	15	13	15	47
Percent of Renters Rent-Overburdened	50.3%	50.3%	50.3%	50.3%	50.3%
Percent Income Qualified Renter Households	6%	11%	10%	11%	34%
Percentage of large renter households (3+ persons)					
Total Demand From Overburdened Renter HHs	99	189	165	188	593
Total Demand From Existing Households	106	204	178	202	640
TOTAL DEMAND	102	197	171	195	617
LESS: Total Comparable Activity Since 2022	0	0	2	6	8
TOTAL NET DEMAND	102	197	169	189	609
PROPOSED NUMBER OF UNITS	3	2	1	6	12
CAPTURE RATE	2.9%	1.0%	0.6%	3.2%	2.0%

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Table 18b: Demand Calculation – Two-Bedroom Units

Total Occupied Households - 2024	12,484
Owner-Occupied Households - 2024	9,041
Renter-Occupied Households - 2024	3,443

•					
		Two	-Bedroom	Units	
	20%	40%	50%	60%	Total
	<u>AMI</u>	<u>AMI</u>	<u>AMI</u>	<u>AMI</u>	LIHTC
QUALIFIED-INCOME RANGE					
Minimum Annual Income	\$11,931	\$23,897	\$29,863	\$35,143	\$11,931
Maximum Annual Income	\$13,940	\$27,880	\$34,850	\$41,820	\$41,820
DEMAND FROM NEW HOUSEHOLD GROWTH					
Renter Household Growth, 2024-2026	-67	-67	-67	-67	-67
Percent Income Qualified Renter Households	5%	7%	8%	6%	28%
Percentage of large renter households (3+ persons)					
Total Demand From New Households	-3	-5	-5	-4	-19
DEMAND FROM EXISTING HOUSEHOLDS					
Percent of Renters in Substandard Housing	4.0%	4.0%	4.0%	4.0%	4.0%
Percent Income Qualified Renter Households	5%	7%	8%	6%	28%
Percentage of large renter households (3+ persons)					
Total Demand From Substandard Renter HHs	6	9	10	8	38
Percent of Renters Rent-Overburdened	50.3%	50.3%	50.3%	50.3%	50.3%
Percent Income Qualified Renter Households	5%	7%	8%	6%	28%
Percentage of large renter households (3+ persons)					
Total Demand From Overburdened Renter HHs	82	119	132	97	490
Total Demand From Existing Households	89	129	143	105	528
TOTAL DEMAND	86	124	138	101	509
LESS: Total Comparable Activity Since 2022	0	0	4	12	16
TOTAL NET DEMAND	86	124	134	89	493
PROPOSED NUMBER OF UNITS	3	3	4	36	46
CAPTURE RATE	3.5%	2.4%	3.0%	40.4%	9.3%
Note: Totals may not sum due to rounding					

Table 18c: Demand Calculation – Three-Bedroom Units

Total Occupied Households - 2024	12,484
Owner-Occupied Households - 2024	9,041
Renter-Occupied Households - 2024	3,443

		Three-Bedroom Units 20% 40% 50% 60% AMI AMI AMI AMI \$13,783 \$27,600 \$34,491 \$40,731 \$16,720 \$33,440 \$41,800 \$50,160 -67 -67 -67 -67 6% 9% 6% 8% 38% 38% 38% 38% -1 -2 -2 -2 4.0% 4.0% 4.0% 6% 38% 38% 38% 38% 38 38% 38% 38% 38 50.3% 50.3% 50.3% 6% 9% 6% 8% 38% 38% 38% 38% 38 59 43 52 41 64 46 56 39 61 45 54 0 0 2 6 39 61 43 48					
	20%	40%	50%	60%	Total		
	<u>AMI</u>	<u>AMI</u>	<u>AMI</u>	<u>AMI</u>	LIHTO		
QUALIFIED-INCOME RANGE							
Minimum Annual Income					\$13,783		
Maximum Annual Income	\$16,720	\$33,440	\$41,800	\$50,160	\$50,160		
DEMAND FROM NEW HOUSEHOLD GROWTH							
Renter Household Growth, 2024-2026	-67	-67	-67	-67	-67		
Percent Income Qualified Renter Households	6%	9%	6%	8%	30%		
Percentage of large renter households (3+ persons)	38%	38%	38%	38%	38%		
Total Demand From New Households	-1	-2	-2	-2	-8		
DEMAND FROM EXISTING HOUSEHOLDS							
Percent of Renters in Substandard Housing	4.0%	4.0%	4.0%	4.0%	4.0%		
Percent Income Qualified Renter Households	6%	9%	6%	8%	30%		
Percentage of large renter households (3+ persons)	38%	38%	38%	38%	38%		
Total Demand From Substandard Renter HHs	3	5	3	4	15		
Percent of Renters Rent-Overburdened	50.3%	50.3%	50.3%	50.3%	50.3%		
Percent Income Qualified Renter Households	6%	9%	6%	8%	30%		
Percentage of large renter households (3+ persons)	38%	38%	38%	38%	38%		
Total Demand From Overburdened Renter HHs	38	59	43	52	197		
Total Demand From Existing Households	41	64	46	56	212		
TOTAL DEMAND	39	61	45	54	204		
LESS: Total Comparable Activity Since 2022	0	0	2	6	8		
TOTAL NET DEMAND	39	61	43	48	196		
PROPOSED NUMBER OF UNITS	2	3	1	16	22		
CAPTURE RATE	5.1%	4.9%	2.3%	33.3%	11.2%		

2. Capture and Absorption Rates

Utilizing information from the demand forecast calculations, capture rates provide an indication of the percentage of annual income-qualified demand necessary for the successful redevelopment and absorption of the subject proposal. An overall capture rate of 8.4 percent was determined based on the demand calculation (including renter household growth, substandard and/or overburdened units among existing renter households, and excluding any comparable activity since 2022), providing a clear indication of the overall general market depth for the subject proposal. More specifically, individual capture rates by bedroom size range between 2.0 percent and 11.2 percent. As such, these capture rates provide a positive indication of continued market depth and need for affordable rental options locally, and are well-within acceptable industry thresholds and should be considered a positive factor.

Taking into consideration the overall occupancy rates and waiting lists for most affordable developments within or near the Hartsville PMA, and also factoring in the positive rental conditions throughout Darlington County, the overall absorption period to reach 93 percent occupancy is conservatively estimated at five to seven months. This determination also takes into consideration a market entry in 2026; a minimum of 20 percent of units pre-leased; and assumes all units will enter the market at approximately the same time. This estimate is also based on the relatively quick lease-up of the area's most recent LIHTC property (Hartsville Crossing), which was fully leased in less than two months of opening in 2023. Based on this information, no market-related concerns are present.

G. SUPPLY/COMPARABLE RENTAL ANALYSIS

1. Local Rental Market Characteristics

As part of the rental analysis for the city of Hartsville, a survey of existing rental projects within the primary market area was recently completed by Shaw Research and Consulting. Overall, a total of 18 apartment properties were identified and questioned for information such as current rental rates, amenities, and vacancy levels. As such, results from the survey provide an indication of overall market conditions throughout the area, and are discussed below and illustrated on the following pages.

- Overall conditions for the local rental market appear mostly positive at the current time. Among the properties participating in the survey, the overall occupancy rate was calculated at 97.6 percent with 10 of the 15 developments (three would not participate) at 98 percent occupancy or better, including six facilities 100 percent occupied.
- A total of 1,405 units were reported within the survey, with the majority of units containing two bedrooms. Among the properties providing a specific unit breakdown, 30 percent of all units had one bedroom, 58 percent were two-bedrooms, and 11 percent contained three bedrooms. There were no studio/efficiency units and only few four-bedroom units reported in the survey.
- The average year of construction or most recent rehab among these facilities was 2005, averaging approximately 19 years old with three properties built or renovated since 2015 (one of which was a LIHTC project).
- It should be noted that three tax credit developments would not participate in our survey, either by refusing to answer questions or would not return phone calls/messages after repeated daily attempts spanning approximately two months. As such, the following properties are not included in the following tables and analysis:
 - o Hartsville Crossing Village (32 units)
 - o Middletown Apartments (40 units)
 - Pecan Grove Apartments (32 units)
- Eleven of the 18 facilities identified reported to have some sort of income eligibility requirements, with six LIHTC properties, four Rural Development projects, and one subsidized development.
- When breaking down occupancy rates by financing type, market-rate developments averaged 97.3 percent occupancy, LIHTC units are 97.9 percent occupied, and the other affordable properties averaged 98.5 percent occupancy.
- While six LIHTC developments were identified, only three of these are located within the Hartsville PMA – Hartsville Crossing, Hartsville Garden, and Middletown Apartments. In addition, due to the lack of market-rate properties within the PMA and Darlington County overall, a small number of developments within Florence were included in the survey to provide an indication of market rents for the general area.

- The most recent LIHTC development within the PMA is Hartsville Crossing Village, a 32-unit facility which opened in 2023. According to a previous survey from 2023 (the facility would not participate in the most recent survey), the property was reported to be rapidly absorbed within one to two months clearly demonstrating the need for affordable housing locally.
- Detailed results from our survey of area rental developments are illustrated in the tables on the following pages. As such, the average rent (including market rate and affordable units) for a one-bedroom unit was \$828 and 705 square feet (\$1.17 per square foot), two-bedroom units averaged \$930 and 895 square feet (\$1.04 per square foot), and three-bedrooms averaged \$1,190 and 1,070 square feet (\$1.11 per square foot).
- Overall, the proposed rents within the subject are quite competitive to other local properties. When adjusting rents to normalize for differences in the utility structure (the subject will include only trash removal, while utilities vary in other projects), the proposed rents are between one and three percent below the effective LIHTC average rents (at 60 percent AMI) for each bedroom size (among the tax credit properties providing updated rent information).
- In addition, the proposed rents are well-below the effective market rate rents, averaging between 25 and 37 percent lower than market rate averages more clearly illustrating the relative affordability of the subject property.
- Based on survey results, the proposed rental rates demonstrate the subject's affordability relative to the overall market. As such, the proposed targeting and rental structure appear achievable and appropriate for the local rental market, and further can be considered a positive factor.
- When reviewing unit sizes, the subject proposal is also quite competitive in comparison to local properties with generally larger than average unit sizes one-bedroom units are 13 percent larger than the overall market average, two-bedroom units are four percent larger, and three-bedroom units are ten percent larger than market norms.
- The subject proposal offers an extremely competitive amenity package in relation to other properties throughout the area, and will contain the majority of the most common features reported in local developments. Further, the subject will contain several features not as common locally, including microwave, computer center, and exercise room (each found in less than ½ of surveyed developments), as well as a number of innovative features unique to the Hartsville market.
- From a market standpoint, it is evident that sufficient demand is present for the development of additional affordable rental units within the Hartsville market area. However, based on prevailing rental rates and income levels, the rent structure is crucial for the long-term viability of any new rental development. Considering the proposal's positive location along with generally high occupancy rates for all types of rental housing locally, the proposed rents are appropriate and achievable for the PMA. Further considering the subject proposal's targeting structure, unit sizes, and amenities/features, the introduction of Sanctuary Villas should prove successful and will not have a long-term adverse effect on the local rental market either affordable or market rate.

2. Comparable Pipeline Units

According to SCSHFDA information and local government officials, there are no comparable LIHTC rental developments either proposed or under construction within the Hartsville market area at the current time.

3. Impact on Existing Tax Credit Properties

Based on the relatively strong occupancy rates among LIHTC developments included in the survey (at 97.9 percent), coupled with the rapid absorption of the area's most recent family tax credit project (Hartsville Crossing), the construction of the subject property will likely not have any adverse impact on existing rental properties — either affordable or market rate. Considering demographic characteristics for the Hartsville region (including prevailing income and rent levels), affordable housing will undoubtedly continue to be in demand locally.

4. Competitive Environment

Considering current economic conditions throughout the state and region, homeownership (especially those homes needing monetary improvement) is not a viable alternative to a large percentage of low-income households in the PMA, especially among the target market for the subject development who have generally lower incomes and a greater likelihood of having credit issues and/or require some level of assistance for housing expenses. As such, the subject will have limited competition with home-ownership options. Sanctuary Villas Apartments Hartsville, South Carolina

Table 19: Rental Housing Survey

Project Name	Year Built/ Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Туре	Location
Autumn Run Apts	2004	40	0	0	28	12	0	No	No	No	98%	Open	Darlington
Bentree Apts	2007	132	0	36	72	24	0	No	No	No	94%	Open	Florence
Charles Pointe Apts	2001	168	0	78	78	12	0	No	No	No	99%	Open	Florence
Creekside Apts	2019	36	0	0	36	0	0	No	No	No	100%	Open	Darlington
Darlington Downtown Lofts	2007	28	0	15	12	1	0	No	Yes	No	96%	Open	Darlington
Forest Ridge Apts	2009	89	0	17	40	28	4	No	Yes	No	98%	Open	Hartsville
Hartsville Crossing Village	2023	32	0	8	16	8	0	No	No	No	NA	Open	Hartsville
Hartsville Garden Apts	2011	72	0	16	36	20	0	No	Yes	No	99%	Open	Hartsville
Hartwood Village Apts	1981	68	0	44	24	0	0	No	Yes	No	96%	Mixed	Hartsville
Middletown Apts	1996	40	0	0	NA	NA	0	No	No	No	NA	Open	Hartsville
Oakview Townhouses	1994	48	0	16	32	0	0	No	No	No	94%	Open	Hartsville
Palmetto Apts	2011	44	0	10	29	5	0	No	No	No	100%	Open	Hartsville
Pecan Grove Apts	2007	32	0	NA	NA	NA	0	No	Yes	No	NA	Open	Darlington
Pinebridge Apts	1985	44	0	16	28	0	0	No	No	No	100%	Open	Hartsville
Springfield Apts	1995	72	0	28	44	0	0	No	No	No	100%	Open	Darlington
The Reserve at Mill Creek	2008	268	0	122	122	24	0	No	No	No	96%	Open	Florence
The Residences on 14th	2023	72	0	0	72	0	0	No	No	No	100%	Open	Hartsville
Woodlake Apts	2011	120	0	0	108	12	0	No	No	No	100%	Open	Florence
Totals and Averages Unit Distribution	2005	1,405	0 0%	406 30%	777 58%	146 11%	4 0%				97.6%		
SUBJECT PROJECT													
SANCTUARY VILLAS	2026	80	0	12	46	22	0	No	No	No		Open	Hartsville
SUMMARY													
	Number of Dev.	Year Built/ Rehab	Total Units	Studio/ Eff.	1BR	2BR	3BR	4BR	Average Occup.				
Total Developments	18	2005	1,405	0	406	777	146	4	97.6%	_			
Market Rate Only	7	2009	844	0	252	520	72	0	97.3%				
LIHTC Only	6	2008	244	0	39	92	41	0	97.9%				
Other Affordable (Rural Dev.)	4	1993	228	0	98	125	5	0	98.7%				
Subsidized Only	1	2009	89	0	17	40	28	4	97.8%				

Table 20: Rent Range for 1 & 2 Bedrooms – Contract Rents

D 1 (N		PBRA	1BR	Rent	1BR Squ	iare Feet	Rent Pe	r Square	2BR	Rent	2BR Squ	uare Feet	Rent Per	r Square
Project Name	Program	Units	LOW	HIGH	LOW	HIGH	Foot 1	Range	LOW	HIGH	LOW	HIGH	Foot 1	Range
Autumn Run Apts	LIHTC	0							\$508	\$820	850		\$0.60	\$0.96
Bentree Apts	Market	0	\$980		650			\$1.51	\$1,030		860			\$1.20
Charles Pointe Apts	Market	0	\$1,080	\$1,230	700		\$1.54	\$1.76	\$1,280	\$1,455	1,100		\$1.16	\$1.32
Creekside Apts	Market	0							\$965		800	900	\$1.07	\$1.21
Darlington Downtown Lofts	LIHTC	0	\$488	\$747					\$720	\$896				
Forest Ridge Apts	LIHTC/BOI	89												
Hartsville Garden Apts	LIHTC	0	\$500	\$759	740		\$0.68	\$1.03	\$591	\$903	769		\$0.77	\$1.17
Hartwood Village Apts	RD	58	\$778		625			\$1.24	\$802		825			\$0.97
Oakview Townhouses	Market	0	\$669						\$910					
Palmetto Apts	RD	44			614						766			
Pecan Grove Apts	LIHTC	0			600						725			
Pinebridge Apts	RD/LIHTC	44												
Springfield Apts	RD/LIHTC	51	\$632		624			\$1.01	\$655		990			\$0.66
The Reserve at Mill Creek	Market	0	\$1,240		783	965	\$1.28	\$1.58	\$1,493		1,130			\$1.32
The Residences on 14th	Market	0							\$749					
Woodlake Apts	Market	0							\$975	\$1,050	1,040		\$0.94	\$1.01
Totals and Averages		286		\$828		705		\$1.17		\$930		895		\$1.04
SUBJECT PROPERTY														
SANCTUARY VILLAS	LIHTC	0	\$143	\$703	799	799	\$0.18	\$0.88	\$153	\$830	930	930	\$0.16	\$0.89
SUMMARY														
Overall				\$828		705		\$1.17		\$930		895		\$1.04
Market Rate Only				\$1,040		775		\$1.34		\$1,101		972		\$1.13
LIHTC Only				\$624		697		\$0.89		\$740		824		\$0.90
Other Affordable (Rural Dev.	.)			\$705		621		\$1.14		\$729		860		\$0.85

Note: Shaded Properties are LIHTC; Rents shown are contract/street rents.

Sanctuary Villas Apartments Hartsville, South Carolina

Table 21: Rent Range for 3 & 4 Bedrooms – Contract Rents

D : AN	n	3BR	Rent	3BR Squ	iare Feet	Rent Pe	r Square	4BR	Rent	4BR Squ	iare Feet	Rent Per Square
Project Name	Program	LOW	HIGH	LOW	HIGH	Foot 1	Range	LOW	HIGH	LOW	HIGH	Foot Range
Autumn Run Apts	LIHTC	\$588	\$959	1,000		\$0.59	\$0.96					
Bentree Apts	Market	\$1,340		1,100			\$1.22					
Charles Pointe Apts	Market	\$1,505	\$1,680	1,230		\$1.22	\$1.37					
Creekside Apts	Market											
Darlington Downtown Lofts	LIHTC	\$1,026		1,000			\$1.03					
Forest Ridge Apts	LIHTC/BOI											
Hartsville Garden Apts	LIHTC	\$675	\$1,033	1,069		\$0.63	\$0.97					
Hartwood Village Apts	RD											
Oakview Townhouses	Market											
Palmetto Apts	RD			935								
Pecan Grove Apts	LIHTC			850								
Pinebridge Apts	RD/LIHTC											
Springfield Apts	RD/LIHTC											
The Reserve at Mill Creek	Market	\$1,755		1,285			\$1.37					
The Residences on 14th	Market											
Woodlake Apts	Market	\$1,225	\$1,300	1,222		\$1.00	\$1.06					
Totals and Averages			\$1,190		1,070		\$1.11		NA		NA	NA
SUBJECT PROPERTY												
SANCTUARY VILLAS	LIHTC	\$145	\$931	1,181	1,181	\$0.12	\$0.79		NA		NA	NA
SUMMARY				!								
Overall			\$1,190		1,070		\$1.11		NA		NA	NA
Market Rate Only			\$1,468		1,209		\$1.21		NA		NA	NA
LIHTC Only			\$856		999		\$0.86		NA		NA	NA
Other Affordable (Rural Dev.)			NA		935		NA		NA		NA	NA

Note: Shaded Properties are LIHTC; Rents shown are contract/street rents.

Table 22: Rent Range for 1 & 2 Bedrooms – Effective Rents

D 1 (N		PBRA	1BR	Rent	1BR Squ	iare Feet	Rent Pe	r Square	2BR	Rent	2BR Squ	uare Feet	Rent Per	r Square
Project Name	Program	Units	LOW	HIGH	LOW	HIGH	Foot 1	Range	LOW	HIGH	LOW	HIGH	Foot 1	Range
Autumn Run Apts	LIHTC	0							\$508	\$820	850		\$0.60	\$0.96
Bentree Apts	Market	0	\$980		650			\$1.51	\$1,030		860			\$1.20
Charles Pointe Apts	Market	0	\$1,080	\$1,230	700		\$1.54	\$1.76	\$1,280	\$1,455	1,100		\$1.16	\$1.32
Creekside Apts	Market	0							\$965		800	900	\$1.07	\$1.21
Darlington Downtown Lofts	LIHTC	0	\$445	\$704					\$662	\$838				
Forest Ridge Apts	LIHTC/BOI	89												
Hartsville Garden Apts	LIHTC	0	\$457	\$716	740		\$0.62	\$0.97	\$533	\$845	769		\$0.69	\$1.10
Hartwood Village Apts	RD	58	\$735		625			\$1.18	\$744		825			\$0.90
Oakview Townhouses	Market	0	\$685						\$926					
Palmetto Apts	RD	44			614						766			
Pecan Grove Apts	LIHTC	0			600						725			
Pinebridge Apts	RD/LIHTC	44												
Springfield Apts	RD/LIHTC	51	\$632		624			\$1.01	\$655		990			\$0.66
The Reserve at Mill Creek	Market	0	\$1,256		783	965	\$1.30	\$1.60	\$1,509		1,130			\$1.34
The Residences on 14th	Market	0							\$765					
Woodlake Apts	Market	0							\$975	\$1,050	1,040		\$0.94	\$1.01
Totals and Averages		286		\$811		705		\$1.15		\$915		895		\$1.02
SUBJECT PROPERTY														
SANCTUARY VILLAS	LIHTC	0	\$143	\$703	799	799	\$0.18	\$0.88	\$153	\$830	930	930	\$0.16	\$0.89
SUMMARY														
Overall				\$811		705		\$1.15		\$915		895		\$1.02
Market Rate Only				\$1,046		775		\$1.35		\$1,106		972		\$1.14
LIHTC Only				\$581		697		\$0.83		\$701		824		\$0.85
Other Affordable (Rural Dev.	.)			\$684		621		\$1.10		\$700		860		\$0.81

NOTE: Shaded properties are LIHTC; Rents shown are effective rents - which account for utilities and rent concessions to normalize with subject property.

Table 23: Rent Range for 3 & 4 Bedrooms – Effective Rents

5 1 13	_	3BR	Rent	3BR Squ	uare Feet	Rent Pe	r Square	4BR	Rent	4BR Squ	iare Feet	Rent Per Square
Project Name	Program	LOW	HIGH	LOW	HIGH	Foot 1	Range	LOW	HIGH	LOW	HIGH	Foot Range
Autumn Run Apts	LIHTC	\$588	\$959	1,000		\$0.59	\$0.96					
Bentree Apts	Market	\$1,340		1,100			\$1.22					
Charles Pointe Apts	Market	\$1,505	\$1,680	1,230		\$1.22	\$1.37					
Creekside Apts	Market											
Darlington Downtown Lofts	LIHTC	\$950		1,000			\$0.95					
Forest Ridge Apts	LIHTC/BOI											
Hartsville Garden Apts	LIHTC	\$599	\$957	1,069		\$0.56	\$0.90					
Hartwood Village Apts	RD											
Oakview Townhouses	Market											
Palmetto Apts	RD			935								
Pecan Grove Apts	LIHTC			850								
Pinebridge Apts	RD/LIHTC											
Springfield Apts	RD/LIHTC											
The Reserve at Mill Creek	Market	\$1,771		1,285			\$1.38					
The Residences on 14th	Market											
Woodlake Apts	Market	\$1,225	\$1,300	1,222		\$1.00	\$1.06					
Totals and Averages			\$1,170		1,070		\$1.09		NA		NA	NA
SUBJECT PROPERTY												
SANCTUARY VILLAS	LIHTC	\$145	\$931	1,181	1,181	\$0.12	\$0.79		NA		NA	NA
SUMMARY												
Overall			\$1,170		1,070		\$1.09		NA		NA	NA
Market Rate Only			\$1,470		1,209		\$1.22		NA		NA	NA
LIHTC Only			\$811		999		\$0.81		NA		NA	NA
Other Affordable (Rural Dev.)			NA		935		NA		NA		NA	NA

NOTE: Shaded properties are LIHTC; Rents shown are effective rents - which account for utilities and rent concessions to normalize with subject property.

Table 24a: Project Amenities

Project Name	Heat Type	Central Air	Wall A/C	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/ Balcony	Club/ Comm. Room	Computer Center	Exercise Room
Autumn Run Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	No
Bentree Apts	Gas	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	No
Charles Pointe Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes
Creekside Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No
Darlington Downtown Lofts	ELE	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	Yes	No
Forest Ridge Apts	ELE	Yes	No	No	Yes	No	Yes	No	Yes	No	Yes	Yes	Yes
Hartsville Crossing Village	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hartsville Garden Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hartwood Village Apts	Gas	Yes	No	No	No	No	No	No	Yes	No	No	No	No
Middletown Apts	ELE	Yes	No	Yes	Yes	No	No	No	Yes	Yes	Yes	No	No
Oakview Townhouses	ELE	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	No	No	No
Palmetto Apts	ELE	Yes	No	No	No	No	No	No	Yes	Yes	No	No	No
Pecan Grove Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No
Pinebridge Apts	ELE	Yes	No	No	No	No	No	No	Yes	No	Yes	No	No
Springfield Apts	ELE	Yes	No	No	No	No	No	No	Yes	Yes	Yes	No	No
The Reserve at Mill Creek	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
The Residences on 14th	ELE	Yes	No	Yes	No	No	Yes	No	Yes	Yes	No	No	No
Woodlake Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No	Yes
Totals and Averages		100%	0%	72%	72%	39%	56%	56%	100%	78%	67%	33%	33%
SUBJECT PROJECT													
SANCTUARY VILLAS	ELE	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
SUMMARY		•											
Overall		100%	0%	72%	72%	39%	56%	56%	100%	78%	67%	33%	33%
Market Rate Only		88%	0%	88%	75%	50%	63%	75%	88%	88%	38%	13%	38%
LIHTC Only		100%	0%	100%	100%	50%	67%	67%	100%	83%	100%	67%	33%
Other Affordable (Rural Dev.)		100%	0%	0%	0%	0%	0%	0%	100%	50%	50%	0%	0%
Subsidized Only		50%	0%	0%	50%	0%	50%	0%	50%	0%	50%	50%	50%

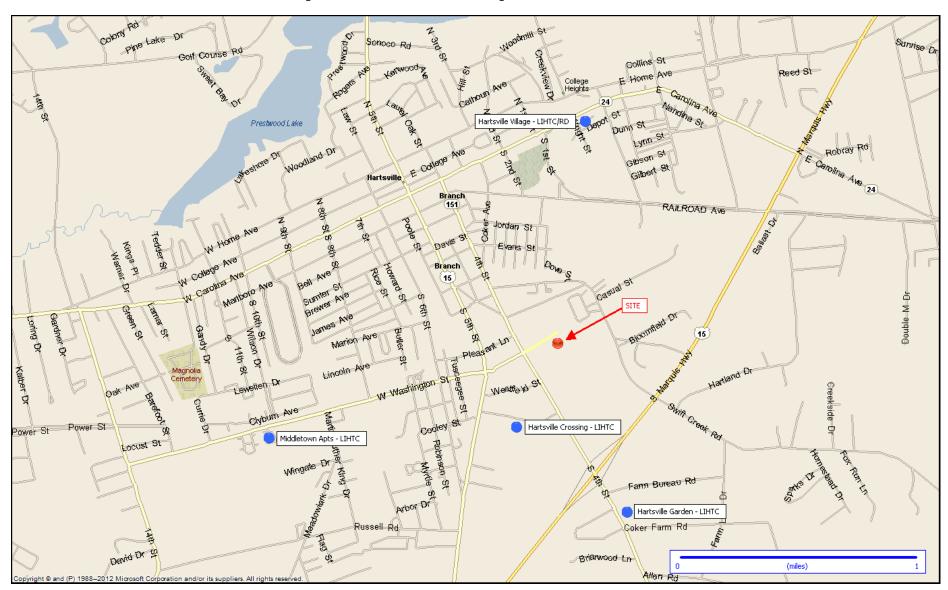
Table 24b: Project Amenities

Project Name	Pool	Playground	Gazebo	Elevator	Exterior Storage	Sports Courts	On-Site Mgt	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carport	Garage
Autumn Run Apts	No	Yes	No	No	No	No	Yes	No	Yes	Yes	No	No	No
Bentree Apts	Yes	Yes	No	No	No	No	Yes	No	Yes	Yes	No	No	No
Charles Pointe Apts	Yes	Yes	No	No	Yes	Yes	Yes	No	No	Yes	No	No	Yes
Creekside Apts	No	No	Yes	No	No	No	No	Yes	No	No	Yes	No	No
Darlington Downtown Lofts	No	No	No	No	No	No	Yes	Yes	Yes	No	No	No	No
Forest Ridge Apts	No	Yes	No	No	No	No	Yes	No	Yes	No	No	No	No
Hartsville Crossing Village	No	Yes	No	No	No	No	Yes	No	Yes	Yes	No	No	No
Hartsville Garden Apts	No	Yes	Yes	No	Yes	Yes	Yes	No	Yes	Yes	No	No	No
Hartwood Village Apts	No	Yes	No	No	Yes	No	Yes	Yes	No	Yes	No	No	No
Middletown Apts	No	Yes	No	No	No	No	Yes	No	Yes	No	No	No	No
Oakview Townhouses	No	Yes	No	No	No	No	Yes	No	No	Yes	No	No	No
Palmetto Apts	No	No	No	No	No	No	Yes	No	No	No	No	No	No
Pecan Grove Apts	No	Yes	No	No	No	No	Yes	No	Yes	No	No	No	No
Pinebridge Apts	No	Yes	No	No	No	No	Yes	No	No	Yes	No	No	No
Springfield Apts	No	Yes	No	No	No	No	Yes	No	No	Yes	No	No	No
The Reserve at Mill Creek	Yes	Yes	No	No	Yes	No	Yes	Yes	Yes	Yes	No	No	Yes
The Residences on 14th	No	No	No	No	No	No	Yes	Yes	No	Yes	No	No	No
Woodlake Apts	Yes	No	No	No	No	No	No	No	No	Yes	No	No	No
Totals and Averages	22%	72%	11%	0%	22%	11%	89%	28%	50%	67%	6%	0%	11%
SUBJECT PROJECT													
SANCTUARY VILLAS	No	Yes	No	No	No	No	Yes	No	Yes	Yes	No	No	No
SUMMARY													
Overall	22%	72%	11%	0%	22%	11%	89%	28%	50%	67%	6%	0%	11%
Market Rate Only	50%	50%	13%	0%	25%	13%	63%	38%	25%	75%	13%	0%	25%
LIHTC Only	0%	83%	17%	0%	17%	17%	100%	17%	100%	50%	0%	0%	0%
Other Affordable (Rural Dev.)	0%	75%	0%	0%	25%	0%	100%	25%	0%	75%	0%	0%	0%
Subsidized Only	0%	50%	0%	0%	0%	0%	50%	0%	50%	0%	0%	0%	0%

Table 25: Other Information

Project Name	Address	City	Telephone Number	Contact	On-Site Mgt	Waiting List	Concessions / Other	Survey Date
Autumn Run Apts	405 Wells Street	Darlington	(843) 398-1981	Dana	Yes	Yes	WL size not provided	22-Mar-24
Bentree Apts	200 Bentree Lane	Florence	(843) 669-5399	Adrianna	Yes	No	None	7-Mar-24
Charles Pointe Apts	201 West Millstone Road	Florence	(843) 413-0382	Amber	Yes	No	None	4-Mar-24
Creekside Apts	710 Cashua St	Darlington	(843) 395-2434	Billie	No	No	None	4-Mar-24
Darlington Downtown Lofts	107 Orange Street	Darlington	(843) 393-0095	Kadeesha	Yes	25 Names	None	4-Mar-24
Forest Ridge Apts	1212 Myrtle Street	Hartsville	(843) 332-2162	Shadeja	Yes	Small	None	6-Mar-24
Hartsville Crossing Village	1310 Driver Ave	Hartsville	(843) 799-6201	Enter	Yes	NA	Would not return calls	NA
Hartsville Garden Apts	780 Tailwind Lane	Hartsville	(843) 917-0257	Shynetta	Yes	15 Names	None	6-Mar-24
Hartwood Village Apts	725 East Carolina Ave	Hartsville	(843) 383-4121	Lori	Yes	Yes	WL size not provided	4-Mar-24
Middletown Apts	600 West Washington St	Hartsville	(843) 332-6863	Enter	Yes	NA	Would not return calls	NA
Oakview Townhouses	236 Swift Creek Rd	Hartsville	(843) 332-0424	Dana	Yes	Small	No security deposit for 2BR	5-Mar-24
Palmetto Apts	655 West Washington St	Hartsville	(843) 332-1991	Chakita	Yes	59 Names	None	22-Mar-24
Pecan Grove Apts	105 Price Court	Darlington	(843) 393-3009	Enter	Yes	NA	Would not return calls	NA
Pinebridge Apts	1101 East Home Ave	Hartsville	(843) 332-1269	Tiffany	Yes	29 Names	None	6-Mar-24
Springfield Apts	100 Springfield Circle	Darlington	(843) 393-7521	Penny	Yes	11 Names	None	5-Mar-24
The Reserve at Mill Creek	2350 Freedom Boulevard	Florence	(843) 665-5311	Kareem	Yes	No	None	4-Mar-24
The Residences on 14th	207 14th Street	Hartsville	(843) 917-0263	Sharell	Yes	5 Names	None	5-Mar-24
Woodlake Apts	1347 Jefferson Drive	Florence	(843) 491-4345	Danielle	No	No	None	6-Mar-24

Sanctuary Villas Apartments Hartsville, South Carolina



Map 11: LIHTC Rental Developments – Hartsville PMA

Project Name: Autumn Run Apts

Address: 405 Wells Street
City: Darlington

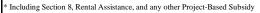
State: SC Zip Code: 29532

Phone Number: (843) 398-1981

Contact Name: Dana Contact Date: 03/22/24 Current Occup: 97.5%

DEVELOPMENT CHARACTERISTICS

Total Units:40Year Built:2004Project Type:OpenFloors:2Program:LIHTCAccept Vouchers:YesPBRA Units*:0Voucher #:NA





	UNIT CONFIGURATION/RENTAL RATES										
					Contra	ct Rent	Squar	e Feet		Occup.	Wait
<u>BR</u>	Bath	<u>Target</u>	Type	# Units	Low	<u>High</u>	Low	<u>High</u>	<u>Vacant</u>	Rate	<u>List</u>
TOTAL	L 2-BED	ROOM UN	ITS	28					1	96.4%	
2	1	HOME	Apt	4	\$508		850		0	100.0%	Yes
2	1	50	Apt	14	\$650		850		0	100.0%	Yes
2	1	60	Apt	10	\$820		850		1	90.0%	Yes
TOTAL	L 3-BED	ROOM UN	ITS	12					0	100.0%	
3	2	HOME	Apt	6	\$588		1,000		0	100.0%	Yes
3	2	60	Apt	6	\$959		1,000		0	100.0%	Yes
TOTAL	L DEVE I	LOPMENT		40					1	97.5%	Yes

AMENITIES

Unit Amenities	<u>r</u>	Development Amenities		Laundry Type
X - Central A/C		- Clubhouse	X	- Coin-Operated Laundry
- Wall A/C Unit	X - Community Room		X	- In-Unit Hook-Up
X - Garbage Disposal		- Computer Center		- In-Unit Washer/Dryer
X - Dishwasher		- Exercise/Fitness Room		
X - Microwave	X	- Community Kitchen		Parking Type
X - Ceiling Fan		- Swimming Pool	X	- Surface Lot
X - Walk-In Closet	X	- Playground		- Carport \$0
X - Mini-Blinds		- Gazebo		- Garage (att) \$0
- Draperies		- Elevator		- Garage (det) \$0
- Patio/Balcony		- Storage		
- Basement		- Sports Courts		Utilities Included
- Fireplace	X	- On-Site Management		- Heat ELE
X - High-Speed Internet		- Security - Access Gate		- Electricity
	- Security - Intercom		X	- Trash Removal
		-		- Water/Sewer

Project Name: Darlington Downtown Lofts

Address: 107 Orange Street

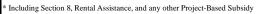
City: Darlington

State: SC Zip Code: 29532

Phone Number: (843) 393-0095 Contact Name: Kadeesha Contact Date: 03/04/24 Current Occup: 96.4%

DEVELOPMENT CHARACTERISTICS

Total Units:28Year Built:2007Project Type:OpenFloors:3Program:LIHTCAccept Vouchers:YesPBRA Units*:0Voucher #:2





UNIT CONFIGURATION/RENTAL RATES											
					Contra	ct Rent	Squar	e Feet		Occup.	Wait
<u>BR</u>	Bath	Target	Type	# Units	Low	<u>High</u>	Low	<u>High</u>	Vacant	Rate	<u>List</u>
TOTA	L 1-BED	ROOM UN	ITS	15					0	100.0%	
1	1	HOME	Apt	6	\$488		Varies		0	100.0%	Yes
1	1	60	Apt	9	\$747		Varies		0	100.0%	Yes
TOTA	L 2-BED	ROOM UN	ITS	12					1	91.7%	
2	2	50	Apt	4	\$720		Varies		0	100.0%	Yes
2	2	60	Apt	8	\$896		Varies		1	87.5%	Yes
TOTA	L 3-BED	ROOM UN	ITS	1					0	100.0%	
3	2	60	Apt	1	\$1,026		1,000		0	100.0%	Yes
TOTA	L DEVE	LOPMENT	ı	28					1	96.4%	25 Names
AMENITIES											
	Unit A	Amenities			De	evelopmei	nt Ameniti	<u>ies</u>		Laundry T	<u>ype</u>
X	- Central	A/C				- Clubhou	ise		X	- Coin-Operate	ed Laundry
	- Wall A/	C Unit			X	- Commu	nity Room			- In-Unit Hook	:-Up
X	- Garbage	Disposal			X	- Comput	er Center			- In-Unit Wash	ner/Dryer
X	- Dishwas	sher				- Exercise	e/Fitness R	.oom			
	- Microwa	ave			X - Community Kitchen				Parking Ty	<u>vpe</u>	
	- Ceiling	Fan				- Swimm	ing Pool			- Surface Lot	
X	- Walk-In	Closet				- Playgrou	und			- Carport	\$0
X	- Mini-Bl	inds				- Gazebo				- Garage (att)	\$0
	- Draperie	es				- Elevator	ſ			- Garage (det)	\$0
X	- Patio/Ba	lcony				- Storage					
	- Basement				- Sports C	Courts			Utilities Incl	<u>uded</u>	
	- Fireplace				X - On-Site Management			- Heat ELE			
X	- High-Sp	eed Internet			- Security - Access Gate			- Electricity			
			X - Security - Intercom			X - Trash Removal					
								X	- Water/Sewer		

Project Name: Hartsville Crossing Village

Address: 1310 Driver Ave

City: Hartsville

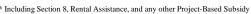
State: SC Zip Code: 29550

Phone Number: (843) 799-6201

Contact Name: Enter Contact Date: Enter Current Occup: 0.0%

DEVELOPMENT CHARACTERISTICS

Total Units:32Year Built:2023Project Type:OpenFloors:2Program:LIHTCAccept Vouchers:YesPBRA Units*:0Voucher #:NA





UNIT CONFIGURATION/RENTAL RATES											
		•			Contra	ct Rent	Squar	e Feet		Occup.	Wait
<u>BR</u>	Bath	Target	Type	# Units	Low	<u>High</u>	Low	<u>High</u>	<u>Vacant</u>	Rate	<u>List</u>
TOTAL	L 1-BEDI	ROOM UN	ITS	8					NA	NA	
1	1	50	Apt	2			750				
1	1	60	Apt	6			750				
TOTAL	L 2-BEDI	ROOM UN	ITS	16					NA	NA	
2	1	50	Apt	4			950				
2	1	60	Apt	12			950				
TOTAL	L 3-BEDI	ROOM UN	ITS	8					NA	NA	
3	2	50	Apt	2			1,100				
3	2	60	Apt	6			1,100				
TOTAL	TOTAL DEVELOPMENT 32								Would	not coonerate/	return calls

TOTAL DEVELOPMENT 32 Would not cooperate/return calls

	AMENITIES	
Unit Amenities	Development Amenities	<u>Laundry Type</u>
X - Central A/C	X - Clubhouse	X - Coin-Operated Laundry
- Wall A/C Unit	X - Community Room	X - In-Unit Hook-Up
X - Garbage Disposal	X - Computer Center	- In-Unit Washer/Dryer
X - Dishwasher	X - Exercise/Fitness Room	
- Microwave	X - Community Kitchen	Parking Type
X - Ceiling Fan	- Swimming Pool	X - Surface Lot
X - Walk-In Closet	X - Playground	- Carport \$0
X - Mini-Blinds	- Gazebo	- Garage (att) \$0
- Draperies	- Elevator	- Garage (det) \$0
X - Patio/Balcony	- Storage	
- Basement	- Sports Courts	<u>Utilities Included</u>
- Fireplace	X - On-Site Management	- Heat ELE
- High-Speed Internet	- Security - Access Gate	- Electricity
	- Security - Intercom	X - Trash Removal
		- Water/Sewer

UNIT CONFIGURATION/RENTAL RATES

Project Name: Hartsville Garden Apts

Address: 780 Tailwind Lane

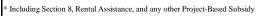
City: Hartsville

State: SC Zip Code: 29550

Phone Number: (843) 917-0257
Contact Name: Shynetta
Contact Date: 03/06/24
Current Occup: 98.6%

DEVELOPMENT CHARACTERISTICS

Total Units:72Year Built:2011Project Type:OpenFloors:3Program:LIHTCAccept Vouchers:YesPBRA Units*:0Voucher #:12





				UNII CO	NFIGURA		-		ı		
					Contra		Squar			Occup.	Wait
<u>BR</u>	<u>Bath</u>	<u>Target</u>	Type	# Units	Low	<u>High</u>	Low	<u>High</u>	<u>Vacant</u>	Rate	<u>List</u>
TOTA	L 1-BED	ROOM UN	ITS	16					0	100.0%	
1	1	HOME	Apt	3	\$500		740		0	100.0%	Yes
1	1	50	Apt	1	\$618		740		0	100.0%	Yes
1	1	60	Apt	12	\$759		740		0	100.0%	Yes
TOTA	L 2-BED	ROOM UN	ITS	36					0	100.0%	
2	2	HOME	Apt	8	\$591		769		0	100.0%	Yes
2	2	50	Apt	1	\$733		769		0	100.0%	Yes
2	2	60	Apt	27	\$903		769		0	100.0%	Yes
TOTA	L 3-BED	ROOM UN	ITS	20					1	95.0%	
3	2	HOME	Apt	4	\$675		1,069		0	100.0%	Yes
3	2	50	Apt	1	\$837		1,069		0	100.0%	Yes
3	2	60	Apt	15	\$1,033		1,069		1	93.3%	Yes
TOTAL DEVELOPMENT 72							1	98.6%	15 Names		
					AM	ENITIES	S				
	Unit A	Amenities			De	velopmei	nt Ameniti	ies		Laundry Ty	ype
X	- Central	A/C				- Clubhou	ise		X	- Coin-Operate	ed Laundry
	- Wall A/	C Unit					nity Room		X	- In-Unit Hook	-Up
X	- Garbage	Disposal					er Center			- In-Unit Wash	er/Dryer
X	- Dishwas	sher			X	- Exercise	e/Fitness R	.oom			
	- Microwa						nity Kitche	en		Parking Ty	<u>/pe</u>
	- Ceiling					- Swimm	•		X	- Surface Lot	
	- Walk-In					- Playgro				- Carport	\$0
	- Mini-Bl					- Gazebo				- Garage (att)	\$0
	- Draperie					- Elevator	r			- Garage (det)	\$0
	X - Patio/Balcony				- Storage						
	- Basement			X - Sports Courts					Utilities Incl		
	- Fireplace			X - On-Site Management				- Heat	ELE		
<u>X</u>	X - High-Speed Internet				- Security - Access Gate					- Electricity	
				- Security - Intercom				X	- Trash Remov		
									X	- Water/Sewer	

Project Name: Middletown Apts Address: 600 West Washington St

City: Hartsville

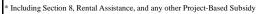
State: SC Zip Code: 29550

Phone Number: (843) 332-6863

Contact Name: Enter **Contact Date:** Enter **Current Occup:** 0.0%

DEVELOPMENT CHARACTERISTICS

Total Units: Year Built: 1996 Project Type: Open Floors: 2 Program: LIHTC **Accept Vouchers:** Yes PBRA Units*: Voucher #: NA





	UNIT CONFIGURATION/RENTAL RATES										
					Contra	ct Rent	Squar	e Feet		Occup.	Wait
<u>BR</u>	Bath	<u>Target</u>	Type	# Units	Low	<u>High</u>	Low	<u>High</u>	<u>Vacant</u>	Rate	<u>List</u>
TOTA	L 2-BEDI	ROOM UN	ITS	0					NA	NA	
2	1	50	Apt	NA			825				
2	1	60	Apt	NA			825				
TOTA	L 3-BEDI	ROOM UN	ITS	0					NA	NA	
3	2	50	Apt	NA			975				
3	2	60	Apt	NA			975				
TOTA	L DEVEI	OPMENT	1	0					Would	not cooperate/	return calls

AMENITIES							
<u>Unit Amenities</u>	I	Development Amenities		Laundry Ty	vpe		
X - Central A/C		- Clubhouse	X	- Coin-Operate	d Laundry		
- Wall A/C Unit	X	- Community Room		- In-Unit Hook	-Up		
X - Garbage Disposal		- Computer Center		- In-Unit Wash	er/Dryer		
X - Dishwasher		- Exercise/Fitness Room		_			
- Microwave	X	- Community Kitchen		Parking Ty	<u>pe</u>		
- Ceiling Fan		- Swimming Pool	X	Surface Lot			
- Walk-In Closet	X	- Playground		- Carport	\$0		
X - Mini-Blinds		- Gazebo		- Garage (att)	\$0		
- Draperies		- Elevator		- Garage (det)	\$0		
X - Patio/Balcony		- Storage					
- Basement		- Sports Courts		Utilities Inclu	<u>ıded</u>		
- Fireplace	X	- On-Site Management		- Heat	ELE		
X - High-Speed Internet		- Security - Access Gate		- Electricity			
		- Security - Intercom	X	- Trash Remov	al		
		_		- Water/Sewer			

Pecan Grove Apts Project Name:

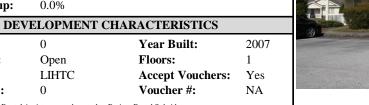
Address: 105 Price Court City: Darlington

State: SC Zip Code: 29532

Phone Number: (843) 393-3009

Contact Name: Enter **Contact Date:** Enter **Current Occup:** 0.0%

Total Units: Year Built: 2007 Project Type: Open Floors: 1 Program: LIHTC **Accept Vouchers:** Yes PBRA Units*: Voucher #: NA





	UNIT C	ONFIGURATION/R	RENTAL RATES						
<u>BR Bath Target T</u>	Type # Units	Contract Rent Low High	Square Feet <u>Low</u> <u>High</u>	<u>Vacant</u>	Occup. <u>Rate</u>	Wait <u>List</u>			
TOTAL 1-BEDROOM UNITS	S 0			NA	NA				
1 1 HOME A	Apt NA		600						
1 1 50 A	Apt NA		600						
1 1 60 A	Apt NA		600						
TOTAL 2-BEDROOM UNITS	S 0			NA	NA				
2 2 HOME A	Apt NA		725						
2 2 50 A	Apt NA		725						
2 2 60 A	Apt NA		725						
TOTAL 3-BEDROOM UNITS	S 0			NA	NA				
3 2 HOME A	Apt NA		850						
3 2 50 A	Apt NA		850						
3 2 60 A	Apt NA		850						
TOTAL DEVELOPMENT	0			Would	not cooperate/	return calls			
		AMENITIES	S						
<u>Unit Amenities</u> X - Central A/C	- Clubhou	Development Amenities - Clubhouse			Laundry Type X - Coin-Operated Laundry				

AMENITIES						
Unit Amenities	Development Amenities	Laundry Type				
X - Central A/C	- Clubhouse	X - Coin-Operated Laundry				
- Wall A/C Unit	X - Community Room	- In-Unit Hook-Up				
X - Garbage Disposal	X - Computer Center	- In-Unit Washer/Dryer				
X - Dishwasher	- Exercise/Fitness Room					
X - Microwave	- Community Kitchen	Parking Type				
X - Ceiling Fan	- Swimming Pool	X - Surface Lot				
- Walk-In Closet	X - Playground	- Carport \$0				
X - Mini-Blinds	- Gazebo	- Garage (att) \$0				
- Draperies	- Elevator	- Garage (det) \$0				
X - Patio/Balcony	- Storage					
- Basement	- Sports Courts	<u>Utilities Included</u>				
- Fireplace	X - On-Site Management	- Heat ELE				
X - High-Speed Internet	- Security - Access Gate	- Electricity				
	- Security - Intercom	X - Trash Removal				
		X - Water/Sewer				

5. Market Rent Calculations

Estimated market rental rates for each unit type have been calculated based on existing conventionally-financed rental developments within the primary market area. Modifications to the base rent of these properties were made based on variances to the subject proposal in age, unit sizes, unit and development amenities, location, and utilities included in the rent. Further, comparable rents were adjusted based on whether or not concessions are currently being offered, if necessary. While the estimated achievable market rent is a speculative figure (due to other factors not part of the calculation, including location of unit within structure, quality of amenities, and overall fit and finish), the calculations provide an idea of competitiveness within the local marketplace. Using the Rent Comparability Grid on the following pages, the following is a summary of the estimated market rents by bedroom size along with the subject property's corresponding market advantage:

	Proposed Net Rent	Estimated Market Rent	Market Advantage
One-Bedroom Units			
20% AMI	\$143	\$853	83%
40% AMI	\$433	\$853	49%
50% AMI	\$578	\$853	32%
60% AMI	\$703	\$853	18%
Two-Bedroom Units			
20% AMI	\$153	\$955	84%
40% AMI	\$502	\$955	47%
50% AMI	\$676	\$955	29%
60% AMI	\$830	\$955	13%
Three-Bedroom Units			
20% AMI	\$145	\$1,191	88%
40% AMI	\$548	\$1,191	54%
50% AMI	\$749	\$1,191	37%
60% AMI	\$931	\$1,191	22%

As can be seen, the proposed rents (at 60 percent AMI) are well-below the achievable market rate rental rates for each unit size – averaging between 13 and 22 percent lower. Therefore, it appears that the proposed targeting and rent structure are appropriate for the Hartsville PMA.

Rent Comparability Grid - Market Rate

Subject Property		Com	p #1	Com	p #2	Com	p #3	Com	p #4	Com	p #5
Project Name		Bentre	ee Apts		s Pointe pts	Creeksi	de Apts		view houses	Woodla	ike Apts
Project City		Flor	ence	Florence		Darlington		Hartsville		Flor	ence
Financing	Subject	Ma	Market		Market		rket	Market		Market	
Date Surveyed	Data	3/7	//24	3/4			/24	3/5/24		3/6/24	
A. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Structure Type							. 3				
Yr. Built/Yr. Renovated	2026	2007	\$14	2001	\$19	2019	\$5	1994	\$24	2011	\$11
Neighborhood/Location			(\$175)		(\$175)						(\$175)
B. Unit Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Central A/C	Yes	Yes		Yes		Yes	. 3	Yes		Yes	
Garbage Disposal	No	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)
Dishwasher	Yes	Yes		Yes		Yes		Yes		Yes	
Microwave	Yes	No	\$5	Yes		Yes		No	\$5	Yes	
Walk-In Closet	Yes	Yes		Yes		Yes		Yes		Yes	
Mini-Blinds	Yes	Yes		Yes		Yes		Yes		Yes	
Patio/Balcony	Yes	Yes		Yes		Yes		Yes		Yes	
Basement	No	No		No		Yes	(\$15)	No		No	
C. Site Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Elevator	No	No		No		No		No		No	
Club/Community Room	Yes	Yes		Yes		No	\$5	No	\$5	No	\$5
Computer Center	Yes	No	\$3	No	\$3	No	\$3	No	\$3	No	\$3
Exercise Room	Yes	No	\$5	Yes		No	\$5	No	\$5	Yes	
Swimming Pool	No	Yes	(\$5)	Yes	(\$5)	No		No		Yes	(\$5)
Playground	Yes	Yes		Yes		No	\$5	Yes		No	\$5
Sports Courts	No	No		Yes	(\$3)	No		No		No	
On-Site Management	Yes	Yes		Yes		No	\$5	Yes		No	\$5
Security (intercom/cam/gate)	No	No		No		Yes	(\$5)	No		Yes	(\$5)
Extra Storage	No	No		Yes	(\$5)	No		No		No	
D. Other Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Coin-Operated Laundry	Yes	Yes		No	\$5	No	\$5	No	\$5	No	\$5
In-Unit Hook-Up	Yes	Yes		Yes		No	\$10	Yes		Yes	
In-Unit Washer/Dryer	No	No		No		Yes	(\$20)	No		No	
Carport	No	No		No	(0.1.5)	No		No		No	
Garage	No	No		Yes	(\$15)	No		No		No	
Other Adjustments	No	No	ф 4 3*	No	ф 4 3*	No	ф 4 3*	No	Φ 4 3*	No	Φ 4 3*
E. Utilities Included	NI-	Data	\$ Adj		\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Heat	No	No		No		No		No		No	
Electric Water/Sewer	No No	No No		No No	 	No No		No No		No No	
Trash Removal	Yes	Yes		Yes		Yes		No	X	Yes	
Heat Type	ELE	Gas		ELE		ELE		ELE	Λ ·	ELE	
ireat Type	ELE	Gas		ELE	\vdash	ELE		ELE		ELE	
Utility Adjustments											
One-Bedroom Units			\$0		\$0		\$0		\$16		\$0
Two-Bedroom Units			\$0		\$0		\$0		\$16		\$0
Three-Bedroom Units			\$0		\$0		\$0		\$16		\$0
55 = 55 54 52			40		+		40		¥20		Ψ.0
		<u> </u>		<u> </u>							

Subject Property		Com	p #1	Com	p #2	Comp #3		Comp #4		Comp #5		
Project Name		Bentre	Bentree Apts		Charles Pointe Apts		Creekside Apts		Oakview Townhouses		Woodlake Apts	
Project City	Subject	Flor	ence	Flor	ence	Darli	ngton	Hartsville		Florence		
Date Surveyed	Data	3/7/	2024	3/4/	2024	3/4/2	2024	3/5/2	2024	3/6/2	2024	
F. Average Unit Sizes		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
One-Bedroom Units	799	650	\$22	700	\$15		\$0		\$0		\$0	
Two-Bedroom Units	930	860	\$11	1,100	(\$26)	850	\$12		\$0	1,040	(\$17)	
Three-Bedroom Units	1,181	1,100	\$12	1,230	(\$7)		\$0		\$0	1,222	(\$6)	
G. Number of Bathrooms		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
One-Bedroom Units	1.0	1.0	\$0	1.0	\$0		\$0	1.0	\$0		\$0	
Two-Bedroom Units	1.0	1.5	(\$15)	2.0	(\$30)	1.0	\$0	1.5	(\$15)	2.0	(\$30)	
Three-Bedroom Units	2.0	2.0	\$0	2.0	\$0		\$0		\$0	2.0	\$0	
G. Total Adjustments Recap												
One-Bedroom Units			(\$135)		(\$166)		(\$2)		\$58		(\$156)	
Two-Bedroom Units			(\$162)		(\$237)		\$10		\$43		(\$202)	
Three-Bedroom Units			(\$146)		(\$189)		(\$2)		\$58		(\$162)	

		Com	p #1	Com	p #2	Comp #3		Comp #4		Comp #5		
Project Name		Bentre	Bentree Apts		Charles Pointe Apts		ide Apts	Oakview Townhouses		Woodlake Apts		
Project City	Subject	Flor	rence	Flor	rence	Darli	ngton	Hart	sville	Florence		
Date Surveyed	Data	3/7/	3/7/2024		2024	3/4/	3/4/2024		3/5/2024		3/6/2024	
H. Rent/Adjustment Summary	H. Rent/Adjustment Summary		Adjusted Rent	Unadj. Rent	Adjusted Rent	Unadj. Rent	Adjusted Rent	Unadj. Rent	Adjusted Rent	Unadj. Rent	Adjusted Rent	
Market Rate Units												
One-Bedroom Units	\$853	\$980	\$845	\$1,155	\$989			\$669	\$727			
Two-Bedroom Units	\$955	\$1,030	\$868	\$1,368	\$1,131	\$965	\$975	\$910	\$953	\$1,050	\$848	
Three-Bedroom Units	\$1,191	\$1,340	\$1,194	\$1,505	\$1,316					\$1,225	\$1,063	

H. INTERVIEWS

Throughout the course of performing this analysis of the Hartsville rental market, many individuals were contacted. Based on discussions with local government officials, no newly constructed comparable multi-family activity was reported within the PMA at the current time. In addition, officials noted an apparent demand and/or improvement of quality affordable housing locally.

Additional information was collected during property visits and informal interviews with leasing agents and resident managers throughout the Hartsville rental market as part of our survey of existing rental housing to collect more specific data. The results of these interviews are presented within the supply section of the market study. Based on these interviews, generally positive occupancy levels were reported throughout the local rental market with no widespread specials/concessions.

I. CONCLUSIONS/RECOMMENDATIONS

Based on the information collected and reported within this study, sufficient evidence has been presented for the successful introduction and absorption of Sanctuary Villas Apartments, as proposed. Factors supporting the introduction of the development of the subject property include the following:

- 1. Occupancy levels within the PMA are relatively strong throughout the Hartsville area, especially among affordable rental developments. Based on survey results, the overall occupancy rate was calculated at 97.6 percent, with 10 of 15 properties at 98 percent occupancy or better;
- 2. Strong occupancy rates were also recorded within the area's family LIHTC properties. Based on survey results, the combined occupancy rate for LIHTC units was 97.9 percent with each reporting a waiting list it should be noted that three tax credit facilities would not participate/return phone calls for the survey;
- 3. The most recent family LIHTC development is Hartsville Crossing, which entered the market in 2023 and was entirely leased within two months. As such, the extremely positive absorption provides strong evidence of the need for affordable housing locally;
- 4. The location of the subject property can also be considered a positive factor. As such, the proposed site location within close proximity to 4th Street (the area's foremost retail corridor) provides relatively easy access to numerous retail/commercial areas, as well as downtown Hartsville. In addition to a Dollar General, Lowe's, and a Goodwill store within walking distance of the site, numerous retail/commercial centers are just a short distance away many of which are less than ½ mile (including a Walmart, Piggly Wiggly, Walgreens, Family Dollar, Belk, Rose's Discount, and Big Lots). Therefore, the site's location provides generally convenient access to a variety of retail/commercial, education, medical, and employment centers;
- 5. The proposal represents a modern product with numerous amenities and features at an affordable rent level. As such, the proposed rents are competitive in relation to other local LIHTC properties (and a notable value compared to market-rate facilities within the survey), and can be considered appropriate and achievable for the Hartsville PMA.

As such, the proposed facility should maintain at least a 93 percent occupancy rate into the foreseeable future with no long-term adverse effects on existing local rental facilities – either affordable or market rate. Assuming the subject proposal is developed as described within this analysis, Shaw Research and Consulting can provide a positive recommendation for the proposed development with no reservations or conditions.

J. SIGNED STATEMENT REQUIREMENTS

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

Steven R. Shaw

SHAW RESEARCH AND CONSULTING, LLC

Date: May 23, 2024

K. SOURCES

Apartment Listings – SCSHFDA Website – schousing.com

Apartment Listings – YP The real Yellow Pages – www.yellowpages.com

Census Data – American Community Survey – 5-Year Estimates – U.S. Census Bureau

Census Data – Demographic Forecasts, ESRI Business Analyst Online

Census Data – U.S. Census of Population and Housing - U.S. Census Bureau

Community Profile – Darlington County – SC Department of Employment & Workforce

CPI Inflation Calculator – Bureau of Labor Statistics – U.S. Department of Labor

Income & Rent Limits – South Carolina State Housing Finance & Development Authority

Income & Rent Limits – Novogradac and Company

Interviews with community planning officials

Interviews with managers and leasing specialists at local rental developments

Maps – Microsoft Streets and Trips

Maps – Google Maps – www.google.com/maps

Single-Family Home Sales – www.realtor.com

South Carolina Industry Data – SC Works Online Services

South Carolina Labor Market Information – SC Works Online Services

South Carolina LIHTC Allocations – SC State Housing Finance & Development Authority

L. RESUME

STEVEN R. SHAW SHAW RESEARCH & CONSULTING, LLC

Mr. Shaw is a principal at Shaw Research and Consulting, LLC. With over thirty-three years of experience in market research, he has assisted a broad range of clients with the development of various types of housing alternatives throughout the United States, including multi-family rental properties, single-family rental developments, for-sale condominiums, and senior housing options. Clients include developers, federal and state government agencies, non-profit organizations, and financial institutions. Areas of expertise include market study preparation, pre-feasibility analysis, strategic targeting and market identification, customized survey and focus group research, and demographic and economic analysis.

Previous to forming Shaw Research in January 2007, he most recently served as partner and Director of Market Research at Community Research Services (2004-2006). In addition, Mr. Shaw also was a partner for Community Research Group (1999-2004), and worked as a market consultant at Community Targeting Associates (1997-1999). Each of these firms provided the same types of services as Shaw Research and Consulting.

Additional market research experience includes serving as manager of automotive analysis for J.D. Power and Associates (1992-1997), a global automotive market research firm based in Troy, Michigan. While serving in this capacity, Mr. Shaw was responsible for identifying market trends and analyzing the automotive sector through proprietary and syndicated analytic reports. During his five-year tenure at J.D. Power, Mr. Shaw developed a strong background in quantitative and qualitative research measurement techniques through the use of mail and phone surveys, focus group interviews, and demographic and psychographic analysis. Previous to J.D. Power, Mr. Shaw was employed as a Senior Market Research Analyst with Target Market Systems (the market research branch of First Centrum Corporation) in East Lansing, Michigan (1990-1992). At TMS, his activities consisted largely of market study preparation for housing projects financed through RHS and MSHDA programs. Other key duties included the strategic targeting and identification of new areas for multi-family and single-family housing development throughout the Midwest.

A 1990 graduate of Michigan State University, Mr. Shaw earned a Bachelor of Arts degree in Marketing with an emphasis in Market Research, while also earning an additional major in Psychology.

20	2024 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:											
Development Name:	SANCTU	J ARY VIL	LAS	Total # Units:	80							
Location:	Washing	ton Avenue	(east of 4th Street), Hartsville, South Carolina S	C # LIHTC Units:	80							
PMA Boundary:	North = 6	5.5 to 8.5 m	iles; South = 5.75 to 10 miles; East = 5.5 to 9.0 miles;	miles; West = 6.5 to 12 miles								
Development Type:	XX	Family	Older Persons Farthest F	Soundary Distance to Subject:	12 Miles							

RENTAL HOUSING STOCK (found on page 54)											
Type # Properties Total Units Vacant Units Average Occupancy											
All Rental Housing	18	1,405	34	97.6%							
Market-Rate Housing	7	844	23	97.3%							
Assisted/Subsidized Housing not to include LIHTC	5	317	5	98.4%							
LIHTC (All that are stabilized)*	3	140	3	97.9%							
Stabilized Comps**	3	140	3	97.9%							
Non-stabilized Comps	0	0	0	NA							

^{*}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.

Subject Development					I	HUD Area FM	Highest Unadjusted Comp Rent		
#	#			Proposed					
Units	Bedrooms	Baths	Size (SF)	Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1 BR	1.0	799	\$143	\$751	\$0.97	81.0%	\$1,240	\$1.76
2	1 BR	1.0	799	\$433	\$751	\$0.97	42.3%	\$1,240	\$1.76
1	1 BR	1.0	799	\$578	\$751	\$0.97	23.0%	\$1,240	\$1.76
6	1 BR	1.0	799	\$703	\$751	\$0.97	6.4%	\$1,240	\$1.76
3	2 BR	1.0	930	\$153	\$959	\$0.99	84.0%	\$1,493	\$1.32
3	2 BR	1.0	930	\$502	\$959	\$0.99	47.7%	\$1,493	\$1.32
4	2 BR	1.0	930	\$676	\$959	\$0.99	29.5%	\$1,493	\$1.32
36	2 BR	1.0	930	\$830	\$959	\$0.99	13.5%	\$1,493	\$1.32
2	3 BR	2.0	1,181	\$145	\$1,170	\$0.97	87.6%	\$1,755	\$1.37
3	3 BR	2.0	1,181	\$548	\$1,170	\$0.97	53.2%	\$1,755	\$1.37
1	3 BR	2.0	1,181	\$749	\$1,170	\$0.97	36.0%	\$1,755	\$1.37
16	3 BR	2.0	1,181	\$931	\$1,170	\$0.97	20.4%	\$1,755	\$1.37
Gross Potential Rent Monthly* \$58,219				\$78,866	ll of the pro-	26.18%			

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

	DEMOGRA	PHIC DATA	(found on page	37)					
	20	10	20)20	2026				
Renter Households	3,565	27.3%	3,659	28.8%	3,376	27.2%			
Income-Qualified Renter HHs (LIHTC)	1,927	54.0%	1,978	54.0%	1,825	54.0%			
Income-Qualified Renter HHs (MR)									
TARGETED INCOM	E-QUALIFIEI) RENTER H	OUSEHOLD D	DEMAND (foun	d on page 44)				
Type of Demand	50%	60%	Market Rate	Other: 20%	Other: 40%	Overall			
Renter Household Growth	-14	-15		-10	-16	-36			
Existing Households (Overburd + Substand)	399	405		275	454	1,010			
Homeowner Conversion (Seniors)									
Other:									
Less Comparable/Competitive Supply	8	24				32			
Net Income-Qualified Renter HHs	377	366		265	438	942			
	CAPTUR	RE RATES (fo	und on page 46						
Targeted Population	50%	60%	Market Rate	Other: 20%	Other: 40%	Overall			
Capture Rate	1.6%	15.8%		3.0%	1.8%	8.5%			
ABSORPTION RATE (found on page 50)									
Absorption Period: 5-7	months					•			

	2024 S-2 RENT CALCULATION WORKSHEET										
		Bedroom	Proposed Tenant	Net Potential	Gross HUD	Gross HUD	Tax Credit Gross Rent				
	# Units	Туре	Paid Rent	Tenant Rent	FMR	FMR Total	Advantage				
20%	3	1 BR	\$143	\$429	\$751	\$2,253					
40%	2	1 BR	\$433	\$866	\$751	\$1,502					
50%	1	1 BR	\$578	\$578	\$751	\$751					
60%	6	1 BR	\$703	\$4,218	\$751	\$4,506					
20%	3	2 BR	\$153	\$459	\$959	\$2,877					
40%	3	2 BR	\$502	\$1,506	\$959	\$2,877					
50%	4	2 BR	\$676	\$2,704	\$959	\$3,836					
60%	36	2 BR	\$830	\$29,880	\$959	\$34,524					
20%	2	3 BR	\$145	\$290	\$1,170	\$2,340					
40%	3	3 BR	\$548	\$1,644	\$1,170	\$3,510					
50%	1	3 BR	\$749	\$749	\$1,170	\$1,170					
60%	16	3 BR	\$931	\$14,896	\$1,170	\$18,720					
	Totals	80		\$58,219		\$78,866	26.18%				

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

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Date: May 23, 2024