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Exhibit S-2 SCSHFDA Primary Market Area Analysis Summary:

Development Name:	Danbury Commons	Total # of Units:	48
Address:	203 Fremont Ave., Spartanburg, SC 29303 (Spartanburg County)	# of LIHTC/TEB Units:	48
PMA Boundary:	U.S. Highway 176, Old Furnace Road, Parris Bridge Road and Interstate 85 to the north; U.S. Highway 221, Floyd Road, Cannons Campground Road, Plainview Drive, Zion Hill Road, Clifton Glendale Road, Lawsons Fork Creek and Whitestone		
Development Type:	Older Persons	Farthest Boundary Distance to Subject:	7.4 Miles

Rental Housing Stock (found on page H-1, 10)				
Type	# of Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	29	4,975	296	94.10%
Market-Rate Housing	19	3,584	284	92.10%
Assisted/Subsidized Housing not to include LIHTC	5	334	8	97.60%
LIHTC (All that are stabilized)*	10	1,057	4	99.60%
Stabilized Comparables**	5	640	4	99.40%
Non Stabilized Comparables	0	0	0	-

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

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage (%)	Per Unit	Per SF
3	One	1	796	\$205	\$1,016	\$ 1.28	79.82%	\$1,527	\$ 1.92
13	One	1	796	\$770	\$1,016	\$ 1.28	24.21%	\$1,527	\$ 1.92
2	Two	1.5	1,017	\$240.00	\$1,141	\$ 1.12	78.97%	\$1,725	\$ 1.70
1	Two	1.5	1,017	\$750	\$1,141	\$ 1.12	34.27%	\$1,725	\$ 1.70
28	Two	1.5	1,017	\$915	\$1,141	\$ 1.12	19.81%	\$1,725	\$ 1.70
1	Two	1.5	1,017	\$1,085	\$1,141	\$ 1.12	4.91%	\$1,725	\$ 1.70
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Gross Potential Rent Monthly*				\$ 38,560	\$ 52,768		26.93%		

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

Demographic Data (found on page F-3 & G)						
	2010		2024		2026	
Renter Households	18,109	42.70%	19,811	39.80%	19,908	39.40%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	1,764	8.90%	1,750	8.80%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

Targeted Income-Qualified Renter Household Demand (found on page G-4)						
Type of Demand	20%	50%	60%	70%	Editable	Overall
Renter Household Growth	-5	-6	-13	4		-14
Existing Households (Overburd + Substand)	185	153	350	221		736
Homeowner conversion (Seniors)	6	12	28	22		54
Other:	0	0	0	0		0
Less Comparable/Competitive Supply	0	0	0	0		0
Net Income-qualified Renters HHs	186	159	365	247	0	776

Capture Rates (found on page G-4)						
Targeted Population	20%	50%	60%	70%		Overall
Capture Rate	2.70%	0.60%	11.20%	0.40%		6.20%

Absorption Rate (found on page G-5)		
Absorption Period	< 4	months.

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

Market Analyst Author: Jack Wiseman Company: Bowen National Research

Signature: Jack Wimmer Date: 2-May-24

B. Project Description

Project Name:	Danbury Commons
Location:	203 Fremont Avenue, Spartanburg, South Carolina 29303 (Spartanburg County)
Census Tract:	203.01
Target Market:	Senior Age 55+
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 48-unit Danbury Commons rental community at 203 Fremont Avenue in Spartanburg, South Carolina. The project will target senior households ages 55 and older earning up to 20%, 50%, 60% and 70% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by November 2026. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable Program Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
3	One-Br.	1.0	Garden	796	20%	\$205	\$76	\$281	\$282
13	One-Br.	1.0	Garden	796	60%	\$770	\$76	\$846	\$846
2	Two-Br.	1.5	Garden	1,017	20%	\$240	\$96	\$336	\$338
1	Two-Br.	1.5	Garden	1,017	50%	\$750	\$96	\$846	\$846
28	Two-Br.	1.5	Garden	1,017	60%	\$915	\$96	\$1,011	\$1,015
1	Two-Br.	1.5	Garden	1,017	70%	\$1,085	\$96	\$1,181	\$1,184
48	Total								

Source: Connelly Development LLC

AMHI – Area Median Household Income (Spartanburg, SC MSA; 2024)

Building/Site Information	
Residential Buildings:	One (1) four-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	2.0

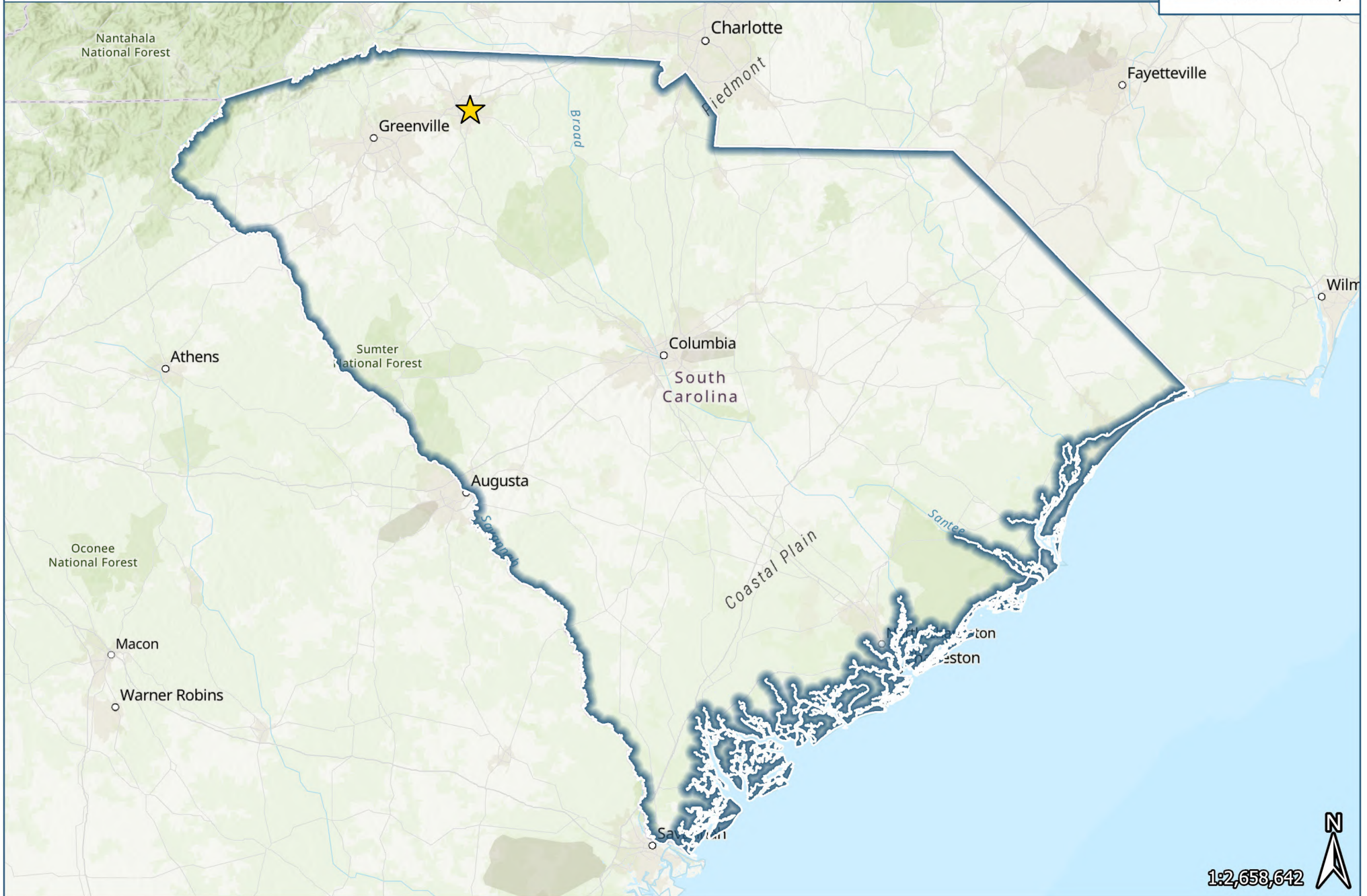
Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	September 2025
Begin Preleasing:	August 2026
Construction End:	November 2026

Unit Amenities		
• Electric Range	• Washer/Dryer Hookups	• Carpet/Composite Flooring
• Refrigerator	• Central Air Conditioning	• Window Blinds
• Garbage Disposal	• Patio/Balcony	• Ceiling Fans
• Dishwasher	• Walk-In Closets	• Controlled/Key Fob Access
• Microwave		


Community Amenities		
• On-Site Management	• Business/Computer Center	• Clubhouse/Community Room
• Community Kitchen	• Elevator	• Laundry Room
• Multipurpose Room	• Fitness Center	• CCTV/Cameras
• Common Area Wi-Fi	• Surface Parking Lot (88 Spaces)	

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

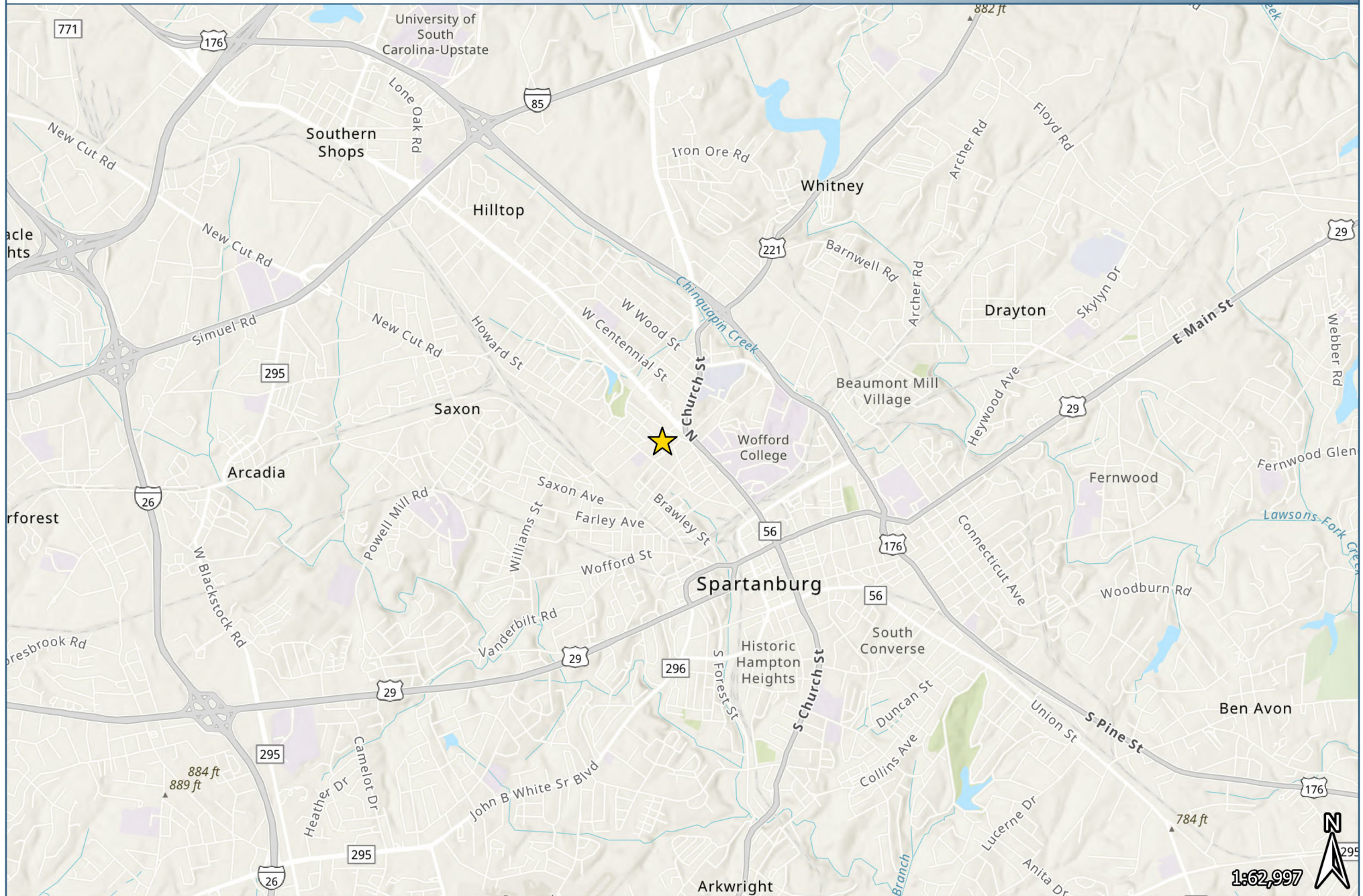
A state map and an area map are on the following pages.



1:2,658,642

0 10 20 30 40
 Miles

Esri, TomTom, Garmin, FAO, NOAA, USGS, EPA, NPS, USFWS, Esri, USGS
Additional Source(s): Bowen National Research



C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of April 8, 2024. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site currently consists of a vacant structure and its parking lot located at 203 Fremont Avenue in Spartanburg, South Carolina. Note that the existing structure will be razed during the development process. Located within Spartanburg County, Spartanburg is approximately 74.0 miles west of Charlotte, North Carolina and approximately 117.0 miles north of Augusta, Georgia. Following is a description of surrounding land uses:

North -	The northern site boundary is defined by Fremont Avenue, a two-lane roadway with light vehicular traffic patterns, followed by single-family homes in fair to good condition and Chapel Street Playground. Extending farther north are additional residential dwellings, churches and wooded land.
East -	The eastern site boundary is defined by light foliage and single-family homes along Fremont Avenue, followed by local businesses, with structures in fair to good condition. Farther east are the intersection of State Route 56 and U.S. Highway 221, local businesses, undeveloped land and the Wofford College campus.
South -	The southern site boundary is defined by light foliage and single-family homes in fair to good condition along Aden Street, a two-lane roadway with light vehicular traffic patterns. Continuing and extending farther south are additional residential dwellings, wooded land and local businesses, with existing structures in fair to good condition.
West -	The western site boundary is defined by light foliage and single-family homes in fair to good condition. Continuing west are additional residential dwellings, The Franklin School, Piedmont Interstate Fairgrounds and wooded land, with existing structures in fair to good condition.

The subject site is located within a developed, primarily residential area of Spartanburg, with surrounding homes observed to be in fair to good condition. Overall, the intended use of the site location is consistent with the surrounding land uses, which should bode well in the subject development's marketability.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	State Route 56 U.S. Highway 221 U.S. Highway 176 Interstate 585 U.S. Highway 29 Interstate 85	0.1 East 0.2 East 0.9 Northeast 1.0 North 1.1 Southeast 3.0 Northwest
Public Bus Stop	SPARTA Spartanburg Amtrak Station	0.3 Northeast 0.8 Southeast
Major Employers/ Employment Centers	Spartanburg Regional Medical Center Spartanburg County Westgate Mall Walmart Supercenter	0.6 North 1.4 Southeast 4.2 Southwest 4.2 Southwest
Convenience Store	Breaker's	0.6 Southeast
Grocery	Food Lion Dollar General Walmart Supercenter	1.4 Northeast 2.1 Southwest 4.2 Southwest
Discount Store	Greater Spartanburg Ministries Family Dollar Dollar General Walmart Supercenter	0.1 North 1.6 South 2.1 Southwest 4.2 Southwest
Shopping Center/Mall	Westgate Mall	4.2 Southwest
Schools: Elementary Middle/Junior High High College/University	Cleveland Academy of Leadership Carver Middle School Frank Evans High School Wofford College	0.3 Southwest 2.4 Southeast 1.9 Southeast 0.8 East
Hospital	Spartanburg Regional Medical Center	0.6 North
Police	Spartanburg Police Department	1.4 Southeast
Fire	City of Spartanburg Fire Department	1.4 Southeast
Post Office	U.S. Post Office	1.6 Southeast
Bank	Carolina Foothills Federal Credit Union	0.6 Southeast
Recreation	Chapel Street Park Doctor TK Gregg Community Center Cleveland Park Piedmont Interstate Fairgrounds Tiger Park Nautilus Fitness Center	< 0.1 North 0.3 Southwest 0.4 Northwest 0.4 West 0.6 South 1.3 Southeast
Gas Station	Breaker's	0.6 Southeast
Pharmacy	Palmetto Long Term Care - Pharmacy	0.6 Northeast
Restaurant	Sully's Steamers McClellan's at Monarch Cafe Chick-Fil-A	0.4 Southeast 0.7 Southeast 0.9 East
Day Care	The Wright Choice Childcare	0.3 East
Community Center	Doctor TK Gregg Community Center	0.4 South
Library	Spartanburg County Public Libraries	1.6 Southeast
Church	Church Builders Tabernacle Love Temple UPH Church Calvary Baptist Church	0.2 East 0.2 East 0.3 East

As the preceding table illustrates, most community services are located within approximately 2.0 miles of the site, including but not limited to major employers, a gas station/convenience store, grocery stores, discount shopping, a bank, pharmacy and restaurants. Many of these services are within walking distance of the site. More extensive shopping opportunities exist 4.2 miles southwest of the site, including Westgate Mall and a Walmart Supercenter.

Public safety services are provided by the Spartanburg Police and City of Spartanburg Fire departments, which are each accessible within 1.4 miles of the site. The nearest hospital with emergency services, Spartanburg Regional Medical Center, is within 0.6 mile. All public schools serving the site are within 2.4 miles. Additionally, there are various recreational opportunities available within 1.3 miles of the site.

Overall, the availability of and proximity to area community services are expected to have a positive impact on the subject's marketability.

4. SITE PHOTOGRAPHS

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



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the southwest



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: East view of Fremont Avenue



Streetscape: West view of Fremont Avenue



Streetscape: South view of North Vernon Street



Streetscape: North view of North Vernon Street

5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.





Site

Community Services



Pharmacy



Public Bus Stop



Bank



Day Care



Schools, Elementary



Park



Recreational Facility



Church



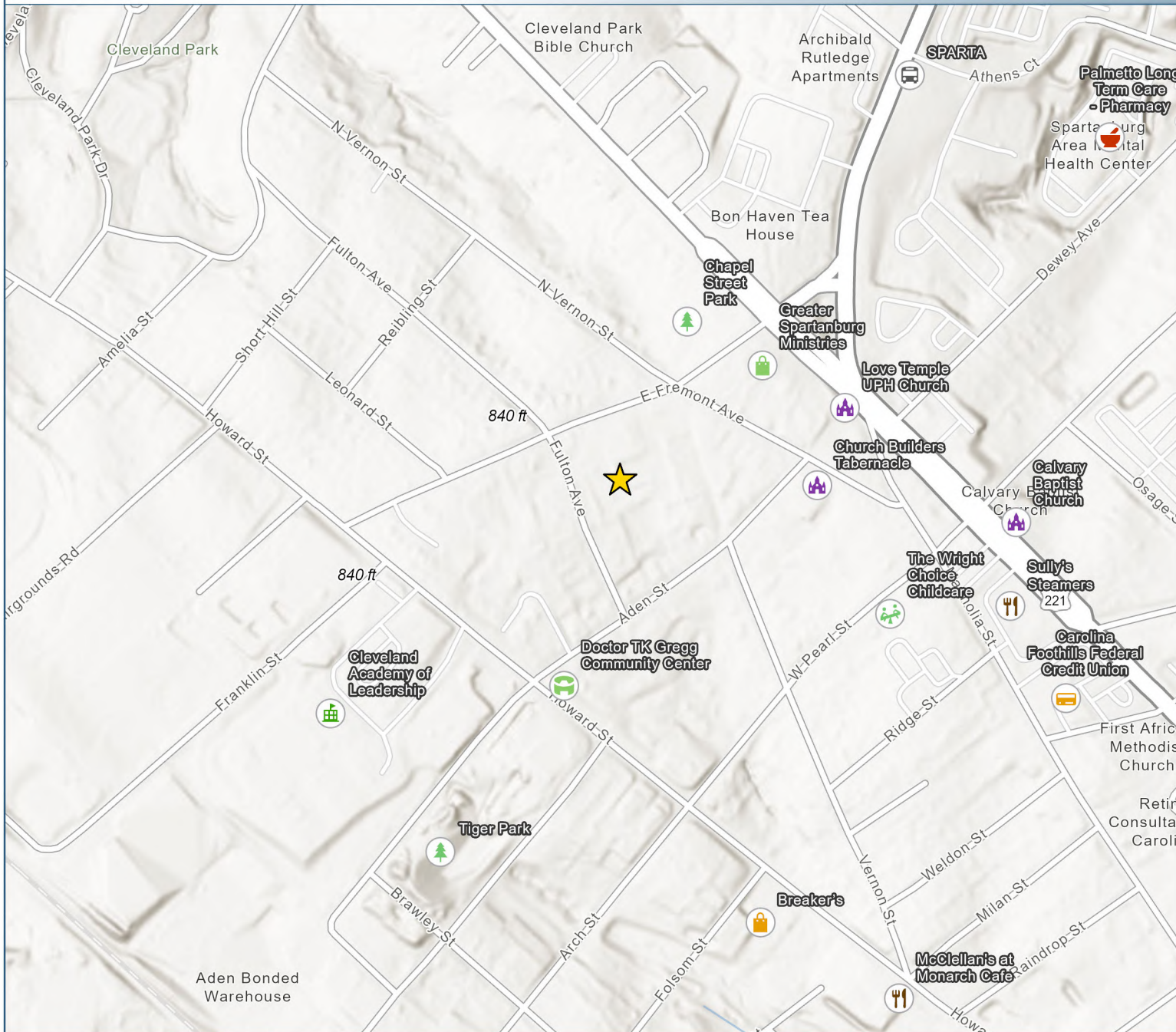
Restaurant



Convenience Store



Discount Department Store



























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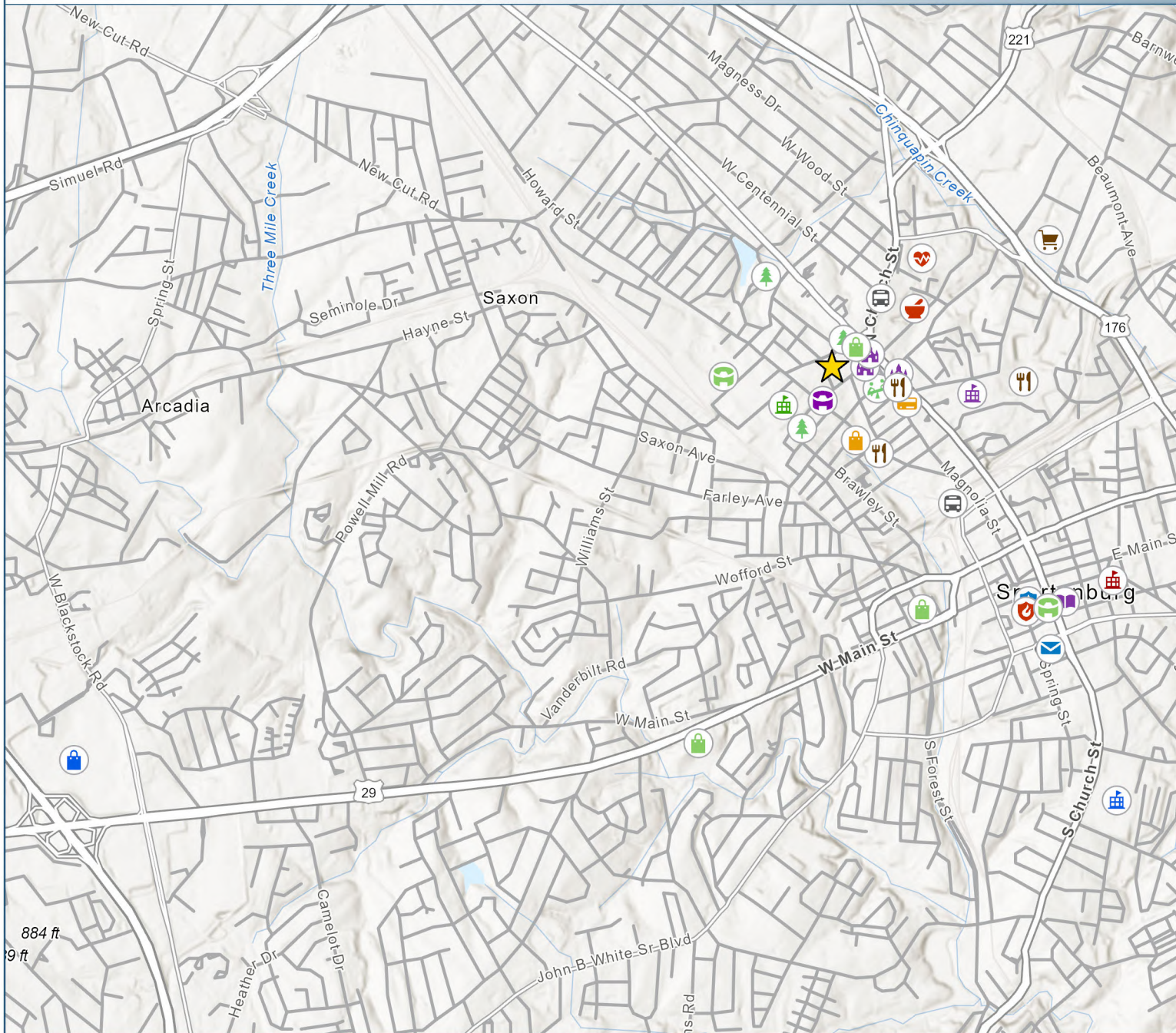
Miles

Esri, NASA, NGA, USGS, FEMA, Esri Community Maps Contributors, © OpenStreetMap, Microsoft, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, US Census Bureau, USDA, USFWS
Additional Source(s): Bowen National Research



Community Services

-  Major Employers/Employment Centers
-  Hospital/Medical Center
-  Police
-  Fire
-  Post Office
-  Pharmacy
-  Gas Station
-  Public Bus Stop
-  Bank
-  Day Care
-  Schools, Elementary
-  Schools, Middle/Junior High
-  Schools, High
-  Schools, College/University
-  Library
-  Park
-  Recreational Facility
-  Community Center
-  Church
-  Restaurant
-  Grocery
-  Convenience Store
-  Discount Department Store
-  Shopping Center/Mall



6. CRIME ISSUES

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

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

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

The following table illustrates the crime risk indexes for the Primary Market Area (PMA) and Spartanburg County:

	Crime Risk Index	
	PMA	Spartanburg County
Total Crime Index	182	128
Personal Crime Index	177	117
Murder	225	139
Rape	187	130
Robbery	97	57
Assault	201	134
Property Crime Index	183	130
Burglary	194	137
Larceny	185	132
Motor Vehicle Theft	159	105

Source: Applied Geographic Solutions, FBI, ESRI

The crime risk index within the PMA (182) is well above that of Spartanburg County (128) and the national average (100). Based on our experience, these indices are typical for urban areas, such as the Spartanburg PMA. Additionally, most of the rental communities identified and surveyed within the market are maintaining good occupancy rates, indicating that these projects have not been impacted by any perception of crime. Further, the subject project will include on-site management and CCTV within a controlled-access building, which will likely help mitigate potential perceptions of crime. Therefore, it is unlikely that the perception of crime will have any significant impact on the marketability of the subject development. A map illustrating crime risk is on the following page.



**BOWEN
NATIONAL
RESEARCH**

Crime

Spartanburg, SC



Site



PMA

2022 Total Crime Index (AGS)

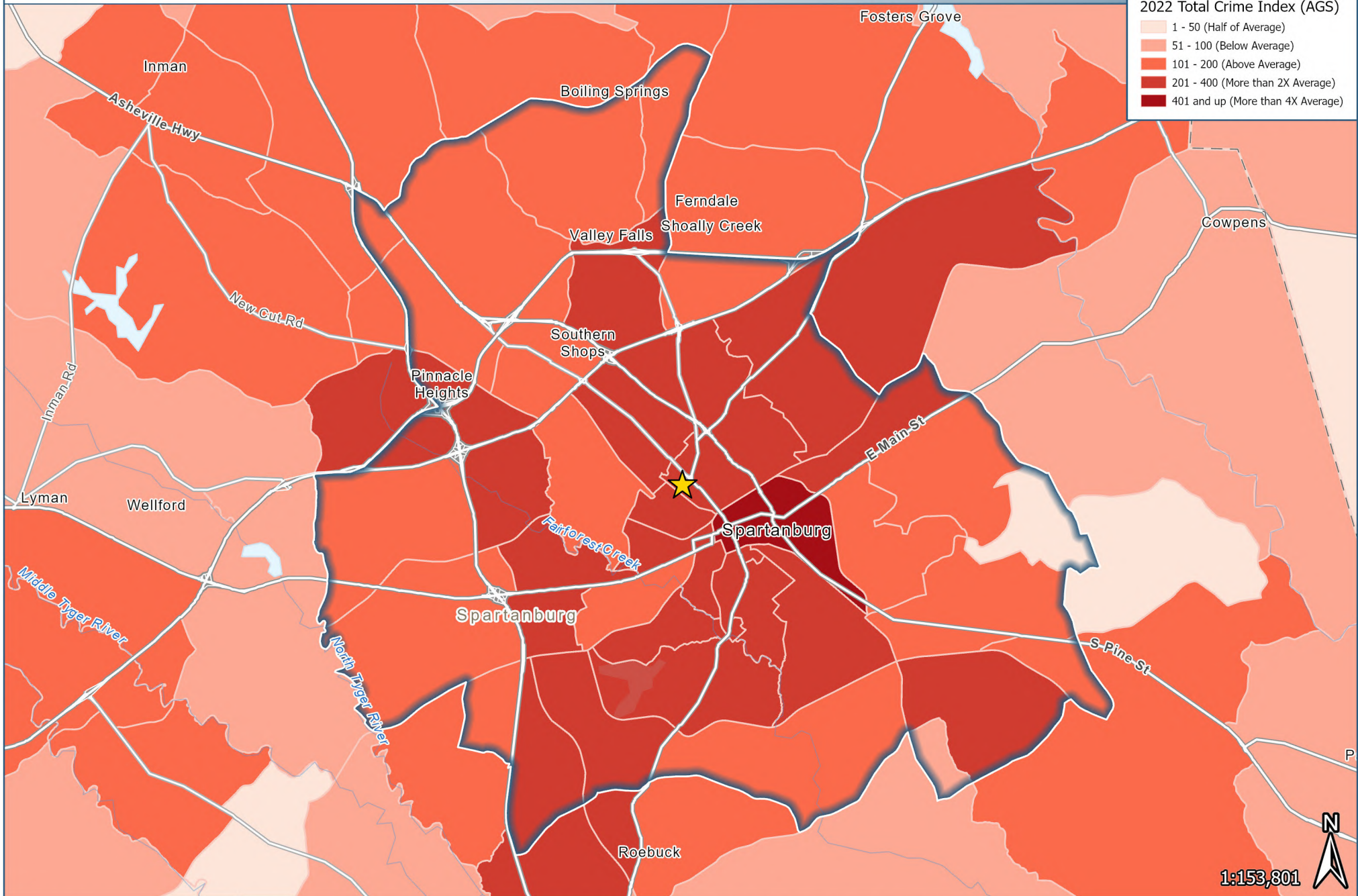
1 - 50 (Half of Average)

51 - 100 (Below Average)

101 - 200 (Above Average)

201 - 400 (More than 2X Average)

401 and up (More than 4X Average)



0 0.75 1.5 2.25 3
Miles

Esri, CGIAR, USGS, Esri, AGS, Esri, TomTom, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA, USFWS
Additional Source(s): Bowen National Research

1:153,801



7. ACCESS AND VISIBILITY

While a site plan was not finalized at the time this report was issued, it is expected that the subject development will be accessed via Fremont Avenue. As noted earlier in this analysis, Fremont Avenue is a two-lane roadway with light traffic patterns. Therefore, ingress and egress are expected to be convenient, with clear lines of sight provided in both directions of travel. Additionally, the site is within 3.0 miles of State Route 56, U.S. Highways 29, 176 and 221 and Interstates 85 and 585. Lastly, fixed-route public transportation services within the area are provided by the Spartanburg Area Regional Transit Agency (SPARTA), with the closest bus stop 0.3 mile northeast of the site near the intersection of U.S. Highway 221 and West Centennial Street. The Spartanburg Amtrak Station is 0.8 mile southeast of the site. Overall, access to and from the site is considered good.

The subject site is expected to be clearly visible from all adjacent roadways; however, the adjacent roadways are primarily residential, which provide minimal passerby traffic within the immediate site neighborhood. While the subject site is a short distance away from the State Route 56 and U.S. Highway 221 interchange, it will be obstructed from view of motorists traveling along the aforementioned arterials. As such, it is recommended that permanent or promotional signage is utilized near this interchange to increase awareness of the subject location. Promotional marketing is also recommended to be utilized throughout the Site PMA during the initial lease-up process.

8. OVERALL SITE CONCLUSIONS

The subject project is located within an established, primarily residential area of Spartanburg. Surrounding land uses include single-family homes, apartment communities, local businesses and a park, with existing structures in fair to good condition. The site is within 2.0 miles of several community services, including but not limited to major employers, a gas station/convenience store, grocery stores, discount shopping, a bank, pharmacy and restaurants. Notably, many of these services are within walking distance of the site. Access to and from the site is considered good, as it is within 3.0 miles of State Route 56, U.S. Highways 29, 176 and 221 and Interstates 85 and 585. Additionally, scheduled public transportation services are available via SPARTA, 0.3 mile northeast of the site, and the Spartanburg Amtrak Station, 0.8 mile southeast of the site. Visibility of the site is considered good within the immediate area; however, it is not reliably visible from more highly traveled roadways. Therefore, it is recommended that permanent/promotional signage is utilized near the State Route 56 and U.S. Highway 221 interchange, as well as promotional marketing utilized throughout the Site PMA, to enhance the subject's awareness, especially during its initial lease-up process. Overall, we consider the site's location and proximity to community services to have a positive impact on its marketability.

D. Primary Market Area Delineation

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

The Spartanburg Site PMA includes all of Spartanburg and the surrounding unincorporated areas of Spartanburg County. Specifically, the boundaries of the Site PMA generally include U.S. Highway 176, Old Furnace Road, Parris Bridge Road and Interstate 85 to the north; U.S. Highway 221, Floyd Road, Cannons Campground Road, Plainview Drive, Zion Hill Road, Clifton Glendale Road, Lawsons Fork Creek and Whitestone Glendale Road to the east; State Route 295, Dairy Ridge Road, State Route 56, Carolina Country Club Road, Canaan Road, Old Georgia Road, Interstate 26, Sundyal Drive, Anderson Mill Road and State Route 296 to the south; and the North Tyger River, Frey Creek, Grays Creek, Interstate 85 and Interstate 26 to the west. All areas of the Site PMA are generally within 7.4 miles of the site. The Site PMA includes all, or portions, of the following Census Tracts:

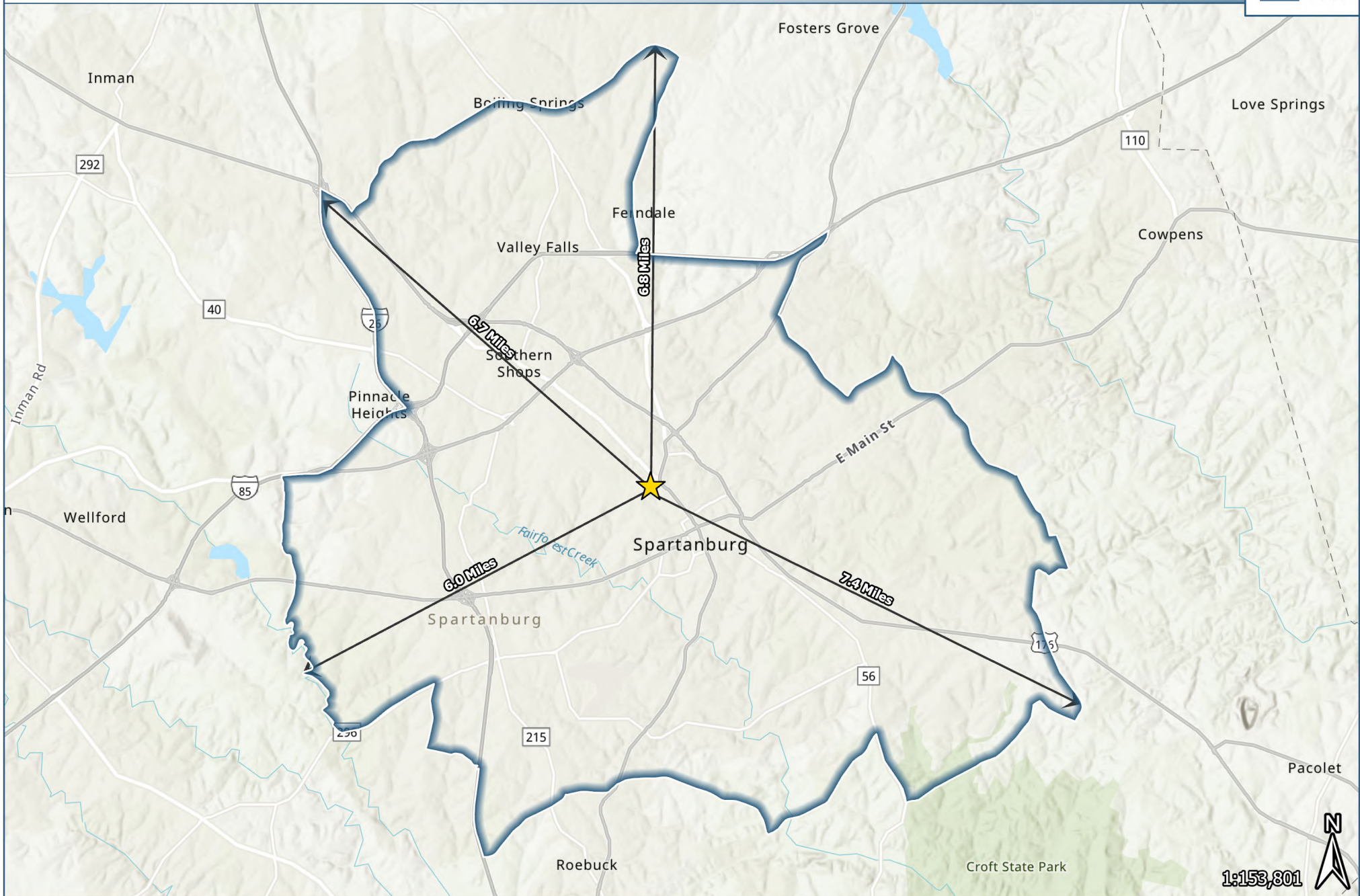
Census Tracts in PMA					
203.01*	204.00	205.00	206.01	206.02	206.03
207.01	207.02	208.00	209.00	210.01	211.00
212.00	213.01	213.02	213.03	214.02	214.03
215.00	216.00	217.00	218.03	218.04	218.05
218.06	219.02	219.03	219.04	220.03	220.04
220.05	220.06	220.07	221.01	221.02	224.06
224.10	228.04	230.02	238.04	239.01	

*Subject site location

Chris Staub, Property Manager of Companion at Lee's Crossing (Map ID 8), a Tax Credit rental community within Spartanburg, generally confirmed the boundaries of the PMA. Staub stated that most of her property's tenants are from the surrounding area of Spartanburg, with much of the support originating from Spartanburg Housing referrals. Staub also noted that tenants originating from outside the Site PMA typically move to be closer to the city.

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

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



E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

The labor force within the Spartanburg Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 19.3%), Retail Trade, and Accommodation & Food Services comprise nearly 41.8% of the Site PMA labor force. Employment in the Spartanburg Site PMA, as of 2023, was distributed as follows:

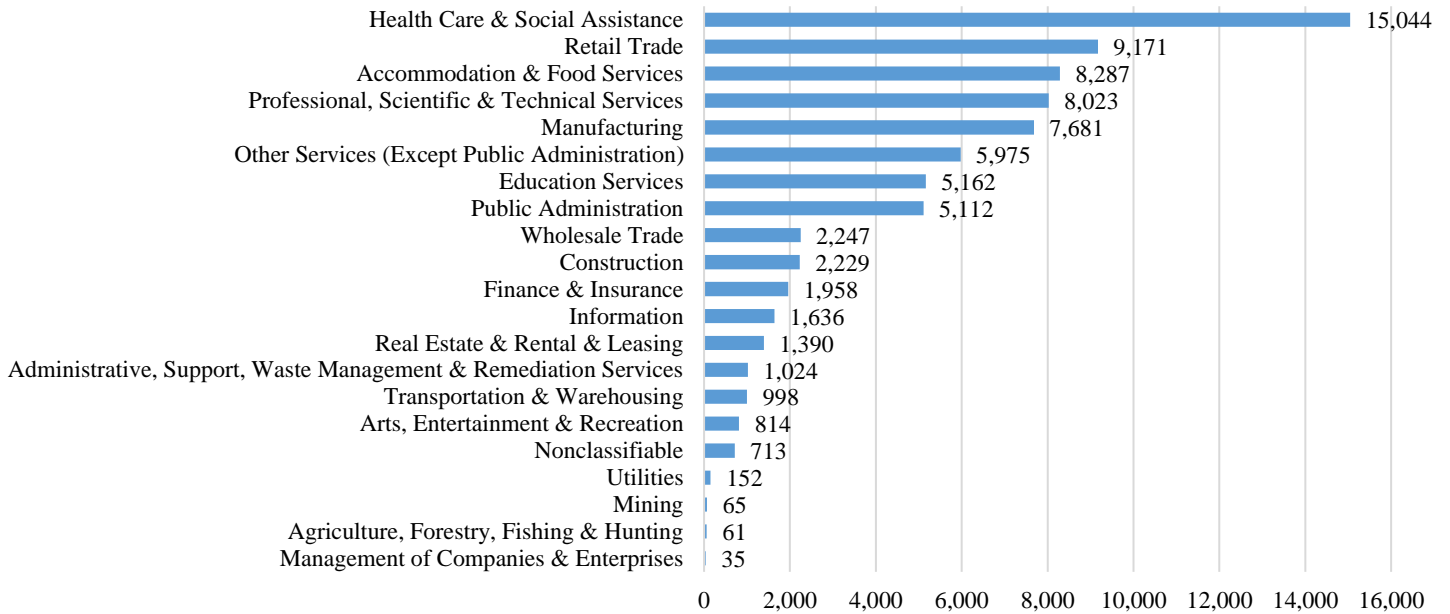
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	12	0.2%	61	0.1%	5
Mining	4	0.1%	65	0.1%	16
Utilities	2	< 0.1%	152	0.2%	76
Construction	264	5.2%	2,229	2.9%	8
Manufacturing	207	4.0%	7,681	9.9%	37
Wholesale Trade	183	3.6%	2,247	2.9%	12
Retail Trade	768	15.0%	9,171	11.8%	12
Transportation & Warehousing	103	2.0%	998	1.3%	10
Information	102	2.0%	1,636	2.1%	16
Finance & Insurance	328	6.4%	1,958	2.5%	6
Real Estate & Rental & Leasing	270	5.3%	1,390	1.8%	5
Professional, Scientific & Technical Services	409	8.0%	8,023	10.3%	20
Management of Companies & Enterprises	9	0.2%	35	< 0.1%	4
Administrative, Support, Waste Management & Remediation Services	150	2.9%	1,024	1.3%	7
Education Services	102	2.0%	5,162	6.6%	51
Health Care & Social Assistance	566	11.1%	15,044	19.3%	27
Arts, Entertainment & Recreation	82	1.6%	814	1.0%	10
Accommodation & Food Services	421	8.2%	8,287	10.7%	20
Other Services (Except Public Administration)	722	14.1%	5,975	7.7%	8
Public Administration	165	3.2%	5,112	6.6%	31
Nonclassifiable	250	4.9%	713	0.9%	3
Total	5,119	100.0%	77,777	100.0%	15

Source: Bowen National Research, ESRI, Census

E.P.E.- Average Employees Per Establishment

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

Total Employment by Industry



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for the Spartanburg Metropolitan Statistical Area (MSA) are compared with the state of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	MSA	South Carolina
Management Occupations	\$67,438	\$71,352
Business And Financial Occupations	\$63,182	\$64,095
Computer And Mathematical Occupations	\$70,091	\$79,232
Architecture And Engineering Occupations	\$78,982	\$84,842
Community And Social Service Occupations	\$45,047	\$44,348
Art, Design, Entertainment, Sports, and Media Occupations	\$45,160	\$40,071
Healthcare Practitioners and Technical Occupations	\$60,198	\$63,246
Healthcare Support Occupations	\$23,431	\$25,503
Protective Service Occupations	\$48,236	\$45,608
Food Preparation and Serving Related Occupations	\$16,120	\$15,606
Building And Grounds Cleaning and Maintenance Occupations	\$24,985	\$23,593
Personal Care and Service Occupations	\$18,451	\$18,897
Sales And Related Occupations	\$34,507	\$33,284
Office And Administrative Support Occupations	\$34,973	\$34,814
Construction And Extraction Occupations	\$39,367	\$37,366
Installation, Maintenance and Repair Occupations	\$54,481	\$51,644
Production Occupations	\$40,820	\$39,644
Transportation Occupations	\$54,867	\$41,368
Material Moving Occupations	\$27,024	\$26,533

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

As the preceding table illustrates, most occupational types within the MSA have generally similar typical wages as those of the state.

3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Spartanburg area comprise a total of 31,723 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
BMW of North America, LLC.	Automotive Manufacturing	10,916
ABM Onsite Services, Inc.	Infrastructure Solutions	4,500
Spartanburg Medical Group PA	Healthcare	4,121
Spartanburg Regional Health Services District, Inc.	Healthcare	3,444
Spartanburg Regional Healthcare System	Healthcare	2,662
Spartanburg County	Local Government	1,545
DAA Draexlmaier Automotive of America, LLC	Wire Harnesses Manufacturing	1,225
Benore Logistic Systems, Inc.	Transportation	1,110
Cryovac, LLC	Food Packaging	1,100
Sealed Air Corporation	Manufacturing	1,110
Total		31,723

Source: Spartanburg County (2020)

According to a representative of One Spartanburg Inc., the Spartanburg economy is improving. The area is the 8th fastest growing area in the southeastern part of the country. There has been significant growth in the area's manufacturing industry, which has brought more individuals and families to the area. The downside to this is that there is not enough affordable housing. There is a need for Tax Credit housing, as the area is short 2,500 units, and there is a need for more market-rate rental housing as well. Many are not purchasing houses currently, due to the economy and high interest rates, so more are renting. The following table summarizes some recent and/or ongoing economic development projects identified within Spartanburg County:

Project Name	Investment	Job Creation	Scope of Work/Details
The Grain District / Fifth Third Park Minor League Baseball Stadium	\$425 million	N/A	16-acre mixed-use site with a 3,500-seat baseball stadium, 5,000 square-foot club room, office space, entertainment areas, and multifamily housing units planned for the downtown Spartanburg area. Construction is expected to be completed in 2025.
TIME Bicycles	\$6.5 million	105	A carbon fiber bicycle manufacturer that will establish a facility in Landrum along the soon-to-be developed Saluda Grand Rail Trail. The company has manufactured bikes that have won Olympic gold medals, world championships and numerous stages of the Tour de France. Construction is expected to be complete in 2024/2025.
Milo's Tea Co	\$130 million	103	Constructing a new 110,000 square-foot plant in Spartanburg. Operations expected to begin end of 2024.
Saluda Grand Rail Trail	\$12 million	N/A	A 31-mile trail is being created from western North Carolina through Campobello, Landrum and Inman. This project should help attract development to the area. The project is expected to begin in 2024/2025.
Cytiva	\$63 million	N/A	Expanding operations with a new 22,000 square-foot manufacturing facility. Operations are expected to begin in 2025/2026.
Kurig Dr. Pepper	\$100 million	250	Expanding their state-of-the-art coffee roasting and manufacturing facility. Operations are expected to begin in 2027.
Toray	\$600 million	350	Expanding carbon fiber manufacturing facility by adding an additional 30,000 square feet. Operations are to begin in 2025.

N/A – Not Available

(Continued)

Project Name	Investment	Job Creation	Scope of Work/Details
Lockhart Power	\$14 million	N/A	A utility power provider that is investing toward key infrastructure expansions in Tyger River Industrial Park North and Pacolet. Construction is expected to begin in 2024/2025.
BMW Manufacturing	\$1.7 billion	300	Announced in the fall of 2022, that they will be building a new plant to produce electric vehicles in Spartanburg and a new battery assembly facility in Woodruff.
Spartanburg County Government Complex	\$52.3 million	N/A	Will be building a new joint/county government complex that will include a new county courthouse, the Spartanburg Police Headquarters, along with County Admin and City Hall. Construction will begin in 2024.
Matica Group	\$2 million	40	A payment solution provider who will be establishing their first North American manufacturing operation, building a new 38,000 square-foot facility. Operations are expected to begin July 2024.
Visual Comfort & Co.	\$62 million	125	Announced in early 2023 that they will establish distribution operations in Spartanburg. The investment will create 125 new jobs through 2027.
Oshkosh Defense	\$155 million	1,000	Expanding their facility to create more than 200,000 U.S. Postal service vehicles. Production of the new vehicles is expected to begin in late 2024.

N/A – Not Available

Infrastructure

The following table summarizes some recent and/or ongoing infrastructure projects identified within the Spartanburg area:

Project Name	Scope of Work, Status, Investment
Lumos Fiber Optic Project	It was announced that Lumos, with the help of the South Carolina's American Rescue Plan, will invest \$2 million worth of fiber optics technology to reach nearly 700 unserved and underserved households and businesses in the Spartanburg community; Construction will begin in 2024.
Carolina Crossroads	SCDOT announced that the next phase of the South Carolina \$2 billion Infrastructure project will consist of the widening of the I-20 in Midlands and will include improvements to the I-26 interchange; Construction is expected to begin in 2025.
Morgan Square	Redevelopment of Morgan Square which is in downtown Spartanburg; This project will cost around \$15 million, and it will bring more businesses and restaurants to the area; Construction to begin 2024/2025.
Country Club Corridor Project	SCDOT project to widen the existing roadway, an investment of \$22.9 million; The project is expected to be completed in 2025.
Interstate I-85 Widening Project	Widening and rehabilitation of the existing Interstate 85 at mile marker 77 to the North Carolina state line; From mile maker 77 to 98 the Interstate will be widened from four-lanes to six lanes; The project is expected to be completed 2024/2025.
I-85 at SC 290 Interchange Improvements	SCDOT is improving the interchange on I-85 at SC 290 (E. Main St.) at Exit 63; The project will add an additional traffic lane and a sidewalk; The project is expected to be completed at the end of 2024.
S-234 Bridge Racetrack Rd over Dildine Creek	This is part of a 10-year plan by SCDOT to reduce the number of closed and load restricted bridges in the state; The project will be a replacement of the current bridge in the same location.
S-908 Roundabout Gap Creek Rd at Gary Armstrong	SCDOT is improving the intersection with a roundabout.
US 176 Bridge over Norfolk Southern Railroad	This is part of a 10-year plan by SCDOT to reduce the number of closed and load restricted bridges in the state; SCDOT will complete repairs to the current bridge.

WARN (layoff notices)

WARN Notices of large-scale layoffs/closures were reviewed in April 2024 and, according to South Carolina Department of Employment & Workforce, there has been one WARN notice reported for Spartanburg County over the past 12 months, which is summarized in the following table:

Company	Location	Jobs	Notice Date	Effective Date
GDI Integrated Facility Services	Spartanburg	32	1/4/2024	3/5/2024

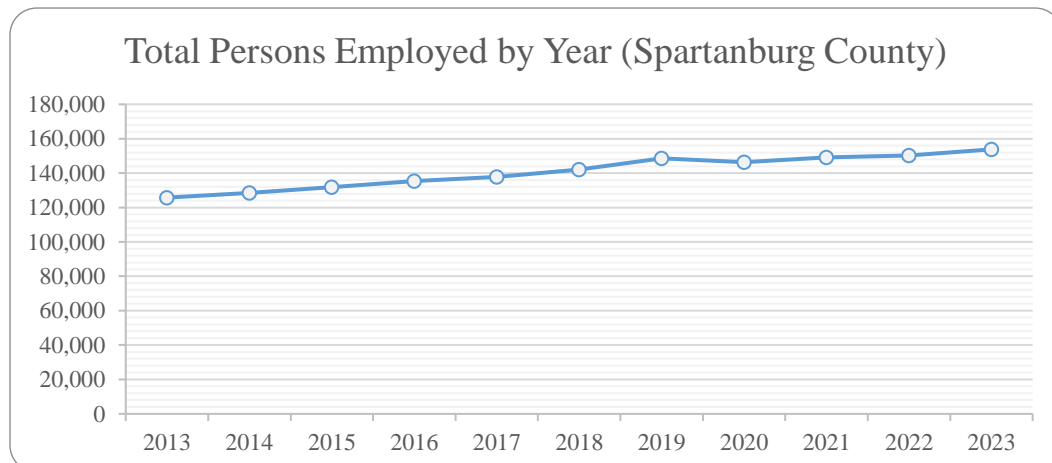
4. EMPLOYMENT TRENDS

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

The following illustrates the total employment base for Spartanburg County, the state of South Carolina, and the United States. Total employment reflects the number of employed persons who live within the county.

Year	Total Employment					
	Spartanburg County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	125,746	-	2,034,404	-	144,637,000	-
2014	128,416	2.1%	2,082,941	2.4%	146,305,000	1.2%
2015	131,890	2.7%	2,134,087	2.5%	148,833,000	1.7%
2016	135,410	2.7%	2,174,301	1.9%	151,436,000	1.7%
2017	137,850	1.8%	2,166,708	-0.3%	153,337,000	1.3%
2018	141,962	3.0%	2,205,356	1.8%	155,761,000	1.6%
2019	148,620	4.7%	2,268,884	2.9%	157,538,000	1.1%
2020	146,381	-1.5%	2,199,751	-3.0%	147,795,000	-6.2%
2021	149,151	1.9%	2,266,611	3.0%	152,581,000	3.2%
2022	150,296	0.8%	2,316,435	2.2%	158,291,000	3.7%
2023	153,786	2.3%	2,380,392	2.8%	161,037,000	1.7%

Source: Bureau of Labor Statistics

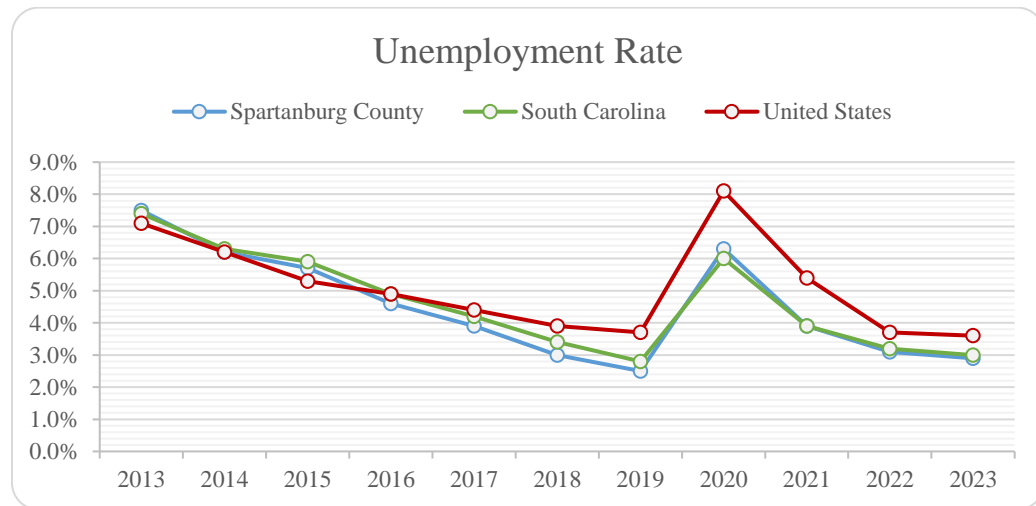


As the preceding illustrates, the Spartanburg County employment base experienced consistent growth between 2013 and 2019. While the county experienced a 1.5% reduction in its employment base due to the COVID-19 pandemic in 2020, it was less impacted as compared to the state and nation, which experienced declines of 3.0% and 6.2%, respectively. Notably, the employment base within Spartanburg County has been experiencing similar trends as those preceding the pandemic and has increased by 5.1% since 2020. Total employment within the county is also at a ten-year high.

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

Year	Total Unemployment					
	Spartanburg County		South Carolina		United States	
	Total Number	Percent of Workforce	Total Number	Percent of Workforce	Total Number	Percent of Workforce
2013	10,236	7.5%	163,472	7.4%	11,101,000	7.1%
2014	8,455	6.2%	139,485	6.3%	9,616,000	6.2%
2015	7,900	5.7%	133,750	5.9%	8,296,000	5.3%
2016	6,547	4.6%	111,753	4.9%	7,751,000	4.9%
2017	5,674	3.9%	95,058	4.2%	6,982,000	4.4%
2018	4,466	3.0%	76,666	3.4%	6,314,000	3.9%
2019	3,757	2.5%	64,649	2.8%	6,001,000	3.7%
2020	9,852	6.3%	139,389	6.0%	12,948,000	8.1%
2021	6,056	3.9%	92,558	3.9%	8,623,000	5.4%
2022	4,839	3.1%	76,894	3.2%	5,996,000	3.7%
2023	4,585	2.9%	72,668	3.0%	6,080,000	3.6%

Source: Department of Labor, Bureau of Labor Statistics



Between 2013 and 2019, the annual unemployment rate within Spartanburg County declined by approximately five percentage points, then increased by nearly four percentage points between 2019 and 2020 due to the COVID-19 pandemic. Similar to the county's employment base, its unemployment rate has been improving since 2020, declining by over three percentage points and is similar to pre-pandemic levels.

At-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total at-place employment base for Spartanburg County.

At-Place Employment Spartanburg County			
Year	Employment	Change	Percent Change
2013	119,385	-	-
2014	123,466	4,081	3.4%
2015	127,009	3,543	2.9%
2016	131,655	4,646	3.7%
2017	137,148	5,493	4.2%
2018	141,952	4,804	3.5%
2019	147,638	5,686	4.0%
2020	144,453	-3,185	-2.2%
2021	147,039	2,586	1.8%
2022	149,838	2,799	1.9%
2023*	151,505	1,667	1.1%

Source: Department of Labor, Bureau of Labor Statistics

*Through September

Data for 2022, the most recent year that year-end figures are available, indicates in-place employment in Spartanburg County to be 99.7% of the total Spartanburg County employment. This means that Spartanburg County has a high share of employed persons staying in the county for daytime employment.

5. **EMPLOYMENT CENTERS MAP**

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



**BOWEN
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RESEARCH**

Major Employers

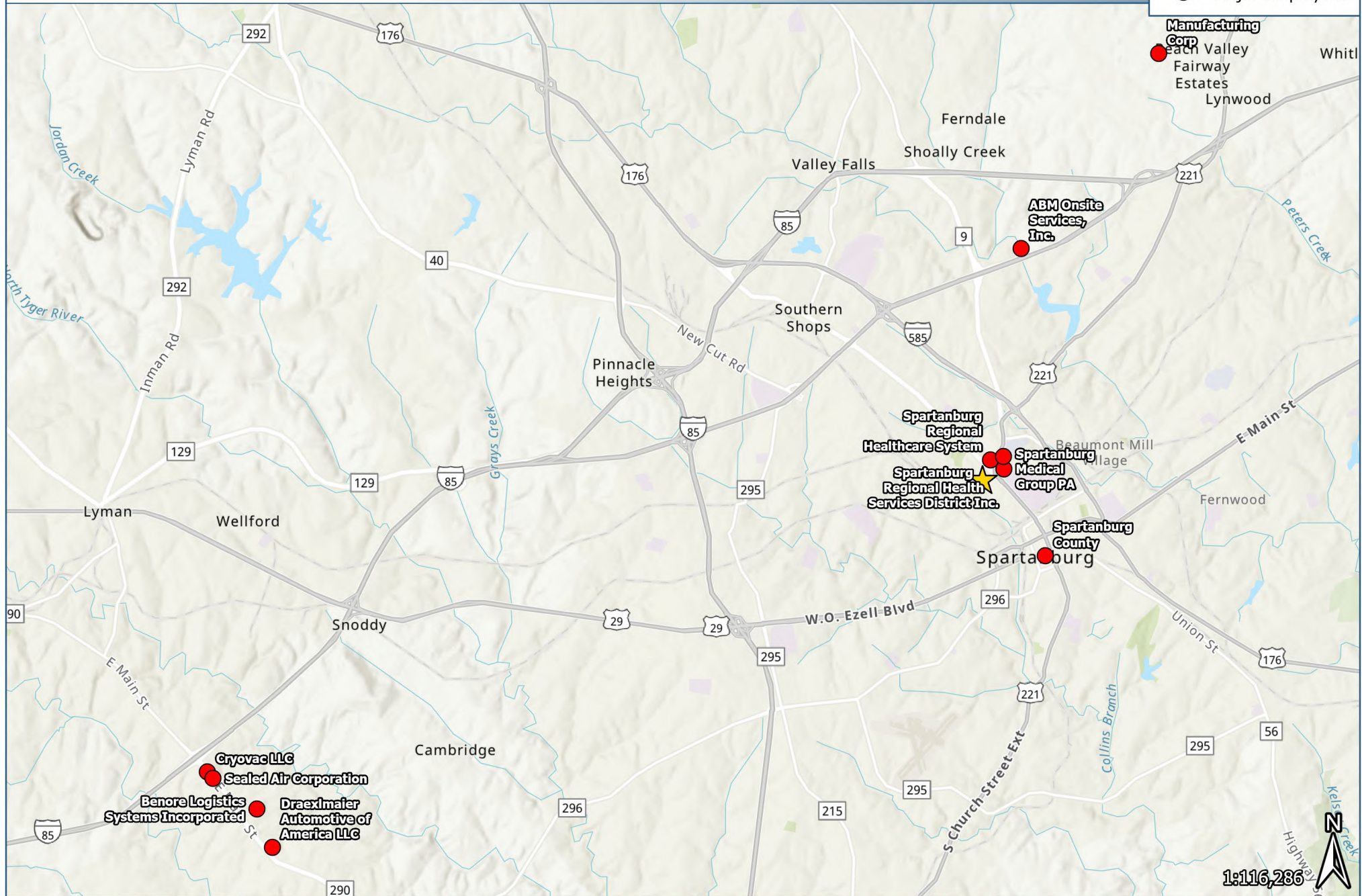
Spartanburg, SC



Site



Major Employers



1:116,286



0 0.55 1.1 1.65 2.2



Miles

Esri, NASA, NGA, USGS, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA, USFWS
Additional Source(s): Bowen National Research

6. COMMUTING PATTERNS

The following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	44,542	81.3%
Carpooled	5,901	10.8%
Public Transit	225	0.4%
Walked	929	1.7%
Motorcycle	138	0.3%
Bicycle	1	0.0%
Other Means	513	0.9%
Worked at Home	2,536	4.6%
Total	54,785	100.0%

Source: Bowen National Research, ESRI

Over 81.0% of all workers drove alone, 10.8% carpooled, and 0.4% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	17,465	33.4%
15 – 29 Minutes	22,247	42.5%
30 – 44 Minutes	8,075	15.4%
45 – 59 Minutes	2,322	4.4%
60 + Minutes	2,199	4.2%
Total	52,308	100.0%

Source: Bowen National Research, ESRI

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 15-minute drive of most of the area's largest employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.



7. ECONOMIC FORECAST AND HOUSING IMPACT

Based on data provided by the State of South Carolina Department of Labor, the Spartanburg County economy experienced consistent growth between 2013 and 2019. However, beginning in 2020, the area was negatively impacted by the COVID-19 pandemic, similar to many communities throughout the state and nation. During this time, the Spartanburg County employment base declined by 1.5% (albeit at a much lower rate than those experienced by the state and nation) and its unemployment rate increased by nearly four percentage points. On a positive note, the county has been experiencing economic trends similar to those preceding the pandemic since 2020, with total employment increasing to a ten-year high of nearly 153,800 jobs and unemployment averaging an annual rate of 2.9% through the end of 2023. These are good indications that the Spartanburg County economy has fully recovered from the initial impact of the pandemic. This, in turn, will continue to create a stable environment for the local housing market.

F. Community Demographic Data

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

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2010, 2020, 2024 (estimated), and 2026 (projected) are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2026 (Projected)
Population	107,755	120,842	126,136	127,619
Population Change	-	13,087	5,294	1,483
Percent Change	-	12.1%	4.4%	1.2%

Source: 2010 & 2020 Census; ESRI; Bowen National Research

The Spartanburg Site PMA population base increased by 13,087 between 2010 and 2020. This represents a 12.1% increase from the 2010 population, or an annual rate of 1.2%. Between 2020 and 2024, the population increased by 5,294, or 4.4%. It is projected that the population will increase by 1,483, or 1.2%, between 2024 and 2026.

Based on the 2020 Census, population residing in group quarters represented 9.5% of the PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	11,536	9.5%
Population not in Group Quarters	109,306	90.5%
Total Population	120,842	100.0%

Source: 2020 Census; ESRI; Bowen National Research

b. Population by Age Group

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

Population by Age	2010 (Census)		2024 (Estimated)		2026 (Projected)		Change 2024-2026	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	29,862	27.7%	32,041	25.4%	32,458	25.4%	416	1.3%
20 to 24	9,563	8.9%	9,185	7.3%	9,318	7.3%	134	1.5%
25 to 34	13,636	12.7%	16,802	13.3%	16,205	12.7%	-597	-3.6%
35 to 44	13,514	12.5%	15,627	12.4%	16,290	12.8%	663	4.2%
45 to 54	14,104	13.1%	14,216	11.3%	14,257	11.2%	41	0.3%
55 to 64	12,443	11.5%	14,806	11.7%	14,615	11.5%	-190	-1.3%
65 to 74	7,732	7.2%	13,283	10.5%	13,444	10.5%	161	1.2%
75 & Older	6,900	6.4%	10,178	8.1%	11,033	8.6%	855	8.4%
Total	107,755	100.0%	126,136	100.0%	127,619	100.0%	1,483	1.2%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, over 30.0% of the population is expected to be aged 55 and older in 2024. This age group is the primary group of potential support for the subject site and will likely represent a significant number of the tenants.

c. Elderly and Non-Elderly Population

The non-elderly and elderly (age 55 and older) populations are distributed as follows:

Population Type	2010 (Census)		2024 (Estimate)		2026 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Elderly (55+)	27,075	25.1%	38,267	30.3%	39,092	30.6%
Non-Elderly	80,680	74.9%	87,869	69.7%	88,527	69.4%
Total	107,755	100.0%	126,136	100.0%	127,619	100.0%

Source: American Community Survey (2017-2021); ESRI; Bowen National Research

The elderly population is projected to increase by 825, or 2.2%, between 2024 and 2026. This increase among the targeted age cohort will likely increase the demand for senior-oriented housing.

d. Special Needs Population

The subject project will primarily target senior households ages 55 and older. Therefore, we have not provided any population data regarding special needs populations.

2. HOUSEHOLD TRENDS

a. Total Households

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

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2026 (Projected)
Households	42,437	47,539	49,837	50,546
Household Change	-	5,102	2,298	708
Percent Change	-	12.0%	4.8%	1.4%
Average Household Size	2.41	2.41	2.41	2.40

Source: Bowen National Research, ESRI, Census

Within the Spartanburg Site PMA, households increased by 5,102 (12.0%) between 2010 and 2020. Between 2020 and 2024, households increased by 2,298, or 4.8%. By 2026, there will be 50,546 households, an increase of 708 households, or 1.4%, from 2024. This is an increase of approximately 354 households annually over the next two years.

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

Households by Age	2010 (Census)		2024 (Estimated)		2026 (Projected)		Change 2024-2026	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	3,225	7.6%	2,660	5.3%	2,691	5.3%	31	1.2%
25 to 34	6,602	15.6%	7,823	15.7%	7,566	15.0%	-257	-3.3%
35 to 44	7,273	17.1%	8,141	16.3%	8,494	16.8%	352	4.3%
45 to 54	7,892	18.6%	7,645	15.3%	7,674	15.2%	29	0.4%
55 to 64	7,612	17.9%	8,649	17.4%	8,548	16.9%	-101	-1.2%
65 to 74	5,033	11.9%	8,239	16.5%	8,334	16.5%	95	1.2%
75 & Older	4,801	11.3%	6,681	13.4%	7,240	14.3%	558	8.4%
Total	42,437	100.0%	49,837	100.0%	50,546	100.0%	708	1.4%

Source: Bowen National Research, ESRI, Census

Between 2024 and 2026, the greatest growth among household age groups is projected to be among those ages 75 and older, increasing by 558, or 8.4%. This illustrates that there will likely be an increasing need for housing for seniors within the Spartanburg Site PMA.

b. Households by Tenure

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2024 (Estimated)		2026 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	24,328	57.3%	30,026	60.2%	30,637	60.6%
Renter-Occupied	18,109	42.7%	19,811	39.8%	19,908	39.4%
Total	42,437	100%	49,837	100.0%	50,546	100.0%

Source: Bowen National Research, ESRI, Census

In 2024, homeowners are estimated to occupy 60.2% of all occupied housing units, while the remaining 39.8% are occupied by renters.

Households by tenure for those age 55 and older in 2024 (estimated) and 2026 (projected) are distributed as follows:

Tenure 55+	2024 (Estimated)		2026 (Projected)	
	Number	Percent	Number	Percent
Owner-Occupied	17,093	72.5%	17,582	72.9%
Renter-Occupied	6,476	27.5%	6,539	27.1%
Total	23,569	100.0%	24,122	100.0%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, senior renter households ages 55 and older within the market are projected to increase by 63, or 1.0%, between 2024 and 2026. Although nominal, this projected growth further illustrates that there will likely be an increasing need for age-restricted rental housing within the Spartanburg Site PMA.

c. Households by Income

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

Household Income	2010 (Census)		2024 (Estimated)		2026 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	8,455	19.9%	6,588	13.2%	6,420	12.7%
\$15,000 - \$24,999	6,029	14.2%	4,652	9.3%	4,575	9.1%
\$25,000 - \$34,999	5,418	12.8%	4,568	9.2%	4,417	8.7%
\$35,000 - \$49,999	5,936	14.0%	7,868	15.8%	7,817	15.5%
\$50,000 - \$74,999	7,852	18.5%	9,154	18.4%	9,272	18.3%
\$75,000 - \$99,999	3,581	8.4%	6,431	12.9%	6,631	13.1%
\$100,000 - \$149,999	3,193	7.5%	5,586	11.2%	5,970	11.8%
\$150,000 & Higher	1,973	4.6%	4,990	10.0%	5,443	10.8%
Total	42,437	100.0%	49,837	100.0%	50,546	100.0%
Median Income	\$38,327		\$53,392		\$55,510	

Source: Bowen National Research, ESRI, Census

In 2024, the median household income is estimated to be \$53,392. By 2026, it is projected that the median household income will be \$55,510, an increase of 4.0% from 2024.

The distribution of households for age 55 and older by income within the Spartanburg Site PMA is summarized as follows:

Household Income 55+	2024 (Estimated)		2026 (Projected)	
	Number	Percent	Number	Percent
Less Than \$15,000	3,020	12.8%	2,966	12.3%
\$15,000 - \$24,999	2,154	9.1%	2,134	8.8%
\$25,000 - \$34,999	2,066	8.8%	2,013	8.3%
\$35,000 - \$49,999	3,646	15.5%	3,647	15.1%
\$50,000 - \$74,999	4,192	17.8%	4,276	17.7%
\$75,000 - \$99,999	3,151	13.4%	3,274	13.6%
\$100,000 - \$149,999	2,605	11.1%	2,806	11.6%
\$150,000 & Higher	2,732	11.6%	3,005	12.5%
Total	23,569	100.0%	24,122	100.0%
Median Income	\$55,349		\$57,603	

Source: Bowen National Research, ESRI

In 2024, the median senior household income is estimated to be \$55,349. By 2026, it is projected that the median senior household income will be \$57,603, an increase of 4.1% from 2024.

d. Average Household Size

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

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for ages 55 and older in 2020, 2024, and 2026 for the Spartanburg Site PMA:

Renter Households 55+	2020 (ACS)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	1,444	269	157	1,870
\$15,000 - \$24,999	581	202	130	914
\$25,000 - \$34,999	370	257	166	793
\$35,000 - \$49,999	463	505	191	1,159
\$50,000 - \$74,999	198	419	278	895
\$75,000 - \$99,999	47	108	144	300
\$100,000 - \$149,999	34	106	64	204
\$150,000 & Higher	32	30	37	99
Total	3,169	1,897	1,167	6,233

Source: 2020 Census, ESRI, Bowen National Research

Renter Households 55+	2024 (Estimated)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	1,453	258	148	1,858
\$15,000 - \$24,999	602	199	126	928
\$25,000 - \$34,999	375	248	158	780
\$35,000 - \$49,999	496	513	191	1,199
\$50,000 - \$74,999	226	452	293	972
\$75,000 - \$99,999	57	124	161	341
\$100,000 - \$149,999	46	133	79	258
\$150,000 & Higher	48	42	49	139
Total	3,302	1,969	1,204	6,476

Source: 2020 Census, ESRI, Bowen National Research

Renter Households 55+	2026 (Projected)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	1,444	250	142	1,836
\$15,000 - \$24,999	607	196	123	926
\$25,000 - \$34,999	373	241	152	766
\$35,000 - \$49,999	508	513	189	1,209
\$50,000 - \$74,999	239	465	299	1,002
\$75,000 - \$99,999	62	130	168	359
\$100,000 - \$149,999	51	146	85	283
\$150,000 & Higher	55	47	55	158
Total	3,339	1,988	1,212	6,539

Source: 2020 Census, ESRI, Bowen National Research

The following tables illustrate owner household income by household size for ages 55 and older in 2020, 2024, and 2026 for the Spartanburg Site PMA:

Owner Households 55+	2020 (ACS)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	900	207	97	1,204
\$15,000 - \$24,999	762	322	154	1,239
\$25,000 - \$34,999	596	478	267	1,341
\$35,000 - \$49,999	793	1,017	611	2,421
\$50,000 - \$74,999	619	1,364	1,072	3,056
\$75,000 - \$99,999	287	1,091	1,176	2,554
\$100,000 - \$149,999	145	835	979	1,959
\$150,000 & Higher	150	1,030	868	2,048
Total	4,253	6,344	5,225	15,822

Source: 2020 Census, ESRI, Bowen National Research

Owner Households 55+	2024 (Estimated)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	882	190	91	1,162
\$15,000 - \$24,999	773	305	147	1,226
\$25,000 - \$34,999	592	445	250	1,286
\$35,000 - \$49,999	841	1,001	606	2,447
\$50,000 - \$74,999	696	1,413	1,111	3,220
\$75,000 - \$99,999	343	1,189	1,278	2,810
\$100,000 - \$149,999	192	996	1,159	2,347
\$150,000 & Higher	212	1,300	1,081	2,593
Total	4,531	6,840	5,723	17,093

Source: 2020 Census, ESRI, Bowen National Research

Owner Households 55+	2026 (Projected)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	865	179	87	1,130
\$15,000 - \$24,999	772	294	143	1,208
\$25,000 - \$34,999	585	424	239	1,247
\$35,000 - \$49,999	858	983	597	2,438
\$50,000 - \$74,999	729	1,425	1,120	3,274
\$75,000 - \$99,999	368	1,229	1,318	2,915
\$100,000 - \$149,999	213	1,069	1,241	2,523
\$150,000 & Higher	242	1,426	1,179	2,847
Total	4,631	7,029	5,923	17,582

Source: 2020 Census, ESRI, Bowen National Research

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Approximately two-fifths of the market is occupied by renter households. Overall, population and household trends have been positive since 2010 and are projected to remain positive through 2026. Specifically, senior renter households age 55 and older are projected to increase by 63, or 1.0%, between 2024 and 2026, illustrating that there will likely be an increasing need for age-restricted rental housing within the Spartanburg Site PMA. As discussed later in Section H of this report, nearly all affordable units surveyed in the market are occupied. This indicates that pent-up demand exists for such housing and the continuing need for additional affordable housing options within the Site PMA, particularly when factoring in rent overburdened households or those living in substandard housing.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

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

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

The subject site is within the Spartanburg, South Carolina MSA, which has a four-person median household income of \$72,500 for 2024. The subject property will be restricted to senior households with incomes of up to 20%, 50%, 60% and 70% of AMHI. The following table summarizes the maximum allowable income by household size at the targeted income level:

Household Size	Maximum Allowable Income			
	20%	50%	60%	70%
One-Person	\$10,540	\$26,350	\$31,620	\$36,890
Two-Person	\$12,040	\$30,100	\$36,120	\$42,140

The largest proposed units (two-bedroom) at the subject site are expected to generally house up to two-person senior households. As such, the maximum allowable income at the subject site is **\$42,140**.

2. AFFORDABILITY

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

The proposed LIHTC units will have a lowest gross rent of \$281. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$3,372. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$8,430**.

Based on the preceding analyses, the income-appropriate ranges required for residency at the subject project with units built to serve senior households at 20%, 50%, 60% and 70% of AMHI are included in the following table:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited To 20% Of AMHI)	\$8,430	\$12,040
Tax Credit (Limited To 50% Of AMHI)	\$25,380	\$30,100
Tax Credit (Limited To 60% Of AMHI)	\$25,380	\$36,120
Tax Credit (Limited To 70% Of AMHI)	\$35,430	\$42,140
Overall Project	\$8,430	\$42,140

3. DEMAND COMPONENTS

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

- a. **Demand from New Renter Households.** *New rental units required in the market area due to projected renter household growth. Determinations must be made using the current base year of 2024 and projecting forward to the anticipated placed-in-service date (2026). The household projections must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

In instances where more than 20% of proposed rental units are comprised of three-bedroom units or larger, analysts must also conduct an additional refined large-household capture rate analysis by considering the number of large households (three-persons and larger).

- b. **Demand from Existing Households:** *The second source of demand should be determined using 2010 census data or the most current American Community Survey (ACS) data and projected from:*

- 1) **Rent overburdened households, if any, within the age group, income cohorts and tenure (renters) targeted for the proposed development.** *Analysts should assume that the rent-overburdened analysis includes households paying greater than 35% or in the case of elderly 40% of their gross income toward gross rent rather than some greater percentage.*

Based on Table B25074 of the American Community Survey (ACS) 2018-2022 5-year estimates, approximately 37.8% of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on the 2022 ACS 5-Year Estimates Table B25016, 3.9% of renter households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

- 3) **Elderly Homeowners likely to convert to rentership:** *A narrative of the steps taken to arrive at this demand figure should be included. The elderly homeowner conversion demand component shall not account for more than 20% of the total demand.*

The subject project is located in an urban area of South Carolina. As a result, we anticipate that 2.0% of senior homeowners will consider the subject project as a housing alternative. Therefore, we used a 2.0% homeowner conversion rate in our capture rate estimates.

- 4) **Other:** *The analyst may also use other indicators to estimate demand (such as household turnover rates) if fully justified (e.g., an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

4. **METHODOLOGY**

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2023 must be subtracted to calculate net demand. Vacancies in comparable/competitive projects placed in service prior to 2023 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. DEMAND/CAPTURE RATE CALCULATIONS

Within the Site PMA, there are no comparable non-subsidized age-restricted LIHTC projects that were funded and/or built during the projection period (2023 to current). In addition, all existing affordable rental projects surveyed within the market are stabilized. Therefore, we did not utilize any existing units in the demand analysis illustrated in the following table:

Demand Component	Percent Of Median Household Income				
	20% AMHI (\$8,430-\$12,040)	50% AMHI (\$25,380-\$30,100)	60% AMHI (\$25,380-\$36,120)	70% AMHI (\$35,430-\$42,140)	Overall (\$8,430-\$42,140*)
Demand From New Renter Households (Age- & Income-Appropriate)	438 - 443 = -5	362 - 368 = -6	827 - 840 = -13	534 - 529 = 4	1,750 - 1,764 = -14
+					
Demand From Existing Households (Rent Overburdened)	443 x 37.8% = 168	368 x 37.8% = 139	840 x 37.8% = 317	529 x 37.8% = 200	1,764 x 37.8% = 667
+					
Demand From Existing Households (Renters In Substandard Housing)	443 x 3.9% = 17	368 x 3.9% = 14	840 x 3.9% = 33	529 x 3.9% = 21	1,764 x 3.9% = 69
+					
Demand From Existing Households (Senior Homeowner Conversion)	277 x 2.0% = 6	607 x 2.0% = 12	1,420 x 2.0% = 28	1,080 x 2.0% = 22	2,679 x 2.0% = 54
=					
Total Demand	186	159	365	247	776
-					
Supply (Directly Comparable Units Built and/or Funded Since 2023)	0	0	0	0	0
=					
Net Demand	186	159	365	247	776
Proposed Units	5	1	41	1	48
Proposed Units / Net Demand	5 / 186	1 / 159	41 / 365	1 / 247	48 / 776
Capture Rate	= 2.7%	= 0.6%	= 11.2%	= 0.4%	= 6.2%

*Excludes seniors earning between \$12,040 and \$25,380 due to the income gap in targeted income levels

Typically, under this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. Therefore, the subject's capture rates by targeted income level and overall, which none exceed 11.2%, are considered very low and easily achievable. This is especially true, considering the lack of available affordable age-restricted rental units identified within the Site PMA.

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

Estimated Senior Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	50.0%
Two-Bedroom	50.0%
Total	100.0%

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

Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
Units Targeting 20% Of AMHI (186 Units of Demand)					
One-Bedroom (50%)	93	0	93	3	3.2%
Two-Bedroom (50%)	93	0	93	2	2.2%
Units Targeting 50% Of AMHI (159 Units of Demand)					
One-Bedroom (50%)	79	0	79	0	-
Two-Bedroom (50%)	80	0	80	1	1.3%
Units Targeting 60% Of AMHI (365 Units of Demand)					
One-Bedroom (50%)	182	0	182	13	7.1%
Two-Bedroom (50%)	183	0	183	28	15.3%
Units Targeting 70% Of AMHI (247 Units of Demand)					
One-Bedroom (50%)	123	0	123	0	-
Two-Bedroom (50%)	124	0	124	1	0.8%

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

The subject project's capture rates by bedroom type and targeted income level range from 0.8% to 15.3%, which are also considered very low and easily achievable.

6. **ABSORPTION PROJECTIONS**

For the purpose of this analysis, we assume the absorption period at the proposed subject site begins as soon as the first units are available for occupancy in 2026. Further, these absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and will continue to monitor market conditions during the project's initial lease-up period. Note that voucher support has been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of voucher support the subject development ultimately receives.

It is our opinion that the proposed 48 LIHTC units at the subject site will experience an average initial absorption rate of approximately 12 to 13 units per month and reach a stabilized occupancy of at least 93.0% in less than four months of opening. This absorption rate also takes into consideration the competitiveness of the subject project, its low rents, the general lack of available LIHTC rental housing within the market, absorption trends of the newest LIHTC project surveyed in the market, the subject's low capture rates and its significant market rent advantages.

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

We identified one age-restricted Low-Income Housing Tax Credit (LIHTC) property that is believed to be non-subsidized within the Spartanburg Site PMA, Ellington Apartments. However, despite numerous attempts, we were unable to survey this development at the time this report was issued. Therefore, we have selected five of the family (general occupancy) LIHTC projects surveyed within the market that offer non-subsidized units for this comparability analysis, as they include first-floor, entry-level garden-style one- and/or two-bedroom units that likely appeal to the area's low-income senior population. These five LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Danbury Commons	2026	48	-	-	-	Seniors 55+; 20%, 50%, 60% & 70% AMHI
2	500 Northside Station	2021	82*	95.1%	0.8 Mile	None	Families; 30%, 50%, 60%, & 80% AMHI
8	Companion at Lee's Crossing	2010	192	100.0%	2.7 Miles	3 Months	Families; 60% AMHI
9	Country Garden Estates I & II	2002	90*	100.0%	6.2 Miles	15 HH	Families; 50% & 60% AMHI
16	Lawsons Ridge	2023	228	100.0%	3.7 Miles	None	Families; 40%, 60%, & 70% AMHI
27	Willow Crossing Apts.	2012	48	100.0%	5.2 Miles	2 Years	Families; 50% & 60% AMHI

OCC. – Occupancy

HH – Households

AMHI – Area Median Household Income

*Non-subsidized Tax Credit units only

The five LIHTC projects have a combined occupancy rate of 99.4% (a result of only four vacant units), a very strong rate for rental housing. In fact, four of these developments are fully occupied, three of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the Spartanburg Site PMA. The subject project will be able to accommodate a portion of this unmet demand.

The newest LIHTC rental community surveyed, Lawsons Ridge (Map ID 16), opened in June 2023. According to management, this property reached a stabilized occupancy rate of approximately 90.0% in February 2024, yielding an absorption rate of approximately 26 units/month. When considering preleasing efforts that took place a month prior to opening, this equates to an absorption rate of approximately 23 units/month. These are very high absorption rates for affordable rental product and illustrate that this product type has been very well received within the market. This will bode very well in the marketability of the subject site.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Danbury Commons	\$281/20% (3) \$846/60% (13)	\$336/20% (2) \$846/50% (1) \$1,011/60% (28) \$1,181/70% (1)	-	-
2	500 Northside Station	\$670/30% (10/0) \$752/50% (14/0) \$911/60% (15/1) \$1,208/80% (11/1)	\$781/30% (6/0) \$919/50% (10/0) \$1,087/60% (4/2) \$1,453/80% (3/0)	\$983/30% (2/0) \$1,066/50% (4/0) \$1,684/80% (3/0)	-
8	Companion at Lee's Crossing	\$892/60% (36/0)	\$1,073/60% (98/0)	\$1,242/60% (58/0)	-
9	Country Garden Estates I & II	\$743/50% (4/0) \$896/60% (4/0)	\$917/50% (12/0) \$1,107/60% (12/0)	\$1,010/50% (4/0) \$1,010-\$1,272/60% (54/0)	-
16	Lawsons Ridge	\$588/40% (14/0) \$771/60% (32/0) \$921/70% (14/0)	\$699/40% (18/0) \$899/60% (54/0) \$1,074/70% (24/0)	\$802/40% (12/0) \$1,027/60% (30/0) \$1,227/70% (12/0)	\$883/40% (6/0) \$1,156/60% (6/0) \$1,381/70% (6/0)
27	Willow Crossing Apts.	-	\$674/50% (8/0) \$804/60% (8/0)	\$814/50% (4/0) \$899/60% (28/0)	-

The proposed subject gross rents set aside at 50% and 60% of Area Median Household Income (AMHI), ranging from \$846 to \$1,011, will be some of the lowest LIHTC rents targeting similar income levels within the market. This will position the site at a market advantage. Additionally, the proposed subject two-bedroom gross rent set aside at 70% of AMHI of \$1,184 is only \$74 higher than the highest LIHTC two-bedroom rent at 60% of AMHI within the market (and only offers one of this unit type). Therefore, it appears that the subject's rent levels are appropriately positioned within the Spartanburg Site PMA.

Notably, the subject project will be the only LIHTC project in the market to offer units set aside at 20% of AMHI. This will also position the site at a market advantage, as it will offer an affordable rental housing alternative to very low-income senior households that appear to be underserved within the Spartanburg Site PMA.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
2	500 Northside Station	82*	N/A	-
8	Companion at Lee's Crossing	192	N/A	-
9	Country Garden Estates I & II	90*	50	55.6%
16	Lawsons Ridge	228	46	20.2%
27	Willow Crossing Apts.	48	12	25.0%
Total		366*	108	29.5%

*Non-subsidized Tax Credit units only

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

As the preceding table illustrates, there are a total of approximately 108 voucher holders residing at the three comparable LIHTC properties within the market that provided such information. This comprises 29.5% of these 366 non-subsidized LIHTC units. As such, it can be concluded that these projects are relying on a notable amount of voucher support, but that a majority of the units are occupied by households paying the quoted rents.

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

2 500 Northside Station

0.8 miles to site



Address: 500 Howard St, Spartanburg, SC 29303
 Phone: (864) 501-3291 Contact: Mariella
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 91 Year Built: 2021
 Vacant Units: 8 *AR Year:
 Occupancy: 91.2% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings

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

Notes: Market-rate (9 units); Tax Credit (82 units)



Features And Utilities

Utility Schedule Provided by: Spartanburg Housing Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Controlled Access; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Countertops; Premium Cabinetry

Property Amenities: Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Elevator; On-Site Management; Recreation Areas (Fitness Center); CCTV

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	10	0	750	\$0.76	\$570	30%
1	1	G	14	0	750	\$0.87	\$652	50%
1	1	G	15	1	750	\$1.08	\$811	60%
1	1	G	11	1	750	\$1.48	\$1,108	80%
1	1	G	5	0	750	\$1.60	\$1,200	Market
2	2	G	6	0	1,017	\$0.64	\$652	30%
2	2	G	10	0	1,017	\$0.78	\$790	50%
2	2	G	4	2	1,017	\$0.94	\$958	60%
2	2	G	3	0	1,017	\$1.30	\$1,324	80%
2	2	G	3	3	1,017	\$1.40	\$1,425	Market
3	2	G	2	0	1,174	\$0.70	\$824	30%

*Adaptive Reuse

*DTS is based on drive time

Continued on Next Page

2 Unit Configuration- cont.								
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
3	2	G	4	0	1,174	\$0.77	\$907	50%
3	2	G	3	0	1,174	\$1.30	\$1,525	80%
3	2	G	1	1	1,174	\$1.41	\$1,650	Market

8 Companion at Lee's Crossing

2.7 miles to site



Picture
Not
Available

Address: 100 Lees Crossing Dr, Spartanburg, SC 29301

Phone: (864) 481-1422

Contact: Kelly

Property Type: Tax Credit

Target Population: Family

Total Units: 192

Year Built: 2010

Vacant Units: 0

*AR Year:

Occupancy: 100.0%

Yr Renovated:

Turnover:

Stories: 3,4

Waitlist: 3 mos

Rent Special: None

Ratings

Quality: B

Neighborhood: B

Access/Visibility: B/B

Notes: Tax Credit

Features And Utilities

Utility Schedule Provided by: Spartanburg Housing Authority

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Car Care (Car Wash Area); Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool); CCTV

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	36	0	730	\$1.08	\$792	60%
2	2	G	98	0	1,057	\$0.89	\$944	60%
3	2	G	58	0	1,248	\$0.87	\$1,083	60%

9 Country Garden Estates I & II

6.2 miles to site



Address: 346 N Sunflower Way, Moore, SC 29369
 Phone: (864) 574-0072 Contact: Renee
 Property Type: Tax Credit, Government Subsidized
 Target Population: Family
 Total Units: 100 Year Built: 2002
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1,2
 Waitlist: 15 HH
 Rent Special: None

Ratings

Quality: B

Neighborhood: B

Access/Visibility: B/B

Notes: Tax Credit (90 units); PBV/RAD & Tax Credit (10 units); HOPE VI



Features And Utilities

Utility Schedule Provided by: Spartanburg Housing Authority

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: On-Site Management

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	2	0	907	Subsidized	Subsidized	Subsidized
1	1	G	4	0	907	\$0.63	\$574	50%
1	1	G	4	0	907	\$0.80	\$727	60%
2	1.5 - 2	T	6	0	1,184	Subsidized	Subsidized	Subsidized
2	1.5 - 2	T	12	0	1,184	\$0.59	\$698	50%
2	1.5 - 2	T	12	0	1,184	\$0.75	\$888	60%
3	2.5	H	1	0	1,272	\$0.58	\$743	60%
3	2.5	T	2	0	1,272	Subsidized	Subsidized	Subsidized
3	2.5	T	4	0	1,272	\$0.58	\$743	50%
3	2.5	T	53	0	1,272	\$0.75 - \$0.79	\$955 - \$1,005	60%

16 Lawsons Ridge

3.7 miles to site



Address: 421 Old Boiling Springs Rd, Spartanburg, SC 29303

Phone: (803) 744-9229

Contact: Laura

Property Type: Tax Credit

Target Population: Family

Total Units: 228

Year Built: 2023

Vacant Units: 0

*AR Year:

Occupancy: 100.0%

Yr Renovated:

Turnover:

Stories: 3

Waitlist: None

Rent Special: None

Ratings

Quality: B+

Neighborhood: B+

Access/Visibility: B/B+

Notes: Tax Credit; Preleased 5/2023; Opened 6/2023; ~90% occupancy 2/2024



Features And Utilities

Utility Schedule Provided by: Spartanburg Housing Authority

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Pavilion/Gazebo; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Playground); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	14	0	850	\$0.49	\$417	40%
1	1	G	32	0	850	\$0.71	\$600	60%
1	1	G	14	0	850	\$0.88	\$750	70%
2	1	G	18	0	1,032	\$0.46	\$475	40%
2	1	G	54	0	1,032	\$0.65	\$675	60%
2	1	G	24	0	1,032	\$0.82	\$850	70%
3	2	G	12	0	1,229	\$0.43	\$525	40%
3	2	G	30	0	1,229	\$0.61	\$750	60%
3	2	G	12	0	1,229	\$0.77	\$950	70%
4	2	G	6	0	1,413	\$0.39	\$552	40%
4	2	G	6	0	1,413	\$0.58	\$825	60%

*Adaptive Reuse

*DTS is based on drive time

Continued on Next Page

16		Unit Configuration- cont.						
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
4	2	G	6	0	1,413	\$0.74	\$1,050	70%

27 Willow Crossing Apts.

5.2 miles to site



Address: 101 Willow Crossing Ln, Spartanburg, SC 29301

Phone: (864) 699-9965

Contact: Lee

Property Type: Tax Credit

Target Population: Family

Total Units: 48

Year Built: 2012

Vacant Units: 0

*AR Year:

Occupancy: 100.0%

Yr Renovated:

Turnover:

Stories: 2

Waitlist: 24 mos

Rent Special: None

Ratings

Quality: B+

Neighborhood: B

Access/Visibility: B/C+

Notes: Tax Credit

Features And Utilities

Utility Schedule Provided by: Spartanburg Housing Authority

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

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

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

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	8	0	1,100	\$0.50	\$545	50%
2	2	G	8	0	1,100	\$0.61	\$675	60%
3	2	G	4	0	1,200	\$0.55	\$655	50%
3	2	G	28	0	1,200	\$0.62	\$740	60%

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Danbury Commons	796	1,017	-	-
2	500 Northside Station	750	1,017	1,174	-
8	Companion at Lee's Crossing	730	1,057	1,248	-
9	Country Garden Estates I & II	907	1,184	1,272	-
16	Lawsons Ridge	850	1,032	1,229	1,413
27	Willow Crossing Apts.	-	1,100	1,200	-

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Danbury Commons	1.0	1.5	-	-
2	500 Northside Station	1.0	2.0	2.0	-
8	Companion at Lee's Crossing	1.0	2.0	2.0	-
9	Country Garden Estates I & II	1.0	1.5 - 2.0	2.5	-
16	Lawsons Ridge	1.0	1.0	2.0	2.0
27	Willow Crossing Apts.	-	2.0	2.0	-

The subject project will offer competitive unit sizes when compared to those offered at the selected LIHTC projects surveyed. Additionally, the additional half bathroom to be included in the subject's two-bedroom units will be appealing to senior households.

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

Tax Credit Unit Amenities by Map ID

	Site* ♦	2	8	9	16	27
Appliances	Dishwasher	X	X	X	X	X
	Disposal	X	X	X	X	
	Microwave	X	X		X	X
	Range	X	X	X	X	X
	Refrigerator	X	X	X	X	X
	W/D Hookup	X		X	X	X
	W/D					
	No Appliances					
Unit Amenities	AC-Central	X	X	X	X	X
	AC-Other					
	Balcony/ Patio/ Sunroom	X	S	X		S
	Basement					
	Ceiling Fan	X	X	X	X	X
	Controlled Access	X	X			
	E-Call System					
	Furnished					
	Walk-In Closet	X	S	X	X	
	Window Treatments	X	X	X	X	X
Flooring	Carpet	X	X	X	X	
	Ceramic Tile					
	Hardwood					X
	Finished Concrete					
	Composite/Vinyl/Laminate	X	X	X	X	X
Upgraded	Premium Appliances					
	Premium Countertops		X			
	Premium Cabinetry		X			
	Premium Fixtures					
	High/Vaulted Ceilings					
	Oversized Windows					
Parking	Attached Garage					
	Detached Garage			O	S	
	Street Parking					
	Surface Lot	X	X	X	X	X
	Carport					
	Property Parking Garage					
	No Provided Parking					

♦ - Senior Property

* Proposed Site(s): Danbury Commons

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

** Details in Comparable Property Profile Report

Continued on Next Page

Community

Recreation

Security

* Proposed Site(s): Danbury Commons

** Details in Comparable Property Profile Report

As the preceding table illustrates, the subject project will offer an amenities package considered very similar to those offered at the comparable LIHTC projects surveyed within the market. The subject project does not appear to lack any amenity that would hinder its ability to successfully operate as a LIHTC community.

Comparable Tax Credit Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market, it is our opinion that the subject development will be very marketable. Notably, the subject project will be the newest LIHTC project in the market, offering some of the lowest LIHTC rents for similar unit types, which will position it at a competitive advantage. Additionally, the subject project will be the only LIHTC project within the Spartanburg Site PMA to offer units set aside at 20% of AMHI. This will also position the site at a market advantage, as it will provide an affordable rental housing alternative to very low-income senior households that appear to be underserved within the market area. These factors will bode well in the subject's marketability and have been considered in our absorption estimates.

2. COMPARABLE TAX CREDIT PROPERTIES MAP

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

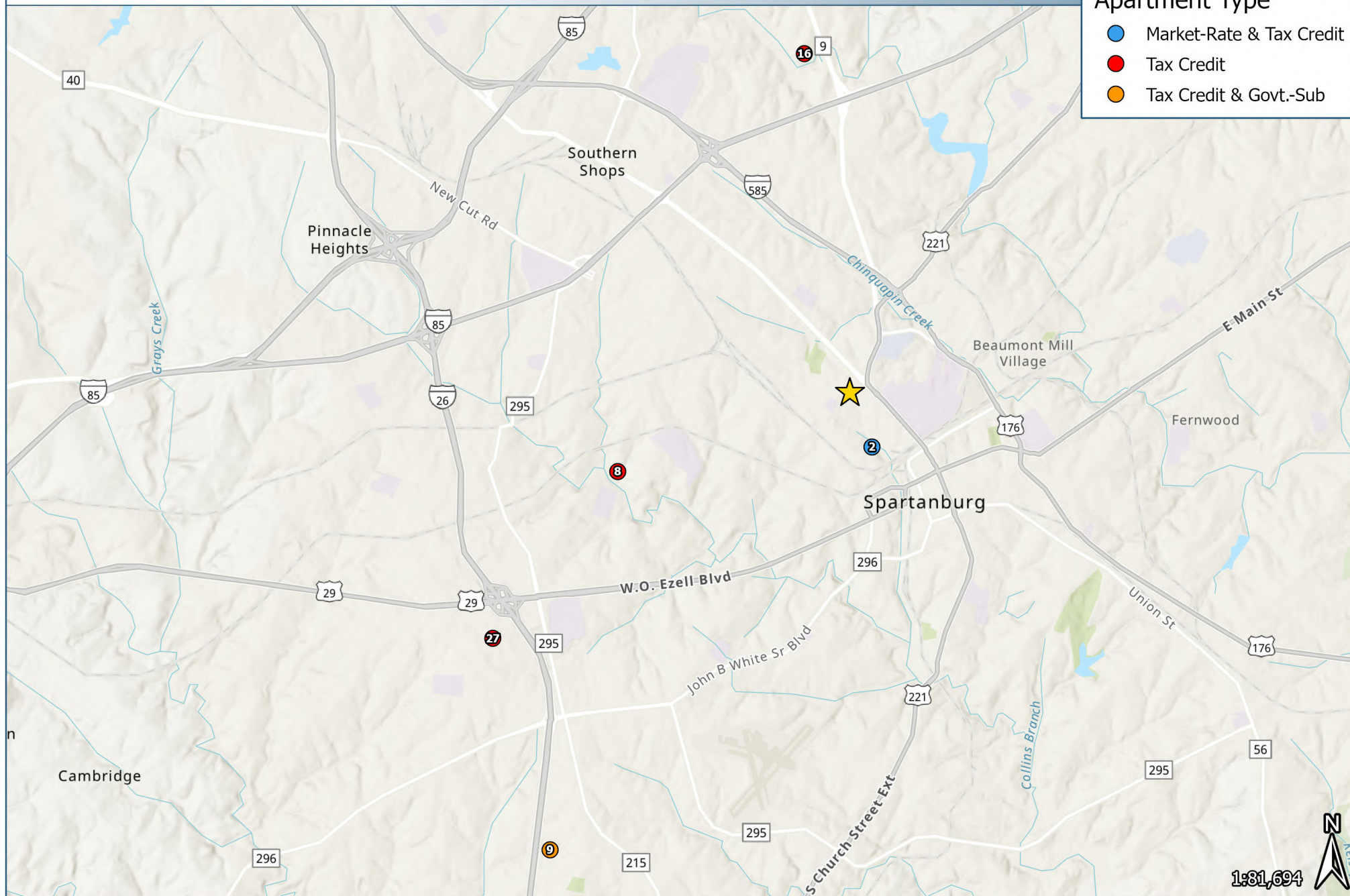


Spartanburg, SC



Apartment Type

- Market-Rate & Tax Credit
- Tax Credit
- Tax Credit & Govt.-Sub



Esri, NASA, NGA, USGS, FEMA, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA, USFWS
Additional Source(s): Bowen National Research

1:81,694

3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Spartanburg Site PMA in 2010 and 2024, are summarized in the following table:

Housing Status	2010 (Census)		2024 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	42,437	87.6%	49,837	91.0%
Owner-Occupied	24,328	57.3%	30,026	60.2%
Renter-Occupied	18,109	42.7%	19,811	39.8%
Vacant	6,013	12.4%	4,957	9.0%
Total	48,451	100.0%	54,794	100.0%

Source: 2010 Census, ESRI, Bowen National Research

As the preceding table illustrates, of the 54,794 total housing units in the market in 2024, 9.0% are estimated to be vacant. This is a decline from the 12.4% vacancy rate reported in 2010 and is likely an indication of a strengthening housing market.

Conventional Apartments

We identified and personally surveyed 29 conventional housing projects containing a total of 4,975 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 94.1%, a good rate for rental housing. The following table summarizes the project types identified in the Site PMA:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	14	3,145	278	91.2%
Market-rate/Affordable	4	573	18	96.9%
Market-rate/Government-Subsidized	1	150	0	100.0%
Tax Credit	4	496	0	100.0%
Tax Credit/Government-Subsidized	5	479	0	100.0%
Government-Subsidized	1	132	0	100.0%
Total	29	4,975	296	94.1%

All rental housing segments surveyed in the market are performing at relatively stable occupancy levels at or above 91.2%. In fact, minimal vacancies exist among the affordable rental product surveyed, the majority of which are fully occupied (and maintain a waiting list), illustrating that pent-up demand exists for additional affordable rental housing within the Spartanburg Site PMA. The subject project will be able to accommodate a portion of this unmet demand.

Non-Subsidized

The following table summarizes the breakdown of market-rate and non-subsidized affordable units surveyed within the Site PMA:

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	95	2.7%	0	0.0%	\$1,444
One-Bedroom	1.0	1,068	29.8%	89	8.3%	\$1,352
Two-Bedroom	2.0	1,897	52.9%	144	7.6%	\$1,548
Three-Bedroom	2.0	476	13.3%	31	6.5%	\$1,692
Three-Bedroom	3.0	48	1.3%	20	41.7%	\$2,147
Total Market-rate		3,584	100.0%	284	7.9%	-
Affordable, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	7	1.0%	0	0.0%	\$1,147
One-Bedroom	1.0	181	25.1%	2	1.1%	\$892
Two-Bedroom	1.0	96	13.3%	0	0.0%	\$899
Two-Bedroom	1.5	12	1.7%	0	0.0%	\$1,012
Two-Bedroom	2.0	168	23.3%	7	4.2%	\$1,073
Three-Bedroom	2.0	181	25.1%	3	1.7%	\$1,027
Three-Bedroom	2.5	58	8.0%	0	0.0%	\$1,222
Four-Bedroom	2.0	18	2.5%	0	0.0%	\$1,156
Total Affordable		721	100.0%	12	1.7%	-

As the preceding table illustrates, the median gross non-subsidized affordable rents are well below the corresponding median gross market-rate rents. As such, affordable rental product likely represents a substantial value to low-income renters within the market. This is further evidenced by the low combined 1.7% vacancy rate among all non-subsidized affordable units surveyed within the Spartanburg Site PMA.

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

Year Developed	Projects	Units	Vacancy Rate
1980 to 1989	1	1	0.0%
1990 to 1999	3	883	6.2%
2000 to 2009	3	696	9.1%
2010 to 2014	4	720	4.3%
2015	1	28	0.0%
2016 to 2018	0	0	-
2019	1	20	20.0%
2020	2	226	5.3%
2021	2	249	5.6%
2022	3	617	7.3%
2023	4	865	8.3%
2024*	0	0	-

*As of April

Regardless of year developed, nearly all vacancy rates are relatively low at or below 9.1%. As such, it can be concluded that there is no correlation between age and vacancies within the Spartanburg rental housing market. While the one rental property surveyed built in 2019 has a high vacancy rate of 20.0%, this is the result of only four vacant units.

While we surveyed various rental communities within the market that were recently completed in 2023, we were only able to obtain lease-up information on one of these properties, Lawsons Ridge (Map ID 16). As pointed out earlier in this section, this Tax Credit property opened in June 2023 and reached a stabilized occupancy rate of approximately 90.0% in February 2024, yielding an absorption rate of approximately 26 units/month. When considering preleasing efforts that took place a month prior to opening, this equates to an absorption rate of approximately 23 units/month. These are very high absorption rates for affordable rental product and illustrate that this product type has been very well received within the market.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A+	1	208	5.8%
A	6	1,282	11.5%
A-	3	539	3.7%
B+	7	1,493	7.0%
B	1	18	0.0%
C+	1	44	0.0%
Non-Subsidized Affordable			
Quality Rating	Projects	Total Units	Vacancy Rate
A	3	126	9.5%
B+	2	276	0.0%
B	3	310	0.0%
C+	1	9	0.0%

When excluding the market-rate properties surveyed with a quality rating of an "A", which includes those rental communities still in lease-up, vacancy levels are no higher than 9.5%. As such, it can also be concluded that there is no correlation between appearance and vacancies within the Spartanburg rental housing market.

Government-Subsidized

We identified and surveyed seven rental properties that offer government-subsidized units within the Site PMA. Generally, these properties have few amenities, are older and offer small unit sizes (square feet). The government-subsidized units (both with and without Tax Credits) in the Site PMA are summarized as follows:

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	61	15.8%	0	0.0%
Two-Bedroom	1.0	67	17.3%	0	0.0%
Two-Bedroom	1.5	3	0.8%	0	0.0%
Two-Bedroom	2.0	3	0.8%	0	0.0%
Two-Bedroom	2.5	24	6.2%	0	0.0%
Three-Bedroom	1.0	109	28.2%	0	0.0%
Three-Bedroom	2.5	70	18.1%	0	0.0%
Four-Bedroom	1.0	36	9.3%	0	0.0%
Four-Bedroom	1.5	8	2.1%	0	0.0%
Five-Bedroom	2.0	6	1.6%	0	0.0%
Total Subsidized Tax Credit		387	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	38	13.4%	0	0.0%
One-Bedroom	1.0	243	85.9%	0	0.0%
Three-Bedroom	2.0	2	0.7%	0	0.0%
Total Subsidized		283	100.0%	0	0.0%

All government-subsidized units surveyed in the market are occupied and maintain a waiting list. This illustrates that pent-up demand exists for very low-income rental housing within the Spartanburg Site PMA.

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

Tax Credit Property Disclosure: In addition to the ten properties surveyed that offer Tax Credit units, we identified ten additional properties within the Site PMA that operate under the LIHTC program that we were unable to survey at the time of this report. The known details of these projects based on previous surveys conducted by Bowen National Research in the Spartanburg area and from our review of the state Tax Credit allocation list are summarized in the table on the following page.

Name	Location	Year Built/ Renovated	Total Units	Target Population
Cedar Springs Place	200 Serenity Springs Ln.	2008	48	Senior; Subsidized Tax Credit
Ellington Apts.	548 Magnolia St.	2022	50	Senior; Tax Credit
Highland Crossing Apts.	230 Highland Ave.	2016	72	Family; Tax Credit
Regency at Blackstock	320 Rosson Ln.	2019	37	Family; Tax Credit
Ridge at Southport	305 Grand Central Ave.	2009	78	Family; Subsidized Tax Credit
Robert Smalls	561 Wofford St.	2022	190	Family; Subsidized Tax Credit
Summer Place	700 Vanderbilt Rd.	2008	53	Family; Subsidized Tax Credit
West Winfield Acres	518 Lavendula St.	1999	40	Family; Tax Credit & Market-Rate
Westview Terrace	1110 Westview Falls Terr.	2023	48	Family; Tax Credit
Westwood Townhouses	925 Wesley Ct.	1984 / 2010	52	Family; Subsidized Tax Credit

4. RENTAL HOUSING INVENTORY MAP

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



Site



PMA

Apartment Type

Government-Subsidized

Market-Rate & Income Restricted, not LIHTC

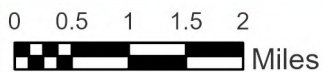
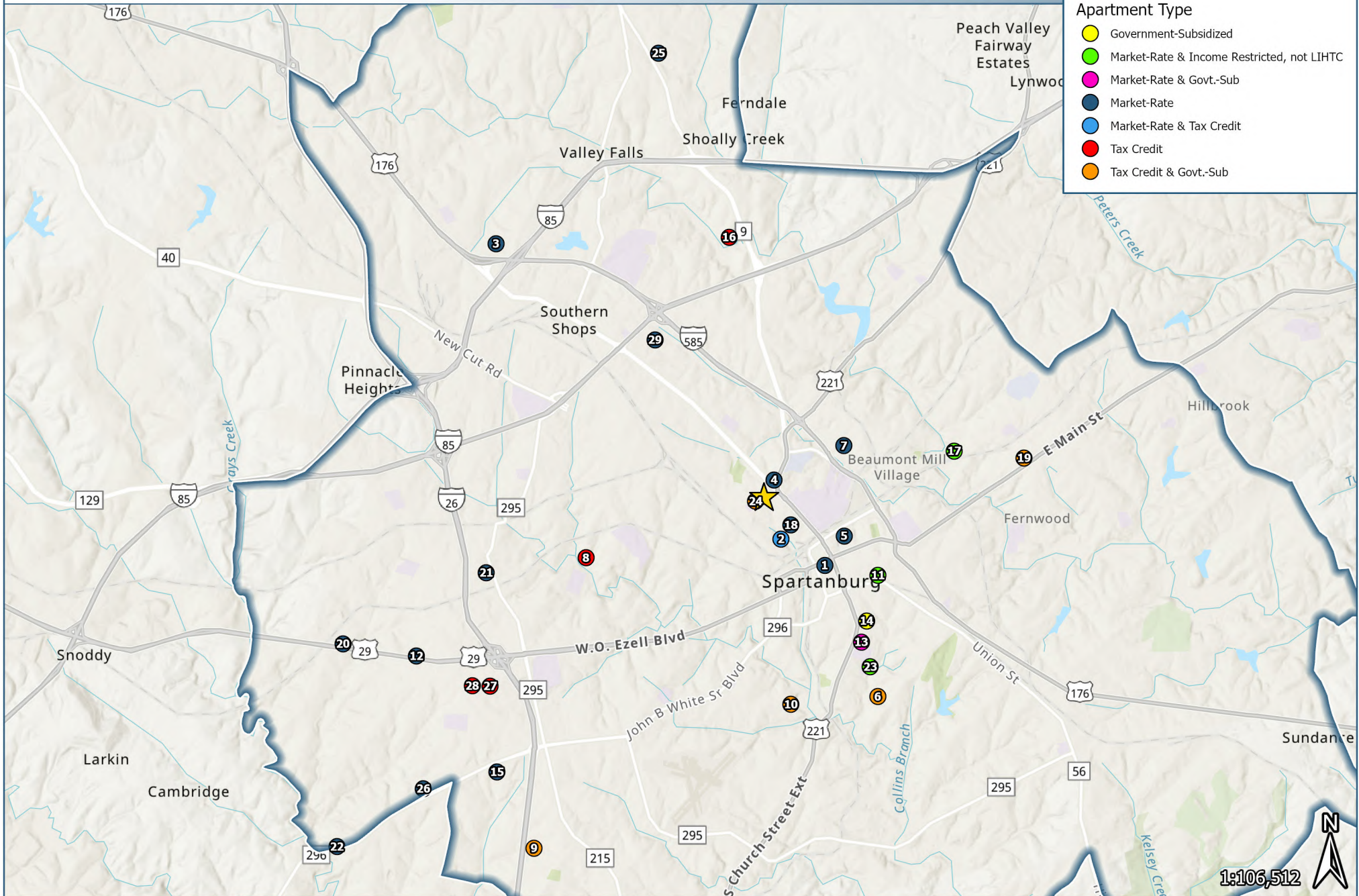
Market-Rate & Govt.-Sub

Market-Rate

Market-Rate & Tax Credit

Tax Credit

Tax Credit & Govt.-Sub



5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on interviews with local planning/building representatives who responded to our inquiries, extensive online research and the observations of our analyst while in the field, it was determined that there are several rental communities within the development pipeline in the market, which are summarized in the following table:

Project Name & Address	Type	Units	Developer	Status/Details
Bridge Creek Pointe 1 Oak Forest Rd., Spartanburg	Tax Credit	90	Prestwick Development	Under Construction: Allocated 2021; 24 one-bedroom units with 800 square feet, nine at 20%, three at 40% and 12 at 60% AMHI; 42 two-bedroom/2.0-bath units with 1,070 square feet, four at 40% and 38 at 60% AMHI; 24 three-bedroom/2.0-bath units with 1,340 square feet, two at 40% and 22 at 60% AMHI; Amenities include a community room, courtyard, laundry room, playground, fitness center, and business center; ECD spring/summer 2024.
Boxcar 1097 Union St., Spartanburg	Market Rate & Affordable	170	Lat Purser & Associates	Under Construction: Announced November 2023; Will be a mixed-use development near the Mary Black Foundation Rail Trail; Redevelopment of the former cotton warehouses; One- and two-bedroom apartments; Will include at least 2,000 square feet of retail, commercial, and restaurant space; 10% of the units will be available for workforce housing for tenants earning at or below 80% AMHI; Construction began early 2024; ECD 2025/2026.
111 Main 111 E. Main St., Spartanburg	Market Rate	25	NAI Earle Furman	Proposed: Announced in May 2022; This project will be a redevelopment of the former Montgomery Ward department store and new five-story building; One-, two- and three-bedroom units; 5,000 square feet of retail space on the ground floor.
Timbers at Oak Grove 350 Oak Grove Rd., Spartanburg	Tax Credit	84	Olympia Development, LLC	Proposed: The project will target senior households ages 55 and older earning up to 20%, 40%, 60% and 80% AMHI if funded; One- and two-bedroom garden units; Unit amenities include all appliances, washer/dryer hookups, central air conditioning, walk-in closet, patio/balcony with storage closet, emergency call system, and ceiling fans; Community amenities include a community room with kitchen, fitness center, business center, laundry room, gazebo, picnic area with grills, business center, TV lounge, elevator, and CCTV/cameras.
TBD S. Converse & Kennedy St., Spartanburg	Tax Credit	55	Blue Walls RE LLC	Proposed: Announced November 2022; This project will create 17 studio, 17 one- and 21 two-bedroom units; Plans to apply for LIHTC and be available to residents making no more than 80% AMHI.
TBD 307-355 W. Main St., Spartanburg	Market Rate	250 to 300	Blackstock Development	Proposed: Announced in March 2022; This project is expected to create a four-story building with and include 10,000 square feet of retail space.
Schoolhouse Lofts II 261 Caulder Ave., Spartanburg	Market Rate	50 to 60	Montgomery Development Group	Proposed: To start construction in 2024 with 50-60 units behind the current building if approved.

ECD – Estimated Completion Date

TBD – To Be Determined

While there is one affordable age-restricted rental community within the development pipeline in the market, it has yet to receive funding from the LIHTC program. As it is uncertain if this project will come to fruition, it has not been considered in our demand estimates illustrated earlier in this report.

7. MARKET ADVANTAGE

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

Based on the current HUD FMRs for the Spartanburg, South Carolina MSA, the following table illustrates the subject project's market advantages:

Bedroom Type	% AMHI	Proposed Collected Rent	Fair Market Rent	Market Advantage
One-Bedroom	20%	\$205	\$1,016	79.82%
	60%	\$770		24.21%
Two-Bedroom	20%	\$240	\$1,141	78.97%
	50%	\$750		34.27%
	60%	\$915		19.81%
	70%	\$1,085		4.9%
Weighted Average				26.93%

As the preceding illustrates, the subject's market advantages range between 4.65% and 79.82%, when compared to the area's HUD FMRs. The weighted average market advantage is 26.93%. Regardless, we have provided an *achievable market rent* analysis for the proposed subject units to determine the true value the proposed rents will represent to low-income seniors within the area, which is illustrated later in Addendum C of this report.

8. AFFORDABLE HOUSING IMPACT

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

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2026
2	500 Northside Station	95.1%	95.0%+
8	Companion at Lee's Crossing	100.0%	95.0%+
9	Country Garden Estates I & II	100.0%	95.0%+
16	Lawsons Ridge	100.0%	95.0%+
27	Willow Crossing Apts.	100.0%	95.0%+

Considering the high demand that exists for affordable rental housing within the Site PMA, it is not expected that the subject project will have any negative impact on the existing comparable Tax Credit projects surveyed within the Site PMA, especially considering the differences in targeted population. Nearly all comparable LIHTC projects surveyed are fully occupied, many of which maintain a waiting list. Therefore, we expect all Tax Credit projects to operate at or above 95.0% if the subject project is developed.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value in the Site PMA was \$187,662. At an estimated interest rate of 7.45% and a 30-year term (and 95% LTV), the monthly mortgage for a \$187,662 home is \$1,550, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$187,662
Mortgaged Value = 95% of Median Home Price	\$178,279
Interest Rate - Bankrate.com	7.45%
Term	30
Monthly Principal & Interest	\$1,240
Estimated Taxes and Insurance*	\$310
Estimated Monthly Mortgage Payment	\$1,550

*Estimated at 25% of principal and interest

In comparison, the proposed collected rents at the subject property are well below the cost of a monthly mortgage for a typical home in the area. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As indicated throughout this section of the report, nearly all comparable LIHTC projects within the market are 100.0% occupied, many of which maintain a waiting list. This illustrates that significant pent-up demand exists for additional affordable rental housing within the Spartanburg Site PMA. The subject project will be able to accommodate a portion of this unmet demand. Notably, we identified only one age-restricted LIHTC rental community within the market that is believed to be non-subsidized, Ellington Apartments. As noted earlier in this section, we were unable to survey this property at the time this report was issued, despite numerous attempts. However, given the high demand that exists for affordable rental housing within the Spartanburg Site PMA, it is likely that this property is fully occupied. Additionally, the subject project will be the only age-restricted LIHTC development to offer units set aside at 20% and 70% of AMHI. Therefore, the subject project will provide an affordable rental housing alternative to very low- and moderate-income senior households which appear to be underserved within the market.

I. Interviews

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

- Katherine O’Neil, Chief Economic Development Officer with One Spartanburg Inc., stated that there is a need for all levels of affordable housing within Spartanburg. O’Neil emphasized the need for more Tax Credit housing, as the area is short by almost 2,500 units. There is also a need for more market-rate apartments. Spartanburg is booming with manufacturing, which means more individuals and families are moving to the area and, unfortunately, with the current economy and high interest rates, purchasing a home is not an option for many, so more are renting. With all of that being said, there is definitely a need for more affordable housing in Spartanburg County. (864) 415-9469
- Chris Staub, Property Manager of Companion at Lee’s Crossing (Map ID 8), a Tax Credit community within Spartanburg, explained that there is a need for more affordable housing in Spartanburg. Staub stated that her property is fully occupied and maintains a waiting list that is three months in length for the next available unit. Finally, Ms. Staub stated that prospective tenants tend to move in search of lower rental rates. (864) 481-1422
- According to Teresa Moultrie, Director of Leased Housing with Spartanburg Housing, there are approximately 1,416 Housing Choice Vouchers issued within the housing agency’s jurisdiction. However, it was also revealed that approximately 56 issued vouchers are currently going unused, likely due to holders of these vouchers being unable to locate/obtain a quality affordable rental housing unit that will accept the voucher. There is a total of approximately 4,800 households currently on the waiting list for additional vouchers. The waiting list is closed, and it is unknown when it will reopen. Annual turnover within the voucher program is estimated at 204 households. This reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance. (864) 598-6053

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 48 units proposed at the subject site, assuming it is developed as detailed in this report. Changes to the project's site, rents, amenities or opening date may alter these findings.

The project will be competitive within the market area in terms of newness, unit sizes (square feet) and amenities, and the proposed rents will be perceived as significant values in the marketplace. This is demonstrated in Section H and Addendum C. Notably, the subject project will be the only age-restricted Tax Credit development to offer units set aside at 20% and 70% of Area Median Household Income (AMHI). Therefore, the subject project will provide an affordable rental housing alternative to very low- and moderate-income senior households who appear to be underserved in the Spartanburg Site PMA. This will bode well in the demand of the subject units.

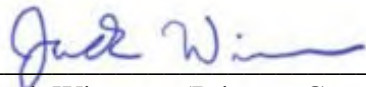
Nearly all of the comparable affordable rental projects surveyed are 100.0% occupied, the majority of which maintain a waiting list, illustrating that significant pent-up demand exists for additional affordable rental housing within the Spartanburg Site PMA. As shown in the Project Specific Demand Analysis section of this report, with an overall capture rate of 6.2% (SC Housing maximum threshold is 30%), there is a deep amount of support for the subject development within the Spartanburg Site PMA. Therefore, it is our opinion that the subject project will have no significant impact on the existing non-subsidized Tax Credit developments in the market.

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

K. Signed Statement Requirement

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

Certified:



Jack Wiseman (Primary Contact)

Market Analyst

jackw@bowennational.com

Date: May 2, 2024



Braden Henderson

Market Analyst

bradenh@bowennational.com

Date: May 2, 2024



Patrick M. Bowen

President/Market Analyst

Bowen National Research

155 E. Columbus St., Suite 220

Pickerington, OH 43147

(614) 833-9300

patrickb@bowennational.com

Date: May 2, 2024

L. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

Kwame Amoako, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Amoako holds a Bachelor of Arts in Business Management from Capital University.

Matthew Brown, Market Analyst, has travelled the country and studied the housing industry in both urban and rural markets. He is able to analyze both the aesthetics and operations of rental housing properties, particularly as they pertain to each particular market. Mr. Brown has a Bachelor Degree in Business Administration, Strategic Marketing and Social Media from the University of the Cumberlands.

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

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

Braden Henderson, Market Analyst, has researched various rental housing alternatives, both conventional and non-conventional in markets throughout the United States. In addition, he has conducted on-site inspection for existing properties and vacant parcels of land. This experience allows him to evaluate a project's ability to operate successfully within a market and compare it to surrounding comparable properties. Mr. Henderson has a Bachelor of Science degree in Business Administration from The Ohio State University.

Xavier Williams, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market.

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

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

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the proposed development. An in-depth evaluation of these two property types provides an indication of the potential of the proposed development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information and projections that determine what the characteristics of the market will be when the proposed project opens and achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the proposed development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the proposed development.
- An analysis of the proposed project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows SC's Housing's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the proposed development's capture rate is achievable.
- Achievable market rent for the proposed subject development is determined. Using a Rent Comparability Grid, the features of the proposed development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the proposed subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit. This analysis is done for each bedroom type proposed for the site.

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

2. REPORT LIMITATIONS

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

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

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

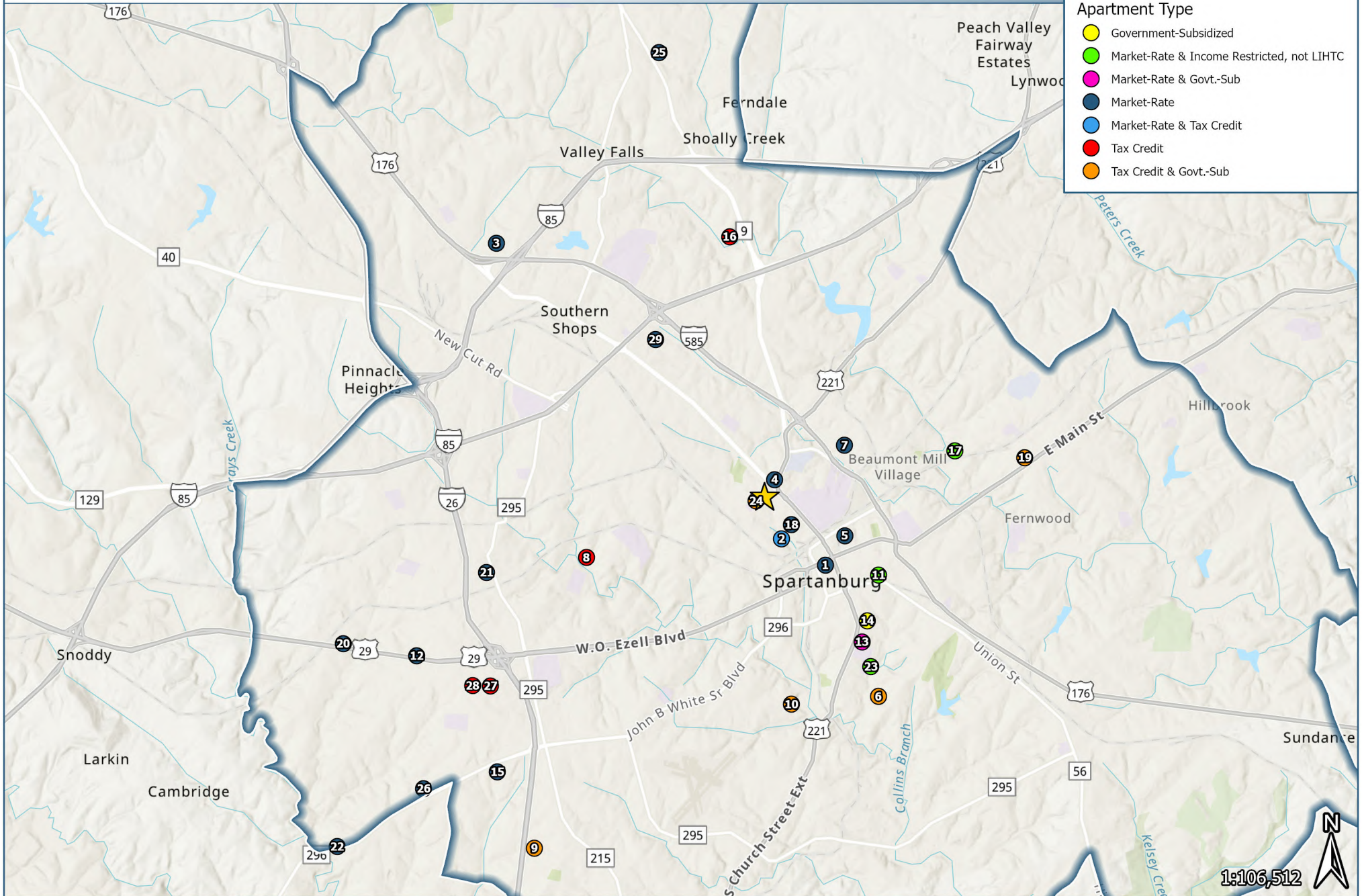
3. SOURCES

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

- The 2010 and 2020 Census on Housing
- American Community Survey
- ESRI
- Applied Geographic Solutions
- Area Chamber of Commerce
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- SC Housing

ADDENDUM A:


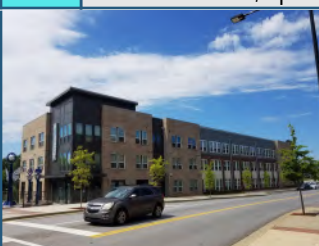



FIELD SURVEY OF
CONVENTIONAL RENTALS








Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	142 Social	MRR	B	2020	18	0	100.0%	1.3
✓ 2	500 Northside Station	MRT	A	2021	91	8	91.2%	0.8
✓ 3	Autumn Park	MRR	A-	2002	198	5	97.5%	5.1
✓ 4	Bon Haven Apts.	MRR	A-	2021	158	6	96.2%	0.3
✓ 5	Charles on Liberty Street Apts.	MRR	A+	2020	208	12	94.2%	1.3
6	Collins Park & Cottage Grove	TGS	B	2007	108	0	100.0%	3.3
✓ 7	Comet Spartanburg	MRR	A	2023	208	62	70.2%	1.5
✓ 8	Companion at Lee's Crossing	TAX	B	2010	192	0	100.0%	2.7
✓ 9	Country Garden Estates I & II	TGS	B	2002	100	0	100.0%	6.2
10	Crescent Hill Apts.	TGS	C	1971	150	0	100.0%	3.1
✓ 11	Fitzgerald	MIN	A	2023	132	2	98.5%	1.8
12	Grove Apts.	MRR	A-	1998	183	9	95.1%	5.4
◆ 13	Heritage Court	MRG	B+	1985	150	0	100.0%	2.0
◆ 14	J.C. Bull Apts.	GSS	B-	1981	132	0	100.0%	2.1
15	Laurel	MRR	B+	1996	496	31	93.8%	5.7
✓ 16	Lawsons Ridge	TAX	B+	2023	228	0	100.0%	3.7
17	Lively Drayton Mills	MIN	A	2023	297	8	97.3%	2.8
18	Lofts at Northside Station	MRR	B+	2019	20	4	80.0%	0.7
◆ 19	Parkside at Drayton	TGS	B+	2019	41	0	100.0%	3.4
20	Pointe Grand Spartanburg	MRR	B+	2022	300	34	88.7%	6.8
21	Reserve at Park West Apts. I & II	MRR	A	2008	408	58	85.8%	4.1
22	River Run	MRR	A	2010	272	21	92.3%	7.6
23	Schoolhouse Lofts	MIN	C+	1951	53	0	100.0%	2.5
24	Victoria Garden	TGS	B-	1970	80	0	100.0%	0.3
25	Village at Mills Gap	MRR	B+	2014	208	10	95.2%	5.2
✓ 26	Waters Edge	MRR	B+	2022	264	11	95.8%	6.5
✓ 27	Willow Crossing Apts.	TAX	B+	2012	48	0	100.0%	5.2
28	Willow Trace Townhomes	TAX	B	2015	28	0	100.0%	5.3
29	Willows at North End	MRR	B+	1996	204	15	92.6%	2.8


















*Drive distance in miles

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


1	142 Social 142 Magnolia St, Spartanburg, SC 29306	Contact: Portia Phone:
	Total Units: 18 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2020 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range due to floor level	
2	500 Northside Station 500 Howard St, Spartanburg, SC 29303	Contact: Mariella Phone: (864) 501-3291
	Total Units: 91 UC: 0 Occupancy: 91.2% Stories: 3 w/Elevator Year Built: 2021 BR: 1, 2, 3 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (9 units); Tax Credit (82 units)	
3	Autumn Park 105 Turning Leaf Cir., Boiling Springs, SC 29316	Contact: Linda Phone: (864) 814-3322
	Total Units: 198 UC: 0 Occupancy: 97.5% Stories: 3 Year Built: 2002 BR: 1, 2, 3 Vacant Units: 5 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
4	Bon Haven Apts. 728 N Church St, Spartanburg, SC 29303	Contact: Monica Phone: (864) 465-4108
	Total Units: 158 UC: 0 Occupancy: 96.2% Stories: 4 w/Elevator Year Built: 2021 BR: 0, 1, 2 Vacant Units: 6 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: 1-br: 1 month free rent Notes: Opened 5/2021	
5	Charles on Liberty Street Apts. 201 N Liberty St, Spartanburg, SC 29302	Contact: Madison Phone: (864) 252-0881
	Total Units: 208 UC: 0 Occupancy: 94.2% Stories: 3,4 w/Elevator Year Built: 2020 BR: 0, 1, 2, 3 Vacant Units: 12 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: \$1,000 off select 2-br, \$500 off select 1 & 3-br Notes: Opened 12/2020	


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

6	Collins Park & Cottage Grove 106 Rev. Booker T. Sears St., Spartanburg, SC 29306	Contact: Carrie Phone: (864) 598-6256
	Total Units: 108 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2007 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit & PBV/PBRA RAD (60 units); HUD Section 8 & Tax Credit (46 units); PBV/PBRA (2 units); HOPE VI	
7	Comet Spartanburg 121 Garner Rd, Spartanburg, SC 29303	Contact: Nicole Phone: (864) 552-3865
	Total Units: 208 UC: 0 Occupancy: 70.2% Stories: 4 w/Elevator Year Built: 2023 BR: 1, 2, 3 Vacant Units: 62 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
8	Companion at Lee's Crossing 100 Lees Crossing Dr, Spartanburg, SC 29301	Contact: Kelly Phone: (864) 481-1422
	Total Units: 192 UC: 0 Occupancy: 100.0% Stories: 3,4 Year Built: 2010 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 3 mos AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	
9	Country Garden Estates I & II 346 N Sunflower Way, Moore, SC 29369	Contact: Renee Phone: (864) 574-0072
	Total Units: 100 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 2002 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 15 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit (90 units); PBV/RAD & Tax Credit (10 units); HOPE VI	
10	Crescent Hill Apts. 108 Pineneedle Dr., Spartanburg, SC 29306	Contact: Chalandra Phone: (864) 582-7877
	Total Units: 150 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1971 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 18-24 mos AR Year: Target Population: Family Yr Renovated: 2001 Rent Special: None Notes: Tax Credit; HUD Section 8	


 Comparable Property  Senior Restricted  (MRR) Market-Rate  (MRT) Market-Rate & Tax Credit  (MRG) Market-Rate & Government-Subsidized  (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized  (TAX) Tax Credit  (TGS) Tax Credit & Government-Subsidized  (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)  (TIN) Tax Credit & Income-Restricted (not LIHTC)  (TMG) Tax Credit, Market-Rate & Government-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized  (INR) Income-Restricted (not LIHTC)  (ING) Income-Restricted (not LIHTC) & Government-Subsidized  (GSS) Government-Subsidized  (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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11	Fitzgerald 327 E Kennedy St, Spartanburg, SC 29302	Contact: Garrett Phone: (855) 641-1431
	Total Units: 132 UC: 0 Occupancy: 98.5% Stories: 4 w/Elevator Year Built: 2023 BR: 1, 2, 3 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (119 units); Income-restricted, not LIHTC (13 units); Preleasing 1/2023, opened 5/2023	


12	Grove Apts. 315 Birchrun Dr., Spartanburg, SC 29301	Contact: Natallie Phone: (864) 661-5765
	Total Units: 183 UC: 0 Occupancy: 95.1% Stories: 3 Year Built: 1998 BR: 0, 1, 2, 3 Vacant Units: 9 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2014 Rent Special: None Notes:	




















13	Heritage Court 425 S. Church St., Spartanburg, SC 29306	Contact: Nicole Phone: (864) 585-8595
	Total Units: 150 UC: 0 Occupancy: 100.0% Stories: 5 w/Elevator Year Built: 1985 BR: 0, 1 Vacant Units: 0 Waitlist: 12 mos AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes: Market-rate (1 unit); HUD Section 8 (149 units)	

























14	J.C. Bull Apts. 101 Marion Ave., Spartanburg, SC 29306	Contact: Nadine Phone: (864) 598-6100
	Total Units: 132 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1981 BR: 1 Vacant Units: 0 Waitlist: 67 HH AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes: HUD Section 8	






15	Laurel 200 Heath Ln, Spartanburg, SC 29301	Contact: Sharron Phone: (864) 664-2369
	Total Units: 496 UC: 0 Occupancy: 93.8% Stories: 2,3 Year Built: 1996 BR: 1, 2, 3 Vacant Units: 31 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: M/I by 4/13 get 1/2 off rent Notes: Phase II built in 1998; Phase III built in 2003; Rent range based on phase & unit amenities; Rents change daily	

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




16	Lawsons Ridge 421 Old Boiling Springs Rd, Spartanburg, SC 29303	Contact: Laura Phone: (803) 744-9229
	Total Units: 228 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2023 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; Preleased 5/2023; Opened 6/2023; ~90% occupancy 2/2024	
17	Lively Drayton Mills 225 Milliken St, Spartanburg, SC 29307	Contact: Ashley Phone: (864) 721-6245
	Total Units: 297 UC: 0 Occupancy: 97.3% Stories: 3,4 Year Built: 2023 BR: 0, 1, 2, 3 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: Only on affordable units get 1 month free rent Notes: Preleasing 12/2022, Opened 1/2023	
18	Lofts at Northside Station 501 Howard St., Spartanburg, SC 29303	Contact: Mariella Phone: (864) 501-3291
	Total Units: 20 UC: 0 Occupancy: 80.0% Stories: 3 w/Elevator Year Built: 2019 BR: 1, 2 Vacant Units: 4 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
19	Parkside at Drayton 110 Fernwood Dr, Spartanburg, SC 29307	Contact: Sean Frey Phone: (864) 558-7430
	Total Units: 41 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2019 BR: 1, 2 Vacant Units: 0 Waitlist: Yes AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit; PBV/PBRA; Opened & stabilized occupancy 5/2019	
20	Pointe Grand Spartanburg 3011 Grand Crk Wy, Spartanburg, SC 29301	Contact: Nequasia Phone: (864) 774-5846
	Total Units: 300 UC: 0 Occupancy: 88.7% Stories: 3 Year Built: 2022 BR: 2 Vacant Units: 34 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: Sign a 13, or 14-15 month lease get the 2nd full months rent free Notes:	

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


21	<div>Reserve at Park West Apts. I & II</div> <div>100 Keats Dr., Spartanburg, SC 29301</div>	<div>Contact: Ashley</div> <div>Phone: (864) 208-0900</div>
	<div>Total Units: 408 UC: 0 Occupancy: 85.8% Stories: 3 Year Built: 2008</div> <div>BR: 1, 2, 3 Vacant Units: 58 Waitlist: None AR Year:</div> <div>Target Population: Family Yr Renovated:</div> <div>Rent Special: Select units get the 1st full months rent</div> <div>Notes: Rents change daily; Phase II (144 units); Rent range based on phase</div>	
22	<div>River Run</div> <div>901 Meridian River Run, Spartanburg, SC 29301</div>	<div>Contact: Tiffany</div> <div>Phone: (864) 595-7474</div>
	<div>Total Units: 272 UC: 0 Occupancy: 92.3% Stories: 3,4 Year Built: 2010</div> <div>BR: 1, 2, 3 Vacant Units: 21 Waitlist: None AR Year:</div> <div>Target Population: Family Yr Renovated:</div> <div>Rent Special: 3-br 1/2 off the 2nd full months rent</div> <div>Notes: Phase II opened in 2016; Rent range based on floor level & view</div>	
23	<div>Schoolhouse Lofts</div> <div>261 Caulder Ave, Spartanburg, SC 29306</div>	<div>Contact: Kelly</div> <div>Phone:</div>
	<div>Total Units: 53 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1951</div> <div>BR: 0, 1, 2 Vacant Units: 0 Waitlist: None AR Year: 2022</div> <div>Target Population: Family Yr Renovated:</div> <div>Rent Special: None</div> <div>Notes: Market-rate (44 units); Income-restricted, not LIHTC (9 units); Preleased 4/2022; Opened 7/2022; ~94% occupancy 4/2023</div>	
24	<div>Victoria Garden</div> <div>695 Howard St, Spartanburg, SC 29303</div>	<div>Contact: Kathy</div> <div>Phone: (864) 598-6090</div>
	<div>Total Units: 80 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1970</div> <div>BR: 1, 2, 3, 4, 5 Vacant Units: 0 Waitlist: Yes AR Year:</div> <div>Target Population: Family Yr Renovated: 2020</div> <div>Rent Special: None</div> <div>Notes: Tax Credit; PBV/PBRA RAD</div>	
25	<div>Village at Mills Gap</div> <div>97 Mills Gap Rd., Boiling Springs, SC 29316</div>	<div>Contact: Erin</div> <div>Phone: (864) 541-7179</div>
	<div>Total Units: 208 UC: 0 Occupancy: 95.2% Stories: 3 Year Built: 2014</div> <div>BR: 1, 2, 3 Vacant Units: 10 Waitlist: None AR Year:</div> <div>Target Population: Family Yr Renovated:</div> <div>Rent Special: M/I by 4/15 get May's rent free</div> <div>Notes:</div>	


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





















26	Waters Edge		Contact: Khabijah	
	801 Aqua Springs Dr, Spartanburg, SC 29301		Phone: (864) 572-6838	
	Total Units:	264	UC:	0
	Occupancy:	95.8%	Stories:	3,4
	BR:	1, 2, 3	Vacant Units:	11
	Waitlist:	None	Year Built:	2022
	Target Population:	Family	AR Year:	
	Rent Special:	no	Yr Renovated:	
	Notes:			



27	Willow Crossing Apts.		Contact: Lee	
	101 Willow Crossing Ln, Spartanburg, SC 29301		Phone: (864) 699-9965	
	Total Units:	48	UC:	0
	Occupancy:	100.0%	Stories:	2
	BR:	2, 3	Vacant Units:	0
	Waitlist:	24 mos	Year Built:	2012
	Target Population:	Family	AR Year:	
	Rent Special:	None	Yr Renovated:	
	Notes:	Tax Credit		

28	Willow Trace Townhomes		Contact: Lee	
	300 Willow Crossing Ln., Spartanburg, SC 29301		Phone: (864) 327-8496	
	Total Units:	28	UC:	0
	Occupancy:	100.0%	Stories:	2
	BR:	2, 3	Vacant Units:	0
	Waitlist:	14 HH	Year Built:	2015
	Target Population:	Family	AR Year:	
	Rent Special:	None	Yr Renovated:	
	Notes:	Tax Credit		

29	Willows at North End		Contact: Stephanie	
	425 Willowdale Dr., Spartanburg, SC 29303		Phone: (864) 664-2470	
	Total Units:	204	UC:	0
	Occupancy:	92.6%	Stories:	3
	BR:	1, 2, 3	Vacant Units:	15
	Waitlist:	None	Year Built:	1996
	Target Population:	Family	AR Year:	
	Rent Special:	M/I by 4/30 get \$500 off May's rent		
	Notes:	Rents change daily		

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

Source: Spartanburg Housing Authority
Effective: 11/2023

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	16	19	22	25	28	31	16	19	22	25	28	31
	+Base Charge	9	9	9	9	9	9	9	9	9	9	9	9
	Bottled Gas	65	81	92	100	111	127	65	81	92	100	111	127
	Electric	17	20	26	32	38	44	17	20	26	32	38	44
	Heat Pump	15	18	21	24	26	29	15	18	21	24	26	29
	Oil	46	53	63	70	76	83	46	53	63	70	76	83
Cooking	Natural Gas	3	3	5	6	8	9	3	3	5	6	8	9
	Bottled Gas	12	12	19	27	35	38	12	12	19	27	35	38
	Electric	6	8	11	14	18	21	6	8	11	14	18	21
Other Electric		24	29	40	51	62	73	24	29	40	51	62	73
+Base Charge		13	13	13	13	13	13	13	13	13	13	13	13
Air Conditioning		10	12	16	21	26	30	10	12	16	21	26	30
Water Heating	Natural Gas	7	8	13	16	20	23	7	8	13	16	20	23
	Bottled Gas	27	31	46	58	73	84	27	31	46	58	73	84
	Electric	15	18	23	28	33	38	15	18	23	28	33	38
	Oil	17	20	30	40	50	56	17	20	30	40	50	56
Water		22	22	28	34	40	46	22	22	28	34	40	46
Sewer		47	49	67	84	101	119	47	49	67	84	101	119
Trash Collection		15	15	15	15	15	15	15	15	15	15	15	15
Internet*		20	20	20	20	20		20	20	20	20	20	
Cable*		20	20	20	20	20		20	20	20	20	20	
Alarm Monitoring*													

* Estimated- not from source

Addendum B – Member Certification & Checklist

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

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

Certified:

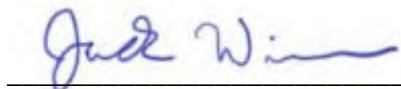


Patrick M. Bowen

President

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Date: May 2, 2024



Jack Wiseman (Primary Contact)

Market Analyst

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Date: May 2, 2024

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

Addendum C – Achievable Market Rent Analysis

A. INTRODUCTION

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

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

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

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

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

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

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Danbury Commons	2026	48	-	-	16 (-)	32 (-)	-
4	Bon Haven Apts.	2021	158	96.2%	22 (100.0%)	68 (91.2%)	68 (100.0%)	-
5	Charles on Liberty Street Apts.	2020	208	94.2%	25 (100.0%)	59 (91.5%)	109 (93.6%)	15 (100.0%)
7	Comet Spartanburg	2023	208	70.2%	-	70 (71.4%)	90 (75.6%)	48 (58.3%)
11	Fitzgerald	2023	119*	98.3%	-	39 (100.0%)	79 (97.5%)	1 (100.0%)
26	Waters Edge	2022	264	95.8%	-	106 (96.2%)	132 (94.7%)	26 (100.0%)

Occ. – Occupancy

*Market-rate units only

The five selected market-rate projects have a combined total of 957 units with an overall occupancy rate of 90.3%; 95.9% when excluding the one comparable market-rate property that was recently completed and still in lease-up (Comet Spartanburg; Map ID 7), a good rate for rental housing. This demonstrates that these comparable properties have been well received within the market and will serve as accurate benchmarks with which to compare to the subject project.

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

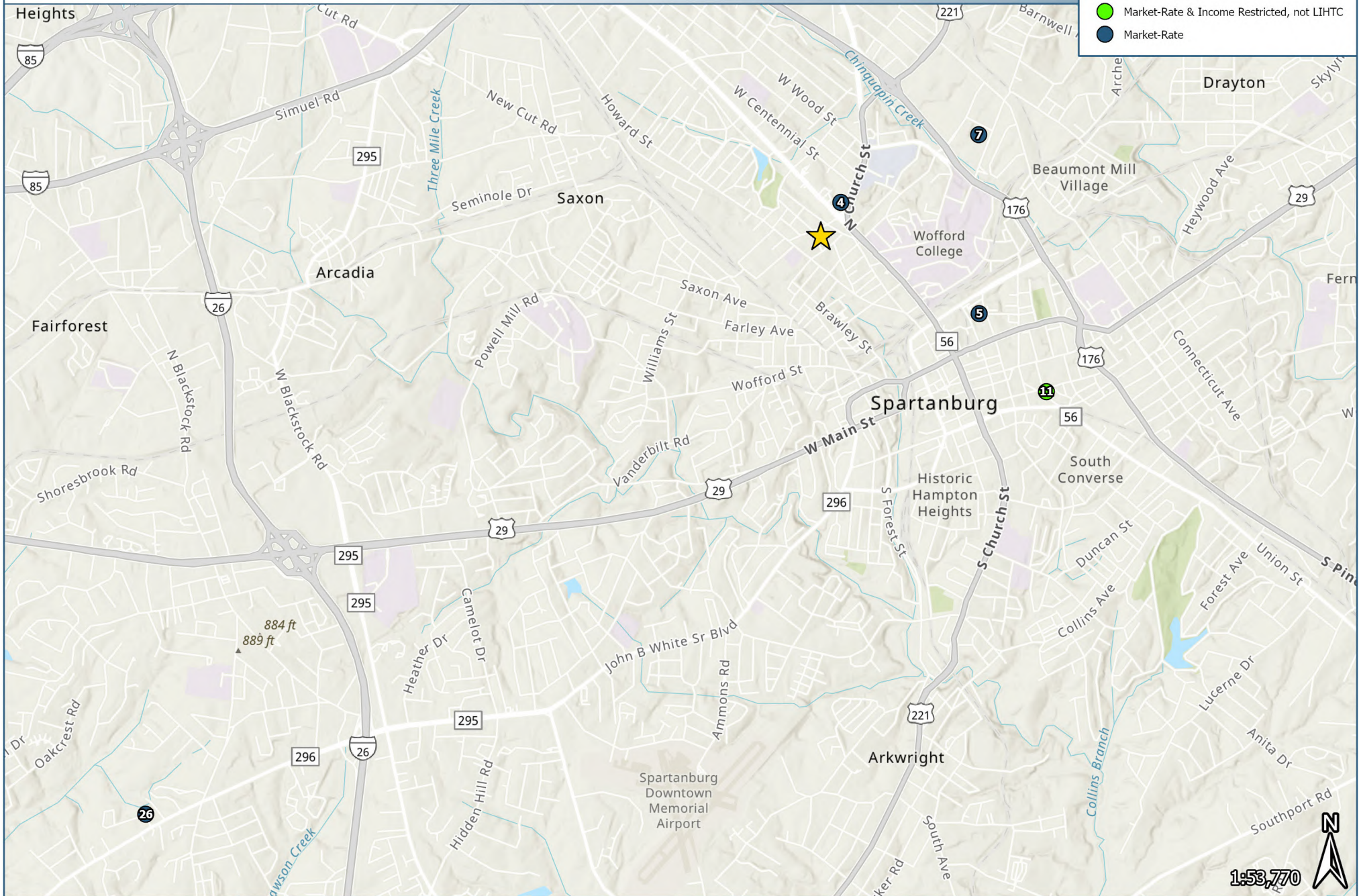


Site

Apartment Type

● Market-Rate & Income Restricted, not LIHTC

● Market-Rate



0 0.25 0.5 0.75 1

Miles

Rent Comparability Grid *Unit Type* → **ONE-BEDROOM**

ONE-BEDROOM

Subject			Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
	Danbury Commons	Data	Bon Haven Apts.		Charles on Liberty Street Apts.		Comet Spartanburg		Fitzgerald		Waters Edge	
	203 Fremont Avenue	on	728 N Church St		201 N Liberty St		121 Garner Rd		327 E Kennedy St		801 Aqua Springs Dr	
	Spartanburg, SC	Subject	Spartanburg, SC		Spartanburg, SC		Spartanburg, SC		Spartanburg, SC		Spartanburg, SC	
A.	Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?		\$1,527		\$1,375		\$1,355		\$1,462		\$1,409	
2	Date Surveyed		Apr-24		Apr-24		Apr-24		Apr-24		Apr-24	
3	Rent Concessions		Yes	(\$127)	Yes	(\$42)	None		None		None	
4	Occupancy for Unit Type		91%		92%		71%		100%		96%	
5	Effective Rent & Rent/ sq. ft		\$1,400	1.65	\$1,333	1.86	\$1,355	1.69	\$1,462	2.04	\$1,409	1.93
B.	Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4	EE/4		EE/3,4		EE/4		EE/4		WU/3,4	
7	Yr. Built/Yr. Renovated	2026	2021	\$5	2020	\$6	2023	\$3	2023	\$3	2022	\$4
8	Condition/Street Appeal	E	E		E		E		E		G	\$15
9	Neighborhood	G	G		E	(\$10)	G		E	(\$10)	G	
10	Same Market?		Yes		Yes		Yes		Yes		Yes	
C.	Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1	1		1		1		1		1	
12	# Baths	1	1		1		1		1		1	
13	Unit Interior Sq. Ft.	796	850	(\$25)	718	\$36	804	(\$4)	717	\$37	730	\$31
14	Patio/Balcony/Sunroom	Y	Y		N	\$5	Y		Y		Y	
15	AC: Central/Wall	C	C		C		C		C		C	
16	Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	Y/Y		N/Y	\$5	Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	W/D	(\$25)	W/D	(\$25)	HU	\$5	W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	C/V	C/V		C/T/V		V/W		C/V		C/V	
20	Cable/Internet Included?	N	N		Y	(\$60)	N		Y	(\$60)	Y	(\$60)
21	Secured Entry	Y	Y		Y		N	\$3	Y		N	\$3
22	Garbage Disposal	Y	Y		Y		N	\$5	Y		Y	
23	Ceiling Fan/E-Call System	Y/N	N/N	\$5	Y/N		Y/N		Y/N		Y/N	
D	Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	Y		Y		Y		Y		Y	
26	Security Features	Y	Y		Y		Y		Y		Y	
27	Community Space	Y	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F	P/F/GR	(\$13)	P/F/J	(\$13)	P/F/S/GR	(\$16)	P/F	(\$10)	P/F/S	(\$13)
29	Business/Computer Center	Y	Y		N	\$3	N	\$3	N	\$3	Y	
30	Grilling Area/Storage	N/N	Y/N	(\$3)	N/N		Y/N	(\$3)	Y/N	(\$3)	N/N	
31	Library	N	N		N		N		N		N	
32	Social Services	N	N		N		N		N		N	
E.	Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	Y/Y		N/N	\$71	Y/Y		N/N	\$71	Y/Y	
39	Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
F.	Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg

Rent Comparability Grid

Unit Type \longrightarrow

TWO-BEDROOM

Subject			Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
	Danbury Commons	Data	Bon Haven Apts.		Charles on Liberty Street Apts.		Comet Spartanburg		Fitzgerald		Waters Edge	
	203 Fremont Avenue	on	728 N Church St		201 N Liberty St		121 Garner Rd		327 E Kennedy St		801 Aqua Springs Dr	
	Spartanburg, SC	Subject	Spartanburg, SC		Spartanburg, SC		Spartanburg, SC		Spartanburg, SC		Spartanburg, SC	
A.	Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?		\$1,725		\$1,620		\$1,430		\$1,552		\$1,579	
2	Date Surveyed		Apr-24		Apr-24		Apr-24		Apr-24		Apr-24	
3	Rent Concessions		None		Yes	(\$83)	None		None		None	
4	Occupancy for Unit Type		100%		95%		76%		97%		95%	
5	Effective Rent & Rent/ sq. ft			\$1,725	1.64	\$1,537	1.42	\$1,430	1.37	\$1,552	1.67	\$1,579
B.	Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4	EE/4		EE/3,4		EE/4		EE/4		WU/3,4	
7	Yr. Built/Yr. Renovated	2026	2021	\$5	2020	\$6	2023	\$3	2023	\$3	2022	\$4
8	Condition/Street Appeal	E	E		E		E		E		G	\$15
9	Neighborhood	G	G		E	(\$10)	G		E	(\$10)	G	
10	Same Market?		Yes		Yes		Yes		Yes		Yes	
C.	Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2	2		2		2		2		2	
12	# Baths	1.5	2	(\$15)	2	(\$15)	2	(\$15)	2	(\$15)	2	(\$15)
13	Unit Interior Sq. Ft.	1017	1053	(\$14)	1079	(\$24)	1044	(\$10)	929	\$34	1022	(\$2)
14	Patio/Balcony/Sunroom	Y	Y		N	\$5	Y		Y		Y	
15	AC: Central/Wall	C	C		C		C		C		C	
16	Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	Y/Y		N/Y	\$5	Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	W/D	(\$25)	W/D	(\$25)	HU	\$5	W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	C/V	C/V		C/T/V		V/W		C/V		C/V	
20	Cable/Internet Included?	N	N		Y	(\$60)	N		Y	(\$60)	Y	(\$60)
21	Secured Entry	Y	Y		Y		N	\$3	Y		N	\$3
22	Garbage Disposal	Y	Y		Y		N	\$5	Y		Y	
23	Ceiling Fan/E-Call System	Y/N	N/N	\$5	Y/N		Y/N		Y/N		Y/N	
D	Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	Y		Y		Y		Y		Y	
26	Security Features	Y	Y		Y		Y		Y		Y	
27	Community Space	Y	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F	P/F/GR	(\$13)	P/F/J	(\$13)	P/F/S/GR	(\$16)	P/F	(\$10)	P/F/S	(\$13)
29	Business/Computer Center	Y	Y		N	\$3	N	\$3	N	\$3	Y	
30	Grilling Area/Storage	N/N	Y/N	(\$3)	N/N		Y/N	(\$3)	Y/N	(\$3)	N/N	
31	Library	N	N		N		N		N		N	
32	Social Services	N	N		N		N		N		N	
E.	Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	Y/Y		N/N	\$95	Y/Y		N/N	\$95	Y/Y	
39	Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
F.	Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		2	5	4	6	5	4	3	6	3	5
41	Sum Adjustments B to D		\$10	(\$70)	\$19	(\$147)	\$19	(\$44)	\$40	(\$123)	\$22	(\$115)
42	Sum Utility Adjustments				\$95				\$95			
			Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E		(\$60)	\$80	(\$33)	\$261	(\$25)	\$63	\$12	\$258	(\$93)	\$137
G.	Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$1,665		\$1,504		\$1,405		\$1,564		\$1,486	
45	Adj Rent/Last rent			97%		98%		98%		101%		94%
46	Estimated Market Rent	\$1,515	\$1.49 ← Estimated Market Rent/ Sq. Ft									

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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the subject development are as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Advantage
One-Bedroom	20%	\$205	\$1,360	84.93%
	60%	\$770		43.38%
Two-Bedroom	20%	\$240	\$1,515	84.16%
	50%	\$750		50.50%
	60%	\$915		39.60%
	70%	\$1,085		28.38%
Weighted Average				45.10%

Typically, Tax Credit rents targeting households earning up to 60% of AMHI are set at least 10% below market rent to ensure the property represents a value and has a sufficient flow of prospective tenants within most markets. While units targeting households up to 70% of AMHI often do not need to represent a market rent advantage of 10% to be perceived a value, it is often recommended that such units/rents represent around a 7.5% market rent advantage.

As detailed in the preceding table, the subject rents represent market rent advantages ranging from 28.38% to 84.93%, depending upon unit type and targeted income level. Thus, the subject rents should represent significant values within the Spartanburg Site PMA.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.
3. Two of the selected properties are offering rent specials on available units. These rent concessions have been prorated and deducted from their respective quoted rents, yielding their corresponding effective rents (line 5).

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 2020 and 2023. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an excellent appearance, once construction is complete. We have made an adjustment for the one selected property that we consider to be of inferior quality compared to the subject development.
9. Two of the selected properties are located in a more desirable neighborhood than the subject project. As such, we have made adjustments to account for differences in neighborhood desirability among these projects and the subject site.
12. All comparable market-rate two-bedroom units offer two full bathrooms, compared to 1.5 bathrooms to be provided in the subject's two-bedroom units. As such, we have made adjustments of \$15 to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package generally inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject property and, in some cases, for features the subject project does offer.
- 24.-32. The proposed project offers a comprehensive project amenities package, yet considered inferior to those offered at the selected properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.